



# Pag-IBIG Fund

## Home Loan Policy Innovations

Philippine Association for Government Budget Administration (PAGBA), Inc.  
4<sup>th</sup> Quarterly Seminar and Meeting | The Grand Menseng Hotel, Davao City  
23 November 2018



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PAGBA 4<sup>th</sup> Quarterly Seminar & Meeting  
November 22-24, 2018, Grand Men Seng Hotel, Davao City

# Pag-IBIG Fund

Created by Presidential Decree 1530 in 1978



**Pag-**tutulungan sa kinabukasan:  
**I**kaw, **B**angko,  
**I**ndustriya, at **G**obyerno.

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November 22-24, 2018, Grand Men Seng Hotel, Davao City



# Pag-IBIG Fund Membership

## Mandatory Coverage under RA 7742 effective January 1, 1995

- ✓ **All SSS and GSIS covered employees:**
  - Private and Government Employee (who is not over 60 years old)
  - Household helper (earning at least 1,000.00 a month)
  - Overseas Filipino Worker (OFW)/ Sea Farer
  - Self-employed
- ✓ **Uniformed members of the AFP, BFP, BJMP and PNP**
- ✓ **Filipinos employed by foreign-based employers**
- ✓ **EMPLOYER'S COUNTERPART CONTRIBUTION**



# Pag-IBIG Fund Twin Mandate

**Pag-**tutulungan sa kinabukasan: **I**kaw, **B**angko, **I**ndustriya, at **G**obyerno.



## PROVIDENT SAVINGS

Pag-IBIG is tasked to administer the Filipino workers' savings that is tax-free and guaranteed in full by the government.



## SHELTER FINANCING

To provide a loan facility to Filipino workers who wish to purchase or acquire a home of their own, at a lower interest rate and a more affordable amortization payment.

**Mandatory membership for Filipino workers earning at least ₱1,000 a month**



# Pag-IBIG Fund Snapshot

**13.55 Million**  
**Active Members**

*as of Sept. 2018*

**₱515.24 B**  
**Total Assets**

*as of Sept. 2018*

**₱29.27 B**  
**Membership Savings**

*Jan.-Sept. 2018*

**133**  
**Branches**  
**Nationwide**

*as of Aug. 2018*

**23**

**Posts Worldwide**

**2017 HIGHEST EVER!**

**Net Income**

**₱30.27 B**

**Dividend**

**₱27.29 B**

**Dividend Rate**

**7.61%**



# Pag-IBIG FUND PROGRAMS

## Provident Programs

- Pag-IBIG Savings
- Modified Pag-IBIG 2 (MP2) Savings
- Multi-Purpose Loan
- Calamity Loan
- Pag-IBIG Loyalty Card

## Housing Programs

- End-User Financing
- Affordable Housing
- Group Sale/Acquired Assets Disposal Program
- Wholesale Lending Programs



# PROVIDENT PROGRAMS

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# Provident Savings (Pag-IBIG 1) Features

- ✓ Double / Triple your money benefit
- ✓ Tax-free dividend earnings (7.61% for 2017)
- ✓ Portability
- ✓ Government guaranteed

₱ 100

*Unchanged since 1980s*

Monthly  
Contribution

2017 Dividend

₱27.29 B

2017 Dividend Rate

**7.61%**  
per annum

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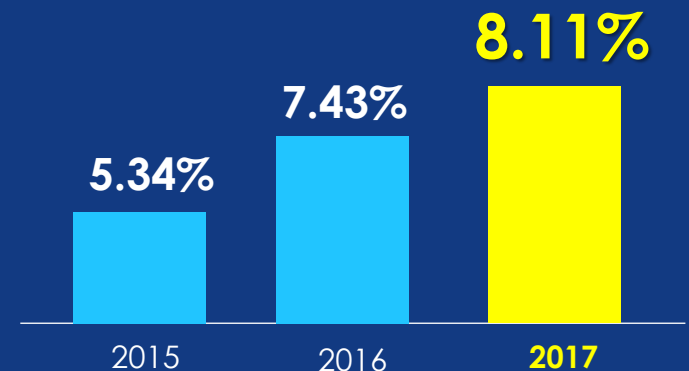


# MODIFIED Pag-IBIG 2 (MP2) SAVINGS (Voluntary)

## MP2 SAVINGS

- ✓ Higher Dividends
- ✓ Option for annual dividend payout
- ✓ 5-Year maturity period
- ✓ Also open to former Pag-IBIG Members (Retirees or Pensioners)

2017  
Dividend Rate  
**8.11%**  
per annum



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# SAVE BIG EARN BIG!

## With Pag-IBIG

### REGISTER with the **Modified Pag-IBIG 2 (MP2)** Savings Program

- ✓ Enjoy **HIGHER** dividend earnings, **TAX-FREE**
- ✓ **5-Year** maturity period
- ✓ **Government** guaranteed savings
- ✓ Save & deposit anytime
- ✓ Minimum of **Php500** only

2017  
Dividend Rate  
**8.11%**



SAMPLE COMPUTATION MONTHLY REMITTANCE	Monthly Savings (PhP)	Savings In 5 Years (PhP)	Total Dividends Earned @ 6.96%* (PhP)	Total Accumulated Savings In 5 Years (PhP)
	500.00	30,000.00	5,776.68	35,776.68
	1,000.00	60,000.00	11,553.37	71,553.37
	5,000.00	300,000.00	57,766.85	357,766.85
	10,000.00	600,000.00	115,533.68	715,533.68

\*6.96% was based on average dividend rates from 2015-2017. Actual dividend rate is based on the yearly income of the Fund.

