



50 years of Empowering the Agriculture Sector



LIMA DEKAD SATU TEKAD

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Agrobank (Bank Pertanian Malaysia Berhad)

Published by:

Agrobank (Bank Pertanian Malaysia Berhad)

Menara Agrobank

Leboh Pasar Besar,

50726 Kuala Lumpur, Malaysia.

Archived Photos:

National Archives of Malaysia

Perdana Leadership Foundation

Utusan Malaysia Berhad

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LIMA DEKAD SATU TEKAD

5 DECADES OF **DETERMINATION**

Traversing through the narrative of Bank Pertanian Malaysia (BPM or the Bank - later commercially known as Agrobank) is to realise that the Bank's early chronicles parallels that of a budding nation wrapped in an ambience of post-independence and hence, eager to chart its own destiny, anchored by perseverance and determination.





Leading the people into the sphere of success and advancement was a pool of far-sighted and intellectual nationalists. One such statesman instrumental in shaping the country and building the pillars of unity was Tun Abdul Razak; a visionary who was also responsible for the establishment of BPM.

Aside from Tun Abdul Razak, the Bank can attribute its success today to a host of other talented and committed individuals who have had a hand at steering this institution in the right direction.

Whether known as BPM or Agrobank, banking and agriculture remains an intertwining theme that defines the Bank's DNA. It resonates the overarching intent towards financial inclusion via the provision of suitable, affordable and quality financial services, especially for the unserved and underserved agrarian society. And with that, it hopes to contribute to a balanced and sustainable economic growth and to the development of the nation.

In celebrating its golden jubilee, we look back on the Bank's journey to as far back as the 60s, and glide through its progress to present day banking, to better grasp the rudiments of BPM and the makings of Agrobank.



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CHIEF EXECUTIVE OFFICER

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FOREWORD FROM THE COVERING DUTIES PRESIDENT/ CHIEF EXECUTIVE OFFICER

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

In the name of Allah, the Most Beneficent, the Most Merciful

السَّلَامُ عَلَيْكُمْ وَرَحْمَةُ اللَّهِ وَبَرَكَاتُهُ

May the peace, mercy and blessings of Allah be with you

This year marks 50 years of Agrobank in Malaysia, providing stellar support to agricultural growth in the country.

As we move forward, it is good to be a little introspective and remember our roots while we celebrate our journey for the past five decades.

In many ways, Agrobank's journey mirrors our nation's development as the Bank was founded in 1969 as one of the key strategic initiatives towards economic development of the nation particularly in agriculture. Agrobank was established with the crucial mandate of providing financial access to the agricultural sector.

Although Agrobank's journey over the years has had its ups and downs but one thing is certain – the leaders, pioneers and team members of Agrobank showed courage and determination in navigating uncharted territories. Since then, as the baton is passed from one generation to another our strong sense of purpose and commitment towards the development of the agricultural sector and community remains steadfast and true.

In the last 50 years, Agrobank has been through significant transformation to strengthen its foundation to become a strong and sustainable developmental financial institution, actively balancing our developmental and commercial roles to provide support across the entire value chain. Our profits remain strong, with diversified programmes that benefit various agro-communities from smallholders to exporters. We are also committed to developing programmes for the unserved and underserved community, with a focus on increasing the household income for the B40 group and supporting the vision of shared prosperity.

Agrobank has been a full-fledged Islamic Bank since 2015, providing shariah compliant products and services and support the country's Islamic finance global hub aspirations. Agrobank received numerous international awards for this significant achievement.

Agrobank is also one of the pioneers for Bank Negara's **Value-based Intermediary (VBI)** initiatives with emphasis on economic development, social empowerment and environment sustainability.

We are honoured and grateful for the continuous support given by our stakeholders, clients, strategic partners and those who are committed to drive change and continue to build the agro-communities. Since 1969, Agrobank has been supporting the ambitions of thousands of agropreneurs, building business empires and providing opportunities to unserved and underserved communities.

As we celebrate 50 years of growth, we believe it is also timely to launch a new mission and vision statement for Agrobank as we focus on remaining relevant for the next 50 years and more.



Khadijah Iskandar

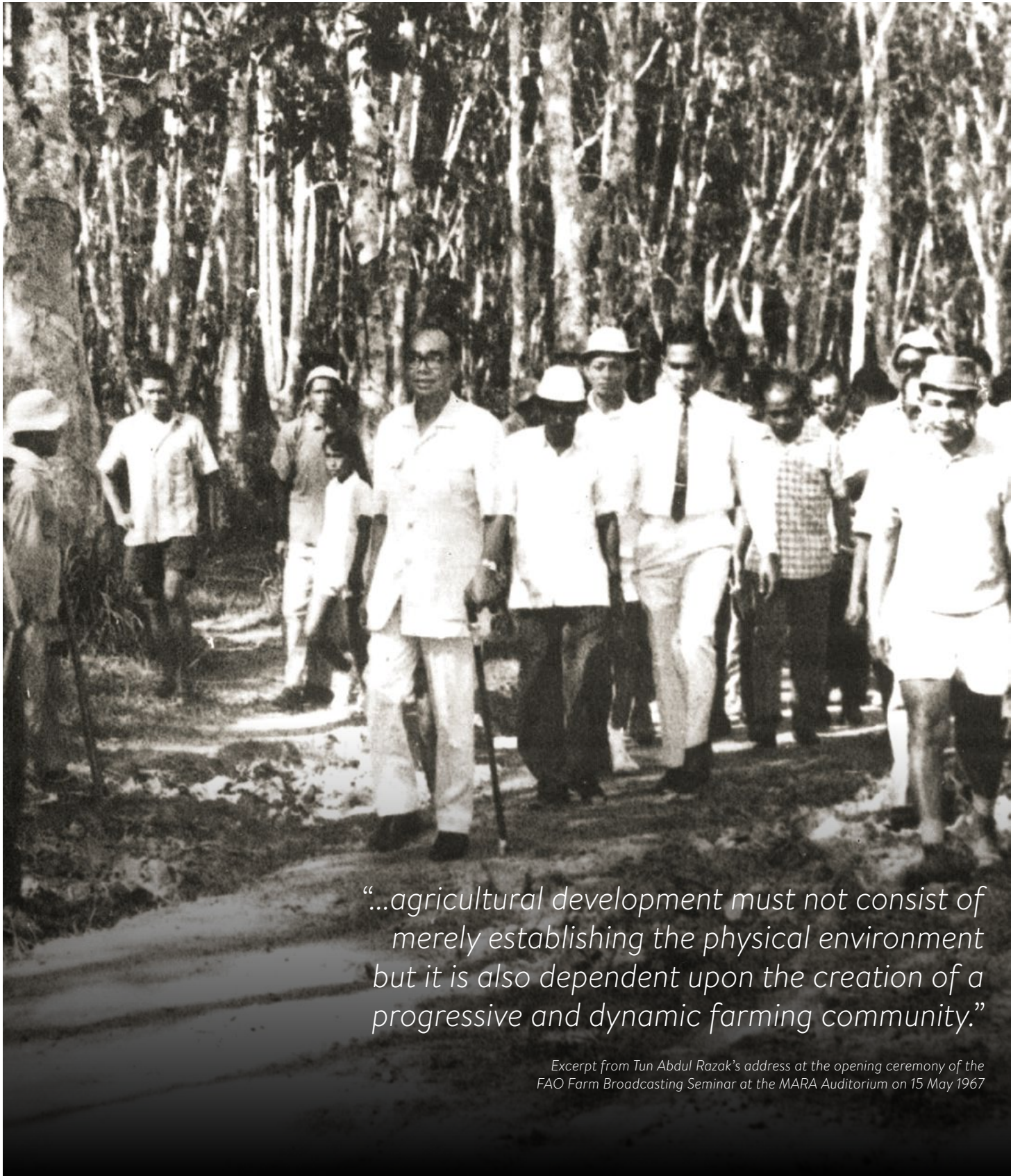
Covering Duties President/Chief Executive Officer

CHAPTER 1

THE GREAT NATIONAL IDEA

“Agriculture is more than just a way of life. It is a major industry, an industry as important as that of steel, petroleum and other heavy industries.”

Excerpt from Tun Abdul Razak's address at the official opening ceremony of the Fourth International Seminar on Development in Kuala Lumpur on 21 October, 1968



“...agricultural development must not consist of merely establishing the physical environment but it is also dependent upon the creation of a progressive and dynamic farming community.”

*Excerpt from Tun Abdul Razak's address at the opening ceremony of the
FAO Farm Broadcasting Seminar at the MARA Auditorium on 15 May 1967*

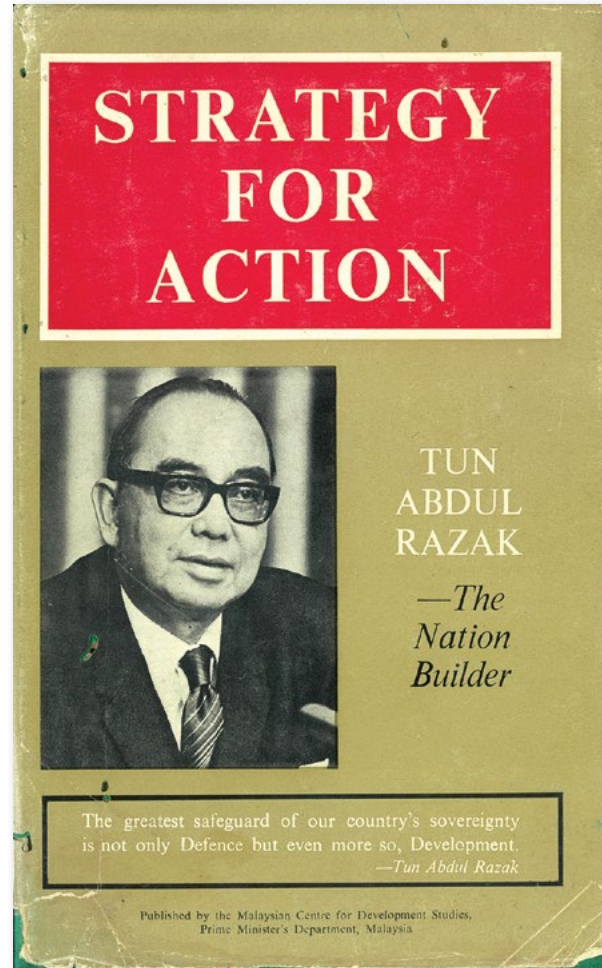
THE GREAT NATIONAL IDEA

Tun Abdul Razak

Tun Abdul Razak bin Haji Dato' Hussein al-Haj or Tun Abdul Razak, became the Deputy Prime Minister of Malaysia (then Malaya) in 1957 when the country achieved independence from the British.

He then became Prime Minister of Malaysia in 1970. Malaya was richly multi-racial and multi-cultural as a result of historical trade as well as immigrant labour brought in by the British.

However, there was a disparity in income and wealth levels within the country as a result of the British's divide and rule policy. In time, this gave rise to dissatisfaction amongst the people and presented a problem for national unity. Tun Abdul Razak, the Deputy Prime Minister at the time, then introduced the First Rural Development Transformation in 1957.¹ Its aim was to develop physical infrastructure and provide extensive basic amenities to rural residents in order to close the gap in the standard of living between those in the towns and in the rural areas.²



¹ <https://www.rurallink.gov.my/en/background-of-rural-development/>

² Crossroads (2nd Edn): A Popular History of Malaysia and Singapore by Jim Baker



“They (the farmers) must be made to realise that in this age of scientific advancement, they cannot achieve the progress they desire without changing their old ways and adopting new ideas, new methods and new techniques.”

*Tun Abdul Razak's address at the Opening Ceremony of the
FAO Farm Broadcasting Seminar at the MARA Auditorium, 15 May 1967*



Tun Abdul Razak Hussein visiting Felda projects at Sungai Dusun and Gedangsa in Hulu Bernam, Selangor in February 1966

THE GREAT NATIONAL IDEA



“In my view, successful dynamic industrial development must go hand in hand with the progressive agricultural industry.”

Tun Abdul Razak's address at the Opening Ceremony of the FAO Farm Broadcasting Seminar at the MARA Auditorium, 15 May 1967



Tun Abdul Razak Hussein visiting Felda projects at Sungai Dusun and Gedangsa in Hulu Bernam, Selangor in February 1966



On 6 May 1960, Tun Abdul Razak introduced the Red Book Plan. It was a development plan for every district and was a parallel development programme for non-urban areas.¹ The Red Book served as a guide for government officials in their efforts to develop rural areas and included, amongst others, plans for roads, drains, mosques, clinics, adult classes and telephones. In this era, Malaya was seen as a model country with a solid approach to rural development at a global level and created the first momentum for rural development.

¹ <http://www.perdana.org.my/index.php/pms-of-malaysia/tun-abdul-razak/tunku-abdul-razak>



The Minister of Rural Development, Tun Abdul Razak bin Hussein, visited Kuala Pilah district in Negeri Sembilan to see for himself the progress made by the District Rural Development Committee in the area, 1960s. Picture shows Tun Abdul Razak bin Hussein looking at the Buku Merah which contained the rural development projects for the area. With him are (from left): Dr. Mohd. Said bin Muhammad, Menteri Besar of Negeri Sembilan and Encik Mohd Yob bin Busu, Chairman of the District Rural Development Committee (on right)



Tun Abdul Razak having a light-hearted discussion with the Board of Directors of BPM at the National Operations Room, Kuala Lumpur on 21 October 1969



“We have taken several major steps towards modernising our agriculture and accelerating our agricultural development.”

Tun Abdul Razak's address at the official opening ceremony of the Fourth International Seminar on Development in Kuala Lumpur on 21 October, 1968

THE GREAT NATIONAL IDEA



In 1969, tensions came to a head, and so the New Economic Policy (NEP) was introduced in 1971. It had two objectives, the eradication of poverty and the restructuring of society.⁴ Almost 90 percent of rural residents at that time were underprivileged. Through the NEP, the poor were given equal economic opportunity, health and housing services regardless of ethnic background. This saw the rise of Bumiputera involvement in the economic sector.

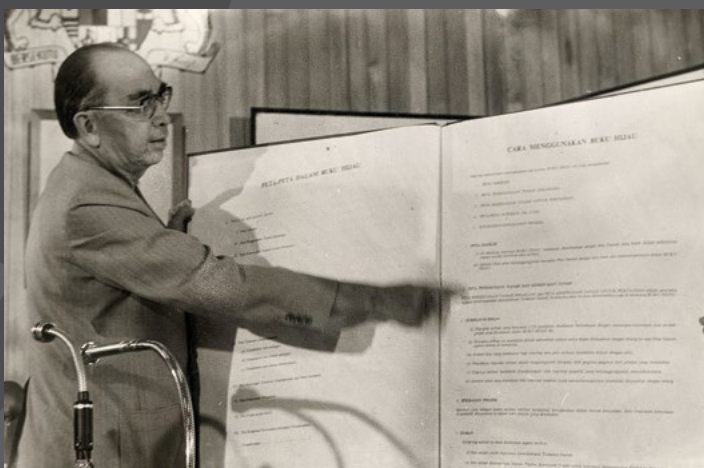
On 20 December 1974, Tun Abdul Razak, now Prime Minister, launched the Green Book Plan.⁵ The book focused on plans to maximise land development with short-term planting, clustered gardening, a breeding programme, fresh water fisheries, effective promotional strategies and other small projects.

⁴ <https://www.rurallink.gov.my/en/background-of-rural-development/>

⁵ http://www.muziumnegara.gov.my/gallery/items/Buku_Hijau_56



Tun Abdul Razak visits one of the many Rural Development Projects under the National Economic Policy, 1973



Prime Minister Tun Abdul Razak Hussein explaining the implementation of the Green Book Plan to the members of the Parliament, State Legislative Assembly members and Head of Department of Selangor at the Selangor Assembly Hall on 6 January 1975





Prime Minister Tun Abdul Razak Hussein explaining the implementation of the Green Book Plan to the members of the Parliament, State Legislative Assembly members and Head of Department of Selangor at the Selangor Assembly Hall on 6 January 1975

THE GREAT NATIONAL IDEA

His Legacy in Agriculture

Tun Abdul Razak firmly believed that agriculture was the way out of poverty for those in the rural areas. As such he ensured that agencies like BPM existed to help develop and support those who needed it. In fact, the steps he took then to help the impoverished translate today into solutions to address the growing concerns about food security and self sufficiency levels.

Apart from BPM, Tun Abdul Razak was also instrumental in establishing a string of other organisations which included the Farmers' Organisation Authority (FOA), the Federal Agricultural Marketing Authority (FAMA), the National Paddy and Rice Board (LPN), the Malaysian Agriculture Research and Development Institute (MARDI), the Fisheries Development Authority of Malaysia (LKIM) and the National Livestock Development Authority (Majuternak). All these have now evolved and operate to the beat of modern technology while meeting the demands of the 21st century.



1977 First Day Cover of Tun Abdul Razak as the nation's "Father of Development"





Tun Abdul Razak making a tour to the Bank Pertanian Malaysia Headquarters in Kuala Lumpur

CHAPTER 2

THE INCEPTION

The Establishment of Bank Pertanian Malaysia (BPM)

BPM was established in accordance with Act 9 of the Bank Pertanian Act 1969, “to organise, provide, supervise and coordinate the grant of credit for agriculture purposes in Malaysia”.

This was in tandem with the Government’s decision to proceed with the MUDA Irrigation Project which enabled double cropping of paddy in rice fields stretching from Kedah to Perlis. Funding for the project was sourced through the World Bank. This came with a proviso that required a proper credit scheme be setup to administer the granting of loans to paddy farmers involved in the project.



Ibu Pejabat Bank Pertanian Malaysia di Kuala Lumpur.
Bank Pertanian Malaysia's Head Office in Kuala Lumpur.

i.

LAMPIRAN I.

BANK PERTANIAN MALAYSIA

Ucapan Y.A.B. Timbalan Perdana Menteri Malaysia,
Tu Abdul Razak bin Dato Hussein S.M.N., O.K.I.S.,
tatkala merasmikan Meshuarat Pertama Lembaga Pengarah
Bank Pertanian Malaysia pada 21hb Oktober, 1969,
di-Bilek Gerakan Negara

Saya ucapkan berbanyak terima kaseh kerana telah sudi menjemput saya bagi memulakan Meshuarat Pertama Lembaga Pengarah Bank Pertanian Malaysia ini. Dengan ada-nya meshuarat yang pertama pada hari ini ada-lah bermaana pada hari ini Bank ini mula-lah berjalan. Sukachita saya mengucapkan setinggi2 terima kaseh kepada tuan2 semua yang telah sudi menerima tawaran saya untuk berkhidmat dalam Lembaga Pengarah Bank Pertanian Malaysia ini.

Saperti tuan2 sedia mengetahui, bahawa usaha2 pembangunan negara kita ada-lah bergantung kepada usaha2 dalam lapangan pertanian. Pertanian maseh menjadi satu perusahaan yang mustahak di-negara kita ini dan dengan sebab itu kita mesti-lah menambahkan usaha2 yang lebeh giat lagi dalam lapangan perusahaan ini, bukan sahaja untuk hendak membesar dan meluaskan perkembangan iktisad di-negara kita, bahkan untuk hendak memberi peluang berkerja kepada raayat di-negara kita. Tuan2 sedia ketahui dalam 10 tahun yang lalu, sejak kita melancarkan Rancangan Pembangunan Negara dan Luar Bandar, Kerajaan telah mengadakan berbagai2 kemudahan dan juga berbagai2 rancangan2 kemajuan di-seluruh negara kita. Begitu juga Kerajaan telah berusaha hendak memperkembangkan pembangunan dalam lapangan pertanian. Usaha2 ini yang boleh di-katakan progresif yang telah mendatangkan hasil yang memuaskan perlu di-perluaskan. Satu daripada lapangan2 yang mustahak kita menumpukan usaha yang lebeh ia-lah dalam bidang pinjaman wang kepada petani2 untuk mereka menjadikan modal menjalankan perusahaan mereka dengan alat2 moden supaya usaha2 yang mereka jalankan dalam lapangan pertanian akan mendapat hasil yang lebeh sempurna dan dengan itu pendapatan mereka akan bertambah.

