



DFIs and the Pandemic: **SITUATIONER AND THE WAY FORWARD**



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* Barya is a Filipino term meaning loose/small change

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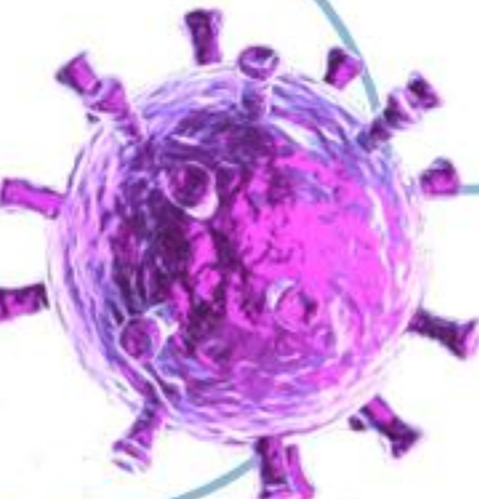
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For more information, please contact:

Development Bank of the Philippines

Head Office: Sen. Gil J. Puyat Avenue corner
Makati Avenue, Makati City
Telephone Number: (02) 8683-8324
Email Address: customerservice@dbp.ph

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What's the way forward?

Dear ADVANCE readers,

We are living in extraordinary times. This coronavirus COVID-19 pandemic has not only disrupted the world, it has also served as a game changer to many and magnified the gnawing gap between the haves and the have-nots, between the digitally wired and the unconnected.

Development financing institutions (DFIs) thus play a more significant role in protecting the vulnerable as well as enabling businesses and individuals to bounce back from the adverse impact of the pandemic.

As your focal point, the Association of Development Financing Institutions in Asia and the Pacific (ADFIAP) plays a vital role in coordinating and sharing best practices in the recovery and rebuilding efforts of its members and their host countries. To meet the challenges brought about by this crisis, we are also strengthening the capability of the Secretariat team to help sustain our collaboration with our members and the community.

In this special issue of **ADVANCE Magazine**, we tackle the emerging challenges for DFIs during this pandemic and the way forward. How are our member-institutions responding? With a continually changing global crisis like COVID-19, is it possible to determine whether the response from DFIs will be enough to save the global economy? Right now, we do not know the answers. What we do know, however, is that DFIs have provided a lifeline for developing countries struggling to contain the disease and this role will not change. We are here to stay.

We would like to thank our advertisers (SME Bank of Malaysia, Land Bank of the Philippines, Development Bank of the Philippines, and the ASKI Group of Companies, Inc.) for making this special magazine issue possible.

Happy reading!



BOBBY PERALTA
Secretary General
ADFIAP



2021 Calendar of Events



Event details subject to change. Please check updates on the institutions' websites.

3 ADFIAP members cited by German body

Three member-institutions of ADFIAP received honors at the Karlsruhe Sustainable Finance Awards held in Karlsruhe, Germany last September 30, 2020.

These are the Development Bank of the Philippines (DBP), Land Bank of the Philippines (LANDBANK), and ASKI Group of Companies, Inc. (ASKI).

DBP won the Outstanding Sustainable Project Financing Award for its two projects: solar-powered resilient communities and harvester dairy farms. The state-owned bank extended a Php842-million (about US\$17-million) loan to the country's first solar-powered resilient homes for the masses. It also lent Php350 million (US\$ 7 million) to Universal Harvester Dairy Farms, Inc., the only dairy farm in the Philippines that provides livelihood to indigenous people from fine tribes in Bukidnon and provides locally produced fresh milk to malnourish children and adults in the entire Mindanao region.

LANDBANK was presented with a Certificate of Merit for "Best Innovation in Financial Services," the eighth consecutive year it has received the honor since 2013. LANDBANK was cited for its successful implementation of the "Enhanced Environmental and Social Safeguards Relative to Credit Delivery," an innovative initiative for conducting environmental and social due diligence (ESDD) for all Bank-financed projects and accounts. This is to ensure compliance to applicable environmental and social laws and regulations, which in turn minimizes credit risks.

The Sustainability Certification was granted to ASKI after it adopted the world's first holistic, robust and locally sensitive set of standards to make value-driven financial institutions more resilient, profitable, and key players in the implementation of national development agenda and protection of natural environment in which they operate. ASKI had to undergo a rigorous process over the past 18 months for fulfilling the criteria. The Sustainability Certification is valid for three years.

DBP loans jump 15.6%

State-owned Development Bank of the Philippines (DBP) continued to boost its financial support for strategic growth initiatives in the second quarter, with Php364 billion in loans to borrowers reflecting a notable 15.6% increase from the Php315 billion recorded during the same period last year, a top official said.