SAMPLE COMPUTATION ONE TIME REMITTANCE	Savings In 5 Years (PhP)	Total Dividends Earned @ 6.96%* (PhP)	Total Accumulated Savings In 5 Years (PhP)
	30,000.00	11,997.95	41,997.95
	60,000.00	23,995.92	83,995.92
	300,000.00	119,979.63	419,979.63
	600,000.00	239,959.25	839,959.25

\*6.96% was based on average dividend rates from 2015-2017. Actual dividend rate is based on the yearly income of the Fund.



# IMMEDIATE ASSISTANCE THROUGH Pag-IBIG FUND's LOAN PROGRAMS

## MULTI-PURPOSE LOAN PROGRAM

# MPL

- ✓ Only **10.5% interest** rate per annum
- ✓ Can be used for:
  - Minor home improvement
  - Livelihood
  - Educational expenses
  - Health and wellness
  - Other purposes

Jan. – Aug. 2018

**P32.33 B**

LOAN VALUE

**1,535,032**

Total No. of Borrowers

## CALAMITY LOAN PROGRAM

Financial assistance to Pag-IBIG members in calamity-stricken areas.

**5.95%** interest rate per annum

LOWEST IN THE MARKET

Jan. – Aug. 2018

**P844.55 M**

LOAN VALUE

**64,447**

Total No. of Borrowers

# Pag-IBIG LOYALTY CARD

(Discounts & Rewards on Everyday Needs)



## 5 M

Cardholders

Up to

# 50%

 DISCOUNT  
ON MEDICINES

with partner pharmacies & drugstores

## 290

Partner Establishments  
and counting

## EARN PESO POINTS

### on Groceries and Fuel

with Puregold and Petron

## P138.4M

Worth of discounts and  
points redeemed

Up to

# 15%

 DISCOUNT  
ON TUITION FEES

with partner-schools



# GET 5% OFF

## ON YOUR FOOD PURCHASE

For a minimum purchase of Php 200

WITH YOUR

### Pag-IBIG Loyalty Card

Promo is valid from August 6, 2018  
to February 6, 2019.



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# PARTNER ESTABLISHMENTS

## OUR NATIONAL PARTNERS

NEW PARTNER!



Get **PESO POINTS** on purchase of all Puregold stores nationwide

Use (1) Point for a minimum purchase of Php50.00, Cash or CREDIT CARD transaction.

Valid until 12/31/2018 and may be used to purchase items in all participating stores. Minimum of Php50.00 to use points.



Get **20% DISCOUNT** on Rail Ticket fares at participating outlets. Special offer not included.

Enjoy **SPECIAL RATES** on Railways Vacation Packages



Delighting You Always

Enjoy at least **5% DISCOUNT** from Published Retail Rates on all Canon product at participating outlets.



Get **10% DISCOUNT** on Root Canal and other dent services.



Get **50% DISCOUNT** on Standard Power Peel and other selected services.

Get **30% DISCOUNT** on all Beauty Services and Product Packages



Get **5% DISCOUNT\*** on Gasoline sales.

Get **10% DISCOUNT\*** on G&G products (Belcon, Softwar, Kingkong, Leanos, CJ, George Eyewear, Dio and Go Bille frames)  
\*Cash transactions only.



Get a **SPECIAL FREE DISH** for a minimum P1,000 food purchase at participating outlets. Single transactions only.



Get a **P300** only on a 3-month, 30-day health insurance with discounts on Emergency, Out-patient, inpatient services in over 400 accredited hospitals & clinics and over 7,000 accredited doctors nationwide.

No age limit. No limit on pre-existing medical conditions. To apply, call: (432) 998-7913 or (432) 731-4929 (loc. 3045-Medic) / (432) 911-9337 (432) 911-9337 (loc. 3045-Medic) / (432) 911-9337 (432) 911-9337 (loc. 3045-Medic) / (432) 911-9337 (loc. 3045-Medic) / (432) 911-9337 (loc. 3045-Medic)



Get **5% DISCOUNT** on all Services based on list price or package price



Get **PESO POINTS** on purchase of Petron Fuel and Petron Engine Oil at participating stations

- Earn One (1) Point\* for every Php200 Petron Fuel purchase using cash or credit card (excluding Petron Fuel Card)
- Earn Five (5) Points\* per Php100 Petron Engine Oil purchase



Enjoy **P10 DISCOUNT** on 1 Litre Petron Gasol at participating Gasol Branch Stations. Maximum of one (1) cylinder transaction only.

Get **PESO POINTS** on purchase of Petron Gasol at participating Petron Service Stations. Earn One (1) Point\* per P100 Petron Gasol purchase.

\*Base of Each Point = P40.00

Register your card thru SMS and get 2 bonus points. Type: PETG-REG-1439-15-Giga-Pag-IBIG-NE No. spaces. #Petron/MyPetron/REG-1439-15-Giga-Pag-IBIG-NE

or REG-1439-15-Giga-Pag-IBIG-NE  
NARRA CDD IN A/JANUARY 03 01/2311 90  
SEND TO 0917-567-1111  
-Standard rates apply



Get **10% DISCOUNT** on Tuition Fee of all Informatics Colleges, Higher Education Programs or Services, Course Covers and all Informatics Corporate Learning or Training Courses.

Discounts can be extended to immediate family members in the Cordillera.



