



INSURANCE BROKERS, INC.

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COMPANY PROFILE

Inception

EAB Insurance Brokers, Inc. (EABIBI) was incorporated in 1999 after having been duly licensed by the Insurance Commissioner of the Philippines to operate as a direct insurance and reinsurance broker in May 1999. Full operation began in July of the same year. Since inception, EABIBI has continued to grow, establishing valued relationships with an ever-increasing list of corporate clientele and high net-worth private individuals.

Corporate Culture

At EABIBI, our competitive advantage stems from the service that we provide our clientele. Being a small-sized firm, we take pride in being able to eradicate negligence and maintain a high level of professionalism. We believe that our core competencies can only be achieved through the employment of a loyal, honest, diligent, and highly experienced staff. Our small structure encourages teamwork and camaraderie, and we are fortunate enough to experience both at our work place.

- **Mission** – At EABIBI, old-fashioned values and modern-day efficiency are both manifested on a daily basis. Our most prized possession is the relationships we maintain with our clients. We take pride in our mission to remain a world-class insurance and reinsurance intermediary by diligently adapting to the changing needs of our clients. We work closely with insurers in determining the most suitable insurance products for our clients and, more importantly, servicing claims. We view claims settlement as crucial in our business, especially as the bulk of our production is in non-life insurance, where the claims aspect is very demanding.
- **Goal** – Despite centering its operations in Makati City, the financial capital of the Philippines, EABIBI has clients all over the Philippines. This, however, does not hinder the standard of excellence that we strive for when servicing our accounts. Moreover, this geographic hurdle inspires our aspiration to expand our operations by setting-up satellite branches in Visayas and Mindanao in the not so distant future.
- **News**
 - In 2011, EAB was awarded by Yazaki Torres Manufacturing, Inc. and its Cooperative of Casual Employees, Kabalikat sa Hanapbuhay Cooperative, the task of administering their Life and Medical Benefits. The EAB Medical Team in the Calabarzon area was formed, catering to over 10,500 employees and 40,000 dependents. Our hospital coordinators and accredited doctors provide exclusive, crucial 24-hour support to this demographic.
 - In 2012, EAB started providing Life and Accident Insurance to Filipino Overseas Seafarers, providing valuable estate creation to this hardworking demographic.

- To date, PHP 32 Million has been paid by EAB to the families of seafarers who perished while on board.

Services

EABIBI is managed by highly qualified practitioners with many years of experience in both the local insurance and international reinsurance markets. Our insurance operations have developed particular expertise in the following areas:

- | | |
|-------------------------|----------------------------------|
| ➤ Accident | ➤ Marine Cargo |
| ➤ Aviation | ➤ Marine Hull |
| ➤ Business Interruption | ➤ Money, Securities, and Payroll |
| ➤ Construction | ➤ Robbery |
| ➤ Engineering | ➤ Motor Car |
| ➤ Fidelity Guarantee | ➤ Property |
| ➤ Health | ➤ Oil, Gas, and Energy |
| ➤ Industrial | ➤ Suretyship |
| ➤ Liability | ➤ Third Party Administration of |
| ➤ Life Insurance | ➤ Employee Benefits |

Alliances

At EABIBI, we make sure that only the most prudent and reputable companies in the industry protect our clients, thereby safeguarding the high level of service that we provide them. Our excellent track record in acquiring the most competitive rates and settling valid claims is evidence of this. Some of the companies we work with include:

- **NON-LIFE INSURERS**
 - Ace Insurance Company of North America
 - AIG Philippines
 - Alpha Insurance and Surety Company
 - BPI/MS Insurance Corporation
 - Federal Phoenix Assurance Co., Inc.
 - Liberty Insurance Corporation
 - Malayan Insurance Company
 - Mapfre Insular Insurance Corporation
 - Monarch Insurance Co., Inc.
 - New India Assurance Co., Ltd.
 - Oriental Assurance Corporation
 - Paramount Life & General Insurance Corporation
 - Philippine British Assurance Company, Inc.
 - Philippine Fire & Marine Insurance Corp.
 - Philippines First Insurance Company
 - Pioneer Insurance & Surety Corporation
 - PNB General Insurers Co., Inc.
 - Prudential Guarantee & Assurance, Inc.
 - Seaboard-Eastern Insurance Company

- Standard Insurance Company
- The Solid Guaranty, Inc.
- UCPB General Insurance Co., Inc.

➤ **LIFE INSURERS**

- Axa Life Insurance
- First Life Financial
- Pioneer Life Inc.
- Sun Life of Canada

➤ **MEDICAL and HEALTH / HMO PROVIDERS**

- Blue Cross, Inc.
- Insular Life Health Care, Inc.
- Maxicare Healthcare, Inc.
- Mediacard Philippines, Inc.
- Pacific Cross Insurance Co., Ltd.
- William Russell Ltd.

