

Program Management Department II

2016 Visayas Energy Investment Forum

Cebu Parklane International Hotel

June 22, 2016

By: Gene David
Department Manager



LANDBANK
WE HELP YOU GROW



LANDBANK'S PROFILE



Ownership	100% National Government <i>Principal depository of the Philippine government</i>
Industry Ranking (as of 31 December 2015)	4th largest bank in the Philippines <u>Asset Size:</u> <i>PhP 1,198.4 B or US\$ 26.6B</i>
Priority Sectors	<ul style="list-style-type: none">▪ Small Farmers and Fishers Cooperatives▪ Small and Medium Enterprises (SMEs)▪ Local Government Units (LGUs)▪ Environment-related Projects



LANDBANK'S PROFILE



Corporate Governance Ranking

Ranked **SECOND HIGHEST** in the Corporate Governance Scorecard among 40 GOCCs

International Standard Certifications

ISO 14001:2004 Environmental Management System (EMS)

ISO 9001:2000 Quality Management System (QMS)

Reach and Network
(as of 31 December 2015)

418 Branches/Bank Units,
38 Lending Centers and
1,362 ATMs

AWARDS AND RECOGNITION

- **The Bank of the Year Award**

- Awarded by The Banker of the London Financial Times
“Oscars of the financial and banking industry”
- LANDBANK was recognized for our solid financial performance, prudent management, and disaster response and recovery efforts in the aftermath of typhoon Yolanda



AWARDS AND RECOGNITION

LANDBANK is the 2015 Major Awardee by the INTERNATIONAL BANKER:

- **As Best Commercial Bank**
- **Best Innovation in Retail Banking**
- **Best Banking CEO of the Year (Asia)**



Awards and Recognitions

- **Sustainable Business Award (2014)**
 - LANDBANK got the top award out of 22 companies that won
 - An affirmation of our sustainable and responsible business practices, as well as inclusive business models and innovative programs for improving livelihood of local communities



Awards and Recognitions

- **Excellence Award for Eco-Friendly Government Offices (2014)**
 - Conferred by the DENR



Awards for outstanding development projects

- From ADFIAP
 - Merit Award in the Environmental Development Category of the ADFIAP Awards 2013



Awards and Recognitions

- **Outstanding Business Sustainability Achievement Award**

- From Karlsruhe Sustainable Finance Award



Loan facility extended to the Municipal Government of Sitangkai, Tawi-Tawi

Through the KfW-funded LIP Supplemental II

Conferred by the European Organisation for Sustainable Development

AWARDS AND RECOGNITION

- **Asia Pacific Entrepreneurship Award**

- Most coveted award for entrepreneurs in Asia
- Recognized leadership in contributing to the growth of our business operations, and in helping the SME sector and other major development players



- **PCCI Excellence in Economy and Ecology Award**

LANDBANK'S

Environmental Programs
and Practices



New Lending Programs



LANDBANK



RENEWABLE ENERGY LENDING PROGRAM



LANDBANK

Eligible Borrower

- Sole Proprietorship**
- Partnership**
- Corporation (at least 60% Filipino-owned)**
- Cooperatives/Associations (i.e. Electric Cooperatives, Employees Cooperative)**
- Local Government Units**
- Financial Institutions**
- Government-Owned and Control Corporations (GOCCs)/Government Agencies (GAs)**
- Non-Government Organizations with legal personality to borrow**



Eligible Projects

- RE Projects defined under RA 9513 or the Renewable Energy Act of 2008
 - Biomass
 - Geothermal
 - Solar power
 - Hydro Power
 - Ocean
 - Wind
- Biofuel



Eligible Projects

- ❑ Other RE Projects such as but not limited to the following:**
 - Hybrid Systems**
 - Fabrication/Manufacturing of RE Technologies, Equipment, and Components**

- ❑ Energy Efficiency Projects such as but no limited to the following:**
 - Building Retrofit**
 - Efficient Lighting**
 - Investment in other Energy Efficiency Equipment/System**



Eligible Expenditures

- Project Feasibility Study Preparation/Detailed Engineering Design**
- Working Capital**
- Permanent Working Capital**
- Capital Expenditures (CAPEX)**



