

MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS

19 December 2024 at 01:00 P.M.
via Video Conference (Microsoft Teams)

PRESENT

Robert Coyiuto, Jr.	-	Chairman
Terukazu Matsubara	-	Director
Celestino L. Ang	-	Director
James G. Coyiuto	-	Director
Samuel G. Coyiuto	-	Director
Taichi Yamamoto	-	Director
Maria Rosalina T. Coyiuto	-	Director
Shun Kaihori	-	Director
Benedicto T. Coyiuto	-	Director
Prudencio T. Coyiuto	-	Director
Francisco M. Bayot, Jr.	-	Independent Director
Anita Victoria M. Ramos	-	Independent Director
Justin C. Ongsue	-	Independent Director
Cristina Q. Orbeta	-	Independent Director

ALSO PRESENT

Juan M. Perez	-	AVP, Business Dev't
Rhoderick M. Tanoy	-	AVP, Business Dev't
Erlyn R. Caibigan	-	Sr. Manager, Alternative Dist.
Roxanne M. Sevilano	-	Sr. Manager, Accounting & Finance
Santa Nina B. Montero	-	Compliance Officer
Atty. Cristine Cuisia-Remollo	-	Corporate Secretary
Atty. Ron Errick R. Loyola	-	Assistant Corporate Secretary

OBSERVER

Anthony G. Sy	-	President and CEO (PGAI)
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1. Call to Order

The President and Chief Executive Officer (CEO) of PGA Sampo Insurance Corporation (the "Corporation"), Mr. Terukazu Matsubara, called the Meeting to order and presided over the same. The President and CEO, thereafter, requested the Corporate Secretary, Cristine Cuisia-Remollo, to record the Minutes of the Meeting.

2. Proof of Notice and Certification of Quorum

Pursuant to the Securities and Exchange Commission's Memorandum Circular No. 15, Series of 2001, the Corporate Secretary made a roll call and required every Director and participant, for the record, to state their full name and location. For those attending through tele/videoconferencing to confirm the following that:

- a. They can completely and clearly hear the others who can clearly hear them at the end of the line;
- b. State whether they received the Agenda and all the materials for the Meeting;
- c. They attended the Meeting via Video Conference (Microsoft Teams) using the below Uniform Resource Locator (URL):

https://teams.microsoft.com/join/19%3ameeting_MmlxNDdkZDgtYWFIOS00NDE1LWEzYjktYTBjY2EzNzg4Yjkw%40thread.v2/0?context=%7b%22Tid%22%3a%22ddf1498e-c471-4314-a580-882e40675286%22%2c%22Oid%22%3a%22cd680654-8fde-453b-a3fa-d9416d391384%22%7d

satisfied the above requirements, the Corporate Secretary then certified that with the presence of a majority of the elected Directors in this Meeting, there existed a quorum for a valid transaction of business.

3. Reading and Approval of the Minutes of Board Meeting held on 28 November 2024

The Members of the Board of Directors of the Corporation were requested to review the Minutes of the Board Meeting held on 28 November 2024.

Mr. Shun Kaihori moved to dispense with the oral reading of Minutes and the same be approved as presented in this Meeting, which was seconded by Mr. Taichi Yamamoto.

Hearing no objections to the motion duly made and seconded, the Minutes of the Board Meeting held on 28 November 2024 was unanimously approved.

4. Matters Arising from the Previous Meeting

The President and CEO inquired if there are matters arising from the previous meeting that have to be discussed.

Hearing none, the President and CEO then requested for the same to be noted.

5. Management Marketing Report for November 2024

Mr. Shun Kaihori gave an overview on the year-on-year performance:

- For the month of November 2024, total GWP amounted to Php 245.4 Million, higher by Php 142.3 Million from the same period last year, an increase of 138%.
- Year-to-date, GWP reached Php 3.4 Billion, a decline of 13% or Php 516.1 Million. Direct accounts and RI inward production decreased by 13% and 14%, respectively.

Thereafter, Mr. Kaihori discussed the infrastructure business, secured year-to-date and in the pipeline.

