

**PHILIPPINES INTERNATIONAL
LIFE INSURANCE CO., INC.**

**Annual Stockholders' Meeting
September 11, 2020 – 11:00 AM**



PHILIPPINES INTERNATIONAL LIFE INSURANCE COMPANY, INC.

3rd Floor, Tanco Building, 55 Timog Avenue cor. Tomas Morato, Quezon City, Metro Manila, Philippines 1103
Tel: 371-4589 371-4590 415-4396 Tel/Fax: 371-4585-

ANNUAL STOCKHOLDERS' MEETING 11 SEPTEMBER 2020 – 11:00 A.M.

AGENDA

- I. Determination of Quorum
- II. Reading and Approval of the Minutes of the last Annual Stockholders' Meeting dated 17 July 2019
- III. Report of the President
 - Financial Performance and operations of the company for the year 2019 and plans for 2020-2021
- IV. Ratification and Confirmation of all acts, contracts, investments, and resolutions of the Board of Directors and the Executive Committee since the last Annual Stockholders' Meeting*
- V. Election of the Board of Directors
 - Election of the Board of Directors for the year September 2020 – June 2021
- VI. Business Matters
- VII. Other Matters
- VIII. Adjournment



Corporate Secretary

* List of Board Resolutions adopted by the Board of Directors from July 2019 to June 2020 is attached hereto



PHILIPPINES INTERNATIONAL LIFE INSURANCE COMPANY, INC.

3rd Floor, Tanco Building, 55 Timog Avenue cor. Tomas Morato, Quezon City, Metro Manila, Philippines 1103
Tel: 371-4589 371-4590 415-4396 Tel/Fax: 371-4585

MINUTES OF THE ANNUAL STOCKHOLDERS' MEETING Summer and Autumn Rooms, Luxent Hotel 51 Timog Avenue, South Triangle, Quezon City 17 July 2019

At exactly 11:10 a.m., the Chairman of the Board, Mr. Angel Ong welcomed the Stockholders and proxies for attending the Annual Stockholders' Meeting. He then requested the President, Mr. Jose C. Lee to preside the meeting. The President acknowledged the request of the Chairman of the Board and thanked the Stockholders and proxies for attending meeting.

I. DETERMINATION OF QUORUM

The Corporate Secretary reported that written notices for the Annual Stockholders' Meeting were sent last June 27, 2019 to all stockholders on record as of July 17, 2019. Moreover, a notice of the meeting was duly received by Ms. Julie Ann Parado as the appointed Administrator for the Estate of Juvencio Ortañez.

The President, Mr. Jose Lee called the meeting to order after the Corporate Secretary certified there was a quorum, as 98.33% of the stockholders were represented in person or by proxy, which constituted a total of 245,841 shares.

The President requested the stockholders to review the agenda for any comments and suggestions. There being none, Ms. Julie Ann Parado moved for the approval of the agenda and duly seconded by Ms. Brenda Ortañez.

II. READING AND APPROVAL OF THE MINUTES OF THE LAST ANNUAL STOCKHOLDERS' MEETING HELD LAST 18 JULY 2018

The Minutes of the previous Annual Stockholders' meeting were read. There being no comment on the Minutes, Mr. Edmund C. Lee moved for the approval thereof, which was duly seconded by Mr. Edwin C. Lee.

III. REPORT OF THE PRESIDENT

In his report, the President highlighted the following:

1. The company's Net Premium jumped by 81.2% from Php7.1 Million to Php12.9 Million for the year 2018. The increase was due to the new Telemarketing Department that started last July 2018.
2. Direct underwriting expenses went up by Php3.4 Million because of the Commissions given to our Telemarketing agents. Despite such, trimming down of operating expenses improved our operating loss from Php49.4 Million to Php35.0 Million in 2018.
3. Gain on Sale of Assets, dividend income, interest income are the major factors that resulted to positive bottomline figures of Php41.7 Million.
4. Total Assets was maintained at Php1.1 Billion level with 88.60% of which are from bonds, investment properties and shares of stocks.
5. Company's Net worth for 2018 further improved and remained strong at Php956.5 Million.