Enjoy **AFFORDABLE PRICES** on selected Pfizer medicines for Hypertension, Arthritis, High Cholesterol, Pain, Infection, Breast Cancer and others of leading drugstores nationwide. Prescription required.

For inquiries, please contact Pfizer Healthcare from 9am to 5pm, in Manila: 075-1000, P.O. Box 1800-10471-1800 (DOSTEL) helpline: 1800-3-47-1000; SM: 091-8670-4927. Email: pfizerclub@pfizer.com



Get **Dengue RX Plan for only Pphp90.**

Enjoy the exclusive rate of the Dengue Rx Plan. Get hospital reimbursement coverage up to P 30,000 due to Dengue Hemorrhagic Fever and P10,000 in accidental death and disability benefits.

Don't let Dengue bite into your family's future. Call (02) 798-1111 (5432) or visit www.philife.com.ph



Get a **12% DISCOUNT**

on individual and family health plans with EF and hospitalization coverage from Pphp5,000 to Pphp125,000 and individual Classic health plan with coverage from Pphp10,000 to Pphp30,000. Affordable healthcare for you and your family.

Call 800-7333 local 19076 or 19082 or visit www.philcare.com.ph.



Enjoy a **5% DISCOUNT** on generic drugs that have 5x amount and with valid prescription.

Excludes Adult and children's vitamins, supplements, some medical devices and non-drug products.

\*Terms and Conditions apply.

## OUR GLOBAL PARTNER

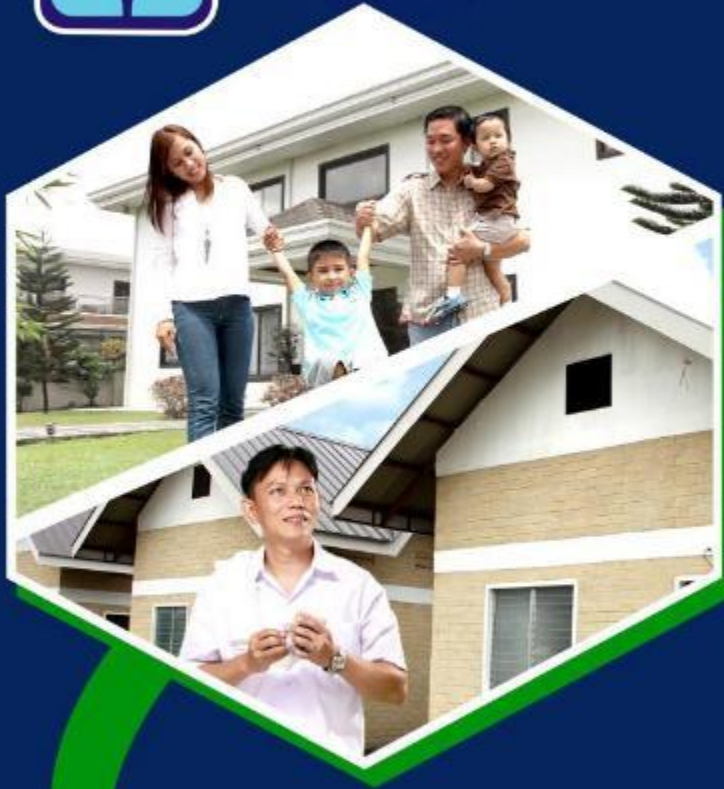


www.iremit.com

Get up to **25% DISCOUNT** on Remittance Service Fees

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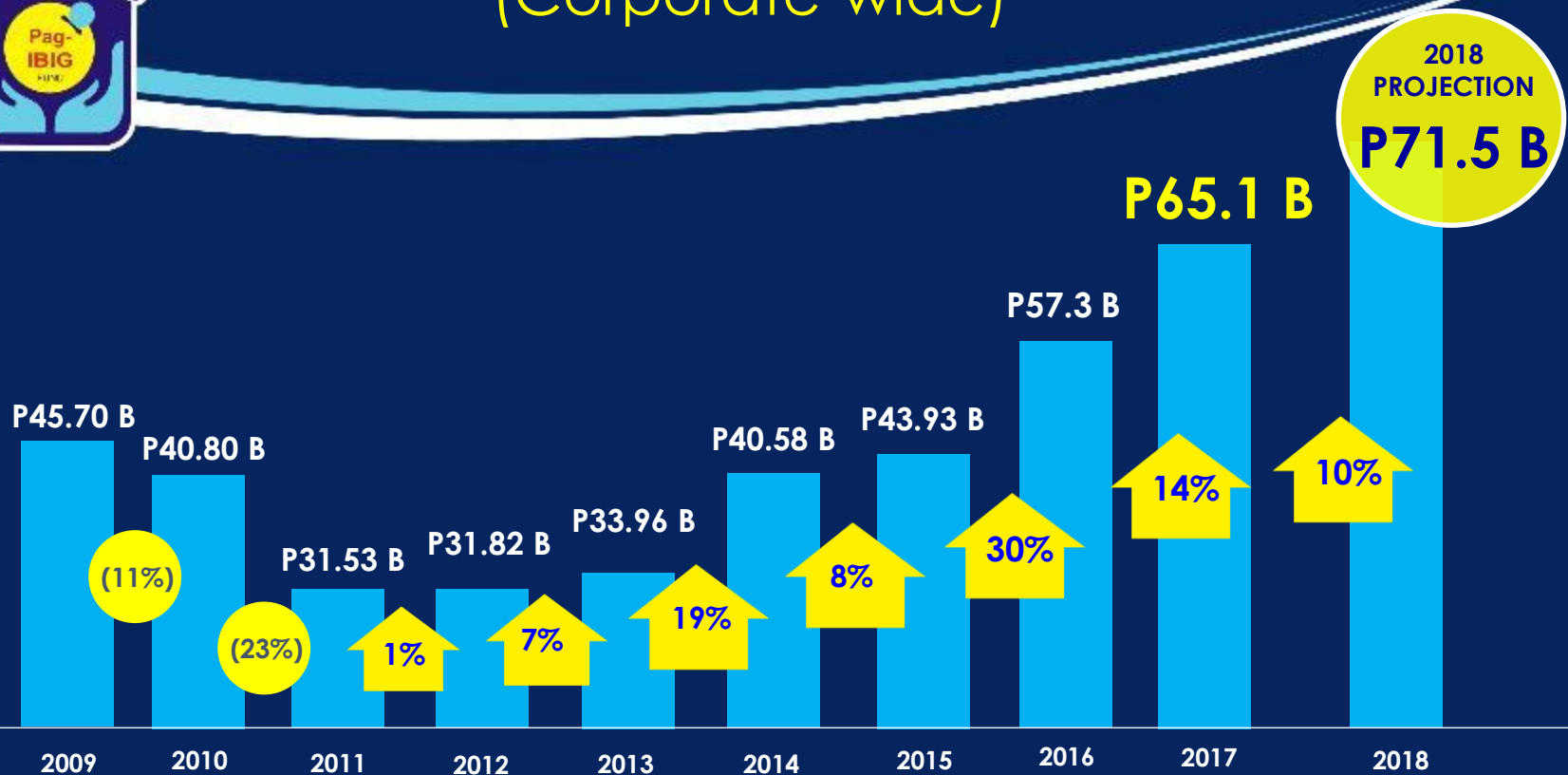