Interest Rate

Prevailing LANDBANK lending rate at the time of availment

Loan Size

Will depend on project requirement and borrower's borrowing capacity



LANDBANK

Tenor

Term Loan

- Based on project cash flow up to a maximum of 15 years

Permanent Working Capital

- Maximum of 5 years

Short Term

- Via up to 360-day PN



Financing Mix based on Total Project Cost

	Private Borrowers	LGUs/ECs/ GOCCs/GAs
Sub-borrower's Equity (min.)	- 20%	- 10%
LBP fund (max.)	- 80%	- 90%

Collateral/Security

The loan may be secured by the object of financing and any or combination of the following : Real Estate Mortgage, Chattel Mortgage, Assignment of Deposit with Hold-Out, Assignment of Receivables, Contracts and/or Receivables, Assignment of IRA (for LGUs), JSS of Principal Stockholders/Officers, Guarantee Cover, Other Securities acceptable to the Bank.



BASIC AND STANDARD DOCUMENTARY REQUIREMENTS



LANDBANK

• Loan Processing

1. Collateral Documents (but not limited to the following):

- Photocopy of TCT/OCT
- Photocopy of Tax Declaration
- Photocopy of RETR
- Lot Plan
- Location/Vicinity Map
- Pictures of existing improvements
- Evidence/affidavit of ownership of existing machinery/ies and equipment
- Pro-forma invoice for chattels
- Assignments
- Pledges
- JSS
- Guarantee Cover

2. Feasibility Study including other studies to support the feasibility study

3. For projects involving construction:

- Cost Estimates
- Plans and Specifications
- Bills of Materials
- EPC Work Schedule



• Loan Processing

4. For acquisition of machineries and equipment
 - List of machinery and equipment and estimated cost based on firm quotations and guarantee from the dealers/suppliers as to the availability of spare parts in the local market
5. **Certificate of Accreditation with DOE (for RE Manufactures, Fabricators, and Suppliers / ESCOs)**
6. **Certificate of Accreditation or Certificate of Fuel Additive Registration (CFAR), and Certificate of Registration with DOE (for Biofuels Producers and Distributor)**
7. RE Service Contract (RESC) (if applicable)
8. Certificate of Registration issued by DOE
9. Resolution of support from host communities and host LGU(if applicable)
10. Biomass Feedstock Supply Agreement (if applicable)
11. Supply Contract or Lease Agreement (if feedstock is energy crop)
12. Wood Processing Plant Permit under MAO 50 (if feedstock is woodchips)
13. Proof of Application from DENR
 - ECC/CNC (whichever applicable)
 - Forest Land Use Agreement (FLAg)/Special Land Use Permit/Agreement for area applied in public domain (if/whichever applicable)



• Loan Processing

14. Proof of Application of Water Permit (if applicable)
15. Proof of Application from DAR for Conversion (if applicable)
16. Proof of application from National Commission on Indigenous People (NCIP) (if/whichever applicable)
 - Free and Prior Informed Consent (FPIC)/Certificate of Pre-Condition; or
17. Other applicable regulatory requirements



•Pre- Release Requirements

1. Certificate of Confirmation of Commerciality issued by DOE
2. Work Plan/Program as approved by DOE (if applicable)
3. Water Permit (if source is from surface water such as river, lake, stream, or spring)
4. ECC/CNC (whichever applicable)
5. DAR Order of Conversion, (if applicable)
6. Free and Prior Informed Consent (FPIC)/Certification Precondition or Certificate of Non-Overlap (CNO) from NCIP (if/whichever applicable)
7. Special Land Use Permit (SLUP)/Forest Land Use Agreement (FLAg), Proof of Ownership/Lease Agreement (if/whichever applicable)
8. Building/Development Permit issued by the host LGU
9. Engineering, Procurement and Construction (EPC) Contract, and back to back warranty of individual components and overall plant warranty, (if applicable)
10. Insurance Policy/Coverage thru LBP Insurance Brokerage and assigned in favor of LBP (if applicable)
11. Contractor's All Risk (CAR) for building to be constructed thru LBP Insurance Brokerage (if applicable)
12. Submission of Certification on Geohazard Identification Survey and Geohazard Identification Report from DENR-MGB (if applicable)
13. Submission of power supply (purchase) agreements or bilateral contracts (if applicable)
14. Other applicable regulatory requirements
15. Grid Impact Study or Distribution Impact and Asset Studies (whichever applicable)