Then, he inquired if there were any questions, comments or suggestions with regard to the management of the Company. Ms. Carmelita Tan expressed her heartfelt gratitude to the management of the company especially to the President, Mr. Jose C. Lee for maintaining his leadership for almost 4 decades and continuously finding ways to improve the company's profitability and sustainability. Mr. Jesse Troutman also commended the President for being able to turn around the company and growing it further with a net worth of Php956.5 Million. He likewise added that he will support whatever the decision of the management to achieve a stronger 2019 and the years to come.

IV. RATIFICATION AND CONFIRMATION OF ALL PREVIOUS ACTS OF THE BOARD OF DIRECTORS

The President presented the list of resolutions adapted, passed and approved by the Board of Directors for the period July 2018 to June 2019 representing all acts, contracts and investments for ratification and confirmation. The stockholders were given time to review the list. Then, he inquired if there are comments and questions to any of the board resolutions. There being none, Ms. Catherine L. Lim then moved for the ratification and confirmation of all previous acts and resolutions of the Board of Directors, from July 2018 until June 2019 and was duly seconded by Ms. Carole L. Favis.

Upon motion and duly seconded, all resolutions adapted, passed and approved by the Board of Directors during the period from July 2018 to June 2019 were duly confirmed and approved.

V. ELECTION OF BOARD OF DIRECTORS

Before the start of the elections of Directors, the Corporate Secretary, in behalf of the Board, informed the stockholders that they are allowed to the following:

- a) Cumulative voting;
- b) Ordinary or common shares have one (1) vote for one (1) share

The President informed the body that eleven (11) Board members are to be elected. Mr. Carlos C. Lee Jr. inquired if one could nominate a group of (11) eleven stockholders other than individual nominations. The President replied that if the body agrees for group nomination, then group nominations will be allowed.

Upon motion of Ms. Carmelita Tan and duly seconded by Ms. Brenda Ortañez, group nominations with a maximum of eleven (11) stockholders along with individual nominations was passed and approved.

Mr. Eric C. Lee moved that the nominations for the members of the Board of Directors be opened and was duly seconded by Mr. Gary Jason Santos. Upon motion and duly seconded, the nominations for the members of the Board was opened.

Dr. Jocelyn Lee-Ngo then nominated the following group of eleven (11) stockholders as candidates of the board:

Mr. Jose C. Lee
Mr. Angel Ong
Ms. Carmelita Tan
Mr. Eric C. Lee
Mr. Edmund C. Lee
Mr. Edwin C. Lee
Mr. John Oliver Pascual
Mr. Carlos C. Lee, Jr.
Ms. Brenda Ortañez
Mr. Gary Jason Santos – Independent Director
Mr. Jesse Troutman – Independent Director

The Corporate Secretary informed the body that Personal information on the nominated stockholders could be referred at Exhibit C.

The President inquired if there are any other nominations. There being none, Mr. Jose C. Ortañez Jr. moved to close the nominations, which was seconded by Ms. Cherie L. Maranan.

Ms. Catherine L. Lim moved that the stockholders nominated become duly elected members of the Board of Directors for a period of one (1) year starting today until their successors are duly elected and qualified and was duly seconded by Dr. Jocelyn L. Ngo.

The President confirmed that the following stockholders were duly elected as members of the Board of Directors to serve for one (1) year starting today until their successors and duly elected and qualified, to wit:

Mr. Jose C. Lee
Mr. Angel Ong
Ms. Carmelita Tan
Mr. Eric C. Lee
Mr. Edmund C. Lee
Mr. Edwin C. Lee
Mr. John Oliver Pascual
Mr. Carlos C. Lee, Jr.
Ms. Brenda Ortañez
Mr. Gary Jason Santos – Independent Director
Mr. Jesse Troutman – Independent Director

VI. BUSINESS MATTERS

a. External Auditor

The company is currently using the services of J.A. Banaria and Company and the President recommended the renewal of the services of J. A. Banaria and Company as the company's external auditor. Upon this motion, Mr. John Oliver Pascual moved to retain the services of J.A. Banaria and Company and duly seconded by Mr. Eric C. Lee. The President moved to retain J.A. Banaria and Company, CPAs were appointed as the external auditor of the company.

b. Attendance of the Board of Directors

The Company's regular Board meetings are scheduled every last Friday of the month. From July 2018 to June 2019, the attendance of the following Board of Directors is as follows:

