

PLANTERSBANK FORSMES & the communiTY

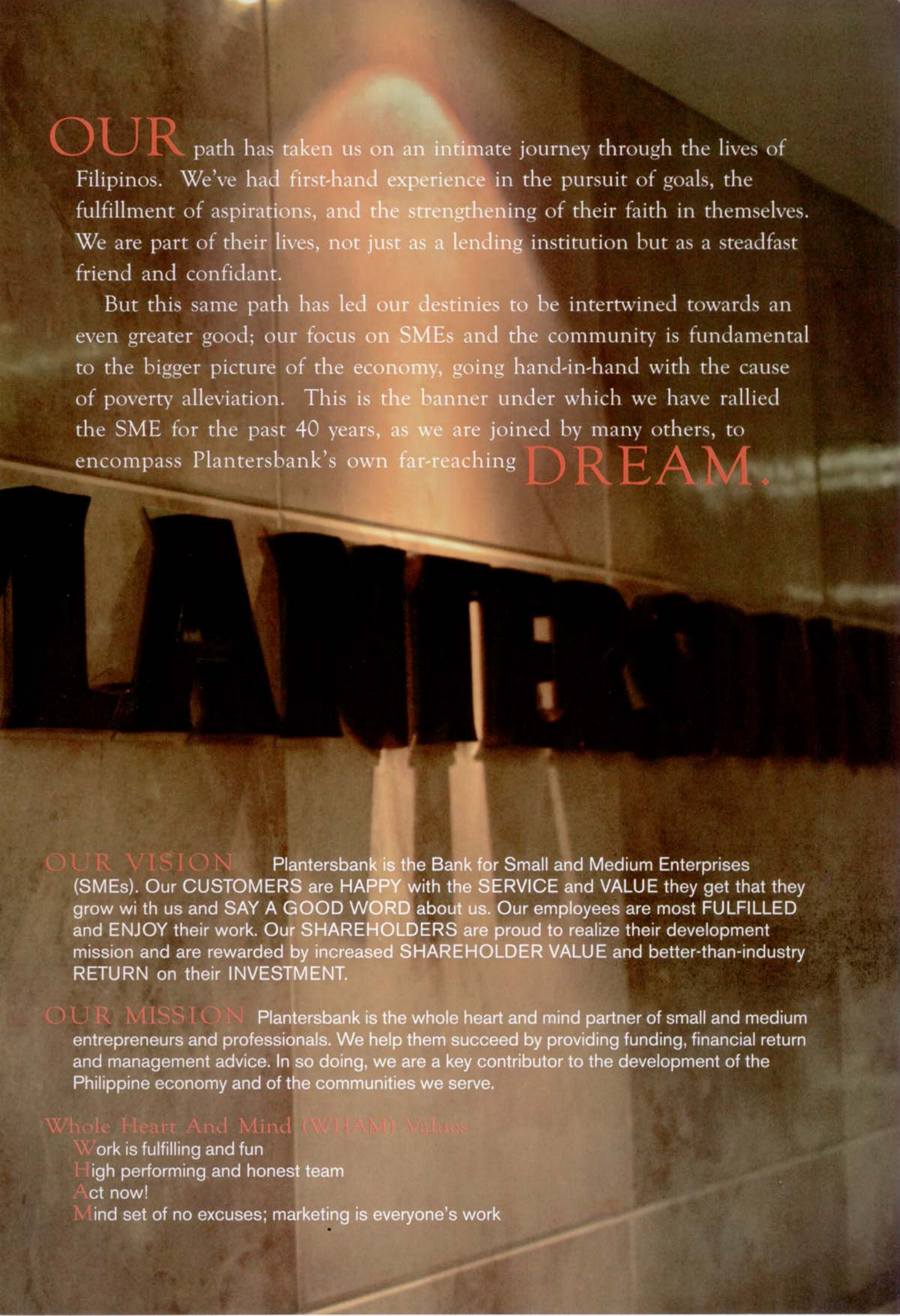


2001 annual report

1961
2001



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OUR path has taken us on an intimate journey through the lives of Filipinos. We've had first-hand experience in the pursuit of goals, the fulfillment of aspirations, and the strengthening of their faith in themselves. We are part of their lives, not just as a lending institution but as a steadfast friend and confidant.

But this same path has led our destinies to be intertwined towards an even greater good; our focus on SMEs and the community is fundamental to the bigger picture of the economy, going hand-in-hand with the cause of poverty alleviation. This is the banner under which we have rallied the SME for the past 40 years, as we are joined by many others, to encompass Plantersbank's own far-reaching **DREAM.**

OUR VISION Plantersbank is the Bank for Small and Medium Enterprises (SMEs). Our CUSTOMERS are HAPPY with the SERVICE and VALUE they get that they grow with us and SAY A GOOD WORD about us. Our employees are most FULFILLED and ENJOY their work. Our SHAREHOLDERS are proud to realize their development mission and are rewarded by increased SHAREHOLDER VALUE and better-than-industry RETURN on their INVESTMENT.

OUR MISSION Plantersbank is the whole heart and mind partner of small and medium entrepreneurs and professionals. We help them succeed by providing funding, financial return and management advice. In so doing, we are a key contributor to the development of the Philippine economy and of the communities we serve.

Whole Heart And Mind (WHAM) Values

Work is fulfilling and fun

High performing and honest team

Act now!

Mind set of no excuses; marketing is everyone's work



DEAR
friends, clients,
colleagues,
SHAREHOLDERS

In a succession of difficult years, it seemed that the worst had been reserved for 2001. The severe political and economic developments became the major hurdle to Plantersbank in meeting its goals during the past year. Once again however, as it has done in years past, Plantersbank rose to the challenge through its dynamism and the strength of its character as an institution.

It was certainly an exciting beginning for the country, though one that failed to pick up. A confluence of negative developments clouded the first year of a new administration initially brimming with high hopes and expectations. Political instability and peace and order problems in Mindanao eroded investor confidence in the country. The bleak economic scenario culminated in the tragedy of September 11, the consequent global war on terrorism and the unprecedented parallel recessions in the US and Japan, our two major trading partners.

Despite these significant reversals, the Philippine economy exhibited remarkable resilience and managed a 3.4% GDP (Gross Domestic Product) growth during 2001, surpassing most forecasts. The agriculture and services sectors were the major drivers of growth while personal consumption was boosted by the vigor in rural incomes.

With the prolonged economic slowdown, the banking system continued to be saddled by deteriorating NPL (Non Performing Loans) ratios and rising ROPOAs (Real and Other Property Owned and Acquired) with the industry's loan portfolio expanding only





marginally. Subsequently, there was also a weakening of the industry's ROE (Return on Equity) and ROA (Return on Assets) ratios.

It was certainly a trying year, but prudence was the better part of valor as we sharpened our focus on key strategies and action programs and emerged an even stronger bank as we performed much better than the banking industry. Although our bottomline showed moderate results, 2001 proved to be another year of accomplishments as we firmly laid the foundation for the upturn.

The highlights of our financial performance are as follows:

- Total resources reached P20.6 billion, a modest growth of 2.0% year-on-year, supported largely by the record growth in deposits.
- Current loan portfolio actually increased by 1.3% or P142 million as a result of the continued expansion of our housing installment receivables (CTS) portfolio, effectively covering scheduled principal paydowns amounting to over P1.0 billion.
- Relentless collection efforts reduced non-performing loans by P271 million to P1.3 billion, resulting in a further improvement in our NPL ratio - from 11% of 2000 to 10.5%, better than the average NPL ratios posted by the commercial and thrift banking sectors.
- On the funding side, the intensified deposit drive, especially for low-cost funds increased total deposits by 14% or P1.2 billion to P9.2 billion. This was achieved in spite of the relocation of four branches during the year.

- Program funds had been constrained by limited loan demand but with a year-end level of P5.2 billion, these funds continued to support over 40% of total loan portfolio.
- For 2001, Plantersbank's net income after tax of P83.8 million, 2% lower than the previous year's earnings primarily because of the decrease in fees and other income.

Despite the unfavorable conditions that prevailed during 2001, the bank turned in a profitable performance.

- With the decline in profits, return on equity and return on assets were at 3.86% and 0.45%, respectively, lower than the previous year's 4.5% and 0.5% but higher than banking industry averages as of end September 2001.

We had to adopt responsive strategies to turn in a commendable performance under difficult

operating environment. We had to take a very cautious stance on new loans and enact stricter evaluation practices. Businesses also adopted a wait and see attitude during the turbulent environment of the past year.

