

## Enhancing our services, Widening our reach

#BankingOnTheFilipinoSpirit



PAGE 2

### Forging ahead in support of agri

- Cumulative loan releases under two lending programs for farmers and agrarian reform beneficiaries reach P583.35 M
- Former OFW ventures into farming with the help from LANDBANK and the Department of Agriculture



PAGE 3

### Online account opening and new debit card account features

- SSS members and pensioners now enjoy enhanced features of LANDBANK Visa Debit Card
- LANDBANK receives commendation from the Philippine Army for efficient online account opening through the Digital Onboarding System



PAGE 4

### New branch and lending program

- LANDBANK inaugurates its newest branch in Bolinao, Pangasinan
- I-RESCUE for BUS Transport Lending Program launched to aid bus operators



PAGE 5

### Excellence in development banking

- LANDBANK bags two awards at the 43rd ADFIAP Virtual Annual Meeting
- Awareness and vigilance needed versus financial fraud and scams

## HARVEST EDITORIAL STAFF

Harvest Magazine is a monthly online publication produced by LANDBANK's Corporate Affairs Department, with address at the 32nd Floor, LANDBANK Plaza, 1598 M.H. Del Pilar cor. Dr. Quintos Sts., Malate, Manila, Philippines 1004.

Harvest Editors reserve the right to edit and finalize all stories prior to publication. For comments or suggestions/contributions, please contact us at 8551-2200 loc. 2288 or e-mail [lbp-cad@mail.landbank.com](mailto:lbp-cad@mail.landbank.com).

#### Editorial Board

Vivian M. Cañonero  
Melissa B. Calimag

#### Managing Editor

Mary Joshias C. Guan

#### Staff Writer

Rizzalyn C. Rosales

#### Photographers and Layout Artists

Ma. Angeline S. Dela Cruz  
Ma. Luisa P. Magsakay  
Jericho B. Montellano  
Joselito G. Ramos  
Edsel C. Sabio

## Six-month loans to agrarian beneficiaries, farmers reach P583.35M

LANDBANK's cumulative loan releases through two lending programs in support of the country's agrarian reform beneficiaries (ARBs) and small farmers has reached P583.35 Million as of the first half of the year.

About P12.05 Million in fund assistance was released under LANDBANK's E-ARISE-ARBs (Expanded Assistance to Restore and Install Sustainable Enterprises for Agrarian Reform Beneficiaries and Small Farm Holders) loan program that targets beneficiaries and small farmers whose livelihood were adversely affected by the COVID-19 crisis, as well as pest and diseases. Prior to the program relaunch, this credit facility was only available to ARB organizations (ARBO) whose members were affected by natural calamities and disasters.

LANDBANK President and CEO Cecilia C. Borrromeo said the program revamp was made in line with the National Government's aggressive drive to support ARBs and small farmholders amid the COVID-19 pandemic. In partnership with the Department of Agrarian Reform (DAR), the expanded credit assistance will provide ARB cooperatives and farmers' associations, as well as small farmholder members greater access to credit. As of June 30, 2020, a total of 928 beneficiaries through 12 ARBOs have availed of this loan facility.

Eligible ARBOs can avail of the loan to finance agro-enterprise or livelihood projects and for providential purposes such as house repairs for members and office repairs for ARBOs, at interest rates of 3% per annum and 0%, respectively. In turn, ARBOs are allowed to relend the fund to members at 6% per annum and

3% per annum, respectively. The loans can be paid up to three (3) years, depending on the project or household cash flow.

Another loan facility offered by LANDBANK and DAR, the CAP-PBD (Credit Assistance Program for Program Beneficiaries Development) Window III Program Extension, has released P571.3 Million in loans as of end-June 2020 and benefited 6,854 ARBs through 112 ARBOs.

CAP-PBD, which has been extended until March 15, 2021, aims to address the financing requirements of newly-accessing ARBOs and the existing CAP-PBD borrowers for agricultural production and other livelihood or agri-enterprise projects.

The CAP-PBD Window III Program Extension was designed as a flexible credit facility for ARBOs that are not yet qualified to borrow under the regular lending window of LANDBANK. The ARBOs may use the loan as additional working capital for on-lending to their ARB-members, and/or to finance ARBO-managed projects.

Under the Program, eligible ARBOs may borrow an amount equivalent to up to 80% of the total project cost, but not to exceed P5 Million, at an affordable interest rate of 6% per annum, payable up to two years based on the crop cycle or project cash flow.

"We will continue to work hand in hand with DAR, as well as other government agencies, to ensure that ARBOs have enough funds to lend to their members, and help them get through this health and economic crisis," LANDBANK President Borrromeo said.