Jose C. Lee	100%
Angel Ong	100%
Eric C. Lee	100%
Edwin C. Lee	100%
Edmund C. Lee	100%
John Oliver Pascual	100%
Carlos C. Lee, Jr.	100%
Carmelita Tan	100%
Brenda Ortanez	100%
Jesse Troutman	100%
Gary Jason Santos	92%

The Corporate Secretary informed the stockholders that the breakdown of attendance of the Board of Directors could be referred at Exhibit D

c. Various Committee Meetings

The President reported that regular meetings are needed to ensure proper monitoring of various departments. The following committees and schedule of meetings are as follows:

- **Audit Committee** – meetings will be held every last Wednesday of every quarter effective last February.

- **Remuneration Committee** - meetings will be held every third (3rd) Wednesday of January and October.
- **Nomination Committee** – meetings will be held every last Thursday of February and June.
- **Corporate Governance Committee** – to be scheduled accordingly

d. Continuing Education

The Company believes in the continuing education of its Directors, management, and employees. Below is the list of seminars (Exhibit E) attended by the following persons for the period July 2018 – June 2019:

<u>DATE</u>	<u>TOPIC</u>	<u>ATTENDEE/S</u>
August 17, 2018	Billing procedure of Department of Education	Mr. Andy Tan Ms. Teresa Ramos Ms. Noemi Damian
November 21, 2018	Economic Briefing for Insurance Industry Executives	Ms. Irene C. Lee
January 23, 2019	AMLA Forum	Mr. John Oliver Pascual Mr. Edgardo Corbe
January 14-17, 2019	Basic Occupational Safety and Health (BOSH)	Mr. John Oliver Pascual
January 18-19, 2019	First Aid Training	Mr. Byron Veloria
February 1 -2, 2019	Sales Mastery Course	Ms. Irene C. Lee Ms. Regina Ladra
February 22, 2019	Advance Medical Underwriting Course	Dra. Gertrudes Gonzales
May 23-24, 2019	NPC: 2 nd National Data Privacy Conference	Mr. Eldever Devilles

VII. OTHER MATTERS.

1. Company's Vision and Mission

The President told the stockholders to review the company's vision and mission statements and suggest if there will be any revisions to be made. There being none, the company will uphold the company's vision and mission.

2. Corporate Governance and other related transactions

The President disclosed that the company had complied with the corporate governance issues indicated in the company's corporate governance manual.

Moreover, he also reported that there is no related party transaction made by any one of the Board of Directors or stockholders.

3. New Product Plans

The President reported that the company is waiting for the approval of the Insurance Commission on the new product plan to be sold by our Telemarketing Department and agents

VIII. ADJOURNMENT

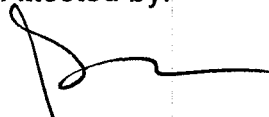
There being no further business to transact, Ms. Jesse Troutman moved for the adjournment of the meeting and was duly seconded by Mr. Edwin C. Lee. The meeting was adjourned at 12:30 PM.

Minutes taken by:



IRENE C. LEE

Attested by:



JOSE C. LEE
President

REPORT OF THE PRESIDENT

For the year ended 2019, the company registered a net loss of Php28.8 Million from its operations, an improvement from previous year's loss from operations of Php35.0 Million. Dividend income, interest income and revaluation of the company's properties are major contributors for a net income of Php98.5 Million.

FINANCIAL PERFORMANCE

Based on the company's Income Statement for the year ended 2019 (Exhibit B), Net Premium jumped by 64% or Php21.2 Million in absolute amount compared to 2018 figures of Php12.9 Million wherein the telemarketing division played a substantial role that started last July 2018. Despite the escalation of direct underwriting and operating expense, the rise in Net Premium was able to cushion said expenses thus posting a net operating loss of Php28.8 Million compared to 2018 operating loss of Php35 million.

The company's other income for 2019 was posted at Php129.9 Million, a gain of Php48.4 Million. The rise were mainly due to dividends income and fair market adjustment from the company's E. Rodriguez, Quezon City and Pasig properties. The gain in Net Premium and Other Income further improved the company's bottomline figures to Php98.5 Million for year ended 2019.

Total Assets for the year 2019 beefed up by 8.4% or at Php1.2 Billion level (Exhibit A) with 87.3% of which are from bonds, investment properties and shares of stocks.

