

Dear Readers,

The LANDBANK HARVEST newsletter shall become a quarterly magazine publication starting March 2013.

We thank you and look forward to your continued support.

## In this issue

Mt. Province and Pangasinan secure ..... 2  
P349.2M loan for infra projects  
LBP to facilitate Cebu sanitary landfill  
harvest of renewable energy  
SME Loan Portal agreement sealed with FFEI

Loans to priority sectors hit P175.4B ..... 3  
in Q3-2012  
LANDBANK participates in Carbon Forum  
Asia 2012  
Beyond Profit: Mother-baby friendly  
workplace initiatives lauded

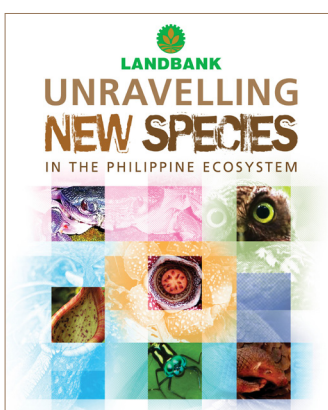
LANDBANK reaches out to communities ..... 4  
hit by Typhoon Pablo, pools P12M in  
donations  
Landbankers take a stand for cleaner waters

## 2013 LANDBANK Calendar breathes life to country's new species

Celebrating the country's dynamic character through new learning and human experience every holiday season, the Land Bank of the Philippines presents "Unravelling new species in the Philippine ecosystem" for its 2013 Calendar.

Representing various regions, the calendar highlights the Cebu Hawk Owl, Mt. Hamuigitin Pitcher Plant of Davao Oriental, Holger Forest Dragonfly of Quezon, along with Palawan's Purple Crab, the Philippine Pangolin, and Rafflesia lobata of Central Panay.

This project was made possible in cooperation with various experts and organizations in the private and public sectors.



## Philippine veterans link with LANDBANK for pension e-services



Key officials from accredited banks LANDBANK, Asia United Bank, Development Bank of the Philippines, Maybank, Philippine Veterans Bank and United Coconut Planters Bank were on hand to seal the agreement for PVAO's pension servicing system at Camp Aguinaldo, Quezon City.

The Philippine Veterans Affairs Office (PVAO) recently tapped LANDBANK as one of its accredited banks for a system that aims to provide PVAO veterans with a fast and secure delivery scheme for their pension funds through electronic transfer. The facility is called Direct Remittance Pension Servicing System (DRPSS).

"We are pleased to further cement our pension servicing partnership with PVAO through this enhanced agreement. We are optimistic that improving the monitoring and management of pensioners' accounts and strengthening its accounting system will help streamline PVAO's processes for more efficient delivery of service

to its clients," said LANDBANK Executive Vice President for Branch Banking Jocelyn Cabreza during the signing ceremony held at Camp Aguinaldo, Quezon City.

Key representatives from other banks include Asia United Bank SVP Eduardo Conde, Development Bank of the Philippines VP Ma. Teresita Tolentino, Maybank President and CEO Herminio Famatigan, PVAO Administrator Lt. Gen. Ernesto Carolina AFP (Ret.) with Resident Auditor Ludivina Daulat, Philippine Veterans Bank Ricardo Balbido, Jr., and United Coconut Planters Bank VP Natividad Francisco.

## LANDBANK receives top taxpayer award from Quezon City Government



Receiving the Top Taxpayer Award is LANDBANK President Gilda E. Pico seen here posing with officials from the Quezon City Government, namely (from left): City Treasurer Edgar Villanueva, Vice Mayor Ma. Josefina Belmonte-Alimurung, Mayor Herbert Bautista, and Office of the Mayor Chief of Staff Aldrin Cuña.

The Quezon City government conferred the Top Taxpayer Award for the year 2011 to LANDBANK under the Financial Institution Category.

LANDBANK President and CEO Gilda Pico received the award from Quezon City Mayor Herbert Bautista, Vice Mayor Ma. Josefina Belmonte-Alimurung, City Treasurer Edgar Villanueva and Office of the Mayor Chief of Staff Aldrin Cuña during the Quezon City Business Night in celebration of the city's 73rd founding anniversary last October 17 at The Elements at Centris.

