

# LANDBANK SERVES

CHRONICLES OF GROWTH



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## LANDBANK AT 58: SUPPORTING NATION BUILDING AND INCLUSIVE GROWTH

#ServingTheNation #BankingOnTheFilipinoSpirit



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# LANDBANK ONBOARDS 5.3 M UNBANKED PHILSYS REGISTRANTS



PhilSys Rollout in Guimaras

LANDBANK continues its collaboration with the Philippine Statistics Authority (PSA) for the Philippine Identification System (PhilSys) Project to bring unbanked Filipinos into the country's financial system and allow them access to a wide range of banking services.

As of Sept. 2, 2021, LANDBANK has onboarded 5.3 million unbanked PhilSys registrants for their own transaction accounts through account opening booths at select PhilSys co-location areas nationwide. The registrants have already utilized the LANDBANK prepaid cards for various transactions amounting to P31.8 million.

The PhilSys registrants can use the LANDBANK prepaid cards to safely and conveniently manage funds,

withdraw cash, perform cashless transactions, shop and pay bills online, and receive government subsidies digitally.

"Bringing unbanked Filipinos into the financial mainstream lays the groundwork for inclusive growth, especially as we fast-track initiatives toward economic recovery and sustained development. Access to formal banking services encourages people to save money, repay loans, invest in financial products, and guides them to financial independence," said LANDBANK President and CEO Cecilia C. Borrromeo.

Unbanked PhilSys registrants may sign up for LANDBANK transaction accounts once they complete the PhilSys Step 2 registration, which covers validating supporting documents and capturing biometrics information.

LANDBANK affirms its commitment to support the PhilSys Project by co-locating with the PSA to reach more of the unbanked population in support of the National Government's target of providing at least one bank account for every Filipino household by the end of this year.

## OXYGEN-GENERATING FACILITIES BREATHE HOPE TO PROVINCIAL HOSPITALS

LANDBANK has approved a P94.5-million term loan for the construction of the first government-owned oxygen-generating plant in the Province of Sorsogon.

In partnership with the Provincial Government of Sorsogon under the leadership of Gov. Francis Joseph G. Escudero, LANDBANK will finance the purchase and installation of the oxygen-generating facility to be stationed at the Sorsogon Provincial Hospital. This will help increase the supply of medical oxygen to all nine government hospitals in the province and benefit its more than 800,000 residents, as well as those from other neighboring provinces.

The establishment of this facility is part of the local government's COVID-19 mitigation efforts, particularly now with the rising demand for medical oxygen caused by the recent surge in infections. The plant will also help lower the costs for tank refilling from P490 per tank to only P157. At present, the province sources medical oxygen from only one supplier in Camarines Sur.

The P94.5-million financing for the oxygen plant—which is expected to be completed in early 2022—forms part of LANDBANK's intensified support to LGUs nationwide in providing basic health services, especially amid the ongoing pandemic.

"LANDBANK remains committed to serving the nation at the frontlines of our battle against the pandemic.



Alongside our LGU partners, we stand ready to service growth and recovery requirements, which include boosting local healthcare services and providing support to medical frontliners and their constituents," said LANDBANK President and CEO Cecilia C. Borrromeo.

LANDBANK also financed a P29-million oxygen plant for the Provincial Government of Negros Occidental in 2010. Located in the City of Silay, the LANDBANK-funded facility has been supplying medical-grade oxygen to almost all district hospitals in the province for the past 10 years.

Since the onset of the pandemic last year, the oxygen plant has been providing free medical oxygen to local public health institutions and COVID-isolation facilities, namely the Cadiz City District Hospital, Valladolid District Hospital, Provincial Healing Center in E.B. Magalona, and the Teresita Lopez Jalandoni Provincial Hospital in Silay City.



