

# LAND BANK OF THE PHILIPPINES



**Alternate Representative** : **JOSELITO P. GUTIERREZ**  
**Age** : **59**  
**Date of Birth** : **October 31, 1959**

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**Date of Appointment** : 05 March 2018 Representative to the CITEM Board  
**Position** : Executive Vice President/ Head, Agricultural & Devp't.  
Lending Sector  
**Office Address** : 33<sup>th</sup> M.H. Pilar cor. Dr. Quintos St. LBP Bldg. Main Malate,  
Manila  
**Tel No.** : (02) 405-7143  
**Fax No.** : (02) 528-8549  
**Email Address** : [jpgutierrez@mail.landbank.com](mailto:jpgutierrez@mail.landbank.com)

## ACADEMIC & PROFESSIONAL QUALIFICATIONS

- TERTIARY - Bachelor of Science in Business Administration  
Accountancy  
Sampaloc, Manila  
1975-1978
- HIGH SCHOOL - Notre Dame of Marbel College/Adamson University  
Koronadal City, South Cotabato  
1971-1975
- ELEMENTARY - Notre Dame of Marbel College  
Koronadal City, South Cotabato  
1965-1971

## RELEVANT EXPERIENCE

- LAND BANK OF THE PHILIPPINES  
1598 M.H Del Pilar cor. Quintos St. Malate, Manila  
  