The floor after was opened for any queries on Mr. Shun Kaihori's report. Hearing none, the President and CEO declared the Marketing Updates Report as noted.

6. Business Development Report for November 2024

Mr. Rhoderick M. Tanoy reported on secured corporate business accounts (above PHP 200K). Thereafter, Mr. Juan M. Perez reported on corporate business accounts in the pipeline (above PHP 1M).

The floor after was opened for any queries on the Business Development Report. Hearing none, the President and CEO declared the Business Development Report as noted.

7. Alternative Distribution Report for November 2024

Ms. Erlyn R. Caibigan reported on the year-to-date GWP for affinity programs:

- 142% increase at PHP 148.4M versus the PHP 61.3M produced in the same period last year
- To-date, 93% attainment ratio versus full year budget of PHP 160M

Ms. Caibigan further discussed the underwriting results performance of affinity programs, with a reported net underwriting result of PHP 40.6M year-to-date. She also highlighted launched programs for alternative distribution channel.

The floor after was opened for any queries on the Alternative Distribution Report. Hearing none, the President and CEO declared the Alternative Distribution Report as noted.

8. Financial Report for November 2024

Ms. Roxanne M. Sevillano reported on the following updates on Statement of Income and Expense as of November 2024:

- GWP of PHP Php 245.4M, Profit of PHP 16.0M
- The resulting combined ratio for the month is at 60.9%

Total Financial Assets as of November 2024 is PHP 2,412,767,111 to wit:

- Held to Maturity Debt Securities – Government of PHP 718,327,198
- Held to Maturity Debt Securities – Private of PHP 319,780,000
- Time Deposits – Peso Currency of PHP 372,308,204
- Time Deposits – Foreign Currency of PHP 282,493,652
- Cash Equivalent – Peso Currency of PHP 138,000,000
- Cash Equivalent – Foreign Currency of USD 419,178,492
- AFS Equity Securities of PHP 162,679,565

Investment income in November 2024 reached PHP 106.1M, an increase of 18.01% driven by increase in new time deposit placements and rollover. Investment portfolio decreased by 5.07%.

The floor after was opened for any queries on Ms. Sevillano's report.

Hearing no further inquiries, the President and CEO declared the Financial Report as noted.

9. Premiums Receivable as of 30 November 2024

Ms. Sevillano further reported on the following:

- Total Premiums Receivable as of November 30, 2024 is at PHP 666.4M, with receivables over 90 days at PHP 73.9M
- Premium remittance due from direct insurance companies increased by 6.85% from previous month to PHP 619.6M
- RI recoverable on paid losses decreased by 4.61% month-on-month to PHP 239.6M

The floor after was opened for any queries on Ms. Sevillano's report. Hearing none, the President and CEO declared the Premiums Receivable Report as noted.

10. Other Matters

The President and CEO inquired if there are other matters for discussion.

Ms. Roxanne M. Sevillano presented the PGA SOMPO Investment Policy for approval of the Board. The primary objective of the Investment Policy is to outline the formal guidelines and procedures for managing the financial asset of the Company to maximize investment return, while ensuring the regulatory compliance and financial stability.

Ms. Sevillano discussed pertinent details including, but not limited to, the following: (1) regulatory compliance, (2) investment approval, (3) investment principles, (4) risk management, (5) investment type, (6) monitoring and reporting, (7) amendment, and (8) effectivity.


The floor after was opened for any queries on Ms. Sevillano's report. Hearing none, the President and CEO declared the PGA SOMPO Investment Policy as approved.

The President and CEO then requested that a motion be made for the Meeting to be adjourned, which was made by Mr. Shun Kaihori and was seconded by Ms. Maria Rosalina T. Coyiuto.

11. Adjournment

There being no further matters to discuss, the meeting was adjourned at 2:00 PM upon motion duly made and seconded.

Prepared by:


CRISTINE CUISIA-REMOLLO
Corporate Secretary

Attested by:


MARIA ROSALINA T. COYIUTO
Director/ SVP for Corporate Support and CFO