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May 2023

LANDBANK welcomes its new President and CEO, Lynette V. Ortiz



Lynette V. Ortiz assumed her post as the 11th President and CEO of the Land Bank of the Philippines on May 24, 2023 following her appointment by President Ferdinand R. Marcos, Jr. and oath taking before Department of Finance Secretary Benjamin E. Diokno.

With over 30 years of experience in banking and finance, President and CEO Ortiz held various senior roles in Risk Management, Treasury, Corporate Finance and Capital Markets in foreign and local institutions.

"I recognize the highly important role of LANDBANK in nation-building, and I am keen to contribute and infuse ideas and innovations that will further fortify the Bank in fulfilling its social mandate. I hope to bring in a fresh perspective drawn from my experience working in global organizations," PCEO Ortiz said.

Prior to her appointment, she was the first Filipino CEO of Standard Chartered Bank (SCB) Philippines. She led strategies to grow the local franchise across the various client segments and deliver sustainable financial performance.

During her tenure in SCB, she spearheaded several landmark transactions in both domestic and international capital markets for Philippine and ASEAN issuers. These include the maiden offerings of both LANDBANK and the Development Bank of the Philippines of Sustainability Bonds. She helped the National Government raise funds through global and domestic bond issues, with SCB serving as book runner for foreign currency denominated offerings of the ROP.

She serves as First Vice President in the Board of the Bankers Association of the Philippines (BAP), and is also a member of the BAP Executive Committee.

She vowed to build on the gains of LANDBANK in supporting agriculture and other key industries, expanding financial inclusion, delivering assistance to marginalized and vulnerable sectors, and supporting other players in advancing inclusive development agenda.

"With the support of the entire LANDBANK team, we will work to make our operations more dynamic and responsive to address the changing needs of our highly diverse customers and stakeholders, while remaining viable and competitive," she said.

A strong advocate for diversity and inclusion, President Ortiz was named United Nations 2021 Philippine Women's Empowerment Principles Awards Champion for Leadership Commitment, for her role in setting strong corporate commitments and inclusive leadership.



Advancing inclusive and sustainable rural development

LANDBANK loan for agri sustains 10.4% average growth in 10 years

The agriculture sector is at the very heart of LANDBANK's operations for nearly six decades. Even as its role as a policy bank has evolved and expanded to support the National Government's socioeconomic agenda, the Bank has remained faithful to its social mandate.

LANDBANK's total agricultural loan portfolio has sustained an upward trajectory with an average growth rate of 10.4% from 2012 to 2022.

During the year, LANDBANK has continued to bolster its assistance to the agriculture sector. As of end of March 2023, the Bank's outstanding loans to agriculture hit P271.8 billion, which is a 14.8% higher than P236.8 billion in the same period last year, and the highest lending growth in the industry.

With the P42.3 billion agri loans extended by the Bank, more than 3.5 million small farmers and fishers have directly benefited, including those channeled through cooperatives and farmers' associations, rural financial institutions, and other conduits. Through development partnership with various agri-related organizations, the Bank has contributed to maintaining the country's economic resiliency and agricultural productivity.

In support to agri-value chain participants, LANDBANK provided P181.2 billion to fund the requirements of small, medium, and large agribusinesses. Financial and technical assistance were provided for each sector of the agriculture value chain – input/supply, production, warehousing, processing/manufacturing, transporting, trading/marketing, and other support services to LGUs and other GOCCs.

Meanwhile, as the financial intermediary for the Comprehensive Agrarian Reform Program (CARP), LANDBANK has assessed and appraised 1.6 million hectares of private agricultural lands, which were distributed by the Department of Agrarian Reform (DAR) to 958,623 Agrarian Reform Beneficiaries (ARBs), with 90,995 landowners compensated amounting to P81.7 billion. Through CARP, the Bank has also extended P2.7 billion in loans to 2,356 individual ARBs and 469 ARB cooperatives and farmers' associations nationwide as of end-April 2023.

LANDBANK continues to expand its reach by adding branches and touchpoints to bring the Bank closer to all players of the agricultural value chain. Last April 27, the Bank inaugurated its Baggao Agri-Hub, which brought to 16 the total number of LANDBANK Agri-Hubs. These Agri-Hubs are designed to deliver accessible and reliable banking, lending, and agrarian services all under one roof to farmers nationwide, which is part of the Bank's thrust of responding to the developing needs of the agriculture sector. The location of the Agri-Hub allows farmers to conveniently perform their banking transactions without having to travel all the way to the major cities of their provinces. They will also service various national and local government offices, private establishments, as well as micro, small, and medium enterprises in the area. Access to digital banking platforms such as the Digital Onboarding System (DOBS) are also being provided by these Agri-Hubs.

LANDBANK has also launched the Digital Lending System and other special loan programs that provide lower interest rates for small farmers and fishers. The Bank's intensified support to the agriculture sector is consistent with its thrust of serving the nation.