Mayor Bautista in his speech recognized all the top taxpayers as the dynamos helping the community with property developments, financing investment growth, expanding employment opportunities, healing lives while promoting Quezon City's medical capabilities and contributing in various ways to boost the city as an active growth generator.

"It is truly an honor for us at LANDBANK to be recognized as one of Quezon City's Top Taxpayers. We accept this not only as a solid testament of LANDBANK's commitment to contribute to the government's tax collection effort, but also in gratitude and appreciation of the partnership that we have built with the city government of Quezon City through the years," said President Pico during the event.

(Continuation on page 2.)



## You and LANDBANK

Strengthening ties and creating paths to sustainable development

### Mountain Province and Pangasinan secure P349.2M LBP loan for infra projects



(Top photo) Pangasinan Governor Amado Espino Jr. and LANDBANK President Gilda Pico shake hands following the loan signing. With them are Pangasinan Provincial Administrator Rafael Baraan, Provincial Accountant Arturo Soriano, Provincial Treasurer Marilou Utanes, LANDBANK EVP for Agriculture and Development Lending Cecilia Borromeo, VP for NCLLG Filipina Monje and Pangasinan Lending Center Head Jaime Cruz Jr. (Bottom photo) Mountain Province Governor Leonardo Mayaen and Provincial Treasurer Cawed Gamonnac pose with LANDBANK President and CEO Pico, EVP Borromeo, and VP Monje at the signing ceremony. With them are LANDBANK La Union-Ilocos Lending Center Head Victoria Zambrano and Ms. Judy Kis-ing of the LANDBANK Corporate Affairs Department.

**L**ANDBANK recently approved a total of P349.2 million in loans for the Provincial Governments of Mountain Province and Pangasinan.

The P166.7-million loan for the provincial government of Mountain Province will finance the construction of a new four-storey capitol building, a gymnasium and various farm-to-market roads.

Meanwhile, the P182.5 million term loan to the provincial government of Pangasinan will help fund the rehabilitation of government centers and the construction of provincial and district hospitals.

"We, at LANDBANK, recognize the key role of local government units as our partners in countryside development and as the best link between communities and the National Government. This is why we continue to further expand our credit assistance to this sector," said LANDBANK President and CEO Gilda Pico.

Mountain Province Governor Leonardo Mayaen and Provincial Treasurer Cawed Gamonnac signed the loan agreement with LANDBANK President Pico, Executive Vice President for Agricultural and Development Lending Cecilia Borromeo, and Vice President for Northern and Central Luzon Lending Group (NCLLG) Filipina Monje at the LANDBANK Plaza.

Meanwhile, in a separate loan signing, LANDBANK President Pico signed the agreement with Pangasinan Governor Amado Espino Jr., Provincial Administrator Rafael Baraan, Provincial Treasurer Marilou Utanes, Provincial Accountant Arturo Soriano, and LANDBANK EVP Borromeo and VP Monje. 🌱

### SME Loan Plus portal deal sealed with FFEI



FFEI President Roberto Borromeo and LANDBANK President and CEO Pico shake hands after signing the agreement. With them are then LANDBANK First Vice President for Lending Program Management Leticia Villa, Department Manager for Program Management II Melinda Cruz and Ms. Antoniette Sarausa.

**A** memorandum of agreement for a loan channel catering to small and medium enterprises was recently signed between the FINEX Foundation for Entrepreneurship, Inc. (FFEI) and LANDBANK.

Known as FINEX SMEplus Loan Portal, it is a website for matching micro, small and medium enterprise-borrowers and the lending institutions. It was developed to answer the clamor of MSMEs to gain more access to credit. Through the loan portal, communication between the MSMEs and the

lenders will be made easier as MSMEs may post their loan requirements and the lenders may view and directly reply and eventually provide loans to the borrowers.

