

**ASIA INSURANCE (PHILIPPINES) CORPORATION**

Regular Meeting of Board of Directors

Asia Insurance Co. Ltd. – Head Office  
Worldwide House, 16<sup>th</sup> Floor, 19 Des Voeux Road Central  
Hong Kong

23 March 2016, 10:00 A.M.

**AGENDA**

- I. Call to Order
- II. Certification of Notice and Quorum
- III. Review and Approval of Minutes of Previous Meeting
- IV. Item for Discussion
  - Operating Results for 2015
- V. Items for Approval
  - Budget for 2016
  - Insurance Commission Requirements on Corporate Governance
- VI. Other Matters
- VII. Adjournment

**Minutes of the Board of Directors' Meeting of  
ASIA INSURANCE (PHILIPPINES) CORPORATION  
Held on December 4, 2015  
At Asia Insurance Co., Ltd.  
Hong Kong**

**Present:**

Mr. Chai Sophonpanich (Chairman)  
Mr. Bernard C. Chan (Vice Chairman)  
Mr. Teddy Hailamsah (Director and President)  
Mr. Wong Kok Ho (Director)  
Mr. Ernesto C. Mauricio

The meeting was called to order at 9:00 a.m.

**1. Approval of the Minutes of the Board of Directors Meeting Held on June 10, 2015**

The Board approved the minutes of the meeting held in Jakarta on June 10, 2015.

**2. Management Report on the Results of Operations for the First Three Quarters of 2015**

The Board accepted the Management Report and financial statements presented by the COO, Mr. E. C. Mauricio.

**3. Merger Plans**

The Board noted the report of Mr. E. C. Mauricio that Asia United Insurance will not agree to a merger with Asia Insurance Philippines if their share is less than 50%. The Board resolved not to pursue this matter.

**4. Adjournment**

There being no other matters to discuss, the meeting was adjourned at 10:00 a.m.

*(Minuted by MR. ERNESTO C. MAURICIO)*

Prepared by:

**Atty. Ferdinand M. Mangahas**  
Corporate Secretary

Approved:

**MR. TEDDY HAILAMSAH**  
President

**ASIA INSURANCE (PHILIPPINES) CORPORATION**

**RESULTS OF OPERATIONS (Unaudited)  
For the Year Ended December 31, 2015**

**Underwriting Income**

Total premium production in 2015 grew by 11% to Php 570 million. However, only Php 524.5 million was booked as premium income for the year because some premiums produced in the last quarter of 2015 will be booked later in the first quarter of 2016. Consequently, booked premiums posted a growth of only 2%.

Premiums retained increased by 4% to Php 313.6 million mainly due to higher retentions in Fire, Motor Car and Casualty. The overall retention ratio improved to 60%.

Claims and losses were 5% higher mainly due to the provision of Php 6.3 million reserve for estimated IBNR claims in Motor Car (final amount to be determined by the external auditors). However, the overall loss ratio remained profitable at 37% and the net underwriting income of Php 93.3 million was maintained at the same level as in the previous year.

The underwriting profit of Php 35.2 million achieved in 2015 was 9% lower than 2014 due to the 6% increase in operating expenses which was, however, within the budget.

**Investment Income**

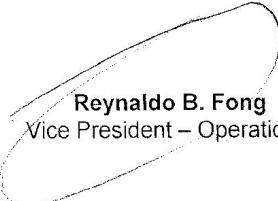
The Company's strong cash position generated interest income of Php 28.9 million, posting an increase of 9%. The Php 14 million foreign exchange gain boosted total investment income to Php 49 million from Php 34 million in the previous year.

**Net Income**

The underwriting and investment operations of the Company in 2015 produced a net income after tax to Php 48.3 million which was 14% higher than the net income posted in 2014.

**BUDGET FOR 2016**

Management is continuing efforts to sustain profitable operating results and endeavors to achieve higher business growth in 2016. Despite the present soft market environment, management is confident that a 14% growth in premium income can be generated from selected business sources this year.

  
**Reynaldo B. Fong**  
Vice President – Operations

  
**Rodelfa P. Alfonso**  
Vice President & CFO

  
**Ernesto C. Mauricio**  
Senior Executive VP & COO