## 121st PHILIPPINE CIVIL SERVICE ANNIVERSARY

SEPTEMBER 2021

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TRANSFORMING PUBLIC SERVICE IN THE NEXT DECADE:  
HONING AGILE AND FUTURE-READY SERVANT-HEROES



## AGRI SUPPORT CONTINUES DESPITE PANDEMIC LIMITS

LANDBANK remained steadfast in its commitment to intensify support to the agriculture sector and address the emerging challenges and issues faced by clients in accessing agricultural credit, especially during this pandemic.

As of end-July 2021, LANDBANK released a total of P7.11 billion under the programs it has been administering for the Department of Agriculture (DA), which include the Agricultural Competitiveness Enhancement Fund (ACEF), Expanded Rice Credit Assistance under the Rice Competitiveness Enhancement Fund (ERCA-RCEF), and the Socialized Credit Program under the Sugarcane Industry Development Act (SCP-SIDA).

Of the total disbursements, P5.46 billion was released under ACEF that benefited 44,641 farmers and fishers. The Program provides necessary financial assistance for the purchase of farm inputs and equipment, as well as agri-based production, post-production, and processing machinery and facilities to increase the production and income of farmers and fishers.

Another P1.22 billion in cumulative loans was extended to 7,428 eligible borrowers under ERCA-RCEF. Available until 2024, the Program will provide credit assistance to rice farmers in top rice-producing provinces at affordable interest rate, with minimum documentary requirements.

Also, in collaboration with the Sugar Regulatory Administration (SRA), LANDBANK has provided P0.43 billion to 2,236 farmers under the SCP-SIDA in support of the country's sugar industry development.

Under the Credit Assistance Program for Program Beneficiaries Development (CAP-PBD) and the Expanded Assistance to Restore Sustainable Enterprises for Agrarian Reform Beneficiaries and Small Holders (E-ARISE-ARBs Program) of the Department of Agrarian Reform (DAR), the Bank's cumulative loan releases reached P0.65 billion as of end-July 2021 benefiting 9,131 agrarian reform beneficiaries and small farm holders, through their respective organizations.

"Intensifying support to agriculture is a continuing commitment, especially as it is one sector that needs recovery and renewed growth," LANDBANK President and CEO Cecilia C. Borromeo said.

### CLIENT TESTIMONIAL



*"Tatlong taon na akong nanghihiram sa LANDBANK para sa aking lupa na nasa 1.45 na ektarya. Kami ay nagpapasalamat sa DA at LANDBANK dahil malaking tulong talaga sa amin ang SCP-SIDA Program. Sana magpatuloy pa ito upang mas lalong dumami ang matutulongan na mga magsasaka."*

**Rosalie Tuting**  
SCP-SIDA Availer/Borrower from Negros Occidental

## LANDBANK, ISABELA TOWN PARTNER TO PROVIDE MARKET SUPPORT TO PALAY FARMERS



Alicia Mayor Joel Amos P. Alejandro (center) inspects the municipal government's purchase of palay directly from local farmers at premium prices, with support from a P65-million loan under LANDBANK's Palay at Mais ng Lalawigan Lending Program, which helped stabilize the local prices of palay and provided a ready and steady market for farmers' produce.

**A**LICIA, Isabela – Situated in the "Queen Province of the North," the Municipality of Alicia is surrounded with vast tracts of rich agricultural land planted mostly to palay and corn. Having the largest irrigated rice fields in the region, Alicia is considered the largest rice producer in Cagayan Valley.

The COVID-19 pandemic, however, affected market conditions for farmers, as health and safety lockdowns limited the movement of buyers, traders, and produce.

To address this growing concern, the municipal government decided to pursue high-impact projects to help boost the productivity of its more than 1,000 farmers and ensure local food security. This led the administration of Alicia Mayor Joel Amos P. Alejandro to partner with local farmers' cooperatives and associations to directly purchase the palay produced by local farmers at premium prices.