SVP/Head, Agricultural & Development Lending Sector  
March 1, 2018 to present  
  
SVP/Head, Mindanao Lending Group  
January 5, 2015 – February 28, 2018  
  
SVP/Head, Visayas Lending Group

May 2, 2014 – January 4, 2015

FVP/Head, Visayas Lending group  
July 2, 2012 – May 1, 2014

FVP/Head, Mindanao Branches Group  
July 1, 2009 – July 1, 2012

VP/OIC, Mindanao Branches Group  
July 1, 2009 – June 30, 2009

VP/Head, Region XII  
April 16, 2007 – June 15, 2009

VP/Head, Region XI  
January 31, 2002 – April 15, 2007

VP/Head, SOCSKSARGEN  
October 2, 2000 – January 30, 2002

VP/Head, CARAGA Area  
July 6, 2000 – October 1, 2000

VP/acting Head, Cluster Mindanao-B  
May 17, 2000 – July 5, 2000

VP/Head, SOCSKSARGEN Area Lending Center  
March 16, 2000 – May 16, 2000

VP/Head, Cluster Mindanao-B  
March 9, 2000 – March 15, 2000

VP/Head, SOCSKSARGEN  
November 15, 1993 – March 8, 2000

AVP/Head, OAS-BBA III  
March 2, 1992 – November 14, 1993

Acting Area Supervisor, OSA-BBA III  
March 15, 1991 – March 1, 1992

Branch Manager, San Fernando (Pampanga) Branch  
August 4, 1989 – March 14, 1991

ADM, Sab Fernando (Pampanga) Branch  
July 1, 1989 – March 14, 1989

Assistant Branch Manager, Tacloban Branch  
August 1, 1988 – June 30, 1989

➤ **REPUBLIC PLANTER BANK**

**Assistant Manager**

February 1, 1981 – July 31, 1988

➤ **BANK OF AMERIC FINANCE CORP.****Clerk**

November 1, 1979 – January 31, 1981

**TRAININGS AND/ OR CONTINUING EDUCATION PROGRAM ATTENDED**

INCLUSIVE DATES		TITLE OF SEMINAR/SHORT COURSES	SPONSORED BY
From	To		
11/5/18	11/9/18	International Study Visit on Australian Agribusiness and Supply Chain	APRACA CENTRAB
7/12/18	7/13/18	Karlsruhe Sustainable Finance Awards and Global Sustainable Finance Conference	ADFIAP
9/04/17	9/08/17	Int'l. Study Visit Program on the Innovations in Agriculture and Rural Finance	Asia Pacific Rural & Agriculture Credit Association and Center for Training and Research in Agricultural Banking
2/15/16	2/20/16	International Exposure Visit Program on Agricultural Finance and Credit Cooperatives	Asia Pacific Rural & Agriculture Credit Association and Center for Training and Research in Agricultural Banking
10/28/15	10/28/15	Updating on Anti-Money Laundering Act	Land Bank of the Philippines
4/17/15	4/17/15	RAR, RCSA, BIA, AND ICAAP Walkthrough	Land Bank of the Philippines
2/10/15	2/13/15	Slotting/Leveling using the GGS	Land Bank of the Philippines
11/03/14	11/07/14	Workshop on Integrating Small Farmers	Asia Pacific Rural & Agriculture Credit Association and Center for Training and Research in Agricultural Banking Inc.

9/19/14	9/19/14	Guidelines on Right of Gov. Employee	Land Bank of the Philippines
7/23/14	7/23/14	Updating on Anti Money Laundering Act	Land Bank of the Philippines
7/01/14	7/07/14	Public Corporate Governance	Land Bank of the Philippines

## **CITEM Executive Director Pauline Suaco-Juan**

Pauline Suaco-Juan is one of Philippine publishing's esteemed editors and the new Executive Director of the Center for International Trade Expositions and Missions (CITEM), the export promotion arm of the Department of Trade Industry (DTI). In her new role, she leads efforts to promote Philippine export products and services in the global market through signature events like Manila FAME, IFEX Philippines and Create Philippines, as well as other country participation in international trade fairs.

Before joining public service, Pauline served as the editor-in-chief of Preview Magazine from 2001 to 2016 and Stylebible.ph (now called Preview.ph) from 2008 to 2016. Through Preview and Stylebible.ph, Pauline championed Filipino talents and innovation and told stories of local industry and artistry alongside the world's.

For 15 years, Pauline set the vision and direction of Preview as the country's foremost fashion media brand and its footprints in print, digital, and events. Her editorial efforts supported the forces that make Philippine fashion—inspiring local talents and retailers, nurturing a community of creatives, and strengthening global appreciation for the Filipino.

Pauline graduated with a Bachelor of Arts degree in Media and Communications from the Ateneo de Manila University in 1994 and earned her Master of Science degree in Media and Communications from the London School of Economics and Political Science in 1996. Her talent for storytelling was honed under the tutelage of broadcasting veteran Cheche Lazaro. Pauline served as Executive Producer of award-winning travel documentary series "Cheche Lazaro Presents" for Probe Productions Inc from 1997 to 1998.

# NATIONAL FOOD AUTHORITY



**Alternate Representative** : **ATTY. JUDY CAROL DANSAL**  
**Age** : 64 years  
**Date of Birth** : December 24, 1952

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**Date of first Appointment** : March 06, 2017  
**Position** : Deputy Administrator for Finance Administration  
**Office Address** : 6<sup>th</sup> Flr. Phil. Sugar Regulatory Center Bldg. North Ave.,  
Diliman, Quezon City  
**Tel No.** : (02) 454-9321  
**Email Address** : [jlayusifl@yahoo.com](mailto:jlayusifl@yahoo.com)

## AWARDS

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## ACADEMIC & PROFESSIONAL QUALIFICATIONS

- Northern Christian College (1969-1972) – Bachelor of Arts major in English
- San Beda College (1972-1976) – Bachelor of Laws
- Claveria Institute (1965-1969)
- Grade School, Pata Community School (1959-1965)

