

# LANDBANK SERVES

CHRONICLES OF GROWTH

August 2023

LANDBANK  
*60 Years of*  
Serving the Nation

## ANNIVERSARY MESSAGE FROM THE PRESIDENT and CEO



LANDBANK is celebrating its 60th anniversary of serving the nation with profound gratitude to you—our dear clients and partners.

On behalf of our officers and employees, we thank you for your trust and support through the years that have helped propel LANDBANK to become the largest development financial institution in the country.

Our success is best told through your growth – stories of strong and resilient families, businesses we assisted to thrive, and communities we helped transform.

You have always been the biggest drivers of our continued growth for the past 60 years, and you will remain to be our greatest inspiration moving forward, as we continue to expand our physical presence through additional branches, ATMs, and other touchpoints to reach and serve you, wherever you are.

We are also ramping-up our digitalization efforts to further enhance our digital services to provide you with safe, reliable, and convenient banking solutions.

The possibilities are endless, and we are excited to explore more opportunities to better serve your needs.

We are LANDBANK, and we are here for you!

LYNETTE V. ORTIZ

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LANDBANK

# Loans to support farmers, fishers reach 69% of LANDBANK's total loan portfolio

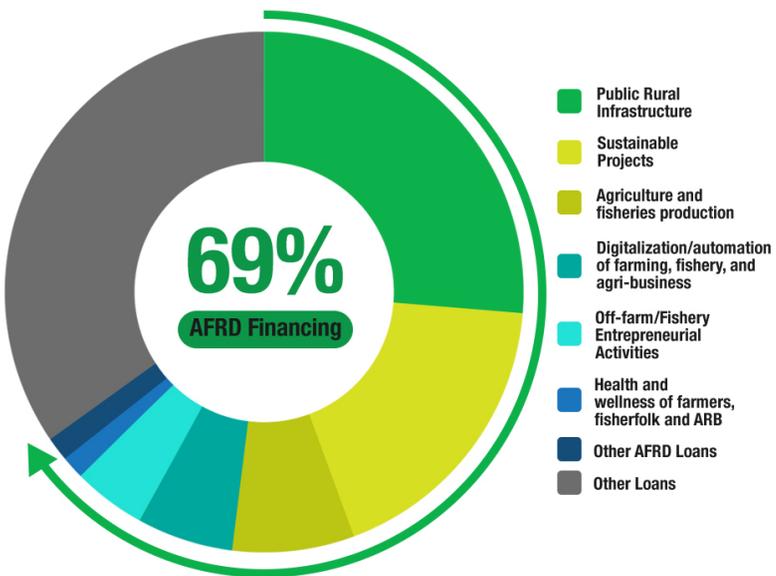
LANDBANK posted a total of P713.8 billion in outstanding loans in support of agriculture and rural development as of end-June 2023, which represents 69% of LANDBANK's total loan portfolio. This figure is close to three times the 25% requirement of local banks to allocate financing for agriculture, fisheries and rural development (AFRD) under Republic Act No. 11901 or "The Agriculture, Fisheries and Rural Development Financing Enhancement Act of 2022."

Under the new law, AFRD financing is defined as loans and investments to finance activities that shall enhance productivity and increase income of an agricultural and fisheries household, thereby promoting productivity and competitiveness in the agricultural sector, as well as sustainable development of rural communities.

"LANDBANK remains steadfast in fulfilling its primary development mandate to advance the country's agricultural sector. With a holistic approach covering all players in the value chain, we will continue to extend accessible and responsive financing to ramp-up agriculture modernization and productivity, paving the way for more resilient local communities," said LANDBANK President and CEO Lynette V. Ortiz.

LANDBANK's computation follows the new AFRD law and its implementing rules and regulations (IRR) recently issued by the Bangko Sentral ng Pilipinas (BSP).

