

# LANDBANK SERVES



**LANDBANK**

SERVING THE NATION

## CHRONICLES OF GROWTH

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## Towards agricultural mechanization and revitalization: PBBM lauds LANDBANK's virtual forum for agri players



President and concurrent Agriculture Secretary Ferdinand R. Marcos Jr. commended LANDBANK for supporting his administration's development agenda for the agriculture sector through a series of virtual forums with local agri players to discuss present challenges and opportunities of growth.

"I congratulate [LANDBANK] for taking the initiative to advance this administration's mission of revitalizing the agricultural sector through the AgriSenso Virtual Forums," said President Marcos in his video message during the last run of the LANDBANK AgriSenso Virtual Forum on Jan. 5, 2023.

"This event is the perfect platform for key stakeholders to address matters of utmost urgency as we face modern-day challenges, along with the difficulties that have plagued the industry since time immemorial," he added.

For his part, Finance Secretary and LANDBANK Chairman Benjamin E. Diokno highlighted the crucial role of LANDBANK in supporting agri players by ensuring that the entire agri value chain has access to much-needed credit and other financial services, as he emphasized the importance of an efficient and modern agriculture sector to ensure food security and reduce poverty incidence.

Apart from fostering collaboration among industry key stakeholders, LANDBANK President and CEO Cecilia Cayosa Borrromeo said that the AgriSenso Virtual Forum is a good opportunity to offer LANDBANK's financing programs and other support interventions.

The seven sessions of the LANDBANK AgriSenso Virtual Forum, which ran from August 2022 to January 2023, gathered over 1,600 agricultural industry players and stakeholders nationwide to discuss key issues and concerns towards improving productivity and income.

Each session was attended by industry experts from the Department of Agriculture (DA), Department of Agrarian Reform (DAR), and other concerned agencies who shared successful initiatives, industry challenges, and development plans of the National Government for each agriculture sub-sector.

Moderated by LANDBANK Vice President for Corporate Affairs Vivian M. Cañonero, the last AgriSenso Virtual Forum put the spotlight on agri-mechanization, climate resilient agriculture and greenhouse farming as the latest developments in the agriculture sector. The forum highlighted the importance of adopting modern farming technologies to reduce production costs and post-harvest losses, and enable agri players to increase farm productivity and income.

The forum featured Bureau of Agricultural and Fisheries Engineering (BAFE) Engr. IV Maria Evic Quigao, Philippine Center for Postharvest Development and Mechanization (PhilMech) Senior Science Research Specialist Engr. Allen Denver V. Mangaoil, LANDBANK Program Management Department I, Assistant Vice President Edgardo S. Luzano, and LANDBANK client Engr. Romeo S. Vasquez.

In support of the country's agricultural mechanization and transformation, LANDBANK offers the Agri-Mechanization Financing Program, with total cumulative loan releases of P687.7 million as of end-December 2022 for the benefit of over 890 farmers.

LANDBANK also provides credit assistance under the Climate Resilient Agriculture Financing Program to promote climate change mitigation and adaptation initiatives towards climate resilient agriculture. The Bank's total loan releases under this program reached P1.9 billion as of end-December 2022.

Meanwhile, to help farmers shift towards a modern farming system through the adoption of greenhouse technology, LANDBANK is offering the Financing Program for Greenhouse Farming System. As of end-December 2022, the Bank has released a total of P8.6 million under the program.

## LANDBANK AgriSenso: technical, credit assistance available to boost plantation crops

LANDBANK gathered farmers and stakeholders to discuss the National Government's support interventions to boost the local production of plantation crops, as part of the Bank's commitment to serve the diverse requirements of the agriculture sector.

During the sixth run of the LANDBANK AgriSenso Virtual Forums, DA Bureau of Plant Industry OIC-Director Gerald Glenn F. Panganiban, Ph.D. and LANDBANK Assistant Vice President Edgardo S. Luzano led the discussions on the available technical and credit assistance for farmers engaged in the production of plantation crops, such as banana, cacao, coffee, rubber and pineapple.

They were joined by Kennemer Foods International, Inc. President Simon Bakker and Goodyear Agrarian Reform Beneficiaries Multi-Purpose Cooperative (GARBEMCO) Operations Manager Mark Horace E. Gregorio, who shared how LANDBANK's affordable financing programs helped expand their operations and boost their income.

For his part, DA OIC-Director Panganiban shared updates on the local industries of plantation crops as well as challenges experienced by the subsector, which include limited infrastructure and post-harvest facilities, high cost of production, and limited access to quality planting materials, among others.

To address these challenges, he presented various support interventions for farmers under the DA's High-Value Crops Development Program (HVCDP), including the distribution of planting materials, machineries and equipment, construction of facilities, and capacity building activities for farmers.