Our CTS (Contracts-To-Sell) product, which finances housing installment sales, enjoyed robust growth, and compensated for the substantial paydowns of regular loan accounts. This is an original Plantersbank product and our success in this field has encouraged the entry of other players. We shall exert all efforts to ensure our leadership in this sector into the medium term.

We had to rely on greater creativity in remedial management and sale of acquired assets. Creative approaches adopted enabled us to implement various workout programs on problem accounts, push sales of acquired assets and settle litigation cases satisfactorily which resulted in the conversion of close to P600 million of non-performing loans into earning assets. Our Acquired Assets Sales Teams booked total sales of over P500 million in foreclosed properties despite soft real estate market, enabling us to book additional income of P88.3 million.

Our record deposits growth was a high point during 2001 as we intensified our deposit generation campaign.





The growth pace setter was CASA deposits increasing 16% or P312 million over the previous year to reach P2.2 billion. Our B Club product and Super Business Advantage (SBA) were real winners, bringing in low-cost business accounts that can further expand our deposit base. B Club deposits are at respectable levels while our SBA services provided SMEs with cash management services comparable to banking services given to the country's top corporations.

Mid-range deposits grew by 9% or P361 million to P4.3 billion with our new long-term tax-free savings account, "60to-100" generating P271 million in new funds.

By the end of 2001, we achieved our objective of widening our deposit base of stable low-cost and mid-range funds to 75% of total peso deposits and building our long-term deposit placements to over P1.0 billion.

We enhanced effective cost management through institutionalized cost management measures with close monitoring by our Controllership Team. We were able to rationalize our manpower requirements vis-à-vis business volumes generated. The bulk of our personnel are in marketing units thus focusing our effort toward business development with bottomline impact. We became more efficient by lowering other operating expenses without impairment of our services.

We kept our capital expenditures to the minimum by stretching our existing resources and rationalizing equipment acquisitions. With modest investments, we were able to institute important cost-saving measures that would reduce our utility consumption and over-all communication cost over time.



Our continuing support for SME finance has been extended further to the grassroots level through our 40% equity participation in the Micro Enterprise Bank (MEB) based in Davao.

MEB formally started operations in November 2001, opening the door to entrepreneurial opportunities by helping livelihood projects through small loans and proper financial advice.

We continued to share our expertise in SME finance with bankers from Asia-Pacific through our affiliate and ADB-accredited PDB-FMO Development Center. Most recently, the PDCenter has been to Vietnam and Cambodia under the Mekong Project Development Facility. Our initiatives at the PDCenter have enhanced our institutional credibility and effectively support our image as the SME Bank, a model for other countries.

With excellent stories to tell, we raised the public's awareness of Plantersbank through a successful media campaign which accorded the Bank recognition and respect from funding agencies and

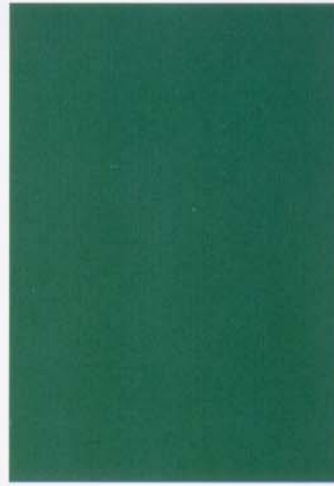


government. With our renowned expertise in SMEs, micro-finance and housing finance, our Chairman and other senior officers have been invited to speaking engagements in various fora on SME development and micro-finance sponsored by various organizations such as the BSP, ADB, The World Bank and leading universities.

Plantersbank is today regarded as a strong, stable and dynamic institution with international shareholders. Firmly adhering to a long term view, we have laid the firm foundation for the expected economic upturn.

We beefed up our Treasury and Funds Management Group with a team of seasoned officers that will allow us to cover the growing investment needs of our SME client base and to maximize our branches' distribution reach. We expect to develop more Treasury products and services that we can offer our borrowing clients and depositors.

We have put in place the initial phase of a timely, accurate and responsive management information system that allows senior management and other officers at various levels of the organization to respond to developments more quickly and to make more informed and better decisions.



We continued to streamline our systems and processes to enhance customer service. We also strengthened our controls and operational risk management with a more effective risk-based approach to branch audits.

Our Training Unit conducted development programs geared not only to improve technical skills of our people but more importantly, the management and leadership skills of middle-level officers and senior management.

We have laid the groundwork for an organization and culture of innovation.

We successfully tapped our middle management in cascading our Vision, Mission and Corporate Values. Our promotion guidelines have been

redesigned to now include the marketing efforts of every employee, reflective of our objective to transform the entire bank into an effective marketing organization. In addition, innovation teams were formed to encourage our people to raise the level of efficiency and cost effectiveness of our bank.

The Year 2001 was another year of achievements and accolades for Plantersbank as we garnered the following awards and recognition:

- The 2001 Asian Banking Award for the e-commerce service, *SME.com.ph*, which provides web-based services and business solutions to SMEs and connects the Filipino entrepreneur to the global market.



- Most Outstanding Participating Financial Institution under the Japan Bank of International Cooperation Facilities for Small and Medium Scale Industries Program.
- Outstanding Participating Financial Institution Award of the Small Business Guarantee and Finance Corporation.
- The Association of Development Finance Institutions in Asia and the Pacific (ADFIAP) appointed our Chairman and CEO Ambassador Jesus P. Tambunting as Special Adviser to the Board of Directors during its 53rd Conference in Tokyo, Japan.

We devoted 2001 to adopting the necessary structural and institutional strengthening measures and strategies. We have put the right organization in place. Our systems and processes are primed for further improvement and streamlining.

Indeed, Plantersbank has emerged from the continuing crisis a much stronger, resilient and dynamic financial institution, ready to face competition and move to the next higher stage of its corporate development.

In closing, allow us to thank our Board of Directors whose guidance and unwavering support carried us through such turbulent times. Your insights enabled us to successfully implement our plans during the year.





We thank our clients for your continuing patronage, trust and support. Our overarching objective is to make delighted customers.

We are grateful to our officers and staff. Your dedication to hard work and commitment to excellence enables our bank to move from strength to strength. Quite simply, our human resource is our greatest strength.

We acknowledge the valuable contribution of our partner agencies - the Development Bank of the Philippines, the Land Bank of the Philippines, the Social Security System, the Quedan Rural Credit

and Finance Corporation, the Guarantee Fund for Small and Medium Enterprises, and the Small Business Guarantee and Finance Corporation.

Over and above all, our faith in the SMEs cannot stand apart from our faith in God as we give due recognition to the part He has played, the wisdom He has imparted, and the favor He has bestowed upon Plantersbank throughout 40 blessed years of service to the Small and Medium Enterprises.

AMBASSADOR JESUS P. TAMBUNTING
chairman and chief executive officer

MARIA FLODELIS F. AGUENZA
president and chief operating officer

Callebaut
The Perfectionists

CHOCOLADE
CHOCOLAT
SCHOKOLADE
CHOCOLATE
CIOCCOLATO
ΣΟΚΟΛΑΤΑ



wit / blanc
weiss / white
bianco / λευκη

Ref.: W2

BELGIAN CHOCOLATE

5 KG



OUR satisfied CLIENTS



Actron Industries, The Food Technology Company. Actron Industries has been catering to the discriminating palate of Filipino and Asian customers since 1979. The company started out as NAARDEN International Philippines under a Filipino-Dutch joint venture arrangement, then assumed its present name in 1981 with 100 percent Filipino ownership.

It states as its mission to contribute to the quality of life of Filipino and Asian customers by providing world-class ingredients, high technology equipment, and services to the food industry. Since 1980, the company has established partnerships with world leaders in the field of flavors, caramel colors, fractionated butter, industrial chocolates, food ingredients and modern baking equipment.

Today, Actron is a distributor of NIELSEN Flavors, Food Ingredients and Texturized Vegetable Protein (TVP). The company is also the exclusive Philippine agent of N. Corman of Belgium, the world leader in fractionated milk fat technology; Barry Callebaut, the leading global supplier of quality industrial chocolate products; and D.D. Williamson, the world leader in powdered caramel colors for the food industry. It also manufactures Bakersfield products and Instant Yeast for the bakery and food service industry.

Servicing a roster of international corporations, Actron Industries sees in its future to further expand its range of products and services and tantalize the taste buds of even more people worldwide.



OUR
clients are our reason for
BEING

In its earlier stages, the local banking industry really didn't have much to offer the aspiring but financially challenged Filipino entrepreneur. Smaller enterprises were naturally riskier investments so financing services were somewhat limited to the larger, more established corporations, leaving out most SMEs. As it was, it left out a little too much.