•Post- Release Requirements

1. Water Rights Permit within six (6) months from the date of initial release (if source is from ground water such as deep well)
2. Waste Water Discharge Permit (if applicable)
3. DENR Permit to Operate, in compliance with air pollution and hazardous waste standards, (if applicable)
5. Interconnection Agreement with National Grid Corporation of the Philippines (NGCP)/Distribution Utility (whichever applicable)
6. Confirmation of Electro Mechanical Completion issued by DOE (construction is 80% completed based on the approved Work Plan) (if applicable)
7. Certificate of Endorsement (COE) for Feed-In-Tariff (FIT) Eligibility issued by DOE (if applicable)
8. Certificate of Compliance (COC) issued by ERC
9. Renewable Energy Payment Agreement (REPA) (if applicable)



COMPARATIVE MATRIX (BUSINESS MODEL)

MILESTONES	BUSINESS MODEL			
	FIT	PSA	B2B	Net-Metering
I. PROJECT PREPARATION				
RE Service Contract (RESC)	X	X	X	
DOE Certificate of Registration	X	X	X	X
Net-Metering application to the DU				X
II. PRE-DEVELOPMENT				
BOI Project Registration	X	X	X	
NWRB Water Permit	X	X	X	
NCIP Certificate	X	X	X	
DENR ECC/CNC	X	X	X	
DENR Permit to Operate/Waste Water Discharge Permit	X	X	X	



COMPARATIVE MATRIX (BUSINESS MODEL)

	FIT	PSA	B2B	Net-Metering
DAR Order of Conversion	X	X	X	
LGU Resolution of Support from host barangay LGU Resolution of Support from host LGU	X	X	X	
LGU Building/Electrical Permits	X	X	X	X
Grid/Distribution Impact Study (GIS/DIS)	X	X	X	X
LGU Certificate of Final Inspection				X
DOE Certificate of Confirmation of Commerciality	X	X	X	
III. DEVELOPMENT				
DOE Confirmation of Electromechanical Completion	X	X	X	
DOE Certificate of Endorsement for FIT Eligibility	X			
ERC Certificate of Compliance (COC)	X	X	X	X



COMPARATIVE MATRIX

(BUSINESS MODEL)

	FIT	PSA	B2B	Net-Metering
IV. REGISTRATION AND CONNECTION				
NGCP/DU Connection Agreement	X	X	X	X
NGCP Transmission Service Agreement	X	X	X	
NGCP/DU Metering Service Agreement	X	X	X	X
TRANSCO Re Payment Agreement	X			
Registration to the WESM	X	X	X	
DU Power Supply Agreement		X		
ERC Approval of PSA		X		



CRITICAL FOCUS AREAS



LANDBANK

CRITICAL FOCUS AREAS

- 1) Reliability of Data
- 2) Installed Cost
- 3) Availability of Spare parts at the site, in the locality
- 4) Off-Taker
- 5) Sponsor
- 6) EPC Contractor
- 7) Geological /Geotechnical Study
- 8) Land Use
- 9) In the case of hydro and biomass energy projects, the right to use these resources must be assured, generally through a contract , with either fuel supplier/s or with government (e.g. through water rights permit)

