

# LANDBANK SERVES

CHRONICLES OF GROWTH



**LANDBANK**  
Serving the Nation

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## LANDBANK: VITAL PARTNER IN NATIONAL DEVELOPMENT

#ServingTheNation



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# LANDBANK TURNS OVER P136.2-B WORTH OF SHARES TO NG

LANDBANK officially turned over 1.36 billion shares of common stock worth P136.2 billion to the National Government, following the unprecedented capital infusions extended to the Bank since June 2016.

President Rodrigo R. Duterte received the stock certification from Finance Secretary and LANDBANK Chairman Carlos G. Dominguez, together with LANDBANK President and CEO Cecilia C. Borromeo, in a historic turnover event at Malacañang Palace, Manila on March 21, 2022.

They were joined by Executive Secretary Salvador C. Medialdea; LANDBANK Executive Vice Presidents Alan V. Bornas, Julio D. Climaco, Jr., Liduvino S. Geron, Carel D. Halog; and Senior Vice President Gonzalo Benjamin A. Bongolan.

Since June 2016, LANDBANK has received a total of P148.8 billion in capital infusion from the National Government as of March 25, 2022.

Of this amount, P27.5 billion was infused to the Bank in February 2021 in line with the provisions of Republic Act No. 11494 or the Bayanihan to Recover as One Act (Bayanihan 2), coupled by the conversion of the Bank's P110 billion unrestricted retained earnings to paid-up capital in February and March 2022.



President Rodrigo R. Duterte (center) received the stock certification from LANDBANK, led by Finance Secretary and LANDBANK Chairman Carlos G. Dominguez (3rd from right) and LANDBANK President and CEO Cecilia C. Borromeo (4th from right), in a turnover ceremony held at Malacañang Palace, Manila on March 21, 2022. They are joined by Executive Secretary Salvador C. Medialdea (4th from left) and other LANDBANK senior officials.

The equity infusions combined with dividend rate adjustments have improved LANDBANK's capital Common Equity Tier 1 (CET1) ratio to 16.85% as of February 2022, to be comfortably ahead of the Basel III capital ratio requirement.

The capital infusion from the government has also solidified LANDBANK's ranking as the second-largest bank in the country in terms of assets, while boosting its capacity to service the financial requirements of key development sectors and advance greater financial inclusion.

## 'SERVING THE NATION' HIGHLIGHTS LANDBANK'S NEW BRAND PROMISE



LANDBANK unveiled a new brand promise of 'Serving the Nation,' embodying its full commitment to assist various sectors of the economy and help contribute to the country's collective recovery.

In a virtual launch held on March 28—streamed live on LANDBANK's Facebook Page (@landbankofficial) and YouTube Channel (/landbankofficial)—LANDBANK highlighted its expanded and unique role in providing intensified support to the country's agriculture sector alongside serving the requirements of key development industries.

"Through the years, LANDBANK has fully transformed into a development-oriented institution. Aside from being the biggest credit provider to the agri sector, LANDBANK is serving as a vital partner of the National Government in advancing its inclusive development agenda," said LANDBANK President and CEO Cecilia C. Borromeo.

As of Dec. 31, 2021, LANDBANK's agricultural loans reached P247.85 billion assisting over 3.2 million small farmers and fishers nationwide through regular loan programs, including special lending programs administered for the Department of Agriculture (DA) and the Department of Agrarian Reform (DAR).

The Bank also extended P68.9 billion in outstanding loans to local government units (LGUs) as of end-December 2021—largely for agri-aqua projects, transportation, and healthcare initiatives—making LANDBANK the biggest development partner of the LGU sector in accelerating inclusive local development.

LANDBANK's financial support over the years has resulted

in the delivery of various basic services and infrastructure facilities across the country, including the construction and improvement of 23,825 kilometers of farm-to-market roads, 239 hospital buildings, 20,153 hospital beds, 788 school buildings, 6,146 classrooms, and access to potable water for more than 2 million households.

In partnership with different government agencies, LANDBANK also serves as the main distribution arm for the government's social amelioration programs to vulnerable sectors severely affected by the COVID-19 pandemic, including the regular distribution of financial aid under the social protection programs of the Department of Social Welfare and Development (DSWD).

