

# LANDBANK SERVES

CHRONICLES OF GROWTH



**LANDBANK**  
Serving the Nation

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## RELENTLESS SUPPORT TO THE NATION

#ServingTheNation #BankingOnTheFilipinoSpirit



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# LANDBANK-UCPB MERGER STARTS ON MARCH 1

*Furtherers goal for stronger agri support, rural development*



The merger between LANDBANK and United Coconut Planters Bank (UCPB) takes effect on March 1, 2022. It is envisioned to provide a more robust support to the country's agriculture sector for inclusive rural development.

Both LANDBANK and UCPB customers will have access to a combined network of 677 branches and branch-lite units, 2,800 automated teller machines (ATMs), and 228 cash deposit machines (CDMs) nationwide as of February 23, as well as benefit from a wider range of innovative products and services.

As the surviving entity, LANDBANK's total assets will increase to P2.9 trillion, further solidifying its ranking as the second-largest bank in the country in terms of assets.

More importantly, the increased financial muscle will significantly grow the Bank's loan portfolio directed at servicing the whole agriculture sector alongside key development industries.

The Bank's merger with UCPB advances the government's development agenda to support the agriculture sector through a stronger, more resilient and unified banking institution. The merger places the institution in a better position to reach and service more farmers, fishers and other players in the agribusiness value chain nationwide.

Customers are assured that the services of both LANDBANK and UCPB will continue to be unhampered, with deposits remaining intact and secured in their respective servicing branches.

All UCPB branches will continue to operate and serve UCPB customers until the systems integration and accounts migration to LANDBANK are completed. The majority of UCPB branches will be converted as LANDBANK branches and will be announced regularly to the public.

Existing service fees will still apply for cash withdrawals of UCPB cardholders at LANDBANK ATMs until all accounts are converted or migrated to LANDBANK that comes with new ATM cards.

The merger between LANDBANK and UCPB is pursuant to Executive Order No. 142 signed by President Rodrigo Duterte on June 25, 2021, which approved the merger to form a better capitalized and more resilient institution that will play a principal role in the National Government's development and financial inclusion agenda.

## AGRO-INDUSTRIAL FIRM PARTNERS WITH LANDBANK TO AID HOG, POULTRY RAISERS

LANDBANK has joined hands with agro-industrial company Charoen Pokphand Foods Philippines (CPFP) Corporation to support hog, poultry, and aqua raisers expand their business operations.

LANDBANK will provide financing support to CPFP's clustered farmer-fisher groups; cooperatives; micro, small, and medium enterprises (MSMEs); and other agri-enterprises for the acquisition and construction of bio-secured buildings and other production facilities to boost their production.

The partnership was formalized through a Memorandum of Agreement (MOA) signed by LANDBANK President and CEO Cecilia C. Borromeo and CPFP Vice Chairman Sakol Cheewakoset, and witnessed by Agriculture Secretary William D. Dar, on Feb. 18, 2022 at the CPFP Aqua Feeds Plant in Samal, Bataan.

The Bank will also extend credit assistance for capital expenditures and working capital to CPFP-endorsed borrowers interested to franchise meat shops and roasted and fried chicken stations.

The collaboration is also in line with LANDBANK's continuing contribution to building a stronger and more resilient hog industry, which has been constrained by the African Swine Fever (ASF) outbreak.

As of Dec. 31, 2021, LANDBANK has approved P2.36 billion in loans for the benefit of 11 MSMEs and eight large corporations under the SWINE (Special



LANDBANK President and CEO Cecilia C. Borromeo (2nd from left) and CPFP Vice Chairman Sakol Cheewakoset (4th from left) led the MOA signing on Feb. 18, 2022. The signing was witnessed by DA Secretary William D. Dar (3rd from left), LANDBANK National and Development Lending Sector Office-in-Charge Senior Vice President Ma. Celeste A. Burgos (1st from left), CPFP President Udomsak Aksornphakdee (5th from left), and CPFP Senior Vice President Supakitti Bunvet (6th from left).

Window and Interim Support to Nurture Hog Enterprises) Lending Program.

