

# **LANDBANK & RURAL BANKS** ***Are Intimate Partners***

Alex V. Buenaventura  
RBAP Annual Convention  
Baguio Country Club  
May 29, 2017



**LANDBANK**  
WE HELP **YOU** GROW.

# MY MANDATE IN LANDBANK



**“We need a  
RURAL BANKER  
to run LANDBANK.”**

**-DOF Sec. Sonny Dominguez**

# MY MANDATE IN LANDBANK

## MY RESPONSE IS:

**Sure but only if you will allow  
me to grow small farmers'  
loans of LANDBANK by  
creating**

**“SMALL FARMERS  
CORPORATIVES”**



# “SMALL FARMERS CORPORATIVES”

## *A STOCK FOR PROFIT CORPORATION*

51% owned by a Big Agri  
Processing Company

and

49% owned by many  
individual small farmers



**MY MANDATE IN LANDBANK**

**LANDBANK  
SMALL FARMERS & FISHERS**

***“CORPORATIVE  
DEVELOPMENT PROGRAM”***

***IS BORN***

# **LANDBANK - RURAL BANKS**

## ***Intimate Partnership Indicators***



## Intimate Partnership: INDICATOR 1

**LANDBANK** has been and will continue to provide **RURAL BANKS**:

- ❑ **LIQUIDITY** through REDISCOUNTING LINES
- ❑ **CAPABILITY BUILDING TRAININGS**

# Intimate Partnership: INDICATOR 2

**LANDBANK - RURAL BANK  
LENDING TO LGUs PARTNERSHIP PROGRAM  
IS LAUNCHED WHEREBY ONLY A PARTNER RURAL  
BANK WILL LEND TO AN LGU PROVIDED:**

- ❑ RURAL BANK MATCHES THE SALARY LOAN INTEREST & CONDITIONS OF LANDBANK
- ❑ RURAL BANK REDISCOUNTS WITH LANDBANK 100% OF SALARY LOANS GRANTED TO AN LGU
- ❑ RURAL BANK SIGNS AN MOU WITH LANDBANK BRANCH MGR. ON A PER LGU BASIS

# Intimate Partnership: INDICATOR 3

## LANDBANK INCLUSIVE BANKING CENTER



To be installed in branches of partner **RURAL BANKS**

with rediscounting lines with **LANDBANK**

# LANDBANK INCLUSIVE BANKING CENTER (LIBC)

## FACILITIES:

- ATM Cash Deposit Machine
- ATM Cash Withdrawal and Payments Machine
- POS Terminal

## NEW RURAL BANK E-BANKING SERVICES:

- Open co-branded LANDBANK-RB ATM Card Accounts
- Payments for Utility Bills & Government Bills
- Padala Remittances
- Reload of Prepaid Phone Cards



## **Intimate Partnership: INDICATOR 4**

**LANDBANK will invest in  
40% of equity a**

**REGIONAL RURAL BANK**

**A RURAL BANK AFFILIATE OF  
LANDBANK**

# REGIONAL RURAL BANK

A RURAL BANK AFFILIATE OF LANDBANK

- **40%** owned by LANDBANK,  
**60%** owned by the **REGIONAL RURAL BANK**
- **With nine (9) Board of Directors:**
  - 6 – Regional Rural Bank
  - 3 – LANDBANK
- **Authorized Capital:** P1 Billion Minimum
- **REACH** - Will branch out in all municipalities  
without LANDBANK presence

# IMPACT TO REGIONAL RURAL BANK

- **COMMERCIAL BANK IMAGE**  
( A RURAL BANK AFFILIATE OF LANDBANK)
- **BIG FRESH CAPITAL INFUSION**
- **STANDARDIZATION OF PRODUCTS, POLICIES, PROCEDURES, MANUALS**
- **OUTSOURCING TO LANDBANK OF SUPPORT SERVICES IN:**
  1. **CORE BANKING SYSTEM (CASA) & OTHER IT SYSTEMS**
  2. **HR SERVICES INCLUDING HIRING & TRAINING**
  3. **PURCHASING**
  4. **AUDIT/COMPLIANCE**
- **BRANCH BEAUTIFICATION**
- **AGGRESSIVE BRANCH EXPANSION IN ALL AREAS WITHOUT LANDBANK PRESENCE**

# **BIGGEST IMPACT TO REGIONAL RURAL BANK**

**STRONG COMPETITIVENESS AND PROFITABILITY  
THROUGH THE OFFERING OF COMMERCIAL  
BANKING PRODUCTS SUCH AS:**

- **PCHC MICR CHECKS**
- **ATM CARD DEPOSIT ACCOUNTS**
- **MOBILE/INTERNET BANKING**
- **DEPOSIT AND WITHDRAW ANYWHERE/ANYTIME**
- **COMPETITIVE LENDING RATES**
- **TRUST PRODUCTS**
- **IMPORT AND EXPORT L/Cs**

# REGIONAL RURAL BANK ELIGIBILITY CRITERIA

- **MUST HAVE:**
  - Minimum Networth: P500 Million**
  - Minimum No. Branches: 10 Branches**
- **COULD BE AN EXISTING RURAL BANK  
OR  
A NEW CONSOLIDATION OF RURAL BANKS**

# HOW TO PROCEED

EMAIL INTENT TO PARTICIPATE TO:

ALEX V. BUENAVENTURA  
LANDBANK PRESIDENT AND CEO

**ABUENAVENTURA@MAIL.LANDBANK.COM**

***May God Bless  
Our Intimate Partnership!***