The Bank is also closely working with the Department of Transportation (DOTr) and the Land Transportation Franchising and Regulatory Board (LTFRB) for various transportation modernization initiatives. This includes the immediate delivery of P6,500 fuel subsidy to public utility vehicle (PUV) drivers challenged by the sudden rise in fuel prices under the Fuel Subsidy Program.

To advance greater financial inclusion in the country, LANDBANK continues to partner with the Philippine Statistics Authority (PSA) to provide unbanked Philippine Identification System (PhilSys) registrants with their own transaction accounts free-of-charge. LANDBANK has onboarded 7.2 million previously unbanked Filipinos as of end-2021.

Following the Bank's recent merger with the former United Coconut Planters Bank (UCPB), LANDBANK further solidified its ranking as the second largest local bank in terms of assets, putting it in a better position to serve the whole agriculture sector and diverse customer base through its stronger financial muscle and extensive reach.

As of March 8, 2022, LANDBANK's branch network has expanded to 607 branches and 71 branch-lite units nationwide—the only Bank present in all 81 provinces in the country.

## TESDA, LANDBANK UNITE ANEW TO BACK TECH-VOC GRADS



LANDBANK President and CEO Cecilia C. Borromeo and TESDA Director-General Secretary Isidro S. Lapeña led the virtual signing of a Memorandum of Agreement for the LANDBANK-TESDA partnership program that aims to provide credit assistance to Technical Vocational Education and Training (TVET) graduates.

**L**ANDBANK and the Technical Education and Skills Development Authority (TESDA) renewed their partnership program to finance the livelihood needs of Technical Vocational Education and Training (TVET) graduates.

Initiated in 2019, the LANDBANK-TESDA partnership program was extended through a virtual signing of

a Memorandum of Agreement (MOA) led by TESDA Director-General Secretary Isidro S. Lapeña and LANDBANK President and CEO Cecilia C. Borromeo on Feb. 15, 2022.

Under the Agreement, LANDBANK will offer credit assistance to eligible and TESDA-endorsed TVET graduates, Trainees' Associations, and Trainees' Cooperatives for their livelihood and business endeavors.

The partnership program is part of LANDBANK's thrust to generate more employment opportunities to spur the nation's ongoing economic resurgence.

The collaboration will likewise facilitate capacity-building trainings to identified beneficiaries to improve their entrepreneurial skills and business competency, especially under the new normal.

The Bank is fully committed to support TESDA graduates in taking the next steps in their employment journey by extending available credit facilities to help them establish their businesses.

## SUPPORTING INCLUSIVE LOCAL DEVELOPMENT: ALL LGUs NOW SERVICED BY LANDBANK

**A**ll local government units now maintain their deposit accounts with LANDBANK. This enables the Bank to further expand its role as the biggest development partner of the LGU sector towards inclusive local development.

LGUs are the primary partners of LANDBANK on the ground in promoting inclusive and sustainable growth. The inclusion of all LGUs in the Bank's deposit base ensures that the Bank can cover and better serve the country's local development needs.

LANDBANK remains to be the biggest lender to the LGU sector with outstanding loans reaching almost P70 billion, most of which are for various agri-aqua projects, transportation, and healthcare initiatives.

LANDBANK is the biggest government-owned universal bank that delivers timely and responsive financial and support services primarily to small farmers and fishers, key development industries, LGUs and government agencies, among others, towards promoting inclusive countryside development.



## LANDBANK ACCOUNTS OPENED ONLINE TOPS 2-MILLION MARK

**L**ANDBANK has recorded a total of 2.12 million accounts opened online through its award-winning Digital Onboarding System (DOBS) as of end-December 2021, driven by the continued rise in demand for safer digital banking services.

This milestone underscores the Bank's steadfast commitment to delivering accessible and innovative digital solutions in response to the changing times. This is also a testament of LANDBANK's commitment to provide balanced service while ensuring its clients' health and safety.

Since its launch in November 2018, LANDBANK DOBS has helped simplify the account enrolment process and reduced the account opening time of customers from 45 minutes to just 10-15 minutes.

LANDBANK also launched last year the DOBS Mobile as a feature of its Mobile Banking App (MBA), which allows customers to open a LANDBANK savings account using their mobile phone without the need to go to a LANDBANK branch.