# HOME LENDING PROGRAMS



# HL Take-out from 2011-2017 / 2018 Projection (Corporate-wide)



Total HL Take-out (2009-2017)

**₱ 391.72 B**

Total No. of Units (2009-2017)

**548,416**





# 5-YEAR PLANS & TARGETS

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# Five Year Plan and Targets 2019 – 2023 Target on Home Lending

(Amount in PhP Billions)

KRA	2019	2020	2021	2022	2023	TOTAL
<b>End User Financing (Take-Out)</b>						
Loan Value	80.000	88.000	97.000	107.000	118.000	540.000
No. of Units	103,115	110,712	117,512	125,913	138,837	596,089
<b>Institutional Loans (Approval)</b>						
Loan Value	2.0	2.0	2.0	2.0	2.0	10.0
<b>Sectoral Housing</b>						
No. of Units	3,000	4,000	4,500	5,000	5,500	22,000

## FY 2018 Accomplishment (as of Oct. 2018)

(Amount in PhP Billions)

K R A	TARGET (Jan.-Oct. 2018)	ACCOMPLISHMENT (Jan.-Oct. 2018)	% of ACCOMPLISHMENT
End-User Financing (Take-Out)	Amount: P58.146 B Units: 73,404	Amount: P58.795 B Units: 70,496	Amount: <b>101%</b> Units: <b>96%</b>



**By 2023, Pag-IBIG Fund would have released ₱1003.22 Billion and financed a total of 1,236,764 housing units (2009-2023).**



# MAJOR REFORMS

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# MAJOR REFORMS

- **Intensive Accreditation of Partner Developers**  
575 accredited developers corporate wide
- **Increased Loanable Amount**  
from P3M to P6M
- **Improved Insurance Policy**
  - MRI: from P41¢ to P23¢ per P1000
  - Non-Life: from 0.40% to 0.1686% per annum
- **Reduced Documentary Requirements**  
from 14 to 7 required documents
- **Higher Loan-to-Value Ratio**  
from 90% to 95% for loans up to P1M
- **Improved Service Quality**
  - 38 to 133 Branches
  - Outsourcing of collection and remediation functions





# MAJOR REFORMS

- **Removal of Additional Membership Contribution in the Housing Loan Monthly Amortization**
- **Lowest Ever Housing Loan Interest Rates**  
Affordable Housing Program (AHP) as low as 3% per annum  
End-User Home Financing (EUF) as low as 5.375% per annum
- **G-to-G transactions**  
Facilitate transactions with Government agencies on behalf of borrowers (i.e. HLURB, RD, BIR)
- **Employer & Developer Accreditation Programs**  
provide personalized service to partner employers
- **Implementation of Countryside Housing Initiative (CHI) and other Pag-IBIG Led Projects**





# REGULAR HOUSING LOAN PROGRAM

- ✓ Borrow up to **₱6M**
- ✓ **Multiple** housing loans allowed
- ✓ Up to **2 co-borrowers**
- ✓ **30 years** maximum loan term

AS LOW AS

# 5.375%

interest rate per annum  
*1-year re-pricing period*



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# AFFORDABLE INTEREST RATES

Full Risk-Based Pricing Model\*

Loan Amount	Rates per Re-Pricing Period							
	1-Yr** Fixing	3-Yr Fixing	5-Yr Fixing	10-Yr Fixing	15-Yr Fixing	20-Yr Fixing	25-Yr Fixing	30-Yr Fixing
Up to ₱6M	5.375%	6.375%	7.270%	8.035%	8.585%	8.800%	9.050%	10.000%

\*Interest rates are reviewed every 6 mos.