LANDBANK President and CEO Gilda Pico and FFEI President Roberto Borromeo signed the agreement last October 10, 2012 at the LANDBANK Plaza. On hand as witnesses were LANDBANK Executive Vice President for Agricultural and Domestic Lending Cecilia Borromeo and FFEI Vice President Victor Dela Dingco. 🌱

—reports from PMD II

Join the LANDBANK HARVEST MAGAZINE promo

In 200 words or less, **write an open letter to LANDBANK as it turns 50 this 2013.**

We want to know:

How has LANDBANK changed your life?

What does LANDBANK mean to you?

How has LANDBANK made an impact in your community?

\*Landbankers may also send client's feedback.

Email us your entries to [landbank.harvest@gmail.com](mailto:landbank.harvest@gmail.com) or [lbp-harvest@mail.landbank.com](mailto:lbp-harvest@mail.landbank.com) for a chance to win limited edition corporate giveaways.

There will be 10 winners that will also be featured in upcoming issues of Harvest.

Deadline is on **February 28, 2013.**

### LBP to facilitate Cebu sanitary landfill harvest of renewable energy

**A**Asian Energysystems Corporation recently signed a Memorandum of Agreement with LANDBANK committing to integrate a Clean Development Mechanism (CDM) in its landfill project. The company intends to install a landfill gas collection and recovery facility to be used as a renewable energy resource for its four-megawatt power plant.

Under the agreement, LANDBANK shall negotiate with carbon buyers for the purchase and sale of carbon credits to be generated from the company's Consolacion Sanitary Landfill, Methane Recovery and Power Generation Facility, located in Brgy. Polog, Consolacion, Cebu.

The project will be assisted by the Bank to be included in the CDM Program of Activities on landfill gas recovery and combustion with renewable energy generation under the Bank's Carbon Finance Support Facility which is registered with the United Nations Framework Convention on Climate Change in Germany.

Once fully-operational, Consolacion Sanitary Landfill is expected to receive a maximum of 1,000 metric tons per day (MTPD) of municipal solid wastes. The quantity of waste requires the landfill to employ and observe sound sanitary landfill management practices. At its present waste receiving rate of about 250 MTPD, the proposed CDM project has the potential to reduce GHG emissions of up to 47,000 tons of carbon dioxide equivalent annually.

CFSF is the LANDBANK's flagship program for the promotion of climate change mitigation projects through CDM. 🌱

—reports from EPMD

From page 1...

### LANDBANK receives top taxpayer award...

The QC Business Night is a gathering of businessmen and women with enterprises that brought significant impact to the city. The event recognizes the city's Top Corporate taxpayers and Pioneering Business Locators for the year 2011. 🌱



# Loans to priority sectors hit P175.4 billion in Q3, 2012

Priority sectors of the Land Bank of the Philippines captured 72.5 percent or P175.4 billion of the Bank's gross loan portfolio of P241.9 billion as of September 2012.

LANDBANK president and CEO Gilda E. Pico said that strategic efforts undertaken by the Bank to further strengthen its support to its priority sectors have made significant impact in the countryside. "We are committed to intensify our credit outreach in the rural areas because we see results that contribute to nation building – infrastructure development, livelihood projects, and job creation," Pico added.

The priority sectors of LANDBANK are classified as the Mandated Sector which covers the small farmers (including agrarian reform beneficiaries) and the small fisherfolk and their associations. The second classification is Support for Agriculture and Fisheries which includes agri-business, aqua-business, and agri-aqua related projects of LGUs and GOCCs. Meanwhile, sectors classified as Support for National Government Priority Programs are the micro, small and medium enterprises, communications, transportation, housing, education, health care, environment-related projects, renewable energy, and tourism.

As of the third quarter, outstanding loans for agri-aqua related projects of LGUs and GOCCs reached P48.5 billion, while loans to microenterprises and SMEs registered P28.7 billion. Loans to small farmers and fisherfolk reached P25.7 billion.

Meanwhile, loans to the other priority sectors of LANDBANK are as follows: P21.9 billion for environment-related projects including renewable energy; P17.8 billion for transportation; P13.5 billion for agri-business; P10.2 billion for socialized, low cost and medium cost housing; and P9.1 billion for aqua-business, communications, education, health care, and tourism.