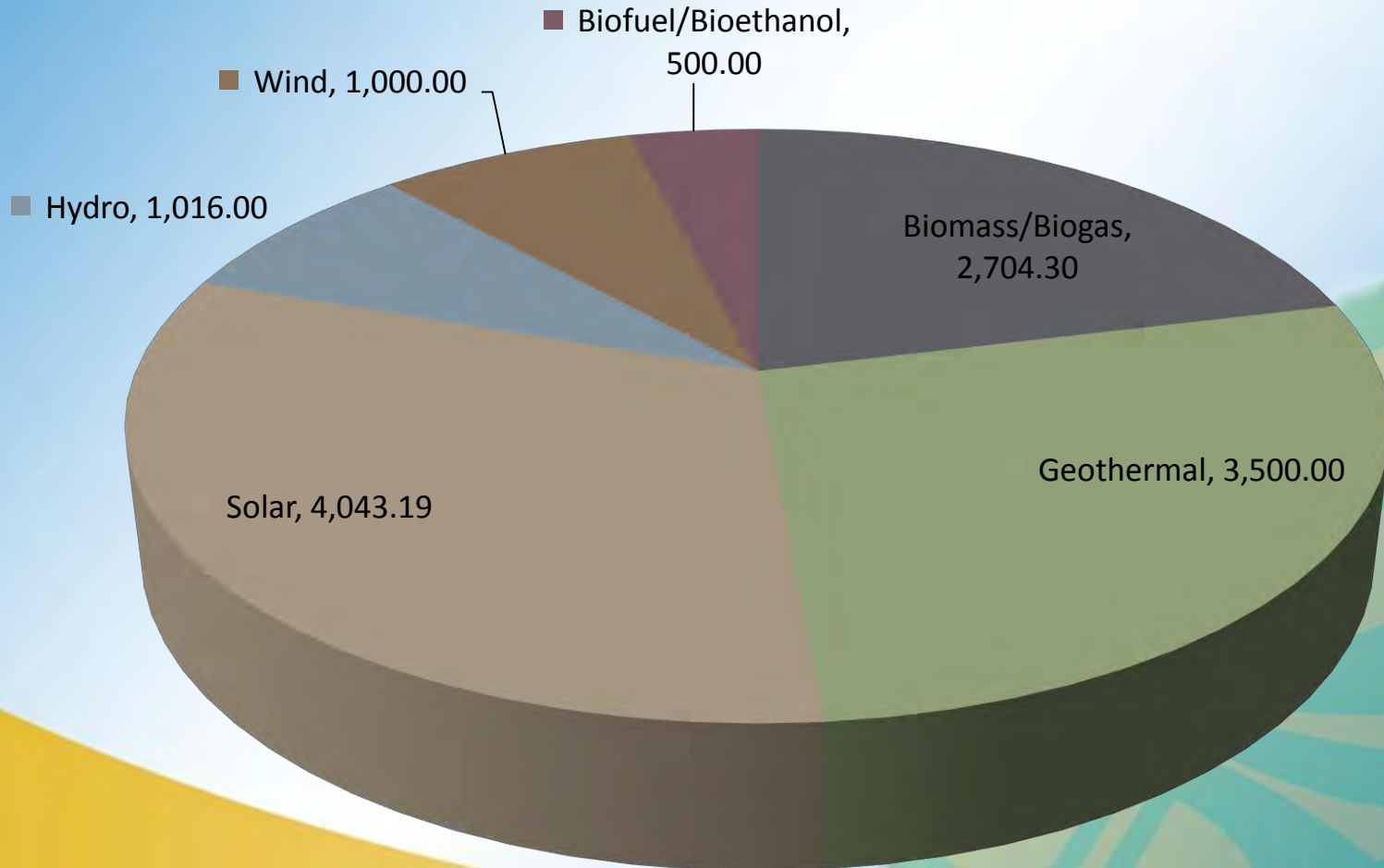


CRITICAL FOCUS AREAS

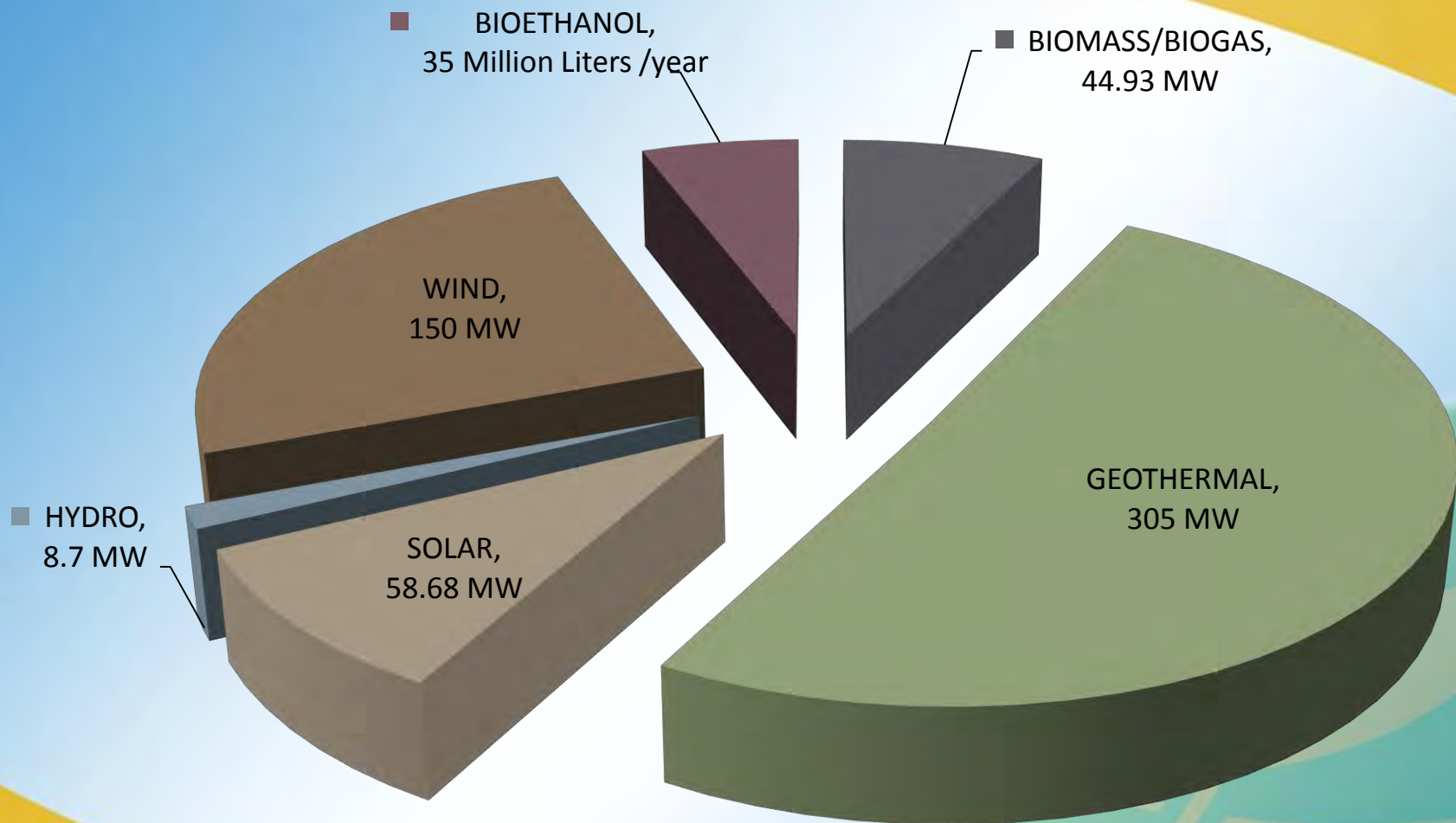
- 8) Resource studies, especially wind and water (hydro) need to be site specific and based on a long term-data as possible Reliability of Data