➤ **BANKS**

- Banco De Oro
- China Banking Corporation
- Philippine National Bank

Subsidiaries

Management

A team of dedicated professionals runs EABIBI. Managing the different tasks, which include obtaining clients, managing risk, placing the insurance, collecting and remitting premiums, and settling any claims requires a lot of hard work and valuable experience. Since its inauguration in July 1999, EABIBI has gone a long way in building its reputation as a top-notch brokerage in the eyes of the insurance industry and of its clientele. The officers of the company are:

Eduardo A. Buendia – *President and Chief Executive Officer*

With more than 30 years experience to his credit, Ed is one of the most recognizable brokers in the insurance and reinsurance industry. After passing the CPA Board Examinations in 1972, he made his start in FGU Insurance Corporation (now BPI/MS) and quickly made his way up the corporate ladder before moving to bigger and better things. In 1977, he secured a position in Metro-Taisho Insurance as a Production Manager.

Ed's career really took off when he joined the Sedgwick Group PLC, a London based company, which was then the largest insurance and reinsurance brokerage in Europe and among the top three in the world. In 1979, he became the Managing Director and CEO of Sedgwick Far East, Ltd., becoming the first ever Asian to represent the company in the Far East.

His involvement with Sedgwick propelled it to become among the top-producing firms in the Philippines, prompting a merger with All Asia Capital in 1997 to form All Asia Sedgwick Insurance Brokers Corp., of which he was president and CEO until June 2000.

During his stint in Sedgwick, Ed pioneered in establishing insurance programs for big industrial risks in the Philippines. In 1983, he was instrumental in preparing the All Risks Insurance Programs of the NDC (National Development Corporation) Group of Companies, which include:

- National Steel Corporation
- Philippine Phosphate Fertilizer Corporation
- Philippine Associated Smelting & Refining Corporation
- Semirara Coal Corporation
- Refractories Corporation of the Philippines

Ed also helped prepare and place the All Risks Insurance Program of the National Power Corporation (NAPOCOR) in 1995 and was involved in placing the insurance requirements of such big industry firms as:

- Philippine Airlines
- Benguet Mining Corporation
- Atlas Mining Corporation
- Semirara Mining Corporation
- Philippine Smelting and Refining Corporation
- Paper Industries Corporation of the Philippines

Although it is his masterful knack for catering to his clients' ever changing needs and matching them with the best available insurance facilities that gives Ed his competitive edge, it is his ability in nurturing relationships and his trustworthiness that has really differentiated him from the rest. The unrelenting loyalty that his staff bestows on him demonstrates his natural penchant for leadership.

These qualities and his savvy for business made it an easy choice for Ed to found EAB Insurance Brokers, Inc. and turn it into a force in the insurance industry today. Under his stewardship, EABIBI is continuing to grow and develop, receiving various accolades from the industry, which recognize its strength in production.

Nema T. Tarantan – Senior Vice President

Nema is another valuable asset to EABIBI. She joined the firm in September 2004, adding another 30 years of priceless insurance experience to its resume. Her experience is so vast that she literally knows the ins and outs of the industry like the back of her hand.

She started her career in Malayan Insurance Co., Inc. in 1974, working her way up to an Assistant Manager position. She joined Ed in Sedgwick in 1986, becoming Vice President of All-Asia Sedgwick Insurance Brokers in 1997. Along the way, she has received both off and on the job training in the United Kingdom and in Singapore, through Sedgwick. Before joining EABIBI, Nema worked as an Insurance and Reinsurance Consultant for Marsh Philippines, Inc. (2000) and was an independent Insurance and Employee Benefit Consultant (2000-2004).

Nema's areas of specialty include Insurance Underwriting, Reinsurance Broking (Life and Non-Life), and Employee Benefits (i.e. Medical Insurance, HMO & International Travel Assistance). She also had extensive experience with Marine Hull and Aviation during her time with Malayan and Sedgwick. She is also a certified public accountant, having passed the CPA Board Examinations in 1976.

Nema's close ties in the industry is another precious asset that EABIBI is fortunate to avail of. Intangible traits like these contribute greatly to our competitive advantage in servicing accounts and generating new business.

Ronaldo R. Galang – Vice President

Ronnie is instrumental in the management of EABIBI as he is in charge of finance and administration. He makes sure that the firm is in compliance with all the regulations that the insurance industry is heavily laden with. This involves meeting with external auditors, the Bureau of Internal Revenue (BIR), Securities and Exchange Commission (SEC), Insurance Commission (IC), and other government agencies for the audit of the company. He also makes sure that all accounts are settled and all books are balanced. This is vital because an insurance facility cannot function without the proper collection and remittance of the premiums involved.

Ronnie is also a Certified Public Accountant, beginning his career with Carlos J. Valdes & Co., CPA's in 1991.

