

LANDBANK PERFORMANCE HIGHLIGHTS FOR YEAR- END 2018



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LANDBANK GROSS LOAN PORTFOLIO

- As of 31 Dec. 2018, loans to the priority sectors grew to ₦ 734.3 B from ₦ 564.1 B as of 31 Dec. 2017.
- This comprised 91.9% share to the Bank's total Loans to All Sectors amounting to ₦ 798.8 B.

Sectors	As of Dec 2018 (P B)	% Share of Loans to All Sectors 2018	As of Dec. 2017 (P B)	% Share of Loans to All Sectors 2017	% Growth Rate on O/S Loans
Mandated Sector	49.3	6.2	45.3	7.5	8.8
Support for Agriculture and Fisheries	172.7	21.6	138.1	23.0	25.0
Support for National Government Priority Programs (including PPP projects)	512.2	64.1	380.7	63.4	34.5
Total Priority Sector Loans	734.3	91.9	564.1	93.9	30.2
Others	64.5	8.1	36.9	6.1	74.8
Loans to All Sectors*	798.8	100.0	601.0	100.0	32.9
Less: Unsecured Subordinated Debt Facility on Rural Banks	0.2		0.3		
Add: Domestic Bills Purchased Lines	0.6		0.5		
REGULAR LOAN PORTFOLIO	799.2		601.2		
Add: Treasury Loans	68.1		73.2		
GROSS LOAN PORTFOLIO	867.3		674.4		

**Excludes Interbank Term Loans Receivable (Foreign Regular & FCDU/EFCDU), Loans and Receivables Arising from Resale Agreements/Certificates of Assignment/Participation with Recourse/Securities Lending and Borrowing Transactions, and Domestic Bills Purchased Line; Includes Unsecured Subordinated Debt Facility on Rural Banks*

LOANS TO THE MANDATED SECTORS

Sectors	As of Dec. 2018 (P B)	% Share to Sum of Loans to All Sectors	As of Dec. 2017 (P B)	% Share to Sum of Loans to All Sectors	Growth Rate (%)
Mandated Sector					
Small farmers including ARBs and their associations	49.2	6.2	45.2	7.5	8.8
Small fishers and their associations	0.1	0.0	0.1	0.0	0.0
Total	49.3	6.2	45.3	7.5	8.8



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LOANS IN SUPPORT OF AGRICULTURE AND FISHERIES

Sectors	As of Dec. 2018 (P B)	% Share to Sum of Loans to All Sectors	As of Dec. 2017 (P B)	% Share to Sum of Loans to All Sectors	Growth Rate (%)
Support for Agriculture and Fisheries					
Agri-business	151.2	18.9	82.6	13.7	83.0
Aqua-business	2.4	0.3	2.2	0.4	9.1
Agri-aqua-related projects of LGUs and GOCCs	19.1	2.4	53.3	8.9	-64.2
Total	172.7	21.6	138.1	23.0	25.1