## RELEVANT EXPERIENCE

- NATIONAL FOOD AUTHORITY (Quezon City) June 2009 – to present:  
Department Manager III - Corporate Planning & Management Services Department
- NATIONAL FOOD AUTHORITY (Quezon City) September 2002 – June 2009:  
Department Manager III - Corporate Planning Directorate
- NATIONAL FOOD AUTHORITY (Quezon City) January 1998 - September 2002:Assistant Department Manager II – Directorate for Marketing Operations
- NATIONAL FOOD AUTHORITY (Quezon City) July 1989 – January 1998:  
Division Chief III, Foreign Operations Division – Directorate for Marketing Operations
- NATIONAL FOOD AUTHORITY (Quezon City) October 1982 – January 1998:  
Division Chief – Procurement Division,  
Assistant Operations Chief
- NATIONAL FOOD AUTHORITY (Quezon City) Various Positions: Senior Operations Officer (September 1979 – July 1981); Operations Officer (November 1978 – September 1979); Cereal Procurement Inspector (June 1978 – October 1978); Economic Researcher II (May 1977 – May 1978); Junior Statistician (December 1976 – May 1977); Statistical Aide (June 1976 – December 1976)
- REGIONAL HEALTH OFFICE (Cagayan de Oro) June 1975 – June 1976: Secretary

## **OTHER DIRECTORSHIPS (n/a)**

### **TRAININGS AND/OR CONTINUING EDUCATION PROGRAM ATTENDED**

- Pathways to Serenity for Managers (NFA in coordination with the UGAT Foundation, Inc. December 12-14, 2015)
- Motivational Interviewing for Managers (NFA in coordination with the UGAT Foundation, Inc. December 9-11, 2015)
- Philippine Quality Award (PQA) Assessors Preparatory Course (PQA Foundation Inc. September 28 - October 2, 2015)
- 2015 Strategy Map and Balanced Scorecard (NFA September 9-15, 2015)
- KOICA Development Action Plan to Enhance Efficiency of Rice Stock Management Training in the Phil. (KOICA Korea Agency May 11 to 24, 2014)
- Travel Mission on Corn Post-harvest Marketing and Processing (Thailand October 27 -November 2, 2013 by NFA Corn Development Fund (CDF))
- Planning and Implementing Contract Farming Operations (Food and Agricultural Organization, Thailand July 8 to 11, 2013)
- Computer Network Specialist Course Semestral I, (2011)
- Philippine Global Trade eLearning Program II (Regional Trade Agreements and Trade Position Development and Negotiations 2008)
- Institute of Corporate Directors Working Session on "Facing up to the Corporate Governance Issues in the Philippine Corporations" (2007)
- Philippine Global Trade eLearning Program (an 8 module program on International Trade Law and Policy 2007)

## BANGKO SENTRAL NG PILIPINAS



**Alternate Representative :** WILHELMINA C. MAÑALAC  
**Age :** 62 yrs  
**Date of Birth :** 20 March 1954

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**Date of Appointment :** 02 June 2009 Permanent Alternate Representative to the CITEM Board  
**Position :** Assistant Governor, International Sub-Sector  
**Office Address :** Rm. 303, 3/F, Five-Storey Bldg., BSP Complex  
A. Mabini cor. P. Ocampo Sr. Sts., Malate, 1004  
Manila  
**Tel No. :** (02) 708-7494  
**Fax No. :** (02) 708-7493  
**Email Address :** [wmanalac@bsp.gov.ph](mailto:wmanalac@bsp.gov.ph)

### AWARDS

#### ACADEMIC & PROFESSIONAL QUALIFICATIONS

- Bachelor of Science degree in Statistics (Cum Laude, University of the Philippines)
- Masters of Arts in Economics (Recipient: Ateneo Scholarship Fund, Ateneo de Manila University)

#### RELEVANT EXPERIENCE

- International Monetary Fund (IMF) – Seconded as Alternate Executive Director (November 2006 - November 2008)
- IMF – Seconded as Assistant to the Executive Director (January 1999 - June 2001)
- Bangko Sentral ng Pilipinas (BSP) – Assistant Governor, International Sub-Sector (ISS, 2017 - present)
- BSP – Managing Director, ISS (2009 - 2016)
  - Chair of the Working Committee on Capital Account Liberalization (WC-CAL, 2009 – April 2011)
  - Co-Chair of the WC-CAL (April 2011 - April 2016)
- BSP – Director, Corporate Planning Office (2002 - 2006)
- BSP – Deputy Director, Department of Economic Research (1994 - 2002)