### LANDBANK lending programs

Meanwhile, LANDBANK Assistant Vice President Luzano presented LANDBANK's available credit programs to further strengthen support for the various industries of plantation crops.

Under the Sulong Saka Program, LANDBANK can finance the production of high-value crops and other related projects, such as the establishment of nursery, budwood/mother plant/parent clone gardens, as well as the establishment of new plantations, and the replanting, rejuvenation and rehabilitation of old trees.



Individual small farm holders, small and medium enterprises (SMEs), cooperatives, farmers associations and organizations, large agribusiness enterprises and corporations, local government units (LGUs), non-government organizations (NGOs), and countryside financial institutions (CFIs) may avail loans under the Program.

To support the agricultural value chains of cacao, coffee, coconut, and processed fruits and nuts, LANDBANK is also offering the Rural Agro-enterprise Partnership for Inclusive Development and Growth or RAPID Growth Credit Facility, in partnership with the Department of Trade and Industry (DTI) and funded by the International Fund for Agricultural Development (IFAD).

This Credit Facility aims to provide strategic business development interventions and matching grants to support qualified Program beneficiaries endorsed by the DTI, including cooperatives, farmers' associations and organizations, NGOs, and Micro, Small and Medium Enterprises (MSMEs) in selected provinces in Regions 8, 9 10, 11, 12, 13 and the Bangsamoro Autonomous Region in Muslim Mindanao (BARMM).

Loans availed under the facility can be used for production, including the development of new plantation, replanting, rejuvenation, and rehabilitation of old trees; establishment of nursery gardens; post-harvest activities; processing or manufacturing, packaging and storing, as well as trading.

# LANDBANK, Sarangani LGU sign P1-B loan for development; partner for digital payments



LANDBANK President and CEO Cecilia Cayosa Borrromeo (5th from left) and Sarangani Governor Rogelio D. Pacquiao (4th from left) lead the signing of a P1-billion loan Term Sheet to fund the province's development projects on Jan. 19, 2023 at the Grand Summit Hotel in General Santos City. They are joined by Vice Governor Dr. Elmer T. De Peralta (3rd from left) and Provincial Administrator Atty. Ryan Jay R. Ramos (2nd from left), together with LANDBANK Senior Vice Presidents Leila C. Martin (6th from left) and Ma. Celeste A. Burgos (rightmost), with Vice President Eden B. Japitana (leftmost).

LANDBANK has committed to provide the Provincial Government of Sarangani with P1-billion worth of loans to fund the province's various development projects.

LANDBANK President and CEO Cecilia Cayosa Borrromeo and Sarangani Governor Rogelio D. Pacquiao signed the term sheet for the proposed loan on Jan. 19, 2023 at the Grand Summit Hotel in General Santos City. They were joined by Vice Governor Dr. Elmer T. De Peralta, Provincial Administrator Atty. Ryan Jay R. Ramos, together with LANDBANK Senior Vice Presidents Ma. Celeste A. Burgos, Leila C. Martin, Charlotte I. Conde, and Camilo C. Leyba, and Vice President Eden B. Japitana, among other Bank officers.

The loan was approved by the LANDBANK Board on Jan. 25, 2023.

Of the P1-billion loan, Sarangani eyes to allocate P500 million for the acquisition of several heavy equipment, P200 million for hospital and medical equipment, and P300 million for the establishment of the Provincial Agri-Fisheries Complex.

"My heartfelt appreciation and gratitude to LANDBANK for gladly opening its doors, once again, to the Provincial LGU of Sarangani with its proposal to raise as much as P1 billion to fund the province's programs and projects," Governor Pacquiao said.

The governor added that the funding support will "fuel the work of the Provincial LGU as we intensify our efforts in delivering more basic services to the people, as well as reach targeted goals for a more resilient, dynamic, and progressive Sarangani."

Likewise, LANDBANK and the provincial local government of Sarangani signed a Memorandum of Understanding (MOU) for the use of LANDBANK's electronic payment channel.

Through the LANDBANK Link.BizPortal, Sarangani residents can now digitally pay for fees, dues, and charges to the provincial government in real-time and at their convenience with just a few clicks on their computers or mobile devices.

The Provincial Government of Sarangani joins 1,136 government and private partner merchants nationwide that have been enrolled in the LinkBizPortal system, as of end-December 2022.

From January to December 2022, the LANDBANK Link.BizPortal facilitated 5.8 million transactions with value of P11.6 billion, representing increases of 49% and 11%, respectively, year-on-year.

LANDBANK is offering a menu of digital products and services to all local governments nationwide, in support of Executive Order 170 or the Adoption of Digital Payments for Government Disbursement and Collections.

The LANDBANK Link.BizPortal is also in line with the national government's call for a National Retail Payment System, which also supports the "eGov Pay" payment solution of the Bangko Sentral ng Pilipinas (BSP).

