

## About Rang-ay

Maipanggep iti Rang-ay

RANGAY

pronunciation: /'räng·áy,/

noun: Rang-ay is the Ilocano word for progress.

synonyms: include "progreso", "dur-as" or "bariw-as"

in the local language.

"Rang-ay" is a barometer of a better quality of life. To the hardworking Ilocano entrepreneurs, "rang-ay" is truly an indicator of financial success.

A hardworking countryside bank, Rang-ay was founded in January 16, 1956 by its visionary and civic-spirited Ilocano leaders led by Doña Numeriana "Yanang" Tavora-Querol and Don Teofilo A. Nisce. It has made history as the biggest bank of its class in Region 1 & Cordilleras. As such, it provides modern and globally-competitive products and services designed to empower its clients to achieve their aspirations. At 65, Rang-ay is also the oldest enduring bank in Ilocandia and one of the oldest in the country, a respected and trustworthy financial institution bringing progress and prosperity to the community.





**THE RANG-AY LOGO:** The signature gold and green colors of the bank's logo symbolize harvest and growth. The stylized "R" points northwest as all actions of this banking institution interrelate with the community surrounding it. Thus, Rang-ay Bank's success is every Ilocano's success.

**THE 65TH ANNIVERSARY LOGO:** Magnificently the centerpoint is the number 65, symbolizing Rang-ay's consistent upswing as a competent and credible provider of countryside banking services to the Ilocos Region and the Cordillera Administrative Region where it operates. For emphasis, the logo also accentuates the historical reality that the Proud Ilocano bank has been serving since 1956.

### Mission Mission

Papardasen ti panagdur-as dagiti komunidad iti Kailokuan ken Cordillera babaen kadagiti nadaras a sagrapen ken nalaka a magtengan a serbisio ti panagibanko.

Pabilisin ang progreso sa mga komunidad ng Ilocos Region at Cordillera Administrative Region sa pamamagitan ng pagbibigay ng abot-kayang mga serbisyong pagbabangko.

To hasten progress in the communities of the Ilocos Region and the Cordillera through accessible and affordable banking services.







### Darepdep Vision

Pabilegen ti Amianan a Luzon kadagiti serbisio ti panagibanko a di maartapan kadagiti global a kompetision.

Palakasin ang Hilagang Luzon sa pamamagitan ng pandaigdigang pakikipagtagisan ng kakayahan sa serbisyo ng pagbabangko.

Empowering North Luzon with globally competitive banking services.

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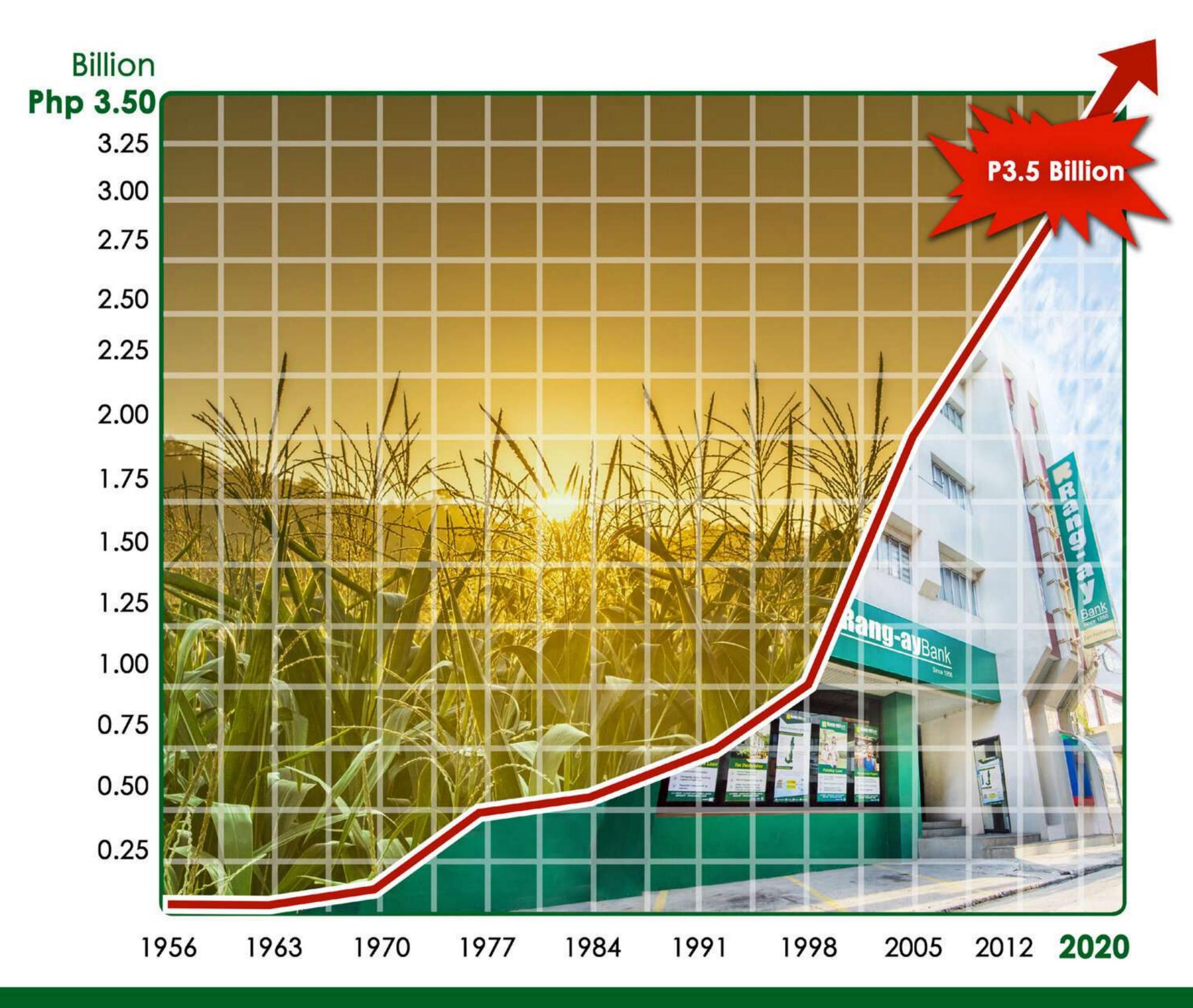
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Total Resources

Rang-ay Bank: 65 years of Progress

65 a tawen ti Progreso

Original article written by JESSA TEK-ING

Meet Ives Nisce – Chairman of Rang-ay Bank. A businessman and a father with a good amount of entrepreneurship and resourcefulness, he led the bank to become the biggest bank network in its class in the Ilocos, Pangasinan and the Cordillera provinces. Rang-ay Bank is celebrating its 65th anniversary this year, and has big plans, including the continued digitization of it's operations & suite of services plus opening several more branches in addition to the existing 30 in the region. Currently, it has more than 230 employees and will continue to hire more as it continues to grow and expand in the years to come.

### Rang-ay, the countryside bank

"Rang-ay" is the llocano word for progress. Since the institution's foundation in 1956, it has remained true to its name.

"As an institution, we serve as a catalyst for development and prosperity within our local community. We want to show people that they can depend on a bank like us to become their primary financial access point. We are here to empower the rural communities, such as farmers, the fisher folks, even micro-entrepreneurs. They are our priority."

### "Dahil Asenso Mo, Tagumpay ng Rang-ay!"

Achieving success in life is not something one gets by chance or luck but is something one gets by combining skills, timing, passion and hard work. For a renowned businessman like Nisce, success does not come from reaching a certain standard – but from being unique and memorable.

