

Strength through Partnerships

Amidst the changing times, **LANDBANK** continues to build mutual trust among its partners and clients to deliver quality services

#BankingOnTheFilipinoSpirit



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SURE Aid Program: Bringing Relief to Farmers

The beneficiaries of the Expanded Survival and Recovery Assistance Program for Rice Farmers share how the Program helped ease their financial burden on their farming activities.



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Bolstering partnerships for better services

LANDBANK signed a partnership with the Department of Trade and Industry - Construction Industry Authority of the Philippines, Bureau of the Treasury, and PayMaya Philippines, Inc. to ensure efficient online payment services. LANDBANK also signed an agreement with STI Education Services Group, Inc. under the ACADEME Lending Program.



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Palay farmers in Antique thrive through DAR-DA-LANDBANK convergence

The Barbaza Farmers and Irrigators Association, Inc. successfully ventured into palay trading and extends assistance to its farmer members with the help of DAR, DA and LANDBANK.



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LANDBANK wins two ABF Awards

LANDBANK bagged two awards from the Corporate and Investment Banking Awards of the Asian Banking and Finance.

A more profitable option to savings

Investing in Unit Investment Trust Funds has helped an OFW grow her hard-earned money.

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SURE Aid Program: Bringing Relief to Farmers

The Expanded Survival and Recovery Assistance Program for Rice Farmers (SURE Aid Program), a direct lending program jointly implemented by LANDBANK and the Department of Agriculture, is the government's initial relief response to rice farmers who have been affected by the drop in the farm gate price of palay because of the implementation of Rice Tariffication Law.

Under this Program, rice farmers who till one hectare of land and below were able to avail a one-time, zero-interest, no-collateral loan, payable up to eight years with no penalty for loan default. As of June 30, 2020, a total of 164,329 farmers nationwide each availed of a P15,000 loan, totaling to P2.49 billion.

Such immediate credit assistance to rice farmers became timely boon to palay farmers amidst the challenge brought by the global health crisis. These farmers from Luzon expressed their gratitude for the aid that the Program provided for them in these challenging times.



**REYNALDO
CAPARAS**

In the midst of the current health crisis, Reynaldo Caparas, 63, expressed his gratitude for the great help that SURE Aid Program provided to him and his family.

Using the credit loan from the Program, he was able to plant seeds last year and harvest 120 sacks of rice last March 2020. He was also able to give a portion of his harvest to his four children who have their own families now.

By budgeting their capital expenses and personally working on the field, they were able to save a part of the P15,000 loan. The excess fund was used as additional capital for his wife's small *kakanin* business, which became one of their sources of income in the new normal.



**JOSELITO
CASINO**

Prior to availing the Program, Joselito Casino, 45, doesn't have a history of credit. For almost 30 years, he had maximized his family's income to support the cost of his farm production and his family's need.

Using the loan, he availed fertilizers and pesticides for his crops, yielding 80 sacks of rice each weighing 60kg last March 2020. He also used the funds to plant wet crops for the year.

His income increased due to the higher yield of palay. He was also able to use the excess income as additional funding for the family's *sari-sari* store. He said the credit assistance helped ease the family's financial burden during the quarantine.



**MACARIO
DIEGO**

Macario Diego, 82, tills the land despite his age. A widower with seven children, all grown and with families of their own, he farms as a source of income for his everyday needs and to give support to his children when needed. While he hires helpers especially when it comes to harvesting, he also goes out to his farm to work.

Mr. Diego is thankful that he was able to be one of the beneficiaries of the Department of Agriculture and LANDBANK's SURE Aid Program. He used the P15,000 loan as capital for additional seeds and fertilizers.

He planted the seeds last December 2019 and was able to harvest 130 sacks of rice in March and April 2020.

LANDBANK inks partnership with agencies for DTI-CIAP online payments



(From left to right) DTI Secretary and CIAP Board Chairman Ramon Lopez, National Treasurer Rosalia de Leon, LANDBANK President and CEO Cecilia Borrromeo, and PayMaya Philippines Founder and CEO Orlando Vea lead the virtual ceremonial signing of an agreement mandating LANDBANK to facilitate the settlement of all CIAP's online transactions, and the remittance of payments to BTr.

As the country battles the COVID-19 pandemic, LANDBANK continues to collaborate with agencies to deliver more efficient financial services. Recently, the Bank was assigned as the settlement bank for online transactions of the Department of Trade and Industry - Construction Industry Authority of the Philippines (DTI-CIAP).

LANDBANK, DTI-CIAP, the Bureau of the Treasury (BTr), and PayMaya Philippines, Inc., will work together to ensure the efficient settlement of electronic payments made by DTI Agency customers and the timely transfer of payments to the National Treasury.