## Over 10,300 trike drivers to receive fuel subsidy

Qualified trike drivers received their fuel subsidy over-the-counter at designated LANDBANK Branches in NCR and Regions I and III on Jan. 10, 2023.



To ramp-up support for public utility vehicle (PUV) drivers amid rising fuel prices, LANDBANK and the Land Transportation Franchising and Regulatory Board (LTFRB) started distributing fuel subsidy worth P1,000 each to qualified tricycle drivers in the National Capital Region (NCR) and Regions I and III, on Jan. 10, 2023.

In partnership with the Department of the Interior and Local Government (DILG) and Local Government Units (LGUs), LANDBANK and LTFRB will disburse a total of P10.3 million to an initial 10,343 eligible tricycle drivers under the LTFRB's Fuel Subsidy Program.

All eligible tricycle drivers under the Fuel Subsidy Program, as identified by the DILG and LTFRB, can claim their subsidies via

over-the-counter (OTC) transactions at designated LANDBANK branches nationwide.

A representative from the concerned LGU will be present during the scheduled distribution of the fuel subsidy to verify the eligibility of the beneficiaries.

To ensure the orderly distribution of the fuel subsidy, the LTFRB, DILG, and concerned LGUs informed the tricycle driver-beneficiaries prior to the payouts of the details of the distribution, such as the schedule of the distribution, the designated LANDBANK servicing branch nearest the beneficiary to facilitate the distribution, and the requirements to be presented to claim the fuel subsidy.

# NOW IN YOUR NEIGHBORHOOD

## LANDBANK caps off 2022 with six new Agri-Hubs for farmers, fishers

LANDBANK wrapped-up 2022 with the opening of six (6) new Agri-Hubs located in the provinces of Sarangani, Davao del Norte, Oriental Mindoro, Bukidnon, Misamis Occidental and Misamis Oriental, expanding its physical touchpoints to better serve farmers and fishers in the country.

The Agri-Hubs will provide combined services of banking, lending and agrarian services to the country's top rice-producing provinces, including unbanked and underserved rice farming areas.

### NOW OPEN TO SERVE YOU



#### Malungon Agri-Hub

The inauguration of Malungon Agri-Hub was held last Dec. 19, 2022 and was led by Malungon Mayor Atty. Maria Theresa D. Constantino, Vice Mayor Mariano S. Escalada, Jr., and LANDBANK East Mindanao Branches Group Head, Senior Vice President Camilo C. Leyba.



#### Kapalong Agri-Hub

Kapalong Agri-Hub was inaugurated last Dec. 21, 2022, led by 1st District Davao del Norte Rep. Cong. Pantaleon D. Alvarez, Kapalong Mayor Maria Theresa R. Timbol, Vice Mayor Edgard L. Timbol, LANDBANK Assistant Vice Presidents Jose B. Dela Cruz and Dante B. Abad, and other LANDBANK officers.



#### Plaridel Agri-Hub

Plaridel Vice Mayor Neite Gornez and LANDBANK Calamba (Misamis Occidental) Branch Manager Gina P. Baliton graced the opening of the Plaridel Agri-Hub on Dec. 26, 2022.



#### Claveria Agri-Hub

Claveria Mayor Meraluna L. Salvaleon-Abrogar, Vice Mayor Reynante L. Salvaleon, LANDBANK Vice Presidents Lina K. Pacio and Jimmy P. Arco, and Claveria Agri-Hub Head Marlita M. Cagas led the opening of the Claveria Agri-Hub on Dec. 28, 2022.



#### San Fernando Agri-Hub

The Agri-Hub in San Fernando, Bukidnon was inaugurated on Dec. 29, 2022 by San Fernando Mayor Rogelio C. Yeke, Vice Mayor Levi C. Edma, LANDBANK Valencia Branch Head Madelyn A. Rodriguez and San Fernando Agri-Hub Head Agnesita M. Llauder.



#### Bongabong Agri-Hub

On Dec. 29, 2022, Bongabong Agri-Hub was opened by Bongabong Mayor Elegio A. Malaluan, Vice Mayor Richard S. Candelario, LANDBANK Pinamalayan Branch Head Lizza Mae F. Camposano and Bongabong Agri-Hub OIC May Fatima Torres.

## New ATM installed in Pamplona, Cagayan



Pamplona Vice Mayor Arnie Angelica S. Fernandez (4th from left) and LANDBANK Northern Luzon Branches Group Head, Senior Vice President Ma. Belma T. Turla (5th from left) lead the inauguration of the LANDBANK offsite ATM located at the Municipal Hall of Pamplona, Cagayan on Dec. 12, 2022. They are joined by members of the Sangguniang Bayan, local officials, and other LANDBANK officers.

