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CHRONICLES OF GROWTH



LANDBANK
SERVING THE NATION

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EXTENDING FINANCIAL SERVICES

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- LANDBANK tapped to deliver pre-disaster aid in typhoon-prone towns

ADVANCING CREDIT SUPPORT FOR SUSTAINABILITY AND TECHNOLOGY

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- South Cotabato co-op makes fruitful comeback thru LANDBANK

EXPANDING BANKING OPERATIONS

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- Bukidnon, Sarangani LGUs tap LANDBANK's digital banking solution

LANDBANK BOARD OF DIRECTORS

As of June 30, 2022, four new ex-officio members joined the LANDBANK Board of Directors:



Benjamin E. Diokno
Ex-Officio Chairman
Secretary, Department of Finance



His Excellency Ferdinand R. Marcos, Jr.
Ex-Officio Member
President of the Philippines and Head, Department of Agriculture



Bienvenido E. Laguesma
Ex-Officio Member
Secretary, Department of Labor and Employment



Conrado M. Estrella III
Ex-Officio Member
Secretary, Department of Agrarian Reform



Unbanked and underserved Filipinos may now open their PISO account!

With just **one valid ID** or a **Barangay Clearance** and **one Peso (P1.00)** as initial deposit, those with no existing bank deposit accounts may apply for their own **LANDBANK PISO (Perang Inimpok Savings Option)**.

For the complete account features and other information, visit LANDBANK's website and social media accounts.

Subscribe to our official online and social media channels:

DSWD, LANDBANK DELIVER P3.8 B CASH AID UNDER TARGETED 'AYUDA' PROGRAM

In partnership with the Department of Social Welfare and Development (DSWD), LANDBANK has disbursed a total of P3.8 billion in cash assistance to 3.8 million household-beneficiaries covering three payout tranches conducted under the Targeted Cash Transfer (TCT) Program as of July 1, 2022.

The TCT Program aims to support around 12.4 million vulnerable households belonging to the bottom 50% of Filipino households, amid the rising prices of fuel and goods.

"Together with the DSWD, we will ensure the immediate distribution of cash assistance to all eligible beneficiaries under the TCT Program. We are one with the National Government in alleviating the plight of vulnerable sectors amid the increase in the price of fuel and other commodities," said LANDBANK President and CEO Cecilia C. Borromeo.

Under the Memorandum of Agreement (MOA) for the Program, the DSWD shall identify the list of beneficiaries, which includes the 10 million combined beneficiaries under the Department's Conditional and Unconditional Cash Transfer (CCT and UCT) Programs, as well as 2.4 million low income-households in the database of the National Household Targeting System for Poverty Reduction or Listahanan Program.

Each eligible beneficiary will receive P500.00 per month for six months, amounting to a total of P3,000.00 per beneficiary. The 3.8 million household-beneficiaries have already received P1,000.00 each or two-months' worth of subsidies.

Beneficiaries with existing LANDBANK Prepaid Cards will receive the subsidy directly through their cards, which they can also use for cashless transactions in groceries, pharmacies, convenience stores, and other accepting merchants via Point-of-Sale (POS) terminals, including balance inquiry via the LANDBANK Mobile Banking App.

In addition, beneficiaries can use 2,847 LANDBANK ATMs nationwide, as of end-June 2022, for cash withdrawal, bills payment, purchase of mobile prepaid load, and fund transfers to LANDBANK and other bank accounts.

The LANDBANK Prepaid Cards can also be used to cash-out funds from the Bank's 924 Agent Banking Partners (ABPs) nationwide.

As part of its commitment of serving the nation, LANDBANK is the main distribution arm of financial assistance under the National Government's social protection programs, especially to vulnerable and underserved sectors.

LANDBANK TAPPED TO DELIVER PRE-DISASTER AID IN TYPHOON-PRONE TOWNS

LANDBANK has partnered with the Department of Social Welfare and Development (DSWD) and the United Nations Children's Fund (UNICEF) to provide pre-disaster financial assistance to about 22,000 families from typhoon-prone towns in Catanduanes and Northern Samar.