Total liabilities further declined from Php148.8 Million in 2018 to Php79.9 Million the following year. The chunk of the company's liability are from Legal policy and reinsurance reserves.

The company's net worth remained strong at Php1.1 Billion for year ended 2019.

FINANCIAL HIGHLIGHTS

	<u>2019</u>	<u>2018</u>
TOTAL ASSETS	1,197,950,585.00	1,105,313,320.00
TOTAL LIABILITIES	79,873,656.00	148,863,560.00
STOCKHOLDER'S EQUITY	1,118,076,909	956,449,760.00
NET INCOME (LOSS)	98,496,719.00	41,694,737.00

BUSINESS OUTLOOK

Year 2019 was a good year for the company. But for the year 2020, majority of businesses in the country and even worldwide were affected by the Covid-19 pandemic. Hence, this year will be a matter of survival. Having no or minimal operations since March 17, 2020 until todate, the company has adapted stringent measures to survive.

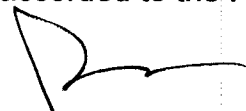
The company will be modifying its telemarketing sales approach by maximizing the technology on hand. Although we are not at par with the other multinational insurance companies, the company will start its remote selling this month. Training of sales agents is currently ongoing to further expand our market.

The company believes in the continuing education to keep the management, staff and sales agents abreast to the life insurance industry's product and sales innovations especially in this time.

The management is hoping for the increase in Net Premium since this Covid-19 Pandemic has enlighten the Filipino people the importance of life insurance.

CLOSING

For more than four (4) decades under my leadership and 64 years in existence, a sincere appreciation and thank you to the entire stockholders, members of the board and our existing and future policyholders for all the support, trust and confidence that you have accorded to the President, officers and staff of Philinterlife.



JOSE C. LEE
President

SUMMARY OF BOARD RESOLUTIONS

For the Period July 2019 to June 2020

Date	Resolution No.	Brief Description
2019		
July 17	7-1	Approval and confirmation of the minutes of the Executive Committee meeting held last 11 July 2019
	7-2	Election and appointment of Mr. Angel Ong as Chairman of the Board, Mr. Jose C. Lee as President, Mr. Eric Lee as Senior Vice-President and Mr. John Oliver Pascual as Treasurer. Designation and appointment of Ms. Irene C. Lee as Corporate Secretary. Confirmation of Ms. Carmelita Tan as Asst. Treasurer, Ms. Irene C. Lee as VP for Operations/Business Development and Administration, Mr. John Oliver Pascual as VP for Information System and Control. Ms. Julieta Tamayo as VP – Finance, Mr. Panfilo Dela Paz as Consulting Actuary and Atty. Teodorico Fernandez for External Legal Counsel.
	7-3	Appointment of Mr. Jose C. Lee as Chairman, Ms. Irene C. Lee, Mr. John Oliver Pascual, Mr. Angel Ong, Mr. Edmund C. Lee as members of the Executive Committee and Mr. Jesse Troutman as an independent member of the Executive Committee.
	7-4	Approval and ratification to write-off Php4,820,465.69 of its uncollected receivables from Retired/Terminated Department of Education (DepEd) Public School Teachers from all regions, NCR, CARAGA, CAR and ARMM.
August 30	8-1	Approval and confirmation of the minutes of the Executive Committee meeting held last 28 August 2019