DBP President and Chief Executive Officer Emmanuel G. Herbosa said the provision of sustained development financing to business and industry remains crucial as the country gradually recovers from the effects of the current global health crisis.

Source: DBP website

SME Bank offers relief

About 3,090 of SME Bank's customers, with a total financing of RM4.8 billion, have opted for its restructuring and rescheduling package offered under the SME Relief Programme (SRP).

These micro, small and medium-sized enterprises (MSMEs) are from the tourism, education, public transport, health and petrol station SME sector, and have met the SRP's criteria in line with the Entrepreneur and Cooperative Recovery Plan. SME Bank group president and chief executive officer, Aria Putera Ismail said the SRP is formulated based on the needs and robustness of each customer's business cash flow.

Source: www.thestar.com.my (Oct. 1, 2020)

COVER STORY

The coronavirus pandemic has caused loss of life, health risks, financial woes, economic downturn, and disruption on the way people and organizations go about their life and business.

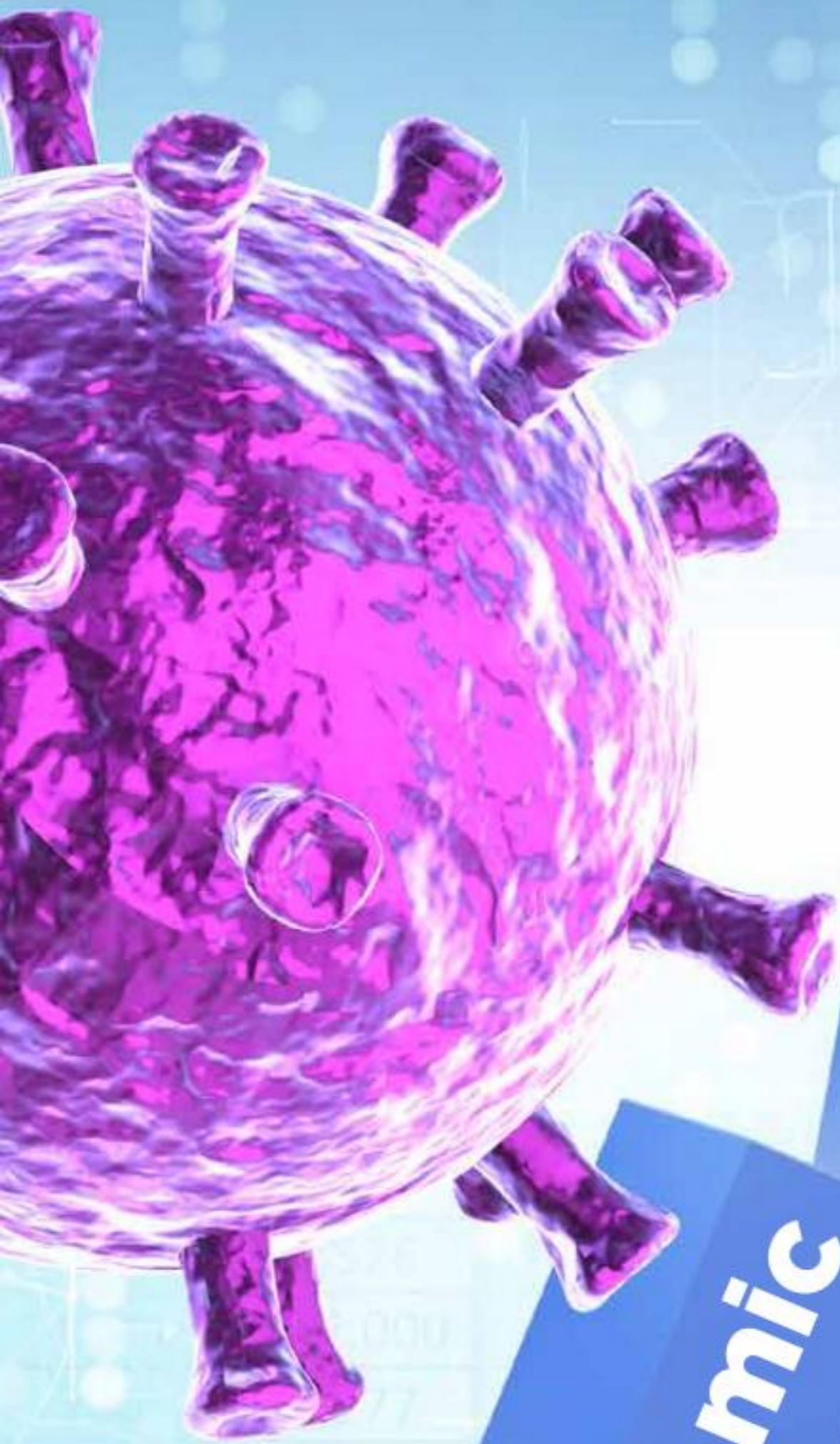
In this dire environment, development finance institutions (DFIs) are again called upon by their governments to do their part in mitigating the lingering effects of the pandemic and to provide long-lasting solutions going forward.

