

LANDBANK SERVES

CHRONICLES OF GROWTH



LANDBANK
SERVING THE NATION

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LANDBANK joins the nation in celebrating the 124th anniversary of Philippine independence

PROVIDING GREATER BANKING CONVENIENCE

#ServingTheNation



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eyes wider network in 2022

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LANDBANK INAUGURATES NEW BRANCHES EYES WIDER NETWORK IN 2022



Pagadian-Balintawak Branch



Real Branch



Laguna Corporate Center

LANDBANK recently inaugurated its new field units in Pagadian City, Zamboanga del Sur; Real, Quezon; and Sta. Cruz, Laguna.

On May 26, 2022, LANDBANK officially inaugurated its newest branch in Pagadian City, the first of 15 new branches that the Bank is set to open in 2022.

The LANDBANK Pagadian-Balintawak Branch is located at the President Corazon C. Aquino Regional Government Center in Brgy. Balintawak, and will provide banking services to at least 50 regional government agencies, as well as various business establishments and private customers.

The new branch complements the operations of the LANDBANK Pagadian Branch located in Santiago District, and will assist in servicing depositors from over 300 combined barangays of Pagadian City and seven nearby municipalities, namely San Miguel, Lakewood, Tigbao, Vincenzo Sagun, Dinas, Tabina, and Margosatubig.

The two onsite ATMs of the LANDBANK Pagadian-Balintawak Branch will also help facilitate cash payouts for over 71,000 beneficiaries of the Conditional and Unconditional Cash Transfer (CCT/UCT) programs of the Department of Social Welfare and Development (DSWD) in the area.

Meanwhile, in Real, Quezon, LANDBANK became the first commercial bank to establish a branch in the first-class municipality. It was inaugurated on June 3, 2022.

LANDBANK Real Branch is located in Barangay Poblacion 1, Real, and will provide banking services to the 50 combined barangays of Real, Polillo and Burdeos, as well as the unbanked and underserved communities in Panukulan, Patnanungan, and Jomalig.

LANDBANK Real Branch has two onsite ATMs to cater to the cash requirements of local residents, including more than 7,500 beneficiaries of the CCT and UCT programs of DSWD, as well as government employees, teachers, and students, among others.

The Bank also inaugurated on June 8, 2022 its three-story corporate center in Laguna located in Brgy. Bubukal, Sta. Cruz.

The LANDBANK Laguna Corporate Center houses the LANDBANK Sta. Cruz Branch on the ground floor of the building which will service customers from the 26 barangays of Sta. Cruz, as well as the 176 combined barangays of the nearby municipalities of Cavinti, Kalayaan, Luisiana, Lumban, Magdalena, Majayjay, Pagsanjan, Paete, Pila, and Victoria.

This is complemented by the LANDBANK Laguna Lending Center to cater to the financing requirements of local farmers and fishers, micro, small and medium enterprises (MSMEs), cooperatives, and local government units (LGUs), among others.

Other LANDBANK field offices stationed in the building include the Property Valuation and Credit Information Department–Laguna, Laguna Accounting Center I, and the Field Legal Services of Laguna.

The field units also feature a Digital Corner where customers can open a deposit account in only 15 minutes or less using the Bank's Digital Onboarding System (DOBS). Opening an account via DOBS provides automatic enrollment to LANDBANK's digital banking channels for safe and convenient online transactions.

The Bank is targeting to open 14 more branches and branch-lite units in strategic areas nationwide before the year ends, as well as 230 new ATMs and 50 CDMs.

To widen its reach in unbanked and underserved communities, LANDBANK is also gearing up to onboard 24 new Agent Banking Partners (ABPs) and install additional 120 point-of-sale (POS) terminals under its Agent Banking Program.

LANDBANK is the only bank present in all 81 provinces in the country with a total of 607 branches, 71 branch-lite units, and 58 lending centers as of May 31, 2022, servicing the requirements of a diverse customer base, especially in unbanked and underserved areas.



Pagadian-Balintawak Branch

LANDBANK President and CEO Cecilia C. Borromeo (3rd from left) and Pagadian City Mayor Samuel S. Co (4th from left) led the inauguration of the LANDBANK Pagadian-Balintawak Branch. They were joined by LANDBANK Director Jaime L. Miralles (2nd from left), Executive Vice President Julio D. Climaco, Jr. (2nd from right), Senior Vice President Charlotte I. Conde (rightmost), and Vice President Lina K. Pacio (leftmost).



Real Branch

LANDBANK President and CEO Cecilia C. Borromeo (3rd from left), Real Mayor Diana Abigail D. Aquino (4th from left), and Infanta Credit and Development Cooperative Chairman Fr. Francis B. Lucas (2nd from left) led the unveiling of the official marker of the newly inaugurated LANDBANK Real Branch. They were joined by LANDBANK senior officers EVP Julio D. Climaco, Jr., SVP Randolph L. Montesa, and SVP Althon C. Ferolino.