Under the partnership, LANDBANK will facilitate the disbursement of multi-purpose unconditional cash transfers to beneficiaries under the DSWD's Conditional Cash Transfer (CCT) program worth P1,000 each via LANDBANK Prepaid Cards. The cash transfers will be disbursed three days prior to the expected landfall of a Category 4 or 5 typhoon.

Target beneficiaries of the program—more popularly known as the Pantawid Pamilyang Pilipino Program (4Ps)—include families residing in the municipalities of Baras, Bato, San Andres and Virac in Cantanduanes, and the municipalities of Catarman, Catubig, Gamay, Mondragon, and San Roque in Northern Samar.

The provision of cash transfers to selected 4Ps beneficiary-households is part of the pilot testing of the United Nations (UN) Central Emergency Response Fund (CERF) for Anticipatory Action in the country, designed to mitigate the impact of typhoons on people's homes and livelihood while building on the government's mandatory pre-emptive evacuation procedures.

DSWD Undersecretary Felicisimo C. Budiongan, UNICEF Philippines Deputy Representative Behzad Noubary and Chief of Social Policy Atty. Anjanette Saguisag, and LANDBANK Senior Vice President Marilou L. Villafranca signed a memorandum of understanding on June 14, 2022 in Quezon City to formalize the partnership.



(L-R) DSWD Undersecretary Felicisimo C. Budiongan, UNICEF Philippines Deputy Representative Behzad Noubary, LANDBANK Senior Vice President Marilou L. Villafranca, and UNICEF Chief of Social Policy Atty. Anjanette Saguisag, led the signing of a memorandum of understanding on June 14, 2022 in Quezon City for the distribution of multi-purpose unconditional cash transfers in typhoon-prone communities in Catanduanes and Northern Samar under the United Nations Central Emergency Response Fund (CERF) for Anticipatory Action.

Beneficiaries can use the LANDBANK Prepaid Cards to withdraw cash assistance from LANDBANK ATMs and Agent Banking Partners, and make cashless purchases in groceries and drugstores via POS terminals.

The Bank has also upgraded the existing LANDBANK prepaid cards of the beneficiaries into transaction accounts with expanded features to provide more convenient banking services.

As of end-May 2022, LANDBANK has produced cards for all 4.4 million 4Ps beneficiaries nationwide to facilitate timely, safe and convenient distribution of cash subsidies from the National Government.

LANDBANK remains steadfast in the fulfillment of its expanded mandate as the delivery arm for the National Government's social protection initiatives, in line with servicing the country's underserved and marginalized sectors.

LANDBANK POWERS SOUTH COTABATO HOSPITAL'S SUSTAINABLE HEALTHCARE



'Green' hospital. Around 40% of Dr. Arturo P. Pingoy Medical Center's total energy requirement comes from solar energy produced by 897 solar panels, which were purchased through LANDBANK financing.

KORONADAL CITY, South Cotabato – As part of its commitment to operate an environmentally sustainable hospital, the Dr. Arturo P. Pingoy Medical Center is tapping into solar energy as an alternative power source to deliver quality healthcare to patients.

Established by physician spouses Dr. Arturo and Dr. Amparo Pingoy in 1961, the hospital has grown from a small out-patient clinic into a three-storey medical building with a 100-bed capacity.

LANDBANK has been a major partner of the hospital since 1998, extending credit assistance amounting to P612 million which were used for working capital and construction of medical buildings and facilities. Of this amount, P127 million was allotted for the establishment and operations of the medical school, St. Alexius College, Inc.

Now operated by the Pingoy children, the hospital is transforming into a 'green' healthcare facility by using a portion of the latest loan under LANDBANK's Go Green Inclusive Financing Program to install 897 solar panels that now serve as an alternative power source.