Today, Plantersbank leads the way in pioneering financial services for SMEs all over the Philippines, even in the Asia-Pacific region.

It all started when Jesus P. Tambunting, then senior executive in one of the country's leading commercial banks, looked into acquiring a small bank where he could pour all his concepts and strategies for running a bank.

The first acquisition was a rescue mission. The Bulacan Savings and Loan Association, a small thrift institution in Bulacan was in the red, and needed adequate funding and management to get back on its feet. Jesus P. Tambunting immediately set out to enlarge the bank's operations by merging with a second, somewhat more substantial purchase: Bulacan Development Bank. The plan then was to build up the merged bank, move it to Manila and eventually transform it into a commercial bank. But because of its size, the bank had no choice but to cater to small businesses particularly in the countryside where it was based.





His hands-on approach brought him into personal contact with an array of underserved and marginalized entrepreneurs of the area. To see small businessmen beside themselves with elation over the availability of bigger and better loans was a revelation to him. He realized how a small bank could make a mighty impact on this neglected sector of the economy. In a transformation of personal convictions, he decided that no matter how big the bank got, it would stay committed to the SME. His dreams of establishing a big commercial bank were replaced with pioneering services for the small and medium enterprises, and went the way of development banking to become Plantersbank.

Ironically, the practice of development banking was underdeveloped, and J.P. Tambunting had to rely on his background in commercial banking and his instincts that would later prove on the dot in going about the bank's operations. It required some reeducation not

just of the bank employees who mostly came from commercial banks, or were original employees from before the acquisition, but of the market as well. It involved introducing small entrepreneurs to accounting and business practices like keeping financial records and budgets, documenting property and adhering to regular payment schedules. At the same time loan officers immersed themselves in the clients' businesses, helped the entrepreneurs draw financial projections, put up accounting systems and walked them through the steps of the formal credit process. This personal way of doing business is alive to this day with Plantersbank's direct monitoring of their clients' development through plant visits and regular follow-ups.

Plantersbank kept a sharp eye out for opportunities for expansion and growth. The years after saw consolidations, mergers or acquisitions of thrift institutions as a deliberate growth strategy to situate



itself in strategic locations where potential for SME expansion was visible. Plantersbank was in a very favorable position and made full use of the cascade of government subsidies that were open to development banks. They realized however that the bank had to be able to stand on its own two feet when these advantages ended. So while continuing to make the most out of the subsidies, the bank geared towards a market-oriented operation.

At one point, the bank discovered a hitherto unknown but very valuable resource: the Development Bank of the Philippines (DBP), through their project-financing concept, had funds available for relending to startup enterprises. The bank's management realized the potential of this resource in supporting lending operations and set out to study how to qualify for those funds and

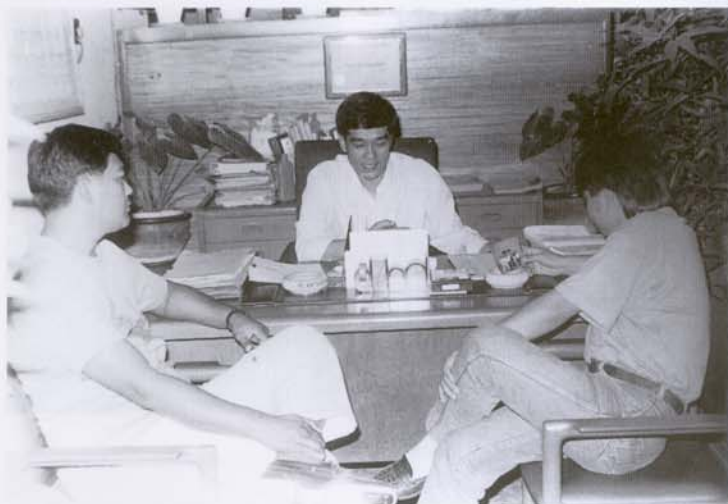
serve as the conduit lending bank for DBP. It was a bonus, though one that certainly required more work to get going.

Next on the bank's itinerary was a spot in the premiere business district of Makati. However, because banking regulations at the time prevented a countryside-based private development bank from opening a Metro Manila branch, Plantersbank established its foothold here by acquiring the Investors Savings and Loan Association, Inc., which eventually allowed the bank to transfer its Head Office to Makati in 1981.

An opportunity to extend the network to Pampanga came in 1984 when Governor Conrado Guanzon offered his interest in Agro Industrial Development Bank of Guagua. But however effortless the acquisition seemed, it was still remarkable how the bank was once again able to make the most out of the purchase.

In those days, one could buy in the open market Land Bank bonds that were being sold at deep discounts. These could then be used by bondholders to buy LandBank's preferred shares which were invested into the equity of development banks. Plantersbank saw the





unique opportunity to use the Land Bank bonds to acquire the majority ownership of a distressed development bank at a very good discount. It was a matter of good sense, right timing and alertness to opportunity.

The period of mergers and acquisitions came to a halt with the purchase of Country Development Bank of Olongapo City in Zambales; it was now time to consolidate all of these into a well-knit unified organization. And with the banking reforms in the 1980s, expansion could now be done through the opening of branches, and the range of services extended to include the issuance of domestic letters of credit, engaging in trust operations and offering checking accounts of all kinds.

In 1981, after 14 years of building its nationwide network, expansion took a sudden leap. A prominent foreign institution took notice of the bank's operations and wanted to take part, particularly in development banking efforts in the countryside: The Netherlands Development Finance Company (FMO) extended long-term finance to private industries in developing countries as part of the Dutch government international economic assistance. After a year of discussions, the two institutions finally signed a basic agreement that sealed FMO's first tie-up with a privately-owned development bank worldwide, and resulted in a powerful partnership to benefit small and medium enterprises everywhere.

Naturally, there was a certain prestige to being the first private development bank in the world that FMO had forged a partnership with. It was a proud moment not just for Plantersbank but for the country as well. The capitalization that came in



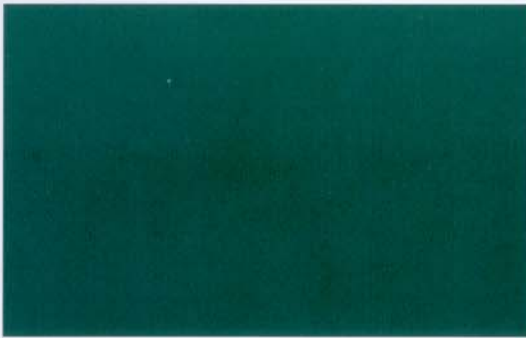
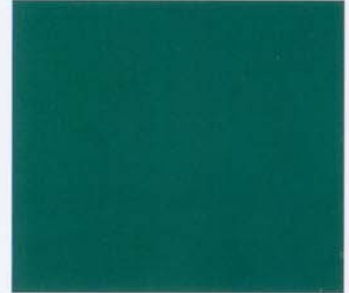
with the entry of FMO elevated the bank's operations and expanded the range of its expertise; almost P1 million was provided to set up training programs which were designed and run by Plantersbank itself, with the hiring of additional training officers to bring the staff up to standard.

Significantly, the first foreign equity investor came in on the first day of January 1983, well remembered for the year the Philippine government declared a unilateral moratorium on paying its debts to all international creditors. In

spite of the dire financial straits the country was in, a foreign investor had confidence enough in one development bank in the Philippines to risk its investment money.

The entry of FMO gave the impetus for Plantersbank's efforts in further establishing linkages with world-class institutions and build up the bank's stature. In 1984, Plantersbank targeted and applied for capital assistance under the Asian Development Bank's (ADB) equity investment programme. The process turned out to be quite a test of endurance; ADB was accountable to a host of different governments which made each step of the way more tedious and demanding. Persistence paid off as ADB formally became a part of Plantersbank as its second foreign equity investor in 1986. Again, underscoring the significance of ADB's entry was the time in which the investment took place. As the first direct equity investment by ADB in a Philippine bank, this made banking history. It happened only a few months after the





dictator was toppled in a peaceful revolution and the economy floated in limbo as the new government strove to make something of the rubble. It was a development to set hopes on as a sign of what may also be in store for the country.

Finally, the latest but certainly not the least to add substance to the bank, is The World Bank's private investment arm, International Finance Corporation (IFC). Through this partnership, Plantersbank established ^{PDB} SME Solutions, Inc., a joint venture company which offers infrastructure, communications and internet solutions for SMEs. This type of venture is a first for IFC as well.