**P713.8 B** supports **Agriculture, Fisheries and Rural Development (AFRD)**  
or 69% of the total loan portfolio



**P244.14B**  
Public Rural Infrastructure

**P42.01B**  
Promote the health and wellness of farmers, fisherfolk and ARBs

**P166.96B**  
Sustainable Projects

**P16.90B**  
Efficient and effective marketing, processing, distribution, shipping and logistics, and storage of agricultural and fishery commodities

**P107.80B**  
Agriculture and fisheries production

**P4.94B** Construction, acquisition and repair of facilities for production, processing, storage, transportation, communication, marketing and such other facilities in support of agriculture and fisheries

**P70.41B**  
Digitalization/automation of farming, fishery, and agri-business activities and processes

**P1.55B**  
Privately-funded and LGU-funded irrigation systems

**P56.24B**  
Off-farm/Fishery Entrepreneurial activities

**P1.42B**  
Acquisition of work animals, farm and fishery equipment and machineries

**P1.24B**  
Address the developmental needs of rural communities

**P0.08B**  
Agri-tourism

**P0.04B**  
Agricultural Mechanization/Modernization



The ceremonial ribbon-cutting for the Kasaysayan Exhibit was led by BSP Governor and Monetary Board Chairman Eli M. Remolona, Jr. (7th from left), BSP Monetary Board Member Anita Linda R. Aquino (8th from left), Deputy Governor Chuchi G. Fonacier (5th from left), Manila City Vice Mayor John Marvin C. Nieto (3rd from left), LANDBANK President and CEO Lynette V. Ortiz (4th from right) and former LANDBANK Presidents (from left) Mr. Florido P. Casuela, Ms. Cecilia Cayosa Borrromeo, Mrs. Gilda E. Pico, and Sec. Jesli A. Lapus.

# The LANDBANK Kasaysayan Exhibit: Paying homage to six decades of history

LANDBANK paid tribute to its rich history and the people who contributed to its success through a multimedia exhibit at the lobby of the LANDBANK Plaza.

LANDBANK President and CEO Lynette V. Ortiz, together with BSP Governor Eli M. Remolona Jr., BSP Monetary Board Member Anita Linda R. Aquino, and BSP Deputy Governor Chuchi G. Fonacier, Manila Mayor John Marvin “Yul Servo” Nieto, and former LANDBANK Presidents Secretary Jesli A. Lapus, Mr. Florido P. Casuela, Ms. Gilda E. Pico, and Ms. Cecilia Cayosa Borrromeo, led the formal opening of the exhibit to the public on August 8, 2023.

Throughout its six-decade-long journey, LANDBANK has fostered a culture of collaboration and synergy, both within its network of partner organizations and among the people it tirelessly serves. The Bank has consistently strived towards its unwavering mission, which is to contribute to the country’s progress and sustainable development that benefits all Filipinos.

BSP Governor Remolona lauded LANDBANK for its continued commitment to reach the unbanked and underserved areas of the country, and its efforts to bring in financial services to the most remote communities. “We appreciate the Bank’s support to the BSP’s thrust to promote financial inclusion and digitalization. Truly, LANDBANK is one with BSP in promoting higher quality of life for our kababayans,” he said.

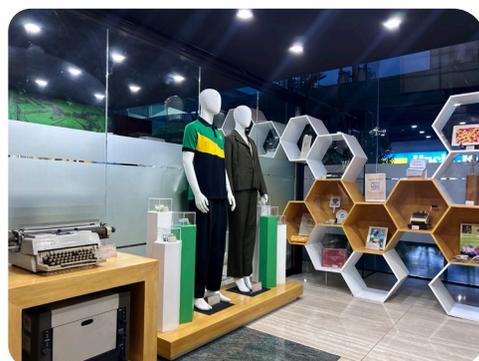
LANDBANK Chairperson and Finance Secretary Benjamin E. Diokno also congratulated the Bank in its 60th anniversary.

He noted how the art pieces and memorabilia that adorned the multimedia exhibit speaks of the Bank’s growth and rich history. Forging ahead, he rallied the Bank by saying that “while you have made it this far with flying colors, there is still much to do in the years ahead. LANDBANK’s mission from here on is to continue being a transformative force that uplifts communities, strengthens industries, and advances a more digital resilient and robust Philippine economy.”

The Kasaysayan exhibit portrays this history through a multimedia platform. It showcases memorabilia provided by Landbankers from various units, new and vintage TV commercials, jingles, publications, old employee uniforms and IDs, scale models of past and present LANDBANK branch buildings and the iconic LANDBANK Plaza, as well as images and narratives recounting the bank’s human resources, philanthropic endeavors, subsidiaries, and pillars of sustainability. Moreover, it offers a depiction of the Bank’s current state, providing a glimpse of its accomplishments.