Against this backdrop, the days of “business as usual” are over and a “new normal” is emerging. DFIs must innovate to deliver services that matter most to their constituencies. They must innovate to pursue clarity of purpose, to optimize board and governance systems and structures, to improve on internal culture and efficiency, to enhance financial stability and influence, and to accelerate progress and focus on sustainability into the future.

This year’s ADFIAP Annual Meeting — the first to be held virtually in its 44-year history — will serve as a venue for sharing and learning current best practices, challenges, and ideas, as well as provide thoughts and perspectives on the way forward in carrying out the mandate and operation of DFIs.

The two-day annual meeting will feature key representatives from member-DFIs in the Pacific, North Asia, the ASEAN, South Asia, and Western and Central Asia reporting on the present situation in their countries and perspectives on moving forward.

DFIs



and the

Pandemic

THE WAY FORWARD





ADFIAP CEO OF THE YEAR
ROLANDO B. VICTORIA

He joined the microfinance institution even without compensation. With a borrowed table, an old typewriter, and an electric fan he got as a wedding gift, he started the operation of ASKI. Now, Mr. Rolando B. Victoria is reaping the rewards as President and CEO of the ASKI Group of Companies, Inc.

How long have you been with ASKI?

I started working with ASKI in June 1987. I was considered as the Founding Executive Director, being the first employee of the organization. It was born after the EDSA People Power revolution in 1986.

At the time, poverty and unemployment were widely felt because of the transition of leadership. When it was offered to me by the founding Board, I was hesitant at first because I have my own accounting firm and I have no idea on what the organization will do. I just said "Yes," being a brother of the Knights of Columbus.

I accepted the position without any compensation in the first few months because as a new microfinance institution, ASKI had no capital to speak of. By God's grace, we were able to start our operation with a loan portfolio of Php460,000 (US\$21,905) provided by Maranatha Trust of Australia. We started with three employees: with myself as the Executive Director, one secretary-typist, and one project officer. We had our first 25 clients during our pilot year. They created 79 jobs and benefitted 642 people.

After 33 years, I can say that I made the right decision and it was all worth it.

What is your vision for ASKI as its President and CEO?

Nelson Mandela once said, "Action without vision is only passing time; vision without action is merely day dreaming, but vision with action can change the world."

The same is true with my vision for ASKI: to be an organization that will create more opportunities for the people in the outskirts of the urban communities and transform them through innovation and technology. As we gear towards the Fourth Industrial Revolution, we have to adapt to the call of the fast-changing world for the business to thrive without compromising the social mission of the organization.

What would you consider as your biggest contributions to ASKI's growth?

I started with ASKI without any available funds, literally from scratch. We borrowed our first table and an old Underwood typewriter. I had to bring the electric fan which was a wedding gift to me and my wife. During the pilot year, I had to bring even bond paper, carbon paper, and other office materials for ASKI's use. Even the telephone was provided by one of the founding Boards. After one month, the typewriter and the electric fan were stolen. We resorted to caroling during the Christmas season and approaching the friends of our Board to raise needed funds.

Being with ASKI for the last three decades and having witnessed its formative years to how it grew today, there is nothing more rewarding than to reach a significant milestone in its history and see the fruits of the hard work of the people behind its success.

We were able to nurture award-winning micro-entrepreneurs, empower persons with disabilities by giving them the opportunity to run their small businesses, and provide access to education by giving scholarship to poor but deserving children of ASKI clients.

In return, recognitions in the international and local fronts poured in for ASKI's financial and non-financial services. These awards served as our inspiration to enliven our mission.

Slowly, we also realized our dream of setting up the 12 strategic business units of ASKI to provide more services to our clients. The creation of these institutions was an innovation to address the socio-economic problems in the regions of our operation. We now have more than 120,000 clients and insured more than 800,000 members and their families as part of their social protection.



Together with these contributions is the development and investment in human capital. The human resources are the strength of the organization. They are our greatest asset. This is why, I also prioritized staff capacity development program. They were sent to different trainings in the national and international levels aimed at enhancing their knowledge and skills. We continue to bring in new talents and continuously develop them.