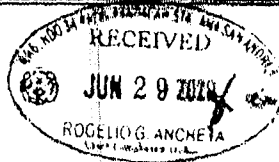
	8-2	Authorizing Mr. Eduardo Barlis or Mr. Elmer Magyoyo to represent and collect premium and policy loan payments for DepEd NCR, Region 4A, 4B and ARMM. They are also authorized to pick up and received memos, contracts and other pertinent documents addressed to Philinterlife.
September 27	9-1	Approval and confirmation of the minutes of the Executive Committee meeting held last 24 September 2019
	9-2	Authorizing Mr. Eduardo Barlis or Mr. Elmer Magyoyo to represent and collect premium and policy loan payments for DepEd Cordillera Administrative Region (CAR) and Region 1. They are also authorized to pick up and received memos, contracts and other pertinent documents addressed to Philinterlife.
	9-3	Approval that Board of Directors Mr. Eric C. Lee and Mr. Edmund C. Lee, Corporate Secretary, Irene C. Lee to act as financial advisers and be authorized to market and sell Insurance plans offered by Philinterlife.
October 25	10-1	Approval and confirmation of the minutes of the Executive Committee meeting held last 22 October 2019
	10-2	Authorizing any one (1) from Mr. Jose C. Lee, Irene C. Lee or Mr. John Oliver Pascual to be the authorized representative and signatory on all requests, reports and other pertinent documents required by the Home Development Mutual Funds (HDMF) in behalf of Philinterlife.
November 29	11-1	Approval and confirmation of the minutes of the Executive Committee meeting held last 25 November 2019
	11-2	Authorizing Mr. Eduardo Barlis or Mr. John Paul Gamao to represent and collect premium and policy loan payments for DepEd NCR, Region 4A, 4B and ARMM. They are also authorized to pick up and received memos, contracts and other pertinent documents addressed to Philinterlife.

	11-3	Authorizing Mr. Eduardo Barlis or Mr. John Paul Gamao to represent and collect premium and policy loan payments for DepEd Cordillera Administrative Region (CAR) and Region 1. They are also authorized to pick up and received memos, contracts and other pertinent documents addressed to Philinterlife.
December 20	12-1	Approval and confirmation of the minutes of the Executive Committee meeting held last 18 December 2019
	12-2	Renewal of business license and authorizing Mr. Ramon P. Garcia to transact with the Department of Education for Region IV-B.
	12-3	Renewal of business license and authorizing Ms. Evangeline Caño to transact with the Department of Education for Region V
	12-4	Renewal of business license and authorizing Ms. Analyn Dela Rosa to transact with the Department of Education for Region XI.
	12-5	Authorizing Ms. Analyn Dela Rosa or Ms. Teresita Lerio to collect premium and policy loan payments in behalf of Philinterlife from various DepEd Divisions in Davao.
2020		
January 31	1-1	Declaration of one (1) Board seat vacant and Chairman of the Board position due to the untimely demise of Mr. Angel Ong.
	1-2	Approval and confirmation of the minutes of the Executive Committee meeting held last 29 January 2020
	1-3	Approval and Ratification of R.P. De Vera Law office to represent Philinterlife on the Philippine Competition Commission (PCC) case.
	1-4	Authorizing Mr. Eduardo Barlis or Mr. John Paul Gamao to represent and collect premium and policy loan payments for DepEd Division of Manila. They are also authorized to pick up and received memos, contracts and other pertinent documents addressed to Philinterlife.

	1-5	Authorizing Mr. Jose C. Lee, President, to sign, negotiate and execute in behalf of Philinterlife the Deed of Sale to transfer ownership for one (1) cash buyer at Xevera, Mabalacat, Pampanga
	1-6	Authorizing Ms. Liesel Gabayno to represent the company to transact with various government agencies for the transfer of ownership to Mr. Llyod Cotingguy.
February 28	2-1	Approval and confirmation of the minutes of the Executive Committee meeting held last 26 February 2020
	2-2	Nominated and newly-elected Mr. Rickson Ong as member of the Board of Director.
	2-3	Nominated and elected Ms. Carmelita Tan as Chairman of the Board
	2-4	Ratification of Mr. Carlos C. Lee Jr. as member of the Executive Committee
March 27	3-1	Approval and confirmation of the minutes of the Executive Committee meeting held last 24 March 2020
May 29	5-1	Approval and confirmation of the minutes of the Executive Committee meeting held last 27 May 2020
	5-2	Authorizing Mr. Jose C. Lee, President, to represent Philinterlife to act and vote at the Annual Stockholders' Meeting of A. Soriano Corp. on June 17, 2020
	5-3	Approval and ratification on the postponement of Philinterlife's Annual Stockholders' Meeting to from July 15, 2020 to September 11, 2020.
June 26	6-1	Approval and confirmation of the minutes of the Executive Committee meeting held last 24 June 2020
	6-2	Approval and Ratification on the price increase of the company's Chateau Valenzuela units by 10%.