RENEWABLE ENERGY LENDING PROGRAM (RE Lending Program)



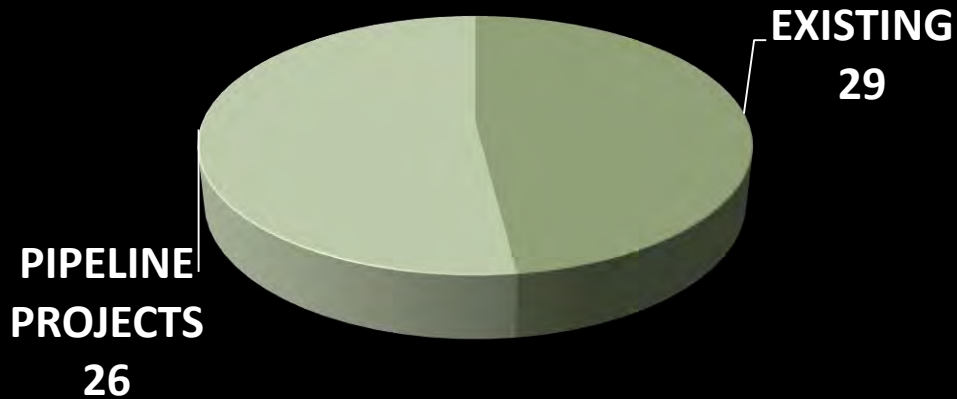
Approved Amount in PhP MM



**Financing Clean Power Production
Of a total of 4,969.635 MWh/year
(plus 35 Million Liters/annum of bioethanol)**

RENEWABLE ENERGY LENDING PROGRAM (RE Lending Program)