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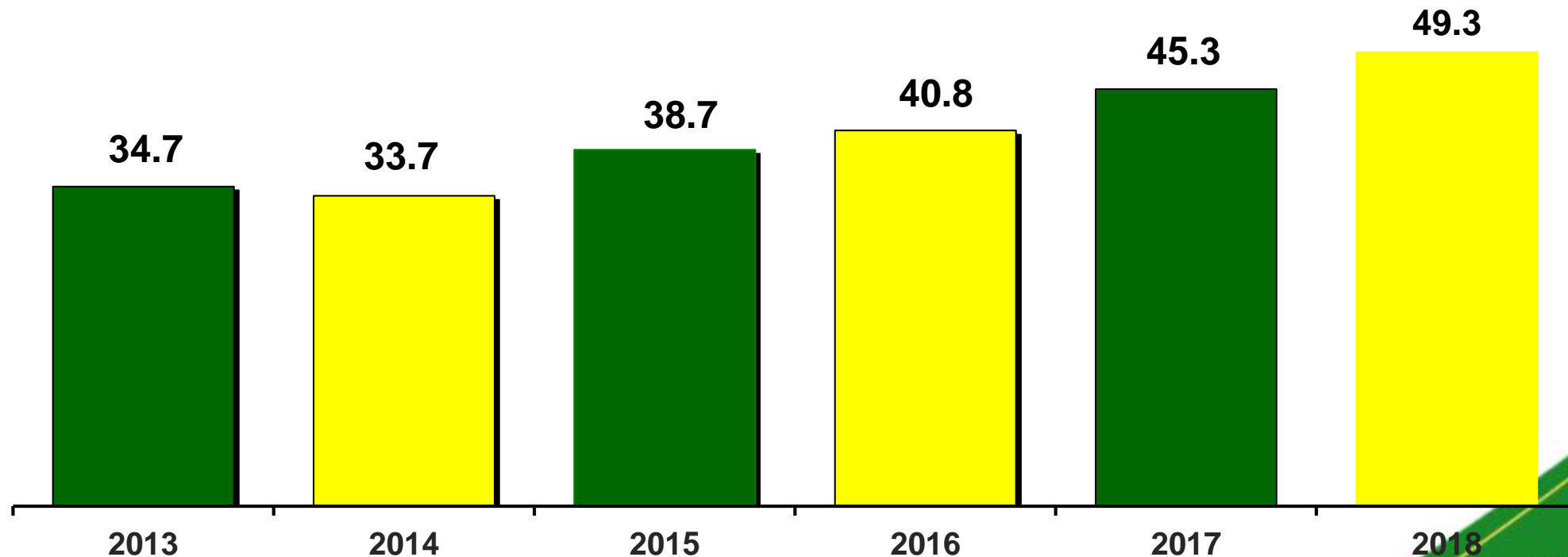
LOANS IN SUPPORT OF NATIONAL GOVERNMENT PRIORITY PROGRAMS

Sectors	As of Dec. 2018 (P B)	% Share to Sum of Loans to All Sectors	As of Dec.2017 (P B)	% Share to Sum of Loans to All Sectors	Growth Rate (%)
Support for National Government Priority Programs (including PPP projects					
MSMEs	135.3	16.9	89.8	14.9	50.7
Communications	44.7	5.6	31.3	5.2	42.8
Transportation	51.7	6.5	38.9	6.5	32.9
Housing (socialized, low- cost, medium-cost)	59.0	7.4	48.1	8.0	22.7
Education	8.1	1.0	6.1	1.0	32.8
Health Care	19.2	2.4	14.2	2.4	35.2
Environment-related Projects	10.9	1.4	17.3	2.9	-37.0
Tourism	22.1	2.8	8.8	1.5	151.1
Utilities	133.8	16.7	104.9	17.5	27.6
Others (Livelihood/Salary Loans)	27.4	3.4	21.3	3.5	28.6
Total	512.2	64.1	380.7	63.4	34.5

LOANS OUTSTANDING TO SMALL FARMERS AND FISHERS

(In ₱ Billions)

- As of 31 December 2018, outstanding loans to small farmers and fishers reached a record-high of ₱ 49.3 B, 9% or ₱ 4 B higher than the ₱ 45.3 B as of 31 December 2017.