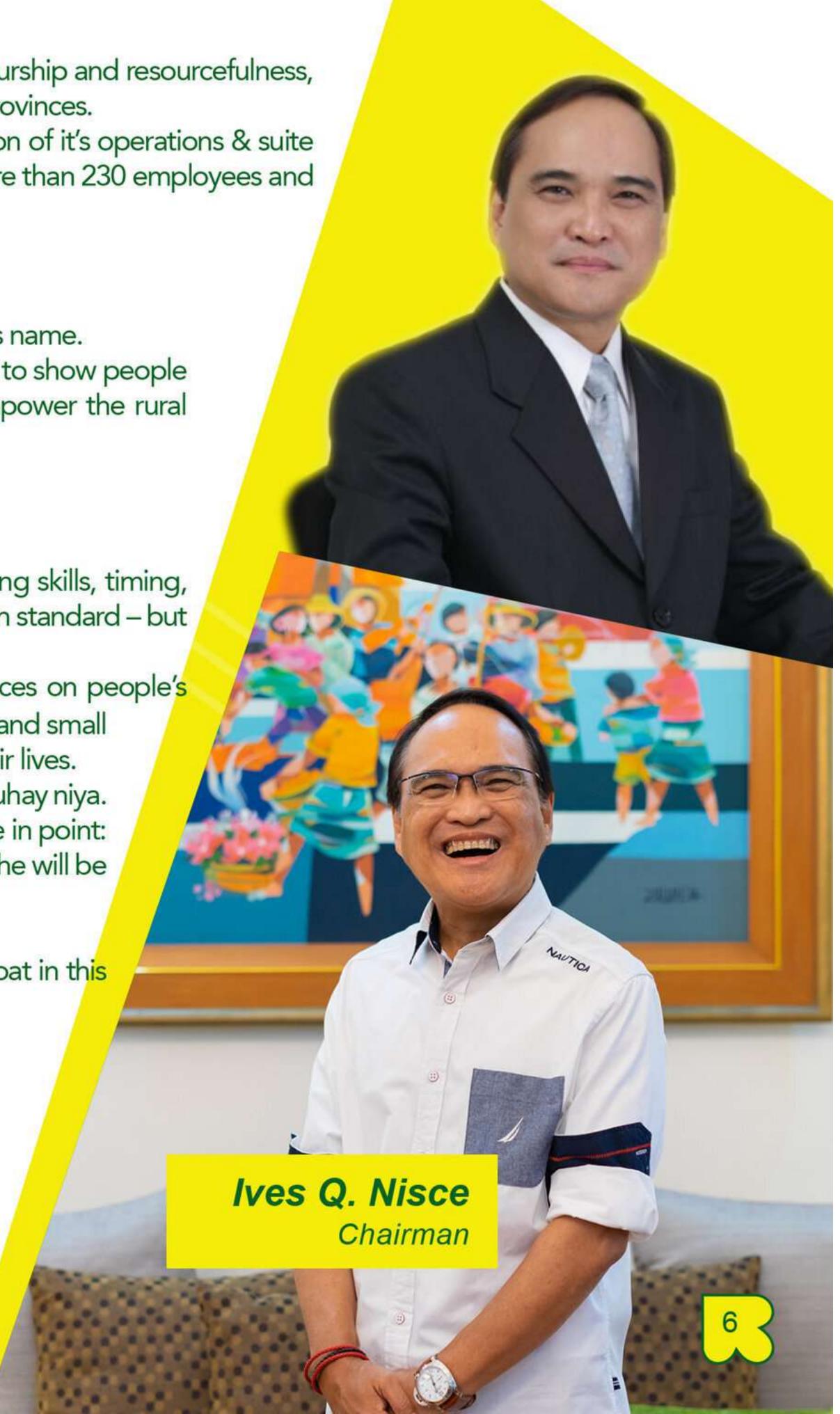
Nisce shared that their success is not about how much profit they gain. It is about the impact of their services on people's lives. As a witness to the hard work and dedication of their fellow llocanos like farmers, fisher folks, carpenters and small business owners, they want to help and encourage them engage in productive endeavors that can change their lives. "We want to make a difference. Kapag pinautang mo ang isang magsasaka, alam mong mababago nito ang buhay niya. The agricultural loan you will lend a farmer, no matter how big or small, will have a direct impact on his life. Case in point: it will provide him the means needed for an abundant harvest so he could generate more income. From there, he will be able to finance his children's education and give them a bright future."

Nisce also emphasized that dependability and relevance of service rendered are how they are able to stay afloat in this fast-changing and competitive environment.

### 65 years and counting: Next steps for Rang-ay Bank

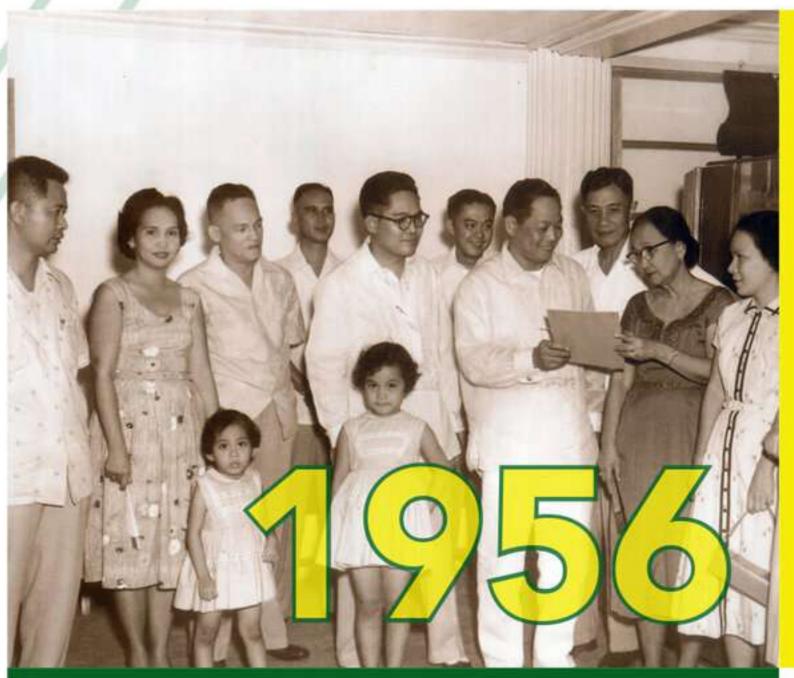
How does Rang-ay Bank plan to sustain its success and continuous progress?
While the institution has established its status as an industry leader, Nisce highlighted that they are still guided with the legacy his father left – to be a reliable countryside bank for the Ilocano people.

With determination in his voice, he said, "At the heart of Rang-ay bank's strategic mission is innovation and entrepreneurship. We will continue to innovate with competitive banking services that transform the lives of many."



## 65 a tawen ti panagibanko iti lokalidad

65 Years of Countryside Banking



Rang-ay Bank was granted its license to operate by the then Central Bank Governor Miguel Cuaderno, Sr. on January 14, 1956. The bank first opened its doors to the public as a duly established and licensed bank on January 16, 1956 occupying the ground floor of the home of Atty. & Mrs Rodolfo M. Nisce, children of founders Numericana T. Querol and Teofilo A. Nisce.



The first branch outside San Fernando opened in 1982 in Tubao, La Union, a then sixth-class municipality in the interior of the province.

Given the positive response to its initial operations, Rang-ay constructed its own office building on a site beside its first office (above) and also opened an extension office in the public market of San Fernando.



Baguio, the first branch outside La Union, opened in 1992, immediately improving the bank's loan portfolio and expanding the bank's reach to the adjacent provinces of the Cordillera Region.





Ives Q. Nisce assumed the position of President. Building on the foundation laid by his parents & grandparents, he began to expand the reach of Rang-ay to other parts of Northern Luzon.



### FIRST LOGO

Rang-ay bank's first logo symbolizes harvest and growth interrelate to the bountiful and progressive partnership of Rang-ay Bank with the growing community.

### RUDY NISCE FOUNDATION



Rang-ay lives up to its commitment to give back something to the communities it serves. So far, the Foundation has helped many students to become successful college graduates, and many of them have been taken in by the bank as employees. The Rotary PDG Rudy Nisce Scholarship Foundation was named after the bank's first manager, Atty. Rudy M. Nisce, a Past District Governor of Rotary International.



As part of the bank's Corporate Social Responsibility program, in partnership with the Rotary Club of San Fernando, La Union, a foundation named in honor of Rang-ay's founding President and Rotary Past District Governor Rudy M. Nisce. The program was established, dedicated to education assistance of young college students.



Rang-ay Bank provided world class banking services to local communities with Western Union Remittance Services in all its branches in 1999. This marked the start of a fruitful program which was highlighted in the bank's grandslam of awards from Petnet Western Union in 2008.



In 2000, Rang-ay Bank President & CEO, Ives Q. Nisce was elected president of the Rural Bankers Association of the Philippines (RBAP), the national association of rural banks. This not only validates the bank's excellent management but also confirms the bank's status as an industry leader. Mr. Nisce was inducted by the then BSP Governor Rafael B. Buenaventura.



BSP Governor Amando S. Tetangco graced Rang-ay's 50th Anniversary as guest speaker. That year Rang-ay received recognition from the City of San Fernando and Province of La Union.

In 2004, Rang-ay completed the acquisition of the Rural Bank of Burgos (Ilocos Sur). RB Burgos is located in the fourth-class municipality in the interior of Ilocos Sur. The move showed the commitment of the bank to pursue banking in the smaller towns of the region to provide people the access to financial services.



### RBAP



The Rural Banker's Association of the Philippines (RBAP), the national association of rural banks in the country recognizes Rang-ay's excellent management and confirms the bank's status as an industry leader. Four years later, Rang-ay Bank Vice President Ives Jesus C. Nisce II was elected RBAP National Director for Region I.



### **50TH ANNIVERSARY**

The theme of the bank's golden celebration was "Asenso mo, Tagumpay ng Rang-ay." It was also in the same year that both the City of San Fernando and the Province of La Union gave recognition awards to Rang-ay Bank.



### **55TH ANNIVERSARY**

Rang-ay Bank celebrated its 55 Foundation Anniversary in January 2011 in the City of San Fernando with the theme "Panagyaman". BSP Governor Nestor Espinilla was the guest of honor and speaker.



In 2009, Rang-ay Chair Eufrosina Q. Nisce received the Pagwadan award from the City of San Fernando. Rang-ay's Previous Chair Numeriana T. Querol received the same award in 2004 while Ives Q. Nisce got the same award in 2010. Ives also obtained the Saranay award from La Union province in 2001.



San Juan, La Union became Rangay's 25th banking office in 2013. The bank now covers 6 Northern Luzon provinces, namely Ilocos Norte, Ilocos Sur, La Union, Pangasinan, Abra, and Benguet.



Rang-ay was BIR's Top La Union Taxpayer in 2006, 2007 & 2010. Rang-ay also received the Top Taxpayer award from La Union province in 2012. In 2013, Laoag City and Bangued, Abra named Rang-ay as their Top Taxpayer.

The Land Bank of the Philippines named Rang-ay as the Best Financial Intermediary Nationwide in 2013 for having the lowest pass-on rates among LBP partners in the whole country. This in effect shows that Rang-ay has among the lowest interest rates on loans anywhere in the country.





### BSP AWARDS LA UNION CHAMBER OF RURAL BANKERS

The La Union Chamber of Rural Bankers Inc. (LUCRUB), an association of eleven (11) rural banks headed by Ives Jesus Nisce II was presented the Outstanding Regional Partner for Coin Recirculation by Armando Suratos, Monetary Board Member and Diwa Guinigundo, Deputy Governor.