Sabener-nya tujuan Bank Pertanian Malaysia ini ia-lah hendak memberi bantuan kredit daripada Kumpulan Wang Awam untuk tujuan2 pertanian kepada petani2 menjalankan usaha2 mereka bertanam, memproses atau untuk pemasaran.

Satu daripada rancangan yang besar pada hari ini ia-lah Rancangan Perayeran Muda dan Kemubu. Dalam lapangan ini saya berharap Bank ini akan menganbil bahagian yang penting ia-itu untuk mengadakan sistem kredit bagi 2 kawasan2 ini yang mempunyai luas kawasan tanaman lebeh kurang 300,000 ekar. Saya telah di-beritahu bahawa pehak Bank dengan kerjasama Jabatan Pertanian telah menyediakan satu rancangan kredit bagi kawasan Perayeran Muda yang akan di-chuba sechare pilot projek tidak lama lagi ia-itu dalam bulan Februari akan datang. Rancangan kredit ini sangat-lah mustahak di-adakan untuk membantu petani2 dalam usaha2 mereka menanam 2 kali satahun. Dengan usaha tanaman 2 kali satahun bermaana-lah petani2 mesti menggunakan chara bertanam yang moden

..(ii)/-



Tun Abdul Razak being briefed on the Bank's activities during his visit to BPM's headquarters on 15 July 1971



BPM Board of Directors welcoming Tun Abdul Razak during his official visit to the Bank



Tun Abdul Razak in a discussion with BPM Board of Directors

FEDERAL OPTIK
Pusat Optik & Perbaikan
Kuala Lumpur
No. 10, Jalan Bukit Timah, Singapore 1
Tel. 2274

BERITA HARIAN
NASKAH MALAYSIA

Aziz Yassin letak jawatan dalam FAMA
KUALA LUMPUR, Rabu. — Timbalan Pengerusi FAMA, Aziz Yassin, telah meletakkan jawatannya dalam FAMA.

Pas kerja tinggal lapan hari
KUALA LUMPUR, Rabu. — Pas kerja yang akan datang akan tinggal lapan hari di Kuala Lumpur.

Pernanchang
Kuala Lumpur, 24 Julai 1969. — Peranchang...

Molnya ke-12
KUALA LUMPUR, Rabu. — Molnya ke-12...

KEADAAN NEGARA BAIK, CURFEW TAK BERUBAH
KUALA LUMPUR, Rabu. — Keadaan negara baik, curfew tak berubah.

MEMOLONG AWAK DARI MEMALAMI BOTAK
Yang paling baik untuk anda ialah memalangi memalangi...

Sekolah runtuh, 15 kanak-kanak maut
KUALA LUMPUR, Rabu. — Sekolah runtuh, 15 kanak-kanak maut.

Bendera Malaysia ikut pulang dari bulan
KUALA LUMPUR, Rabu. — Bendera Malaysia ikut pulang dari bulan.

Tiga manusia paling riang—dari bulan
KUALA LUMPUR, Rabu. — Tiga manusia paling riang—dari bulan.

Separoh jalan ka-bumi
KUALA LUMPUR, Rabu. — Separoh jalan ka-bumi.

Bank tani di-bentok pada 1 Ogos
KUALA LUMPUR, Rabu. — Bank tani di-bentok pada 1 Ogos.

Tentera Laut tangkai tuduhan oleh taikong2 pukat tonda
KUALA LUMPUR, Rabu. — Tentera Laut tangkai tuduhan oleh taikong2 pukat tonda.

Polis tahan 25 dalam daerah Hau
KUALA LUMPUR, Rabu. — Polis tahan 25 dalam daerah Hau.

Chin Siong
JUMPA PM LEE DI-SRI TEMASEK

Gred 3 Melayu untok pegawai tentera
KUALA LUMPUR, Rabu. — Gred 3 Melayu untok pegawai tentera.

6 parah dalam tembak menembak di-S'pura
KUALA LUMPUR, Rabu. — 6 parah dalam tembak menembak di-S'pura.

MAKLAB FEDERAL
KUALA LUMPUR, Rabu. — MAKLAB FEDERAL.

KEJAYAAN!
KUALA LUMPUR, Rabu. — KEJAYAAN!

BAHASA MALAYSIA
KUALA LUMPUR, Rabu. — BAHASA MALAYSIA.

Bank tani di-bentok pada 1 Ogos

KUALA LUMPUR, Rabu. BANK Pertanian akan di-tubuhkan pada 1 Ogos ini, demikian di-umumkan hari ini.

Undang2 Lembaga Urusan dan Tabong Haji — penyatuan pejabat Tabong Haji dan Pejabat Urusan Haji di-Pulau Pinang — akan di-kuatkuasakan mulai 8 Ogos.

Bank Pertanian akan di-letak di-bawah arahan Tun Razak sendiri. Ketetapan ini di-chapal dalam mesyuarat antara Timbalan PM, Tun Razak dengan Menteri Pertanian dan Kerjasama, Haji Ghazali Jawi dan Menteri Pembangunan Negara dan Luar Bandar, Enche Ghafar Baba di-sini petang ini.

Hadhir sama ja-lah pegawai2 tinggi Kera-jaan.

Mesyuarat itu juga bersetuju untuk menu-buhkan sa-buah perba-danan yang akan di-kenali sa-bagai "Perba-danan Nasional Berhad."

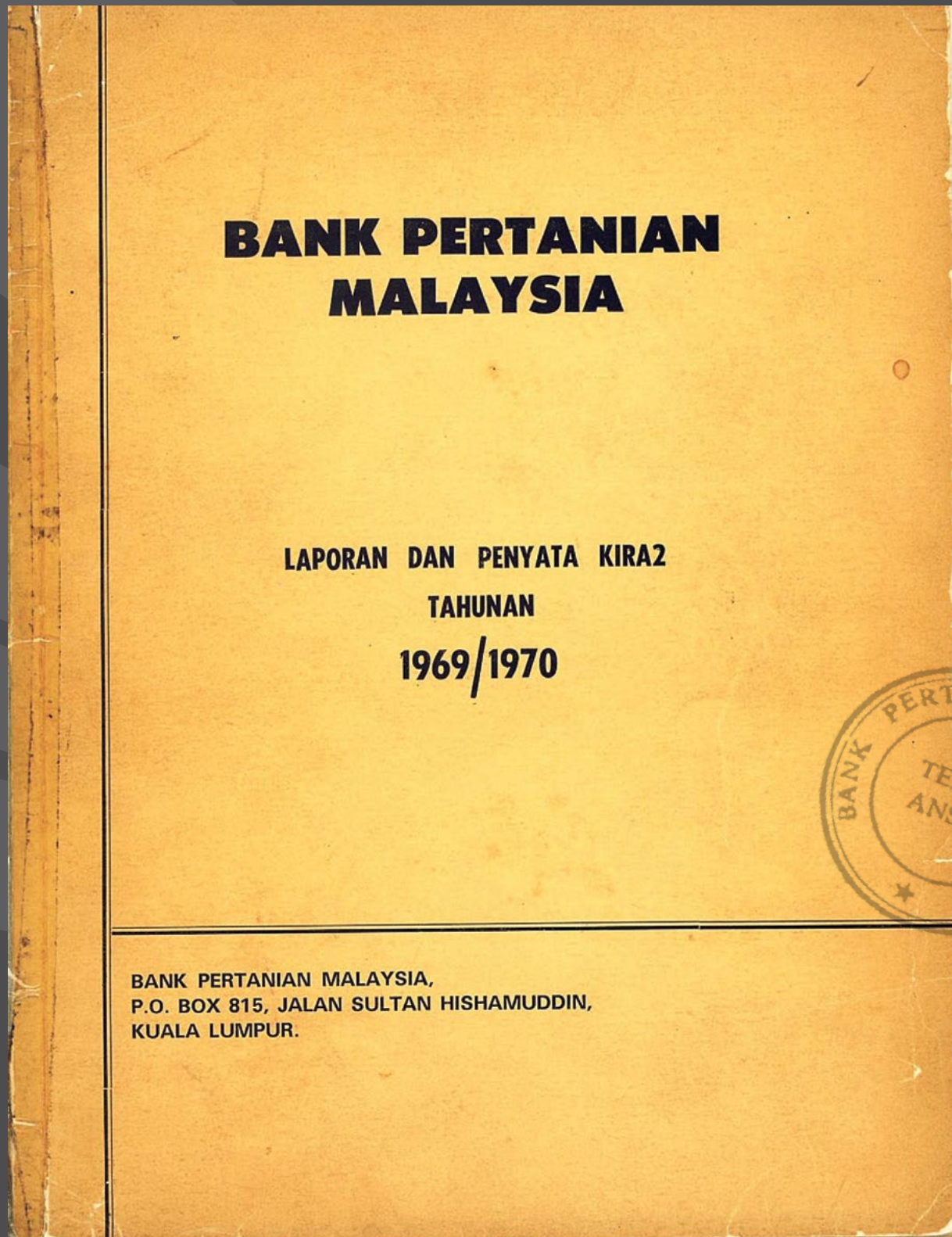
INSURAN

Sharikat Insuran Ke-bangsaan yang di-ran-changkan itu akan men-jadi sa-bahagian dari tanggong jawab Per-badanan tersebut.

Menurut sa-buah ke-nyataan, penubuhan Bank Pertanian itu ja-lah untok menyusun, menyed-iaikan, mengawasi dan menyatukan pemberian pinjaman untok tujuan2 pertanian.

Untok permulaan, ke-gistan2 Bank itu akan di-tumpukan di-ran-changan tali ayer Sungai Muda dan Kemubu.

Mengenai Lembaga Urusan dan Tabong Haji, kenyataan itu berkata bahawa Undang2 itu apa-bila di-kuskuasakan ke-lak akan menyusun pen-tadbiran2 kewangan untok bakal2 haji di-sam-ping mengadakan kemu-dahan2 kebijakan yang lebih baik untok mereka sa-masa menunaikan haji.





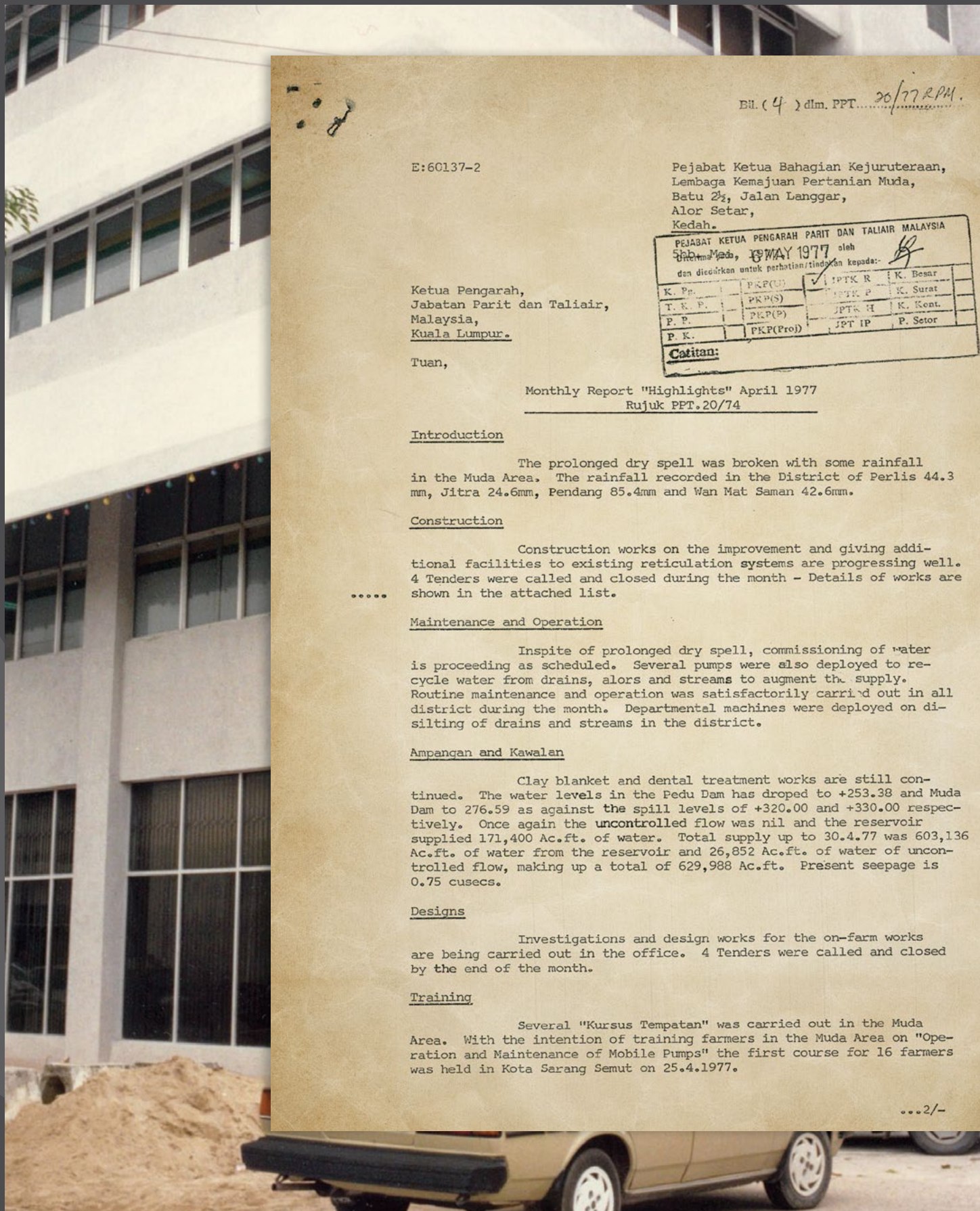
BPM's first branch in Alor Setar, Kedah, 1970

[illegible]

APABILA FAIL INI TELAH DITUTUP MAKA TINDAKAN BARU HENDAKLAH DILAKUKAN DALAM FAIL LAIN



agriculture.



Bil. (4) dlm. PPT. 20/77 RPH.

E:60137-2

Pejabat Ketua Bahagian Kejuruteraan,
Lembaga Kemajuan Pertanian Muda,
Batu 2½, Jalan Langgar,
Alor Setar,
Kedah.

Ketua Pengarah,
Jabatan Parit dan Taliair,
Malaysia,
Kuala Lumpur.

Tuan,

PEJABAT KETUA PENGARAH PARIT DAN TALIAIR MALAYSIA			
5th MAY 1977 oleh [Signature]			
dan diserahkan untuk perhatian/tindakan kepada:-			
K. Pa.	PKP(U)	IPK R	K. Besar
T. K. P.	PKP(S)	IPK P	K. Surat
P. P.	PKP(P)	IPK H	K. Kent.
P. K.	PKP(Pro)	IPK IP	P. Sctor
Catatan:			

Monthly Report "Highlights" April 1977
Rujuk PPT.20/74

Introduction

The prolonged dry spell was broken with some rainfall in the Muda Area. The rainfall recorded in the District of Perlis 44.3 mm, Jitra 24.6mm, Pendang 85.4mm and Wan Mat Saman 42.6mm.

Construction

Construction works on the improvement and giving additional facilities to existing reticulation systems are progressing well. 4 Tenders were called and closed during the month - Details of works are shown in the attached list.

.....

Maintenance and Operation

Inspite of prolonged dry spell, commissioning of water is proceeding as scheduled. Several pumps were also deployed to recycle water from drains, alors and streams to augment the supply. Routine maintenance and operation was satisfactorily carried out in all district during the month. Departmental machines were deployed on disilting of drains and streams in the district.

Ampangan and Kawalan

Clay blanket and dental treatment works are still continued. The water levels in the Pedu Dam has dropped to +253.38 and Muda Dam to 276.59 as against the spill levels of +320.00 and +330.00 respectively. Once again the uncontrolled flow was nil and the reservoir supplied 171,400 Ac.ft. of water. Total supply up to 30.4.77 was 603,136 Ac.ft. of water from the reservoir and 26,852 Ac.ft. of water of uncontrolled flow, making up a total of 629,988 Ac.ft. Present seepage is 0.75 cusecs.

Designs

Investigations and design works for the on-farm works are being carried out in the office. 4 Tenders were called and closed by the end of the month.

Training

Several "Kursus Tempatan" was carried out in the Muda Area. With the intention of training farmers in the Muda Area on "Operation and Maintenance of Mobile Pumps" the first course for 16 farmers was held in Kota Sarang Semut on 25.4.1977.

...2/-

- 2 -

Workshop

Routine maintenance of pumps, plants and vehicles was carried out during the month.

Finance

Allocation \$7,000,000, Liability 1,048,965.25 and expenditure \$414,303.40.

General

Encik S.H.Thavaraj, Encik Teoh Tiaw Seang, Encik Sardar Ali and Encik Tay Chong Sim attended a meeting with World Bank Officials and Senior Representatives of Ministry of Agriculture on 1st. April, 1977.

Encik S.H.Thavaraj, Encik Tay Chong Sim and Encik Sardar Ali had discussions with World Bank Officials on 7th. April, 1977 at D.I.D. Headquarters, Kuala Lumpur.

Encik S.H.Thavaraj (Ketua Bahagian Kejuruteraan) attended a conference on "International Rice Commission" in Rome from 27th. April, to 1st. May.

Encik Teoh Tiaw Seang (Timbalan Ketua Bahagian Kejuruteraan) attended NDPC meeting at Pulau Langkawi on 24th. and 25th. April, with the Senior Officials from MADA on "Muda II" project.

A farewell dinner to Encik S.H.Thavaraj on his transfer to JPT. HQ. Kuala Lumpur on promotion as Penolong Ketua Pengarah, Bahagian Perancang was held on 23rd. April, 1977.

(TEOH TIAW SEANG)
Pmg. Ketua Bahagian Kejuruteraan,
Lembaga Kemajuan Pertanian Muda

PSP/tn

**MADA**

is first branch in Alor Setar, Kedah on Project. Meanwhile, to ensure coordinated management, the Muda authority, (MADA), was created to planters.

role in providing credit facilities g a Short-Term Paddy Production o offering an Intermediate Term ricultural Equipment.

the credit schemes offered, BPM ADA by appointing as many Local ssible to act as its credit agents. ed of farmers associations, multi-es and other parties dealing in

agriculture.