Today, these three foreign institutions have a hand in the formulation of policies and setting of the bank's directions through representatives in the

board. Altogether, they make up 40% ownership of the bank – as best a group of foreign institutional investors as one can gather. Such an impressive roster is proof of the confidence these international institutions hold for Plantersbank's values and its dedication to promote the SMEs.

Truly, Plantersbank, throughout an amazing 40 years, has managed to ride every opportunity and rise above every challenge. But the ultimate reflection of its capabilities as a development bank, and what we value the most, are the happy and satisfied clients with thriving enterprises to show for it. With this is the sense of fulfillment that Plantersbank has taken part not only in helping make dreams come true for the Filipino entrepreneur, but in contributing to a truly vital economic link – the Small and Medium Enterprises.



OURsatisfiedCLIENTS



Triple J Manufacturing Enterprises.

To be catering to The Body Shop and Century Park Hotel is surely a mark of Triple J Manufacturing Enterprises's high quality and manufacturing expertise.

Founded in 1985 by husband and wife team, Joaquin S. Ortiz and Lourdes Cuevas-Ortiz, the company produces various types of soap using Aquasol and Live brand names. These include detergent bars, powder and industrial soaps from low, medium to high grade, dishwashing paste and liquid detergent, handwash and all-purpose bathroom cleaners.

Their products, particularly detergents, are distributed in the localities of Batangas, Laguna, Bulacan, Pampanga and Cavite through distributors and agents. Competitively priced at P11 to P35, they are much more affordable than other leading brands. It has, however, extended its market further by providing special soaps as gift items for corporate clients.



OUR
people are our most valuable
ASSET

Ambassador Jesus P. Tambunting is to the small and medium enterprise as a caring and dedicated father is to his son. And infinitely more.

He was touched in the deepest way by his first encounters with the struggling entrepreneurs of Malolos, Bulacan. This was enough to account for a lifetime of devotion towards the upliftment of the SME's plight among the more favored and already established large corporations. His work has opened a world of opportunities and, today, the SME stands in good stead, as seen in the many prominent and thriving enterprises that started out with Plantersbank. No longer mere bit players, the SME fulfills a formidable role to impact directly on country's performance.

For his passion alone, Ambassador Tambunting has been able to create financial services catering to the unique needs of the SME. But it was his abilities as a deft and innovative manager that has steered Plantersbank through an industry dominated by commercial banks to become the country's leading development bank. He applied his extraordinary savvy as a banker to his deepening understanding of the SME's plight.

Over the years, he has been relentless in refining his formula for development banking in the Philippines. As there was no definite framework in which he could pattern the bank's





operations, it became a matter of identifying with each SME that came to their door and adapting their services as they went along. In that way, a personal touch always defined the bank's relationship with its clients. It is a formula unique to Plantersbank, and one that it has begun to share with other Asian countries, to become a model of development banking emulated throughout the region.

This is where the magnitude of his work is truly laid bare. Foreign institutions and neighboring countries have been calling on the bank's expertise as a leader in development banking, to help bring about the same kind of fundamental transformation for their SME

sector. But while Plantersbank's scope has reached global proportions, it continues to keep close to heart and set above all else, the Filipino entrepreneur.

A Closer Look

Ambassador Tambunting's ability to invite the right people at the right time, the personal coaching of his core managers and his emphasis on training were also key ingredients in navigating his bank through the 'choppy waters of change.' He was at all times the confident ship captain in control, looked up to by employees as the steady factor that kept them intact and on course.

FROM the hearts & minds of PLANTERSBANKERS

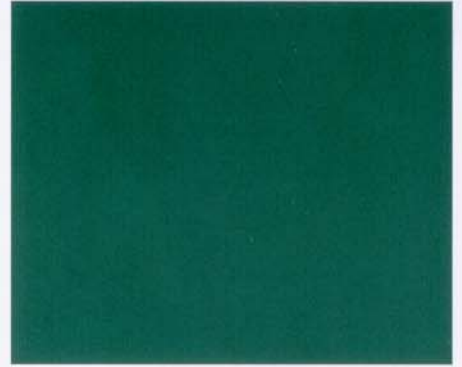
*David Joseph M. San Luis Jr.
Senior Manager, Account Management Department 8*

the right attitude

"It can never be a win-lose game. Every solution must be advantageous both for the Bank and for our client... we always try to structure the package to do what is best for our clients without prejudice of course to the Bank's bottom line."

"Also, there is a high level involvement embracing staff, middle managers and senior officers. With automation and email, corporate objectives and team targets are rapidly communicated and cascaded throughout the organization enabling people at various levels to get a sense of the bigger picture."





Today, the bank's assembly of management officials have expertly steered Plantersbank through widespread problems of liquidity in the banking sector due to the Asian financial crisis that started in 1997. They geared the bank towards consciously working on a proper matching of funds sources and applications, continuously strengthened the bank's loans portfolio and adopted a proactive approach in the handling of problem accounts.

Wanting to insulate borrowers from the adverse repercussions of interest rate volatility, the bank's management directed the maximum use of available program lines, tapping these for qualified bank funded loans. At one point, precisely to avoid the risk of volatile deposits, the bank consciously directed against normal practice, the reduction in number of huge single deposits, in favor of more steady small and medium-sized depositors. The improved matching of sources and uses of funds was achieved and gave stability to overall operations.

The bank's management introduced a system of monitoring developments as they impacted on existing and prospective customers. This allowed bank staff to acquire a deeper understanding of the prospects and problems of specific industry segments. This also allowed the bank to manage risks by ensuring the adequacy of the values and quality of assets used as collaterals.

In tandem, creative approaches were implemented to hasten the recovery of non-performing assets through in-depth studies of each account. Consequently, even non-performing assets were sold to cover costs and even generate incremental profits.

Managing the bank to meet the vagaries of the marketplace meant becoming enterprising in the range of products and services to offer customers. The bank adopted a focused marketing approach, concentrating on the basic sectors of industry which have proven resilient to economic fluctuations. So the Contracts-to-Sell or so-called CTS papers were

FROM the hearts & minds of PLANTERSBANKERS



cynthia l. segarra
Assistant Manager, Information Technology Department

the ideal workplace

"As we grow bigger, chances are we get too busy to exchange pleasantries. Good fellowship is a necessary lubricant in the workplace. To enrich the workplace, we need to promote more programs that involve people."



mimi d. siton
HRD Assistant, Human Resources Department

personal development
My role as a Human Resources assistant allows me to see, understand and appreciate other employees' jobs... helps me appreciate more the value of being service-oriented because I can easily see the results and feel the impact they have on people in the bank."



introduced into the market. A product winner in the housing sector, this innovative product allowed Plantersbank to shift its credit risk by catering more directly to the final buyers than the developers. This is a mark of the bank's marketing innovativeness to seek what the market needs and wants.

The success of this product innovation is evidenced by the increase of the CTS portfolio surpassing targets for the year significantly.

Alongside this lending innovation was the launching of the Plantersbank Business Club or B Club, this time addressing the funding side of the business. The objective here was to expand the range of deposit and cash management products, and move closer to the goal of lower deposit base.

The B Club, which is the first of its kind in Asia, is a checking account with a whole range of added values to members such as financial and non-financial benefits especially suited for SMEs, businessmen and professionals. The aggressive marketing efforts resulted in an



arnold a. alcala
Real Change Leader 2001
Assistant Manager, Branch Banking Group

a unique culture

"The new Plantersbankers value continuous learning, are open to change, and desire a personal, active involvement in programs and business activities. Our front liners aren't simply "tellers." They are in the fullest sense customer service assistants who take a keen interest in the needs of our clients and in matching those needs with our products."



initial base of over 3,000 member accounts. This is commendable managerial anticipation woven into sustaining and promoting the SME vision.

Ever focused on bringing to the reach of SMEs a competitive range of services, the bank initiated cash management products under the Plantersbank Super Business Advantage brand including deposit pick-up services, bills payment facilities, payroll services, and customized checks.

The bank identified the more stable industries and directed lending towards these sectors away from the more volatile areas. This caused therefore the reorganization of the bank's Account Management Group along industry lines to enable account officers to draw on their intimate knowledge of the chosen markets and build a healthier pipeline of projects.

To complement this marketing orientation, the bank fine-tuned its project analysis and credit assessment processes, giving more emphasis to the borrowers' character, the financial soundness of the project, over-all business strength and consistency with globally accepted environmental and social standards. This shows a continuing good sense of quick response to external developments, and an attitude that puts a premium to adopting a long-term perspective to the business.