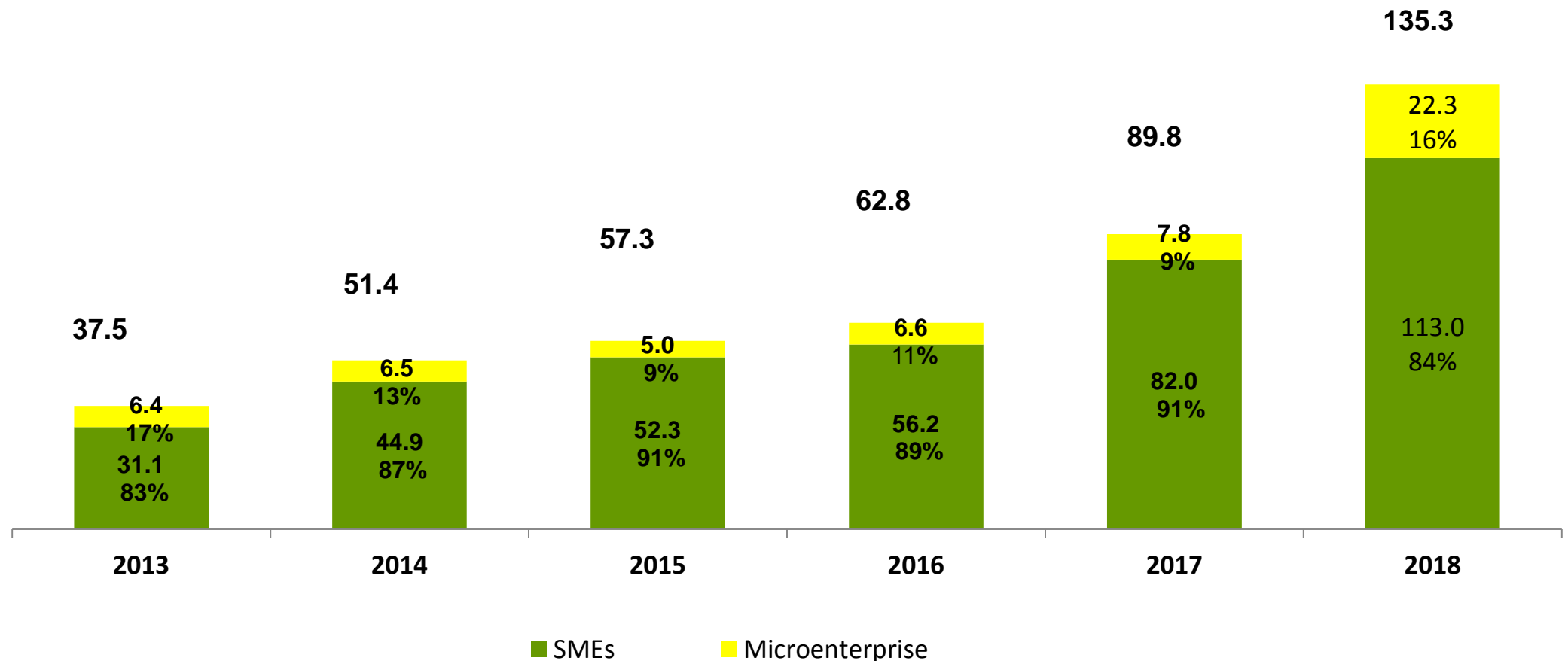


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LOANS OUTSTANDING TO MICROENTERPRISES AND SMEs

(In ₱ Billions)

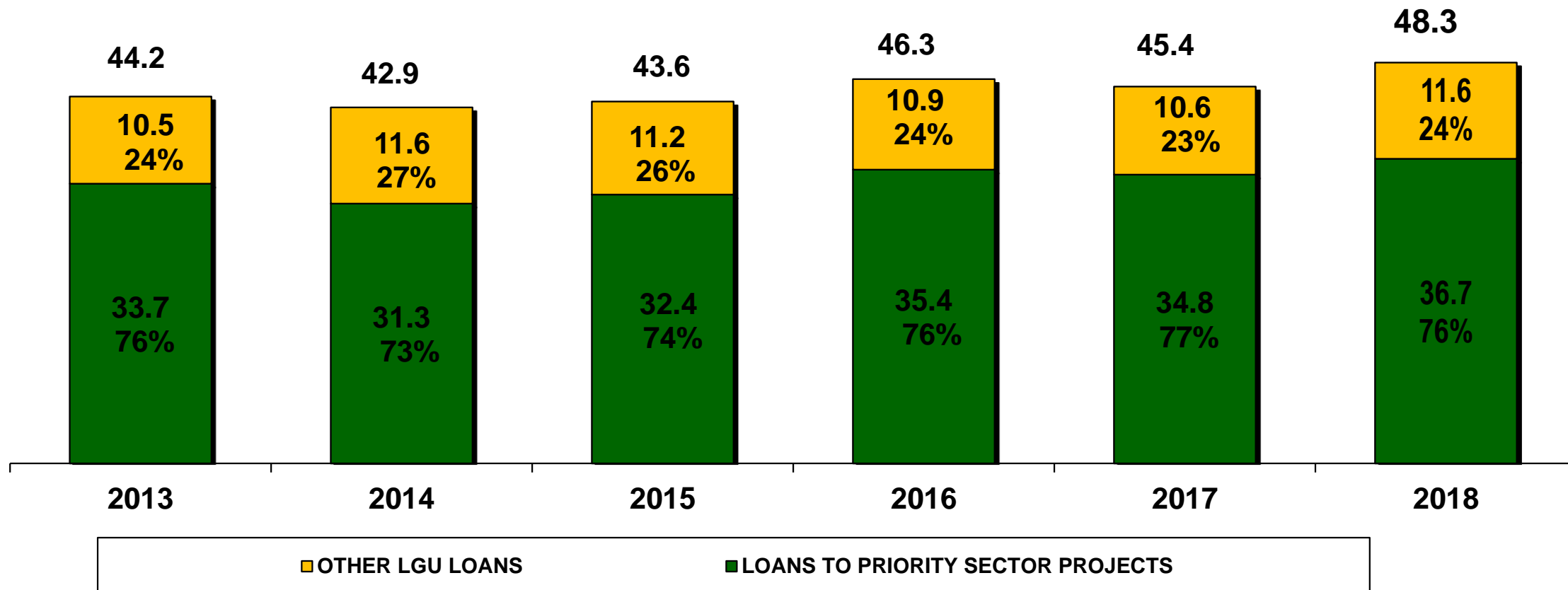
- As of 31 Dec. 2018, loans outstanding to microenterprises and SMEs reached ₱ 135.3B, 51% or ₱ 45.5 B higher than the ₱ 89.8 B during the same period last year.
- Of the ₱ 135.3 B loans to microenterprises and SMEs, ₱ 22.3 B were lent to micro-enterprises and ₱ 113.0 B for SMEs.