During its anniversary celebration, LANDBANK also unveiled its two newest art pieces—“Directions”, a painting by National Artist for Music, Ryan Cayabyab; and “Growth and Stability”, a sculpture by Visual Artist Ferdinand Cacunio.

The exhibit at the LANDBANK Plaza is open to the public for free until October 27, 2023, after which selected displays will be relocated to the LANDBANK Learning and Development Center, nestled within the historic Intramuros district of Manila.



# LANDBANK marks 60th Anniversary by honoring clients, partners, and stakeholders

On its 60th anniversary, LANDBANK highlights its partnership with the most outstanding institutions, organizations, and companies which, backed by the Bank's diverse and timely products and services, remained relentless in supporting the National Government's socioeconomic agenda and post pandemic recovery.

The LANDBANK Appreciation Night for Clients and Partners held last August 8, 2023 at the PICC Reception Hall, CCP Complex, Pasay City, convened valued clients, esteemed guests, and key personnel of the Bank, to honor select DIAMOND or Distinguished Initiators and Movers of National Development. DIAMOND Awardees were recognized for demonstrating the positive impact of their operations on various sectors of the economy. Awards were conferred to outstanding cooperatives, corporations, SMEs, and government agencies that have leveraged on LANDBANK's lending facilities, fund management, and digital banking services to pursue growth opportunities and boost industry development.

Executive Secretary Lucas P. Bersamin, Department of Finance Secretary and LANDBANK Chairman Benjamin E. Diokno, and LANDBANK President and CEO Lynette V. Ortiz presented the DIAMOND trophies to the Awardees.

Secretary Diokno delivered a keynote address saluting awardees and underscoring LANDBANK's role in sustaining economic momentum: "To our DIAMOND awardees, let me express my profound gratitude and admiration for each and every one of you for your contributions in accelerating the post-pandemic recovery of our local economy. [...] And having LANDBANK as your reliable partner to service your expansion and development requirements. Together, we can build a more resilient, inclusive, and sustainable economy where no one is left behind."



LANDBANK Chairperson and Finance Secretary Benjamin E. Diokno salutes the DIAMOND awardees in his keynote address.



LANDBANK President and CEO Lynette V. Ortiz led all clients and partners to a toast for the 60 milestone years of serving the nation.

President and CEO Ortiz’s speech painted a thriving future for the Bank and its clientele, underpinned by diligence and a strong resolve: “We celebrate the collective gains of hard work and dedication of every member of the LANDBANK family; the success of the customers we serve; the partnerships established and nurtured; and the positive impact that LANDBANK contributes to nation-building. By the same token, we celebrate what is yet to come – a promise of growth, expansive possibilities, and challenges that call for dynamism, innovation, and a renewed pledge to step up, and deliver successfully and excellently because much is required from LANDBANK. We are committed more than ever to striking a balance between strengthening financial viability and delivering on the country’s socio-economic goals.”

DIAMOND Award recipient Maria Elena C. Limocon, General Manager of DIAMOND Award recipient Lamac Multi-Purpose Cooperative thanked LANDBANK, on behalf of all the awardees, for its indispensable support: “This award serves as a reminder that through collaboration, convergence, perseverance, and a shared sense of purpose, we can truly make a difference in the lives of others... Together with all DIAMOND awardees, we reaffirm our steadfast commitment to work with LANDBANK in serving the nation towards inclusive growth, sustainable development, and economic empowerment of Filipinos across the country.”



Lamac Multi-Purpose Cooperative General Manager Maria Elena C. Limocon delivered a message on behalf of the DIAMOND Awardees.



National Artist for Music Mr. Ryan Cayabyab and the Ryan Cayabyab Singers performed the Bank’s new song, “We are LANDBANK”. It was a well-attended event, anchored by award-winning host Ms. Issa Litton, with doxology and the National Anthem led by the LANDBANK Musical Ensemble, and with performances by the country’s top talents: Divine Diva Ms. Zsa Zsa Padilla, Prince of Pop Mr. Erik Santos, The Ryan Cayabyab Singers, and Ace of Strings.