When the bank felt the pressures on its income, cost management initiatives were immediately implemented across the organization. Productivity measures were derived to ensure a more cost-effective operation; the automation program and

FROM the hearts & minds of PLANTERSBANKERS



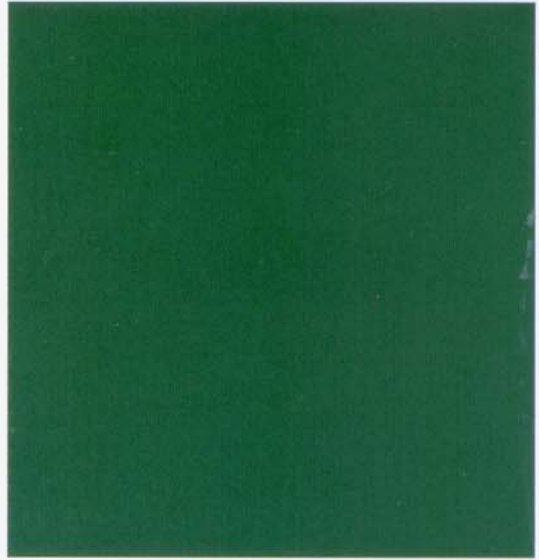
helen villa-sevidal
Real Change Leader 2002; Senior Manager, Office of the Chairman
the secret to success

"Plantersbank's success can be attributed to the vision of its founder, Ambassador Tambunting and to the single-minded determination of its people to be THE bank for small and medium enterprises. We have developed a culture that is uniquely Plantersbank, and this culture, this way of doing things has contributed to the bank's success."

"I believe that banks and bankers like me are responsible for the growth and expansion of SMEs by providing sound management advice and broadening credit opportunities for them...Branch Managers are now equally aggressive and attuned to the bank's strategic goals and objectives – working closely with the Area Head and the staff to make sense of the continually changing corporate culture."



carmela d. añes
Assistant Vice President, Angeles Branch
going beyond roles



continuous organization planning enabled the bank to do more with less.

To further inculcate into the employees the need for continuous improvement, the bank launched the Innovation Program, which encouraged cost reduction and process improvement projects from among staff and middle managers. At the same time, the bank tirelessly promoted the spirit of

corporate volunteerism, initiating the Lingap Kalikasan (Likas) program to spearhead in-house projects that promote environmental awareness, recycling, conservation and eco-friendly purchasing. This constant streamlining of processes and procedures, and continuous training to enhance the competence and elan of staff resulted in important gains to meet the challenges of the period.

*edward dennis p. liuag
Real Change Leader 2001
Senior Assistant Manager, Corporate Communications Department*

*on corporate culture
attuned to the times*

"Our experience in implementing marketing campaigns – both big and small – has made people appreciate the importance of having a sense of urgency. I mean, pardon the description, but it's a war out there. We won't have traditional branches by 2002, but multi-service marketing platforms that offer loans and non-traditional products like internet solutions and membership services."



HEADofficeDIRECTORY



Office of the Chairman
Corporate Planning Unit

Ambassador Jesus P. Tambunting
Cesar D. Polvorosa Jr.

Chairman and CEO
Assistant Vice President

Office of the President

Maria Flordelis F. Aguenza

President and COO

Accounting Management Group

Account Management Department 1
Account Management Department 2
Account Management Department 3
Account Management Department 4
Account Management Department 5
Account Management Department 6
Account Management Department 7
Account Management Department 8
Account Management Department 9
Program Management Department

Manuel T. Sia
Aida Gadin
Maria Agnes J. Angeles
Felizardo M. Mangubat
Maria Luz B. Favis
Reynaldo P. Orsolino
Gerardo A. Morales
Elizabeth C. Umali
Velma M. Vargas
Ana Rose T. Kwan
Ana Rose T. Kwan

Executive Vice President
Senior Vice President
Senior Vice President
Vice President
Vice President
Senior Vice President
Vice President
First Vice President
Vice President
Vice President
Vice President

Branch Banking Group

Metro Manila Area
Metro Bulacan Area
Northern Luzon Area
Western Luzon Area
Southern Luzon Area
Visayas and Mindanao Area
Branch Operations Support Department
Cash Management Services Department

Fe Miranda T. Aruta
Evangeline C. Quiazon
Web A. Zuñiga
Jose M. Paglinawan Jr.
Florian B. Vergara
Ramon T. Rivera
Emmanuel P. Tesalona
Marian Z. Rustia
Adonis C. Yap

Senior Vice President
First Vice President
Vice President
Vice President
Vice President
First Vice President
Vice President
Assistant Vice President
Assistant Vice President

Controllership and Information

Technology Group

Information Technology Office
MIS and Risk Management Department
Auditing Department
Credit Review Department
Accounting and Budgeting Unit

Vicente G. Gamo
Bernardine C. Raña
Maria Bernadette T. Ratcliffe
Alicia A. Garcia
Cecile S. Balquiedra
Henry B. Climaco

Senior Vice President
First Vice President
First Vice President
Vice President
Assistant Vice President
Assistant Vice President

Funds Management Group

Treasury Department
Trust Department

Lamberto P. Scarella
Rosana B. Amoranto
Antonio R. Nañagas

Executive Vice President
Vice President
Assistant Vice President

Operations Group

Central Operations and Processing
Department
Loans Administration Department

Federico L. Mariano

Manuel A. Montesines
Federico L. Mariano

Vice President

Vice President
Vice President

Support Services Group

Human Resources Department
Legal Department
Credit Investigation and Appraisal
Department
Training Unit
Acquired Assets Department 1
Acquired Assets Department 2
Corporate Communications Department
General Services Department

Consuelo V. Dantes
Raymundo S. Seña

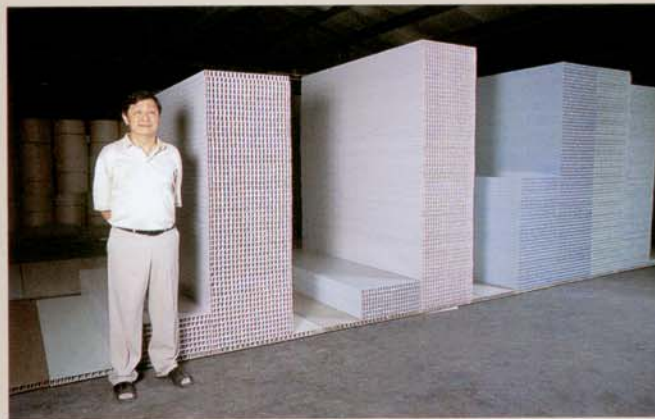
Elizabeth C. Umali
Reynaldo P. Feria
Edwin T. Vergara
Desi F. Tomas
Roberto F. Banaag
Leonides K. Katigbak

First Vice President
First Vice President

First Vice President
Vice President
Vice President
First Vice President
Vice President
Assistant Vice President



OUR satisfied CLIENTS



Upson Industries Corporation. Surprisingly, Robert Liao's road to the plastic door manufacturing started in footwear. He was studying to become a chemist in the 1960s, when he decided to cut his studies short to work fulltime under the tutelage of his uncle, a footwear manufacturer. Mr. Liao, learned the ins and outs of the rubber footwear industry for 20 years and finally set up his own Global Manufacturing Corporation in 1985. The firm did quite well, turning out thousands of pairs of rubber slippers and shoes for a decade. However, the prospects of deregulation of the industry which would lead to saturation of cheaper brands from abroad led Mr. Liao to ponder the future.

It turned out that on his trips to Europe and Taiwan, Mr. Liao came across technology that enabled the processing of polyvinyl chloride (PVC) for varied structural applications. It was also at this time that pressure to preserve the remaining Philippine forests through a logging ban created the demand for alternatives in the booming property development sector. While coconut lumber had entered the picture in low-cost housing, it was a poor substitute. Builders still required a durable and economical replacement that retained the aesthetic qualities of forest lumber.

Being an entrepreneur with a nose for opportunity, Mr. Liao hit on the idea of pioneering PVC technology to manufacture doors and eventually walls and ceiling panels in the Philippines. The high quality molded PVC could be produced to fill the need using technology that was practically zero-waste. The raw material could be sourced locally and the output could be cut and sized depending on the taste and budget of each segment of homebuyers.

The manufacturing process is nearly zero-waste with PVC chips from the main cutting process exhausted into chutes for recycling as second-class pellets which are mixed with premium PVC to ensure quality.

Nearly a decade later, the company Upson Industries Corp. which pioneered in the manufacture of this product dominates the industry in terms of volume and market share. Upson products are 50% the cost of similar items imported from Europe and Taiwan and provide jobs for more than 60 workers.