Through the assistance of LANDBANK, the Alicia LGU applied for a P65-million credit facility for a Permanent Working Capital (PWC) under the Bank's Palay at Mais ng Lalawigan Lending Program.

Through the Program, the Alicia LGU buys palay at an indicative subsidized price of P15 to P16 per kilogram for wet palay, and P19 per kilogram for dry palay. This helped stabilize the prices of palay in Alicia, while providing a steady market for farmers' produce.

The LGU, in turn, sells the procured palay processed into milled rice in public markets and other government institutions, such as government hospitals, jails, and other entities. The LGU also signed lease contracts with millers and warehouse owners to set up a streamlined rice milling arrangement in the area.

Moreover, the Program supported the LGU's initiatives to deliver rice subsidies to indigent residents of Alicia, particularly when the area was placed under Enhanced Community Quarantine (ECQ) to stem the spread of COVID-19 infections.

*"Ako ay nagpapasalamat sa LANDBANK dahil sa kanilang programa para sa aming local farmers. Malaking tulong ito para sa aming munisipyo. I am also proud to note that we are the first LGU that availed and implemented this Program, which has so far proven to be successful. We are counting on LANDBANK to support our plans in expanding this program so that we may be able to support more palay farmers in Alicia," Mayor Alejandro said.*

Initially launched by LANDBANK and the Department of Agriculture in 2019 as the "PALAY aLAY sa Magsasaka ng Lalawigan," the Program aims to provide a credit facility to Municipal, City, and Provincial LGUs to purchase palay produced by local farmers whose incomes have been affected by the drop in the farm gate price of palay. The Program was expanded in 2020 to cover the purchase of corn, in support of Republic Act No. 11494 or the Bayanihan to Recover as One Act.

"We are closely working with local government partners to meet the production requirements of farmers and help ensure food security especially during this ongoing pandemic. We are thus encouraging more LGUs, especially those in rice and corn producing communities, to avail of the LANDBANK Palay at Mais ng Lalawigan Program to support our local farmers," said LANDBANK President and CEO Cecilia C. Borromeo.

# LANDBANK OKAYS P68-M LOAN FOR MODERN JEEPNEYS IN NOVALICHES

In support of the National Government's drive toward building a modernized transport system, LANDBANK approved a P68-million loan to the Novaliches Development Cooperative (NOVADECI). The funding will be used to purchase 32 modern jeepney units seen to benefit over 500 drivers and operator-members.

Financed under LANDBANK's SPEED PUV Program (Special Package for Environment-Friendly and Efficiently-Driven Public Utility Vehicles), the brand-new, modern public utility jeepneys (PUJs) will ply the routes of Novaliches in Quezon City to Malinta in Valenzuela City, and vice versa.

NOVADECI Chairperson Leonisa A. Fausto and LANDBANK Corporate Banking Group head, Senior Vice President Ma. Celeste A. Burgos led the virtual loan signing on August 3, 2021. They were joined by NOVADECI officials, including Vice Chairman Nena C. Espinola, Education Committee Chairman Jaime G. Contreras, Jr., and General Manager Marlene D. Sindayen. Also representing LANDBANK was Microfinance Institutions Department head, Assistant Vice President Leonardo D. Aurellana, Jr.

Ms. Fausto thanked LANDBANK's unrelenting support and guidance to the cooperative in completing all the necessary documentary requirements for the loan.

*"Salamat at hindi ninyo binigo ang kahilingan ng aming mga kasapi mula sa transport sector na matugunan ng NOVADECI*

*ang hamon sa transport modernization. Isang karangalan para sa amin na maging bahagi kayo ng aming proyekto,"* Fausto said.

LANDBANK offers affordable financing to public transport cooperatives or corporations for the purchase of modern vehicles under the SPEED PUV Program, which directly supports the Public Utility Vehicle Modernization Program (PUVMP) spearheaded by the Department of Transportation (DOTr) and the Land Transportation Franchising and Regulatory Board (LTFRB).