Laguna Corporate Center

LANDBANK President and CEO Cecilia C. Borromeo (center), Sta. Cruz Mayor Edgar S. San Luis (2nd from right), and Provincial Government of Laguna Administrator Atty. Dulce H. Rebanal (rightmost) led the inauguration of the LANDBANK Laguna Corporate Center. They were joined by other local government officials, LANDBANK senior officers, and some of the Bank's valued customers.

MULTISYS, LANDBANK SEAL DEAL FOR LGU PAYMENT SOLUTION



LANDBANK President and CEO Cecilia C. Borromeo (2nd from right) and MULTISYS President and CEO David L. Almirol, Jr. (3rd from right) sign a Memorandum of Agreement on May 24, 2022 at the LANDBANK Plaza in Malate, Manila for the integration of LANDBANKPay and Smart City App to facilitate digital payment and collection for local fees and charges. The signing was witnessed by LANDBANK Senior Vice President Randolph L. Montesa (rightmost) and MULTISYS e-Government Head Lyka Pelonio (leftmost).

LANDBANK has partnered with software solutions firm MULTISYS Technologies Corporation to provide local government units (LGUs) with an efficient digital payment and collection solution for local fees and charges.

Under the partnership, the Bank's all-in-one mobile wallet

LANDBANKPay will be integrated with MULTISYS' Smart City App, to allow residents to settle their financial obligations to LGUs without visiting the local offices.

These financial obligations include payments for real property tax, business tax, community tax certificate, local civil registry, health and business permits, and licenses.

MULTISYS President and CEO David L. Almirol, Jr. said that the Smart City App is now being utilized in 75 LGUs nationwide, with the firm set to expand its deployment this year.

The MOA also covers the integration of the LANDBANKPay with other similar applications that the MULTISYS may develop in the future, wherein the LANDBANK app will function as the primary electronic wallet of the MULTISYS-developed applications.

"We believe that this initiative is very vital not only on a local scale but also on a national scale. And we know that LANDBANK is our key partner to really accomplish this," said MULTISYS President and CEO Almirol.

LANDBANK's partnership with MULTISYS builds on its broader thrust of serving the nation through the delivery of innovative financial products and services powered by digital banking platforms.

LANDBANK OFFERS P1 B FACILITY FOR RURAL BANKS TO GO DIGITAL

LANDBANK is rolling out a P1-billion lending program to empower countryside financial institutions (CFIs) to digitalize their banking operations to reach and service more underserved and unbanked Filipinos.

Through the Digitalization of Countryside Financial Institutions (DIGI-CFI) Lending Program, LANDBANK will finance digitalization projects, including payment for subscription or licensing fee for commercial software or outsource information technology (IT) systems.

Under the Program, LANDBANK can also finance the acquisition of hardware or computer equipment and purchase or development of commercial software, application, or system, including maintenance and support.

LANDBANK President and CEO Cecilia C. Borromeo highlighted the importance of digital transformation for CFIs to remain resilient and relevant amid the evolving banking landscape, during the 69th Annual National

Convention and General Membership Meeting of the Rural Bankers Association of the Philippines (RBAP) on May 27, 2022 in Dapitan City, Zamboanga del Norte.

Under the DIGI-CFI Lending Program, rural, thrift and cooperative banks can borrow up to 80% of their total project cost with an interest rate of 5% per year for term loans, fixed for the first year and subject to re-pricing thereafter, and payable up to five years.

For short-term loans, the prevailing rate of LANDBANK at the time of availment applies, but not lower than 5% per annum, payable up to one year, and available via a 180-day Promissory Note.

As of end-April 2022, LANDBANK's outstanding loans reached P9.66 billion in support of 88 rural financial institutions nationwide, underscoring the Bank's steadfast commitment to advance financial inclusion and countryside development.

LANDBANK TAPS USB BRANCHES AS AGENT BANKING PARTNERS

LANDBANK is tapping branches of UCPB Savings Bank (USB) nationwide to serve as Agent Banking Partners in remote and underserved areas, as part of its mandate to advance greater financial inclusion in the country.

A total of 57 USB branches are set to be onboarded as LANDBANK Agent Banking Partners by June 2022, of which 20 USB branches are operating in communities without any LANDBANK branch.

As LANDBANK Agent Banking Partners, USB Branches will offer card sale, cash-in, cash-out, fund transfer, and bills payment services, allowing customers to enjoy lower transaction costs, improved access to financial services, greater convenience, and potentially lower travel expenses.