Under the agreement, LANDBANK will maintain a "BTr-CIAP-PayMaya Clearing Account" wherein all collections or payments accepted and deposited by PayMaya, as a collecting agent, will be credited via the weAccess

facility of the Bank. All funds credited to the clearing account are then automatically credited to the BTr-Other Agency Mother Account at the end of the day during batch processing.

"LANDBANK will ensure the efficient settlement of transactions and the remittance of payments to the National Treasury. Our expanded partnership represents another step towards our shared goal of providing convenient, reliable, and efficient payment options to our stakeholders," LANDBANK President and CEO Cecilia Borrromeo said.

The Memorandum of Agreement (MOA) was signed by DTI Secretary and CIAP Board Chairman Ramon Lopez, National Treasurer Rosalia de Leon, LANDBANK President and CEO Borrromeo, and PayMaya Philippines Founder and CEO Orlando Vea on August 7, 2020.

STI to extend student loans via LANDBANK financing

LANDBANK and STI Education Services Group, Inc. (STI-ESGI) has entered into a P250-million Term Loan Rediscounting Line agreement under the ACADEME (ACcess to Academic Development to Empower the Masses towards Endless Opportunities) Lending Program.

STI-ESGI, the largest subsidiary of STI Holdings, is the first institution that availed the ACADEME Lending Program. The funding will finance the institution's 'study now, pay later' program for its students to ease the financial difficulties of their families in the coming school year 2020-2021.

"We would like to thank Chairman Tanco and the rest of STI-ESGI management team for putting faith in LANDBANK and our ACADEME Program to finance and ensure the enrollment of around 15,000 to 25,000 students in STI colleges and academic centers this upcoming school year," LANDBANK President and CEO Cecilia Borrromeo said in her message.

The virtual signing was led by LANDBANK President and CEO Borrromeo, STI-ESGI Executive Committee Chairman



(Clockwise, from upper left) LANDBANK President and CEO Borrromeo leads the virtual signing with STI-ESGI Executive Committee Chairman Dr. Tanco and STI-ESGI Chief Executive Officer Jacob. Signing as witnesses are STI-ESGI Chief Finance Officer and Treasurer Yolanda Bautista, and LANDBANK ADLS OIC SVP Burgos.

Dr. Eusebio Tanco and STI-ESGI Chief Executive Officer Monico Jacob. The event was witnessed by STI-ESGI Chief Finance Officer and Treasurer Yolanda Bautista, and LANDBANK Agricultural and Development Lending Sector (ADLS) Officer-In-Charge Senior Vice President Ma. Celeste Burgos.

Palay farmers in Antique thrive through DAR-DA-LANDBANK convergence



Barbaza Farmers Irrigators Association, Inc. (BFIA) successfully ventured into palay trading through the Agrarian Production Credit Program (APCP) of LANDBANK.

The combined efforts of government institutions led by the Department of Agrarian Reform (DAR), the Department of Agriculture (DA), and LANDBANK helped uplift the lives of palay farmers and irrigators in the 4th class municipality of Barbaza in the province of Antique through the co-op's successful palay trading business.

Jose Mario Rico Magtulis, president of the Barbaza Farmers Irrigators Association, Inc. (BFIA), credits the collaboration among different government agencies as instrumental for them in extending assistance to their 708 members, with 217 of them being agrarian reform beneficiaries (ARBs).

Through the DAR, BFIA was able to avail of a P1-million credit line under the Agrarian Production Credit Program (APCP) of LANDBANK in 2016, which they used as working capital for the palay trading business. But before this, they also received various pre- and post-harvest facilities from DAR and DA, through the National Irrigation Administration (NIA).

"Dati siyempre NIA lang ang nagbibigay sa amin ng support. Nung pumasok sa amin si DAR, nalaman namin yung APCP loan at nakapasok naman kami sa LANDBANK na naging tulay para makatulong kami sa aming mga members," said Magtulis.

According to Magtulis, diversifying their association's business into palay trading helped their farmers sell their crops at competitive prices. *"Dahil sa APCP, nakatulong kami sa farmers kasi assured na yung kanilang produce ay mabibili. Yung association na ang bumibili ng kanilang palay, hindi na sila lugi,"* he added.

Equipped with a mechanical dryer, BFIA turns the palay they purchase from their farmer-members into rice. These are sold in their retail stores or distributed to the beneficiaries of the Pantawid Pamilyang Pilipino Program (4Ps) as one of the accredited suppliers.