What does the “ADFIAP CEO of the Year” recognition mean to you?

Being named as the ADFIAP CEO of the Year at this time of global health crisis is a big challenge for us and, at the same time, an honor to be included in the roster of internationally acclaimed development partners working together to empower people and

bring positive impact to the different communities in a sustainable way. Recognitions like this will further inspire us to continue and go beyond our mission to help underprivileged families who are the most affected of the current global crisis. Likewise, we believe that the award will further widen our network that will join and support our initiatives.

What challenges and opportunities do you see for ASKI from this pandemic?

The global pandemic created a lot of challenges and opportunities in the organization.

We were used to deal with other natural disasters like typhoons since our areas of operation are frequently visited by typhoons. We have developed our own Guidebook on Disaster Risk Reduction and Business

“Slowly, we also realized our dream of setting up the 12 strategic business units of ASKI to provide more services to our clients. The creation of these institutions was an innovation to address the socio-economic problems in the regions of our operation. We now have more than 120,000 clients and insured more than 800,000 members and their families as part of their social protection.”

Continuity Planning for Microfinance Institution. But facing a global pandemic is a different scenario.

Restricting people’s movement and temporary closures of businesses affected all of us and the entire economy.

When the lockdown was implemented in the Philippines in March 2020 due to the increasing cases of COVID-19, the government also passed the “Bayanihan to Heal as One” Act that provides two tranches of social amelioration program for those affected by the lockdown. It also mandates financial institutions to implement loan moratorium without imposing penalties and interest for non-payment of loans.

This situation affected ASKI because we have to provide for the salaries and benefits of the staff. We need to sustain our liquidity for the credit operations, pay for the withdrawal of savings of clients and other operating expenses. We are also in close coordination with the creditors to reschedule or adjust loan amortizations since clients were also given moratoriums. Placing the entire Luzon island in community quarantine restricted people’s movement. Thus, we cannot continue with other programs and services.

However, we have seen these challenges as an opportunity to showcase the importance of digital technology in terms of fund transfers, loan payments, savings mechanism, purchase of goods, and many others. We are aggressively promoting the use of digital technology as we embarked on a paperless transaction. Online mobile applications were developed by our IT team like e-payslip, online daily time record, online leave application and job application, and digital mobile wallet, to name a few. We also implemented the Work from Home arrangement with the staff and explored possible advantages of the scheme. This helps, not only in preventing the spread of the virus, but also reducing the emission of carbon footprint.

During the height of the lockdown period, we were able to continue our Corporate Social Responsibility programs through the distribution of face masks, face shields, and food packs to frontliners like doctors, nurses, police and military personnel managing checkpoints, distribution of seeds for backyard gardening as additional source of income and grocery packs to selected members of the current ASKI program.

It also enabled us to look into austerity measures the organization can implement like reduction on water and electricity consumption, gasoline expenses as travels were restricted, meals during meetings since it is now done virtually, and local and international trainings, among others.

What lessons have you learned from this pandemic?

Seeing the situation, we saw the need to really implement the national identification system and the importance of digital transactions. We personally witnessed this problem during the distribution of social amelioration. It created chaos. The intention of the government support is to encourage people to stay at home to avoid the spread of the virus. However, due to the tedious processes involved and the delay in releasing the fund, people were forced to go out to sustain their daily living.

The government must recognize that the use of digital transactions and having one ID system can be beneficial to avoid face-to-face transactions. If other developing countries can do it, the Philippines can also do the same. On our part, we will also fast track the implementation of online system for loan application and payments.

At the end of the day, what we have experienced taught us a great lesson that we need to innovate and act as we journey the road to recovery. I have high hopes that after this pandemic we will continuously transform lives and build sustainable communities.

AND THE WINNERS ARE...

The ADFIAP Awards continues its prestigious tradition of excellence on its 22nd year. It honors individuals and institutions who have contributed significantly to the development of their respective countries.



OUTSTANDING DEVELOPMENT PROJECTS



Winner:
Credit Guarantee Corporation
Malaysia Berhad
CGC SME Apprentice Scheme

This one-year training program for student graduates of TVET provides much-needed skills required by the Malaysian job market. A total of 21 SMEs - building maintenance, oil and gas, industrial ventilation, IT maintenance, construction and engineering - in 8 states in Malaysia have benefitted from the CGC SAS.