\*\* 75% Loan to Appraised Value Ratio

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# AFFORDABLE HOUSING LOAN PROGRAM

- ✓ **Subsidized interest rate** *for first 5 years of loan term*
- ✓ **30 years maximum loan term**
- ✓ **100% Loan-to-Value Ratio (P450k loan)**
- ✓ **Monthly Payment as low as ₱1,897.22**
- ✓ **Loan up to ₱750K**



*\*for first 5 years of loan term*

Amounts	NCR & OFWs		Outside NCR	
GROSS MONTHLY INCOME (Maximum)	PhP 15,000	PhP 17,500	PhP 12,000	PhP 14,000
LOAN AMOUNT (Maximum)	PhP 450,000	PhP 750,000	PhP 450,000	PhP 750,000
INTEREST RATE*	3.0%*	6.5%**	3.0%*	6.5%**

\*Subsidized for the first 5 years of loan term

\*\*Subsidized for the first 10 years of loan term

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# LOAN-TO-VALUE (LTV) RATIO

**AFFORDABLE HOUSING PROGRAM  
(Socialized Housing)**

**100%**

**LOANS UP TO ₱1.7M  
or BP220 Cap**

**95%**

**LOANS ABOVE ₱1.7M**

**90%**

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# AFFORDABILITY RATIO / CAPACITY TO PAY

# 35%

of Gross Monthly  
Income ( G M I )

Regardless of the  
Loan Amount

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# Improved Insurance

## for Housing Loan Borrowers

### (Mortgage Redemption Insurance)



## Insurance Premium Cut by Almost 50%

Features	Now (Lockton Philippines and Reinsurance Brokers, Inc.)
Premium Rates	<b>23¢ per P1,000</b>
Burial Benefit	<b>Up to P24,000</b>
Effect of Total Permanent Disability	<b>Full payment of loan</b>
Effect of terminal illness	<b>Amortization support up to P500,000</b>
Experience Refund	<b>20% of the insurer's profit to be refunded to the insured</b>
Medically Sub-standard Premium	<b>None</b>
Claims Processing	<b>Within 24 hours</b>



**MRI Premium  
for OFWs  
Reduced by 90%**

from P2.41  
**NOW only P0.23**  
for every  
**P1,000.00**





# IMPROVED NON-LIFE INSURANCE FOR HOUSING LOAN BORROWERS

**PREMIUM RATES  
NOW**

**0.1686%**  
per annum

from 0.40%

**58%**

Features	Before	Now
Basic Premium Rate (appraised value of building)	as high as 0.40%	<b>0.1686%</b>
Rental Assistance for Uninhabitable Property	None	<b>Up to ₱15,000</b>
Family Personal Accident	None	<b>Aggregate limit of ₱500K</b>
Sabotage and/or Terrorism Cover	None	<b>5% of appraised value or loan amount, whichever is higher, maximum of ₱150K</b>
Burial Benefit	None	<b>₱5,000</b>

# Illustration on the results of latest Pag-IBIG Fund Reforms



Particulars	Before Implementation	After Implementation	Percentage Increase/ (Decrease)
LTV Ratio	90%	<b>95%</b>	5.56%
Equity	P 111,111.11	<b>P 52,631.58</b>	(52.63%)
Required Additional MS	250.00	--	(100.00%)
MRI/SRI Premium	230.00	<b>230.00</b>	--
FAPI Premium	415.37	<b>177.10</b>	(57.36%)
Interest and Principal	@ 6.500% 6,320.68 <sup>2</sup>	<b>@ 6.375%</b> <b>6,238.70<sup>3</sup></b>	(1.30%)
Monthly Amortization	P 7,216.05	<b>P 6,645.79</b>	<b>(7.90%)</b>

**Loan Amount = P1M ; Interest Rate = 3-year fixing ;  
Interest Rate = 6.375% Loan Term = 30 Years ; Zone = 2B**

# Illustration on the results of latest Pag-IBIG Fund Reforms



Particulars	Before Implementation	After Implementation	Percentage Increase/ (Decrease)
Gross Monthly Income	P 11,264.00		
Maximum Monthly Repayment	3,942.40		
Approved Loanable Amount	450,000.00		
Required MS	0.00	0.00	(100.00%)
MRI/SRI Premium	103.50	103.50	--
FAPI Premium	186.92	79.69	(57.36%)
Interest and Principal	1,897.22	1,897.22	--
Monthly Amortization	P 2,187.64	P 2,080.41	(4.90%)

**Illustration on the results of latest Pag-IBIG Fund Reforms**  
**Loan Amount = P450K Minimum Wage Rate (NCR) ;**  
**Interest Rate = 3% ; Loan Term = 30 Years ; Zone = 2B**



# OUTSOURCING OF BASIC SERVICES

**Remediation**

(No Cure, No Pay policy)

**Telecalling**

**Collection Partners**

# ACCREDITED COLLECTION PARTNERS

## LOCAL Remittance



Asia United Bank



SM Business Center



SM Save More



Metrobank



LANDBANK

Landbank of the  
Philippines



Bayad Center



ECPay

GCash

Globe GCash



Development Bank  
of the Philippines

M LHUILLIER  
Tulay ng PaMlyang Pilipino

M. Lhuillier



CashPinas



# ACCREDITED COLLECTION PARTNERS

## OVERSEAS Remittance



Asia United Bank



Philippine National Bank



CashPinas



iRemit



Ventaja



**Building Adequate, Livable, Affordable,  
and Inclusive Filipino Communities**

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# COUNTRYSIDE HOUSING INITIATIVE (CHI)

