



ESPERANZA NEGOSA MARTINEZ

1ST VICE PRESIDENT LANDBANK OF THE PHILIPPINES

1598 M.H del Pilar cor. Dr. J. Quintos Sts., 1004
Malate, Manila, Philippines
EMARTINEZ@landbank.com

Age: 57

Birthdate: September 7, 1967

CITEM BOARD APPOINTMENT

August 27, 2024- , EO 989, Oct. 10, 1994, as
amended by EO 75, Nov. 22, 2024

ALTERNATE REPRESENTATIVE

ESPERANZA NEGOSA MARTINEZ IS THE FIRST VICE PRESIDENT OF THE SME – MID-MARKET LENDING GROUP (SMLG) AT LAND BANK OF THE PHILIPPINES, WHERE SHE OVERSEES LENDING OPERATIONS AND FINANCING PROGRAMS FOR SMALL AND MID-SIZED ENTERPRISES. WITH OVER THREE DECADES OF EXPERIENCE IN BANKING AND FINANCIAL MANAGEMENT, SHE PLAYS A CRUCIAL ROLE IN EXPANDING CREDIT ACCESS AND FINANCIAL SERVICES FOR KEY ECONOMIC SECTORS.

EDUCATION & CERTIFICATION

- BS IN BUSINESS ADMINISTRATION (ACCOUNTING) – PAMANTASAN NG LUNGSOD NG MAYNILA
- MASTER IN BUSINESS ADMINISTRATION (MBA) – COLLEGE OF THE HOLY SPIRIT
- CERTIFIED PUBLIC ACCOUNTANT (CPA)

PROFESSIONAL EXPERIENCE

- FIRST VICE PRESIDENT, SME – MID-MARKET LENDING GROUP (2024 – PRESENT)
- LEADS THE GROUP'S LENDING OPERATIONS, MARKETING INITIATIVES, AND LOAN APPROVALS.
- MANAGES A LOAN PORTFOLIO OF PHP 18.10 BILLION, OVERSEEING 501 ACTIVE ACCOUNTS (AS OF AUGUST 2024).
- VICE PRESIDENT, SME – MID-MARKET LENDING GROUP (2023 – 2024)
- SPEARHEADED LENDING ACTIVITIES TO SUPPORT SMALL AND MID-MARKET ENTERPRISES.
- VICE PRESIDENT, LENDING PROGRAM MANAGEMENT GROUP (2022 – 2023)
- MANAGED AGRICULTURAL AND NON-AGRICULTURAL CREDIT PROGRAMS.

- LED INITIATIVES THAT EARNED FIVE EXTERNAL AWARDS FOR LANDBANK.
- VICE PRESIDENT, PUBLIC SECTOR DEPARTMENT (2018 – 2022)
- ASSISTANT VICE PRESIDENT, PUBLIC SECTOR DEPARTMENT (2016 – 2018)
- ACCOUNTS MANAGER & OFFICER ROLES, CORPORATE BANKING AND SME LENDING (2003 – 2016)

PROFESSIONAL EXPERIENCE

MS. MARTINEZ HAS COMPLETED EXTENSIVE TRAINING IN EXECUTIVE LEADERSHIP, FINANCIAL MANAGEMENT, ANTI-MONEY LAUNDERING, CORPORATE GOVERNANCE, AND RISK MANAGEMENT. SHE HAS ATTENDED STRATEGIC FINANCE PROGRAMS BOTH LOCALLY AND INTERNATIONALLY, STRENGTHENING HER EXPERTISE IN CREDIT MANAGEMENT AND BUSINESS SUSTAINABILITY.