Pejabat Ketua Bahagian Kejuruteraan
Progress Report for April 1977

No.	Particulars	Contract No.	Progress	Remarks
<u>District I - Perlis</u>				
1.	Construction of Drain ALEDr7a and farm road in Feeder 13 Sanglang.	103/76	25% ✓	Work is progressing well
2.	Improvement to Irrigation and Drainage System ARBD5a left bank.	101/77	-	Tenders closed on 26.4.77 in D.I.D. HQ. K.L.
3.	Construction of Sg. Jejawi drain.	102/77	-	Tenders closed on 20.4.77 in Ketua Bhg. Kejuruteraan Office.
<u>District II - Jitra</u>				
4.	Construction works for improvement for sub-system ACLED4e	209/75	100% ✓	Contract terminated omitting channels F20 and F21.
5.	Construction works for the pipe line irrigation system ACRED7	210/75	96% ✓	The contract was extended up to 31.3.77. Delay due to getting the pipes.
6.	Construction works for the pipe line irrigation system at Alor Bonglai between ACRED8 - ACRED8e	212/75	82% ✓	The contract was extended up to 10.5.77.
7.	Construction works for the drainage improvement to Sg. Kuar Jawa Phase III.	216/75	100% ✓	Completed.
8.	Construction of Road Culvert and topping up road at Alor Telaga Janggus between ACRED5 and ACRED6.	203/76	100%	Completed.
9.	Construction works for the drainage improvement to Sg. Jerlun and construction of bridge.	204/76	85% ✓	Works are progressing well.
10.	Works for the extension and modification of District Engineer's office at Jitra.	207/76	65%	Work is progressing well.
11.	Construction of concrete lined distributary field channel and ancillary works in Mukim Anak Bukit.	207/76	5% ✓	The contractor is now making an attempt to speed up the work.
12.	Construction of one medium traffic bridge at Parit Tunjang Lang Bulu System.	210/76	65% ✓	Work is progressing well.

.....2/-



- 2 -

No.	Particulars	Contract No.	Progress	Remarks
<u>District III - Pendang</u>				
13.	Construction of distributaries CCRBD9-1, field channels and ancillary works for Tanah Merah Phase I.	301/76	100% ✓	Completed.
14.	Tanah Merah Project Phase II. Construction of 2nd Main Distributary CCRBD9-2, CCRBD9-2a, CCRBD9-2b inclusive of field channels, farm roads and structures.	302/77	-	Contract recalled on 26.3.77 and closed on 13.4.77.
<u>District IV - Wan Mat Saman</u>				
15.	Construction of field channels and structures in the SCRBD4 sub-system.	403/76	95% ✓	Work is progressing.
<u>Ampangan dan Kawalan</u>				
16.	Clay blanket treatment for the sealing at Pedu Dam.	-	- ✓	Continuing.
<u>Consulting Engineers</u>				
17.	Construction of Road Crossing at Sg. Perigi and Yan Road for Sg. Gurun Deviation.	411/75	25% ✓	Work in progress.

Saya yang menurut perintah,

(TSOH TIOW SEANG),
 Png. Ketua Bahagian Kejuruteraan,
 Lembaga Kemajuan Pertanian Muda.

s.k. Ketua Pengarah, JPT Malaysia.
 " Pengurus Besar, MADA.
 " Jurutera Kanan Perancang.
 " Jurutera Kanan Pembangunan.
 " Jurutera Kanan Penyelenggaraan,
 " Jurutera Kanan Kawalan,
 " Jurutera Jentera Kanan, Workshop,
 " Jurutera Daerah I, Simpang Empat, Perlis.
 " Jurutera Daerah II, Jitra.
 " Jurutera Daerah III, Pendang.
 " Jurutera Daerah IV, Wan Mat Saman.
 " Pegawai Kerja.
 " Pembantu Teknik, Ibu Pejabat.

PSP/rt.



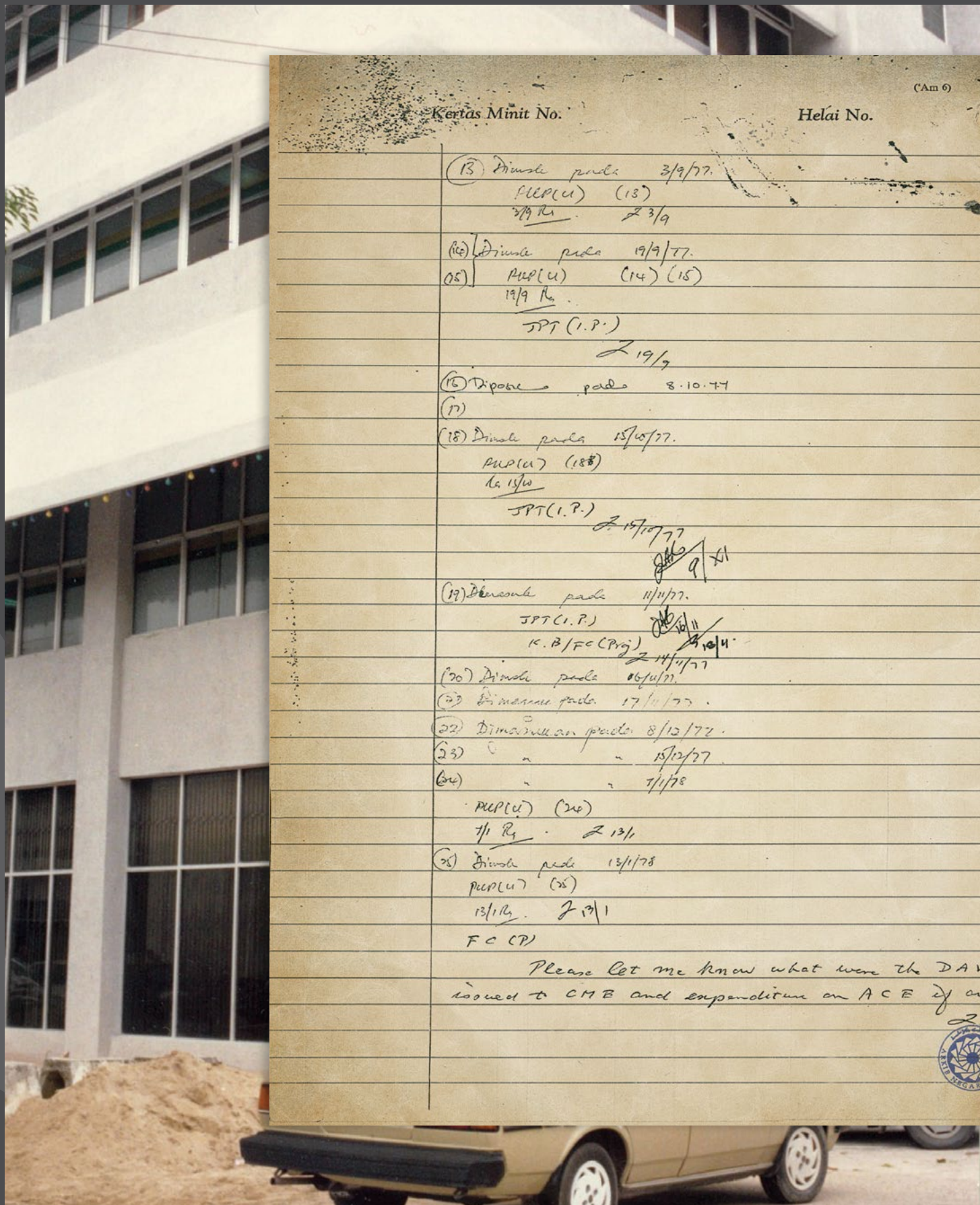
MADA

is first branch in Alor Setar, Kedah on Project. Meanwhile, to ensure rdinated management, the Muda uthority, (MADA), was created to lanters.

role in providing credit facilities g a Short-Term Paddy Production o offering an Intermediate Term ricultural Equipment.

the credit schemes offered, BPM ADA by appointing as many Local ssible to act as its credit agents. ed of farmers associations, multi- es and other parties dealing in

agriculture.



Kertas Minit No.

Helai No.

(Am 6)

(13) Dimula pada 3/9/77.
 PUP(U) (13)
 2/9 R₁ 2 3/9

(14) Dimula pada 19/9/77.
 (15) PUP(U) (14) (15)
 19/9 R₁
 JPT (I.P.)
 2 19/9

(16) Diposkan pada 8.10.77
 (17)

(18) Dimula pada 15/10/77.
 PUP(U) (18)
 15/10
 JPT (I.P.)
 2 15/10/77

(19) Dimula pada 11/11/77.
 JPT (I.P.)

K.B/FC (Proj)
 2 11/11/77

(20) Dimula pada 16/11/77.

(21) Dimulai pada 17/11/77.

(22) Dimulai pada 8/12/77.

(23) " " 15/12/77.

(24) " " 1/1/78

PUP(U) (24)
 1/1 R₁ 2 13/1

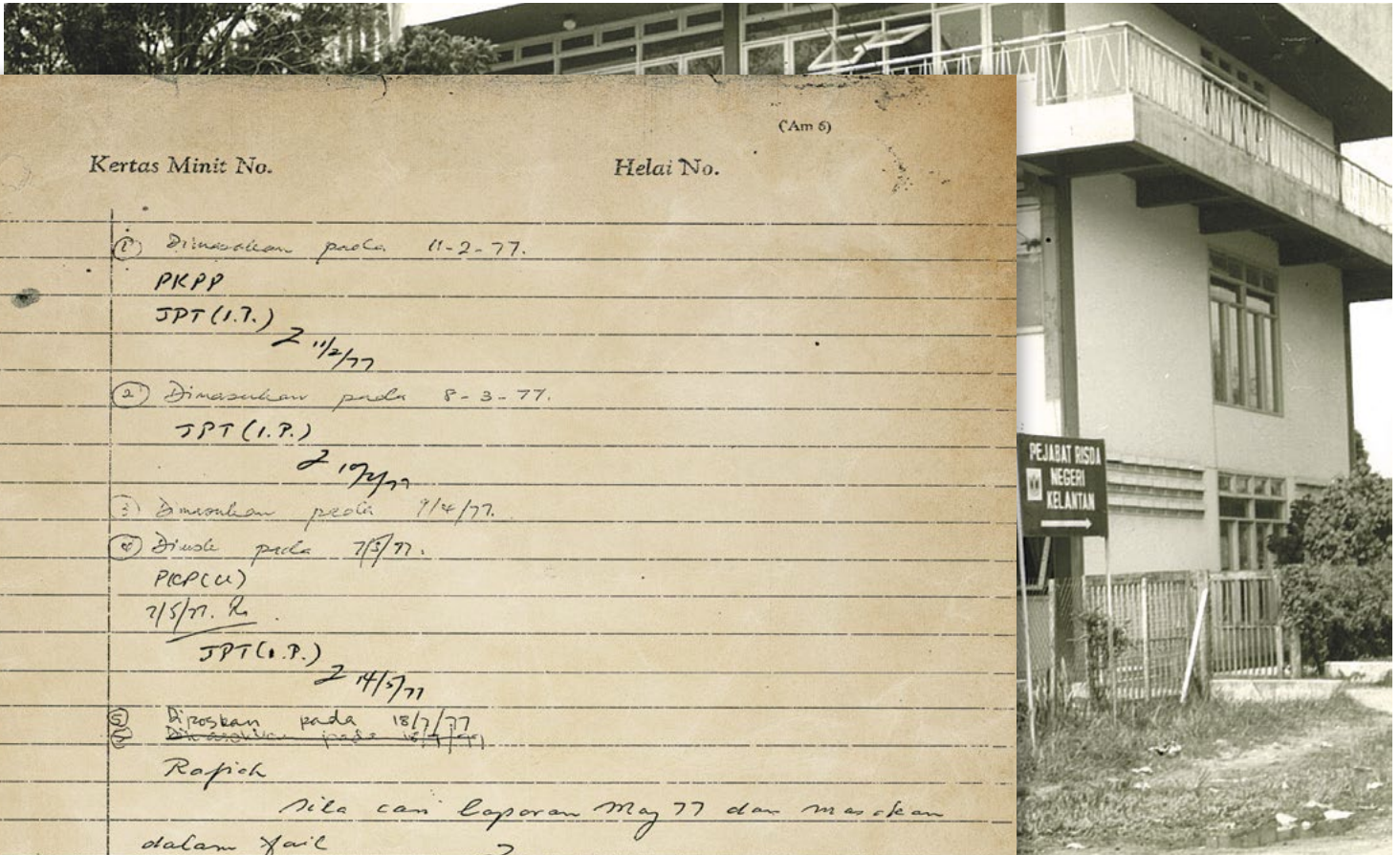
(25) Dimula pada 13/1/78

PUP(U) (25)
 13/1 R₁ 2 13/1

FC (P)

Please let me know what were the DAWs issued to CMB and expenditure on ACE if any.





Kertas Minit No.

Helai No.

(Am 6)

① Dimasukkan pada 11-2-77.

PKPP

JPT(I.P.)

2/12/77

② Dimasukkan pada 8-3-77.

JPT(I.P.)

2/17/77

③ Dimasukkan pada 7/4/77.

④ Dimasukkan pada 7/5/77.

PKPP(U)

7/5/77. R.

JPT(I.P.)

2/14/77

⑤ Dimasukkan pada 18/7/77.

Rafick

Sila cari laporan May 77 dan masukkan dalam fail

2/19/77

⑥ Dimasukkan pada 21/7/77.

⑦ PKPP(U)

R 21/7

⑧ Dimasukkan pada 21-7-77

⑨ Dimasukkan pada 2/8/77.

PKPP(U) (9)

2/8/77.

JPT(I.P.) (9) untuk perkhidmatan Tuan

2/25/77

⑩ Dimasukkan pada 20/8/77.

PKPP(U) (10)

20/8/77.

JPT(I.P.)

2/11/77

JH 12/8

⑪ Dimasukkan pada 11-8-77

⑫ Dimasukkan pada 20/8/77.



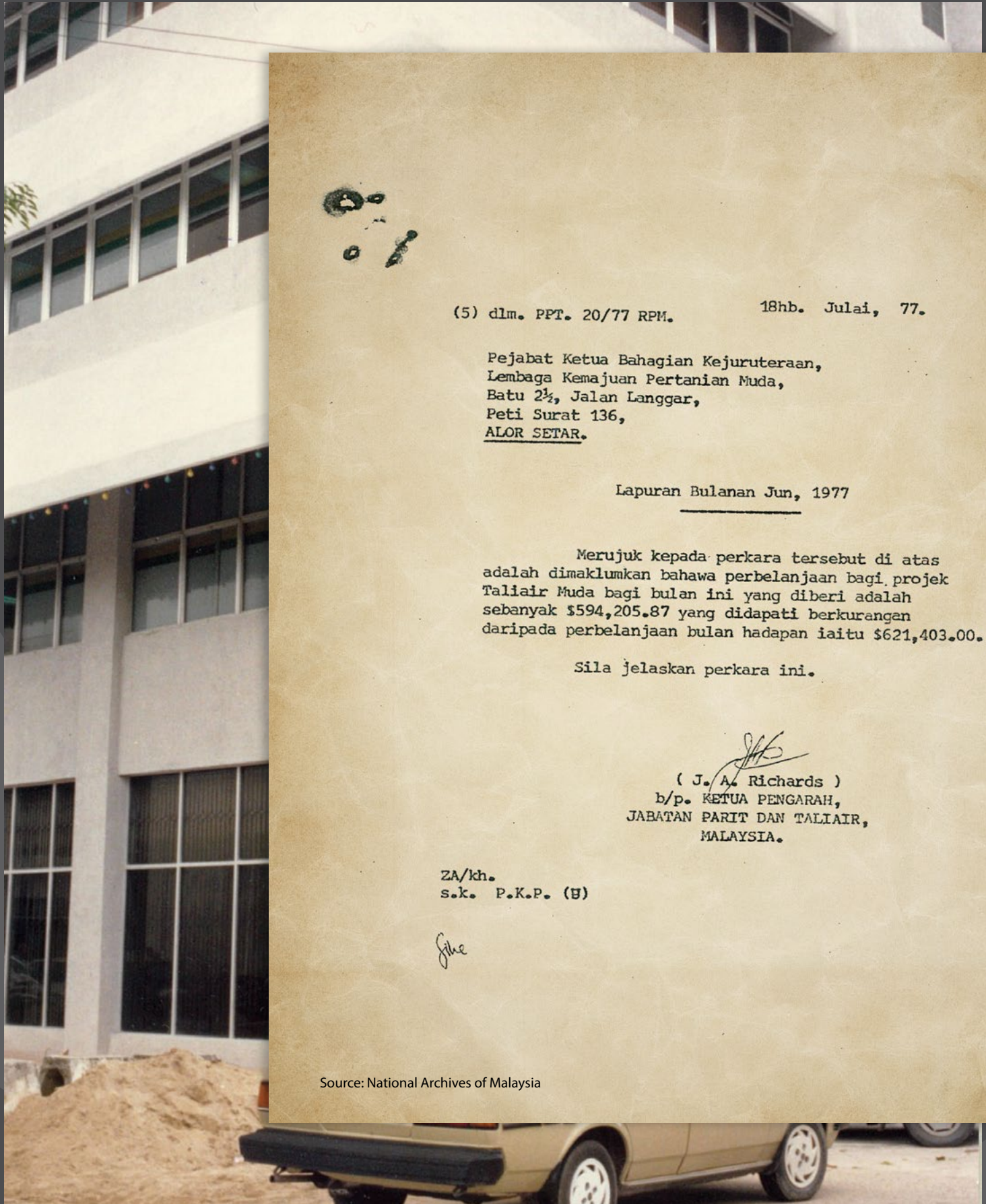
ADA

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the credit schemes offered, BPM ADA by appointing as many Local ssible to act as its credit agents. ed of farmers associations, multi- es and other parties dealing in

agriculture.



(5) dlm. PPT. 20/77 RPM.

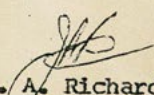
18hb. Julai, 77.

Pejabat Ketua Bahagian Kejuruteraan,
Lembaga Kemajuan Pertanian Muda,
Batu 2½, Jalan Langgar,
Peti Surat 136,
ALOR SETAR.

Laporan Bulanan Jun, 1977

Merujuk kepada perkara tersebut di atas
adalah dimaklumkan bahawa perbelanjaan bagi projek
Taliair Muda bagi bulan ini yang diberi adalah
sebanyak \$594,205.87 yang didapati berkurangan
daripada perbelanjaan bulan hadapan iaitu \$621,403.00.

Sila jelaskan perkara ini.


(J. A. Richards)
b/p. KETUA PENGARAH,
JABATAN PARIT DAN TALIAIR,
MALAYSIA.

ZA/kh.
s.k. P.K.P. (U)

file

Source: National Archives of Malaysia



BPM's branch at Jalan Mahmood, Kota Bharu, Kelantan



BPM Makes its Mark with MADA

In April 1970, BPM opened its first branch in Alor Setar, Kedah to cater to the Muda Irrigation Project. Meanwhile, to ensure a more streamlined and coordinated management, the Muda Agricultural Development Authority, (MADA), was created to further assist fellow paddy planters.

BPM executed its mandated role in providing credit facilities to the farmers by formulating a Short-Term Paddy Production Credit Scheme in addition to offering an Intermediate Term Loan for the Purchase of Agricultural Equipment.

To ensure a good take up of the credit schemes offered, BPM leveraged its presence in MADA by appointing as many Local Credit Centres (LCCs) as possible to act as its credit agents. These credit agents comprised of farmers associations, multi-purpose cooperative societies and other parties dealing in agriculture.

THE INCEPTION

BPM and KADA Contribute to the Community in Kemubu

Widening its reach and coverage to other geographical areas and farming communities, BPM opened its second branch in Kota Bharu, Kelantan to support the Kemubu Irrigation Project. The project was managed by the Kemubu Agriculture Development Authority (KADA).