- Tripartite Partnership between **Pag-IBIG Fund, HLURB, & Employers** (Target: LGUs, State Universities, Hospitals, etc.)
- Financial assistance to employers of formally-employed Fund members for **acquisition and development of raw land under Group Land Acquisition & Development (GLAD) Program with housing units construction**

AT LEAST  
**P450,000 LOAN**

Duplex in a 50 sq.m. lot  
w/ a 25 sq.m. house, and  
appraised value of P700 K

**P750,000 LOAN**

Single-attached in a 60-75 sq.m.  
lot w/ a 50 sq.m. house, and  
appraised value of P1 M

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## ON-GOING CHI PROJECTS

PROJECTS	Number	Amount	Units
<b>2018 CHI Projects (as of October 2018)</b>	<b>10</b>	<b>₱1,322.58</b>	<b>2,318</b>
a) LGU / Provincial Government	6	₱652.77	1,232
b) Other Institutional Partners	4	₱669.81	1,086
<b>2017 CHI Projects</b>	<b>9</b>	<b>₱2,407.65</b>	<b>3,779</b>
a) LGU / Provincial Government	6	₱491.90	1,261
b) Other Institutional Partners	3	₱1,915.75	2,518
<b>TOTALS</b>	<b>19</b>	<b>₱3,512.88</b>	<b>6,097</b>
a) LGU / Provincial Government	12	₱1,144.67	2,493
b) Other Institutional Partners	7	₱2,368.21	3,604

## POTENTIAL CHI PROJECTS FOR CONFIRMATION

PROJECTS	Number
<b>Potential CHI Projects</b>	<b>26</b>
a) LGU / Provincial Government	13
b) Other Institutional Partners	13



# Sample CHI Projects

# NCR



# CHI PROJECT

## MAJESTIC LANDSCAPE CORP. (Dream Homes Subdivision)

<b>Location</b>	Gen. Trias, Cavite
<b>Project Implementation</b>	HRD Group created Majestic Landscape Corp, to develop housing project exclusively for its employees
<b>Lot Area</b>	Range 44- 60 sq.m
<b>Floor Area</b>	Range 21.64 – 55.06 Sq.m.
<b>No. of Units</b>	1,960 units ( 5 House Models)
<b>Beneficiaries</b>	Exclusively for Employees of HRD Group of Companies

**P399K-P1.131M**



Package Price	Appraisal	MA*	Required GMI
P399,000.00	P 521,080.00	P 2,489.24	P7,112.12
P1,131,000.00	P 1,474,980.00	P 7055.97	P 20,159.91

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# CHI PROJECT

## CALOOCAN NORTH MENTORS VILLE ASSOCIATION INC. (Department of Education)

<b>Location</b>	Camarin Road, Caloocan
<b>Project Implementation</b>	North Mentor's Ville Association partnered with a developer to provide housing for the teacher-members of the association
<b>Lot Area</b>	36 Sq.m.
<b>Floor Area</b>	49.13 Sq.m.
<b>No. of Units</b>	158 units
<b>Beneficiaries</b>	Public school teachers of DepEd Caloocan North

P 1.366 M

Package Price	Appraisal	MA*	Required GMI
1,400,760.00	1,556,400.00	8,738.92	24,968.34
1,366,740.00	1,518,600.00	8,526.68	24,361.94





# CHI PROJECT

## CALOOCAN NORTH MENTORS VILLE ASSOCIATION, INC. (Department of Education)



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# Sample CHI Projects

# LUZON



# CHI PROJECT

## LGU ECHAGUE, ISABELA (Echague LGU Village)

<b>Location</b>	San Fabian, Echague, Isabela
<b>Project Implementation</b>	Land owned by LGU; initial site development and 2 model units funded and constructed by the developer/contractor
<b>Lot Area</b>	96 sqm (Duplex) 220 sqm (Lot only)
<b>Floor Area</b>	32.94 sqm (Duplex)
<b>No. of Units</b>	124 lots, 220 house and lot
<b>Beneficiaries</b>	LGU Employees; Isabela State University Employees and DepEd Employees

# P450,000



Model Unit	Package Price	Appraisal	MA*	Required GMI
Duplex	P450,000.00	P505,100.00	P2,990.61	P8,021.20
Lot only	P385,000.00	P724,020.00	P2,490.45	P6,862.57

\* 6.375% at 3 years re-pricing; inclusive of insurances; 30 years loan term

LINGKOD  
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# CHI PROJECT

## LGU STA. CRUZ, LAGUNA (DGP Village)

<b>Location</b>	Bgry. Oogong, Sta. Cruz, Laguna
<b>Project Implementation</b>	LGU owns the land and will allocate funding for site development and house construction
<b>Lot Area</b>	50-80 sqm
<b>Floor Area</b>	35 sqm
<b>No. of Units</b>	196 duplex-lofted units
<b>Beneficiaries</b>	LGU and other government EEs in Sta. Cruz, Laguna

P450,000




Package Price	Appraisal	MA*	Required GMI
P450,000.00	P799,500.00	P2,990.61	P8,021.20



November 22, 2017  
 \* 6.375% at 3 years re-pricing; inclusive of insurances; 30 years loan term