### Former OFW rises with rice farming

Living in a foreign country and coping with loneliness are among the challenges to Filipinos abroad. Cristine Almero, 38 years old, decided to return to her hometown in Pilar when she felt lonely working abroad. With the 2.33-hectare rice field she inherited from her parents, she explored the opportunities in farming and growing palay.

But just like other small farmers in town, Almero once fell prey to informal lenders who charge high rates of 7% to 10% per month. This changed when she and other farmers availed of the Sikat Saka Program of the Department of Agriculture (DA) and LANDBANK, which offers low-interest loans.

Almero currently enjoys a reduced interest rate of 0.75% per month under the Sikat Saka Program. The low rate is a result of her good payment record for loans she obtained from the Program starting in 2014, at an initial interest rate of 1.25% per month – still a relatively low borrowing rate than those offered by informal lenders.

"Malaki 'yung naitulong. Nakaipon na kami, nagkaroon kami ng savings, at nakabili kami ng second-hand na sasakyan. Gumiginhawa ang buhay namin, hindi na kami nangungutang do'n sa labas. Tsaka nakakakain na kami nang maayos," she shared, wherein her income

drastically increased to about 50% more every cropping cycle.

Almero also benefits from the support services of Sikat Saka Program partner-agencies which include market support from the National Food Authority, free irrigation services from National Irrigation Administration, full crop insurance premium subsidy from the Philippine Crop Insurance Corporation, and training courses on creditworthiness and financial literacy facilitated by the DA's Agricultural Training Institute.

"Gusto kong magpasalamat sa LANDBANK dahil malaki ang naitulong nila sa aming mga farmers. Sana magpatuloy pa sila sa pagtulong sa 'min," she added.

Almero is only one of the 604 small rice farmers in Bohol who have availed of the Sikat Saka Program. And just like her, majority of these farmer-borrowers are already enjoying 0.75% interest rate per month for their loans.

The Sikat Saka Program has helped increase palay production in the province of Bohol, particularly in areas under the Bohol Integrated Irrigation System. For the past couple of years, the province was able to contribute a substantial share to the region's palay production, making it the "Rice Granary of Central Visayas."

#### Client Story



## SSS members get to enjoy new features in LANDBANK debit card

Members and pensioners of the Social Security System (SSS) may now avail of the enhanced features of the LANDBANK Visa Debit Card. These features are available to existing and new LANDBANK Visa Debit Card for SSS accounts.

Apart from having their SSS claims directly credited to their accounts, members and pensioners may now enjoy having a debit card with no minimum deposit, maintaining balance, and dormancy fee required compared to other banks with P30 to P200 service charges for dormant accounts and below minimum balance.

"We hope that this partnership with SSS will ease the banking needs of SSS members through our improved services," LANDBANK President and CEO Cecilia C. Borrromeo said, promising that the Bank will continue to enhance its services to deliver a more delightful banking experience to the public.

By availing the card, SSS members and pensioners would benefit from LANDBANK's wide network of services, covering 410 branches and extension offices. Members can withdraw their SSS proceeds and other transactions through more than 1,400 ATMs, 14,000 BancNet ATMs and more than 2.5 Million Visa ATMs worldwide. They can also process cashless transactions online or via Point-of-Sale (POS) terminals in more than 2,000 accredited merchants in the Philippines and Visa-accredited merchants worldwide.

### Apply online!

Applying for a LANDBANK Visa Debit Card account for SSS members and pensioners is easy. Just use the Digital Onboarding System (DOBS)!

- 1 Accomplish the online application form at <https://dobs.landbank.com/DOBS/home/applyNow>. Choose 'ATM Savings Account - Regular' for the product type.
- 2 After completing the online form, proceed to the nearest LANDBANK Branch within 30 days together with your valid IDs\* and other supporting documents\*\* to claim your LANDBANK Visa Debit Card.
- 3 An SMS shall be sent for the confirmation of your account.

\*Valid IDs include SSS ID, Driver's License, Company ID (present), School ID, Passport, TIN ID, Postal ID, Phil. Health ID, Marriage Contract (original copy), Senior Citizen's Card

\*\* For pensioners, please bring the following documents from SSS:

- New - Letter of Introduction
- Existing - Letter/Notice to Open an Account

DOBS may also be accessed through the Digital Banking Corners in LANDBANK Branches!

## PH Army thanks LANDBANK for high-tech account opening service



New PA recruits from Camp O'Donnell in Capas, Tarlac show their new LANDBANK Visa Debit Cards, the accounts for which were opened through the LANDBANK DOBS.