LOANS OUTSTANDING TO LOCAL GOVERNMENT UNITS

(In ₱ Billions)

- Outstanding loans to LGUs reached ₱ 48.3 B, 6% or ₱ 2.9 B higher than the ₱ 45.4 B last year.
- Of the ₱ 48.3 B, ₱ 36.7B were loans for agri-aqua related projects and priority programs of the NG while the remaining ₱ 11.6 B were channeled to other developmental projects.



FOOD SUPPLY CHAIN PROGRAM

As of 31 December 2018

GROUP	LOAN RELEASES (P M)						PROGRAM SUMMARY Jan.-Dec. 2018			
	Oct.2010 to Dec. 2014	Jan. to Dec. 2015	Jan. to Dec. 2016	Jan. to Dec. 2017	Jan. to Dec. 2018	Cumulative Total	No. of Projects	No. of Anchor Firms	No. of Coop/ SME Producers	No. of FBs Assisted (Jan.-Dec. 2018)
NCL	13,891	5,035	6,798	7,465	5,511	38,700	5	5	13	3,067
SLB	6,982	1,098	579	394	135	9,188	3	3	7	58
VIS	10,574	3,794	6,296	6,654	1,537	28,854	4	4	1	330
MIN	6,509	653	903	1,167	1,246	10,479	6	6	41	1,562
TOTAL	37,956	10,580	14,576	15,680	8,429	87,221	18	18	62	5,017
G.R.% 2018 vs. 2017					-46%					

Outstanding Loans :

- o 2018 - P 6,548 M
- o 2017 - P 9,856 M
- o 2016 - P 8,356 M
- o 2015 - P 8,411 M



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UPDATES ON LANDBANK PROGRAMS IN PARTNERSHIP WITH GOVERNMENT AGENCIES

As of 31 December 2018

Government Agencies	Program	Program Fund (In ₱ M)	Cumulative Loan Releases	Loan Releases (₱ M) (Jan.-Dec. 2018)	O/S Loans (₱ M)	No. of Conduits/ Borrowers	Cumulative No. of Beneficiaries	Past Due Ratio (%)
DA	Sikat-Saka Program	1,600	1,613.26	1,613.26	1,191.52	26,668	28,047	16.40
DA, DAR, DENR	Agrarian Production Credit Program ^{2/}	2,500	1,139.72	1,139.72	1,773.82	833	65,799	39.21
DA	Agricultural & Fisheries Financing Program ^{3/}	550	66.00	66.00	160.32	3,335	3,335	64.58
DAR	Credit Assistance Program-Program Beneficiaries Development ^{4/}	355	28.42	28.42	175.44	111	6,854	49.85
DA,DAR	ASL Farmers Program ^{1/}	10.0 B	22.37	22.37	22.37	254	254	0

1/ Figures are as of 31 Dec.2018; Pilot Implementation in Nueva Viscaya, Isabela, and Ilocos Sur LCs; nationwide implementation starting 2019

2/ Program extended for another five (5) years reckoned from Oct. 2017 to Oct.2022

3/ Program ended on 19 Dec. 2018 but LBP will continue to collect the outstanding loans of existing borrowers: Program beneficiaries will be migrated to other Lending Programs of LBP where they will be qualified