# CHI PROJECT

## HANJIN EMPLOYEE VILLAGE Castillejos, Zambales

**P399 K – P599 K**

<b>Location</b>	Nagbunga, Castillejos, Zambales
<b>Project Implementation</b>	Landowner: HHIC-Phil. (subsidized cost of land) Developer: Hausland Devt. Corp. (HLDC)-Fiesta Communities
<b>Total Land Area</b>	13.14 hectares
<b>No. of Units</b>	1000
<b>Beneficiaries</b>	Hanjin Employees



Package Price	Lot and Floor Area	Appraisal	MA*	Required GMI
P399,000	55/20sqm	P835,000	P2,521.95	P7,205.57
P499,000	55/28sqm	P1,048,000	P3,154.02	P9,011.49
P599,000	65/34.6sqm	P1,296,200	P3,786.09	P10,817.40

\* 6.5% at 3 years re-pricing period; 30 years loan term

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**ACTUAL  
UNITS**

# Hanjin Employee Village

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## 1 - 3 Bedrooms



<b>Total Land Area</b>	<b>18.872 hectares</b>
<b>No. of Units</b>	<b>725 units</b>

**ACTUAL  
PHOTOS**

# Hanjin Employee Village Ph. 2



# Sample CHI Projects

# VISAYAS



# CHI PROJECT

## LAMAC MULTI-PURPOSE COOPERATIVE (LMPC) (LMPC Housing Project)

<b>Location</b>	Brgy. Pandacan, Pinamungajan. Cebu
<b>Project Implementation</b>	LMPC acquired the property, developed the site and constructed the units for its employees and coop members
<b>Lot Area</b>	100 sqm
<b>Floor Area</b>	56 sqm
<b>No. of Units</b>	55 single attached units
<b>Beneficiaries</b>	LMPC Employees and members

**P670,000**



Package Price	Appraisal	MA*	Required GMI
P670,000.00	P1,100,000.00	P4,452.68	P11,942.65

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\*6.375% at 3 years re-pricing, inclusive of insurances; 30 years loan term





# CHI PROJECT

## Habitat-Talisay Children Orphanage Center/Children Shelter of Cebu Subdivision

<b>Location</b>	Brgy. Lawaan III, Talisay City, Cebu
<b>Project Implementation</b>	CSCI partnered with Habitat for Humanity- Minnesota who acquired the property and developed the project
<b>Lot Area</b>	40 sq.m
<b>Floor Area</b>	37.83 sq.m
<b>No. of Units</b>	63 (2 storey) row houses
<b>Beneficiaries</b>	Teachers and employees of CSCI

**P349,000**



Package Price & Loan Value	Appraisal	MA*	Required GMI
P349,000.00	P818,900.00	P2,319.46	P6,220.87



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November 221-24, 2015, at 3 years re-pricing, inclusive of insurances; 30 years loan term



# Sample CHI Projects MINDANAO

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Pag-IBIG





# PARTNERSHIP WITH PADPAO

Pag-IBIG Fund and PADPAO formally made the partnership through the signing of MOU on July 27, 2012. MOU signatories then were PADPAO President, Mr. Ramon Bergado and former Pag-IBIG Fund Chief Executive Officer, Atty. Darlene Marie B. Berberabe.

## *Objective:*

To provide individual financing of the housing loan applications of the PADPAO members nationwide and to provide assistance in their availment of other home financing schemes.





# PADPAO

## (Miravilla Housing)

**₱ 450K – ₱750K**

<b>Location</b>	Brgy Glamang, Polomolok, South Cotabato
<b>Project Implementation</b>	PADPAO partnered with a developer who acquired the property and developed the site for security guards
<b>Total Land Area</b>	1.341 hectares
<b>No. of Units</b>	811 units
<b>Beneficiaries</b>	Security guards and constituents of Polomolok and GenSan



Package Price	Lot / Floor Area (sqm)	Appraisal	MA*	Required GMI
450,000	48/25.15	P522,400	P2,844.31	P8,126.59
550,000	54/29.85	P640,100	P3,476.37	P9,932.50
750,000	55.8/29.85	P1,168,500	P4,740.51	P13,544.31

\* 6.375% at 3 years re-pricing; 30 years loan term

LINGKOD  
Pag-IBIG





**ACTUAL  
UNITS**

**PADPAO**  
**(Miravilla Housing)**

1 - 2 Bedrooms





**ACTUAL  
UNITS**

# PADPAO (Miravilla-Glamang Housing)

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1 - 2 Bedrooms



# CHI PROJECT

## LGU Gingoog City, Misamis Oriental (Villa Veronica Resettlement Project)

<b>Location</b>	Upper Malangka, San Juan, Gingoog
<b>Project Implementation</b>	LGU (landowner); NHA funded site dev't.; developer front ended cost of house construction;
<b>Lot Area</b>	80-100 sq.m.
<b>Floor Area</b>	30 sq.m.
<b>No. of Units</b>	247 single attached units
<b>Beneficiaries</b>	LGU and government employees in Gingoog

# P302,000 - P345,000

Package Price	Appraisal	MA*	Required GMI
P302,224.00	P476,800.00	P2,008.58	P5,387.10
P315,280.00	P504,800.00	P2,095.34	P5,619.82





# CHI PROJECT

## LGU Danggagan, Bukidnon (Sto. Nino Heights Subdivision)

<b>Location</b>	Poblacion, Danggagan, Bukidnon
<b>Project Implementation</b>	JV between LGU (landowner) and developer
<b>No. of Units</b>	286
<p>Duplex: 194 units (LA; 80sqm FA: 30sqm Package: P450k)</p> <p>Single Attached: 92 (LA:90-120sqm FA:42sqm Package: P750k)</p>	
<b>Beneficiaries</b>	LGU and government/private EEs of Danggagan