Accounts opened through DOBS are automatically enrolled in LANDBANK's array of e-banking channels, such as the LANDBANK iAccess and Mobile Banking App that facilitate simple digital banking transactions.

LANDBANK accountholders can also update their information as well as open a payroll account through the DOBS.

The LANDBANK DOBS was cited as a pioneering web application among universal banks in the Philippines. It was awarded with a Merit Award for Technology Development by the Association of Development Financing Institutions in Asia and the Pacific (ADFIAP) Development Awards.

The DOBS is accessible through LANDBANK's official website ([www.landbank.com](http://www.landbank.com)) or through the Digital Corner of selected LANDBANK branches dedicated for walk-in clients, while the DOBS Mobile can be accessed through the LANDBANK MBA.

**Click here for the tutorial!**



**LANDBANK Website**  
<https://youtu.be/GPcxZpXYSz0>



**LANDBANK MBA**  
<https://youtu.be/pWpOoSornac>

## P569-M FUEL SUBSIDY DISBURSED TO PUV DRIVERS



Jeepney drivers successfully claimed their Pantawid Pasada cash cards loaded with P6,500 fuel subsidy at LANDBANK Cubao Branch in Quezon City on March 18, 2022, as part of the National Government's support intervention to PUV drivers amid the rising fuel prices. The driver-beneficiaries can use the cash cards to purchase fuel at participating fuel stations nationwide.

About 87,500 jeepney drivers nationwide received fuel subsidy worth P6,500 each, as LANDBANK ramps up support to public utility vehicle (PUV) drivers challenged by the sudden rise in fuel prices.

LANDBANK, in close coordination with the Department

of Transportation (DOTr) and the Land Transportation Franchising and Regulatory Board (LTFRB), has credited fuel subsidies totaling P569 million for existing Pantawid Pasada cash cardholders under the Fuel Subsidy Program as of March 17, 2022. More than 377,000 PUV driver-beneficiaries are eligible to receive the subsidy under the Program.

Apart from jeepney drivers, the Fuel Subsidy Program beneficiaries also include drivers of UV express units, mini-buses, buses, shuttle services, taxis, tricycles, and other full-time ride-hailing and delivery services nationwide.

Beneficiaries without Pantawid Pasada cash cards will be provided cash cards at designated LANDBANK branches as identified by the LTFRB.

The Pantawid Pasada cash cards can be used to purchase fuel at participating fuel stations nationwide.

LANDBANK continues to partner with national government agencies to ensure the timely, safe and efficient delivery of financial interventions to eligible beneficiaries, as part of the Bank's commitment to serving the nation.

## LANDBANK SETS RECORD-HIGH 50.1% BUDGET ATTRIBUTION FOR GENDER AND DEVELOPMENT

In line with the National Women's Month celebration this March, LANDBANK reported that its gender and development (GAD) budget attribution reached more than 50% of its corporate operating budget (COB) for 2022.

LANDBANK's GAD budget attribution is at an all-time high and an exponential increase from 9.33% in 2021. This will be used to further mainstream GAD in the Bank's policies, programs, and activities.

As part of its continued commitment to advance gender equality and women empowerment, the Bank's unprecedented GAD budget is expected to translate to the delivery of more inclusive and gender-responsive services, especially for unbanked and underserved women in the country.

This initiative also forms part of LANDBANK's compliance with Republic Act No. 9710 or the Magna Carta of Women (MCW), which requires that at least 5% of the COB be attributed to GAD, as overseen by the Philippine Commission on Women (PCW).

"LANDBANK has made significant strides in promoting GAD initiatives. We shall continue to sustain and intensify these efforts to mainstream gender equality and women

empowerment, which includes exploring avenues for integrating gender-sensitive policies in all our processes and programs," said LANDBANK President and CEO Cecilia C. Borromeo.

LANDBANK's GAD budget for 2022 will fuel the roll-out of GAD-related programs, such as client consultations on gender needs, conduct of gender sensitivity trainings, and evaluation of lending programs for the advancement of GAD.

LANDBANK also supports the National Government's gender mainstreaming agenda through the creation of Regional GAD Focal Point Systems, grant of leave benefits under the MCW, and adoption of activities recommended by PCW, among others.