LANDBANK in Q3				
	September 2012	September 2011	Increase	% Increase
NET INCOME*	7.6	7.1	.5	7
ASSETS	629.2	590.6	38.6	7
DEPOSITS	489.5	459.6	29.9	7
CAPITAL	73.0	65.6	7.4	11

*\*Seven percent increase from P7.1B in Sept. 2011 is due to increase in income on loans and investments, foreign exchange profit, and slight decrease in expenses.*

## LANDBANK participates in Carbon Forum Asia 2012



LANDBANK's head of Environmental Program Management Josefina Ramos (standing) poses with Philippine Ambassador to Thailand Jocelyn Batoon-Garcia (seated, center) and Mr. Nat Pinnoi (seated, left) and Mr. Johannes Heister (seated, right) of the World Bank.

The Carbon Forum Asia (CFA) 2012 saw the support of around 600 participants that focused on the current emission trading developments in Asia. The Land Bank of the Philippines was among those who joined the CFA on its seventh edition through the assistance of the World Bank (WB) and Asian Development Bank (ADB).

For its part, LANDBANK promoted its three Clean Development Mechanism (CDM) Program of Activities (PoA) under the Bank's Carbon

Finance Support Facility (CFSF) during the forum's Trade Fair. LANDBANK's PoA on landfill gas to energy is the first of its kind that is registered with the United Nations Framework Convention on Climate Change (UNFCCC) for the Philippines and in the Southeast Asia.

CFSF is LANDBANK's flagship program for the promotion of climate change mitigation projects through CDM. The program offers opportunity to clients to tap CDM's carbon credits being administered by the UNFCCC. To date, LANDBANK serves as the Coordinating and Managing Entity for three CDM PoA, namely: Piggery Waste-to-Energy (UNFCCC - registered PoA 5979), Landfill Gas-to-Energy (UNFCCC-registered PoA 6707) and Mini-hydro projects.

The CFA is an annual gathering which serves as the Asia Pacific's leading platform for the carbon and energy market. Unit Head for Environmental Program Management Josefina Ramos and Engineer April Grace Santiago represented LANDBANK during the event held at the Centara Grand & Bangkok Convention Center at CentralWorld in Bangkok, Thailand last October 30 and 31. Showing support as well was Philippine Ambassador to Thailand Jocelyn Batoon-Garcia along with representatives from ADB and WB.

The 2012 Carbon Forum Asia Trade Fair and Conference was organized by Koelnmesse and the International Emissions Trading Association (IETA). Overall, the affair gathered carbon market players, policymakers and industry analysts that highlighted a total of 22 insightful dialogues and 96 industry leaders and experts.

—reports from EPMD and [www.carbonforumasia.com](http://www.carbonforumasia.com)

## Beyond profit: Mother-baby friendly workplace initiatives lauded



Receiving the award from the DOH is LANDBANK SVP for Corporate Services Julio Climaco Jr. (third from right). With him are other representatives from both DOH and LANDBANK. The event was held last October 18 at the City State Tower Hotel in Manila.

In one of its many efforts to promote work life balance and employee welfare, LANDBANK was recognized by the Department of Health (DOH) as one of the Breastfeeding Champions and as the pioneer mother-baby friendly workplace in the country.

Adopting the theme "Protect Breastfeeding! Understanding the Past, Planning the Future," the summit recognized IYCF-Breastfeeding Champions from various strategic settings such as health facilities, communities, schools and workplaces.

Senior Vice President for Corporate Services Julio Climaco Jr. along with Assistant Vice President for Employee Relations Voltaire Pablo III and Dr. Michaela Ramos of the Employee Wellness Unit received the plaque of recognition during the Infant and Young Child Feeding (IYCF)/Breastfeeding Summit.

As part of the recognition for its initiatives, the Bank was featured in an article entitled, "Mother-Baby Friendly LANDBANK" in the September-October 2012 issue of the Department of Health's Health Beat publication.



LANDBANK

WE MAKE THINGS HAPPEN!