Merit Awardee:
DFCC Bank
#Together We Grow Initiative by HR



Winner:
Land Bank of the Philippines
Green Climate Finance

LANDBANK's accreditation to the Green Climate Fund (GCF) is a significant step to access international global finance, and allow it to avail of concessional financing instruments to catalyze private sector investments.

As a Direct Access Entity, LANDBANK can channel GCF resources to projects in agriculture, fisheries, microfinance, energy access through small and medium enterprises and local government units, sustainable transport, housing and tourism.



Merit Awardee:
Development Bank of the Philippines
Imperial Homes Corporation: Developing Solar-Powered Resilient Communities

**CATEGORY 3:
SME
DEVELOPMENT**

Winners:

National Bank for Agriculture & Rural Development (NABARD)
Off-Farm Development Projects

NABARD has institutionalized "Agri-Business Incubation Centres" (ABICs) in facilitating an ecosystem conducive for the growth of agri-enterprises, employment generation, and income-generating activities, especially in rural areas. It has also supported agricultural universities in setting up ABICs.



SME Bank Malaysia
Bumiputera Exporters Program (BEST Exporters)

The program resulted from the collaboration of three government agencies: Unit Peneraju Agenda Bumiputera (TERAJU), SME Bank Malaysia, and the Malaysia External Trade Development Corporation (MATRADE). It aims to develop potential or existing Bumiputera SMEs to become exporters. The program provides eligible Bumiputera SMEs up to RM200,000 grant amount for exports initiatives and undertakings.



Merit Awardee:
Credit Guarantee Corporation Malaysia Berhad
MyKNP@CGC

**CATEGORY 4:
INFRASTRUCTURE
DEVELOPMENT**

Winners:

China Development Bank (CDB) Amur Gas Processing Plant (AGPP)

The AGPP is an important component of the chain of natural gas supply from Russia to China via the Eastern Gas Route under the sale and purchase agreement between Gazprom and CNPC. AGPP will produce gas, helium, ethane, and liquefied hydrocarbon gases out of the natural gas from the Yakutsk and Irkutsk gas production fields. The project will spur social and economic development in Far Eastern regions of Russia.



Development Bank of Japan

Recovery in Fukushima, Japan, from the 2011 earthquake and nuclear power plant accident: Finance for the development of renewable energy transmission optimizing existing assets in the affected region

The Development Bank of Japan, Mizuho Bank, and Toho Bank, extended finance to Fukushima Souden KK, a power transmission developer/operator in Fukushima Prefecture, which is recovering from the Great East Japan Earthquake and nuclear power plant accident of 2011. The company was created under "The Fukushima Plan for a New Energy Society," a government initiative to promote the adoption of renewable energy (RE) in the region, and to develop and manage 75 km of transmission lines connecting RE plants with general transmission companies.

Merit Awardees:

National Bank for Agriculture & Rural Development (NABARD)

Rural Infrastructure Development Fund (RIDF)

PT Sarana Multi Infrastruktur Persero

Blended Finance for Rehabilitation & Reconstruction Program after Natural Disaster (earthquake, liquefaction and tsunami) in Central Sulawesi

ADFIAP AWARDS

CATEGORY 5: TECHNOLOGY DEVELOPMENT

Winners:
IPDC Bank
Supply Chain Finance

IPDC has digitalized the supply chain financing process by launching "Orjon," the first blockchain-based supply chain platform in Bangladesh that enables a lender to process supply chain loan application in half an hour. IPDC has onboarded more than 2,000 MSMEs and 12 corporates and has disbursed about BDT8 billion within the first year of launching Orjon which has helped MSMEs acquire new businesses, leverage their existing strength, and generate employment.



SME Bank Malaysia
National SME Digital Platform (NSDP)

The NSDP aims to boost growth and sustainability of Malaysian enterprises by providing SMEs with easy access to financing programs, market via e-marketplace and e-procurement; and business training and capability enhancement. SMEs will also be able to adopt to the technology faster and their technological knowledge will be enriched towards the digital economy.



Merit Awardees:
Land Bank of the Philippines
Digital On-Boarding System (DOBS)

Pag-IBIG Fund
Virtual Pag-IBIG: Digitized Service of Pag-IBIG Fund (Virtual Branch, Payment Portal, and Chat Facility)

Winners:
JSC Development Bank of the Republic of Belarus
Export Support Program

The bank provides export leasing services and non-financial support to exporters and promotes export goods and services in Europe, America, Asia and Africa. It has also participated in financing the purchase of Belarusian machinery and equipment, buses, metal works, wooden items, and provision of construction services (for dwelling houses, schools and social facilities) in more than 20 countries.