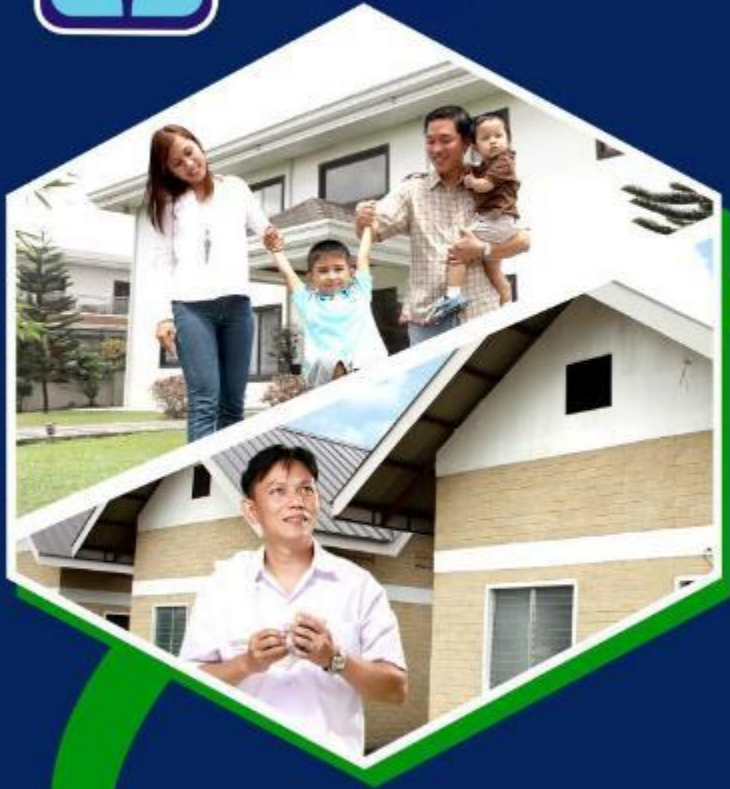
P450,000 -  
P750,000

Package Price	Appraisal	MA*	Required GMI
P450,000.00	P554,800	P2,990.61	P8,021.18
P750,000.00	P799,700	P4,984.37	P13,368.64



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 \* 6.375% at 3 years re-pricing; inclusive of insurances; 30 years loan term  
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# ACQUIRED ASSEST DISPOSAL PROGRAMS



# RETAIL SALE

UP TO

# SAVE

# 30%

RETAIL SALE



## RETAIL SALE

- No Down Payment
- Lower interest rate
- Affordable End User Financing Scheme
- 100% Loan to Collateral Ratio
- Easy to Apply

## PAYMENT SCHEMES

## DISCOUNT RATE

Cash Payment

30%

Installment (1yr)

20%

Long Term  
(housing loan)

10%

# BULK SALE DISPOSAL PROGRAM



## Coverage:

- Developers;
- Contractors;
- Employers;
- Local Government Units; and
- Individuals

## Mode of Payment:

- **Cash**

Net selling price shall be fully paid in 30 calendar days from NOA of Sale)

- **Installment**

Net selling price shall be paid in 12 equal monthly amortizations charged with prevailing full-risk based market interest rate

Gross Selling Price	Discount Rate
<b>P10 M to P50 M</b>	<b>40%</b>
<b>&gt;P50 M to P150 M</b>	<b>42%</b>
<b>&gt;P150 M</b>	<b>45%</b>



# GROUP SALE of Pag-IBIG Fund Real and Other Properties Acquired

## Coverage:

Open to organized groups of Pag-IBIG members:

- **Employees' Association and Cooperatives**, with existing/will execute a CSA with the Fund for the deduction & remittance of housing payments.
- **Employed by employers** accredited under the prevailing Pag-IBIG Fund **Employer Accreditation Program** and/or with existing/ will execute a **Collection Servicing Agreement (CSA)** with the Fund for the deduction & remittance of housing payments.

- with **discount on the aggregate gross selling price** of the properties subject of the Group Sale.

Gross Selling Price	Discount Rate
P10 M to P50 M	40%
>P50 M to P100 M	42%
>P100 M	45%



# MEMORANDUM OF AGREEMENT WITH PROJECT PROPONENT (MOAPP)

Rehabilitation of the housing units and the eventual sale of the rehabilitated / refurbished housing units.

## Investors:

- Developers;
- Contractors;
- Employers;
- Local Government Units; and
- Individuals

## Program Scheme:

- Rehabilitate the units, secure, market and document the assets within 2 years from MOA
- Payment of Cash Bond
  - House and Lot: P5,000/unit
  - Raw Land: 10% of appraisal
- Purchase unsold units within 90 days from termination of contract

Gross Selling Price	Discount Rate
P10 M to P50 M	20%
>P50 M to P150 M	22%
>P150 M	25%



All these **without**  
**increasing** the monthly  
mandatory **membership**  
**savings of ₱100 only**  
since 1980s.

**₱100 (1980)**

**IS EQUIVALENT TO**

**₱1,666\* (2018)**

Computation based on 2006 constant price

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**Pag-IBIG**



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\* Computation for the current value of P100.00 is based on data from  
Philippine Statistics Authority (PSA)

# #YourPagIBIGFundAtYourService



**(+632) 724-4244** (standard rates apply)



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**contactus@pagibigfund.gov.ph**



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choose "Contact Us," and click "Chat" icon



# Thank you!

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