Apart from the Short-term Paddy Production Credit Scheme, BPM had also launched a pilot project, the Short-term Tobacco Production and Marketing Credit Scheme in 1971¹. The scheme was drawn up to meet the financial needs of independent tobacco growing promoters in Kelantan. For that reason, the appointments of LCCs in Kemubu also covered, other than farmers' associations and multi-purpose co-operatives, private individuals.



A



B

A A farmer threshing harvested paddy

B A dialogue session between farmers and Bank Officers

C Farmers' yield being marketed, a Bank Officer using a moisture meter to determine the water content in the grains

D BPM's pilot project, Short-term Tobacco Production and Marketing Credit Scheme for independent tobacco farmers in Kelantan

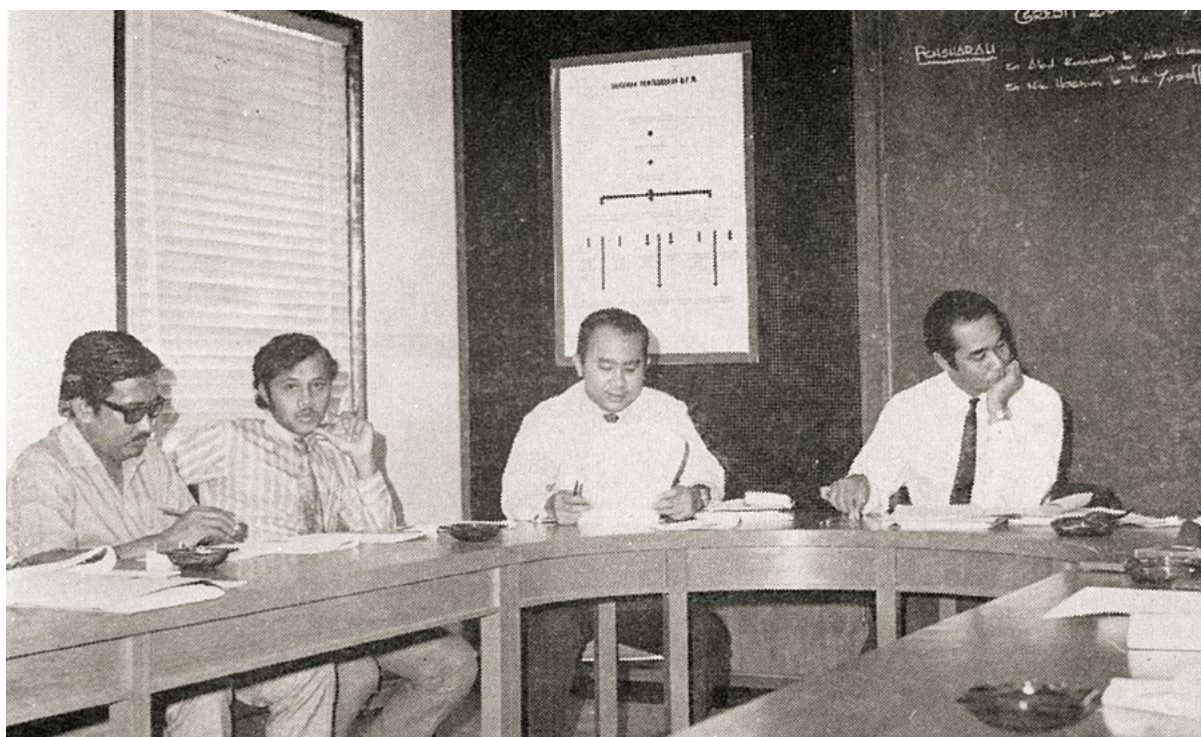
¹ Bank Pertanian Malaysia Annual Report 1971



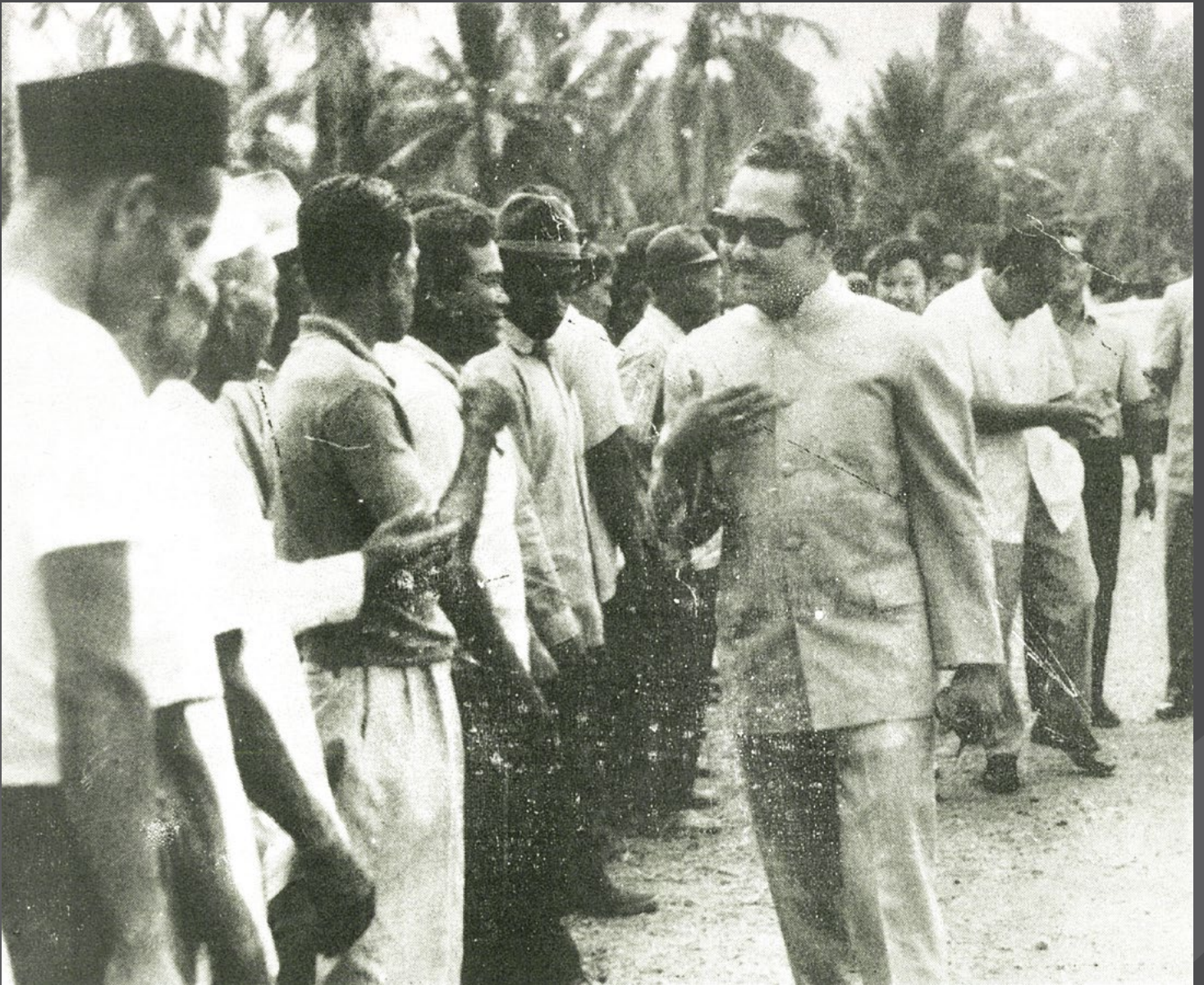
THE INCEPTION



Some of the participants attending the Agricultural Credit Management Course organised by BPM, 1971



Agricultural Credit Management courses were always given to Bank Officers and others, 1971



The former Deputy Minister in the Prime Minister's Department, Tuan Haji Taib Mahmood at the Tanjong Karang branch of Bank Pertanian Malaysia, 1971

THE INCEPTION



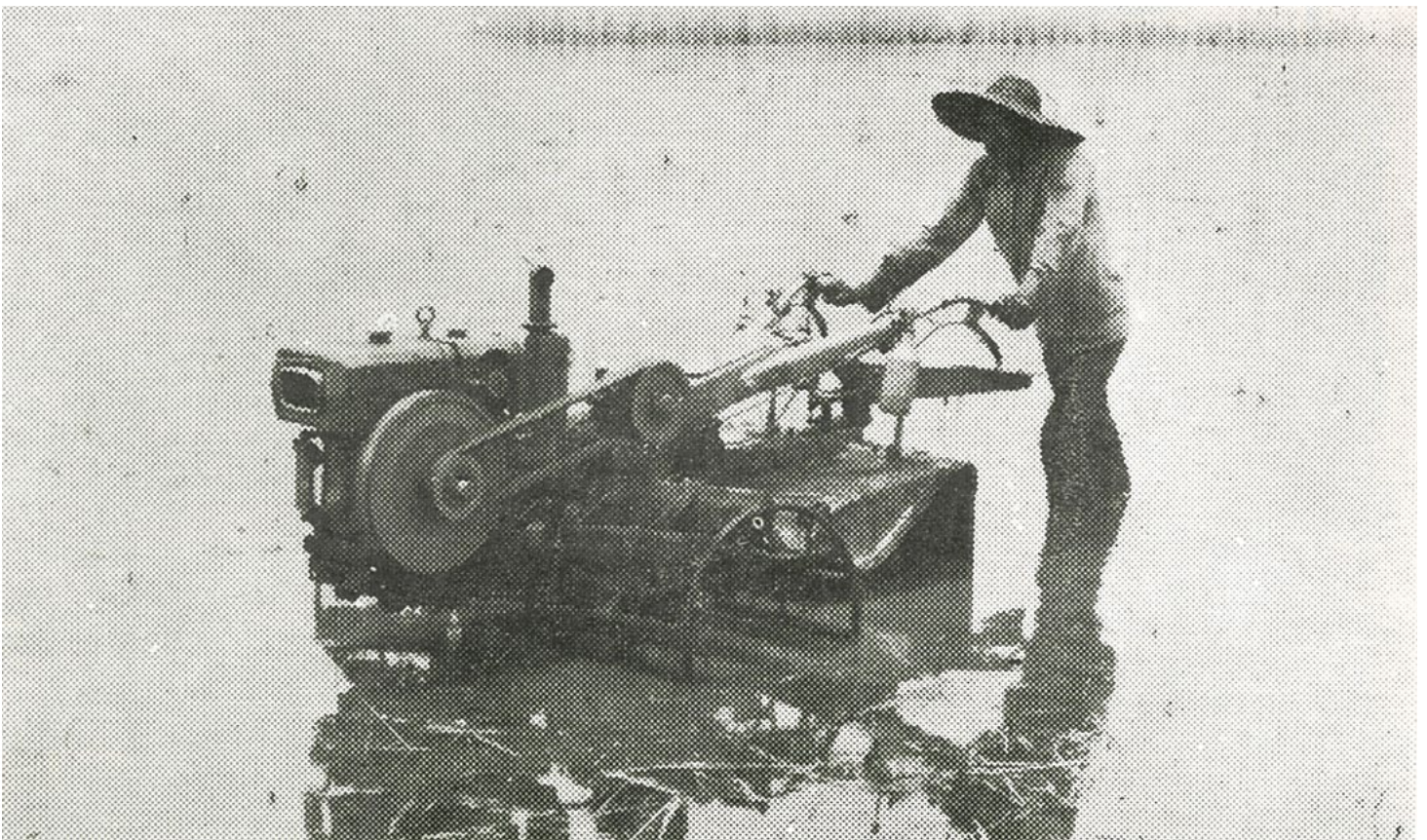
A group of fishermen waiting in line to apply for business loans from a BPM representative

Advancing Agriculture with Equipment Loans

In March 1971, BPM launched an intermediate term loan scheme for the purchase of agricultural equipment. There were three types of loans identified under this scheme; the Hire Purchase with Recourse Through Dealers; the Direct Hire-Purchase from Bank and direct loans from the Bank. By the end of the year, BPM had financed the purchase of 10 tractors, 89 power tillers, nine transport vehicles and one bulldozer through this scheme.

Strengthening its Loan Portfolio

Whilst staying true to its prime purpose of financing small-scale agriculture projects, BPM gradually built its portfolio of products to better cater to the varied needs of the agricultural sector. Amongst these were the Agribusiness Loan; the Poultry and Livestock Loan; Land Purchase; Redemption and Development; an Ad Hoc Loan Scheme, as well as a Savings and Fixed Deposit System.



In order to promote the usage of modern technology, BPM provided loans for the purchase of agricultural equipment

THE INCEPTION

*“The strategy is also aimed at the integration of agriculture with other modern sector activities, in which agricultural rural life will be more closely **inter-woven with modern urban life**”.*

Tun Abdul Razak’s speech upon tabling a motion for the approval of the Second Malaysia Plan in Dewan Rakyat, 12 July 1971

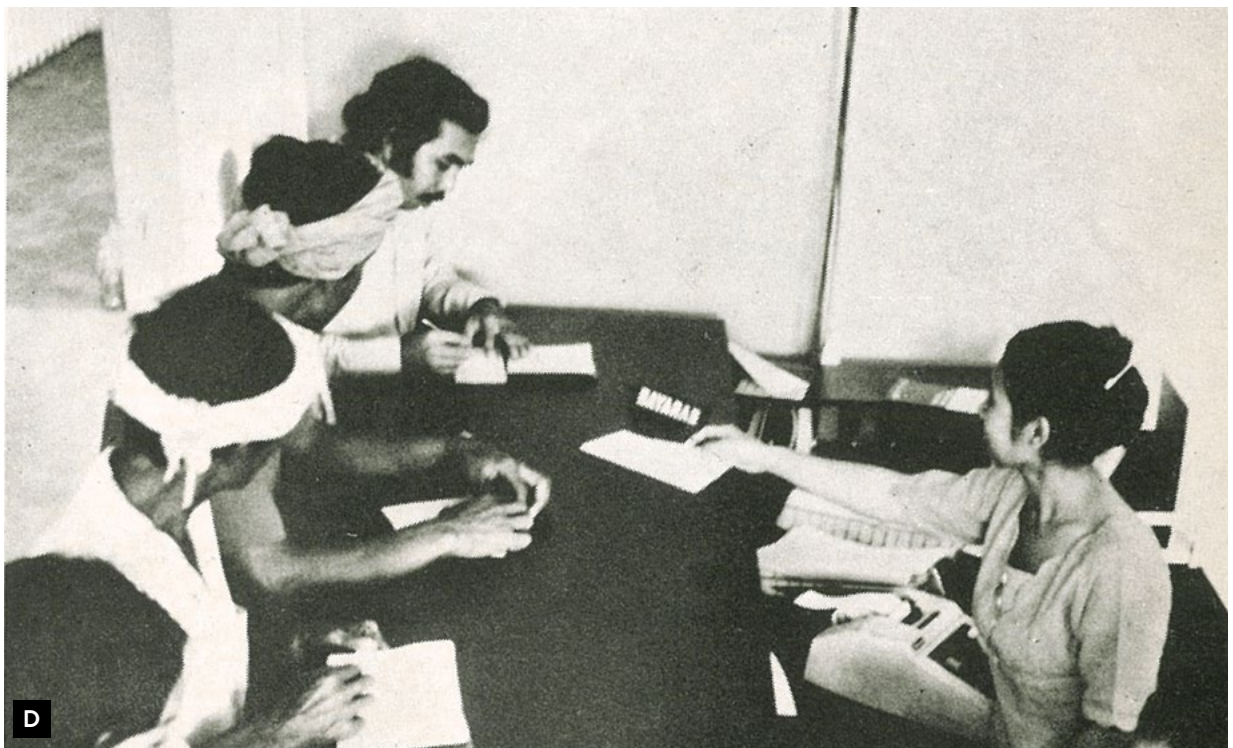


A A palm oil estate set up with financing from the Bank

B Workers grading and cleaning fish for canning

C The Bank’s fishery loans allowed fishermen buy vessels and equipment that increased their yield

D Efficient and courteous service for farmers and the public at one of the branches in Kelantan



THE INCEPTION



BPM's mobile unit



BPM's Savings Account Passbook

A Decade of Development

By the end of 1979, BPM had a network of 28 branches and eight mobile units serving the rural population.¹ For small scale farmers, the Paddy Production Credit Scheme remained BPM's largest credit programme, followed by the Tobacco Production and Marketing Credit Scheme.

In the spirit of modernisation, farm operations became increasingly mechanical and as such, BPM's Equipment Loan Scheme was made available for the purchase of water pumps, tractors, sprayers, and other agricultural equipment. However, the major portion of credit was for the purchase of power-tillers.

In this context, BPM succeeded in making available to the farmers, mechanised ploughing as an element of new agricultural technology.

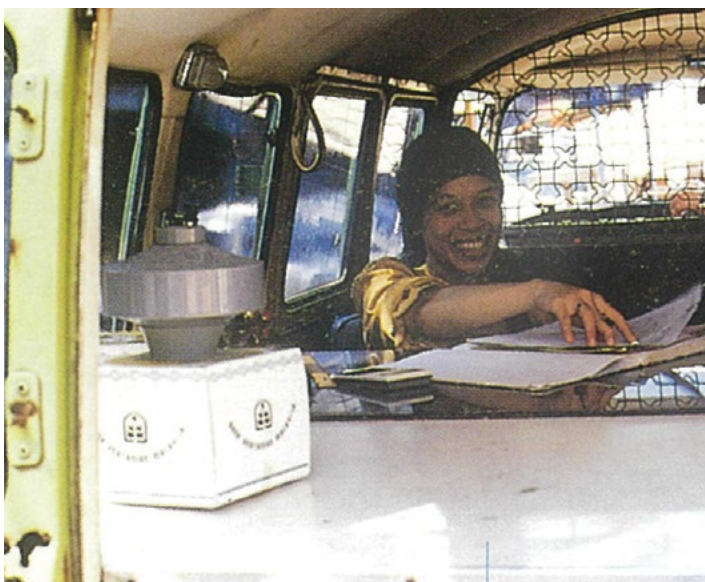
Similarly, the fishery industry went through an upgrade with the introduction of the Fishery Lending Programme for the purchase of fishing vessels, engines and modern fishing equipment. Another credit scheme was also made available to allow fishermen to obtain credit for the repairs and maintenance of fishing boats and engines in order to prevent unnecessary interruptions to their fishing operations. To top it off, financing was also extended to aquaculture projects such as the rearing of fresh-water fish, crocodiles, eels and marine prawns.²

BPM also made inroads with a repertoire of other loan programmes, which encompassed the financing of livestock, agribusiness, land purchase and development, estate development, education and rural housing; all of which contributed to the economic upliftment and inclusion of the unserved and underserved consumers into the financial fold.

BPM

¹ Bank Pertanian Malaysia Annual Report 1979

² Bank Pertanian Malaysia Annual Report 1980



Service with a smile - BPM's staff in the mobile unit



BPM's staff serving a customer circa 1970s

THE INCEPTION



“We were focused, resourceful and determined in funding the cost of building BPM’s headquarters on our own”.

DR. AGOES SALIM

Chairman (1 October 1971 - 30 September 1981)
Managing Director (1 January 1975 - 31 December 1977)



Dr. Agoes Salim, 1971

Building a Bankable Future

BPM's formative years in the first decade were coloured by an assembly of erudite leaders, amongst whom was Dr. Agoes Salim.

Taking over the stewardship of the Bank from its first Chairman, Encik Ishak Tadin, Dr. Agoes joined BPM on 1 October 1971. Prior to BPM, Dr. Agoes had held various positions within the elite establishment of the public sector. He was accountable in helping to draft the Rukun Negara or the National Principals, aside from assisting in the formulation of the New Economic Policy (1970-1990).