### **60TH ANNIVERSARY**

In 2016, Rang-ay celebrated 60 years of Countryside Banking with a thanksgiving luncheon held at Hotel Ariana, Bauang, La Union. Pioneer and Valued Clients were recognized by the Bank's Board with plaques of appreciation for their loyalty and patronage.

The SSS 2018 Balikat ng Bayan Best Collecting Partner Bank Award was awarded to Rang-ay Bank for consistently being the nation's top institutions with the highest collections and processing a large volume of transactions with its wide coverage. Rang-ay Bank was the only rural bank national awardee of the Social Security System for the year.



Rang-ay Bank received the Gawad Pilak Award from Land Bank of the Philippines in recognition of its 25 years of continued partnership. "PILAK" stands for "Pagkilala sa mga Institusyun at Indibidwal na Lumingap sa mga Adhikain para sa Kaunlaran".

Rang-ay Bank continues to improve its systems to ensure globally competitive banking services for its clients. Nextbank software is a Core Banking System package which offers all the systems necessary to maintain client deposit accounts, term deposits, microfinance and secured loans, and to automate accounting, internal and regulatory reporting via web and mobile apps. The system is hosted in Amazon Cloud. It is fully compliant with the latest policies and regulations of the Bangko Sentral ng Pilipinas (BSP) and Southeast asian central banks.



₱ESONet

Philippine Electronic Fund Transfer & System Operations Network

2020

The Ilocos Region's most hardworking bank is officially a certified PESONet member. Dedicated to strengthen its mission, Rang-ay Bank paves a way through an even more affordable and accessible banking service for the locals with PESONet. PESONet supports secure online bank-to-bank nationwide fund transfer without limit, same day transaction; thus saving a lot of time for clients instead of lining up on queues for over-the-counter transactions with their commercial bank.



### ATM ROLL OUT

Automated Teller Machines (ATMs) are now available in ten (10) branches of Rang-ay Bank located at San Fernando(LU), Agoo(LU), Bacnotan(LU), Bangar(LU), Balaoan(LU), Luna(LU), Sta. Cruz(IS), Sta. Lucia(IS), Dingras(IN) and Bangued(Abra). ATMs are important key touch-points for financial inclusion, making funds available 24 hours a day & 7 days a week (24/7).



### IJCN RBAP DIRECTOR

Ives Jesus Nisce II was elected as the National Director representing Region 1 (Ilocos & Cordillera) for the Rural Bankers Association of the Philippines (RBAP). He was inducted into office by BSP Gov. Amando Tetangco during the 63rd RBAP Annual National Convention with the theme: "Rural Banks: Making a difference in Financial Inclusion" held at Radisson Hotel, Cebu City last May 23-24, 2016.

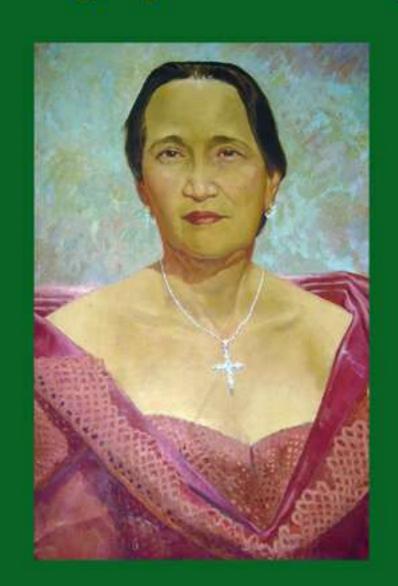
### Founders

Dagiti Nangbangon



From left to right: Paul Salon, Teofilo Nisce, Antonio Tabora, Miss Irene Javier, Mrs. Eufrosina Nisce, Doña Numeriana Querol, BSP Miguel Cuaderno Sr., Mrs. Consuelo Buenaventura, Atty. Rodolfo Nisce, BSP Director Augusto Espiritu.

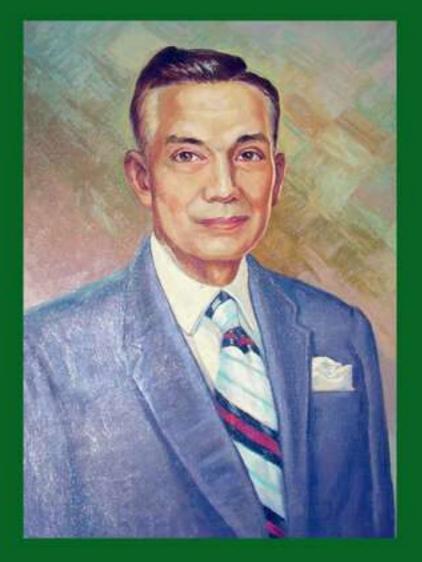
Rang-ay Bank was granted its license to operate by the then Central Bank Governor Miguel Cuaderno, Sr. on January 14, 1956.



Doña Numeriana Tavora-Querol Founder Chair, 1956-1970



Dr. Antonio E. Querol Chair, 1970-1977



Don Teofilo A. Nisce Co-Founder



Atty. Rodolfo M. Nisce Chair, 1978-1993



Mrs. Eufrosina Q. Nisce Chair, 1994-2008

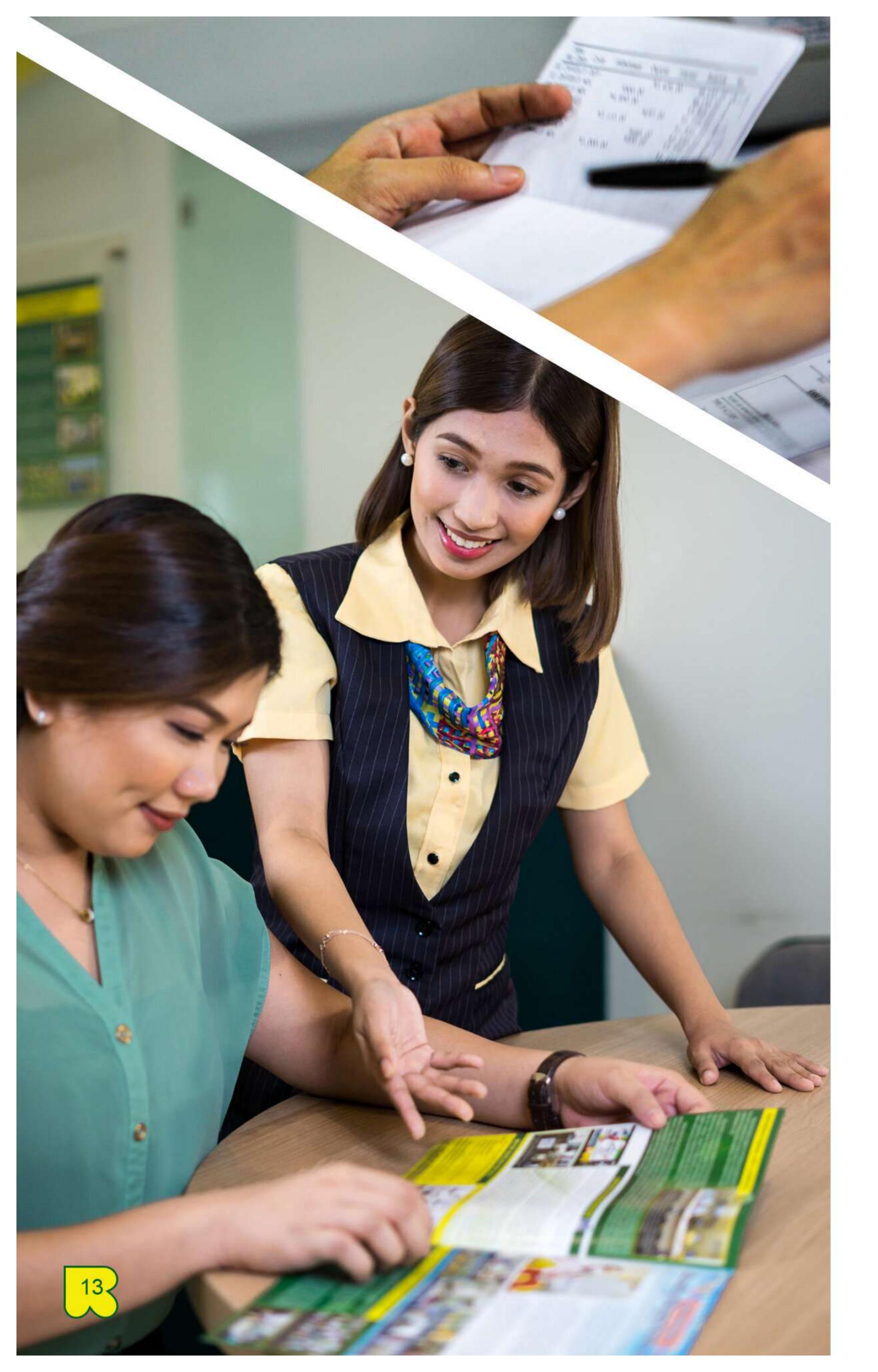
Dagiti pundador ti Rang-ay Bank: Doña Numeriana Tavora-Querol ken daydi kaingungotna a Dr. Antonio Querol, Don Teofilo Nisce, Abogado Rodolfo Nisce nga ama ni Ives ken Mrs. Eufrosina Nisce (kaingungot daydi Rodolfo).

Rang-ay, the Countryside Bank

Rang-ay, iti banko iti Lokalidad

Rang-ay's founders envisioned the bank to prioritize the needs of the local community. Over the last 65 years, that vision has capitalized on the thrift, industriousness and perseverance of the Ilocano People as depositors and borrowing clients. This vision has fueled Rang-ay's rapid and continued growth over the past 65 years and transforming the communities where Rang-ay operates branches into self-sustaining and dynamic societies. The validation of that vision has made Rang-ay the biggest bank network in its class in the Ilocos, Pangasinan and the Cordillera provinces.