LANDBANK has received a commendation from the Philippine Army (PA) for its efficient online account opening platform through the Digital Onboarding System (DOBS) for making it easier to new clients such as Army recruits to open their payroll accounts.

PA Finance Center Director Col. Seigfred C. Tubalado expressed his gratitude to the Bank in a letter addressed to LANDBANK President and CEO Cecilia C. Borrromeo, as DOBS has allowed their new enlisted personnel to conveniently open their LANDBANK ATM payroll accounts.

"We are elated to have benefited from the DOBS. This is a welcome development as the system complements the Finance Center Philippine Army's commitment to continually provide effective and efficient financial services for the Philippine Army," said Col. Tubalado in his letter.

Pioneering among Philippine banks in 2019, DOBS reduces the

account opening time from 30-45 minutes to an average of 10 minutes per account. It effectively simplifies the process of bank account enrolment for individuals and institutional customers, both private and government.

"The timely acquisition of an ATM payroll account card prior to deployment in the field has been crucial to our soldier's sense of well-being, and has helped many to focus on the accomplishments of the mission," Col. Tubalado added.

The Philippine Army is among the various government agencies that have utilized the DOBS for its hassle-free features, with a total of 1,717 payroll accounts opened through the online system for new Army recruits attending pre-entry courses at the PA's Armor School, Armor Division stationed at Camp O'Donnell in Capas, Tarlac.

"This commendation is a proof that LANDBANK is on the right track in providing more accessible services for our stakeholders. As we adapt to the changing landscape of the banking industry, we will continue to improve and digitize our systems to deliver a more delightful banking experience to our clients," President Borrromeo said.

With just a year of implementation, DOBS has already recorded a total of 988,711 accounts opened as of end-August 2020, resulting in the addition of a new feature wherein clients with existing DOBS accounts may now update their information through the system.

More than the convenience of opening an account online, DOBS also provides the automatic enrolment of clients to the Bank's internet banking system, iAccess. Through this, clients may now fully enjoy the features of LANDBANK Mobile Banking App and LANDBANK Link.Biz Portal for payment to merchants enrolled in the system.

## LANDBANK opens 410th branch in Bolinao, Pangasinan



*Bolinao Mayor Alfonso D. Celeste (center) and LANDBANK North Luzon Branches Group First Vice President (FVP) Ma. Belma T. Turla (2nd from right) led the inauguration of the new LANDBANK Bolinao Branch. With them are (from L-R) Bolinao Police Chief Major Dennis B. Cabigat, LANDBANK Bolinao Branch Head Johnny R. Lim and LANDBANK Alaminos Branch Head Roehl S. Bautista.*

LANDBANK inaugurated its newest branch in Bolinao, Pangasinan. As of August 28, 2020, LANDBANK has 410 branches and extension offices nationwide.

LANDBANK Bolinao Branch will provide banking services and credit assistance to the first-class Municipality of Bolinao and the third-class Municipality of Anda, which covers a total of 48 barangays.

“The LANDBANK Bolinao Branch provides another accessible and safe banking touchpoint for our clients and priority sectors in the province of Pangasinan. We remain focused and determined to bring our services closer to more farmers and fishers in the countryside and support local recovery and development efforts during these challenging times,” said LANDBANK President and CEO Cecilia C. Borromeo.

“As a small municipality, we are very thankful for the historic opening of LANDBANK here in Bolinao to help finance our development projects. Banking will also be more convenient for us in the LGU, including our CCT beneficiaries and pensioners, because we would no longer have to go to Alaminos for our transactions,” Bolinao Mayor Celeste said.

“Despite the current pandemic besetting our country, LANDBANK remains steadfast in providing timely and responsive financial support services to Filipinos, especially to the unbanked and underserved sectors. The opening of the LANDBANK Bolinao Branch today is a testament to this unwavering commitment,” FVP Turla said.

Through two on-site ATMs, the new branch will also help facilitate the cash assistance payouts under the poverty alleviation programs of the Department of Social Welfare and Development (DSWD). A total of 13 LANDBANK branches now operates in Pangasinan, with the Bolinao Branch complementing operations in Alaminos, Binalonan, Calasiao, Carmen, Dagupan, Lingayen, Mangaldan, Mangatarem, San Carlos, Tayug, Umingan, and Urdaneta.

## P3-B fund facility launched to help bus firms recover

In support to the National Government’s jeepney modernization program, LANDBANK launched a P3-B loan facility to assist in the financial needs of bus operators in upgrading their public utility vehicles (PUV).