Beneficiaries of the National Government's Conditional

Cash Transfer (CCT) and Unconditional Cash Transfer (UCT) Programs can also withdraw their cash grants through the LANDBANK Agent Banking Partners.

As of May 31, 2022, LANDBANK has a total of 924 Agent Banking Partners nationwide. These include client cooperatives, associations, rural banks, local government units, small and medium enterprises, gasoline stations, and private entities.

The LANDBANK Agent Banking Program is in compliance with Bangko Sentral ng Pilipinas (BSP) Circular No. 940 series of 2017, wherein banks are allowed to serve customers through cash agents contracted to perform selected banking services on its behalf in order to exponentially expand its reach and serve customers more efficiently.

NEW LANDBANK CREDIT PROGRAM OPENS FOR CRISIS-AFFECTED ENTERPRISES

LANDBANK launched a new loan offering to assist enterprises against economic disruptions caused by natural calamities or man-made conflicts such as the ongoing strife in Europe, civil wars, and disputes among nations.

The LANDBANK NATION SERVES (National Assistance Towards Initiating Opportunities to eNtities amidst Social and Economic Reverses which Visibly Entail Shockwaves to Businesses) Lending Program provides additional working capital for businesses to strengthen their operations, expand trading facilities, and stockpile supplies and inventories to mitigate the actual or impending impact posed by such crises.

Through the Program, the Bank aims to contribute to the prevention of price surges on basic commodities and bolster the resiliency of key development industries by cushioning the negative impact of economic disruptions.

The Bank allocated P50 billion for the Lending Program as a proactive measure to support energy and fuel providers, industry manufacturers of medicines, metals, electronics, and armaments, as well as ship builders, among others.

Eligible borrowers also include renewable energy developers, agri-businesses, and aviation hardware and machine manufacturers.

Under the Program, customers may loan up to 85% of the actual need with an interest rate based on applicable Bloomberg Valuation Reference (BVAL) rate at the time of loan availment, plus spread of not more than 75% of the prescribed spread based on the borrower's credit rating.

Interested borrowers may contact the nearest open LANDBANK Lending Center or Branch nationwide, or call LANDBANK's customer service hotline at (02) 8-405-7000 or at PLDT Domestic Toll Free 1-800-10-405-7000.

LANDBANK BANKROLLS P1.15 B WASTE-TO-ENERGY POWER PLANT IN NUEVA ECIJA



Green Innovations for Tomorrow Corporation's (GIFTC) rice husk-fueled power plant in Talavera, Nueva Ecija, recycles around 480,000 kilograms of rice husks per day and can supply electricity to around 6,480 households.

The Green Innovations for Tomorrow Corporation (GIFTC) has carried out an economical and sustainable solution to address the problem of agricultural waste in this province—recognized as the 'rice granary' of the Philippines—by converting rice husks as biomass into renewable energy.

With rice production as the major source of livelihood in this palay-producing town, large volumes of rice husks are regularly being disposed of or burned in open fire, posing both environmental and health hazards to the community.

GIFTC aspired to recycle and make this agricultural waste useful by establishing a biomass power plant that would generate electricity for households in the province.

To help make this vision a reality, GIFTC sought financial assistance from LANDBANK and was granted loans in 2013 and 2018 totaling P1.15 billion under the Bank's Renewable Energy Program.

Part of the LANDBANK loan bankrolled the construction of GIFTC's biomass power plant in 2016, which is currently operating at a capacity of 10.8 megawatts electric (MWe).

The rest of the loan was allocated for the reimbursement of cost utilized for warehouses, dormitories and other structures, replacement or repair of power plant parts,

permanent working capital, including the acquisition of rice husk.

"LANDBANK was the first financial institution that believed in GIFTC's vision for a sustainable future for our town, and for the whole country. We wouldn't be where we are now if it weren't for their assistance," said Engr. Martin O. Vendivil, Assistant Chief Operating Officer of GIFTC.

Through the services of a grid operator, GIFTC's biomass power plant can supply electricity to an estimated 6,480 households in selected municipalities and cities in Nueva Ecija, including other areas in neighboring provinces.

The GIFTC power plant consumes around 480,000 kilograms of rice husks per day bought from rice mills in the area, significantly decreasing agricultural waste in the town.

More importantly, the energy corporation helps reduce the emission of greenhouse gases, while preserving the country's natural resources by manufacturing a renewable energy source.

Through the LANDBANK Renewable Energy Program, the Bank aims to finance the development of renewable energy sources and increase access to reliable, clean and sustainable power to help mitigate the effects of global warming and climate change in the country.