STATEMENTS OF FINANCIAL POSITION
 As of the years ended December 31

	Notes	2019	2018
ASSETS			
CURRENT ASSETS			
Cash and Cash Equivalents	4	₱ 38,324,532	₱ 46,755,693
Policy Loans	5	28,729,132	33,036,678
Due from Agents	6	2,471,872	2,476,167
Due from Life Insurance Pools	7	5,471,243	2,730,327
Loans and Other Receivables - Current	8	44,645,817	1,172,875
Total		₱ 119,642,598	₱ 86,171,740
NONCURRENT ASSETS			
Investments	9	₱ 1,045,293,337	₱ 979,781,844
Property and Equipment, net	10	4,969,510	5,500,026
Other Receivables - Noncurrent	11	23,980,205	29,597,864
Other Assets	12	4,064,917	4,261,845
Total		₱ 1,078,307,969	₱ 1,019,141,580
TOTAL ASSETS		₱ 1,197,950,565	₱ 1,105,313,320
LIABILITIES AND EQUITY			
LIABILITIES			
CURRENT LIABILITIES			
Unpaid Policy Claims	13	₱ 10,148,747	₱ 8,033,226
Accounts Payable and Other Liabilities	14	2,133,822	6,587,842
Total		₱ 12,282,569	₱ 14,621,068
NONCURRENT LIABILITIES			
Legal Policy and Reinsurance Reserves	15	₱ 67,591,087	₱ 75,229,415
Deferred Tax Liability	9		59,013,076
Total		₱ 67,591,087	₱ 134,242,491
TOTAL LIABILITIES		₱ 79,873,656	₱ 148,863,560
EQUITY			
Share Capital	16	₱ 250,000,000	₱ 250,000,000
Other Reserves	9	203,986,393	156,226,965
Retained Earnings	Exhibit E	664,090,516	550,222,795
TOTAL EQUITY		₱ 1,118,076,909	₱ 956,449,760
TOTAL LIABILITIES AND EQUITY		₱ 1,197,950,565	₱ 1,105,313,320



STATEMENTS OF INCOME
 For the years ended December 31

	Notes	2019	2018
Net Premiums	17	₱ 21,184,071	₱ 12,910,713
Direct Underwriting Expenses	18	(25,084,743)	(18,861,747)
Net Underwriting Income		(3,900,672)	(5,951,034)
Decrease in Legal Policy Reserves	15	19,032,753	11,388,288
Operating Expenses	18	(43,921,385)	(40,440,157)
Income from Operation		(28,789,305)	(35,004,903)
Other Income	17	129,974,264	81,552,026
Income for Provision for Income Tax		101,184,959	46,547,124
Provision for Income tax	19	(2,688,240)	(4,852,387)
Net Income		₱ 98,496,719	₱ 41,694,737

Exhibit B



EXHIBIT C - 2020

BOARD OF DIRECTORS AND OFFICERS (AS OF JULY 31, 2020)

**TAN,
CARMELITA**

- Chairman of the Board (February 2020 – Present) – Philippines International Life Insurance Co., Inc.
- Director (1992 – Present) – Filipino Loan and Credit Corp

LEE, JOSE C.

- President – (1983 – Present) - Philippines International Life Insurance Co., Inc.
- President of the Executive Committee (1983 – Present) - Philippines International Life Insurance Co., Inc.
- Member – Remuneration Committee - Philippines International Life Insurance Co., Inc.
- Member – Nomination Committee - Philippines International Life Insurance Co., Inc.
- Chairman and President – (1986 – Present) - Rizal International Restaurant Inc.
- Chairman and President – (1981 – Present) – Filipino Loan and Credit Corp.

LEE, ERIC C.

- Director – (2013 – Present) - Philippines International Life Insurance Co., Inc
- Senior Vice President – (2012 – Present) - Philippines International Life Insurance Co., Inc.
- Member – Remuneration Committee – Philippines International Life Insurance Co., Inc.
- VP for Sales – (1990 – Present) – Highland Lumber and Construction Supply
- VP for Administration – (2000 – Present) – Jolly Dormitory

LEE, EDMUND C.

- Director – (2012 – Present) - Philippines International Life Insurance Co., Inc.
- Member of the Executive Committee (2017 – Present) - Philippines International Life Insurance Co., Inc.
- Member (Non-Executive) – Audit Committee - Philippines International Life Insurance Co., Inc.

