



15 June, 2009

**MS. JANET A. ENCARNACION**  
Head, Disclosure Department  
**THE PHILIPPINE STOCK EXCHANGE, INC.**  
4/F PSE Centre  
Exchange Road, Ortigas Centre  
Pasig City

Dear Ms. Encarnacion:

We are sending herewith a copy of a Press Release entitled "**RCBC GROWS SME PORTFOLIO BY 38%**".

For your information and guidance.

Thank you.

Sincerely yours,

A handwritten signature in black ink, appearing to read "Elbert M. Zosa".

**ELBERT M. ZOSA**  
Executive Vice President and  
Corporate Information Officer



## **RCBC GROWS SME PORTFOLIO BY 38%**

The small and medium enterprise lending business of RCBC, the country's fourth largest private universal bank in terms of capital base, aggressively grew over the past fifteen months. As of year-end 2008, the bank's Commercial and SME banking portfolio recorded a 38% increase over year ago figures closing at P7.9 Billion. Amidst the more challenging global economic environment, RCBC sustained the swift expansion of its commercial and SME portfolio in the first quarter, ending at P8.9 Billion in March 2009.

"Successfully rebuilding and preparing RCBC's SME organization allowed us to smoothly implement our business plan," said RCBC Senior Vice President and Commercial and SME Banking Head Reynaldo Orsolino regarding the bank's rising SME venture. "We were able to introduce new policies and put in place the processes necessary to push our SME program forward," he added.

In 2008, RCBC was able to launch new tools that paved the way for the application of a Credit Scoring Model for SME accounts. Other efforts in the past year were designed to strengthen the SME organization, improve its visibility in the market, and effectively expand the loan portfolio which had not grown in the previous 2 years. These initial moves also laid the foundation for the second phase of RCBC's SME initiatives which, in turn, were introduced earlier this year.

Just a few months back, RCBC developed and launched the country's first loan origination Web Portal (i.e. [www.getaloan.com.ph](http://www.getaloan.com.ph)) that is now being used to screen numerous MSME loan applicants nationwide. The new web portal has been getting hundreds of unique IP hits per month since this was first launched in April. The bank was likewise able to develop and use a Loan Application Monitoring System that allows it to track loan referrals at each stage of loan processing (either from branches or through the internet) and should help it better manage small business loans.

"For 2009, we will use new technology to further improve our presence amongst local entrepreneurs and increase our small business loans portfolio," Orsolino said.

RCBC is the country's fourth largest private universal bank in terms of capital base with 332 branches nationwide. It is a strong player in the remittance business with a wide presence overseas through remittance subsidiaries and tie-ups in North America, Europe and Hongkong. RCBC is a member of the multi-industry conglomerate Yuchengco Group of Companies.