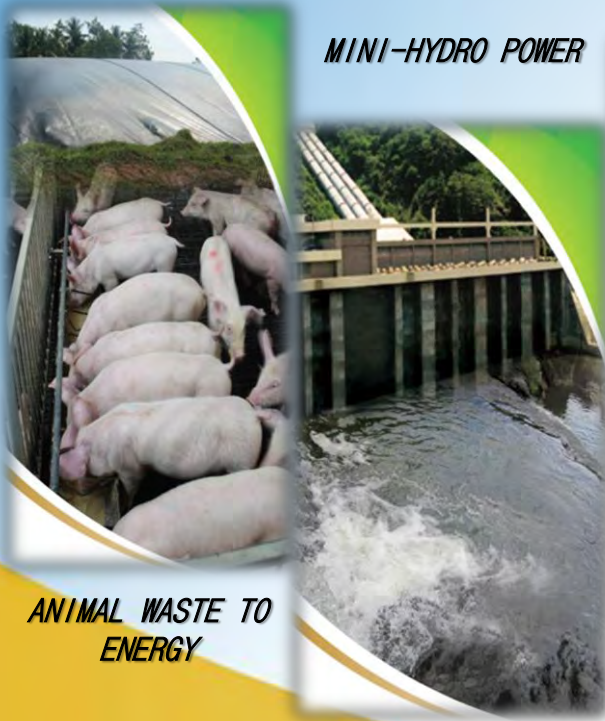
Number of Existing and Pipeline Projects



CARBON FINANCE SUPPORT FACILITY (CFSF)

CFSF is LANDBANK's flagship program for climate mitigation. It is a first-of-its kind program in the country to date, that offers financing and assistance to piggery, sanitary landfill, and mini-hydro projects in order to generate carbon credits.

MINI-HYDRO POWER



ANIMAL WASTE TO ENERGY



LANDFILL GAS TO ENERGY

PROGRAM OF ACTIVITIES (POAs)

- **PoA for Animal Waste (Piggery)**
 - UNFCCC Reference No. 5979
 - Registered in May 2012
- **PoA for Landfill Gas to Energy**
 - UNFCCC Reference No. 6707
 - Registered in **July 2012**
- **PoA for Mini-Hydro**
 - UNFCCC Reference No, 8674
 - Registered in December 2012

CARBON FINANCE SUPPORT FACILITY (CFSF)

Program of Activity (PoA)	Projected tons CO ₂ reduced per year	Estimated MWh Produced per year
Animal Waste-to-Energy	363,179	672,554
Landfill Gas-to-Energy	46,758	86,589
Mini-hydro Power	575,157	1,065,106
TOTAL	985,094	1,824,249



Lending Center	Address	LC Head	Official LC's Email Address	Telephone Numbers
Northern and Central Luzon Lending Group - FVP MA. CELESTE A. BURGOS				
La Union LC	2nd Floor LANDBANK Building, Quezon Ave., San Fernando City, La Union	AVP Victoria Zambrano	luilc_reg1@yahoo.com	(072) 607-2576 (072) 607-8429
Ilocos Sur LC	2nd Floor Plaza Maestro Complex, Florentino St., Vigan City, Ilocos Sur	DM Cesar N. Ulpindo	ilocosurlc@gmail.com	(077)722-2621 604-0455
Pangasinan LC	2nd floor, LANDBANK Bldg., AB Fernandez Avenue, Dagupan City, Pangasinan	DM Jaime S. Cruz, Jr.	plcreg1@yahoo.com	(075) 656 2019
Cagayan LC	LANDBANK Bldg., Bagay Road, Brgy. San Gabriel, Tuguegarao City, Cagayan	DM Victor Agorto	cagayan_lc@yahoo.com.ph	(078) 846-4534 (078) 846-2910 09178319334
Isabela LC	Heritage Commercial Complex, Maharlika Rd., Santiago City, Isabela	AVP Bernardo B. Bayangos	lbpisabelalc@yahoo.com	(078) 305-2605 (078) 305-3199 09175317453 09328629580 09088996114
Nueva Vizcaya LC	2nd floor Galima Bldg., Poblacion South, Solano, Nueva Vizcaya	DM Normandy Salagubang	nuevavizcayalc@yahoo.com.ph	(078)-392-0581 0998-973-7973
Nueva Ecija LC	LANDBANK Bldg., cor. Gabaldon & Gen. Tinio Sts., Cabanatuan City, Nueva Ecija	DM Eduardo N. Reyes Jr.	lbpnelc@yahoo.com.ph	(044) 463-1803 (044) 940-1718 940-8573
Tarlac LC	LANDBANK Bldg., Mac Arthur Hi-way, San Sebastian, Tarlac City	DM Rolando G. Santos	tarlaclc@yahoo.com	(045) 923-1407 923-1406
Pampanga LC	3F LANDBANK Bldg., Jose Abad Santos Avenue, Dolores, City of San Fernando, Pampanga	DM Ranilo B. Jimenez	pampangalendingcenter@yahoo.com	(045) 963-6678 961-2186
Bulacan LC	LANDBANK Bldg., Sumapang Matanda, McArthur Highway, Malolos City, Bulacan	AVP Demetrio P. Espiritu III	bulacanlendingcenter@yahoo.com	(044) 662-4126 (044) 796-1301
Bataan LC	LANDBANK Bldg., DAR Compound, San Ramon Highway, Dinalunihan, Bataan	DM Nanny P. Garcia	bataanlendingcenter@gmail.com	(047) 633-2790