UP NAMES LANDBANK PCEO AS OUTSTANDING UP ALUMNA



LANDBANK President and CEO Cecilia C. Borrromeo (2nd from left) received the 2021 UPAA Distinguished Alumni Award for corporate governance in banking and finance from UP Alumni Regent and UPAA President Reynaldo Laserna (3rd from left), UP Vice President for Public Affairs Elena Pernia (leftmost), and UPAA Board Member Romeo Nones (rightmost) on May 19, 2022. (Photo courtesy of UPAA)

LANDBANK President and CEO Cecilia C. Borrromeo was recognized as a distinguished alumna awardee for corporate governance in banking and finance by the University of the Philippines Alumni Association (UPAA).

The annual award ceremony honors graduates of the State University for their outstanding achievements in their respective fields of specialization and service.

President Borrromeo completed her Bachelor of Science degree in Agribusiness from the University of the Philippines Los Baños.

She holds the distinction of being the only banker to ever hold the presidency of two government financial institutions—LANDBANK and the Development Bank of the Philippines (DBP).

Since being appointed as President and CEO of LANDBANK in March 2019, Borrromeo has steered the Bank's intensified support to small farmers and fishers, further solidifying the Bank's position as the biggest lender to the agriculture sector.

LANDBANK's reach to small farmers and fishers expanded by 270% from 889,669 in June 2019 to 3.29 million as of April 2022. Total agri loan portfolio likewise consistently

grew from P236.31 billion in 2019 to P247.85 billion in 2021.

President Borrromeo spearheaded the expansion of LANDBANK's development thrust to serve other key sectors in support of the Government's financial inclusion drive, while becoming the country's second largest bank in terms of assets and deposits.

LANDBANK serves as the delivery arm for cash grants for 10 million beneficiaries of the Conditional Cash Transfer and Unconditional Cash Transfer Programs of the DSWD. It also served as conduit for various amelioration especially under the Bayanihan-related programs during the pandemic.

Under President Borrromeo's leadership, LANDBANK has maintained its dominance as the biggest development partner of the LGU sector towards inclusive and sustainable local development, with all LGUs nationwide maintaining deposit accounts with the Bank.

LANDBANK is providing unbanked Philippine Identification System (PhilSys) registrants with transaction accounts. As of May 2022, the Bank has onboarded 8.06 million previously unbanked Filipinos.

President Borrromeo has also led LANDBANK's digitalization geared towards providing safe, accessible and convenient banking service to meet the growing needs of customers. In 2021, the Bank's major digital platforms recorded a surge in utilization equivalent to a 19% growth in transactions facilitated and 46% in value.

It was also during President Borrromeo's term that the Overseas Filipino Bank (OFBank)—a LANDBANK subsidiary was established as a digital-only and branchless bank – the first Digital Bank in the Philippines. It caters to Overseas Filipino Workers (OFWs), overseas Filipinos, and their beneficiaries.

President Borrromeo's banking career spans 30 years in agricultural and development lending, treasury and investment banking, public sector lending, corporate banking, global banking, wholesale banking and lending program management.

LANDBANK CUTS LINK.BIZPORTAL PAYMENT FEES IN HALF

Since June 1, 2022, customers have been enjoying significantly lower transaction fees when making online payments using the Link.BizPortal digital payment platform.

LANDBANK reduced the LinkBiz transaction fees for LANDBANK and OFBank ATM Account and Prepaid Cardholders from P15.00 to P7.00 per transaction.

Customers who use the LANDBANKPay—LANDBANK's recently launched all-in-one mobile wallet—will also be charged P7.00 per LinkBiz transaction, with additional P2.00 rebate.

Transaction fees using other payment options, except over-the-counter cash and credit card payments, will also be reduced from P25.00 to P17.00.

The fee adjustment is in line with LANDBANK's commitment to provide accessible financial services to meet the diverse and growing needs of customers, and advance financial inclusion in the country.

LANDBANK PCEO LEADS CEREMONIAL ATM CASH WITHDRAWAL IN 7-ELEVEN STORE



As a demonstration of LANDBANK's strategic partnership with the Pito AxM Platform, Inc. (PAPI) and the Philippine Seven Corporation (PSC) in promoting financial inclusion, LANDBANK President and CEO Cecilia C. Borrromeo (center) led the ceremonial cash withdrawal at the 7-Eleven store in Seascape Village, Pasay City on June 8, 2022. PAPI President Masanori Sakaguchi (6th from right) and PSC Head of Finance Lawrence M. De Leon (5th from left) also shared their message of support. They were joined by officers from LANDBANK, PAPI, and PSC.

DO NOT SHARE YOUR ONE-TIME PASSWORD (OTP) WITH ANYONE!

Be careful of scammers pretending to be bank representatives. Keep your money safe and stay vigilant.

For urgent concerns, you may reach our Customer Care Hotline through:

- (02) 8-405-7000
- 1-800-10-405-7000
- customercare@mail.landbank.com