With a total capacity of 342 kilowatt peak (kWp), the solar panels are able to supply 30% to 40% of the total energy requirement of the hospital. This generates around P4.8 million in savings per year, which improves the medical center's cash flow and can be used for other essential expenses.

"As an energy-intensive business, we want to do our part in minimizing the hospital's carbon footprint, while keeping our patients and employees safe and comfortable. With LANDBANK's support, we were able to make this a reality," said daughter Dr. Nanette P. Franco, who serves as a director at the Medical Center.

Additionally, the solar power helps the hospital continue operations even during power failures, preventing the disruption of medical procedures and damage to hospital equipment.

Through the Go Green Inclusive Financing Program, LANDBANK aims to finance the acquisition, construction, or installation of equipment, systems, appliances, or structures for the efficient and cost effective use of energy or electricity.

Eligible borrowers include enterprises registered as single proprietors, partners, cooperatives, and corporations; local government units (LGUs); government-owned and controlled corporations (GOCCs); state universities and colleges; and private universities and colleges classified as small and medium enterprises (SMEs).

Up to 90% of the total project cost may be borrowed to finance non-fossil energy sources, such as roof top solar energy systems, wind mills or turbine systems or hybrid energy generators, and waste to energy conversion systems or equipment.

DOST-TAPI LAUDS LANDBANK SUPPORT TO FILIPINO INVENTORS



LANDBANK Assistant Vice President Generoso S. David (center) receives the Plaque of Appreciation from DOST-TAPI Director Atty. Marion Ivy D. Decena (left) and Chief Science Research Specialist and Division Chief Romeo Javate (right) for the Bank's contribution to science and technology development in the country.

The Department of Science and Technology–Technology Application and Promotion Institute (DOST-TAPI) conferred a plaque of appreciation to LANDBANK for its contribution to the development of science and technology in the country.

LANDBANK received the recognition for the Innovation and Technology (I-Tech) Lending Program, which aims to

support the commercial production of patented Filipino inventions, utility models and industrial designs.

As of June 30, 2022, the Program has five approved borrowers with loans totaling P25.55 million.

The I-Tech Lending Program is a partnership program between LANDBANK and DOST-TAPI, designed to assist Filipino innovators and inventors in commercializing their patented innovations and inventions through credit financing using the Bank's financial strength and DOST-TAPI's technological expertise.

Under the Program, borrowers are required to have their inventions or projects evaluated by the DOST-TAPI for technical viability before being endorsed to LANDBANK for credit assessment on their financial and commercial feasibility and sustainability.

Inventor-borrowers can get funding for up to 85% of their total project cost with a 45-40-15 project cost-share. LANDBANK will finance up to 45% of the overall project cost at a 5% rate per year, TAPI-IGF will shoulder up to 40% of the cost with 0% interest rate, while the remaining 15% will serve as the borrowers' equity.

LANDBANK TURNS OVER GRAINS COMPLEX TO ISABELA LGU TO SUPPORT SMALL FARMERS

LANDBANK officially turned-over a grains complex located at Brgy. Ipil to the Provincial Government of Isabela in support of its Palay Procurement Program for small farmers.

The Province is leasing the grains complex from the Bank with obligations to repair, rehabilitate and upgrade the facility, including the typhoon-damaged warehouse and rice mill buildings.

The grains complex is part of a P2-billion LANDBANK loan availed by the local government—of which P1 billion will be used as working capital for palay procurement, while the remaining P1 billion as standby credit for investment in equipment and machineries.

Through the Palay Procurement Program, Isabela Governor Rodito Albano III aims to boost the productivity and income of small farmers in the area, by offering an assured and reasonable price for their produce while stabilizing the price of palay in the local market.

Around 16,667 small rice farmers from 34 municipalities, three cities, and 1,055 barangays in the Province are targeted to benefit from the Program.