# LAND BANK DIAMOND AWARDEES

Distinguished Initiators and Movers of National Development

These awards were conferred in line with the Bank's celebration of its Diamond Anniversary and recognizes outstanding loan clients, partners in fund management and digital banking clients and partners.

## OUTSTANDING DIGITAL BANKING CLIENTS AND PARTNERS



Top Agent Banking Partner  
**RURAL BANK OF SIPOCOT  
(CAMARINES SUR), INC.**



Top in Link.BizPortal Utilization  
**PHILIPPINE NATIONAL POLICE**



Top Remittance Partner  
through LBRS (International)  
**WESTERN UNION**

Top in weAccess Utilization  
**DEPARTMENT OF  
EDUCATION**

Top Remittance Partner through  
LBRS (Local)  
**MASTERCARD TRANSACTION  
SERVICES (PHILIPPINES) INC.**

Top in eMDS Utilization  
**DEPARTMENT OF  
EDUCATION**



## OUTSTANDING PARTNERS IN FUND MANAGEMENT



**BUREAU OF THE  
TREASURY**



**SAN MIGUEL GROUP  
OF COMPANIES**



**OCEANAGOLD  
(PHILIPPINES) INC.**



**PENINSULA ELECTRIC  
COOPERATIVE, INC.**



**WCS CONSTRUCTION  
INC.**



**JM MALIGAYA GROUP  
OF COMPANIES**



**METRO RETAIL STORES  
GROUP INC.**



**ECJ NEGROS FARMS  
ARB COOPERATIVE**



**ULTICON BUILDERS, INC.**

## OUTSTANDING LOAN CLIENTS



Outstanding Non-Agri-based SME  
**MR. PORFIRIO PORCIUNCULA MINA**



Outstanding Agri-based SME  
**SPS. MARCELINA AND SALVADOR CABAERO**



Outstanding Partner in Learning and Development  
**JUAN SUMULONG MEMORIAL SCHOOLS SYSTEMS INC.**



Outstanding Partner in Health Services  
**ALLAH VALLEY MEDICAL SPECIALISTS' CENTER, INC.**



Outstanding Partner in Socialized Housing Development  
**FIESTA COMMUNITIES INCORPORATED**

Outstanding Partner in Water Development/ Distribution  
**LEYTE METROPOLITAN WATER DISTRICT**



Outstanding Partner in Renewable Energy  
**GREEN INNOVATIONS FOR TOMORROW CORPORATION**



Outstanding Partner in Agribusiness  
**BIOTECH FARMS, INC.**



Outstanding Agrarian Reform Beneficiaries' Cooperatives  
**DOLEFIL AGRARIAN REFORM BENEFICIARIES COOPERATIVE**



Outstanding Agrarian Reform Beneficiaries Multi-Purpose Cooperative (GARBEMCO)



Outstanding Non-Agri-based Cooperative  
**ACDI MULTI-PURPOSE COOPERATIVE**



Outstanding Agri-based Cooperative  
**LAMAC MULTI-PURPOSE COOPERATIVE**



## ABOUT THE TROPHIES

Welded brass fashioned as mangroves, each with six leaves and six roots, adorn hard wood blocks in these art pieces by sculptor Ferdinand Cacio. Crafted especially in commemoration of LANDBANK's 60th anniversary, these are the trophies conferred to outstanding clients and partners through the Distinguished Initiators and Movers of National Development or DIAMOND Awards. They are fitting representations of the Bank's six decades, grounded on its mission and ever supportive of the growth and transformation of these organizations and individuals. Their relationship with LANDBANK stand on solid footing, strengthened by our common goal of making a difference on the lives of the people and country we serve.

**2023 NATIONAL SEMI-FINALIST**  
**Presidential Lingkod Bayan**

LANDBANK Agent Banking Program Team



LANDBANK lauds the group of semi-finalists who initiated and developed the AB Program. The Project Team is led by OFBank President and CEO (formerly LANDBANK Senior Vice President for Corporate eBanking) Randolph L. Montesa [center], and composed of Former LANDBANK Vice President Pacifico C. De Paz, Jr. [2nd from left], and Ms. Julie Rose C. Castro [2nd from right], Ms. Rosemarie N. Guevarra [right], and Mr. Michael Eric R. Labalan [left].