## Providing Credit to Northern Luzon

### Agpautang iti Amianan a Luzon

Rang-ay has consistently provided affordable and accessible credit to its clients in the Ilocos and Cordilleras, with loans that offer affordable interest rates and flexible terms.

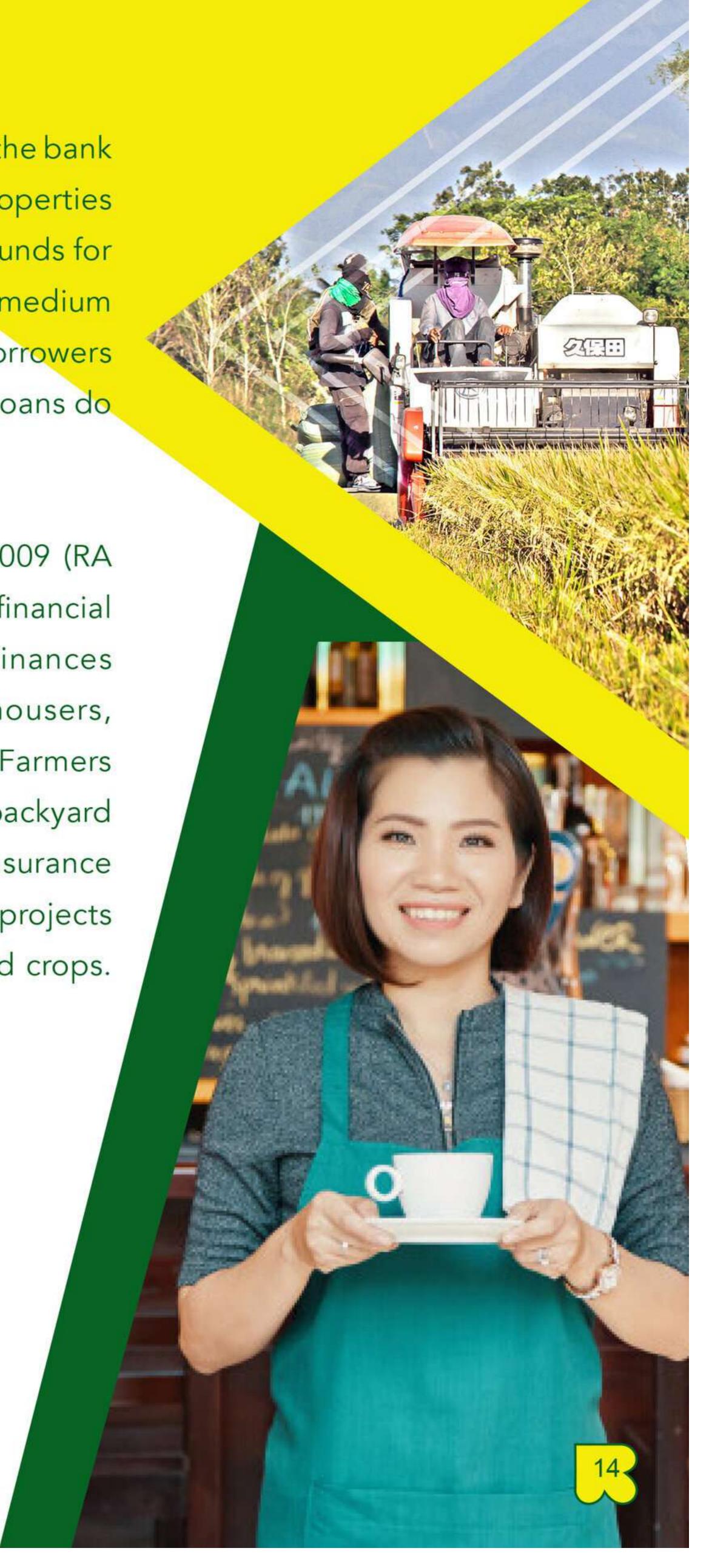
Rang-ay offers borrowers a transparent application process with one of the lowest interest rates and fees in the market. The bank offers flexible payment terms up to 10 years or even more flexible renewable short term loans for borrowers who do not want to pay their loans via strict amortization schedules. With an easy to understand application process and willingness to adapt alternative documentation requirements, Rang-ay makes it easy for any client to borrow. Any project or business venture is qualified, be it for business, agriculture, housing, renovation, purchase of vehicle, education, consumption, or placement fees. The bank accommodates loans as low as Php 10k to as high as Php 150mm.

The bank accepts Tax Declarations as collateral. As a countryside financial institution, the bank can accept properties covered only by Tax Declarations as a security in lieu of Titled Properties should a borrower have no Titled properties. Rang-ay also has access to specialized funds for agricultural, industrial and commercial loans to agri-business and micro, small and medium enterprises. The bank understands the unique situation of local business and borrowers since Rang-ay is based in the province. Processing of housing, business agricultural loans do not need to be sent to Manila and can take as short as 7 working days.

Rang-ay continues to be an implementer of the Agri-Agra Reform Credit Act of 2009 (RA 1000) following its reaccreditation along with nine other banks as accredited rural financial institutions (RFIs) by the Bangko Sentral ng Pilipinas (BSP) in 2019. Rang-ay finances agri-businesses such as rice-millers, vegetable haulers, contract growers, warehousers, agri-suppliers and bamboo growers all over the region. It also provides collateral-free Farmers loans to small-scale cultivators, farmers, tenants or lease holders. The program includes backyard or cottage poultry projects and livestock raisers. In tandem with the Philippine Crop Insurance Corporation (PCIC), Rang-ay is able to provide additional capital for agricultural projects like livestock and fishery ventures, planting of rice, corn, vegetables and other food crops.

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## Rang-ay ti inyeg daytoy a banko iti kailokuan





# Safeguarding Savings for Development

Mangsaluad kadagiti urnong para iti panagdur-as

In 6 provinces in Region I and CAR, Rang-ay's 30-branch network offers high accessibility to its neighbor clients. Rang-ay is open from 8:30 am to 3:30 pm, Monday to Friday and it carries a "Deposit - Withdraw Kahit Saan" policy. Saturday banking (half day) is available in La Union branches. A Rang-ay Bank Branch is always open near you. All Rang-ay deposits are insured with the Philippine Deposit Insurance Corporation (PDIC). The bank has always been a member of good standing with the government insurance body since its inception. The bank is one of the few banks authorized by the Bangko Sentral ng Pilipinas (BSP) to accept government deposits. All the money entrusted by depositor in the bank is ploughed back to the local community through a variety of development enhancing projects. Because of this, Rang-ay is one of the few BSP certified Rural Financial Institutions in the whole country.



Rang-ay is also one of the few authorized rural banks that can offer checking accounts. The bank is also qualified by the Social Security System (SSS) to accept SSS pensions directly, making it easier for senior citizens to access their money.

The Ilocanos know what to do with their hard-earned money. They know the value of saving for rainy day. Thus, they save part of it in a rural bank like Rang-ay, their dependable neighbor, and make their money earn interest. Rang-ay deposits have a comparatively sound interest rate and minimal opening and maintaining balance requirements. This include Regular/ Premium Checking Account, Savings Deposit, and SSS Pensioner Accounts than have a very affordable opening amount of Php 1,000 (Php100 for Pensioner Accounts). The bank also offers secured and higher yielding Time Deposit and Gold Saver 5 a 5-year Time Deposit Accounts.

Savings have a strong appeal to its clients, the Ilocanos, who are known for thrift, "Urnong" is the Ilokano word for "saving"-and Rang-ay helps its depositors save for the future and unforeseen events like the covid-19 pandemic. For this reason, Rang-ay has now this innovative Kiddie Savers Account welcoming as a new breed of depositors, children belonging to the 7 to 12 age bracket. A kid can open a deposit with just Php100 with no maintaining balance.