Launched in partnership with the Department of Agriculture, the SWINE Lending Program aims to assist hog raisers in sustaining and increasing their pork production amid threats from ASF outbreak. The Program has also been recently expanded to include clustered backyard hog raisers as well as those on semi-commercial operation as eligible borrowers.

LANDBANK has also approved a total of P19.5 billion in loans for 296 borrowers engaged in various hog-related projects under the Bank's regular lending window.



# LANDBANK 2021 INCOME RISES BY 27% TO P21.75 B

LANDBANK recorded a net income of P21.75 billion in 2021—a 27% growth from P17.14 billion in 2020—on the back of lower cost of funds and provision for losses.

LANDBANK's total assets likewise grew 9.5% year-on-year to P2.586 trillion from P2.362 trillion. This was propelled by deposits expanding by 8.39% to P2.269 trillion, mainly from the rise in deposits of government and private accounts.

Year-end capital significantly increased to P207.68 billion, 23.39% higher from P168.31 billion in 2020, attributed to the P27.5 billion equity infusion from the National Government in February 2021 and increase in retained earnings from annual net income.

"LANDBANK's robust financial performance in 2021 is a testament to resiliency and the capacity to thrive amid another challenging year. We will build on this momentum as we continue to take on an expanded role and a more holistic approach in supporting key development sectors and the nation at large," said LANDBANK President and CEO Cecilia C. Borrromeo.

In terms of financial ratios, LANDBANK posted an above industry-average return on equity of 11.57%. Return on assets improved to 0.88% from 0.78% in 2020, while net interest margin is 2.86%.

LANDBANK's strong financial base places the Bank in prime position to support the whole agriculture sector and other development industries.

From January to December 2021, total LANDBANK loans translated to the delivery of various basic services and infrastructure facilities. These include the construction and improvement of 303 kilometers of farm-to-market roads, 33 hospital buildings, 1,954 hospital beds, 9 school buildings, 96 classrooms, and 18,303 households connected with potable water.

LANDBANK strives to strike a successful balance in fulfilling its social mandate of promoting national development while remaining financially viable, making it unique among universal banks in the country.

## FINANCIAL PERFORMANCE (2021)



**P 21.75 billion**  
Total Net Income



**P 2.586 trillion**  
Total Assets



**P 2.269 trillion**  
Total Deposits



**P 207.68 billion**  
Total Capital

## 7.2 M PREVIOUSLY UNBANKED FILIPINOS ONBOARDED BY LANDBANK AS OF END-2021



PhilSys Step 2 Registration at Siquijor

LANDBANK has onboarded 7.2 million unbanked Philippine Identification System (PhilSys) registrants as of Dec. 31, 2021, in line with its contribution to advance greater financial inclusion in the country.

The onboarding is a result of LANDBANK's co-location strategy with the Philippine Statistics Authority (PSA) at hundreds of registration sites nationwide for the PhilSys Project, where qualified unbanked registrants are provided with their own transaction accounts free-of-charge and with no initial deposit requirement.

Of the 7.2 million onboarded national ID registrants

nationwide, 1.6 million are from Central Luzon, 1.4 million from Eastern Mindanao, 1.2 million from Eastern Visayas, and 1.1 million from Western Visayas.

The carded PhilSys registrants have already utilized their LANDBANK prepaid cards for various transactions amounting to P86.1 million. These include loading cash into their accounts, withdrawals at Automated Teller Machines (ATMs), and making payments via point-of-sale (POS) terminals and online, among others.

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

Meanwhile, the Bank clarified anew that the LANDBANK prepaid cards being issued to unbanked national ID registrants are not pre-loaded with government subsidy or 'ayuda', in response to fake news circulating in social media.

The PhilSys Program aims to provide Filipinos with valid proof of identity to simplify public and private transactions. It also seeks to promote the seamless delivery of financial services and government assistance to beneficiaries throughout the country.

LANDBANK reaffirms its support to the National Government's target of providing at least one bank account for every Filipino household equivalent to 13.5 million accounts throughout the whole co-location partnership with the PSA.