Tekun Nasional Bank
Internalization of Successful Reference on Microcredit-TEKUN

Tekun Nasional Bank has taken a different approach in engaging entrepreneurs during trade missions, conferences, and expositions, and in seminars and forums by making the entrepreneurs internalize the importance of micro-credit in enterprise development, innovation of products and services, and post-credit support services. Through the scheme, the entrepreneurs realize the rationale behind the need for proper monitoring and evaluation of their KPIs.

Merit Awardee:
China Development Bank
Lekki Deep Water Port Phnom Penh-Sihanoukville Expressway Project

CATEGORY 6: TRADE DEVELOPMENT

**CATEGORY 7:
LOCAL ECONOMIC
DEVELOPMENT**

Winner:
Bank for Development and Foreign
Economic Affairs (VEB.RF)
Site of Attraction for Monotowns'
Project

The credit program for SMEs in monotowns in Russia provided zero interest rate for loan amounts of 5 to 250 million RUB (approximately USD78,000-3.9 million) of up to 15 years with guarantee cover from the SME Corporation of Russia. A monotown is a municipal entity with a population of more than 3,000 people, at least 20% of whom are employed by enterprises belonging to a single company. In 2019, the total amount of loans under a guarantee was 232 million RUB (USD 3.6 million).

Merit Awardees:
North Eastern Development Finance Corporation (NEDFi)
Weed to Wealth

EximBank of India
Looms of Ladakh (LOL) GRID-MAS

Development Bank of the Philippines
Starhorse Shipping Lines, Inc.

Winner:
North Eastern Development
Finance Corporation (NEDFi)
NEDFi Micro Finance Scheme
- An Initiative towards Financial
Inclusion

**CATEGORY 8:
FINANCIAL
INCLUSION**

The innovative financial inclusion project aims to help the grassroots small borrowers in unserved and underserved areas by identifying and strengthening institutions and partnering with them for the delivery of microcredit and other financial services in a sustainable manner. Aside from the concessional interest rates, credit support services are also provided to borrowers.



Merit Awardees:
PT Sarana Multi Infrastruktur Persero
Desa Bakti Untuk Negeri 2 (DBUN 2) - A devoted village to
the country 2

Small Business Corporation (SBCorp)
Pondo sa Pagbabago at Pag-asenso (P3) Program



**CATEGORY 9:
CORPORATE
GOVERNANCE**

No entries

Winner:
Bank for Development and
Foreign Economic Affairs (VEB.RF)
Improvement of the School Education
in the Republic of Sakha (Yakutia) Russia

**CATEGORY 10:
CORPORATE SOCIAL
RESPONSIBILITY**

This is the first Russian social impact project launched jointly in 2019 by VEB.RF, Far East and Baikal Development Fund, Higher School of Economics University, and the Government of Yakutia to improve the quality of general education and transform general education management in 28 schools with a student population of about 5,000 in the remote district of Khangalassky, Yakutia (Sakha).



Merit Awardees:
DFCC Bank
English for All

PT Sarana Multi Infrastruktur Persero (SMI)
Eye Health Examination for 6,000 Elementary Students

INDIVIDUAL AWARDS

OUTSTANDING
CEO AWARD

Rolando B. Victoria
President and CEO
ASKI Group of Companies, Inc.



BEST
WEBSITE

IDBI Bank
www.idbibank.in

SPECIAL AWARDS

BEST
SUSTAINABILITY
REPORT



Pag-IBIG Fund
www.pagibigfund.gov.ph



FIRST
PAYOR

JSC Development Bank of
the Republic of Belarus



Nurturing the advancement of SMEs nationwide and its ecosystem are the thrusts of our existence.

At SME Bank, we not only meet your financing needs, instead, we support your business growth through the provision of timely and professional advisory services.

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How are development financing institutions (DFIs) pivoting in this unprecedented global pandemic? In this Q&A interview, we asked the heads of some of ADFIAP's member-institutions, and here are their answers:

What operational challenges do you see arising from this pandemic?

**Export-Import Bank of India (India Exim Bank)
Managing Director David Rasquinha**

Financial institutions are facing two major challenges in the wake of COVID-19. First, challenges in the real sector are expected to permeate to the financial sector, affecting the asset quality and profitability of banks. Concomitantly, business generation is also

likely to be impacted on account of travel restrictions and reduction in face-to-face contact, leading to a double whammy for the financial institutions.

According to India Ratings and Research, the impact of COVID-19 and the associated policy response in India is likely to result in an additional Rs. 1.7 trillion (-US\$23.3 billion) of debt from the top 500 debt-heavy private sector borrowers in India turning delinquent between FY21-FY22, and the proportion of stressed debt is likely to increase to 18.2% of the outstanding quantum.