The new LANDBANK ATM will serve customers in all 18 barangays in the Municipality, which includes government employees, private citizens, and beneficiaries of Conditional and Unconditional Cash Transfer (CCT/UCT) Programs, among others, who will no longer need to wait in long queues or travel to neighboring towns for their cash requirements.

## Israel Embassy, LANDBANK explore partnership to boost PH development

To further strengthen bilateral relations between the Philippines and Israel, LANDBANK and the Israel Embassy explored possible areas of collaboration to advance economic development in the country.

Israeli Ambassador to the Philippines Ilan Fluss paid a courtesy visit to LANDBANK President and CEO Cecilia Cayosa Borrromeo at the LANDBANK Plaza on Jan. 17, 2023. The principals discussed Israel’s modern technologies and best practices for possible adoption in the Philippines, to be supported by LANDBANK’s expertise in agriculture and development financing.

“LANDBANK continues to explore strategic partnerships to help advance national development. We look forward to collaborate with the Israeli government towards the adoption of innovative technology and approaches, especially in the agriculture sector,” said LANDBANK President Borrromeo, who was joined by Strategy and Knowledge Management Group Head, Senior Vice President Elcid C. Pangilinan and Program Management Department 1 Head, Assistant Vice President Edgardo S. Luzano during the meeting.

Ambassador Fluss was joined by representatives from AgroStudies, an international training center in Israel which offers agricultural internships to students from developing countries, led by its CEO Yaron Tamir and Deputy Inbal Shoval.



LANDBANK President and CEO Cecilia Cayosa Borrromeo (3rd from right) and other Bank officers welcome Israeli Ambassador to the Philippines Ilan Fluss (3rd from left) to discuss potential collaboration programs to advance agricultural technology in the country. Joining them from Israel-based AgroStudies are CEO Yaron Tamir (2nd from left) and Deputy Inbal Shoval (leftmost).

A potential partnership to endorse qualified Filipino students to undergo advanced learning and skills development training in agriculture technology and innovation in Israel was also discussed, aimed to help develop a more sustainable agriculture sector in the country.

## LANDBANK finances first palm oil refinery in SOCCSKSARGEN



LANDBANK Mindanao Lending Group Head, Senior Vice President Charlotte I. Conde (3rd from right) and GARECO President and CEO Erwin Anthony Y. Garcia (2nd from right) lead the loan signing ceremony. They were joined by (from right to left) GARECO Secretary Marina Carmella L. Garcia, LANDBANK Sultan Kudarat Lending Center Head, Assistant Vice President Harold P. Celestial and LANDBANK Tacurong Branch Head, Department Manager Joel A. Argonza.

When the pandemic caused severe mobility restrictions nationwide, Erwin Y. Garcia sought to turn the crisis into an opportunity for the palm oil industry in the province of Sultan Kudarat.

Garcia conducted research on the industry and saw potential in the 14,000 hectares of palm oil fully planted within the province. He envisioned the benefits of an Integrated Palm Oil Processing Facility that will refine crude palm oil and produce a variety of products such as cooking oil, confectionaries, cream, margarine, and shortening.

The available crops and the potential market soon convinced Garcia to expand his family’s business and establish the Garcia Refinery Corporation (GARECO) under the A.C. Garcia Group of Companies in 2021.

With the goal of being the first modern homegrown refinery in Mindanao, GARECO availed of a P450 million loan from LANDBANK to make this a reality.

The LANDBANK loan has bankrolled the construction of GARECO’s main facility, which will become the first palm oil refinery plant in the South Cotabato, Cotabato, Sultan Kudarat, Sarangani, and General Santos (SOCCSKSARGEN) region.

The refinery mill is expected to make oil palm products more accessible and affordable for the local market, and serve as a stable source of income for oil palm growers from Sultan Kudarat and Maguindanao.

More than being a private enterprise, GARECO aims to improve the socioeconomic status of oil palm growers in the area. GARECO and its parent company have thus partnered with 63 farmers to manage their combined 3,065 hectares of oil palm.

“Our vision is to engage communities in palm oil production that will take them out of poverty and bring peace to the community, in the hopes of becoming a driving force for the Philippine economy,” said Garcia.

Through the LANDBANK term loan, the construction of the GARECO refinery mill started in July 2022 and is expected to be completed by the first quarter of 2024.

Its completion will likewise generate employment opportunities and expand the company’s workforce from five to about 35 to 50 workers composed of a mill manager, supervisors, operators, mechanics, electricians, laboratory analysts, and staff for administrative and marketing functions.



SMART TIPS  
AGAINST SCAMS

Cancel

- S
ecure your personal information and never share your One-Time Password (OTP) to anyone
- M
ake sure to verify and bookmark the correct URL
- A
void clicking on links and opening attachments from suspicious text, call, email, or pop-up window. Delete them.
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