"LANDBANK stands ready in helping transport cooperatives nationwide to make the shift to safer and more efficient vehicles. Together with the DOTr and LTFRB, we will continuously support efforts to modernize the country's transport system for the benefit of transport players and the riding public," said LANDBANK President and CEO Cecilia C. Borromeo.

As of August 31, 2021, LANDBANK has provided financial support amounting to P2.317 billion to 50 public transport cooperatives and corporations for the purchase of 1,096 modern PUJs, covering a total of 59 routes.

Through the Program, eligible borrowers may loan up to 95% of the PUJ's total cost at an affordable interest rate of 6% per annum, payable based on cash flow but not to exceed a maximum of seven years.

## LANDBANK DISTRIBUTES P70.38 B CASH GRANTS

Together with the Department of Social Welfare and Development (DSWD), LANDBANK released a total of P70.38 billion in cash grants as of end-July 2021, as part of its mandate to serve as a conduit to social protection programs of the National Government.

LANDBANK disbursed a total of P65 billion in cash grants to 4.4 million beneficiaries of the Conditional Cash Transfer (CCT) program, and P5.38 billion to over 1.5 million beneficiaries of the Unconditional Cash Transfer (UCT) program.

The LANDBANK Cash Cards were delivered to 4.4 million CCT beneficiaries, while the distribution is ongoing to 1.5 million UCT beneficiaries. To date, the Bank is in coordination with DSWD for the carding of the remaining 4.1 million UCT beneficiaries.

Through the LANDBANK Cash Cards, beneficiaries can



Cash Card and Financial Assistance Distribution in Cagayan

receive their government subsidy in a timely, safe, and convenient manner. They can withdraw from LANDBANK's ATMs, partner cash-out agents, as well as from the ATMs of BancNet-member banks nationwide. They can also use their cards for cashless transactions through point-of-sale (POS) machines at the cashier or check-out counters.

The Bank has also assisted in the delivery of DSWD's Social Amelioration Program to 24,254 beneficiaries, amounting to P194 million as of July 2021.

## SERVING THE COUNTRY WITH MORE TOUCHPOINTS

LANDBANK continues to establish branches and other physical touchpoints to further boost its reach and better serve the banking needs of clients across the country to complement its push for increased use of e-banking channels under the new normal.

LANDBANK expanded its Agent Banking Program by partnering with more cooperatives, rural banks, LGUs, and MSMEs, among others, to help provide banking services to more unbanked and underserved areas. As of end-July 2021, the Bank has partnered with 125 Agent Banking Partners with full-suite services and 672 with POS Cash Out only service.

In July 2021, LANDBANK deployed two Mobile Branches which will be used in remote areas, especially in the unbanked and underserved communities. The Mobile

Branches will also serve areas with disrupted banking services or those affected by disasters. They will also assist in the emergency disbursements or payouts including cash subsidies under the social amelioration program of the National Government. The Bank also plans to bring a Mobile Branch unit to the Bangsamoro Autonomous Region of Muslim Mindanao (BARMM) to extend the Bank's financial services where they are most needed.

### LANDBANK NETWORK OF SERVICES (as of end-August 2021)



55 Lending Centers  
68 Branch-Lite Units  
411 Branches



2,416 ATMs  
212 CDMs

# LANDBANK, CONVERGE SIGN P3-B LOAN TO BOOST INTERNET COVERAGE



The virtual signing ceremony on August 27, 2021, was led by (upper row from left) Converge CEO Dennis Anthony H. Uy, Converge President Maria Grace Y. Uy, Converge Deputy Chief Finance Officer Christine Renee R. Blabagno, and (lower row, left) LANDBANK President and CEO Cecilia C. Borromeo. They were joined by (lower row, center) LANDBANK Agricultural and Development Lending Sector, Officer-in-Charge Senior Vice President Filipina B. Monje and (lower row, right) Corporate Banking Group Head, Senior Vice President Ma. Celeste A. Burgos.