Going Against the Grain

Dr. Agoes will always be remembered for his determination in building BPM's very own headquarters in Leboh Pasar Besar instead of having its administrative departments scattered all around Kuala Lumpur. This was despite the government's announcement that no new buildings were to be built as the country was experiencing the pangs of inflation circa the mid-70s.

Resolute, Dr. Agoes and his management team forged ahead knowing full well they were left to their own defences and had to be resourceful in financing the new building. Ironically, inflation and the slump in construction projects gave BPM the upper hand in getting the best rates from the building contractors. Construction of the headquarters began in 1976 and by 1978, the 25-storey building was ready to be occupied.

Having its own building proved profitable as BPM decided to lease its vacant spaces to other agencies such as the Ministry of Education (MOE) and the Malaysian Pineapple Industry Board (MPIB) which generated rental income for the Bank.

Dr. Agoes Salim relinquished his post as Chairman of BPM on 30 September 1981, upon reaching 10 years of service, leaving behind an impressive asset that continues to appreciate.



The construction of Menara Agrobank circa 1978

CHAPTER 3

STRENGTHENING FINANCIAL INCLUSION

Facing Up To Challenges

Agriculture has always been a high-risk sector dependent on external factors such as weather, pests and diseases.

These elements combined with an already competitive banking industry, made BPM more vulnerable than other financial entities.

As BPM entered the 1990s, it faced issues that included its statutory reserve, capital adequacy ratio and non-performing loans. To address these problems, Bank Negara Malaysia (BNM) interceded through the secondment of its senior officer, Ibrahim Hashim to BPM.



“
...something that
fell from the sky.
”

THE LATE IBRAHIM HASHIM



Diagnosing the Dilemma

IBRAHIM HASHIM became General Manager of BPM on 16 July 1990 and quickly acquainted himself with the organisation, its environment and culture to find solutions to the Bank's predicaments. He identified three critical issues; a fragile capital structure, the non-availability of funding sources and a limited range of loanable funds. Ibrahim's team needed to build its loans portfolio, recover bad debts, generate earnings and market new products and services.

STRENGTHENING FINANCIAL INCLUSION



PATRIOT Muda



PATRIOT 2020



PATRIOT Tani



PATRIOT Ummah



PATRIOT Remaja

PATRIOT Products Propels Ahead

BPM made its comeback by advertising its high interest rates on fixed deposits and reduced deposit requirements to become more competitive and to attract more small depositors. This was followed by the launch of a broad spectrum of savings accounts anchored by the PATRIOT trademark on 29 July 1991¹.

The scheme catered to specific groups and encompasses PATRIOT Muda, PATRIOT Remaja, PATRIOT Tani, PATRIOT Ummah and PATRIOT 2020. PATRIOT went on to become a household name, to the extent of eclipsing the BPM brand itself.

BPM also replaced its special short-term fixed deposits with more compliant fixed deposits. The bank's recovery plan was essentially driven by aggressive advertising and fund mobilisation.

¹ Mustaffa Md. Sheriff, *Path Of The PATRIOT A Paradigm Shift* (Malaysia: Trang Creative Sdn. Bhd., 1994)



BPM's ATM launch at Tanjung Karang



Bank terapung pertama di Malaysia

Oleh LOKMAN QTHMAN

SONG (Kapiti) — Bank bank perdagangan biasanya akan menduduki sebuah pejabat yang indah dan dilengkapi dengan peristairan yang cili apabila membuka cawangan barunya.

Berlainan pula dengan Bank Pertanian Malaysia (BPM) yang mengambil langkah yang agak unik dalam memenuhi perannya memberikan perkhidmatan kepada para penduduk luar bandar.

Penduduk cawangan yang ke-190 bukan merupakan sebuah bangunan konkrit tetapi sebuah bot. Bot berkenaan dikenali sebagai 'bank terapung' pertama di Malaysia dan mungkin juga di dunia.

Kesuksesan bank terapung ini merupakan salah satu usaha BPM untuk memberikan perkhidmatan perbankan kepada para penduduk di sepanjang Sungai Rejang terutama di sekitar Sungai Kapiti.

Kebanyakan penduduk di sepanjang Sungai Rejang terdiri daripada orang-orang Iban, Krayan, Cina dan Melayu.

Sedemikian, para pelanggan terpaksa mengeluarkan banyak masa dan wang ke cawangan-cawangan BPM di Sibul atau Kapiti hanya untuk urusan



BOT Pusat Patriot Rejang, Bank Pertanian Malaysia yang menjalankan perkhidmatan bank terapung di kampung-kampung sepanjang Sungai Rejang.

an menyimpan wang, membayar bil-bil dan mendapatkan perkhidmatan perbankan yang lain.

Dengan adanya perkhidmatan bank terapung tersebut, BPM yakin mereka akan dapat memudahkan lagi perkhidmatan ke kawasan-kawasan yang lebih terpinggir di samping memperkembangkan bandar merentang di kalangan mereka.

Perkhidmatan bot terapung ini dinamakan Pusat Patriot Rejang (PPR) dan dilancarkan oleh Ketua Menteri, Tun S. Abdul Taib Mahmud di pekan Song Baru baru ini.

Isa menggunakan bot baru berharga RM60,000 dan mempunyai 230 kuasa kuda serta dilengkapi komputer berkemputer.

Seramai empat orang kakitangan BPM yang terdiri daripada dua kerani, seorang pengurus dan seorang pemandu bot, bertugas secara shift mengikut waktu pejabat.

Mereka menyediakan perkhidmatan ke kampung-kampung atau rumah panjang di sepanjang Sungai Rejang berhampiran Sungai Kapiti.

Isa meliputi Darul, Krayan, Kanga, Dup, Nengah, Song dan sebagainya.

Pengurus Besar BPM, Ibrahim Hashim ketika ditemui memberitahu, perkhidmatan bank terapung itu dijangka menjadi faedah kepada kira-

kira 50,000 penduduk kampung yang mendiami sepanjang Sungai Rejang.

"Isi dijangka akan dapat menjadi lebih ramai penduduk rumah panjang agar berminat menyimpan wang melalui cara yang lebih moden dan menguntungkan daripada menggunakan orang simpanan yang berisiko tinggi," tambahnya.

Katanya, bank perantara, bot tersebut akan menyeronokkan sejauh kira-kira 100 kilometer dan menyediakan perkhidmatan akan simpanan dan mengutip bayaran bil-bil.

Perkhidmatan pinjaman dan sebagainya dipanggil akan menyusul kemudian.



ORANG ramai berpuisi-puisi untuk mendapatkan perkhidmatan Pusat Patriot Rejang, Bank Pertanian Malaysia di pekan Song, baru-baru ini.

Bank terapung itu mempunyai empat orang kakitangan yang bertugas di atas bot. Bot tersebut akan menyeronokkan sejauh kira-kira 100 kilometer dan menyediakan perkhidmatan akan simpanan dan mengutip bayaran bil-bil.

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Perkhidmatan pinjaman dan sebagainya dipanggil akan menyusul kemudian.

News clipping of the launch of PATRIOT Rejang

PATRIOT Service to Your Doorstep

The PATRIOT brand hit another high note with the roll out of the 'Patriot Service to Your Doorstep' campaign in the fourth quarter of 1993. The drive was a boost to BPM's 'menyudut' activity which referred to the setting-up of mobile units in public places such as community halls, markets, kindergartens, schools, jetties and long houses.

In extension to the campaign, Ibrahim Hashim and his team really pushed out the boat with the launch of PATRIOT Rejang in November 1994. It was the first banking service in Malaysia offered on a vessel plying the Rejang River to reach the local communities in the towns of Kapit, Sibul and Belaga.

It kept standard banking hours, made scheduled stops at designated jetties and provided customers with basic banking and bill payment services. This proved to be very popular among the indigenous communities as it saved them the time and money needed to travel to the nearest bank in Sibul.



BPM's Automated Teller Machine, "Stesen PATRIOT" was first introduced in 1986

STRENGTHENING FINANCIAL INCLUSION



Over the counter transactions for BPM's customers

Quality Loans Take the Lead

To further enhance its loans portfolio, BPM rolled out an assortment of products, which included Padi Credit, Spek, Spektra, Pesat and Hobitani. This new product line-up consisted of new and revamped products.

To ensure the loan packages were well received, BPM's fundamental focus was in ensuring the products were complemented with excellent service, convenience and fast loan approvals.



PATRIOT Perdana - a collection receiving payment system, utilising the PATRIOT Cheque and PATRIOT Standing Order with a 24-hour clearance system

STRENGTHENING FINANCIAL INCLUSION



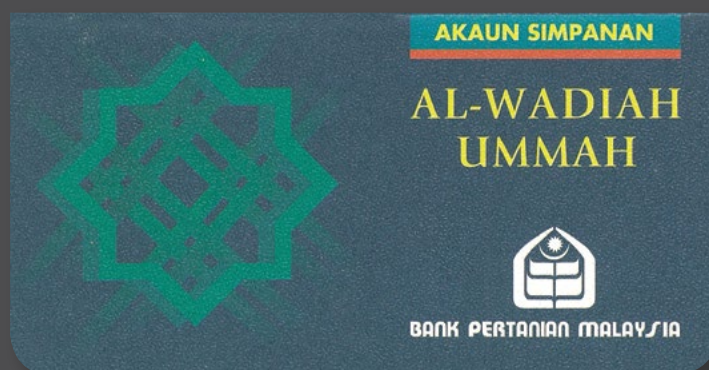
PATRIOT Muda BPM Savings Account book



PATRIOT Remaja BPM Savings Account book



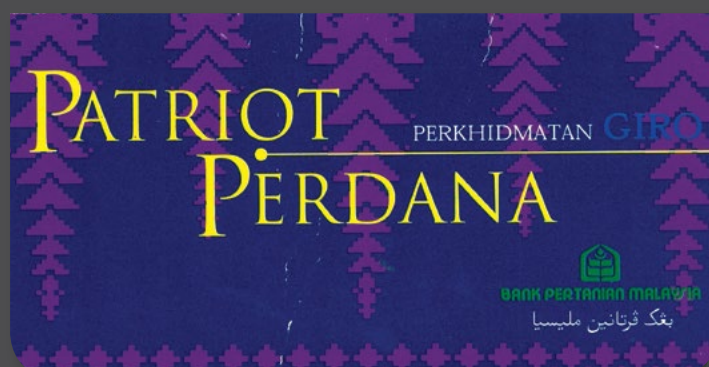
PATRIOT Tani BPM Savings Account book



Al-Wadiah Ummah BPM Savings Account book



GIRO PATRIOT-i BPM Savings Account book



PATRIOT Perdana BPM Savings Account book

“Since 29 July till 31 December 1991, this scheme (PATRIOT) had not changed. In fact, many laughed when we targeted RM100 million. So, surprisingly, that humble figure has now increased to RM200 million”.

*Surat Berita Bank Pertanian Malaysia - Penggerak
Vol 27, January 1995*

THE LATE IBRAHIM HASHIM

*General Manager
Bank Pertanian Malaysia
16 July 1990 – 31 July 1995*



STRENGTHENING FINANCIAL INCLUSION



A group of customers listening to BPM's staff on the various services available on the PATRIOT Rejang at Pekan Song, Sarawak



Distribution of "Tabung Kelapa Bank Pertanian Malaysia" to school children

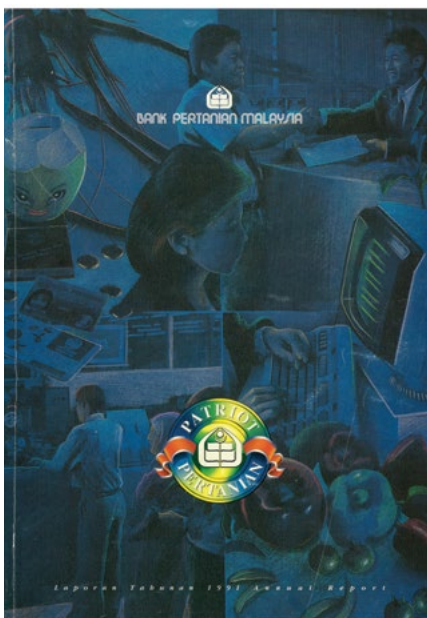


"Tabung Kelapa Bank Pertanian Malaysia" coin box

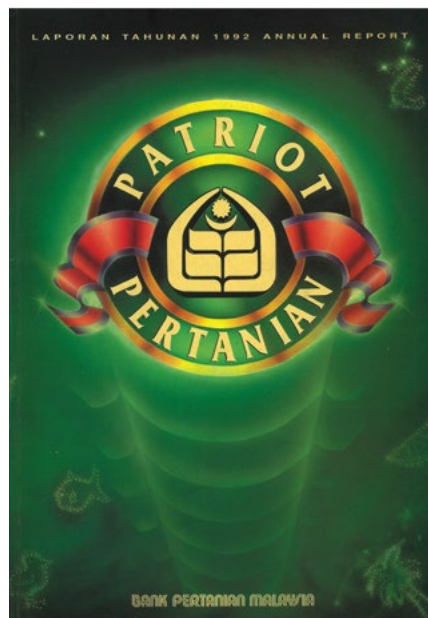
STRENGTHENING FINANCIAL INCLUSION



BPM's Menara PATRIOT, Kuala Lumpur



1991 Bank Pertanian Malaysia Annual Report



1992 Bank Pertanian Malaysia Annual Report

Setting the Stage for the Next Phase

After three years of laying the foundation for a better performing bank, Ibrahim Hashim, in December 1994, publicly voiced his intention of moving towards corporatisation which he envisaged to be actualised by 1996.

Lamentably, Ibrahim Hashim's untimely demise on 31 July 1995 brought the vision to a halt. The entire corporatisation process was only realised more than a decade later in April 2008.

CHAPTER 4

RENEWED ASPIRATIONS WITH CORPORATISATION

A New Act

A major impetus for the corporatisation of BPM was the Ninth Malaysia Plan (9MP).

Drawn up to enhance national competitiveness and resilience in the global economy;¹ the 9MP laid out plans for the agricultural sector to be the third engine of growth for the nation with a focus on 'New Agriculture'. To that end it was stipulated that the restructuring and transformation of BPM would strengthen its capacity and capability in providing loans. Thus, giving the agricultural sector easier access to credit and facilitate its greater participation in nation building.

¹ http://www.bnm.gov.my/files/publication/sme/en/2005/chap_8.pdf



“The road show managed to convince BPM’s staff to accept corporatisation as the way forward”.

YBHG DATO’ MARTINI OSMAN

General Manager (BPM)

15 November 2007 – 31 March 2008

President

1 April 2008 – 15 May 2009

The Benefits

Corporatisation would grant BPM many gains. Among others, it would enable BPM to offer a more robust portfolio of products and services to a more varied customer base, namely commercial clients, hence, reducing dependence on just one sector. By balancing its portfolio between commercial and non-commercial offerings, BPM would be able to spread its risk more efficiently.

Corporatisation also meant an increase in paid-up capital from RM42.5 million to RM1 billion, providing the bank with increased financial resources and the ability for BPM to react in a more flexible and timely manner, due to increased autonomy within the organisation.

The Journey

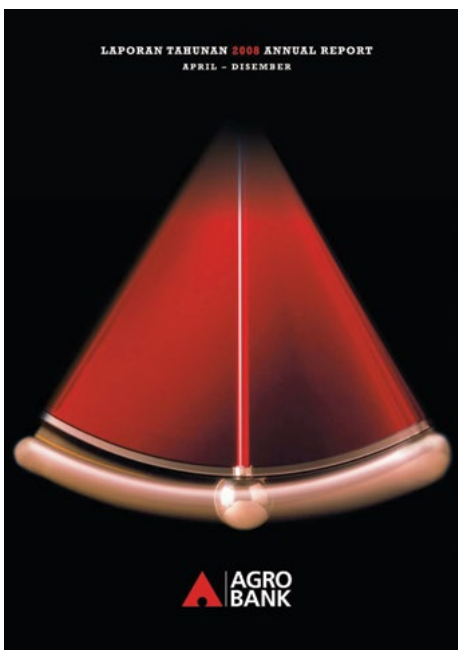
In 2006, Bank Negara Malaysia (BNM) initiated the corporatisation process by forming a Steering Committee chaired by the Governor. It consisted of members from the Economic Planning Unit (EPU), Ministry of Agriculture and Agro-based Industry (MOA), Ministry of Finance (MOF), Public Service Department as well as the Chairman of BPM. It was supported by a Policy Committee and a Technical Committee to further streamline and facilitate the entire corporatisation exercise.

During a weekly cabinet meeting on 12 September 2007, the draft on the Bank Pertanian Malaysian Berhad (BPMB) Act was approved. Subsequently, the BPMB Bill was passed on 19 December 2007, sealing the Bank’s future in the corporate arena. Not too long after, Act 684, the Bank Pertanian Malaysia Berhad Act 2006 was enacted, placing BPM under the direct purview of the Minister of Finance (Incorporated) [MoF (Inc)]. Nonetheless, BPM’s financing of the agriculture sector continued to be guided by policies set by MOA.

RENEWED ASPIRATIONS WITH CORPORATISATION



2008 Bank Pertanian Malaysia Annual Report
(January - March)



2008 Agro Bank Annual Report
(April - December)

Embracing the Corporate Culture

BPM's entrée into the corporate realm was headed by Dato' Martini and assisted by the Transformational Team composed of the Bank's home-grown talents, selected by virtue of their vast experience. To ensure its staff were well-informed of the whole transformational agenda, Dato' Martini travelled the nation to advise on the significance of corporatisation and the importance of embracing the corporate climate.

Agro Rules in Red

On 1 April 2008, the Bank became commercially known as **Agrobank**. It came with a newly adjusted vision and mission that spoke of a much more dynamic and spirited organisation. To better reflect Agrobank's strength and determination in its transformation, and to consolidate its years of experience, knowledge and wisdom, the Bank decided the robust boldness of Red would best articulate its new image. It would stand out from the crowd and be unique in its purpose and service.

Agrobank's new red logo is an embodiment of its energetic, vibrant and vivacious outlook for the future. Forging forward with wider variety of products and services than ever before, the Bank is unfaltering in fulfilling its mandate to ensure the realisation of financial inclusion in the agricultural sector.





The launching ceremony of Agrobank's new logo by YBhg Tan Sri Nor Mohamed bin Yakcop, Minister of Finance and YBhg Dato' Sri Mustapa bin Mohamed, Minister of Agriculture and Agro-Based Industry witnessed by YBhg Dato' Mohamed Salleh Bajuri, Chairman of Agrobank on 15 April 2008

CHAPTER 5

TRANSFORMATION OF

AGROBANK

The Emergence of a Corporate Entity

As Agrobank entered the new era of corporatisation, it continued to leverage on its decades of experience and harness its good relationship with farmers, fishermen, livestock breeders, and others in the agricultural and agro-based sector.

However, as a Development Financial Institution (DFI) bank, Agrobank's mandated role in developing and sustaining the agricultural sector had to be revitalised with more competitive financial and non-financial products and services to effectively meet the needs of the entire agricultural value chain.

Transformation Journey

In 2012, Agrobank embarked on a much greater transformation journey that would see the bank progressively modernising its banking operations. Agrobank needed to reposition itself given the dynamics of the food industry today. In order to carry out the roles effectively in the new millennium, banking institutions had to be strong, resilient and innovative in financing. Hence, a 5-year strategic business plan was drawn up outlining strategic goals for the bank. This would help Agrobank perform its mandated role of focusing on the agricultural sector and achieve business sustainability with the aim of becoming a full-fledged Islamic bank by 2015.



