



# PGA Sampo Insurance Corporation

A joint venture between: Prudential Guarantee and Assurance Inc. and Sampo Japan Nipponkoa Insurance Inc.

## **MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS**

Held at the Board Room, 5<sup>th</sup> Floor, Coyiuto House, 119 C. Palanca Street, Legaspi Village, Makati City  
on August 29, 2019 at 10:30 A.M.

### **1. Call to Order**

Mr. Robert Coyiuto, Jr. Chairman of PGA Sampo Insurance Corporation (the "Corporation"), called the Meeting to order and presided over the same. The Chairman, thereafter, requested the Ms. Corazon T. Tulio, to record the Minutes of the Meeting, in the absence of the Corporate Secretary, Ms. Guia Magdalena Laguio-Flaminiano.

### **2. Certification of Quorum**

The designated Secretary certified that since majority of the elected directors are present in this Meeting, there existed a quorum for the valid transaction of business.

### **3. Approval of the Minutes of Last Month's Board Meeting**

The Members of the Board of Directors of the Corporation was requested to review the Minutes of the Board Meeting for the previous month, held on August 1, 2019.

Mr. James G. Coyiuto moved to dispense with the oral reading of last month's Minutes and the same be approved as presented in this Meeting, which was seconded by Atty. Celestino L. Ang.

Hearing no objections to the motion duly made and seconded, the Minutes of the Board Meeting for the previous month, held on August 1, 2019, was unanimously approved.



#### 4. Marketing Updates

Mr. Hiroshi Ishikawa reported on the following comparison:

- Actual July 2019 (PHP121M) vs Actual July 2018 (PHP59M)
- Actual July 2019 (PHP121M) vs Budget July 2019 (PHP94M)

Further, Mr. Hiroshi Ishikawa reported on the following current ODA/Gov't funded projects, to wit:

Secured as of July:

- LRT 2 East Extension – Contractor (Marubeni) P23M
- MRT 3 Rehabilitation – Contractor (Sumitomo) P14M
- Flood Risk Mgmt – Contractor (Toyo) P10M
- LRT 1 Depo – Contractor (Shimizu) P8.7M
- North to South Railway CP02 – Contractor (SMCC) P7M

Being worked on:

- Metro Manila Subway- Contractor (Shimizu) P200M
- North to South Railway CP01 – Contractor (Taisei) P100M
- CAMANA Water Reclamation – Contractor (JEF) P45M
- Davao By-Pass Project – Contractor (Shimizu) P45M
- Metro Manila Interchange – Contractor (Toyo) P10M

Thereafter, Mr. Hiroshi Ishikawa discussed the following various on-going operational activities, to wit:

- GSIS bidding– submission of non binding quotation for ABC setting; weekly meeting with Joel Belardo
- Core System replacement – PGAI Legal team reviewing contract and bank guarantee being discussed with supplier
- Householder's Insurance – wordings approved by IC 24 June 2019 – online target launch in Sept 2019
- Pet Insurance – filed and awaiting IC approval – online facility for high end market
- Go Bear – MOA reviewed by Lazaro law office; UAT on-going

The floor after was opened for any queries on Mr. Hiroshi Ishikawa's report. Hearing none, the Chairman declared the Marketing Updates Report as noted.

#### 5. Underwriting Activities

The underwriters then reported on the following updates on the underwriting side:

- RI collaboration on large accounts – booked with PGAI P49.5M (Petron); Unbooked P17.5M
- PGAI FIP (SME) Program (2018) – RI Premium Production 2018 P8.42M (July-Dec); Jan-Aug 2019 P5.4M
- Condo Package Program – Jan-Aug 2019 P21.6M

The floor after was opened for any queries on the said report. Hearing none, the Chairman declared the Underwriting Activities Report as noted.



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### 6. Financial Updates

The Chief Finance Officer, Ms. Maria Rosalina T. Coyiuto reported on the following financial updates:

- Results of Operations for the month July 2019:
  - For July 2019 – GWP PHP121,091,398; Profit of PHP5.499M
  - For July 2018 – GWP PHP59,722,508; Profit of PHP306k
- Results of Operations as of July 2019
  - As of July 2019 – GWP PHP1,327,067,055; Profit of PHP41.88M
  - As of July 2018 – GWP PHP1,103,078,119; Profit of PHP12.49M
- Total Investments as of July 2019 is PHP956,727,005 composed of the following:
  - Treasury Bills of PHP 340M
  - Long term deposit of PHP62M
  - Short term deposit of PHP532M
  - Stocks of PHP21M
- Cash in Bank as of July 2019 – Total Peso and Foreign Currency PHP231,058,451.83
- Due to and Due from Facultative Reinsurers as of 31 July 2019
  - Due to (PHP843.51M)
  - Due from (PHP393.98M)
  - Cash Call (PHP83.02M)
- Accounts Receivable as of July 31, 2019

Ms. Coyiuto further reported that the Total Accounts Receivables as of July 31, 2019 is at PHP513.52M.

Subsequent Payments from Aug 1–22, 2019 amounted to a total of PHP18.96M, while receivables over 90 days is at PHP87.12M, or 17% of the Total Accounts Receivable.

The floor after was opened for any queries on the said report. Hearing none, the Chairman declared the Financial Updates Report as noted.



**7. Claims Updates for July 2019**

The Claims Head, Mr. Reynaldo M. Marcelo, reported on the following claims updates:

- Outstanding Significant Claims
  - JX Nippon Mining – Fire – USD420K
  - Yokohama Tire – Fire – USD 9.048M
  - Team Energy - Fire – USD 9.45M
  - Shin-etsu Magnetics – USD672K
  - Wusong Corp – Fire PHP 30.36M
  - Asian Grain – Fire PHP 17.71M
  - Berjaya Makati – PHP 4.91M
  - SM Prime – PHP 201M
  - Ayala Land – PHP 16M
  - Big E Food Corp – Fire – PHP 92.3M
  - HHIC Phils. – Marine – USD 581K
  - JX Nippon – Marine JPY 14.6M

The floor after was opened for any queries on the said report. Hearing none, the Chairman declared the Claims Updates Report as noted.

**8. Other Matters**

The Chairman thereafter inquired if there are any other matters needed to be discussed or any further business to transact.

For IT Projects / Systems Update/ Hardware Update, it was agreed that PGA Sampo Insurance Corporation and Prudential Guarantee and Assurance, Inc. will coordinate on the system presentation of various providers.

Hearing no other matters to discuss, the Chairman then requested that a motion be made for the Meeting to be adjourned, which was made by Ms. Ma. Rosalina T. Coyiuto. Said motion was seconded by Mr. Hiroshi Ishikawa. <sup>sc</sup>

**9. Adjournment**

There being no further business to transact, the Meeting was there upon adjourned at 11:40 A.M.

Prepared by:

  
**CORAZON M. TULIO**  
Designated Secretary for the Meeting

Noted by:

  
**MARIA ROSALINA T. COYIUTO**  
Director / Vice-President and Chief Finance Officer