## Community Affairs

Making relevant choices and social changes towards a sustainable future for the people and the environment

# LANDBANK reaches out to communities hit by Typhoon Pablo, pools P12M in donations



LANDBANK undertook several bank-wide measures to extend assistance to victims of Typhoon Pablo that hit Mindanao and part of the Visayas last December. This includes the Bank's allocation of P10-million worth of rice and goods for distribution to the typhoon victims.

To complement the institution's donation, LANDBANK employees across the country donated at least one hour's worth of their salary which, together with donations from the LANDBANK Middle Management Officers Association Inc. and the LBP Employees' Association, amounted to P2 million in cash, bringing LANDBANK's total calamity assistance to P12 million. The Bank has also put across a call for donation among its alumni, subsidiaries and attached agencies, and has foregone its Family Day activities for the year to use a portion of the funds for relief efforts.

"We, at LANDBANK, are truly saddened by the grave damage brought by typhoon Pablo to our fellowmen in the Visayas and Mindanao. The entire LANDBANK joins President Benigno S. Aquino III and the Cabinet in their efforts to help address the victims' needs and contribute to the National Government's goal of assisting the affected communities and sectors so they may be able to recover from this calamity," said Finance Secretary and LANDBANK Chairman Cesar Purisima.

LANDBANK distributed a total of 4,000 sacks of rice – 2,000 of which were distributed through LANDBANK branches in hard-hit areas while another 2,000 were distributed to the local government units of affected provinces, municipalities and cities. More than 200 LANDBANK employees in Mindanao, including their families and friends, volunteered to pack 14,000 bags of relief goods which were distributed to typhoon victims in New Bataan, Compostela Valley. The provinces of Compostela Valley, Davao Oriental, Davao del Norte, Misamis Oriental, Surigao del Sur, Bukidnon, Agusan del Sur, and Siquijor are also among the recipients of LANDBANK's calamity assistance.

"Apart from addressing the immediate needs of these typhoon victims, we hope to further expand our assistance by providing support programs that will help them gradually rebuild their communities," LANDBANK President and CEO Gilda Pico said.

Several LANDBANK officers, employees, and volunteers accompanied President Pico for the relief efforts in the region. Among them were Executive Vice President for Branch Banking Jocelyn Cabreza, Executive Vice President for the Mindanao Branches Group Wesly Magnaye, and Vice President for Corporate Affairs Catherine Rowena Villanueva. They were welcomed by New Bataan Mayor Lorenzo Balbin Jr. and Davao Oriental Governor Corazon Malanyaon during the visit.

A rehabilitation program is also being offered for Cavendish banana growers affected by the disaster with the Bank looking into restructuring existing loans to match the terms and conditions of said program.



(From top) The LANDBANK contingency headed by President and CEO Gilda Pico distributes relief goods to affected residents at a stadium in New Bataan. With her are (from left) First VP for the Mindanao Branches Group Wesly Magnaye and Executive Vice President for Branch Banking Jocelyn Cabreza among others. (2nd photo) President Pico arrives in the neighboring municipality of Compostela in the afternoon to conduct similar relief efforts. (3rd photo) Landbankers in Mindanao, along with their families and friends, help in the packing of rice and other goods. (Bottom, left photo) President Pico sits at a meeting with concerned cooperatives and other parties as she listens to their concerns to try and address their needs in Davao del Norte. (Right photo) Davao Oriental Governor Corazon Malanyaon is seen discussing the situation with Pres. Pico and other Landbankers including FVP Magnaye, EVP Cabreza, and Vice President for Corporate Affairs Catherine Rowena Villanueva (far right) while at the central command post set up in Mati, Davao Oriental.

## Landbankers take a stand for cleaner waters



Scuba-sureros from LANDBANK posing with fellow divers from other civic units during the Scuba-surero Underwater Clean-up Drive in Lemlunay, Sarangani Province. (Bottom right) Representing the Bank were AVP Althon Ferolino, Department Managers Paul Villamor and Dante Abad, Marl Ponte and Ivy Jane Cortuna.

Volunteers from various sectors including LANDBANK personnel participated in the 27th International Coastal Clean-up (ICC) held at the Baseco Compound, Manila. The ICC is an annual affair by Ocean Conserancy and is now on its 27th year with participation from all over the world.