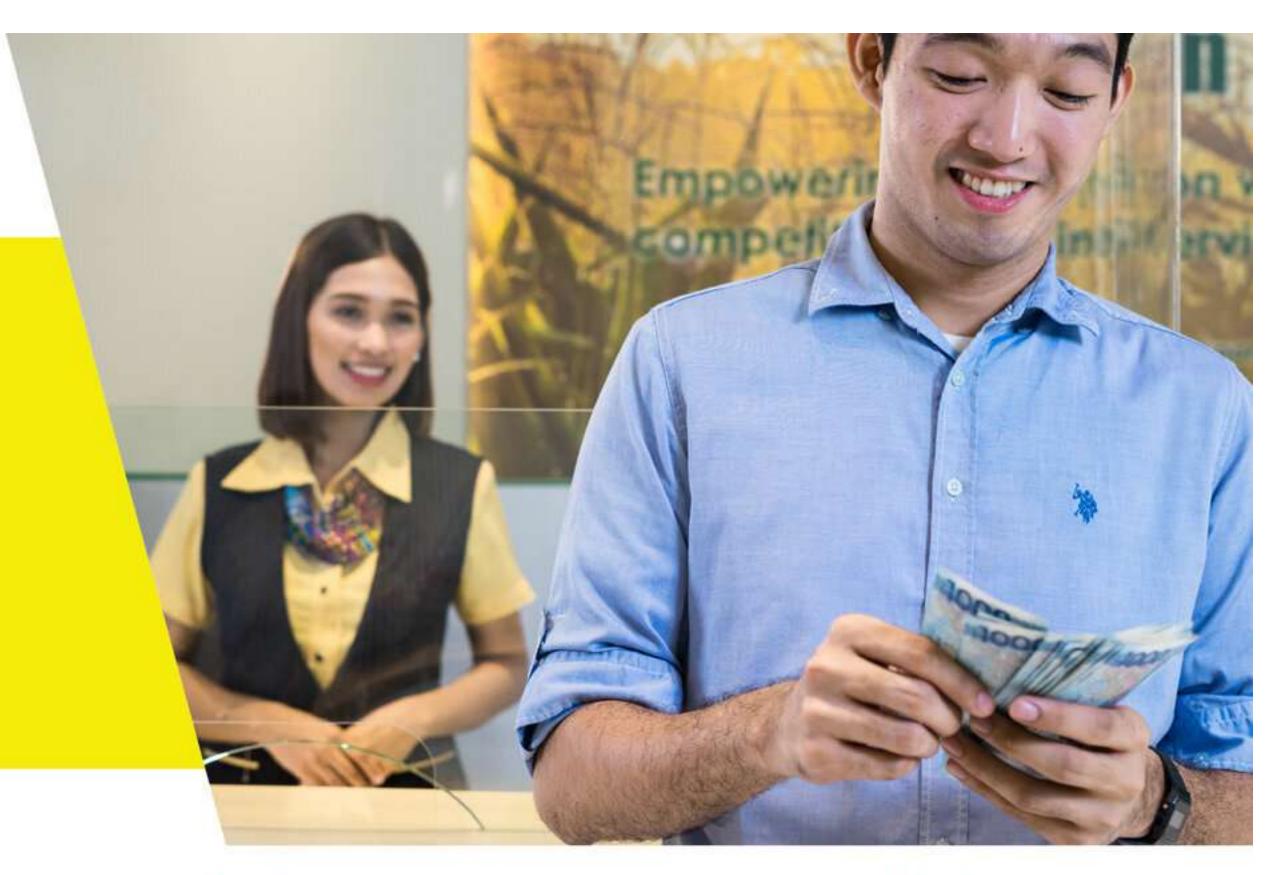


## Providing World Class Banking Services to the People

Rang-ay brings world class financial services to the people of the countryside. With the bank's wide network, it is now easier for the people in the regions to access remittance, micro-insurance, e-money and other banking services. The bank is a partner of Western Union, a well-known global company providing national and international remittance. The bank has garnered a multitude of awards by providing remittances to the people of the Ilocos and the Cordilleras. Rang-ay was one of the first rural banks to provide this service providing OFW families easier ways of accepting their remittances from loved ones abroad. Rang-ay also partners with Banco de Oro's BDO Remit, a BDO remittance product and a national remittance program partner. The two services are welcome alternatives for OFWs who have different needs or who are in areas without Western Union access.

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## Mangted ti Rang-ay iti "world class" a serbisio pang-pinansial kadagiti lokal nga umili.

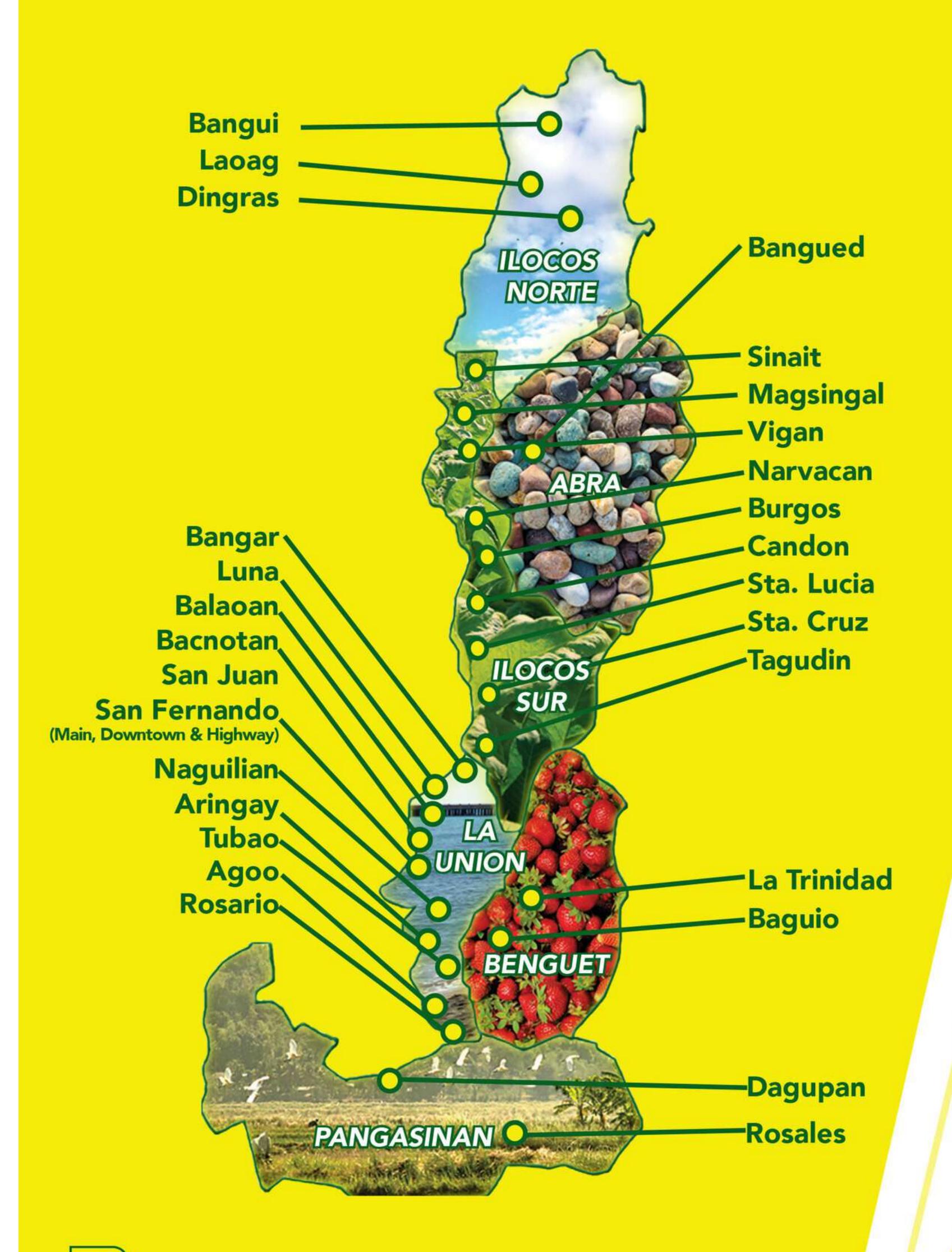


The bank is a pioneer partner of Globe G-Cash, the e-Money division of the national telecommunications giant, Globe. e-Money is an alternative solution for clients who need added speed and convenience to their transactions. Monetary value is digitally stored in a designated electronic account, and may be remotely accessed commonly thru mobile phones. Rang-ay is a One Stop Shop bank that caters to the needs of its valued clients thru its services that include bills payment, money/fund transfer and insurance.

It can be used to pay for salaries, used as remittance or pay for services. The bank also offers Microinsurance, providing cheap and affordable life and accident insurance designed for low income households, with a premium lower than Php 500 a year. Partnered with the Country Bankers Life Insurance Corporation, the bank hopes that CB Kalinga can provide people in the community added protection from accidents and sicknesses.

Rang-ay also partners with government institutions. Through the public-private partnership program of government, Rang-ay offers additional financial services at the local level.

The bank is also a partner of EC-Pay, a national Bills Payment Service. People from the countryside can now pay their power, water, telephone, cable and other utilities and expenses through any Rang-ay Bank branch. The service also allows for the bank to sell mobile phone prepaid load and airline tickets for local airlines such as Philippine Airlines and Cebu Pacific. Because of the strength and reliability of Rang-ay, many national and international firms and agencies partner with the bank to give them access to the communities that Rang-ay Bank serves.