The second major challenge is heightened operational risks, necessitating financial institutions to work towards ensuring safety of customers and employees, bolstering IT infrastructure to facilitate

remote working, ensuring availability of services from third-party service providers, and fostering cyber resilience.

**Land Bank of the Philippines
President and CEO Cecilia C. Borromeo**

Aside from the health and physical constraints, the pandemic also poses a major economic challenge to our clients specifically on the ability of borrowing customers to pay loan amortizations due to work and business disruptions. Which is why we have extended to our clients relief packages in the form of payment moratoriums, additional credit and loan restructuring during these challenging times.

While we have actively promoted cashless payments and LANDBANK's online banking services for safer banking during this time, we have also monitored a surge in cases of cyber crimes and various forms of fraud online. As clients shift to online systems, they have been met by threat actors who want to take advantage of this situation and have been more aggressive in targeting online clients and financial institutions.

What role do you think DFIs must play to help their governments/countries cope with or bounce back from this pandemic?

Development Bank of the Philippines President and Chief Executive Officer Emmanuel G. Herbosa

DFIs need to step up to the challenge and collaborate with other agencies to meet the demands resulting from the pandemic. They must find ways to boost the economy for systemic impact on target sectors with an eye on their own balance sheets. This could involve reviving capital market, keeping businesses solvent and operational, financing innovations to solve crisis-related problems, enabling distribution of financial aid to and protection of the most vulnerable sectors of the economy.

DFCC Bank Director and CEO Lakshman Silva

The primary role of DFIs is to support sustainable economic growth. Assisting economies affected by crisis situations to get back on track towards prosperity is very much within the mandate of a DFI. In many instances, governments cannot support post-crisis recovery all by themselves and partially relies on the financial services sector to provide the necessary support for individuals and businesses to get back on their feet again.

A key element in this recovery is providing cashflow support in the form of additional credit facilities and repayment concessions on existing financial commitments so that businesses can continue even with low business volumes, and most importantly, jobs are safeguarded.

DFIs that tend to have longer-term objectives than traditional commercial banks can take a calculated approach towards supporting the recovery affected businesses by providing them with long-term financial support, providing financial advisory on effectively managing cashflows during times of stress, and through structuring of facilities to ease the burden a business faces in a time of crisis.

Commercial lenders are quick to exit industries which are likely to take a long term to recover, often placing such industries in danger of collapse, leading to loss of livelihoods. DFIs, on the other hand, can continue to provide support through their long-term funding sources, access to credit lines, and government funding.

What has your institution done to help your country meet the challenges arising from this pandemic?

Fiji Development Bank Acting CEO Saiyad Hussain

The bank acted with urgency and rolled out FDB's COVID-19 Affected Customer Relief Package assisting customers in terms of repayment easement through combination of factors like repayment holiday, interest-only payment, and other means of re-negotiations on loan contracts. Such relief was offered, on case-to-case basis, to a customer-base of over 4,000 of a portfolio worth \$541 million to assist the customers to stay open for business.

The bank has also been able to step in and supply to any credit gap in the market by accessing low-cost financing through Government-facilitated central bank's funding facilities, namely the RBF's Disaster Rehabilitation and Containment Facility and the MSME Credit Guarantee Scheme.

As a DFI, the bank stepped in to target a strategic sector of the economy affected by the pandemic. FDB secured low-cost funding to finance the national airline to sustain its minimum operation for cargo and repatriation flights, while awaiting borders to re-open. Such development impact financing saw FDB supporting a sector that was in need of access to finance.



Cecilia C. Borromeo
President and CEO
Land Bank of the Philippines



Emmanuel G. Herbosa
President and CEO
Development Bank of the Philippines



Saiyad Hussain
Acting CEO
Fiji Development Bank

Mr. Rasquinha of India Exim Bank

The Reserve Bank of India (RBI) has permitted financial institutions to extend moratorium on payment of all instalments in respect of term loans. Lending institutions are also permitted to allow deferment on recovery of interest applied in respect of working capital facilities. Lending institutions are also permitted, at their discretion, to convert the accumulated interest for the deferment period, into a funded interest term loan which shall be repayable not later than March 31, 2021. Lending institutions have also been permitted to recalculate the 'drawing power' by reducing the margins, and/ or review the working capital sanctioned limits up to March 31, 2020, based on a reassessment of the working capital cycle. India Exim Bank accordingly extended these relaxations to its clients.

