



Gearing towards the Better Normal: Upholding Organizational Excellence Amid COVID-19 Crisis

Land Bank of the Philippines
14 May 2021





LANDBANK
WE HELP YOU GROW.

KEY POINTS

1. Embarking on the Quality Journey
2. Harnessing the PQA Experience
3. Reaping the Benefits of Quality Initiatives
4. Sustaining the Gains in the New Normal



LANDBANK
WE HELP YOU GROW.

1: Embarking on the Quality Journey

“The starting point of all achievement is desire.”

~Napoleon Hill

LBP Charter Statement and Strategy Map



VISION: *By 2018, LANDBANK will be the top universal bank that promotes inclusive growth and improves the quality of life especially in the countryside through the delivery of innovative financial and other services in all provinces, cities and municipalities.*

MISSION:

To our Clients and Publics:

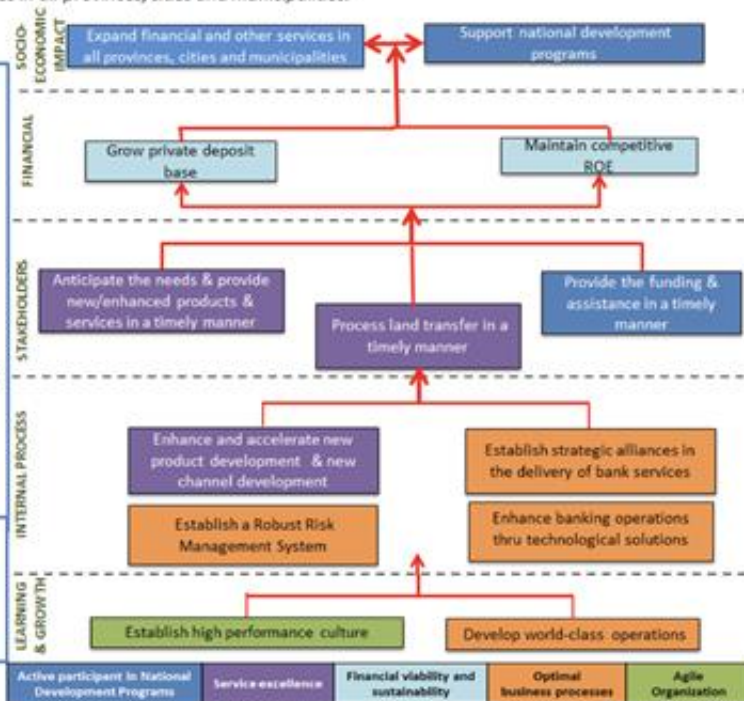
We will use the best technology solutions to deliver responsive financial and support services to our clients, while promoting sustainable development, and environmental protection.

To our Employees:

We will develop and nurture talents that will exemplify the highest standards of ethics and excellence consistent with the best in the world.

CORE VALUES:

- Social responsibility
- Trust
- Excellence
- Professionalism



LANDBANK

WE HELP YOU GROW.



LANDBANK
WE HELP YOU GROW.

2: Harnessing the PQA Experience

*“It may be hard for an egg to turn into a bird:
it would be a jolly sight harder for it to learn
to fly while remaining an egg.”*

~C. S. Lewis





LANDBANK
WE HELP YOU GROW.

3: Reaping the Benefits - LANDBANK rising to the Challenge of Supporting the National Government during the COVID-19 Crisis

*“Quality begins on the inside
then works its way out.”*

~Bob Moawad



BAYANIHAN
TO HEAL AS ONE ACT
— REPUBLIC ACT 11469 —

BAYANIHAN
TO RECOVER AS ONE ACT
— REPUBLIC ACT 11494 —



**ONE PEOPLE
ONE NATION
HEALING AS ONE**



Social Amelioration Programs



Released to



5.36 million

Individual beneficiaries, displaced workers and OFWs, and PUV operators

Php 24.72 Billion

As of December 2020

New Lending Programs

Php 97.5 Billion
Program Funds

Php 66.26 Billion
Approved Loans

for LGUs, SMEs, bus operators, private schools, and parents of students

As of December 2020

I-RESCUE Lending Program



- Supporting SMEs, Cooperatives and MFIs through the provision of additional funds and loan restructuring under more flexible terms and conditions
- Php 10 Billion initial internal fund