## Rang-ay Branch Network

Umad-adu dagiti sangay iti Rang-ay

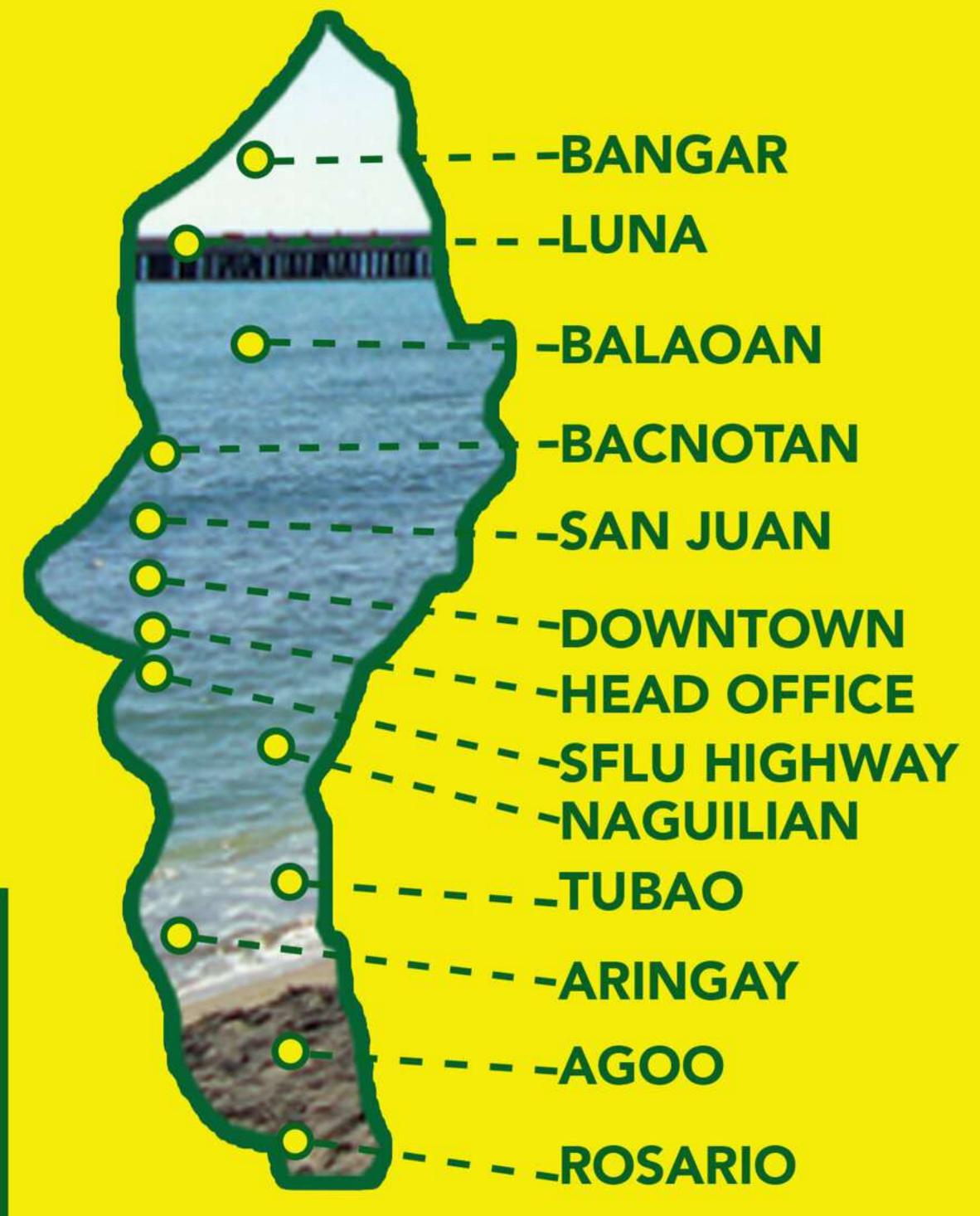
Anchored by its Head Office in San Fernando City, Rang-ay's 30-branch network services clientele in Reg. I and CAR. San Fernando is the birthplace of Rang-ay and the capital of both the Ilocos Region and La Union province. Rang-ay's Head Office is located at the Nisce-Querol Building on Gov. Luna Street. It is manned by a professional staff of 63 personnel assigned to the Loans and Credit Office, Finance Office, Remedial Management Office, Information Technology Office, Compliance & Internal Audit Office, Office of the President & CEO and Administrative Office. The head office and all branches provide longer banking hours, opening at 8:30am and closing at 3:30pm with no noon breaks. Furthermore, Rang-ay's head office and all La Union branches extend banking services to Saturday so as to provide clients wider access and better satisfaction.

## HEAD OFFICE San Fernando

Branch staffing is kept lean, with 132 personnel bringing Rang-ay's total work force to 230. Employs information technology and intensive training as major tools to ensure that bank employees are able to respond effectively to client needs, Rang-ay relies on a flat organization structure that encourages hands-on involvement of officers and employees in day-to-day decision-making. Rang-ay has also become a major source of branch officers for Manila commercial banks needing senior personnel, a function of the increasing level of competition for banking services in the growth area of North Luzon. Succeeding pages detail Rang-ay's development priorities for the provinces where it currently operates branches. By focusing on these priorities, Rang-ay hopes to continue its leadership role in bringing progress to its target communities.







Being Rang-ay's birth province, La Union is the province with the most branches with 13 in total. Since the start of Rang-ay's operations under Atty. Rodolfo M. Nisce in 1956, lending programs have favored small-and-medium businesses, particularly those involving trade and commerce, helping to spawn entrepreneurship in La Union. Many of the earliest borrowers of Rang-ay have become major enterprises in their respective industries.



Rang-ay's birth town has grown into San Fernando City, the administrative capital of Reg. I. It is also the host LGU of Poro Point Freeport, which has both a seaport and airport in place. Adjacent towns of Bauang and San Juan are well-known as resort and surfing destinations. As such, tourism and trade remain the major draws for investments in the area.

This increase in transient consumer traffic is pushing not just further growth in the number of resorts and restaurants. It is also creating an awareness that agriculture and agro-industry must be able to supply the needs of a greater resident and visitor population, such that backyard agriculture and cottage industries are now rising in towns like Naguilian, Bangar, Balaoan, Bacnotan, Caba and Pugo. With St. Louis College and Don Mariano Marcos Memorial State University as major educational institutions who can be mobilized to help prepare development initiatives for the private sector to pursue in the province, La Union province and Rang-ay Bank could evolve a program to attract local and foreign investment into their home base. As greater investments flow into La Union, a thriving real estate industry is sure to follow.

Investors could back tourism ventures (including cruise ships and airlines). And among the agro-industries (not just primary production but also manufacturing) worth exploring include bamboo, pinakbet vegetables, fruit processing (duhat, mango) and inland fisheries. Call centers and BPOs could complete an initial list of potential depositors and borrowers who can continue the phenomenal growth that Rang-ay has experienced.





After La Union, Ilocos Sur has the most Rang-ay branches with 9. Like in La Union, tourism is an obvious priority for immediate business, especially with the old Spanish town in Vigan and a United Nations heritage site in the Sta. Maria church.

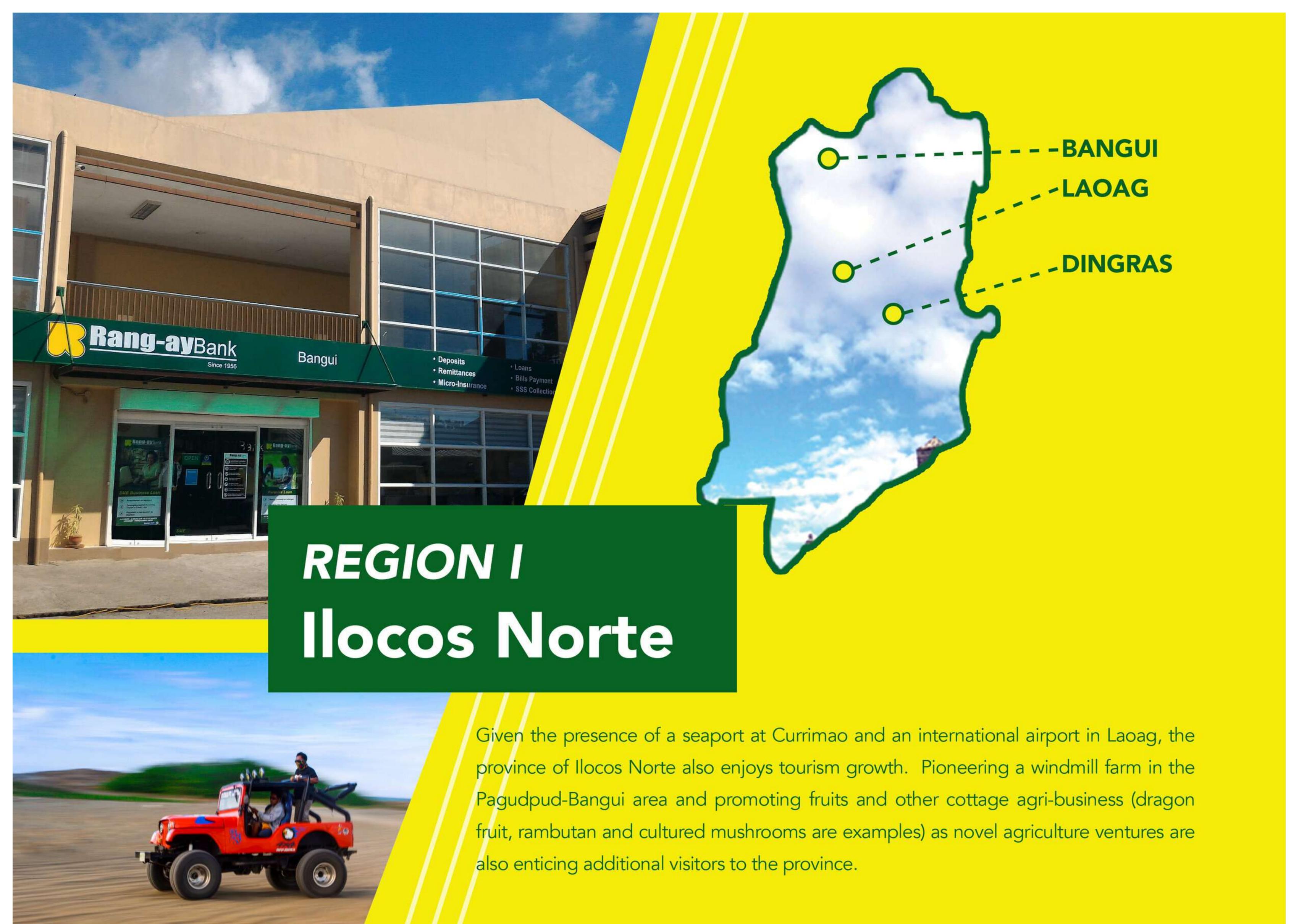


Enjoying its new image as one of the "7 Wonder Cities of the World," Vigan has now become a tourist paradise. No wonder, more hotels, resorts, commercial buildings and bedroom communities have now started to rise not only in the capital town but throughout the province.

Aside from tourism, tobacco is another Ilocos Sur mainstay—but it's mostly agriculture and almost no processing. Some agricultural productivity has also flourished in corn, tomato and vegetables – but lack of continuance into the manufacturing stages is holding back these activities from becoming sustainable. Perishability and marketing problems need to be overcome by the manufacture of finished products.