## **TRAININGS AND/OR CONTINUING EDUCATION PROGRAM ATTENDED**

- IMF 15<sup>th</sup> Public Debt Management Forum (2015)
- Seminar on “EU and International Organizations: Current Challenges from the Perspective of the Central Bank” (2014)
- Reserve Bank of India - Asian Development Bank Conference in Managing Capital Flows (2012)
- Conference on “Fragmentation in the International Financial System: Can the Global Economy Reunite Again?” (2012)
- In-House Training Program on Portfolio Management (2011)
- How the Financial Markets Work (2011)
- Independent Evaluation Office and Hong Kong Institute for Monetary Research Workshop on “International Reserves: IMF and Country Perspectives” (2011)

## **Conducted lectures and Seminars**

- Balance of Payments
- Effects of Foreign Financing on Money Supply, Imports, and Prices
- The Philippine Banking System
- Association of Southeast Asian Nations (ASEAN) Integration
- The Bond Market in the Philippines
- Microeconomics and Managerial Economics
- Money Laundering
- Peso-Dollar Exchange Rate

Nora K. Terrado is the Undersecretary for the Trade and Investments Promotion Group of the Department of Trade and Industry (DTI). As such, she leads the promotion of the country's domestic and international trade, industry and investments in the local and international markets. She is also a Governor in the Board of Investments (BOI), where she provides strategic direction on investment promotion and assistance.



Undersecretary Terrado — a DTI Champion for Gender and Development, Innovation and Entrepreneurship, and Ease of Doing Business — served as the Overall Chair for the APEC Women and the Economy Fora in 2015 when the Philippines hosted the APEC.

This 2017, with the Philippines as host of the ASEAN, she is serving as the chairperson of the Committee on Business and Investment Promotion (CBIP) under the ASEAN National Organizing Council. CBIP is organizing business and investment-related programs to engage the international business community, investors, government and other parties and move forward the agenda of “shared prosperity in the ASEAN region”. The programs focus on regulatory coherence, Micro, Small and Medium Enterprises, innovation, and women and youth.

Before joining DTI in July 2013, Ms Terrado spent 30 years in the private sector where her progressive career as finance executive bloomed and she became a top business executive and industry leader. One of the country's pioneers in Information Technology and Business Processing Management (ITBPM) industry, she served as President of the Philippine Software Industry Association (PSIA) from 2011 to 2013.

She worked as the Chief Financial Officer for the Asia Pacific Region of Headstrong, Inc. (former James Martin & Co), a privately-held global IT Consultancy firm and became the President and Country Manager of Headstrong Philippines Inc.

She also had a stint with GENPACT, a global professional services firm focused on delivering digital transformation, as Site Leader of IT Services that serviced global clients in Capital Markets/Financial Services, Healthcare, and Technology.

Earlier, she was the Financial Controller for Southeast Asia of Circle Freight International, publicly-listed company in the U.S. engaged in third-party global logistics.

She started out training and working in accountancy at SGV & Co/Arthur Andersen and is a Certified Public Accountant.

She completed the Executive Graduates Program in Strategic Economics at the University of Asia and the Pacific in Pasig City, Philippines. She was a State Scholar and earned her Bachelor of Science degree in Commerce and Associate Studies in Liberal Arts at the University of St. La Salle, Bacolod City, Philippines.

A high energy person with a bias for action to deliver value and results for stakeholders, Undersecretary Terrado is a staunch advocate of the philosophy that healthy companies make for a strong industry and better societies.

She was named one of the 100 Most Influential Filipina Women in the World (Global FWN100TM) in 2014 under the Builder Category and in 2016 under the Innovator and Thought Leader Category.