... of P112 million
and mid-range deposits
up by 2% to P281
million.



OUR

shareholders are our financial and moral strength and the source of our

DIRECTIONS

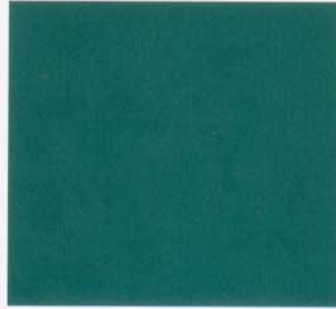
Every other business looked forward to 2001 as the year when the tide would finally change in a revived race towards a spectacular economic turnaround. But it seemed fate hadn't had enough of wringing the world through the dryer as each challenge came on top of the other. Plantersbank was hard-pressed to keep up, and has become hardier as well in the process.

But it did not merely keep in step. While outward gains would be vigorously held back by the bleakest of bleak turn of events, from the endless political squabbles to the September 11 horror in New York, it became a time for Plantersbank to turn inward and, in a sense, get back to basics and rediscover its roots.

It was an application of optimism tempered with the right dose of prudence that steered the bank's direction in 2001, a basic formula that shall surely continue through 2002 for its 'relative' success (relative to the world, the country and the basic quagmire the industry was in). While the events of 2001 simply would not allow for an unequivocal claim to "a year of positive gains," Plantersbank's vision never wavered and its characteristic gait never faltered.

Propelled by the support and expert guidance of the bank's shareholders and a deeply embedded culture – an expert amalgam of sorts, rooted in the stern and passionate commitment to SMEs and an uncommon camaraderie between staff and management – the past





year's gains are more adequately weighed on another kind of scale. Suffice it to say, what is revealed is a deeper and richer kind of accomplishment. On the practical plane, it was a feat to define a good year.

Plantersbank in 2001

In line with the government's call for the fight against poverty, Plantersbank took part as an investor in the new MicroEnterprise Bank in Davao. The bank has long recognized the nature of SMEs as a driving force of the economy, and its participation as an equity investor is reminiscent of the bank's beginnings when it catered to the smallest of small enterprises in the countryside. Marking its 40th year, Plantersbank has come a long way as it enters this new undertaking alongside international institutions that embody the most modern thinking and practices in developmental banking: The World Bank's International Finance Corporation (IFC), the Netherlands Development

Finance Company (FMO), Doen Foundation of the Netherlands and International Micro Investitionen of Germany. Through this, we are once again extending our impact to the micro enterprise, opening doors of opportunity to the entrepreneurial poor by helping expand livelihood projects through small loans and financial advice.

Also to this end, Plantersbank Chairman Jesus P. Tambunting and President Maria Flordelis F. Aguenza, as well as other senior officers, are kept busy responding to speaking engagements on SME development and micro finance sponsored by Bangko Sentral ng Pilipinas, Asian Development Bank, the World Bank and leading universities.

On a global scale, Plantersbank is continually honored with opportunities to share its expertise with bankers from various countries of the Asia-Pacific region, most recently in Vietnam and Cambodia under the Mekong Project Development Facility, through Plantersbank



affiliate and ADB-accredited PDB-FMO Development Center. In one of the bank's most recent honors, the Association of Development Finance Institutions in Asia and the Pacific (ADFIAP) appointed Plantersbank Chairman and CEO Ambassador Jesus P. Tambunting as Special Adviser to the Board of Directors during its 53rd Conference in Tokyo, Japan.

Super Services

More than able to provide banking services at par with those of the big commercial banks, Plantersbank proudly launched the *Super Business Advantage* (SBA), in line with its vision of helping foster a more level playing field for SMEs. With this, the Filipino entrepreneur can make the most out of cash management services akin to banking privileges enjoyed by industry giants, to help boost productivity and efficiency within their businesses.

Another Job Well Done

Though it is nothing new for Plantersbank to be receiving a host of awards every year in the field of SME development, they come as an affirmation of the bank's relevant contribution and serve as a constant source of inspiration to continue making an impact on the industry. One of the most significant, in the midst of the proliferation of 'dotcom' companies, is the 2001 Asian Banking

Award for the new e-commerce service, *sme.com.ph* through the *PDB SME Solutions, Inc.* A joint venture with IFC, this latest offering provides much needed web-based services and solutions to SMEs, and is a fundamental part of the bank's thrust to propel the SMEs into the global market.

Plantersbank also takes pride in the recognition it has received from the country's award-giving bodies in SME finance, including Most Outstanding Participating Financial Institution Award under the Japan Bank of International Cooperation Facilities for Small and Medium Scale Industries program and the Outstanding Participating Financial Institution Award of the Small Business Guarantee and Finance Corporation.

Making it count

In the midst of mounting challenges and its continuing pursuit for even better customer service, Plantersbank continued to fine tune its internal systems and processes. The staffing of the Treasury and Funds Management Group was reinforced to allow the bank to better cover the growing needs of the bank's SME client base and to take advantage of the many opportunities coming its way. The MIS and IT Project team has also put in place the initial phase of a timely, accurate and responsive management information system that allows



Plantersbank to even better respond to developments that impact on our growth and profitability.

Plantersbank also laid the groundwork for an organization and culture of innovation as it harnessed the creativity and ingenuity of the Real Change Leaders. Anchored on the bank's vision, this aims to further strengthen the bank's foundation and allow it to be more resilient in the face of these trying times. Such a profound move comprises a fundamental revolution that makes all the difference in coming out of every challenge an even stronger bank for the SMEs.

The SME Path

When it started 40 years ago, Plantersbank chose a path very different from others, laden with unfamiliar bumps and bends – the narrow road, so to speak. It was a path that required a deeper sense of commitment to the market they've chosen to serve and to a cause bigger than themselves.

For the people behind Plantersbank, however, their directions were clear. Not only did they possess a growing knowledge and expertise to ably steer the bank through new territory but, more importantly, a heart truly for the SMEs.

With each deliberate step, Plantersbank draws strength and guidance from its shareholders who share their goals. The bank's foreign partners, particularly state in their mission the objective of alleviating poverty, recognizing the role of SMEs in the economy to provide countless jobs, draw in revenue, and ultimately contribute to social upliftment and national progress.

Through the years, the bank has never lost its focus, leading them to wider and greener pastures. And for years to come, the directions remain as clear as it was in the beginning – for Plantersbank, the path starts and ends with the SMEs.

OUR corporate MILESTONES



1961

MARCH 1961

Incorporation as the Bulacan Development Bank in San Miguel, Bulacan province.

1975

DECEMBER 1975

Bulacan Development Bank merges with Bulacan Savings and Loan Association, Inc., with the former as surviving entity.

1972

DECEMBER 1972

Shareholders led by Jesus P. Tambunting assume control and ownership.

1976

SEPTEMBER 1976

Bulacan Development Bank is renamed Planters Development Bank.





1977

DECEMBER 1977

Plantersbank combines with Investors Savings and Loan Association, Inc., a small thrift institution based in Makati, Metro Manila.

1983

JANUARY 1983

Netherlands Development Finance Company (FMO) invests in Plantersbank, marking FMO's first investment outside the Netherlands and the first time a foreign institution invested in a Philippine private development bank.

1986

MARCH 1986

Plantersbank acquires Country Development Bank of Olongapo in Zambales province, bringing the number of branches to 27.

1981

JULY 1981

Plantersbank transfers Head Office to Makati, the country's financial center.

1984

AUGUST 1984

Plantersbank purchases the Agro-Industrial Development Bank (AIDBank) based in Pampanga, a move increasing its branch network from 18 to 22.

1987

JUNE 1987

Direct equity investment by Asian Development Bank in Plantersbank makes Philippine banking history.



1989

Plantersbank and the Canadian government through the Canada International Development Agency create the Plantersbank-Canada Loan Fund to extend production rehabilitation loans to small-scale entrepreneurs in typhoon stricken areas of the country.

1992

SEPTEMBER 1992

Plantersbank opens Cagayan de Oro branch, its first foothold in the Visayas and Mindanao region. By December of the same year, branches open in the cities of Davao, General Santos and Cebu.

1995

Prof. L.B.M Mennes the managing director of the Netherlands Development Finance Company (FMO), is elected member of the board of Plantersbank.

1998

AUGUST 1998

Plantersbank scores its second consecutive grand slam win as recipient awards from the country's award-giving bodies in SME finance - Land Bank of the Philippines, Development Bank of the Philippines, Quedancor, Guarantee Fund for SMEs and the Small Business Guarantee and Finance Corp.