## MARAWI BRANCH OPENS IN NEW LOCATION



MARAWI CITY, Lanao del Sur – Almost five years after its destruction during the Marawi Siege, the LANDBANK Marawi Branch reopened on Jan. 18, 2022 in its new location at National Highway Amai Pakpak, National Road, Barangay Biaba Damag.

The LANDBANK Marawi Branch will serve the banking needs of the city's public and private customers, as well as the 37 neighboring municipalities in the area.

Previously located at C&D Centerpoint, Quezon Avenue in Marawi City, the LANDBANK Marawi Branch was left devastated during the armed conflict between militants and Philippine Government security forces in 2017.

To continuously serve its customers while government troops conducted clearing operations in the area, the LANDBANK Marawi Branch temporarily relocated to

and shared office space with the LANDBANK Iligan City Branch on May 29, 2017.

After the military ascertained the safety of the branch personnel, the Marawi Branch resumed its ATM operations and activated two offsite ATMs in Marawi City in August 2017. The Branch later moved to its temporary site at the Sultanate Building, New Capitol Complex, Marawi City, which was under a lease agreement with the Provincial Government of Lanao del Sur.

In 2018, the Bank was offered a 20-year usufruct agreement by the Mindanao State University (MSU) for the Branch's permanent site, which officially reopened three years later on Jan. 18, 2022.

LANDBANK has also extended P2.7 billion in loans to the Provincial Government of Lanao del Sur since 2004 for various infrastructure and developmental projects. The loans were allocated for the upgrading and concreting of major roads, acquisition of heavy equipment, and the construction of a sports complex, a new capitol complex, provincial hospital building, water system and river wall.

The Bank stands in solidarity with the people of Marawi City. LANDBANK is set to finance the development and rehabilitation requirements of the city and its nearby municipalities to advance recovery and build more resilient communities.

LANDBANK continues to extend necessary banking and credit assistance to LGUs to spur inclusive economic development. As of end-December 2021, all 81 provinces, 146 cities, and 81 provinces in the country maintain deposit accounts with LANDBANK.

## LANDBANK FURTHER EXPANDS BRANCH, ATM NETWORKS IN 2021

LANDBANK wrapped up 2021 by further expanding touchpoints in key areas nationwide, as part of its thrust of promoting greater financial inclusion and providing a more delightful banking experience to customers.

LANDBANK's total branch network reached 489 branches and branch-lite units across all 81 provinces nationwide as of Dec. 31, 2021. The Bank also has the second largest automated teller machine (ATM) network in the country with 2,513 ATMs, complemented by 222 cash deposit machines (CDMs) for safe and convenient cash withdrawals and deposits.

"Amid the increasing usage of online banking under the new normal, LANDBANK branches and other physical touchpoints remain equally important in servicing our customers. With our aggressive network expansion, we also ensure that health protocols are strictly followed in all our facilities for the safety of our clients and employees," said LANDBANK President and CEO Cecilia C. Borromeo.

Last year, LANDBANK, the only Bank present in all provinces in the country, opened a total of 15 branches and branch-lite units, composed of seven branches, one branch-lite, five agri-hubs and two mobile branches.

A total of seven new LANDBANK branches were inaugurated in Bunawan, Agusan del Sur; Paranas, Samar; Real, Quezon; La Carlota City, Negros Occidental;



Poro, Cebu; and M'lang and Libungan in Cotabato, as well as a LANDBANK branch-lite unit in Sta. Ana, Cagayan.

Five LANDBANK Agri-hubs were opened in Sta. Maria, Ilocos Sur; Rizal, Nueva Ecija; Bago City, Negros Occidental; Baggao, Cagayan; and Candaba, Pampanga, to bring financial and technical services closer to farmers and other agriculture stakeholders.

Located strategically in the top rice-producing provinces in the country, the LANDBANK Agri-hubs, which are branch-lite units, provide banking services such as account opening, withdrawals, and check encashments; lending services such as the processing of loan applications; and handling of agrarian-related concerns from landowners, bondholders, and agrarian reform beneficiaries (ARBs).