Lending Center	Address	LC Head	Official LC's Email Address	Telephone Numbers
Southern Luzon Lending Group - FVP FILIPINA B. MONJE				
Rizal LC	2nd Floor Ortigas Royale Condominium, Ortigas Avenue Extension, Cainta Rizal	DM Eleanor D. Quicoy	rizallenging@yahoo.com	655-4449 656-9535 240-5001 240-5202
Cavite LC	2nd Floor, Virginia Mansion-NVCP Bldg., Aguinaldo Highway, Brgy. Zone 4, Dasmariñas City, Cavite	DM Jesse J. Calibuso	lbp_cavite_lc@yahoo.com.ph / lc_cavite@mail.landbank.com	(046) 416-5048 (046) 416-1146 (Telefax) (046) 416-1241 / 1249 (046)416-5237
Laguna LC	4th Floor, LANDBANK Building, Silangan Road, UP Los Baños Campus, Los Baños, Laguna	DM Edwin Roel Ramos	lagunalc@yahoo.com	(049)536-6349 827-4328
Batangas LC	2nd Floor LANDBANK Building, Pres. Laurel Highway, Marauoy, Lipa City, Batangas	DM John Axel E. Melendres	batangaslc@yahoo.com	(043) 756-0909 (043) 981-0141
Quezon LC	2nd flr., LBP Building, Quezon Avenue Ext., Barangay Gulang-Gulang, Lucena City	DM Alex A. Hinojosa	quezonlendingcenter@yahoo.com	(042) 7972744 (042) 797 2373 (042) 799 0990 (042) 797-0990
Oriental Mindoro LC	FRDC Bldg., Brgy. Sto. Nino, Calapan City Oriental Mindoro	DM Marlon DG De Castro	mindorolc@yahoo.com	(043)288-2472
Occidental Mindoro LC	Punzalan Building, Quirino St., Brgy. 6, San Jose, Occidental Mindoro	DM Danilo D. Crobalde	lbp_occmdolc@yahoo.com	(043) 491 - 4306
Palawan LC	2nd Floor, Hagedorn Bldg., Rizal Ave., Puerto Princesa City, Palawan	DM Joel S. Babaan	palawan_lc@yahoo.com	(048) 433-8092
Camarines LC	2/f LBP Building, Panganiban Drive cor. Magsaysay Ave., Naga City	DM Gil Jose S. Sarte	lbp_nagalc@yahoo.com	(054) 473-3264 (054) 473-2047
Albay LC	2nd Flr. LANDBANK Bldg., Rizal St. Cabañgan, Legazpi City, Albay 4500	DM Hil Benedict G. Manzanades	llc_lbp@yahoo.com.ph	(052) 480-6888

Lending Center	Address	LC Head	Official LC's Email Address	Telephone Numbers
Visayas Lending Group - FVP DAISY M. MACALINO				
Iloilo LC	3rd Flr. LANDBANK Bldg., Iznart cor. Solis Sts., Iloilo City, Iloilo	AVP Vivian M. Cañonero	lbpilolc@yahoo.com.ph	(033) 336 0391, 300 0507, 337 6368. 5098913
Negros Occidental LC	2nd Floor LANDBANK Building, Cottage Road cor. Gatuslao Street, Bacolod City, Negros Occidental	DM Jeffrey A. Maningo	negocclc@yahoo.com	(034) 435 0144, 435 0145, 707 6896
Cebu LC	LANDBANK Building, Osmeña Blvd., cor. P. del Rosario St., Cebu City	VP Elsie Fe NB. Tagupa	lbpbulc@yahoo.com	(032) 416 8011, 253 2273, 255 3720, 416 7698, 254 3842 (416 5098, 416 8008
Bohol LC	Bohol Provincial Capitol Complex, J.S. Torralba cor. C. Marapao Streets, Tagbilaran City, Bohol	DM Allan R. Bisnar	lbohollc@yahoo.com	(038) 411 5235 (038) 235 3129
Negros Orienta LC	NORECO II Building, cor. Real and San Juan Sts., Dumaguete City, Negros Oriental	DM Cecilio B. Clarete	lbpnorslc@yahoo.com	(035) 225 0969 (035) 422 9548
Leyte LC	2nd Floor LBP Bldg., Sagkahan St., Tacloban City	DM Eulalio G. Lagapa, Jr.	lbptaclc@yahoo.com	(053) 832 0962, 321 6795, 832 7754 561 3923
Samar LC	MRCR Bldg., Umbria St., cor. Rosales Blvd., Calbayog City Western Samar	DM Buenaventura S. Leyva	lbpsamarlc@yahoo.com	(055) 533 – 8455