India Exim Bank also recognized that the COVID-19 outbreak and the consequent supply chain disruptions could lead to a realignment of global production centres. India could stand to benefit from risk mitigation measures taken by global corporates to avoid over-dependence on single country sourcing. Recognizing the opportunities arising from such realignments, India Exim Bank launched a new initiative called the Ubharte Sitaare Programme (USP), with an aim to build globally competitive companies in India. Under this initiative, India Exim Bank and the Small Industrial Development Bank of India will jointly identify companies across various sectors, which are successful domestically but not in the export markets.

Mr. Silva of DFCC Bank

The bank generously extended relief measures and additional working capital facilities mandated by the Central Bank of Sri Lanka to our customers which proved to be a lifeline during this time of crisis.

DFCC believes that exports are the key to the national recovery from the Covid pandemic. To support our SME entrepreneurs engaged in export industries, the Bank has launched its own credit scheme "Sahanaya" under which long-term funding can be obtained at a competitive fixed interest rate which would provide a hedge against interest rate fluctuations and make financial planning simpler.

The Bank remains on a continuous lookout for additional opportunities to get involved and contribute in the national recovery from the effects of the COVID pandemic.

Ms. Borromeo of LANDBANK

Under the Implementing Rules and Regulations of Republic Act No. 11469 or the "Bayanihan to Heal as One Act," LANDBANK contributes to "ensure the availability of credit to productive sectors of the economy especially in the countryside through measures such as, but not limited to, lowering the effective lending rates of interest and reserve requirements of lending institutions."

As such, LANDBANK plays a crucial role in financing the country's recovery and rehabilitation measures. This includes contributing to efforts to revitalize our



David Rasquinha
Managing Director
Export-Import Bank of India



Lakshman Silva
Director and CEO
DFCC Bank

economy by responding to the financial requirements of key productive sectors, such as small farmers and fishers, micro, small and medium enterprises, and local government units.

With our experience in effectively delivering cash grants under the country's Conditional Cash Transfer Program, LANDBANK also has the expanded mandate to support National Government Agencies in delivering various social amelioration programs to vulnerable sectors most affected by this health crisis.

LANDBANK has been providing uninterrupted access to banking services, while performing a critical role in the delivery of various support initiatives, especially to the most vulnerable sectors. Below are some of these initiatives:

- Uninterrupted banking and e-banking channels
- Social Amelioration Programs
- New lending programs (Php10 billion for HEAL or Help via Emergency Loan Assistance for LGUs Program as emergency funding for provincial, city, and municipal governments; Php10 billion for RISE UP LGUs Lending Program; I-RESCUE Program for SMEs; Countryside Financial Institutions Enhancement Program-2020 Calamity Assistance Program; and
- Relief for borrowers in the form of payment moratoriums and waiver of fund transfer fees for PESONet and InstaPay channels until December 31, 2020.

Mr. Herbosa of DBP

The Bank continues to support the National Government in the fight against the pandemic in the country, ensuring the availability and accessibility of financial services nationwide. As of September 18, and in line with Republic Act 11469 or the Bayanihan to Heal as One Act, DBP has undertaken the following initiatives, among others:

- Moratorium on loan repayments for 7,261 borrower-accounts and approval of new projects in the cumulative amount of Php4.05 billion;
- Continued moratorium on repayment of salary loans involving 52,490 government employees;
- Continued processing of loan releases for 696 enterprises (excluding 675 rollovers) in the amount of Php47.57 billion;
- Release of calamity loan to 431 employees-Provident Fund members in the amount of Php17.1 million; and
- Continued processing of remittances and other financial transactions to ensure the continuous flow of goods in the country.

DBP also facilitated the release of cash aid, such as the Department of Agriculture's Rice Farmers Financial Assistance Program, and encouraged investments in the National Government's "Progreso Bonds" or Retail Treasury Bonds Tranche 24 (RTB-24), a five-year government-issued debt security to augment government funds for projects related to pandemic response.



ADFIAP Development Awards 2020



ADFIAP Development Awards 2020

LANDBANK bags two awards at the ADFIAP Development Awards 2020

At LANDBANK, we take pride in our dedication to go the extra mile.

We reach out and extend reliable financial products and services to all provinces in the country.



We deliver a delightful and effortless banking experience by creating innovative digital solutions.

We provide various opportunities for growth, especially to small farmers and fishers.

We put a premium on incorporating quality environmental management practices in everything that we do.

We empower communities, support their journey to development, and help our nation GROW.





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 Webchat: <http://www.bsp.gov.ph> | SMS: 021592277 (Globe) Facebook: @BangkoSentralngPilipinas

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