1991

MARCH 1991

Plantersbank transfers to present Head Office at 314 Sen. Gil Puyat Avenue, Makati City to accommodate organizational and operational expansion.

1993

Mr. Jesus P. Tambunting is appointed Philippine Ambassador to the Court of Saint James in London, England.

Vice Chairman Manuel Morales is appointed Chief Executive Officer. After 2 months the Ramos Administration appoints him as member of the Monetary Board.

Maria Flordelis Aguenza is appointed Acting President and Chief Operating Officer.





1999

MARCH 1999

Plantersbank receives the Hall of Fame Award from the Development Bank of the Philippines for winning the Most Outstanding Participating Financial Institution under the Industrial Guarantee Loan Fund (IGLF) program for five consecutive years.

SEPTEMBER 1999

Kookmin Bank and Korea Development Leasing Corporation become shareholders as a result of the merger between Plantersbank and its affiliate Planters DB Leasing Corporation.

Named by the Social Security System as the Best Participating Financial Institution in Business Loan.

2000

FEBRUARY 2000

The International Finance Corporation (IFC), the private investment arm of the World Bank, invests \$25.5 million in equity and technical support funds.

MARCH 2000

Plantersbank is presented the Award of the Decade for being the Most Outstanding Participating Institution, Thrift Bank Category, under the IGLF program.

JUNE 2000

IFC launches its first internet venture with Plantersbank called PDB SME Solutions, Inc. (SME.com.ph), an internet company aimed at connecting Philippine-based small and medium enterprises to the world market.

JULY 2000

The Small Business Guarantee and Finance Corporation presents Plantersbank the Hall of Fame Award for being the Most Steadfast Partner of SBGFC for three consecutive years.

NOVEMBER 2001

Plantersbank together with IFC, Dutch institutions Netherlands Development Finance Company (FMO) and Doen Foundation and International Micro Investition, a German investment company, start operations of Micro Enterprise Bank (MEB) in Davao, to provide competitively-priced loans for the working and entrepreneurial poor.

2001

JANUARY 2001

SME.com.ph wins for Plantersbank the 2001 Asian Banking Award for e-commerce service during the Asia Pacific Bankers Congress in Bangkok, Thailand.





PLANTERSBANK

STORY

OUR
communities are vital
to our clients and to our
BUSINESS

OURbranchDIRECTORY

METRO MANILA

Buendia Main

Plantersbank Building, 314 Sen. Gil Puyat Avenue, Makati City
Tel Nos. 759-2275, 813-7039 to 42, 812-9221 to 23
812-8962, 812-1091 to 97 locals 2100 to 2102
Fax no. 812-9359
Vivian C. Rada, Assistant Vice President

Greenhills Branch

VGA Building, Ortigas Avenue, Greenhills, San Juan, Metro Manila
Tel nos. 721-0229, 721-0105
Fax no. 724-7528
Arlene D. Caringal, Senior Manager

Kalookan Branch

G/F Gee Bee Building, 428 A. Mabini Street, Kalookan City
Tel no. 288-8996
Fax no. 288-0996
Ma. Antonette C. Fuentes, Manager

Las Piñas Branch

Gonzales Compound, Almanza, Las Piñas City
Tel no. 800-8893
Fax no. 805-0438
Benjamin T. Cuyos, Senior Manager

Legaspi Village Branch

150 Jaka II Building, Legaspi Street, Legaspi Village, Makati City
Tel nos. 818-2368, 810-9369, 810-9370
Tel/fax no. 812-2577
Maridyl V. Aguirre, Assistant Vice President

Marikina Branch

Paz Building, A. Tuazon Avenue, Brgy San Roque, Marikina City
Tel nos. 681-2747, 681-2351, 681-2810
Fax no. 645-8169
Emmanuel C. Formeloza, Senior Manager

Novaliches Branch

1191 Quirino Highway cor. Nightingale Road
Novaliches, Quezon City
Tel nos. 936-4988, 936-7158
Fax no. 936-4928
Loida N. Bautista, Senior Manager

Pasig Branch

G/F TG Building, Shaw Boulevard, Pasig City
Tel nos. 631-1673, 631-1675
Maria Christina A. de los Angeles, Senior Manager

Paso De Blas Branch

Malinta Interchange, North Expressway
Paso de Blas, Valenzuela City
Tel nos. 292-5975, 292-4933
Fax no. 443-5069
Josie R. Reyes, Manager

Pateros Branch

36 M. Almeda Street, Pateros, Metro Manila
Tel nos. 641-9641, 641-6768, 642-7339
Fax no. 641-6761
Santos F. Guadines Jr., Senior Manager

Philam Branch

43 East Lawin Street cor. EDSA
Philamhomes Subd., Quezon City
Tel nos. 929-4115, 929-4119, 920-4901
Fax no. 921-5115
Cipriano C. Angeles, Assistant Vice President

Taft – United Nations Avenue Branch

GF, Pearl Manila Hotel, Taft Avenue, Ermita Manila
Tel nos. 400-5467 to 68
Elizabeth T. Munda, Senior Manager

Tomas Morato Branch

308 Tomas Morato Avenue, Quezon City
Tel nos. 415-9641, 371-8303, 371-8305
Fax no. 371-8304
Maria Fe D. Barican, Senior Manager

Valenzuela Branch

17 MacArthur Highway, Marulas, Valenzuela City
Tel nos. 291-6542, 291-6541
Tel/fax no. 432-5227
Elizabeth G. Buencamino, Senior Manager

Visayas Avenue Branch

Visayas Avenue Extension cor Tandang Sora Street, Quezon City
Tel nos. 924-5591, 924-5025
Fax no. 925-4385
Ericson A. Albano, Assistant Vice President

METRO BULACAN

Balagtas Branch

MacArthur Highway, Wawa, Balagtas, Bulacan
Tel no. (044) 693-1849
Fax no. (044) 639-1797

Baliuag Branch

Plaza Naning, Baliuag, Bulacan
Tel nos. (044) 756-2506, (044) 766-2014
Fax no. (044) 851-1338
Alicia M. Legaspi, Assistant Vice President

Hagonoy Branch

Sto Niño, Hagonoy Bulacan
Tel no. (044) 793-0008
Raul D. Pabelonia, Senior Manager

Malolos Branch

Paseo del Congreso, Catmon, Malolos, Bulacan
Tel nos. (044) 662-7820, 791-0105, 791-2461
Fax no. (044) 662-7819
Maria Editha D. Gatmaitan, Manager

Meycauayan Branch

Mancon Building, MacArthur Highway
Calvario, Meycauayan, Bulacan
Tel nos. (044) 840-7578, (044) 228-2416
Tel/fax no. (044) 840-0099
Roberto S. Evangelista, Senior Assistant Manager

Plaridel Branch

Banga, Plaridel, Bulacan
Tel nos. (049) 795-0105, (049) 670-1067
Fax no. (049) 795-0362
Rolando R. Peralta, Manager

Sta Maria Branch

J. de Jesus cor. M. de Leon Streets
Poblacion, Sta Maria, Bulacan
Tel nos. (044) 641-1840
Fax no. (044) 641-1150
Alan L. Opao, Manager

San Miguel Branch

Norberto Street, San Jose, San Miguel, Bulacan
Tel no. (044) 764-0162, (044) 764-0826
Fax no. (044) 764-0826
Imelda D. Villamor, Senior Manager

WESTERN LUZON

Angeles Branch

639 Rizal Street, Angeles City
Tel nos. (045) 888-4971, (045) 323-4303
Fax no. (045) 625-9722, (045) 887-7308
Carmela D. Añes, Assistant Vice President

Balibago Branch

MacArthur Highway, Balibago, Angeles City
Tel nos. (045) 332-1030, (045) 892-3325
Leo Xavier M. Tuaño, Manager



Dolores Branch

Berzon Building,, MacArthur Highway,
San Fernando City, Pampanga
Tel no. (045) 963-3150
Fax no. (045) 900-0779
Alexander Y. Liwanag, Manager

Guagua Branch

Sto. Niño, Guagua, Pampanga
Tel nos. (045) 900-2326, (045) 900-7649
Tel/fax no. (045) 900-0779
Vicente S. Hipolito, Assistant Vice President

Masantol Branch

San Nicolas, Masantol, Pampanga
Tel nos. (045) 981-1025, (045) 981-1064
Fax no. (045) 378-7360
Jona C. Bernarte, Senior Assistant Manager