"Ang actual Return of Investment dito ay hindi yung kikitain ng probinsya. Ang kita ng probinsya rito ay yung tulong



Isabela Governor Rodolfo T. Albano III (2nd from left) and LANDBANK Southern Isabela Lending Center Head, Vice President Bernard Bayangos (left) led the turn-over of a grains complex to the Provincial Government of Isabela.

sa farmers, para at least stable lang yung prices. Ang pinakaimportante dito ay nakatugon tayo doon sa mga farmers," said Gov. Rodito.

LANDBANK remains the biggest lender to the agriculture sector, with loans reaching P257.94 billion as of May 2022. The agriculture loans have financed various economic activities of major players in the industry, including local government units (LGUs).

While expanding its focus to assist other key sectors and industries in the country, LANDBANK remains steadfast in fulfilling its primary mandate to deliver intensified support to the agriculture sector.

SOUTH COTABATO CO-OP MAKES FRUITFUL COMEBACK THRU LANDBANK



Assistance from LANDBANK allowed Laaconon 100 Multi-Purpose Cooperative (LMPC) to overcome financial losses. The T'boli based co-op now manages 1,000 hectares of pineapple plantation in South Cotabato with an average annual production of 40,000 to 50,000 tons.

T'BOLO, South Cotabato – The unexpected closure of its anchor firm and primary pineapple produce buyer pushed the Laaconon 100 Multi-Purpose Cooperative (LMPC) to the brink of financial collapse in 2003.

The cooperative struggled to recover and improve its operations in the years thereafter, forcing several members to pull their capital share out of the organization.

In 2017, LMPC was given a fresh start after availing of a series of loans from LANDBANK, which were used to expand the co-op's operations and acquire needed farm machinery, including four trucks, one tractor, one tractor implement and one service monitoring vehicle.

Finally, with the support from LANDBANK, the cooperative was able to bounce back from previous losses and started gaining new members.

In a bid to further expand its operations in the municipalities of T'boli, Surallah, Lake Sebu, and Banga, and to accommodate pineapple farmers who have yet to access financing from the Bank, the co-op renewed a P160-million loan line which was further increased to P200 million in 2020.

LMPC was also granted a P7-million term loan for the purchase of five hauling trucks to address the increasing

logistics requirements, especially during the harvest season.

The co-op availed of another P5-million loan from LANDBANK as working capital for cassava trading operations to support members who have not qualified for the pineapple growership program of its anchor firm.

From a struggling cooperative managing 300 hectares of farmland with 150 members, LMPC has since expanded its area of production to 1,000 hectares with 1,187 co-op members.

Since 2017, the timely credit of LANDBANK allowed LMPC to post steady growth in net income with an average production of 40,000 to 50,000 tons of pineapples per year—assisting the co-op to weather the economic challenges of the global pandemic.

"Hindi kami iniwan ng LANDBANK sa panahon na kailangan namin ng suporta. Nandiyan ang LANDBANK bilang aming kaagapay para makabangon sa pagkabalugmok sa mga nakalipas na pagsubok. Nakabili kami ng mga makinarya at nakapagbigay ng hanapbuhay sa aming mga miyembro at pamilya," said LMPC Chairperson Rhoda O. Pecadizo.

LANDBANK's relationship with LMPC continues to expand, after the co-op was certified in December 2021 as one of the Bank's Agent Banking Partners, offering basic banking services to unbanked and underserved communities.

As an accredited full-suite Agent Banking Partner, LMPC provides cash-out, cash-in, fund transfers, and bills payment services on behalf of LANDBANK, and facilitates the opening and issuance of LANDBANK Agent Banking Cards.

As LMPC celebrates its 25th anniversary this year, the co-op is looking to avail of additional term loans from LANDBANK to support its expansion plans. These include the acquisition of two tractors and the construction of a new office building and logistics facility with a gas station.

LANDBANK INAUGURATES BSP BRANCH



BSP Governor Felipe M. Medalla (rightmost), LANDBANK President and CEO Cecilia C. Borromeo (center), and then Finance Secretary Carlos G. Dominguez (2nd from left) led the inauguration rites for the LANDBANK BSP Branch on June 27, 2022. They were joined by BSP Monetary Board Members Anita Linda R. Aquino (leftmost) and V. Bruce J. Tolentino (4th from left).