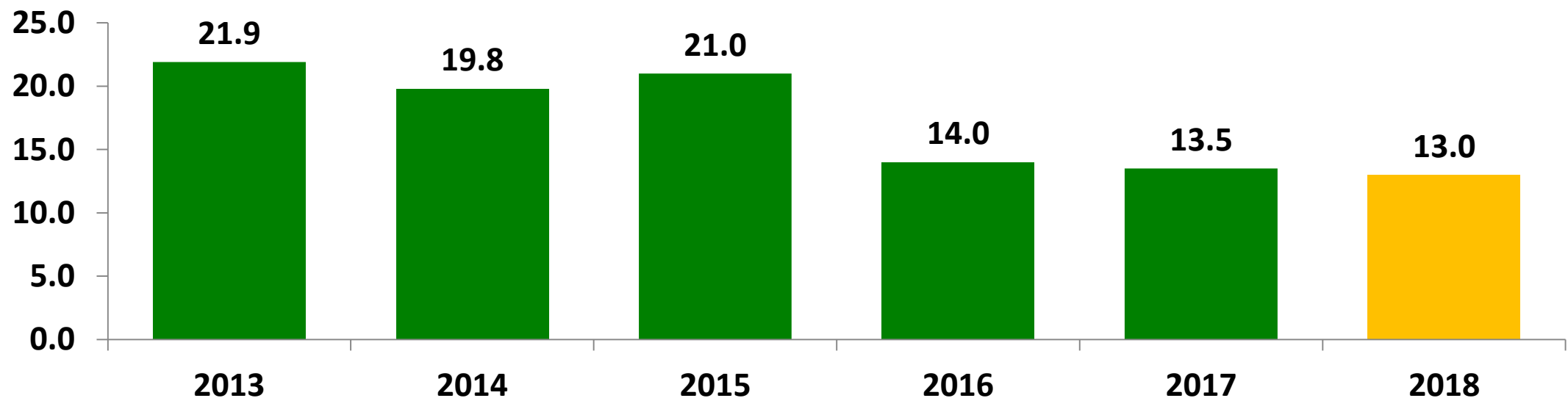
4/ Program was extended for another two (2) years reckoned from to March 2018 until March 2020



CARP LAND TRANSFER – APPROVED FOR PAYMENT PRIVATE AGRICULTURAL LANDS

(In Thousand Ha.)

- For the period January to December 2018, CARP land transfer claims approved for payment covered a total of 13,018 ha. with a total land value of ₱ 2,274.4 M. This is 4% or 518 ha. lower than the total coverage of 13,536 ha. with a total land value of ₱2,628.7 M for the same period last year.
- The area coverage transmitted for processing by DAR to LANDBANK for the period January to December 2018 decreased by 1,411 ha. to 13,029 ha. from 14,440 ha. last year.
- For the period January to December 2018, a total of 1,690 claim folders received from DAR covering 13,668 hectares (Including Beginning Inventory of 15 claim folders ; 640 hectares) were available for processing by LANDBANK. Compared with the same period last year, the number of claim folders decreased by 39 from 1,729. Likewise, the corresponding area coverage were also reduced to 13,668 hectares from 15,024 hectares.



CARP LANDOWNERS COMPENSATION

(In ₱ Millions)

- **LANDBANK disbursed ₱ 4.78B for CARP landowners compensation, 44% higher than the ₱ 3.31 B last year.**

	JAN.-DEC. 2018	JAN.-DEC. 2017	G.R. (%)
Initial Cash Payment	1,295.0	770.5	68
CARP Bonds	3,491.4	2,547.8	37
o Principal	2,925.7	2,211.5	32
o Interest Payment	565.7	336.3	68
TOTAL LANDOWNERS COMPENSATION	4,786.4	3,318.3	44

- As of 31 December 2018, the fund balance for Landowners' Compensation of the LANDBANK administered Agrarian Reform Fund amounted to ₱ 2.7 B from ₱ 3.8 B as of 31 December 2017.
- LANDBANK's receivable from the Bureau of the Treasury amounted to ₱ 183.0 M (Bond Maturities - ₱ 156.8 M and Bond Interest - ₱ 26.2 M) which represents payments advanced by LANDBANK for bond servicing requirements of CARP bonds for the period 31 December 2018.