Amid this scenario, there is a great need for the financing of hotels and resorts, including smaller inns and transient houses. Borrowing for tourism-related business (incl. t-shirt making, souvenirs, handicrafts and restaurants) is also increasing. Southern Ilocos Sur also report increased agricultural borrowing, but what is especially encouraging is that there are also processing plants being set up, especially for corn and kalamay.

Other initiatives in bamboo plantations and furniture making are also noted. And there is also talk of inland fisheries, especially around the Narvacan coast. These should be encouraged, with ice plants and fishing boats worth being subjects for equity from balikbayan groups in the United States and loans from Rang-ay.





Continuous flow of OFW remittances from abroad is also helping to catalyze a wider variety of business start-ups in the province, starting with home improvements. Government support for local business and industries in the region is also positive. Many agricultural based cottage industries are well supported with many One-town One-project initiatives focusing on value added processing industries to supplement traditional agriculture.

With branches in Laoag City, Dingras and Bangui towns, Rang-ay offers employees of private firms and government agencies salary loans and access to its mSME Business Loan Programs. Rang-ay's Ilocos Norte loan portfolio also sees a significant increase in housing loans, sparked by OFW remittances. Many loan applicants are also looking at personal loans also tied to OFW remittances. But more interesting is that SME and agri loan applications are now being processed, suggesting the need for more Rang-ay branches to be set up in Ilocos Norte.

Rang-ay is focusing on helping OFWs from the province to support the needs of the families they left home. On this regard, the bank's management is encouraging cottage industries and SMEs to be set up to optimize the tourism and agro-industrial resources of Ilocos Norte.

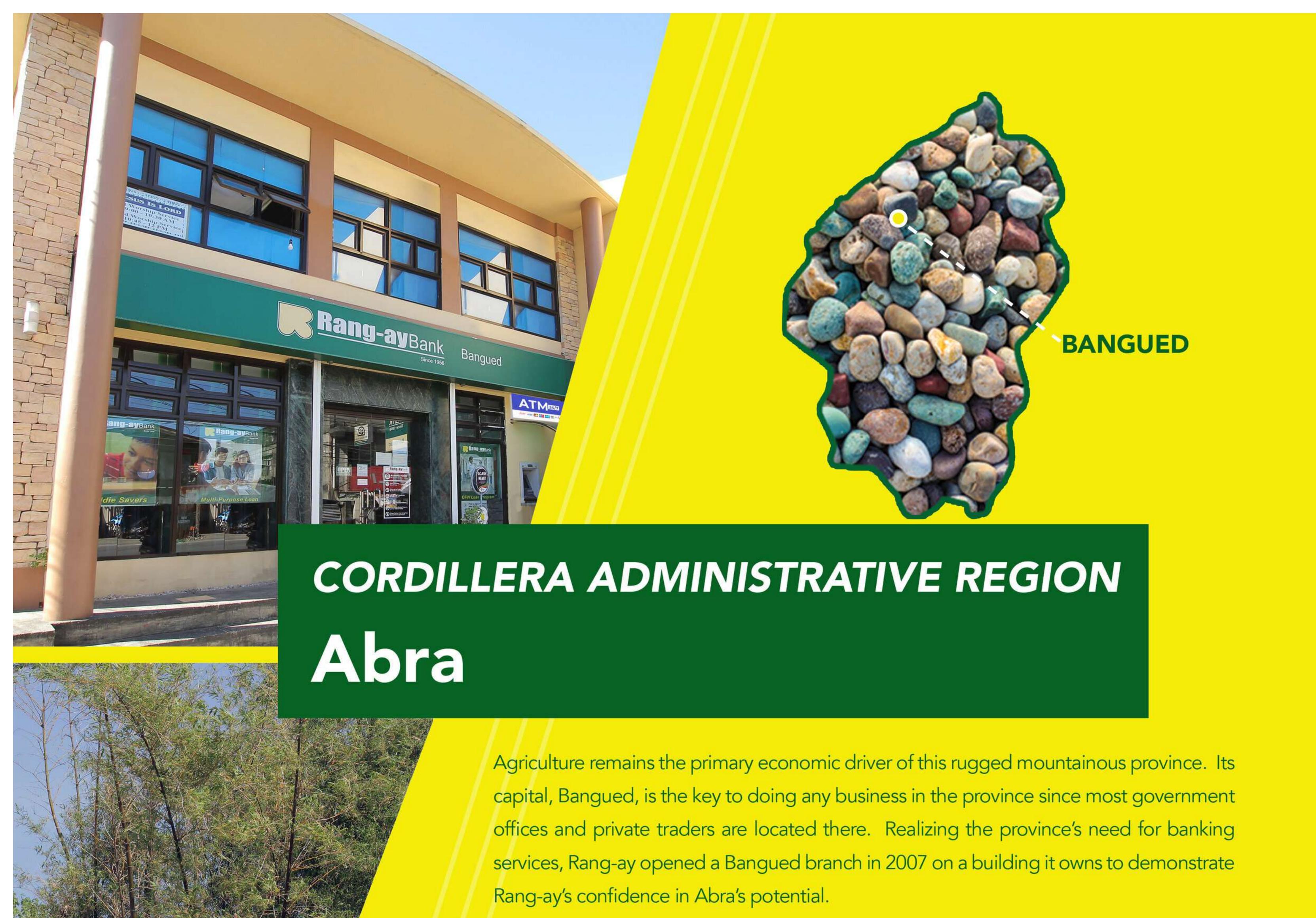


In terms of population and land area, Pangasinan is the largest province in Region I and stands out as the natural economic leader. Here, Rang-ay has come in with first two branches at present, suggesting a need for more branches to accelerate business growth. One of the branches is located in Dagupan City (at the northern part of the province) and the other is in Rosales (southern part) which at first put up at Petron Square, Carmen Complex, McArthur Highway but was later relocated at Gen. Luna St., Barangay Zone III.



In recent years, because of NLEX, SCTEX and TPLEX, real estate development has become a major activity in this province, with Metro Manila corporations as proponents in the major cities. Local developers are finding their niche in the smaller towns. Rang-ay is also processing loans for the growing real estate market in Pangasinan with influx of people, housing development. The bank provides loans to individuals for housing programs including purchase of house and lot, construction, renovation and expansion with a long term of 10 years. The increasing population of the province also creates the need to provide financing to subdivisions, real estate developers, contractors and builders.

In the agricultural area, Pangasinan is becoming very active in the planting of malunggay, bamboo, rice, corn and mango, in addition to the traditional rice and corn production. The province is also well-known for its fishery ventures. Proximity to Manila also makes Pangasinan ideal for contract growing for poultry and hogs. These agro-industries can be the priorities for Rang-ay to explore as it plans more branches in Pangasinan.





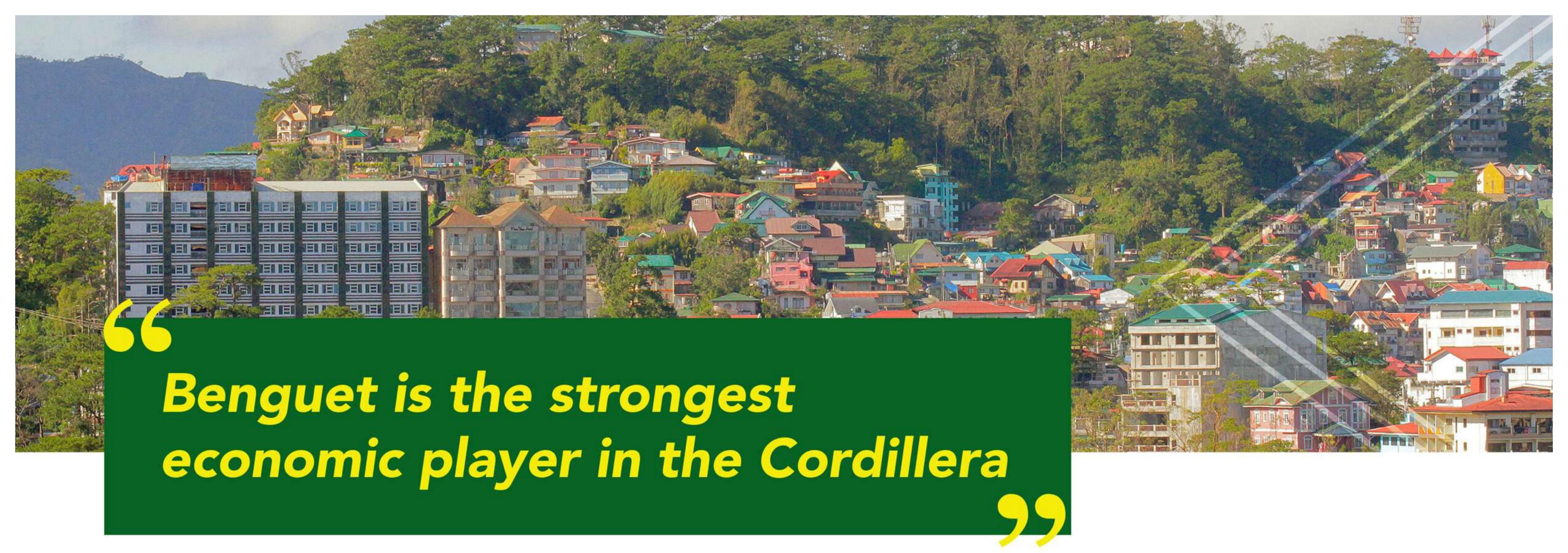
Currently, Rang-ay's Bangued Branch is carrying out unsecured programs characterized by easy loan application and no collateral deals. Likewise, it has established partnership with Local Government Units (LGUs) and Government Agencies (GAs) for some projects.