RISE-UP LGUs Lending Program



- Financing Local Government Units in providing basic and support services for local enterprises, and other innovative programs to bring back development in the local economy
- Program Fund of Php 10 Billion

ACADEME Lending Program



- Providing credit fund to Private/non-DepEd high schools, Private Tech-Voc and Education Training (TVET) Institutions, and Private Higher Education Institutions (HEIs) for a study now and pay later scheme for their students
- Initial program fund of Php 3 Billion

I-STUDY Lending Program



- LANDBANK understands the challenges posed by the adverse effect of the pandemic to jobs and businesses. This financial assistance will help parents, guardians or benefactors send students to school
- Maximum loanable amount of up to Php 300,000.00 per borrower

I-RESCUE BUS Lending Program



- Aims to provide financing to Public Utility Bus (PUB) operators for the acquisition of modern PUBs

Lending Program: RISE UP LGUs



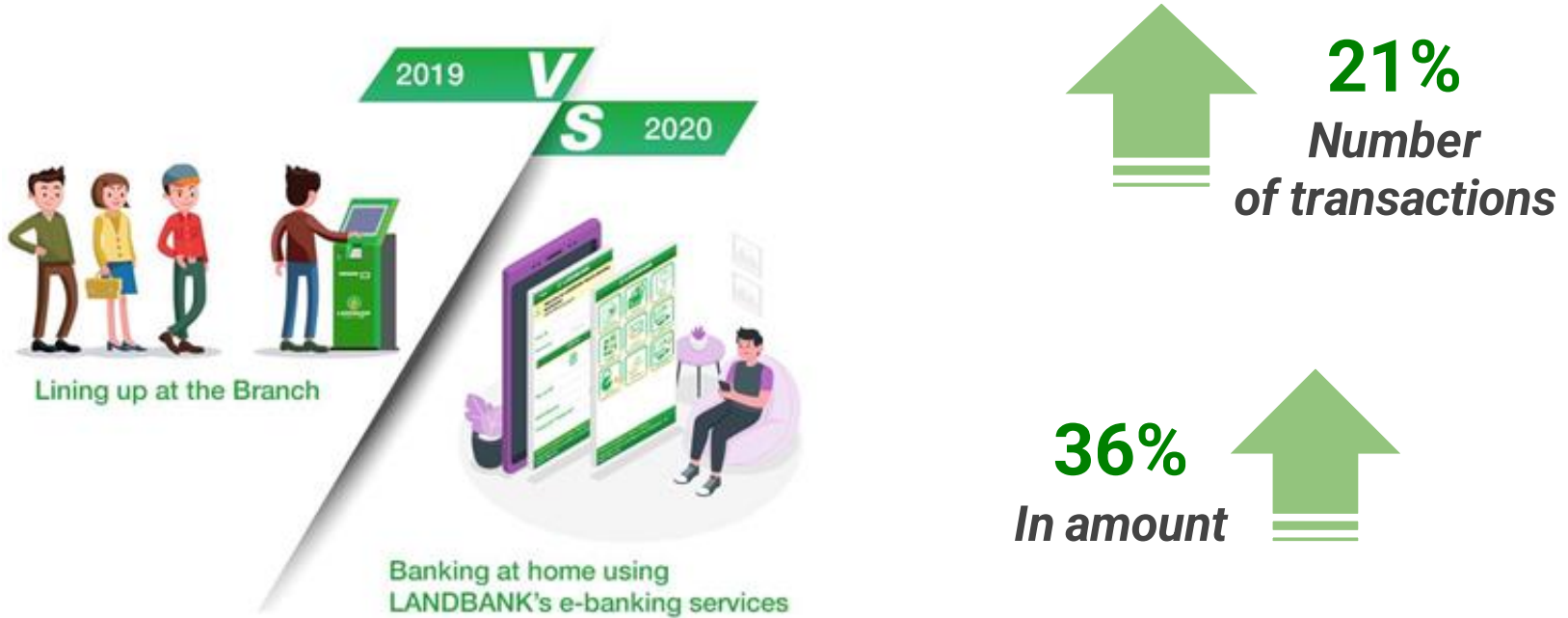
Php 61.51 Billion
Approved Loans



183 LGUs
Nationwide

As of December 2020

Accelerated Shift to Digital Banking



As of December 2020

Accelerated Shift to Digital Banking



71.93 million
transactions



233 million
Waived fees



0.7 million
Accounts opened in 2020

As of December 2020

PhilSys ID Project



PhilSys ID Co-location



PHILIPPINE
IDENTIFICATION
SYSTEM

LANDBANK

facilitates the opening of accounts for PhilSys registrants to ensure the speedy and efficient delivery of future government assistance programs to unbanked national ID holders