- VP for Administration – (1990 – Present) – Highland Lumber and Construction Supply
- VP for Operations – (2011 – Present) - Rizal International Restaurant Inc.

LEE, EDWIN C.

- Director – (1998 – Present) - Philippines International Life Insurance Co., Inc.
- Member – Nomination Committee – Philippines International Life Insurance Co., Inc.
- VP for Operations – (1990 – Present) – Highland Lumber and Construction Supply
- VP for Operations and Administration – (2000 – Present) - Jolly Dormitory

PASCUAL, JOHN OLIVER

- Director and Treasurer (1993 – Present) – Philippines International Life Insurance Co., Inc.
- Member of the Executive Committee (1993 – Present) - Philippines International Life Insurance Co., Inc.
- Chairman – Corporate Governance Committee - Philippines International Life Insurance Co., Inc
- Manager – (1993 – Present) - Filipino Loan and Credit Corp.

LEE, CARLOS JR.

- Director – (2014 – Present) - Philippines International Life Insurance Co., Inc.
- Member (Non-Executive) – Audit Committee - Philippines International Life Insurance Co., Inc.
- VP for Administration – (2000 – Present) - Rizal International Restaurant Inc.

TROUTMAN JESSE

- Independent Director – (2014 – Present) - Philippines International Life Insurance Co., Inc.
- Member of the Executive Committee (2015 – Present) - Philippines International Life Insurance Co., Inc.
- Chairman – Audit Committee - Philippines International Life Insurance Co., Inc.
- Member – Corporate Governance Committee - Philippines International Life Insurance Co., Inc.

**ORTAÑEZ,
BRENDA**

- Director – (1986 – Present) - Philippines International Life Insurance Co., Inc.

**SANTOS, GARY
JASON**

- Independent Director – (2011 – Present) - Philippines International Life Insurance Co., Inc.
- Chairman – Nomination Committee - Philippines International Life Insurance Co., Inc.
- Chairman – Remuneration Committee - Philippines International Life Insurance Co., Inc.
- Member – Corporate Governance Committee - Philippines International Life Insurance Co., Inc.
- Comptroller – (1993 – Present) – Monti Textile Mfg. Corp.

ONG, RICKSON

- Director – (February 2020 – Present) - Philippines International Life Insurance Co., Inc.
- President – (1998- Present) – AO Knitting
- Chairman of the Board – (2010 - Present) – Monti Textile Mfg. Corp.
- Treasurer – (2013- Present) – Happy Bunny Enterprise Inc.

LEE, IRENE C.

- Corporate Secretary – (2015 – Present) - Philippines International Life Insurance Co., Inc.
- Member of the Executive Committee (2013 – Present) - Philippines International Life Insurance Co., Inc.
- VP – Operations/Administration and Business Development – (2015 – Present) - Philippines International Life Insurance Co., Inc.
- VP Marketing – (2005 – Present) - Filipino Loan and Credit Corp.
- Graduate of AB Psychology and BSC Accounting at De La Salle University

EXHIBIT D - July 2019- July 2020

	17-Jul-2019	30-Aug-2019	27-Sep-2019	25-Oct-2019	29-Nov-2019	20-Dec-2019	31-Jan-2020	28-Feb-2020	27-Mar-2020	29-May-2020	26-Jun-2020	30-Jul-2020	Total	
JOSE C. LEE	1	1	1	1	1	1	1	1	1	1	1	1	12	100%
ANGEL ONG	1	1	1	0	0	0							3	25%
ERIC C. LEE	1	1	1	1	1	1	1	1	1	1	1	1	12	100%
EDWIN C. LEE	1	1	1	1	1	1	1	1	1	1	1	1	12	100%
EDMUND C. LEE	1	1	1	1	1	1	1	1	1	1	1	1	12	100%
JOHN OLIVER PASCUAL	1	1	1	1	1	1	1	1	1	1	1	1	12	100%
CARLOS C. LEE JR.	1	1	1	1	1	1	1	1	1	1	1	1	12	100%
CARMELITA TAN	1	1	1	1	1	1	1	1	1	1	1	1	12	100%
BRENDA ORTAÑEZ	1	1	1	1	1	1	1	1	1	1	1	1	12	100%
JESSE TROUTMAN	1	1	1	1	1	1	1	1	1	1	1	1	12	100%
GARY JASON SANTOS	1	1	1	1	1	1	1	1	1	1	1	1	12	100%
Rickson Ong									1	1	1	1	4	33%