Facts About the New Agri-Agra Law

Passed in July 2022, the Republic Act No. 11901, or the Agriculture, Fisheries, and Rural Development Financing Enhancement Act of 2022, aims to promote rural development by increasing access to financial services and programs for rural communities and agricultural and fishing households.

All public and private banking institutions, excluding newly established ones, are mandated to set aside a credit quota or a minimum required agricultural and fishery financing requirement of at least 25% of the total loanable funds, which will be determined by the Bangko Sentral ng Pilipinas.

RA 11901 establishes a finance system that includes loans and investments to promote the productivity, income, competitiveness, and welfare of farmers, fishers, agri-based employees and organizations, and other rural community beneficiaries.

Activities that qualify that would enable banks to comply with the requirements include, among others:

- Working capital
- Agriculture and fisheries production
- Acquisition of work animal, farm and fishery equipment (fertilizer, poultry, livestock, feeds, products for storage)
- Irrigation-related acquisition
- Construction, acquisition and repair of facilities
- Agricultural mechanization
- Agri-tourism
- Entrepreneurial activities
- Green projects
- Digitalization of farming
- Fishery and agri-business
- Post-harvest activities (processing, storage, marketing, distribution, and logistics)
- Public rural infrastructure
- Programs that promote the health and wellness of farmers and fishers



SCF to ARBs and SFFs through PFIs

(Socialized Credit Facility to Qualified Agrarian Reform Beneficiaries and Small Farmers and Fisherfolks through Qualified Partner Financial Institutions)

Eligible Borrowers

- Cooperatives (i.e. Small Farmers' and Fishers' Cooperatives and Non-Agricultural Cooperatives)
- Farmers' and Fishers' Organizations or Associations
- Countryside Financial Institutions (i.e. Rural Bank, Cooperative Banks, and Thrift Banks)
- Agri-business firms or anchor firms providing credit support to ARBs and SFFs
- Duly accredited microfinance non-government organizations (NGOs) by the Microfinance NGO Regulatory Council

Loan Purpose

- Working capital requirements of the conduits/PFIs for on-lending to SFFs and ARBs and/or rediscounting of eligible sub-borrower's promissory notes (PNs).

Credit Facility

Working Capital for On-lending

- Short Term Loan Line
- Term Loan

Rediscounting

- Short Term and Term Loan Rediscounting

Loanable Amount

Working Capital for On-lending

- Based on the conduit/PFI borrower's funding requirements on its on-lending to its sub-borrower's working capital requirements

Rediscounting

- For palay and corn production – up to 100% of the current outstanding balance of sub-PNs rediscounted as of cut-off date
- For other agricultural purposes – up to 90% of the current outstanding balance of the sub-PNs rediscounted for other agricultural purposes

Interest Rate

Prevailing LANDBANK rate under the Program

For more information, contact

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Tel No. (02) 8405-7450

Or visit any of the 58 LANDBANK Lending Centers nearest you

LANDBANK joins DAR in CLOA, e-titles distribution in Lanao del Norte



Secretary Estrella (3rd from right) is joined by DAR Region X Director Zoraida O. Macadindang (rightmost), LANDBANK Assistant Vice President Atty. Gene Wilfredo H. Acaylar (leftmost), and Unit Head Leo R. Catane (2nd from right) during the event.

True to its role as the financial intermediary for the Comprehensive Agrarian Reform Program (CARP), LANDBANK joined Agrarian Reform Secretary Conrado M. Estrella III and other officials from the Department of Agrarian Reform (DAR) and the provincial government units, in the distribution of Certificate of Land Ownership Award (CLOA) and e-Titles to 807 agrarian reform beneficiaries (ARBs) on May 4, 2023 at the Mindanao Civic Center, Tubod, Lanao del Norte.

The event, which was part of DAR's Support to Parcelization of Lands for Individual Titling (SPLIT), aims to provide ARBs with their individual land titles.

Secretary Estrella and other top government officials including Senator Francis N. Tolentino, Congressman Mohamad Khalid O. Dimaporo, Congresswoman Sittie Aminah Q. Dimaporo, and Lanao del Norte Governor Imelda Q. Dimaporo led the distribution. They were assisted by LANDBANK Field Support

Services Center X Head, Assistant Vice President Atty. Gene Wilfredo H. Acaylar and Unit Head Leo R. Catane.

Secretary Estrella, in his keynote address, thanked the LANDBANK for its vital role in the implementation and success of the Agrarian Reform program. The program which lasted the whole day was also attended by the Vice Governor, Board members and municipal mayors of Lanao del Norte and Misamis Occidental.

The program also included the oath taking of newly promoted Chief Agrarian Reform Program Officers and Municipal Agrarian Reform Officers of Lanao del Norte and Misamis Occidental which was represented by DAR Region X officials: Regional Director Zoraida O. Macadindang, Misamis Occidental Provincial Agrarian Reform Program Officer Mohammad Abdul Jabbar M. Pandapatan, and Lanao del Norte Provincial Agrarian Reform Program Officer Marie Vil M. Codilla.

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