Lastly, the Bank actively supports the implementation of Republic Act No. 11313 or The Safe Spaces Act through information campaigns on zero-tolerance of gender-based sexual harassment in the workplace and other public areas.

For more details about LANDBANK's GAD initiatives, visit the LANDBANK GAD Corner on its official website at [www.landbank.com/gad-corner](http://www.landbank.com/gad-corner).

## P101.1-B LANDBANK LOAN BACKS 365 LGUS TO REVIVE LOCAL ECONOMIES

LANDBANK has approved more than P100 billion in loans for 365 local government units (LGUs) nationwide as of end-January 2022. The substantial financial assistance to LGUs is in line with the Bank's commitment to hasten the revival of local economies and communities affected by the pandemic.

Under its RISE-UP LGUs (Restoration and Invigoration package for a Self-Sufficient Economy towards UPgrowth for LGUs) Lending Program, LANDBANK extends loans to provincial, city, and municipal governments to finance COVID-19 response and recovery intervention projects.

Eligible projects allowed under the RISE UP LGUs include the purchase of agricultural produce, acquisition of equipment and construction of facilities to link products

to the market, including other programs and projects of the LGU that provide basic and support services, social welfare, healthcare, and other infrastructure activities.

Since its launch in July 2020, the Program has gained wide acceptance by LGUs that the Bank has increased its fund allocation to P150 billion—15 times more than the P10-billion initial fund—to accommodate the needs of more LGUs.

Together with the Bank's local government partners, LANDBANK remains at the forefront of delivering essential services for the Filipino people and the nation at large. Currently, LANDBANK is the biggest development partner of the LGU sector, with all provinces, cities, and municipalities having maintaining deposit accounts with LANDBANK.

## LANDBANK CONTRIBUTES P87.8 B IN RTB-27 SALES

LANDBANK sold P87.8 billion or more than 19% of the recently concluded Retail Treasury Bonds Tranche 27 due in 2027 (RTB-27). The Bureau of the Treasury (BTr) raised a total of P457.8 billion for this issue.

Proceeds from the issuance will fund the country's COVID-19 recovery measures, construction of infrastructure projects, refinancing of existing debts, and other key national expenditures toward advancing economic development and resilience.

From February 15 to 28, 2022, LANDBANK sold the RTB-27 through traditional over-the-counter placements in its branches nationwide and via its various online investment channels, allowing more Filipino retail investors to

participate in the said offering safely and conveniently.

More than P66 million in sales were processed through the LANDBANK Mobile Banking App, and almost P19 million through the LANDBANK portal via the BTr Online Ordering Facility. More than P13 million was facilitated through the mobile banking app of the Overseas Filipino Bank (OFBank), the official digital bank of the Philippine government and a subsidiary of LANDBANK.

The RTB-27 is a low-risk investment instrument with a coupon rate of 4.875% per annum, offered at a minimum investment of P5,000 and in multiples of P5,000 thereafter. Interest payments will be paid quarterly during the term of the bond.

## LANDBANK OPENS PAGADIAN-BALINTAWAK BRANCH



Pagadian City Mayor Samuel S. Co (7th from left) and LANDBANK West Mindanao Branches Group Head Vice President Lina K. Pacio (6th from left) led the soft opening ceremony of LANDBANK Pagadian-Balintawak Branch on March 8, 2022.

They were joined by (from left to right) Pagadian-Balintawak Branch Teller/Bookkeeper Gregorio I. Fuentes; Molave Branch Head Danilo O. Dical; Pagadian-Balintawak Branch New Accounts Clerk/Clearing Assistant Ivy S. Manzo; Pagadian-Balintawak Acting Branch Service Officer Agnes A. Bullecer; Pagadian-Balintawak Acting Branch Head Roy A. Ababol; Pagadian City Councilor Sam Tyra F. Co; Zamboanga del Sur Former Board Member Marlyn N. Revelo; Philippine Coconut Authority Regional Manager Ferdinand D. Acaylar; and Pagadian City Councilor Fernando Y. Pameron.

The branch is located at L2 B16, Pres. Corazon Aquino Regional Government Center, Brgy. Balintawak, Pagadian City, Zamboanga del Sur.

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