EXHIBIT E - 2019-2020**SEMINARS ATTENDED - JULY, 2019 TO JUNE, 2020**

DATE	TOPIC	ATTENDEE
12-Jul-2019	IMPLEMENTATION OF THE P5,000 NET TAKE HOME PAY FOR THE DEPED PERSONNEL FOR FISCAL YEAR 2019	ANDY TAN
23-Jul-2019	THE 2019 CONTINUING MEDICAL EDUCATION	DRA. GERTRUDES GONZALES
25-Jul-2019	WIN GOOD CUSTOMERS, DETECT AND ELIMINATE FRAUD	ELDEVER DEVILLES
29-Jul-2019	TRAINING FOR UPLOADING SYSTEMS	ELDEVER DEVILLES VINCENT MAIO LIBO-ON
15-Aug-2019	CORPORATE GOVERNANCE	IRENE C. LEE JULIETA TAMAYO
11-Sep-2019	BIR ORIENTATION: TAX AMNESTY ON DELINQUENCIES	CHARLOTTE ANNE SISON
9-Oct-2019	DPO ACE LEVEL 1 CERTIFICATION PROGRAM FOR NON-LIFE INSURANCE SECTOR	ELDEVER DEVILLES
28-Oct-2019	TRAINING FOR ONLINE UPLOADING SYSTEMS	JULIETA TAMAYO ELDEVER DEVILLES MAE RACHEL SHAEA DINGLE
29-Oct-2019	AML CTF TRAINING FOR INSURANCE SECTOR	EDGARDO CORBE
20-Nov-2019	MID TRAINING	ELDEVER DEVILLES ANGELITA TALINS VINCENT MAIO LIBO-ON DESIREE KIM ROXAS
20-Feb-2020	ADVANCED MEDICAL UNDERWRITING COURSE	REGINA LADRA DESIREE KIM ROXAS



PHILIPPINES INTERNATIONAL LIFE INSURANCE COMPANY, INC.

3rd Floor, Tanco Building, 55 Timog Avenue cor. Tomas Morato, Quezon City, Metro Manila, Philippines 1103
Tel: 371-4589 371-4590 415-4396 Tel/Fax: 371-4585

"64 Years of Service to the Filipino People"

Company Profile:

Philippines International Life Insurance Company Inc. (PHILINTER) offers the best kinds of insurance protection for your particular need. For more than sixty four (64) years, PHILINTER has emerged and succeeded as one of the top insurance companies in the industry with a vertical record of exemplary service and dedication to thousands of Policy holders, private and public school teachers, organizations and corporate clientele.

PHILINTER's strength comes from the exemplary and dynamic leadership of its management and high valued services provided by its pragmatic workforce for and good quality and prompt service to all of its clientele.

It is PHILINTER Vision and Mission:

"Vision" – 'to uphold the trust and confidence of the public on insurance investment and provide policy holders with return of utmost benefits of financial service and security'.

"Mission" - 'to establish a wide range of insurance products and programs and related services that could provide every Filipino family the security and protection it deserves.

Continuous and extensive studies and aggressive sales programs supported by strong determination and dedication to sustain the company's thrust toward the attainment of its vision and enhancing its service.

CORE VALUES:

PHILINTER is governed and administered under its Core Values (PILICI):

P- Professionalism:

Providing high standard of service that defines support, trust, confidence in every engagement with clients to build a strong business relationship.

I - Integrity:

Protecting and maintaining good records in service and practice ethical standards in business with the commitment to improve and strengthen our foundation through time.

L- Loyalty:

Upholding our responsibility with our clients to provide the best insurance program that equates with their desire and capacity as partners bind by trust and confidence.

I - Insightful:

Focused minds and collective efforts are the pillars of our business expand our horizon in knowledge and experiences to adapt in changing times.

C- Commitment:

Dedication and teamwork strengthen our actions to deliver truthfully and rightfully the returns of public investments.

I - Innovation:

Investing time and efforts to find new and productive means and avenues that would stretch and maximize the value of our resources in order to serve well our clients.

Member: Philippine Life Insurance Association, Inc.