LANDBANK officially inaugurated a servicing unit to exclusively service the banking requirements of the Bangko Sentral ng Pilipinas (BSP).

Located on the ground floor of the BSP Multi-Story Building in Malate, Manila, the LANDBANK BSP Branch will provide the central bank with convenient access to the Bank's products and services, including payroll servicing for BSP employees and payment facilitation to its third-party suppliers.

BSP Governor Felipe M. Medalla (rightmost), LANDBANK President and CEO Cecilia C. Borromeo (center), and then Finance Secretary Carlos G. Dominguez (2nd from left), led the inauguration rites for the LANDBANK BSP Branch on June 27, 2022. They were joined by BSP Monetary Board Members V. Bruce J. Tolentino and Anita Linda R. Aquino, Deputy Governors Eduardo G. Bobier and Bernadette Romulo-Puyat, and other LANDBANK senior officers.

More than 5,500 BSP employees—as well as employees of nearby government offices—are expected to benefit from the services of the LANDBANK BSP Branch, which is equipped with its own ATM and cash deposit machine (CDM).

The servicing unit also features a Digital Corner where customers can open a deposit account in only 15 minutes or less using the Bank's Digital Onboarding System (DOBS), a pioneering web application launched in 2019 to simplify the account enrolment process for individuals and institutional customers.

LANDBANK is the only bank present in all 81 provinces in the country with a total of 678 branches and branch-lite units and 58 lending centers, servicing the requirements of a diverse clientele, including unbanked and underserved communities.

BUKIDNON, SARANGANI LGUS TAP LANDBANK'S DIGITAL BANKING SOLUTION

The Provincial Governments of Bukidnon and Sarangani in Mindanao have commended LANDBANK for providing a digital banking facility for convenient payroll transactions, remittances, and payment of government contributions for their employees.

The two local government units (LGUs) enrolled their institutional accounts to weAccess, LANDBANK's internet-based banking facility for institutional clients that offers fund management, bills payment, remittance services, and ATM payroll services, among others.

The Bukidnon LGU cited the convenient and timely disbursement of salaries to employees with the use of the LANDBANK weAccess.

"The LANDBANK weAccess significantly improved our operational efficiency as it eliminates travel time from our office to the bank, unnecessary delays in releasing personnel benefits, and shortage of coins for exact change," said Bukidnon Provincial Treasurer Marilou Bueno.

Bueno pointed out that prior to their LANDBANK weAccess enrollment, they had to manually deliver payroll documents to the LANDBANK Malaybalay Highway Branch to process the salary of more than 3,000 employees.

"The LANDBANK weAccess really resolved this concern. Now, I can approve the payroll transactions even when I am out of the office," Bueno added.

The partnership between LANDBANK and Bukidnon LGU started in 1996 when the latter opened a deposit account with the Bank. Over the years, they have continuously tapped LANDBANK to finance infrastructure projects for various economic activities benefiting the Province and its constituents.

At present, LANDBANK has a total of seven branches and a branch-lite unit in the Province of Bukidnon, complemented by 42 ATMs, five CDMs, and two Agent Banking Partners operating on behalf of the Bank.

Meanwhile, the Sarangani LGU utilizes the LANDBANK weAccess to remit employees' premium payments and monthly contributions to the Home Development Mutual Fund or Pag-IBIG Fund, as well as payments to the Government Service Insurance System (GSIS).

"The introduction of LANDBANK weAccess to our province simplified the remittance of our employees' payments to Pag-IBIG and GSIS," said Sarangani Provincial Treasurer Eliza Cania.

With LANDBANK weAccess, the process of remitting physical checks to these government offices was eliminated, which also improved the LGU's manpower efficiency.

Cania said that the platform was also heavily utilized at the height of the COVID-19 pandemic in 2021, when mobility within the province was restricted.

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