LANDBANK’s **Interim RE**habilitation **S**upport to **C**ushion **U**nfavorably-affected **E**nterprises by Covid-19 for **B**etter **U**rban **S**ervices **T**ransport (I-RESCUE for BUS Transport) Lending Program targets public transport cooperatives and corporations for the purchase of modern public utility buses, in support of the Metro Manila Bus Modernization Program of the Department of Transportation (DOTr) and the Land Transportation Franchising and Regulatory Board (LTFRB). Through this, the National Government aims to make the country’s public transportation system efficient and environment-friendly by upgrading PUVs that are at least 15 years old and replacing them with safer, more comfortable, and better alternatives.

“The I-RESCUE for BUS Transport Lending Program offers responsive financing to PUB operators to invest in new buses equipped with the latest innovative technology. This also forms part of LANDBANK’s support to the DOTr and LTFRB towards building a modernized transport system that provides commuters with safe, reliable, and convenient

transportation services,” LANDBANK President and CEO Cecilia C. Borromeo said.

Eligible enterprises may borrow up to 80% of the acquisition cost of the public utility buses, at an affordable fixed interest rate of 5% per year for the first three years – payable up to a maximum of seven years, including the two-year grace period on principal. The Program will be available until December 31, 2021.



# LANDBANK cited for technology, green climate finance in 2020 ADFIAP Awards

LANDBANK bagged the “Merit Award” for its Digital Onboarding System (DOBS) under the Technology Development category and was adjudged as the winner for its Green Climate Finance Project under the Environmental Development category of the Outstanding Development Project Awards at the 43rd Association of Development Financing Institutions in Asia and the Pacific (ADFIAP) Virtual Annual Meeting.

As the winner of the Merit Award, the Bank’s online account opening system was recognized for its support to the Bank’s

thrust of financial inclusion for farmers and fishers, as well as Overseas Filipino Workers (OFWs), by providing them with an additional access point to financial services.

Through DOBS, account opening time has shortened from 30 minutes to 10 minutes. Everyone may enroll online in the comfort of their homes or offices prior to proceeding to the branch to complete the account application and to pick-up their LANDBANK card. Such process also allows lobby traffic in branches to be reduced.

Meanwhile, the Bank’s Green Climate Finance Project was recognized under the Environmental Development category. LANDBANK is the first and only Direct Access Entity (DAE) of the Green Climate Fund (GCF) in the country. The GCF is an operating entity of the financial mechanism of the United Nations Framework Convention on Climate Change and Paris Agreement, dedicated in supporting global efforts to respond to the challenge of climate change. The project aims to help developing countries to limit or reduce their greenhouse gas emissions and adapt to climate change by supporting projects that promote a paradigm shift to low-emission and climate resilient development, while considering the needs of developing countries that are vulnerable to climate change impacts.

As the country’s only DAE at present, the Bank is tasked to oversee, manage, monitor, and mobilize funds from the GCF to finance mitigation, adaptation, and resiliency projects falling within the Philippines’ priority projects.



## Don't share your PIN! Keep your financial information private

As the nation adapts to the new normal, more Filipinos are taking advantage of available technologies as alternatives to physically conducting their financial transactions. They now avail of services such as bills payment, fund transfer, and remittances online. With the surge of electronic banking products and online wallets, comes the need for awareness on the benefits as well as the potential risks.

Practicing cyber hygiene means implementing a routine to keep your personal and financial information secure when using your computer or mobile device. It includes, but is not limited to, regularly updating your browser software, installing and maintaining security software, choosing strong passwords, never sharing passwords, and not using public Wi-Fi for online banking and other financial transactions.

LANDBANK’s major electronic banking platforms including, iAccess, weAccess, Mobile Banking Application (MBA), Link.BizPortal, and Electronic Modified Disbursement System (eMDS) recorded P66.85 Million in total volume of transactions as of end-August 2020.

Amidst this surge in the use of its electronic banking channels, LANDBANK cautions against various scams and fraud that customers may encounter online. LANDBANK advises its clients to remain vigilant against ‘phishing’ where cyber attackers pretend as a legitimate institution in emails or texts, as well as

‘vishing’ were they impersonate a person or a representative from an institution in a voice call to lure victims and acquire their personal information. Using a combination of scare tactics and emotional manipulation, they try to trick people into giving up their information and steal their bank savings.

### #SecureYourAccount from cyber attacks with these easy steps:

1. Check the Facebook Page or account of the sender carefully. Do not open suspicious email, links, or attachments from unverified accounts.
2. Spot grammatical errors in the content of the message and double check the name and posts of the account.
3. Report pages and accounts that ask for personal information such as ATM PIN, Passwords, CVV, and any other relevant bank account information that only you should know.