Olongapo Branch

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Tel/fax no. (047) 222-2020
Ricardo R. Chua, Senior Manager

Orani Branch

Calle Real, Orani, Bataan
Tel nos. (047) 431-1374, (047) 431-1275
Tel/fax no. 333-7416
Gloria S. Jocson, Senior Manager

San Fernando Branch

Consunji Street, San Fernando City, Pampanga
Tel no. (045) 961-4575
Fax no. (045) 961-2963
Jeffrey D. Bognot, Senior Assistant Manager

NORTHERN LUZON

Cabanatuan Branch

Burgos Avenue, Cabanatuan City, Nueva Ecija
Tel nos. (044) 463-0443, (044) 463-7354
Fax no. (044) 463-0441
Larissa V. Gamir, Senior Manager

Dagupan Branch

Burgos Extension, Junction of Perez Boulevard
and Lingayen Highway, Dagupan City
Tel nos. (075) 522-9585, (075) 515-7600
Fax no. (075) 522-9586
Maria Suzette R. Ramos, Manager

La Union Branch

A.G. Zambrano Building, Quezon Avenue
San Fernando, La Union
Tel nos. (072) 242-0413, (072) 242-0414
Tel/fax no. (072) 242-0414
Maria Belen G. Miniano, Manager

SOUTHERN LUZON

Batangas Branch

3 P. Burgos Street, Batangas City
Tel nos. (043) 723-3495, (043) 723-1510
Fax no. (043) 723-7652
Cora M. Gonzales, Assistant Vice President

Biñan Branch

Nepa Highway, San Vicente, Biñan, Laguna
Tel nos. (049) 411-2716
Fax no. (02) 699-2150
Lilibeth A. Carandang, Senior Manager

Calapan Branch

J. P. Rizal Street, Calapan, Oriental Mindoro
Tel no. (043) 288-4066, (043) 288-4773
Tel/fax no. (043) 441-0805
Margarito C. Evangelista, Manager

Imus Branch

Aguinaldo Highway, Palico, Imus, Cavite
Tel nos. (046) 471-4715, (046) 471-4718
Fax no. (046) 471-4712
Maria Elena S. De Torres, Senior Manager

Lipa Branch

C. M. Recto Avenue, Lipa City
Tel nos. (043) 756-1414
(043) 756-1022, (043) 756-6156
(043) 312-0740
Fax No. (043) 756-5003
Jelen M. Mosca, Senior Manager

Lucena Branch

Merchan cor. Evangelista Streets, Lucena City
Tel nos. (042) 710-6963, (042) 710-6964
Wilfredo M. Maranan, Manager

San Pablo Branch

Rizal Avenue cor. Lopez Jaena Street, San Pablo City
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Fax no. (049) 562-0697
Randy B. De Luna, Senior Assistant Manager

VISAYAS AND MINDANAO

Cagayan de Oro Branch

Sergio Osmeña Street, Cagayan De Oro City
Tel nos (8822) 72-7083, (0822) 72-7082
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Maria Anna S. Casiño, Senior Manager

Cebu Branch

Raintree Mall, 101 F. Ramos Street, Cebu City
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Melchor V. Osorio, Assistant Vice President

Davao Branch

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Tel/fax no. (082) 221-1341
Lorna M. Lao, Senior Manager

General Santos Branch

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Fax no. (083) 552-6330
Maria Theresa S. Pacheco, Manager

Iloilo branch

Cua Building, Quezon Street, Iloilo City
Tel no. (033) 336-9752
Tel/fax no. (033) 336-9753
Josephine A. Caram, Senior Manager

Mandaue Branch

Cebu North Road, Basak, Mandaue City
Tel nos. (032) 346-8814
Fax no. (032) 346-6959
Elma L. Perez, Manager



OUR products & SERVICES

DEPOSIT PRODUCTS

- ☐ Regular Savings Account
- ☐ Super Money Express ATM Account
- ☐ Regular Checking Account
- ☐ Check And Save Account
- ☐ Check Plus
- ☐ Hi-5 Deposit Account
- ☐ Time Deposit Placements
- ☐ Variable Interest Plan (VIP) Savings Account
- ☐ US Dollar Savings Account
- ☐ US Dollar Time Deposit
- ☐ Treasury Bills Placements

PLANTERSBANK BUSINESS CLUB

- ☐ Banking Benefits
- ☐ Business Advantages
- ☐ Insurance Coverage
- ☐ Lifestyle Rewards
- ☐ B Club Exclusives

PLANTERSBANK SUPER BUSINESS ADVANTAGE

- ☐ Bills Payment Facility
- ☐ Nationwide Deposit/Payment Collection Arrangement
- ☐ Post-Dated Check Warehousing
- ☐ Electronic Payroll Service
- ☐ Check Writing Facility
- ☐ Customized Checks
- ☐ Deposit Pick-up
- ☐ Western Union Money Transfer

TRUST SERVICES

- ☐ Trusteeship
- ☐ Custodianship
- ☐ Mortgage Trust Indenture
- ☐ Escrow Agency
- ☐ Investment Management
- ☐ Employee Benefit Plans
- ☐ Retirement Funds

DEVELOPMENT FINANCE

- ☐ Industrial Loans and Credit Lines
- ☐ Commercial Loans and Credit Lines
- ☐ Agricultural Loans and Credit Lines
- ☐ Real Estate Loans and Contracts-To-Sell Papers
- ☐ Guarantee Programs

OTHER SERVICES

- ☐ Back To Back Loans
- ☐ Investment Banking and Advisory
- ☐ Entrepreneur Training and Assistance
- ☐ Telegraphic Transfers
- ☐ Domestic and Foreign Drafts
- ☐ Manager's Checks
- ☐ Traveller's Checks

OUR institutional SHAREHOLDERS

Plantersbank is a strongly capitalized private development bank owned by a balanced mix of investors: individual and institutional, government and private, Filipino and foreign.

Plantersbank holds the position as the only Philippine bank with more than 40% equity invested by foreign shareholders, enabling the institution to deliver the financial resources and expertise of the United States, Europe and Asia to the Filipino entrepreneur.

International Finance Corporation (IFC)

As the private investment arm of the World Bank group, the mission of the IFC is to reduce poverty and improve people's lives. Established in 1956, the IFC is the largest multilateral source of loan and equity financing for private sector projects in the developing world. It promotes development by financing private sector projects, helping private companies mobilize financing in international financial markets and providing advice and technical assistance to businesses and governments.

Netherlands Development Finance Company (FMO)

A Dutch development bank which specializes in extending long-term finance to viable private companies operating in developing countries of Africa, Asia, Latin America and Eastern Europe. Established in 1970 by the Dutch government and the private sector, FMO helps mobilize resources with a view of promoting production through participation in joint ventures, technical and marketing assistance as well as the supply of capital assets. FMO made its initial investment in Plantersbank in 1983.

Asian Development Bank (ADB)

An international development financing institution owned by member governments in the Asia Pacific region and major capital exporting countries in Western Europe and North America. The ADB gives special attention to the development financing needs of smaller or less developed countries and promotes capital investment and programs that will contribute to the harmonious economic growth of the entire region. ADB has been a shareholder since 1987.

Kookmin Bank

Korea's leading and largest commercial bank, Kookmin Bank has developed a variety of integrated financial services for small and medium enterprise (SME) customers and continues to provide them with information and technical advice for management efficiency and higher productivity. Together with the Korea Development Leasing Corporation, Kookmin Bank became shareholders following the merger between Plantersbank and Planters DB Leasing Corporation in 1999.

Korea Development Leasing Corporation (KDLC)

With a company philosophy that places creating maximum value for clients as its highest priority and a corporate culture that encourages initiative and autonomy, KDLC has remained at the forefront of Korea's leasing industry since its inception in 1975. Recording more than two decades of constant growth, KDLC has earned the position of Korea's largest leasing company in all aspects of the field including the highest levels of assets, revenues, market share, overseas operations and business diversification. KDLC counts the International Finance Corporation and the Korean government as its shareholders.

Development Bank of the Philippines (DBP)

DBP has devoted itself to the task of laying the foundations for industrialization in the Philippines. The DBP provides support to the growth of domestic capital markets and is the main conduit for international funds from multilateral and bilateral institutions for official development programs and grants. DBP cultivates a working partnership with Plantersbank and other financial institutions, which serve as retail outlets for its wholesale funds.

Land Bank of the Philippines

A unibank with the mission to spur countryside development, Land Bank finances support services for rural development initiatives and administers wholesale lending programs for on-lending to borrowers through participating financing institutions like Plantersbank.



OUR financials