Getting Back on Track

To realign and strengthen the Bank's operations, Dato' Wan Mohd Fadzmi Wan Othman was appointed as President/Chief Executive Officer (CEO) to provide a fresh take in addressing the problems.

The 'Transformation 2012 - 2015' game plan which underscored six strategic goals was devised to drive Agrobank out of the doldrums and into the dynamic realms of banking and mandated financial inclusion. These strategic goals were supported by key strategic drivers that included exploring new business or growth areas, improving and enhancing processes, capitalising on technological enhancement, improving strategic alliances and rejuvenating human capital. As part of its transformation, Agrobank steadily expanded its financing solutions to the entire agriculture value chain, i.e. from farm to table.

Along the way, the Management rationalised the advantages of fully embracing Islamic banking into its operations. Hence, the target was set to bolster Agrobank's operating and banking avenues and claiming the status of a full-fledged Islamic bank by 2015. With that, a Full-Fledged Islamic Banking Working Committee was established.

"To straighten and align everything, we had to address the critical issues in order to strengthen our processes and governance."

YBHG DATO' WAN MOHD FADZMI WAN OTHMAN

President / Chief Executive Officer

1 July 2011 – 31 August 2017

TRANSFORMATION OF AGROBANK

Agrobank Spurs Ahead with Six Strategies

Agrobank's main objective was finding new growth areas to ultimately deliver more comprehensive financial solutions to cover the entire upstream, midstream and downstream value chain, from farm to fork. These solutions included micro financing, term financing and working capital financing.

Technology-wise, Agrobank embarked on several ICT initiatives to support its banking needs¹ including enhancing the ICT framework, diversifying the distribution channels and security system. To compete with other commercial banks, the Board endorsed the setting-up of internet banking facilities and the introduction of the Electronic Banking Centre (EBC) which comprised Automatic Teller Machines, Cash Deposit Machines and Cheque Deposit Machines.

The Strategic Alliance Task Force was also formed to spur strategic alliances that were pertinent to business expansions. In this instance, Agrobank fully leveraged its association with MOA as seen through the appointment of AgroAgents who were purposely chosen from structured agricultural establishments such as cooperatives.

To ensure its employees were aligned with the Bank's objectives, a host of human capital initiatives were implemented to develop the capabilities and capacity of staff, including comprehensive training in the areas of Islamic banking.

A more concerted effort and focus was also made in developing Agrobank's ties with small and medium enterprises (SMEs) as well as micro businesses. To this end, Agrobank innovated the issuance of new Islamic financial products and services, while consumer banking, business banking and deposit services were also offered to the sector.

Undeniably, the most fundamental aspect of this transformation was promoting financial inclusion to ensure Agrobank covered the whole spectrum of the agricultural and agro-based community and delivered on its mandated role.



AGRO Visa Debit-i was launched in February 2015 - the first *Shariah* compliant card in Asia Pacific

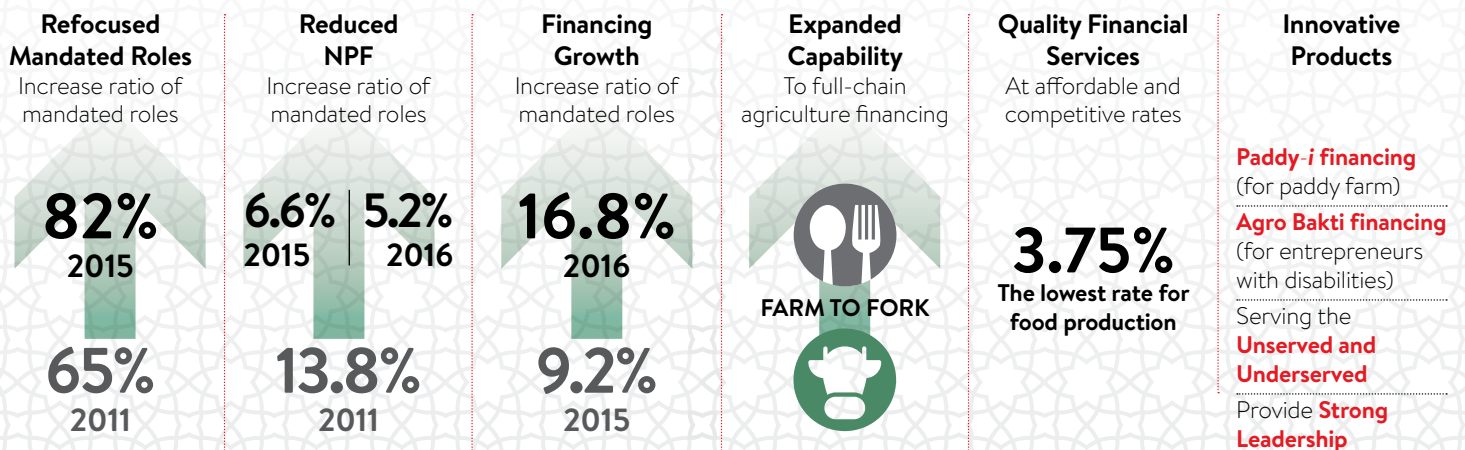
¹ Agrobank Annual Report 2010

TRANSFORMATION 2012 - 2015

6 Strategic Goals



STRENGTHEN IMPACTS



TRANSFORMATION OF AGROBANK

Facts and Figures as FFIB Fuels Forward

On 25 November 2011, Agrobank succeeded in converting a total of 1.1million accounts to Islamic GIRO/savings accounts. This first phase was done automatically. Subsequently, more Islamic products were created and marketed. In 2012 alone, Agrobank launched the AgroBASA-i (Basic Savings Account) and FRIA-i (Fixed Return Investment Account) savings, investment and financing products.

Towards the end of December 2014, Agrobank satisfactorily converted 100 percent of its deposits to Islamic principles, whilst 80 percent of its financing portfolio took on Islamic status. In February 2015, the AGRO Visa Debit-i was launched, marking it as the first Shariah compliant debit card in Asia-Pacific for retailers and individuals.

By 2015, a total of 44 new or enhanced products and services were made available to the widely varied agricultural and agro-based community. Agrobank took the lead in Islamic agricultural financing by introducing the Machinery and Equipment Financing (MAEF-i) scheme and launching the Bank Guarantee-i, Trade Working Capital Financing-i, Letter of Credit-i and Murabahah Trust Receipt initiatives which were targeted toward specific groups, namely agropreneurs, small and medium entrepreneurs and corporate customers.

Moreover, there were a total of 175 AgroAgents appointed, especially in remote areas, while 189 branches and kiosks were established throughout the country to attest to Agrobank's continued mission in advocating financial inclusion.

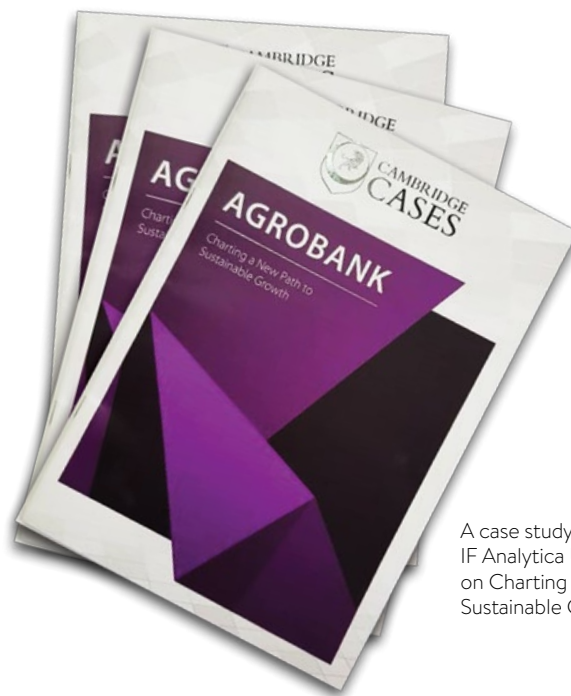
Most significantly, Agrobank's effort in fulfilling its mandated role was not at the expense of increased NPLs, instead, it managed to reduce this from 22.1 percent in 2010 to 9.3 percent in 2014.²

The Impact of Islamic Banking

Finally, on 1 July 2015, Agrobank became a Full-Fledged Islamic Bank that embraced the Shariah principles.

As a development financial institution, Agrobank is humbled by the opportunity to be directly involved in the real economy and to play a greater role in supporting Malaysia's Islamic banking agenda. It gave Agrobank better leverage in offering products and services that are *halalan-toyyiban* throughout the entire supply chain of products, including distribution, marketing and financing.

This serves well for Agrobank as Islamic finance offers a variety of solutions through a wide-range of Islamic finance concepts, such as sales based, leasing, profit sharing or partnership and many more. All these translate into Agrobank's ability to provide better tailored solutions for an assortment of businesses. It is financial inclusion at its best.



A case study by Cambridge IF Analytica United Kingdom on Charting A New Path To Sustainable Growth

² agrobank.com.my/wp_content/uploads/2014/12/Cambridge-Cas-Studies-1.pdf



Recognition

Agrobank continued to be showered by an abundance of good fortune after earning the FFIB status.





On 2 May 2016, almost a year after FFIB, Agrobank took home the 'Outstanding Work in Financial Inclusion' award, bestowed by the Association of Development Financing Institutions in Asia Pacific (ADFIAP), during an event held in Samoa. This was a testament to Agrobank's commitment in providing access to innovative, quality and highly diversified financial services at affordable rates to a wide range of customers which included the unserved and underserved communities.

The achievement was made even more meaningful when Dato' Wan Mohd Fadzmi Wan Othman was heralded 'CEO of the Year', a title accorded by the Global Islamic Finance Award (GIFA) in Jakarta, Indonesia on 30 September 2016. GIFA was clearly impressed by Dato' Wan's leadership and integrity in delivering a clear and strategic vision. Moreover, he managed to revamp the Bank's processes and procedures, bringing it to a new level of competence, resulting in a reduced, single-digit NPL. In fact, Dato' Wan's business acumen led the Bank in surpassing the eight billion financing mark in the first half of 2017 with expectations of registering an impressive double digit growth for the said year.

Some of the other notable awards they have won include:

2018

Local Economic Development (ADFIAP) 2018

Agrobank received global recognition when declared the winner of the Local Economic Development category by ADFIAP (Association Of Development Financing Institutions in Asia) at a ceremony held at New Delhi, India.

2017

Outstanding CEO for 2017 (ADFIAP) 2017

Agrobank's President/CEO Dato' Wan Mohd Fadzmi Wan Othman was named 'Outstanding CEO' for 2017 by ADFIAP (The Association of Development Financing Institution of Asia and the Pacific). The event was held in conjunction with ADFIAP's 40th anniversary and annual meeting.

The Global Good Governance Awards (3G) 2017

Financial Service Awards

Agrobank received the 3G Financial Services Awards in recognition of the bank's immense contribution to financial inclusion and initiatives undertaken to broaden access to finance. The ceremony was held in Dubai on 24 April 2017.

2016

Critics' Choice Best Islamic Financial Product for Agriculture Finance 2016 : Hartani-i (28 December)

Agrobank's Hartani-i was adjudged as the Critics' Choice Best Islamic Product for Agriculture Finance 2016 at the Islamic Retail Banking Awards.

CEO of The Year award (29 September)

Agrobank's President/CEO Dato' Wan Mohd Fadzmi Wan Othman was named the 'CEO of the Year' by Global Islamic Forum Awards (GIFA). The event was attended and witnessed by the President of Indonesia, Joko Widodo with more than 450 guests.

The Karlsruhe Sustainable Finance Awards 2016 (14 July)

The Karlsruhe Sustainable Finance Awards 2016 awarded Agrobank with the Outstanding Sustainable Project Financing award as recognition for its success in the Paddy Credit Scheme.

The Global Good Governance (3G) Awards 2016 (27 May)

Agrobank receive international recognition from the Global Good Governance Awards (3G) in the 3G Financial Services category.

ADFIAP Development Awards 2016 (2 May)

Agrobank received a prestigious award from the Association of Development Financing Institutions in Asia Pacific (ADFIAP) for the Bank's outstanding work in financial inclusion particularly in the agriculture community and underserved segment.

2015

Upcoming Islamic Bank (28 September)

Agrobank won the 'Upcoming Islamic Bank' award by Global Islamic Forum Awards (GIFA).

CHAPTER 6

CHANGING LIVES, **BUILDING NATION**

Since 1969, Agrobank has been supporting the ambitions of many agropreneurs, building business empires and empowering the economy for the people and the Nation.

After five decades, Agrobank remains relevant as they continue empowering the unserved and underserved community through financial inclusion initiatives that have always been Agrobank's agenda. Agrobank's innovative products and services cater specifically to the evolving needs of the agricultural community and has uplifted the lives of many while taking the lead in the development of agriculture in the nation.

IKON Agro is a list of agropreneurs identified to showcase how dreams can be turned into reality. Fuelled by unwavering dedication and hard work, these icons inspired the Bank to continue executing its mandated responsibilities and hence, elevating the agriculture industry of Malaysia.



CHANGING LIVES, BUILDING NATION

IKON Agro



YAAKOB BUSU

Owner, Perikanan JS Sdn Bhd
Client since 1986

- Perikanan JS Sdn Bhd has been involved in the production of dried anchovies since 1986. They operate in Langkawi, Kedah and Thailand;
- Yaakob's involvement in the fishery business started when he was still in school;
- He owns 4 big boats and has 200 employees working for his business;
- He was the winner of the Loyal Customer Award (Individual) Category at the Agrobank Agropreneur Awards 2016.



DATO' MANSOR MD NOOR

Director, Syarikat HMN (M) Sdn Bhd
Client since 1993

- The company has been managed by two of the founder's sons, Dato' Ahmad Fuad Md Nor and Dato' Mansor Md Nor since 2004;
- It is one of the Bumiputera companies involved in the processing of paddy seeds;
- In 2001, the company earned the ISO 9001:2008 certification from Lyold's Register for the processing, packaging and sale of paddy seeds;
- Winner of the Loyal Customer Award (Company) Category at the Agrobank Agropreneur Awards 2016.

**MU YUE LIONG**

Director, Syarikat Woon Chin & Son Agriculture Sdn Bhd
Client since 1995

- The company is among the pioneers in introducing the multi-tiered vegetable cultivation technique in Cameron Highlands;
- They developed an innovative greenhouse based on the multi-tier cropping system which is free from environmental pollution, and results in high yield and is economical;
- Its triple planting capacity increases production and lessens the overhead cost for land;
- They are able to fulfil the high demand from customers such as hypermarkets and sell at a reasonable price;
- He is the winner of the Innovative Agropreneur Award at the Agrobank Agropreneur Awards 2016.

**DATUK YAP YUN FOOK**

Director, Evergreen Livestock Sdn Bhd
Client since 1998

- Evergreen Livestock is an agro-based company that deals in cattle, beef cattle, the processing of dairy products, vegetable farming and various other activities in Keningau, Sabah;
- They are the main milk producer in Sabah, accounting for 60 percent of the market share under the Eco Yap brand;
- The company adopts an innovative green technology by using solar energy for sterilisation, rainwater for cleaning, and cow manure as fertiliser and crocodile feed;
- Datuk Yap is actively involved in the company's corporate social responsibility (CSR) activities by providing a community service programme for students. These initiatives include providing free milk for school children and allowing schools to visit Evergreen Livestock Farm for educational purposes;
- Winner of the Loyal Customer Award (Company) Category at the Agrobank Agropreneur Awards 2016.

CHANGING LIVES, BUILDING NATION

IKON Agro



PUAN NORAZRIN AMAT TARMEZI

Owner, Jamirah Food Industries (M) Sdn Bhd
Client since 2005

- Jamirah Food Industries (M) Sdn Bhd started its business operations in 1990 with a mere capital of RM50;
- The company produces 14 types of multi-flavoured crisps and is able to produce three tonnes of crisps a day;
- Succeeded in expanding its business overseas through the export of its products to Taiwan, United Kingdom, Singapore and Brunei;
- The company is certified by JAKIM as Halal and also certified by Malaysian Farm Certification Scheme for Good Agricultural Practice from the Department of Agriculture, Malaysia;
- The certifications are pertinent in ensuring the products' quality and halal status;
- She is the winner of the Woman Agropreneur Award Category at the Agrobank Agropreneur Awards 2016.



MUSLEHA ZAINUDDIN

Manager, MHP Enterprise
Client since 2005

- Winner of the Woman Agropreneur Award Category at the Agrobank Agropreneur Awards 2019;
- Musleha chose Agrobank to market the company's products upon taking over the family business in 2006;
- Backed by a capital of RM10,000, Musleha started selling peanut sauce, chips and traditional cakes;
- MHP Enterprise is now the proud owner of its own administrative office and building, Wisma Masri in Sekinchan, Selangor;
- An 80 year old family recipe for peanut sauce or 'pecal' is the company's best-selling product; it is exported to Dubai, China and Singapore and marketed under the Agromas brand name;
- The company currently has 40 employees; all of whom are single mothers or housewives.

**ABDULLAH KASDI**

Owner, Aina Aini Enterprise
Client since 2006

- Operates a grocery store while selling coconut by products;
- Processes coconuts to produce: coconut milk; coconut jelly; toasted grated coconut; coconut cake, coconut peat, Virgin Coconut Oil (VCO) and coconut massage oil; fertiliser, pesticide;
- He is a one-arm-amputee as a result of a childhood accident;
- Presented with the Person with Disability (PWD) Agropreneur Award at the Agrobank Agropreneur Awards 2017 event;
- His success in the agro-based business is fuelled by his innovative ideas in utilising almost every aspect of the coconut and turning them into sales products is an inspiration to all. It was one of the main reasons he was hailed as the winner of the Person with Disability (PWD) Agropreneur Award.

**DATUK DR. A. PARAMASALAM**

Managing Director, APS Manja Sdn Bhd
Client since 2007

- In operation since 1997 in Puchong, Selangor, APS Manja manages a food processing business. Among the products on the assembly line are chilli paste; ground chilli; chilli sauce and a variety of other cooking ingredients;
- The company's products are marketed under the brand Puteri;
- They are amongst the biggest chilli sauce producers in Malaysia.

CHANGING LIVES, BUILDING NATION

IKON Agro



BUDIMAN BIN DIN

Manager, Aiman Trading
Client since 2009

- Winner of the Micro Agropreneur Award Category at the Agrobank Agropreneur Awards 2019;
- His first restaurant 'Mat Kolok Café' in Miri, Sarawak was set up in 2016 selling 'Mee Kolok Sarawak';
- He is currently in the midst of opening his second restaurant in Permijaya, Miri, with financing from Agrobank;
- His restaurant is very popular and attracts tourists from Brunei and Peninsular Malaysia.



KARTINI BUJANG

Sri Muara Area Fishermen's Association (AFS)
Client since 2012

- Winner of the Loyal Agropreneur Award (Company) Category at the Agrobank Agropreneur Awards 2019;
- The Sri Muara Fishermen's Association handles the marketing of fisheries and oil business projects, functions as a collection agent, while providing social business development services in Sri Muara, Sarawak;
- The association is led by Kartini bt Bujang together with Jam bin Hajimi, Juble bin Gobil;
- They have also received several state-level achievements, namely the Best Agro Agent Award 2017, the LKIM PPHP Gold Award 2016 and the LKIM FishPro Special Award 2016.