LANDBANK signed a P3-billion loan agreement with Converge Information and Communications Technology Solutions, Inc. (Converge) to help provide fast and reliable internet service to more subscribers nationwide.

LANDBANK President and CEO Cecilia C. Borromeo alongside Converge CEO Dennis Anthony H. Uy and President Maria Grace Y. Uy led the virtual loan signing ceremony to support the fiber broadband service provider's continuing terrestrial and subsea domestic network expansion and finance working capital requirements.

They were joined by Converge Deputy Chief Finance Officer Christine Renee R. Blabagno and LANDBANK Agricultural and Development Lending Sector Officer-in-Charge, Senior Vice President Filipina B. Monje and Corporate Banking Group Head, Senior Vice President Ma. Celeste A. Burgos. Also present during the signing ceremony was Converge Chief Financial Office Advisor Matthias Vukovich.

During the virtual ceremony, LANDBANK emphasized the importance of investing in technology as more Filipinos adapt to a digital lifestyle due to the ongoing pandemic.

"We are hopeful on this new partnership between LANDBANK and Converge to ensure the delivery of fast and consistent internet services across the country. It is with urgency that we must support more users in adapting to home set-ups for work and education in the new normal.

This is also aligned with LANDBANK's thrust of leveraging on digital innovations to provide uninterrupted, safe, and timely financial solutions to our clients, especially the unbanked and underserved," said LANDBANK President and CEO Borromeo.


Converge CEO Uy expressed his gratitude to LANDBANK for providing an accessible financial channel to expand their fiber footprint nationwide.

"This loan financing brings us one step closer to our goal of connecting the unserved and underserved areas in the country. The available funds will help us reach into untapped markets and really 'Go Deep' into existing ones," said CEO Uy.

Converge will utilize the credit support from LANDBANK for its continued network expansion across the country, broadening its distribution reach, and boosting international connectivity.

The total loan package from LANDBANK will also include an additional short term loan line as well as a facility for its trade transactions amounting to up to P2 billion.

In line with servicing the emerging needs of its clients in the new normal, LANDBANK successfully facilitated 84.6 million transactions amounting to P1.49 trillion through its five major e-banking channels from January to August 2021. This represented comparative year-on-year increases of 14% and 64%, respectively.





## BUYING LOAD made easier with

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## ADVISORY

### Don't be the next victim of PHISHING!

The official email address of LANDBANK's Customer Care: [CUSTOMERCARE@MAIL.LANDBANK.COM](mailto:CUSTOMERCARE@MAIL.LANDBANK.COM)






#### What is "phishing"?

**Phishing** is the fraudulent use of electronic communication (email, text, etc.) to trick users into giving essential bank details such as usernames, passwords, PINs, and other personal information.

LANDBANK would NEVER deactivate your account via email or text message.

If you received any suspected phishing email, or unauthorized transactions or activities, please immediately contact our **LANDBANK Customer Care**:

-  (02) 8-405-7000
-  1-800-10-405-7000  
PLDT Domestic Toll-Free Number
-  [customercare@mail.landbank.com](mailto:customercare@mail.landbank.com)



More than 30,000 members of the Catholic faith tuned in to the Thanksgiving Mass which was livestreamed from the Manila Cathedral last August 8, 2021 at 8AM. LANDBANK employees, clients, and partners joined the general public in celebrating the Mass via Facebook, and offered the service for the 58th anniversary of the Land Bank of the Philippines.

The LANDBANK Family prayed for the physical, mental, emotional and spiritual wellness of all Landbankers and LANDBANK customers. The Mass was also offered in memory of the souls of faithful departed LANDBANK employees and family members.

Fr. Reginald R. Malicdem, Rector of the Manila Cathedral, celebrated the Thanksgiving Mass.



SERVING THE NATION

## LANDBANK: Serving the Nation