## ABP Team contends for the Presidential Lingkod Bayan Award

With great commitment of providing exemplary service to the nation, the Project Team for the Agent Banking Program is vying for the Civil Service Commission's (CSC) Presidential Lingkod Bayan Award as one of the six semi-finalists for the group category.

The Agent Banking Program allows LANDBANK to enter into agreements with other financial institutions, local government units (LGUs), cooperatives, associations, and small and medium enterprises (SMEs) that will be enabled to perform limited financial services in behalf of the Bank. They will be LANDBANK's Agent Banking Partners in serving the public's basic financial transactions.

With LANDBANK's products and services brought event closer to home, particularly to Filipinos who are located in unbanked and geographically isolated areas, clients can enjoy lower transaction costs, improved access to financial services, save on travel-related expenses, and easily withdraw their cash grants from various government programs such as Conditional Cash Transfer and Unconditional Cash Transfer Programs, Social Pension Program, and Bayanihan to Heal as One Act.

With Agent Banking Partners, clients can cash-in, cash-out, transfer funds from one Agent Banking Card or any Peso-denominated LANDBANK Mastercard Prepaid Card (LMPC) to another, and pay bills to various merchants using cash or LMPC.

As of the 2nd quarter of 2023, LANDBANK has a total of 1,100 Agent Banking Partner nationwide.

Meanwhile, the Lingkod Bayan Award recognizes public servants for their exceptional performance or extraordinary contributions that had a nationwide impact on public interest, security, and patrimony. It is the highest award given by the National Government to individuals and groups who have shown excellence, passion, and dedication to public service.

Winners of the 2023 Presidential Lingkod Bayan Award will be declared by President Ferdinand R. Marcos, Jr. before the end of the year.

# LANDBANK joins collab for centralized gov't payment platform

LANDBANK has joined hands with the Department of Information and Communications Technology (DICT) and Bureau of the Treasury (BTr) to develop a single platform for all government payments.

National Treasurer Rosalia V. De Leon, DICT Undersecretary David L. Almirol, Jr., and LANDBANK President and CEO Lynette V. Ortiz led the signing of a Memorandum of Agreement (MOA) on August 15, 2023 in Manila to formalize the collaboration for the electronic Government Payment Platform (eGovPay).

The eGovPay platform introduces a secure and centralized gateway that simplifies payment acceptance for government agencies. The platform is designed to enhance the government's data management and reporting capabilities, slash costs tied to manual operations, and streamline the reconciliation process.

Under the partnership, LANDBANK assumes the role of depository and financial settlement bank for eGovPay.

The DICT will act as user and application administrator to onboard Payment Service Providers (PSP) and Government institutions to the eGovPay, and will ensure the smooth integration of different payment channels to the systems of LANDBANK.

Meanwhile, the BTr will be responsible for ensuring full compliance of LANDBANK and DICT-covered agencies to the Treasury Single Account Framework, particularly on the collection and remittance of internal revenue taxes, custom duties and other national collections.

The eGovPay will support the Adoption of Digital Payments for Government Disbursement and Collections pursuant to Executive Order (EO) No. 170, and Republic Act No. 11032 which promotes the Ease of Doing Business and Efficient Delivery of Government Services.

This initiative likewise complements LANDBANK's own phygital strategy towards improving access to reliable, relevant, and convenient financial services by continuously expanding touchpoints nationwide while developing more responsive digital channels.



National Treasurer Rosalia V. De Leon (leftmost), DICT Undersecretary David L. Almirol, Jr. (3rd from left), and LANDBANK President and CEO Lynette V. Ortiz (5th from left) lead the signing of a Memorandum of Agreement (MOA) for the electronic Government Payment Platform (eGovPay), with witnesses Deputy Treasurer Eduardo Anthony G. Mariño III (2nd from left), DICT Bureau Director June Vincent Manuel Guadan (4th from left), and LANDBANK Senior Vice President Leila C. Martin (rightmost) on August 15, 2023 in Manila.