**KANSAR ANAK KARAR**

Owner, Kina Karar Agrofarm
Client since 2013

- In operation since 2013 in Kuching, Sarawak; Kina Karar Agrofarm grows chillies using the fertigation method; processes chilli sauce and manufactures fertigation fertilisers and hydroponics;
- An innovative and creative individual who constructed a rain shelter structure (RSS) for chilli cultivation to ensure the quality of chillies produced.

**JAFFRI AHMAD & MAZLINA KAMARUDIN**

Directors, Bismi Cergas Sdn Bhd
Client since 2013

- Bismi Cergas Sdn Bhd started its poultry related business in 1996 using the 'Ayam Bismi' trade name;
- Through the financing provided by Agrobank, the company upgraded its chicken coop which helped increase production and the quality of products that have all been certified by JAKIM and MeSTI;
- This husband and wife team gives back to the community by providing employment to 100 locals;
- The company had received various awards which included a 3-Star Rating from SME Corp, the FAMA Excellent Marketer Entrepreneur Award (2004). They were also the winner of the Excellent Agropreneur Award Category at the Agrobank Agropreneur Awards 2018;
- Encik Jaffri Ahmad was selected to be a member of the National Entrepreneurial Industry Advisory Council 2017.

CHANGING LIVES, BUILDING NATION

IKON Agro



DATUK LAU HAI PO

Owner, Lai Hin Trading Sdn Bhd
Client since 2013

- The company is one of Malaysia's main producers of salted eggs;
- The company has created its own value chain, from duck breeding up to an effective product distribution network;
- By adopting the latest in science and technology, the company only requires a workforce of around 26 people;
- The company introduced the use of machines to clean the duck eggs and an egg breaking machine that separates egg whites from the egg yolks, allowing the company to process around 8000 eggs per hour;
- Awarded the ISO 22000:2005 Food Safety Management System and Hazard Analysis and Critical Control Point (HACCP) Certification;
- The company holds a Malaysian Halal certification;
- Winner of the Innovative Agropreneur Award Category at the Agrobank Agropreneur Awards 2018.



TUAN HAJI ALIAS HAJI ALI

Managing Director, Pak Ali Food Industries Sdn Bhd
Client since 2014

- Established in 1985 by the late Haji Ali bin Haji Omar. The company produces pickled fruits under the 'Pak Ali' brand. The products are sold both locally, and abroad in China, Singapore and Ireland;
- Pak Ali Food Industries Sdn Bhd started its business with just one factory in 2009. Upon obtaining financing from Agrobank, they built a second factory in 2014;
- Winner of the Excellent Agropreneur Award Category at the Agrobank Agropreneur Awards 2017;
- The company creates employment opportunities for approximately 300 local residents by hiring them to peel fruits at a rate of RM0.40 per kilo;
- In addition to that, the company also plants ambarella around the Jeruk Pak Ali factory for fellow villagers to collect and sell back to Pak Ali Food Industries Sdn Bhd.



HALIL HUSAIRI BAKAR & ROSLINA ABDUL RASHID

Smart FV Marketing Sdn Bhd (SFVM)
Client since 2015

- Winner of the Excellent Agropreneur Award 2019;
- The business is managed by a husband and wife team, Halil Husairi and Roslina Abdul Rashid;
- Currently based in Bukit Mertajam, Penang, SFVM began by selling their products at night markets and the agro-market in Setiawan, Perak;
- Marketing products under the Ory label, SFVM is one of the biggest chicken-based product suppliers in the northern state;
- SFVM was first financed by Agrobank's Setiawan branch and to date has six Ayam Ory Supermarket branches;
- The Ory Supermarket branch in Penanti also provides rental sites at Ory People's Bazaar and tent spaces at Ory Uptown at reasonable prices; providing opportunities to fellow bumiputera entrepreneurs to market their respective products;
- SFVM employs 125 workers from the local community.



RAMANA K. NAIDU

Managing Director, Famox Plantation Sdn Bhd
Client since 2016

- Winner of the Young Agropreneur Award Category at the Agrobank Agropreneur Awards 2019;
- This former pilot took over a long bean orchard that was ready for harvesting;
- Earnings from the harvest gave Ramana a net profit of RM14,000;
- Ramana then set-up Famox Plantation (M) Sdn Bhd which became one of the main corn grains supplier in Malaysia.
- He is currently commercially cultivating 81 hectares of land with a variety of crops which include long beans, tapioca, corn, bottle gourd, bitter gourd and mustard greens;
- Ramana also received the Young National Agropreneur Icon Award (Crop Cluster) 2018/2019, Young Successful Agropreneur Award 2016 and the Successful Agropreneur Award 2014.

CHAPTER 7

GOING BEYOND **50 YEARS**

As Agrobank celebrates its 50th anniversary, it retraces its footsteps and proudly embraces the varied facets of its history encompassing both its triumphs and setbacks.

The combination of all these experiences is what makes Agrobank what it is today – the nation's only agricultural centric full-fledged Islamic bank (FFIB).



Malaysia's Agrobank becomes fully Islamic



Agrobank jadi perbankan Islam sepenuhnya

Oleh NOR SYARIZA MUHD. TAHIR
norsyarisatahir@kosmo.com.my

KUALA LUMPUR—Agrobank, bank pembangunan sektor pertanian negara, optimis dapat mencapai halatujunya untuk menjadi institusi perbankan Islam sepenuhnya menjelang penghujung tahun ini.

Presiden dan Ketua Pegawai Eksekutifnya, Datuk Wan Mohd. Fadzmi Wan Othman berkata, buat masa ini, bank yang memiliki aset keseluruhan bernilai RM11.99 bilion sehingga Disember 2014 itu kini berada dalam peringkat akhir untuk menukar kesemua produk dan perkhidmatan termasuk sistem operasi syaria'at bagi merealisasikan matlamat tersebut.

Agrobank yang memiliki seramai 1.94 juta pendeposit mula meneroka potensi perbankan Islam sejak tahun 1994.

"Kesemua produk kami telah pun berlandaskan syaria'at 100 peratus, yang tinggal kini hanyalah beberapa aset konvensional yang belum ditukar kepada patuh syaria'at."

"Kira-kira 95 peratus daripada aset pembiayaan Agrobank telah



WAN MOHD. FADZMI optimis terhadap prestasi Agrobank yang mula meneroka perbankan Islam pada tahun 1994.

ditukar kepada patuh syaria'at. Kami menjangkakan Agrobank akan menjadi sebuah institusi perbankan Islam sepenuhnya menjelang akhir tahun ini sekali gus memacu ke arah peningkatan ekonomi sektor pertanian yang lebih kukuh," katanya.

Beliau berkata demikian kepada *Kosmo!* dalam satu temubual di ibu pejabat Agrobank sini baru-baru ini.

Menurut Wan Mohd. Fadzmi, selain produk dan perkhidmatan, antara perkara yang turut diberi perhatian ialah dari segi sistem operasi termasuk modal insan.

"Disebabkan terdapat perbezaan antara perbankan konvensional dengan perbankan Islam, maka kami

mahu memastikan setiap kakitangan Agrobank mempunyai pengetahuan mendalam mengenai perbankan berlandaskan syaria'at bagi memudahkan urusan dengan pelanggan selepas ini.

"Justeru, kami akan terus memanfaatkan lagi ilmu pengetahuan dalam diri kakitangan Agrobank bagi menjamin sistem operasi yang lancar selain beberapa perubahan dari segi perjenamaan yang akan dilakukan kelak," ujarnya.

Sementara itu, ditanya mengenai prospek pasaran perbankan Islam, Wan Mohd. Fadzmi berkata, sektor tersebut semakin berkembang dan ia diterima baik oleh pelanggan terma'at bukan beragama Islam.

"Dengan sistem perbankan patuh syaria'at yang tiada unsur riba selain lebih menguntungkan, para pelanggan kini telah mula memilih untuk menggunakan perkhidmatan perbankan Islam berbanding konvensional," katanya.

Agrobank merupakan sebuah institusi kewangan yang diperbadankan di bawah bidang kuasa Perbadanan Kementerian Kewangan dengan jumlah cawangan perbankan sebanyak 190 di seluruh negara.

Maklumat lanjut mengenai Agrobank boleh didapati melalui laman web www.agrobank.com.my.

MALAYSIA'S Agrobank, an unlisted unit owned by the Finance Ministry, began operations on Tuesday as a full-fledged Islamic bank, continuing the country's efforts to boost asset ownership for its Islamic banking sector.

Agrobank accounts for 32% of loans provided to Malaysia's food production sector and it has managed to convert deposits worth RM352 million (US\$94.2 million) from conventional into Islamic, chairman Faizah Mohd Tahir said at a press conference on Tuesday.

Malaysia has one of the world's largest Islamic finance sectors and authorities are envisioning the industry to account for 40% of the country's total banking assets by 2020 compared to 23% last year.

Malaysia Building Society Bhd, a non-bank lender and once a target for a proposed merger with CIMB Bank Bhd and RHB Capital Bhd, said in April it had a five-year time frame to complete its conversion into an Islamic bank. —

Reuters

Triple Targets Through VBI

Value-based Intermediation (VBI) is an initiative championed by Bank Negara Malaysia (BNM) to drive the development of Islamic financial institutions. In essence, VBI makes no reference to the Shariah principles that governs Islamic finance but is a universal concept that aims for economic prosperity, community development and environmental protection.

These elements run in tandem with the very results expected from Islamic banking. They include the propagation of financial inclusion, accelerating economic development, reducing the impact of harmful products and practices, and encouraging stability in investments.

The inclusive and sustainable elements of FFIB and VBI are a perfect fit with Agrobank's mandate to meet the needs of the unserved and underserved community.

Growing the Industry

As a FFIB, Agrobank is now able to offer socially responsible, Shariah compliant products that cater specifically to each agricultural segment along the entire agricultural value chain.

Since becoming a FFIB in July 2015, Agrobank has expanded its selection of financing facilities and services from just 24 to 72 Islamic products within a short time. This number is set to grow as Agrobank continues to identify gaps that exist in meeting the financing needs of the agricultural sector.

As a development financial institution (DFI), Agrobank is obligated to look into areas within the sector that it can develop besides improving the plight of small planters, such as those in the palm oil industry which are estimated to be many.

Agrobank is also looking to revive the once popular pepper and cocoa plantations. With patented Sarawak Pepper to its credit, there is immense potential to be tapped. These plantations are predominantly owned by smallholders residing in the rural areas of Sarawak and Sabah, presenting Agrobank with the opportunity to include these farmers who are usually deemed 'unbankable' by commercial banks.



In 2014, the Shariah based Trade Finance products and services were launched to facilitate the financing of working capital for SMEs, and commercial and corporate customers. It marked Agrobank as the first Development Financial Institution (DFI) in Malaysia to offer its own trade finance services

Comprehensive Financing as a Full-fledged Islamic Bank

An important aspect in helping to promote growth in an industry is to ensure that the entire value chain has access to comprehensive financial solutions.

This entails a thorough examination of the entire value chain; from upstream, to midstream and downstream in order to identify voids in financing that can be filled and resolved by Agrobank. As a FFIB, Agrobank is able to offer Shariah compliant contracts to serve different purposes and enabling Agrobank to solve a myriad of sectoral developmental issues that meet the need of the entire agricultural community.



Financial Inclusion via Digitalisation

In terms of digitalisation, Agrobank has set its sights on being on par with other commercial banks. This will allow Agrobank to participate in the entire digital payment ecosystem while providing its customers with the added convenience to conduct cashless transactions, and online payments. Plans for the near future include the development of its own interactive mobile banking services, e-wallet, and payment infrastructures to enable interoperability of Agrobank with other payment operators such as Boost, PayPal and Alipay.

The Bank's medium-term strategy is to offer Business to Business (B2B) and Equity Cash Flow (ECF) platforms to provide opportunities to the public to participate and invest in agriculture. Through it, the Bank is able to harness its financial interoperability capacity, and provide capital expenditure (CapEx) to those with a high investment appetite.

Fully aware that geographical barriers hinder the setting up of digital infrastructure, Agrobank leverages its business networks courtesy of its close association with other agencies under the MOA. By doing so, Agrobank does its best to close the gap and continue to reach out to small-scale farmers, livestock breeders, fishermen and agropreneurs alike.



Agent Banking e-PoS Terminal

Inclusivity through Authorised Agencies

Agrobank is fully committed to its role in catering to the communities in the interior of Sabah and Sarawak. These are places where no banks would go, owing to the long journey and rough terrains. Undaunted, Agrobank has found an effective solution to the predicament; the appointment of AGROAgents as authorised banking agents.

AGROAgents provide agent banking services to customers. These include accepting deposits as well as facilitating withdrawals, fund transfers, bill payments and mobile top-ups. Under Shariah principles, the AGROAgent concept is referred to as *Wakalah Bi-Ujrah* and it necessitates the representation of a contract between Agrobank, and the appointed Agent.



AGROAgent service was launched in December 2014 to provide basic banking facilities. This service helps to widen the Bank's outreach to the rural community whilst being cost efficient through the appointment of banking agents.

GOING BEYOND 50 YEARS

Expansion and Diversification

This cost-efficient set-up has grown to be a vital component of Agrobank's strategy in reaching out to once unreachable locations and communities. Among the associations that have been roped in as AGROAgents are the National Farmers Association (NAFAS) and the National Fishermen Association of Malaysia (NEKMAT).

Robust safety measures compliant with BNM's required Guidelines on Agent Banking have been implemented to ensure AGROAgents continue to offer secured services through a standardised set-up at their respective premises.

AGROAgents are a testament to Agrobank's conscientious effort to lead the charge for financial inclusion. By December 2018 Agrobank had AGROAgents in 990 locations nationwide; these figures are constantly growing as the Bank continues to expand.

Agrobank is also considering diversifying banking facilities and offerings by AGROAgents to cover micro financing, savings and remittance services. The overarching goal is to enable AGROAgents to be at a level equal to a branch network, where all the operations undertaken by the Bank's branches can also be performed by AGROAgents.

As Agrobank makes further foray into other localities, it will continue to harness the benefits of its networking under MOA.

The Crux of Change

As the only DFI focused on agriculture with a FFIB status, Agrobank has reviewed and revised its vision and mission to stay relevant.

Amidst developments in government policies and evolution in the agriculture and banking fields, it needs a strong vision and mission to continue to drive its development and success.



In 2019, Agrobank inked a strategic partnership agreement with the National Fishermen's Association (NEKMAT) in providing the Agro Nisaa-i Microfinancing Programme, aimed at assisting the wives of fishermen in their agri-business



Setting Strategic Direction with a Stunning Vision

Marking its golden jubilee, Agrobank has taken its vision to greater heights by 'Advancing Agriculture Beyond Banking'. This vision is multi-pronged as it splits the core concept into 'Advancing Agriculture' and 'Beyond Banking'.

'Advancing Agriculture' sees Agrobank as the leading catalyst in transforming agriculture into a modernised sector. It hopes to do so by facilitating the adoption of mechanised and automated processes and by encouraging the participation of more youth into the field. Apart from that, it is also looking into maximising the use of information and communication technologies (ICT) such as the Internet of Things (IoT) and Artificial Intelligence (AI). In a larger sense, Agrobank will be the driver of growth for the economy by creating more jobs and new markets for the society at large.

Meanwhile, 'Beyond Banking' emphasises the sustainability aspects of value-based banking that relate to economic, environmental and social development. It is also about producing innovative products and services that go beyond traditional banking. These would involve investments, asset management, takaful protection and advisory services.



Agrobank
continues to
encourage the
**adoption of
sustainable
standards** by
agropreneurs and
farmers alike.

A Mission that Mirrors its Passion

Agrobank's new mission underscores the objective of **'Elevating the standards of agriculture and providing sustained supports that create values to communities, economy, environment and stakeholders'**.

The new mission references two underlying elements. First, it tackles the issue of 'Elevating the standards of agriculture'. This component aspires to facilitate the development of new technologies, new industries and new formats within the agricultural sector. At the same time, it also seeks to finance transformative agriculture or rural development projects, whilst injecting new vitality into the agriculture sector. Just as important, Agrobank continues to encourage the adoption of sustainable standards by agropreneurs and farmers alike.

The second portion that speaks of **'Providing sustained support that create values to communities, economy, environment and stakeholders'**, addresses a number of issues. In a nutshell it brings to light the need to innovate products, services and business models for the benefit of the people; particularly the agriculture communities, as well as the economy and environment. In addition, it expects to provide all business segments with a full range of financial services that include financing, investment, advisory, asset management and takaful.

The mission also advocates serving businesses and established companies across the entire value chain and every stage of the business life cycle. Another vital aspect is in nurturing and equipping fellow entrepreneurs with sufficient financial knowledge and skills in order to ensure their success in all aspects of the agricultural businesses.

GOING BEYOND 50 YEARS

Mapping Out Support for the Ministry of Agriculture

A roadmap that presents the priorities and strategies of the Ministry of Agriculture (MOA) from 2019 till 2020, has set in motion new dynamics in the relevant and related domains of agriculture. Basically it highlights three aspects of the agrofood sector; **food security and safety, rural economic development,** as well as **private sector investments and international trade.**

The roadmap was prepared following a SWOT analysis on MOA's strengths, weaknesses, opportunities and threats. The objectives are rooted in strengthening the country's agrofood sector and uplifting the livelihood of fellow farmers, stockbreeders and fishermen.

Agrobank is steered by the policies put forth by MOA. It is therefore crucial to analyse the five main features of MOA's current strategic direction and evaluate how it is aligned with Agrobank's vision, mission and transformational initiatives.

The Five Fundamental Features

The first agenda on the MOA's roadmap points towards modernising and increasing agricultural output to ensure the stability of the country's food supply and pricing with an emphasis on paddy, ruminants and fisheries sub-sectors. This is in fact an encapsulation of Agrobank's earlier mentioned vision. The idea of going full force with mechanisation and automation processes besides optimising the benefits of IoT and AI in specific, clearly underscores Agrobank's observation of what it entails to bring the agriculture industry as a whole, into the next decade.

Following that, the MOA has highlighted the need to spur the involvement of the private sector to commercially invest in agriculture and raise agricultural trade export. As it is, this second item in the strategic direction also figures prominently in Agrobank's transformational agenda, where it endeavours to go beyond domestic-focused intermediation. Agrobank is set to increase its capacity in order to become an interlinking economic agent to the emerging and advanced global markets, with the aim of promoting agricultural trades and cross-border investment activities in Malaysia.

Agrobank too, is keen on promoting greater private sector involvement and innovation. To this end, Agrobank will be the leading agent in cultivating a strong innovative culture within the sector as a means of increasing the provision of value-added products and services. It also hopes to spur greater private sector participation to develop the underserved and unchartered territories within the agricultural economy.

The third point touches on efforts to make agriculture a solid, sustainable and profitable source of revenue for farmers, livestock breeders, fishermen and young agropreneurs. This is supported by Agrobank through multiple plans. At the outset, Agrobank had already positioned itself as an agent promoting a more inclusive development of the agricultural sector, leading to socioeconomic growth of the agricultural community and the eradication of poverty.

Ministry of Agriculture & Agro-based industry Malaysia “Priorities & Strategies 2019 - 2020”

Based on three dimensions of the agro-food sector



NATIONAL FOOD
SECURITY



RURAL ECONOMIC
DEVELOPMENT



BOOSTING PRIVATE
SECTOR INVESTMENT
& INTERNATIONAL
TRADE

5 MAIN DIRECTIONS

1 ➤

Modernising & increasing agricultural output to ensure food supply & price stability with emphasis on the paddy ruminant & fishery sub-sectors

2 ➤

Boosting private sector investment in commercial agriculture & increasing agricultural export

3 ➤

Making agriculture a strong & sustainable source of income and profitable for young farmers, livestock breeders, fishermen & agropreneurs

4 ➤

Improving the agricultural industry ecosystem to support agriculture modernisation, private sector investment & expansion activities for farmers, livestock breeders & fishermen

5 ➤

Strengthening the organisational structure of departments & agencies under the Ministry to improve its delivery system and governance



The way forward
is to be open
and to embrace
modernisation
as it comes,
while adopting
what is most
practical and
contemporarily
suitable.