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No. Branches & Branch-Lites ¹	
NCR	95
NORTH & CENTRAL LUZON	102
SOUTH LUZON	91
VISAYAS	77
MINDANAO	92
TOTAL	457

LANDBANK EASY ACCESS FACILITY(LEAF)	
TOTAL	49

LANDBANK EXPRESS ACCESS MACHINE (LEAM)	
TOTAL	50

ATMs	
NCR	370
NORTH & CENTRAL LUZON	470
SOUTH LUZON	373
VISAYAS	308
MINDANAO	448
TOTAL	1,969
ON-SITE = 834; OFF-SITE = 1,135	

Cash Deposit Machine (CDM)	
TOTAL	119
ON-SITE = 67; OFF-SITE = 52	

As of 31 Dec. 2018

¹ Branch-Lites consist of Extension Offices, LEAFs, Telling and FX Booths

ATM Network Expansion

As of 31 December 2018

- *No. of ATMs – 1,969 (Onsite – 834, Offsite – 1,135)*

Region	As of December 2018	As of December 2017	Increase (Decrease)
NCL	470	426	44
NCR	370	371	(1)
South Luzon	373	324	49
Visayas	308	276	32
Mindanao	448	380	68
TOTAL	1,969	1,777	192



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LAND BANK OF THE PHILIPPINES**STATEMENT OF CONDITION (Unaudited)**

As of 31 December

(In Million Pesos)

ASSETS

	2018	2017	Inc / (Dec)	% Growth
Cash and Due from Banks/PCHC	373,775.00	341,766.70	32,008.30	9.4%
Loan Portfolio (Gross)	867,297.00	674,353.26	192,943.74	28.6%
Allowance for Probable Losses	(15,765.00)	(12,251.11)	(3,513.89)	28.7%
Investments (Net)	617,471.00	580,654.55	36,816.45	6.3%
Bank Premises, Furniture and Equipment (Net)	7,909.00	7,132.01	776.99	10.9%
Other Assets (Net)	25,485.00	23,255.01	2,229.99	9.6%
TOTAL ASSETS	1,876,172.00	1,614,910.42	261,261.58	16.2%

LIABILITIES AND CAPITAL

Deposit Liabilities	1,656,174.00	1,425,390.28	230,783.72	16.2%
Bills Payable	31,257.00	24,570.65	6,686.35	27.2%
Unsecured Subordinated Debt	-	-	-	0.0%
Other Liabilities	57,124.00	60,353.34	(3,229.34)	-5.4%
TOTAL LIABILITIES	1,744,555.00	1,510,314.27	234,240.73	15.5%
TOTAL CAPITAL	131,617.00	104,596.15	27,020.85	25.8%
TOTAL LIABILITIES AND CAPITAL	1,876,172.00	1,614,910.42	261,261.58	16.2%

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LAND BANK OF THE PHILIPPINES**STATEMENT OF INCOME AND EXPENSE** (Unaudited)

For the twelve-month period ended 31 December

(In Million Pesos)

EARNINGS

	2018	2017	Inc / (Dec)	% Growth
Loans	38,081.00	26,798.58	11,282.42	42.1%
Investments	21,415.00	21,173.25	241.75	1.1%
Foreign Exchange Profit / (Loss)	1,033.00	(86.38)	1,119.38	-1295.9%
Others	6,102.00	5,721.32	380.68	6.7%
TOTAL EARNINGS	66,631.00	53,606.77	13,024.23	24.3%

EXPENSES

Interest on Deposits	12,966.00	8,923.67	4,042.33	45.3%
Interest on Borrowed Funds	974.00	897.06	76.94	8.6%
Interest on Unsecured Subordinated Debt	-	-	-	0.0%
Other Financial Expenses	1.00	0.92	0.08	8.7%
Total Cost of Fund	13,941.00	9,821.65	4,119.35	41.9%
Provision for Probable Losses	2,996.00	2,206.99	789.01	35.8%
General & Administrative Expenses	32,914.00	27,073.25	5,840.75	21.6%
TOTAL EXPENSES	49,851.00	39,101.89	10,749.11	27.5%
Net Income Before Provision for Income Tax	16,780.00	14,504.88	2,275.12	15.7%
Less: Provision for / (Benefit from) Income Tax	1,302.00	446.62	855.38	191.5%
NET INCOME AFTER INCOME TAX	15,478.00	14,058.26	1,419.74	10.1%

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