Like Nema, Ronnie also secured a position under Ed at Sedgwick in 1993, becoming Manager for Finance and Administration for All Asia Sedgwick in 1997. He joined EABIBI in April 2000, and has since been instrumental in establishing the company's stability in operation.

Corporate Clientele

EABIBI is currently the appointed broker, either in whole or in part, of the following companies:

- ABBE Technologies, Inc.
- Absolute Laundry & Dry Cleaners, Inc.
- Ace Autoport Service Center
- Ahead Tutorial and Review
- Airesources, Inc.
- Allgemeine Bauchemie Phils. Inc.
- All Waste Services, Inc.
- Arsenal Security Group, Inc.
- Asya Restaurant Eton Centris Walk
- Belo Care Center, Inc
- Borough Restaurant Podium
- Britmark Shipping Services, Inc.
- BSA Suites Condominium Corp.
- Business Nutrition Management Systems, Inc.
- Cagayan Electric Co.
- Carrije Cargo, Inc.
- Celadon Environmental, Inc.
- Chiron Development Corp.
- C.M. Pancho Construction Inc
- The Columns Ayala Ave. Condo. Corp.
- Communication Advantage, Inc.
- C.S.A. True Blue Tools & Eqpts. Inc.
- The Design People Inc.
- De Ocampo Memorial College
- Dorado Resources Corp.
- Duo Steak House & Wine Bar
- Eastern Ocean Maritime Corp.
- EC Somera Corporation
- Erikagen, Inc. (Generika Drug Stores)
- Evangelista Building, Zamboanga
- Executive Resources, Inc.
- Fairview Marine Transport Corp.
- Fernando Medical Enterprises
- FF-FL- Concrete Specialist Asia
- FIL SMS Corp.
- Filipinas Washing Co., Inc.
- Petrochem Industrial Phils., Inc.
- Forsman HK 88
- Pfeuffers Foods, Inc.
- Freight Facilitators, Inc.
- Friendly Hills Medical Services
- Go Industry Corp.
- Great Southern Maritime Services, Inc.
- Great Swiss Maritime Services, Inc.
- Henry Butcher Int'l Phils
- Holy Family Montessori
- Hongdrill Phils. Inc.
- Hotel Masfino, Inc.
- House of Obagi, Inc.
- Intl. Veterinary & Agrochemical, Inc.
- IPM Group of Companies
- Jameela Carpets / Shangri-la Plaza
- Juralyn Bake Shop
- Kaizen Organization Inc.
- Kabalikat sa Hanapbuhay Coop.
- Karasana, Inc.
- Ley Construction and Development Corp.
- LMK Technologies Systems, Inc.
- Manila Boat Club, Inc.
- Manila Club, Inc.
- Marbel Telephone System, Inc.
- Matiere SAS
- Mega Plywood Corp.
- Metro Rail Transit Corporation
- Metropole Laundry & Dry Cleaners, Inc.
- Milkin Corporation
- Montemar Beach Club
- Nomads Sports Club
- Northwoods Realty & Dev't Corp.
- Obsuna Purified Drinking Water
- Ocean Wave Cruisers Int'l Manning Agency
- Okma Realty Corporation
- Ongkiko, Kalaw, Manhit Law Office
- P & J Agricultural Products, Inc.
- P & L Ventures Pacific, Inc.
- Sahara Trading Corp.
- Pahuwayan Suites Boracay
- Southfield Agencies, Inc.

- Philcomsat Holdings Corp.
- Plana Forma Fitness Center
- Pozzolanic Philippines, Inc.
- The Propeller Club of Manila
- Prime Soft Philippines, Inc.
- Pulilan Management, Inc.
- Rapidé Auto Service Experts
- Realeza Development Corp.
- RVAB Konstruct, Inc.
- S3S Properties, Inc.
- Spraycrete Corp.
- Sunrise Security Agency
- Toshiba Info. Equipment (Phils.) Inc.
- Transbuilders, Inc.
- Varichem Corp.
- Westwood Condominium Corp.
- Yazaki Torres Manufacturing, Inc.
- Yellow Bus Lines Inc.
- Yokogawa Philippines, Inc.
- Zuni Restaurant and Wine Bar

Acknowledgments

EABIBI, now on its second decade in business, has already made its mark in the insurance industry. Some of its accolades include:

- Top Motor Producers Award (3rd Place) for the year 2002
Mapfre Asian Insurance Corporation.
- Bronze Broker Awardee for the year 2003
PNB General Insurers Co., Inc.
- Bronze Broker Awardee for the year 2004
PNB General Insurers Co., Inc.
- Top- Performing Producer for the year 2007
Prudential Guarantee & Assurance, Inc.
- Intermediaries' Circle of Sales Excellence Awardee 2008
Maxicare Healthcare Corporation.