Agrobank also sees itself as a catalyst for the development of entrepreneurs. This shall be affected by deploying innovative strategies to increase its reach and provide a suitable ecosystem for adaptive learning, creativity and innovation to effectively cultivate entrepreneurship and interest in the agriculture business.

The fourth feature of the roadmap focuses on the issue of improving the agricultural ecosystem to support the modernisation of agriculture, investment from the private sector and expansion activities for farmers, livestock breeders and fishermen. Once again Agrobank is prepared to be at the forefront of MOA's initiatives by becoming the catalyst of new industry and market development. To affect the change, Agrobank will undertake a broader, non-traditional intermediary role to stimulate economic activities that would not otherwise take place. For example, harnessing growth in new industries and niche segments that have been identified to be of strategic and economic importance to the country.

In the fifth and final point looks into MOA's desire to strengthen the organisational structure of the departments and agencies under its ambit by enhancing the delivery system and governance. In this instance, Agrobank can only be described as a true advocate of the matter. Agrobank positions itself as a partner for new policy development in agriculture and by that, Agrobank is willing to take the lead or be the main partner for government agencies in designing private sector developmental policies and priorities.

Resolute, Reliable and Resilient

Agrobank is aware that the journey ahead is demanding and will require resilience and financial sustainability. To that effect, Agrobank aims to possess higher tolerance for risk aggregation through innovative finance and robust burden-sharing mechanisms without imposing a heavy fiscal burden on the government.

As a FFIB, Agrobank is determined to innovate Islamic finance in the real economy through effective application of financial instruments that will expand the business model beyond credit intermediation to investment intermediation; protection, trading and agriculture asset management for greater linkage between finance and real economic activities.

Over and beyond that, Agrobank will continue to make its mark as a well-rounded DFI predicated on sound governance. By that, Agrobank seeks to be a reliable and well-administered development financial institution with a well-defined mandate and sound governance framework to accelerate economic and social development objectives of the agriculture sector.

In all certainty, the next decade will be coloured by many forms of innovation and modernisation just as there will be a variety of challenges to overcome. The National Agrofood Policy [Dasar Agromakanan Negara (DAN)] 2.0 and the 12th Malaysia Plan (12MP) are testaments that the central theme for both plans are geared towards accelerating the agrofood sector in line with technological development and Industrial Revolution 4.0.

The scale, scope and complexity of the transformation will be huge. Hence, all players in the agricultural sector will need to be onboard and keep abreast with advancements in technology. In other words, fellow agriculturists will have to get on the bandwagon or risk being left behind as Industrial Revolution 4.0 is going to disrupt the classic approach to agriculture. The way forward is to be open and to embrace modernisation as it comes while adopting what is most practical and contemporarily suitable.



GOING BEYOND 50 YEARS

Agricultural Modernisation for Malaysians

Smart farming or precision agriculture (PA) appears to be the buzzword amongst players in the agricultural industry today. It is viewed as the best solution in addressing issues that have long been plaguing the country's agricultural scenario. More often than not, it points to low crop yields that is attributed mainly to ineffectual methods and erratic weather conditions, though the situation may vary depending on location and resources. There are also issues relating to natural disasters that could damage crops and agricultural infrastructure or cause water contamination. Besides that, there is the problem of handling produce waste, which is probably caused by poor quality seeds or an inappropriate farming system.

Favourable Future in Farming

Precision agriculture (PA) adopts a methodical approach of optimising inputs such as water, fertilizer, pesticides and tools; as a result the yield, quality and productivity of crops will witness marked improvements. PA is also known as site specific crop management (SSCM) due to its concept of observing, measuring and responding to inter and intra-field variability in crops. Additionally, by utilising information technology (IT) such as drones, satellites and meteorological tools, farmers are able to ensure that the health of the soil and crops remain at their peak. These devices present real-time images of leaves and soil, in which data from the images are then processed and integrated with sensors and other information to help devise plans for both immediate and future decision making that may impact issues such as the location and timing in planting specific crops and when to water them.

Apart from increasing revenue and profits, this will clearly boost efficiency with regards to time and cost. In fact, the use of technology has shown it will result in an enhancement in the entire value chain, including storage, transportation, wholesale and retail.

Exploiting AI and IoT

New ideas brought forth not just by IT but a whole host of other innovations, such as telematics, GPS, robotics and automated hardware, are waiting to be fully exploited. In its vision, Agrobank has underscored its role in maximising the use of ICT which zeroes in on IoT and AI. The Bank is of the view that the application of PA, which was once seen to be suited only for agricultural giants, is now made feasible and attainable to small and medium scale farmers with the introduction of AI phone applications, drones, IoT devices and cloud computing.

Greater and easier access to cloud computing has enabled farmers to exploit the power of big data and fully harness the potential of analytics to increase revenue. Simple mobile applications (apps) or affordable field sensors are the main focus in Malaysia's agricultural development to create low-cost and intuitive solutions. The cost of setting the analytics system has been reduced from a few thousand Ringgit to a few hundred Ringgit.

The future of agriculture is analytics and it will be the major driving force of PA. The country's current agriculture landscape clearly warrants the deployment of IoT and AI to maximise quantity (productivity), quality and profitability, while minimising labour cost and ensuring the strategic use of farmland in order to avoid underutilisation of resources. Furthermore, these technologies are the pulling factors in making agriculture more appealing to the younger generation of agropreneurs. It is hoped that with this, the tech-friendly Gen-Y will be enticed to enter and invigorate the industry with new ideas alongside more 'veteran' farmers who traditionally run the farms in Malaysia.



A Symphony of Synergies

In the end, access and availability to financial inclusion and modernisation would not mean much without the right knowledge, understanding and capabilities.

With that in mind, Agrobank will continue to propagate awareness, training and know-how to the agricultural community not only to maximise uptake of products and services that are available, but more importantly to ensure their optimum contribution to the country's gross domestic product (GDP) in the agricultural sector. Although the current contribution of the agricultural sector is small in terms of percentage as compared to other industries as a whole, the agriculture industry holds many possibilities that have yet to be fully tapped. There is a huge potential for the agrofood sector to raise its output, and in doing so help to safeguard the future of food security in Malaysia and reduce reliance on imported supplies.

Hence, a synergistic approach by all concerned parties in the industry is crucial in elevating the agricultural industry and putting it on the level of importance that it rightfully deserves.

Agrobank, being one of the key players in the industry, will continue to pursue this economic agenda, powered by its vigorous ability to adopt, adapt and profit from **changes and new opportunities arising** in the industry.



A NEW VISION TO USHER IN A NEW ERA

As Agrobank looks back on all it has achieved in the last 50 years, the Bank is already looking into the future with new strategies and solutions for the next 50 years to come. As a new era dawns for the Bank so too does a new vision and mission. As a development financial institution that is always striving to stay relevant, a refreshed vision with a reinvigorated mission is just the motivation it needs to give new impetus to its continuing journey.



OUR VISION

Advancing Agriculture Beyond Banking



OUR MISSION

**Elevating the standards of
agriculture and providing
sustained supports that create
values to communities, economy,
environment and stakeholders.**

50 YEARS **OUR MILESTONES**

Agrobank has grown in leaps and bounds in its 50 years of catering to the agricultural sector as a developmental financial institution.

In that time, it has seen itself transform twice over and come out ready to take on another 50 more years in a more dynamic capacity.

1969 ▶ 1980

1969

- The establishment of Bank Pertanian Malaysia
- BPM introduced the Short-term Paddy Production Credit Scheme in Kedah and Perlis, under the administration of MADA

1976

- The construction of the Bank's head office in Leboh Pasar Besar had begun

1978

- BPM's headquarters building was ready to be occupied by its entire workforce

1980

- BPM emerged as the biggest financial institution providing financing to the agricultural sector in Malaysia



50 YEARS - OUR MILESTONES

1993 ▶ 2003

1993

- PATRIOT became the trademark for BPM's Savings and Deposit Scheme

1994

- PATRIOT Rejang was launched in Sarawak, making history as the first floating bank in Malaysia

2000

- Introduction of the PATRIOT Al-Wadiah and Al-Mudharabah

2003

- BPM's website, <http://www.bpm.com.my> was officially launched for the public

2005

- The use of BPM's ATM Card was broadened to the entire country via the MEPS ATM network



2007 ▶
2011**2007**

- Corporatisation exercise began to take shape after the drafting of the Bank Pertanian Malaysia Berhad (BPMB) Act was approved on 12 September 2007
- Launch of the collaboration between BPM and Amanah Raya Berhad on will writing

2008

- 1 April 2008, BPM was corporatised and commercially known as Agrobank
- Garnered the Top DFI 2008 Award from Credit Guarantee Corporation Malaysia Berhad (CGC)

2010

- Agrobank received the 'Emerging Bank of the Year' Award at the Malaysian Business Leadership Awards 2010



50 YEARS - OUR MILESTONES

2012 ▶ 2016

2012

- Launch of Agrobank's Paddy-i and PaddyCash-i
- Introduction of the Agronet online service

2014

- Launch of Trade Finance
- The first FDI to undertake the Corporate Integrity Pledge (CIP)

2015

- Acknowledged as the Upcoming Islamic Bank 2015 at the Global Islamic Finance Award (GIFA) ceremony held in Manama, Bahrain
- Launch of the first Shariah compliant debit card in Asia-Pacific, the AGRO Visa Debit-i
- Agrobank became a Full-Fledged Islamic Bank (FFIB) on 1 July 2015

2016

- Agro Bakti, the first financing programme dedicated to persons with disabilities (PWDs) was launched
- Agrobank's first Commercial Financing Centre was launched in Cameron Highlands
- A case study on Agrobank as an FFIB was launched at the 12th World Islamic Economic Forum (WIEF) in Jakarta, Indonesia





2017 ▶ 2019

2017

- The first takaful scheme for PWDs known as Agro Nurani was launched
- Chilli Fertigation Group Financing-i was introduced to members of PPK Kuala Langat
- The inauguration of Agrobank's first Corporate Banking Centre in Kuching, Sarawak
- The inauguration of Agrobank's Commercial Financing Centre in Hutan Melintang, Perak

2018

- The Agro Nisaa-i Micro Financing Programme specifically for women agropreneurs was launched

2019

- Agrobank inked a strategic partnership agreement with the National Fishermen's Association (NEKMAT) in providing the Agro Nisaa-i Microfinancing Programme



Awards and Recognitions

2008

Top Development Financial Institution (DFI)

Agrobank was conferred Top DFI 2008 award from Credit Guarantee Corporation Malaysia Berhad (CGC) at the Top SMI Supporter Awards 2008.

2009

National Service Challenge

Agrobank took home three awards in the National Service Challenge organised by Focus Learning.

Highest Sales of Wills

Agrobank received the Silver Award for Highest Sales of Wills Among Banks from Amanah Raya Berhad (ARB).

2010

Emerging Bank of The Year

Agrobank received the Emerging Bank of The Year award at the Malaysia Business Leadership Awards 2010 Ceremony.

National Service Challenge

Agrobank garnered three awards in the National Service Challenge organised by Focus Learning.

2012

The BrandLaureate Awards

Agrobank won the BrandLaureate Awards 2012 for the Best Brands in Financial – Agriculture Banking, accorded by the Asia Pacific Brands Foundation (APBF).

Malaysia 100 Leading Graduate Employers

Ranked 76th Most Preferred Employer, Agrobank was voted one of Malaysia 100 Leading Graduate Employers.

2013

The BrandLaureate Awards 2013 Best Brands in Financial – Agriculture Banking

For the second consecutive year, Agrobank was the winner of the BrandLaureate Awards 2013 under the Best Brands in Financial - Agriculture Banking category, presented by the Asia Pacific Brands Foundation (APBF).

2015

Upcoming Islamic Bank (28 September 2015)

Agrobank was named the winner of the Upcoming Islamic Bank Award, presented by Global Islamic Forum Awards (GIFA).

2016

Critics' Choice Best Islamic Financial Product for Agriculture Finance 2016 : Hartani-i

Agrobank's Hartani-i was adjudged as the Critics' Choice Best Islamic Product for Agriculture Finance 2016 at the Islamic Retail Banking Awards.

CEO of The Year Award

Agrobank's President/CEO Dato' Wan Mohd Fadzmi Wan Othman was named 'CEO of the Year' by Global Islamic Forum Awards (GIFA).

Best Case Study Award

Agrobank received the Best Case Study Award from Global Islamic Forum Awards (GIFA).

The Karlsruhe Sustainable Finance Awards

The Karlsruhe Sustainable Finance Awards 2016 awarded Agrobank with the Outstanding Sustainable Project Financing Award as recognition for its success in the Paddy Credit Scheme.

The Global Good Governance (3G) Awards

Agrobank received international recognition from the Global Good Governance Awards (3G) in the 3G Financial Services category.



ADFIAP Development Awards

Agrobank received a prestigious award from the Association of Development Financing Institutions in Asia Pacific (ADFIAP) for the Bank's outstanding work in financial inclusion particularly to the agricultural community and underserved segment.

2017**Outstanding CEO for 2017 (ADFIAP)**

Agrobank's President/CEO Dato' Wan Mohd Fadzmi Wan Othman was named the 'Outstanding CEO' for 2017 by ADFIAP (The Association of Development Financing Institutions of Asia and the Pacific).

The Global Good Governance Awards (3G) 2017 – Financial Service Awards

Agrobank received the 3G Financial Services Awards in recognition of the bank's immense contribution to financial inclusion and initiatives undertaken to broaden access to finance.

The Global Good Governance Awards (3G) 2017 – Lifetime Achievement Award

Tan Sri Mohamad Zabidi Zainal received the 3G Lifetime Achievement Award for his contribution in public service.

2018**5S Certificate (Certificate of Accomplishment)**

Agrobank received the 5S Certificate for implementing the Quality Environment Management System on 9 November 2018.

Creanova 2018 Awards (Sup Bujut)

The 'Sup Bujut' team from Agrobank was shortlisted as the Top 8 for the Creanova Lean category. More than 171 companies participated in this event and Agrobank was the only bank participating in the APIC for this year.

Bancatakaful Partner Awards 2017 / 2018 Mortgage Reducing Term Takaful (MRTT)

Agrobank received the Bancatakaful Partner Award 2017/2018 through the Mortgage Reducing Term Takaful by Takaful Ikhlas at the Marriott Hotel, Putrajaya.

Highest Inheritance Property Management Award 2018

Agrobank received the Highest Inheritance Property Management Award 2018 for two consecutive years.

Highest Sales of Wills Award

Agrobank received the Banking Sector's Highest Sales of Wills Award 2018 for two consecutive years.

Local Economic Development (ADFIAP)

Agrobank was pronounced winner of the Local Economic Development category by the Association Of Development Financing Institutions in Asia (ADFIAP) at a ceremony held in New Delhi, India.



50TH ANNIVERSARY LOGO RATIONALE



LIMA DEKAD SATU TEKAD

Agrobank has grown in leaps and bounds in its 50 years of catering to the agricultural sector as a developmental financial institution.

In that time, it has seen itself transform twice over and come out ready to take on another 50 more years in a more dynamic capacity. Its 50th year anniversary logo is an embodiment of the challenges and successes the Bank has experienced along with the hopes and dreams it has for the future. Here we breakdown the nuances of its seemingly simple yet meaningful design.



The number 50

- signifies Agrobank's fifty years of establishment

The connected numbers of 5 and 0

- represents the strong bond and mutual respect the Bank's staff have with each other is (the PATRIOT culture - Teamwork & Respect)
- it conjures up an image of someone running forward, portraying the organisation's dynamism in defying the odds to achieve success



The Agrobank logo that juts out of the circle

- signifies Agrobank stepping out of its cocoon (archaic ways) and emerging as a dynamic and progressive organisation



The upper portion of number 5

- stylised in an aerodynamic shape that resembles a high-speed train, reflecting how our Agrobankers are not afraid to go against the tide

The bottom portion of number 5

- takes on the shape of a sickle symbolising Agrobank's involvement in the agricultural sector



The green tone streak

- green is the favourite colour of Prophet Muhammad S.A.W. and reiterates that Agrobank is an Islamic financial institution
- the three shades of green epitomises its principal values which focuses on human interest, the earth and profitability; it is also anchored by the concept of continuity

The ascending streak

- represents Agrobank as a bank that is scaling the heights of success year after year in terms of profit and contribution towards its stakeholders

The excised descending streak

- indicates that Agrobank is always willing to cast aside practices that go against Shariah principles



Number 0 in the shape of a crescent

- reflects Agrobank as an Islamic Banking Institution

Number 0 in the shape of letters 'O' and 'C'

- illustrates open communication, one of the core thrusts of PATRIOT, where the Bank's staff practice interaction in a frank, transparent and constructive manner



The white box

- expresses the Bank's integrity and its culture of encouraging positive values in the organisation (the PATRIOT values - Positive & Integrity)

The writings in red

- epitomises the enthusiasm that runs through the veins of each Agrobanker in achieving collective success

Roll of Honour (1969 – 2019)

Chairmen

BANK PERTANIAN MALAYSIA



YBhg Tan Sri Ishak Tadin
21 October 1969 – 30 September 1971



YBhg Dato' Dr. Agoes Salim
1 October 1971 – 30 September 1981



YB Dato' Alias Ali
1 October 1981 – 30 September 1986



YB Dato' Haji Mohd Abu Bakar Rautin Ibrahim
1 November 1986 – 30 November 1993



YBhg Dato' Ahmad Badri Mohamed Basir
1 June 1994 – 31 December 1997



YBhg Datuk Sulaiman Daud
1 October 1998 – 30 September 2006

AGROBANK



YBhg Dato' Mohamed Salleh Bajuri
1 February 2008 – 19 June 2010



YBhg Tan Sri Faizah Mohd Tahir
5 August 2010 – 4 August 2015



YBhg Tan Sri Mohamad Zabidi Zainal
29 July 2016 – 29 July 2019

Roll of Honour (1969 – 2019)

BANK PERTANIAN MALAYSIA



Tuan Haji Ab. Rahman Hamid
General Manager
16 December 1969 – 10 March 1975



YBhg Dato' Dr. Agoes Salim
General Manager
1 January 1975 – 31 December 1977



Tuan Haji Abu Bakar Yusof
General Manager
1 January 1978 – 9 May 1990



Ibrahim Hashim
General Manager
16 July 1990 – 31 July 1995



YBhg Dato' Mohd Rosli Abdul Aziz
General Manager
1 April 1996 – 10 May 2004



Zainul Kamar Dato' Mohd Zain
General Manager
10 May 2004 – 15 November 2007

AGROBANK



YBhg Dato' Martini Osman
General Manager (BPM)
15 November 2007 –
31 March 2008/
President
1 April 2008 – 15 May 2009



YBhg Datuk Ahmad Said
Managing Director
1 June 2009 – 30 June 2011



**YBhg Dato' Wan Mohd Fadzmi
Wan Othman**
President / CEO
1 July 2011 – 31 August 2017



Syed Alwi Mohamed Sultan
President / CEO
2 April 2018 – 27 June 2019