LANDBANK

HR initiatives during pandemic



Work-from-Home



Staggered Working Hours



Skeleton Workforce



Other Alternative Work Arrangements

HR initiatives during pandemic



Skills and Knowledge
Enhancement



Organizational Structure
Changes



New Human Resources
Information System (HRIS)

LANDBANK Scores in LinkedIn's List of best PH companies



6.



LandBank of the Philippines
Banking

[See more](#)

Headcount in the Philippines: 9,664 | **Top Philippines locations:** NCR - National Capital Region, Region IVA - Calabarzon, Region III - Central Luzon, Region VI - Western Visayas, Region VII - Central Visayas | **Most common skills:** Banking, [Finance](#), [Financial Analysis](#) | **Largest job functions:** Finance, Accounting, Support

[See jobs at LandBank of the Philippines](#) | [See people you may know at LandBank of the Philippines](#)

Collaboration with Government Agencies



DSWD for CCT and UCT Programs

P 80.06 B

Cash Grants to
4.36 M beneficiaries

P 20.87 B

Cash Grants to
5.84 M beneficiaries



Programs with DOTR



Approved loans of P1.195 Billion for the acquisition of 574 modern units



4 corporations and 1 cooperative have signified interest to apply for a loan under the program of 574 modern units

Collaboration with Government Agencies

PARTNERSHIP WITH THE COMMISSION ON HIGHER EDUCATION

400,000+ Scholars

- LANDBANK, partnered with CHED and UniFast for the implementation of the Tertiary Education Subsidy (TES) Program.
- LANDBANK issued transactional cards to qualified students for their monthly stipends last January 15, 2021



SELLING AGENT OF PREMYO BONDS 2

P 3.4 B

TOTAL SALES

52% OF THE ISSUED AMOUNT

P 78.49 M

COMBINED SALES FROM ORDERING FACILITY (via

LBP Link.Biz Portal and OFBank MBA)

4,830 ONLINE TRANSACTIONS



LANDBANK 2020 Accolades

- Association of Development Financing Institutions in Asia and the Pacific (ADFIAP) Awards 2020
 - “Winner” in the Environmental Development Category for the Green Climate Fund
 - “Merit Award” in the Technology Development Category for the LANDBANK Digital On-Boarding System (DOBS)
- OpenGov Asia - Philippines Recognition of Excellence 2020
 - “Recognition of Excellence Award” for DOBS
- Asian Banking and Finance (ABF) - Corporate and Investment Banking Awards 2020
 - Innovative Deal of the Year - Philippines for the “Premyo Bonds Para sa Bayan”
 - “Corporate Client Initiative of the Year - Philippines for the BALAI Bonds
- Global Brands Magazine Awards 2020
 - Best Agro-Banking Brand - Philippines 2020
- Global Sustainable Finance Network (GSFN) Karlsruhe - Sustainable Finance Awards 2020
 - Best Innovation in Financial Services for the Enhanced Environmental and Social Safeguards
- Normandy Chair for Peace (through DENR) Manila Bay-ani Awards
 - Manila Bay SUNSET Partnership Program, Inc.
- Securities and Exchange Commission (SEC) Founding Anniversary and Recognition
 - Depository Bank of SEC
- Department of Environment and Natural Resources (DENR)
 - Kamagong Award





LANDBANK
WE HELP YOU GROW.

4: Sustaining the Gains in the New Normal: LANDBANK's New and Continuing Initiatives

A corporation is a living organism; it has to continue to shed its skin. Methods have to change. Focus has to change. Values have to change. The sum total of those changes is TRANSFORMATION.

~ Andrew Grove

LANDBANK's New and Continuing Initiatives

- Strengthening the Integrated Management System
- Enhancing the Quality Circles Program
- Implementing a Knowledge Management System
- Creation of the LBP Analytics Academy



LANDBANK's New and Continuing Initiatives

- Digital Transformation Blueprint
- Agri-CRM Project
- Digital Farming
- Geospatial Analytics







THANK YOU