# LANDBANK E-BANKING TRANSACTION VALUE SOARS 46% TO P2.45 T IN 2021

LANDBANK announced that the combined value facilitated by its six major electronic channels reached P2.45 trillion in 2021—a 46% hike from the previous year—while volume of transactions grew by 19% to 136.3 million.

LANDBANK President and CEO Cecilia C. Borromeo credited this growth to the expanding adoption of the Bank's digital services and marks another milestone in LANDBANK's ongoing digital transformation.

The Bank is leveraging on the latest technological solutions to deliver a digital banking experience designed for the new normal. LANDBANK is committed to continue to bank on digital infrastructures as we push for greater digital adoption and advance financial inclusion in the country.

The LANDBANK Mobile Banking App (MBA) recorded 103.8 million transactions worth P172.39 billion last year, representing upsurges of 44% and 103%, respectively, from the previous year.

The Bank's e-payment facility, Link.BizPortal, facilitated around 3.88 million transactions equivalent to an 83%

increase, corresponding to a total value of P10.45 billion or a 31% growth rate.

The LANDBANK weAccess—the Bank's institutional internet banking platform—recorded 20.9 million transactions worth nearly P489 million for increases of 29% and 24%, respectively.

The Bank also logged a 30% jump in value via its iAccess internet retail banking channel, reaching P15.40 billion compared to P11.87 billion in 2020.

The LANDBANK Bulk Credit System (LBCS) also posted unprecedented annual growths of 105% and 1181% for volume and value, respectively.

Lastly, the LANDBANK Electronic Modified Disbursement System (eMDS) for national government agency partners posted increases of 20.9 million or 29% more transactions, and a total P488.98 billion or 24% rise in value.

With the continuous increase in the use of e-banking channels, the Bank assures its customers that it maintains the highest level of security in all its systems while reminding customers to remain vigilant against online banking fraud and scams.

## CUSTOMERS REMINDED TO BE VIGILANT AGAINST CYBERCRIMES

In a move to help protect customers against phishing attempts conducted via email, LANDBANK will no longer send One-Time PINs (OTPs) via email. Users of the LANDBANK Mobile Banking Application (MBA) and iAccess will only receive OTPs for their online transactions through their registered mobile numbers.

Clients are encouraged to update their mobile phone numbers linked to their online banking accounts to avoid any delays in their transactions. They may visit the iAccess website, download and fill out the [Enrollment Form](#), and send the completed form to their branch of account with a copy of a valid ID. They may also use the self-service option found on iAccess.

Clients may also register to the OTP Generator Feature of the LANDBANK Mobile Banking App for a faster and more secure way of receiving OTPs.

With the rise of cybercrime cases, the public should remain vigilant against phishing scams and other forms of online banking fraud. The Bank reminds the public to refrain from opening suspicious email, links and attachments, and sharing their account and personal information to anyone.

Please click here for the tips on how to protect yourself against e-banking frauds:



Guard your hard-earned money from fraudulent activities online!

Official LANDBANK representatives will never ask for the critical financial information of customers such as CVV, online password, ATM PINs or OTPs of their transactions. Cases may report suspicious or fraudulent activities to their respective handling branches or the LANDBANK's Customer Care Hotline through (02) 8-405-7000 or 1-800-10-405-7000, or via email at [customercare@mail.landbank.com](mailto:customercare@mail.landbank.com).

### ACTIVATE YOUR OTP GENERATOR!

You can now generate OTPs instantly for your online banking transactions using LANDBANK's OTP Generator. Just activate the OTP Generator in your LANDBANK Mobile Banking App.

Click here for the tutorial:



### TO OUR VALUED CLIENTS:

Please be advised that by March 1, system integration of 188 former UCPB branches into LANDBANK's systems will commence.

While in this transition, **business will be as usual**. Interbranch transactions will not be accommodated as of this time. This means that transactions or processing of LANDBANK accounts and using LANDBANK systems will not be accommodated yet.

As we remain committed to making the integration process as smooth as possible, rest assured that we will continue to provide with timely and relevant information on the servicing and migration of your accounts.

Please follow our official social media accounts for more updates.

Thank you.