For the good of DepEd teachers and non-teaching staff, the branch has been conducting product presentation, mainly to discuss the different products and services offered by the bank. At the heart of it is the bank's salary loan programs for DepEd personnel that is anchored on a more than a decade partnership between Rang-ay and DepEd.

And for the benefit of the community, Rang-ay continuously provides Barangay Loans and Barangay Micro Business Loans. Very much into rice production, bamboo craft and other agro-industries, Abra is seen as a theatre that can replicate how Rang-ay was able to grow from a modest stand-up in 1956 to what it has become now or a flourishing economic growth enhancer in the Ilocos Region and the Cordilleras.



educational, agro-industrial, tourism-anchored and realty-based enterprises that can avail of the bank's funds and expertise to strengthen the Cordillera Administrative Region.



Benguet is currently a leading producer of upland vegetables, supplying most of Metro Manila's requirements. The La Trinidad branch promotes agricultural loans and extends uncollateralized loans to small scale tenant farmers located as far as Tublay, Mankayan, Atok, Bugias and other towns in Benguet. Bigger agricultural loans are extended to agri-business and vegetable traders who need working capital loans for logistics providers to bring the produce to Manila. The bank also offers motor vehicle acquisition loans to businessmen who want to purchase or upgrade their current trucks.

Both La Trinidad and Baguio branches are also lending for building construction and other realty-related undertakings such as student hostels, college buildings and tourism businesses. Several leading educational institutions in the "Student City" of Baguio have obtained loans to finance facilities needed to accommodate students from across the region and the country. Housing and business loans are extended to the many landowners developing their properties to accommodate the influx of students, tourists and workers from all over the Cordilleras. While the bank grants multi-million loans to constructions of school buildings and apartment houses, the bank also provides consumer loans for families in need of additional funds for education or for other consumption needs.

While Baguio enjoys the successes of being the primate city in the Cordillera Administrative Region, there is a need to help develop the other provinces in the Region. The region is composed of 4 other provinces (Apayao, Ifugao, Kalinga, Mt. Province) and numerous towns and peoples without access to formal banking services. Rang-ay looks back to its pioneer spirit and towards the future to serve the region.



## Corporate Social Responsibility

## Responsibilidad ti korporasion a tumulong

A countryside bank actively committed to undertake its Corporate Social Responsibility (CSR) through education, environment, livelihood, tourism and other charitable advocacies, Rang-ay as a community development partner never fails to reach out.

In its support to the promotion of youth education, Rang-ay established a scholarship program through the PDG Rudy Nisce Foundation, named after the bank's first manager. To date, it has produced a number of scholars, some of them employed by the bank.

Rang-ay receives and approves many requests for assistance from both LGUs and civic groups. It also financially sponsors and assists the hosting of seminars and workshops initiated by various organizations such as entrepreneurial skills training for microenterprises, among others.



Ipapati ti Rang-ay ti karina a mangisubli iti pagsayaatan kadagiti komunidad a tultulonganna

Among its regular CSR annual commitments are: Brigada Eskwela of Department of Education, Coastal Clean ups in coordination with other government agencies such as the Department of Environment and Natural Resources, Feeding Programs and Donations to schools and orphanages.

As a component of its CSR and financial inclusion initiative, Rang-ay spends quality time in providing Financial Literacy Trainings and presentations to local communities and organizations in Region I and the Cordilleras. The aim is to promote not only better understanding of financial literacy but also teaches the participants how financial planning can help to protect them from risks.



## Home Grown Rang-ay Bankers

Bankero a patanor ti Rang-ay

By tradition, Rang-ay which is almost 236 people strong, hires local staff only. Yes, it creates jobs not only by direct hiring but also by funding local businesses. At the heart of its mission is about Ilocanos serving Ilocanos, local people serving the local community. Alongside is well-focused realistic aim "to grow our own people and develop them to become world class bankers.

In 1956, Rang-ay started with only four employees to operate the bank. The bank president and chief executive officer has an open door policy, any staff can go to his office to see him for any urgent business consultations.



Addaan iti 'open door policy' ti Presidenteken Chief Executive Officer ti banko, makaserrek ti asino man nga empleado iti uneg ti opisinana a mangikonsulta kadagiti kasapulan unay a desisionna para iti negosio.

Rang-ay invests in people through quality trainings and seminars as well as various employee development programs. It welcomes hiring new graduates. While it has older homegrown officers to count on as mainstays or key players, the staff are young and dynamic. Parallel to that, its managers and management staff are indeed, very professional.

### The Board of Directors



(Left to right) Upper: Ives Jesus C. Nisce II, Jose Z. Osias, Mario P. Galvez, Reynaldo Q. Nisce Lower: Flora M. Ignacio, Ives Q. Nisce & Ivy Rose Nisce-Martinez, MD

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Joanna A. Timichan



### Products & Services



### **Savings Deposits**

Savings
Basic Deposit Account
SSS Pensioner
Kiddie Saver

### **Checking Account**

Premium

### **Time Deposits**

Regular
Gold Saver 5
Special Savings Deposits



mSME Business Loans

Agricultural or Agri-Business Loans

Long Term Pabahay and Home Renovation Loans

**OFW Loans** 

Motor Vehicle Acquisition Loans

Multi Purpose Loans

Farmers Loans

Barangay Micro Business Loans

Instant Salary Loans for Public & Private Employees

SSS Pensioner Loans



PESOnet
Instapay
Western Union
BDO Remit
iRemit

Transfast



### **BILLS PAYMENT**

Electric & Utility Bills
Telco Bills & Load
SSS Payment & Contributions
Pag-Ibig Fund Payments

## Branch Directory

### REGION I

#### La Union

San Fernando (Main Office) Nisce-Querol Bldg. #67 Gov. Luna St., San Fernando City, La Union (072)242-5661-63

San Fernando Downtown (LU)

Rang-ay Bank Bldg. Ortega St., Brgy III (72) 607-8392 / (72) 205-9104 sfdowntown@rangaybank.com

San Fernando Highway (LU)

Quezon Avenue National Highway, Brgy. II (72) 205-0185 highway@rangaybank.com

Rosario

Poblacion East Rosario (72) 687-2507 / 0917-509-7813 rosario@rangaybank.com

Agoo

Rang-ay Bank Bldg., National Highway, Consolacion, Agoo, La Union (072) 607-8392

Aringay

New Public Market San Benito Sur (72) 607-3423

Tubao

No. 1 Verceles St., Poblacion Tubao, La Union (072)687-0077

Naguilian

Rang-ay Bank Bldg., No. 29 Naguilian Road Brgy. Ortiz, Naguilian, La Union (072)609-1199

San Juan

Public Market, Ili Sur, San Juan, La Union (072)607-41-96

Bacnotan

New Public Market, National Highway Poblacion, Bacnotan, La Union (072)607-4179

Luna

Luna Commercial Center, Brgy. Alcala, Luna, La Union (072) 607-3508

Bangar

Balay ti Umili Annex Bldg. National Highway, Cor. Bangar Luna (77) 674-1965 / 0917-700-7690 Road, National Highway Central East No. 1, Bangar, La Union sinait@rangaybank.com (072)607-0006

Balaoan

National Highway, Brgy. Antonino Balaoan, La Union (072) 607-0017

### Pangasinan

Dagupan

TN Bldg., Burgos St. Dagupan City, Pangasingan (075)522-0075

Rosales

Petron Square, Carmen Complex, McArthur Highway, Rosales, Pangasinan (075)632-1304

#### Ilocos Sur

Tagudin

Rang-ay Bldg. National Highway, Cor. San Jose St., Magsaysay, Tagudin, Ilocos Sur (077)652-2080

Sta. Cruz

JJEROME Bldg. National Highway, Poblacion Este, Sta. Cruz, Ilocos Sur (077)674-7227

Sta. Lucia

ER Moreno Bldg. National Highway, Brgy. Barangobong, Sta. Lucia, Ilocos Sur (077)644-0022

Candon

Rang-ay Bank Bldg., National Highway Cor. Pascua St., Candon City Ilocos Sur (077)644-0400

Burgos

Municipal Building Poblacion Norte, Burgos, Ilocos Sur (077)673-0150

Narvacan

Narvacan Commercial Complex Brgy. Margaay, Narvacan, Ilocos Sur (077)732-5869

Vigan

Galleria de Vigan, Florentino St., Plaza Burgos, Vigan City, Ilocos Sur (077)674-2509

Magsingal

New Magsingal Market, San Lucas, Magsingal, Ilocos Sur (077)726-3725

Sinait

G/F Public Market Macabiag

#### **Ilocos Norte**

Laoag

Laoag Commercial Complex Cor. Abadilla St. and JP Rizal St., Laoag City, Ilocos Norte (077)770-3808

Dingras

Old Public Market, National Highway, Brgy. Albano, Dingras, Ilocos Norte (077) 600-0001

Bangui

Tiendaan ti Bangui, San Lorenzo Bangui, Ilocos Norte (77) 600-2591

### CORDILLERA ADMINISTRATIVE REGION (CAR)

### Benguet

Baguio

Maharlika Livelihood Center, Brgy. Azcko, Baguio City, Benguet (074)442-8142

La Trinidad

Pineshill Business Center KM 5 Balili, La Trinidad, Ben guet (074)422-5536

#### Abra

Bangued

Rang-ay Bank Bldg. Taft Ave., Cor. Manzano Zone 5, Bangued, Abra (074)752-7554

### **65th Editorial Team**

Chair

Ives Jesus C. Nisce II

Writers

Jose Z. Osias Djuna R. Alcantara

**Project Coordinator** 

Florence Joy L. Licudine

Design & Layout

Charisse D. Palmos