Lending Center	Address	LC Head	Official LC Email Address	Telephone Numbers
Mindanao Lending Group - SVP JOSELITO P. GUTIERREZ				
Zamboanga del Norte LC	2nd Floor FSA Building, ABC Compound Quezon Ave., Dipolog City, Zamboanga del N	DM Vinicius S. Hamoy	lbpzanlc@gmail.com	(065) 212 3233 (065) 212 8068
Zamboanga del Sur LC	Lower Ground Floor, LANDBANK Bldg., Gov. VM Cerilles St., Pagadian City, Zamboanga del Sur	DM Zenaida K. Valencia	lbpzambosur1c@gmail.com or lbpzambosur1c@yahoo.com	(062) 214 - 1590
Zamboanga City LC	2nd Floor LANDBANK Building, F. Marcos cor. Valderosa Sts., Pettit Barracks, Zamboanga City, Zamboanga del Sur	DM Roel A. Tarroza	lbpzambolc@gmail.com	(062) 991 3321, 990 2365, 991 0494, 992 6702
Bukidnon LC	2/F LBP Building, Fortich St., Malaybalay City, Bukidnon	DM Jose Enedicto G. Faune	lbpbuklc@yahoo.com	(088) 813 4500, 813 3225, 813 4500, 813 4724
Cagayan de Oro LC	2nd Flr. Boy Scout of the Phils., Green Tower Bldg., Velez & Luna Streets, Cagayan de Oro City, Misamis Oriental	DM Eden B. Japitana	landbankcdolc@gmail.com	(088) 856 5417
Agusan del Norte	2nd Floor Onghoc Bldg., Montilla Blvd., Butuan City, Agusan del Norte	DM Jimmy P. Arco	butuanlc@landbank.bayandsl.ph agusandelnortelc@gmail.com	(085) 341 4583, 815 6181, 225 2050, 341 5427
Davao LC	2nd Floor RDL Bldg., F. Torres St., Davao City	VP Charlotte I. Conde	lbpdlcxi@yahoo.com	(082) 224 5843, 225 0005, 221 7080 (LAU)
North Cotabato LC	2nd Floor LANDBANK Building , Quezon Avenue corner Alim Street, Kidapawan City	DM Harold P. Celestial	lbpkotab2lc@yahoo.com lbpkidlend@kidapawan.mozcom.com	(064) 577-4341 (064) 577-3415
South Cotabato LC	2nd Floor LANDBANK Building, Aquino Street corner J. Abad Santos St., Koronadal City	DM Rosa Maria Cabanial	koronadal.lending@yahoo.com	(083) 228 9103, 228 8155, 228 2663, 228 3760
General Santos LC	2nd flr, Vensu Bldg., National Highway, General Santos City, South Cotabato	DM Dante M. Abad	gensan.lending@gmail.com	250 1093, 302 2040

➤ Loan approval

Approving level	Transaction	BORROWER GROUP LIMIT	
		SECURED	UNSECURED
LU Head	New, Renewal, Amendment and Extension	5,000,000.00	0.00
	Restructuring/ Compromise Settlement	0.00	0.00
Group Head	New, Renewal, Amendment and Extension	30,000,000.00	7,500,000.00
	Restructuring/ Compromise Settlement	10,000,000.00	0.00
CRECOM	New, Renewal, Amendment and Extension	200,000,000.00	50,000,000.00
	Restructuring/ Compromise Settlement	30,000,000.00	7,500,000.00
ILC	New, Renewal, Amendment and Extension	500,000,000.00	125,000,000.00
	Restructuring/ Compromise Settlement	Unlimited	Unlimited
BOD	All lending transactions	Unlimited	

- Timely processing from initiation to final approval in accordance with the TAT per **Citizen's** Charter commitment (i.e. up to 45 working days)



Thank
you



www.landbank.com



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