BFIA currently covers a total of 706 hectares in 12 barangays of the municipality. Aside from buying the produce of their farmer-members, BFIA was also able to generate employment through APCP, hiring 32 additional personnel for their palay trading and irrigation system.

Despite the drop in the farmgate price of palay, Magtulis said they remain committed to supporting their members through continued patronage of their crops. This kind of dedication for their members through the years has won for them the DA's Best Irrigation Association in the National Level Category in 2018.

Moving forward, BFIA is looking at expanding its business by venturing into fertilizers and farm inputs trading to further increase the income of their farmer-members, still with the help of LANDBANK and other government agencies.

"Through LANDBANK, meron kaming assurance na patuloy kaming magnenegosyo kaya patuloy rin kaming magsisikap, at patuloy naming gagawin ang lahat para makapagbigay kami ng magandang serbisyo sa aming mga farmer-members," Magtulis said.

The APCP is a joint program of DAR and LANDBANK, which aims to achieve sustainable crop production and increase the income of ARBs and their households through the provision of credit and capacity-building assistance.

Aside from APCP, LANDBANK also partnered with DAR to introduce the Accessible Funds for Delivery to Agrarian Reform Beneficiaries (AFFORD-ARBs) Program last year, which provided loans to finance the production of rice, corn, high-value crops, as well as farm implements. Outstanding loans under this Program in 2019 reached P100.86 million, which was availed by 523 farmer-borrowers and a cooperative.

Investing for a brighter future

Ms. Hazzel D. Lonzaga, a Façade Structural Engineer, left the Philippines in 2005 and headed to the United Arab Emirates with the desire to fulfill her dreams for her family. During her Pre-Departure Orientation Seminar (PDOS), a line delivered by one of the speakers struck her; “Only 16-20% of OFWs become successful when they go back to the Philippines.” Aware that she will not be working as an OFW forever and fueled by her desire to be part of the 16% who are successful, she consciously managed her earnings abroad.

In 2008, she opened her first Time Deposit Account to prepare for her retirement. However, through the years of continuously saving in her time deposit account, she noticed a steady decline in its interest rates. Then in 2012, she decided to look for other outlets to invest her savings.

During one of her errands, she met a LANDBANK Overseas Remittance Officer (ORO) who introduced and offered the Bank’s Unit Investment Trust Funds (UITF) to her. Through the help of the ORO and a Trust Management Officer, Ms. Lonzaga successfully opened two UITF accounts which she regularly invested in through an Authority to Debit Account arrangement with her LANDBANK Branch.

She shared that one of the things she liked about UITFs is that she does not need to constantly monitor the performance of the funds, considering her full-time job. She added that she chose to open and maintain a UITF account in LANDBANK knowing that it is a government bank, which assured her and gave her confidence in its products and services, and that Landbankers provided her with quality customer service.

In 2019, she purchased a condominium unit by using the proceeds from her two UITF accounts. She continues to invest in the Bank’s UITFs up to this day.

Ms. Lonzaga is notable for her knack when it comes to managing her finances. She took risks in investing despite the uncertainties of the industry. Her understanding of the risks involved in investing gave her a realistic view of the returns of different investment products.

When asked for any advice to those who are planning to invest but don’t have the courage, she simply stated: “Just take the leap”.



LANDBANK wins two ABF Awards



LANDBANK bagged the ‘Innovative Deal of the Year’ and ‘Corporate Client Initiative of the Year’ Award in the first digital award ceremony for Corporate and Investment Banking Awards held by Asian Banking and Finance (ABF).

ABF recognizes outstanding banks that have introduced innovative products and services that successfully adapted to the dynamic technological landscapes in the market. It also recognise banks with successful deals and innovative initiatives that made a

positive impact to their clients. This is the first time that LANDBANK won these awards from ABF.

As the Innovative Deal of the Year, the Bank’s role as the Joint Lead Issue Manager in the maiden issuance of the Premyo Bonds Para sa Bayan was lauded. The National Government issued Premyo Bonds through the Bureau of the Treasury and sought to involve small investors in the capital market by providing a risk-free, and affordable investment. Investors also have a chance to win cash and non-cash rewards.

Meanwhile, the Bank received the Corporate Client Initiative of the Year Award for its role as the Sole Arranger and Underwriter for the National Home Mortgage Finance Corporation’s (NHMFC) P270.25 Million BALAI (Building Adequate Livable Affordable and Inclusive Filipino Communities) Bonds 1 Issuance. BALAI Bonds 1 is a Residential Mortgage-backed Security (RMBS) backed-up by low-cost and socialized housing loans to support the administration’s initiative to address the housing backlog of the country.