

**Chairman:** Mr William R Cu Unjieng

#### Senior Management

Mr Eusebio H Tanco (President)  
 Mr Arsenio N Tanco (Senior Vice President)  
 Ms Ester T Gabaldon (Senior Vice President)  
 Ms Regina T Gonzales (Vice President)  
 Mr Rodelio V Cruz (General Manager)  
 Ms Dyesebel S Penafiel (Vice President, Comptroller)  
 Mr Abelardo P Tan (Vice President, Production (Visayas & Mindanao))  
 Mr Mitchell Randolph L Uy (Vice President, Marketing)  
 Atty Leoncio L Rivera Jr (Vice President, Admin)  
 Ms Ruth R Nario (Vice President, Finance / Treasurer)  
 Ms Lucila P Barbosa (Vice President, Admin for Branches & Agencies)

## Pioneer Asia Insurance Corporation

*Head Office*

#### Business Address

4th Floor, A & T Building, 244 Escolta, Binondo, Manila, Philippines

Tel: 63-2-241 0594 - 98 Fax: 63-2-242 9392  
 Email: paicph2@yahoo.com

**Incorporated** 1963 / Philippines

#### Classes Written

General: Accident, Casualty, Engineering, Marine Cargo, Motor, Bonds, Fire, Liability, Surety

#### Substantial Shareholders

Pioneer Insurance & Surety Corporation (19.57%)  
 Bancasia Finance & Investment Corporation (14.73%)  
 Pioneer Allianz Life Assurance Corporation (10.73%)

## Pioneer Insurance & Surety Corporation

*Head Office*

#### Business Address

Pioneer House Makati, 108 Paseo de Roxas, Legaspi Village, Makati City 1229, Philippines

Tel: 63-2-812 7777 Fax: 63-2-817 1461  
 Email: info@pioneer.com.ph  
 Website: www.pioneer.com.ph

**Incorporated** 1954 / Philippines

#### Classes Written

Accident, Aviation, Casualty, Engineering, Marine Cargo, Motor, Bonds, Fire, Liability, Marine Hull, Surety

#### Top Five Classes Written in P'000 (at 2009)

Classes Written	Gross Prem	% of own Total Prem	In-Charge
Fire	675,131	31.00	Mr Armand M Pesigan
Hull <sup>1</sup>	430,272	19.76	
Motor	398,630	18.30	Mr Juan M Perez
General			Ms Jennifer C Tolentino
Accident	252,287	11.58	
Misc <sup>2</sup>	421,654	19.36	

<sup>1</sup> Mr Roderick Gil R Narvacan is in-charge.

<sup>2</sup> Mr Patrick Alfred A So, Mr James P Quin, Atty Ma Olivia C Valera are in-charge.

#### Substantial Shareholders

Pioneer, Inc (55.09%)

**Chairman:** Mr Ernesto O Chan

#### Senior Management

Mr David C Coyukiak (President & Chief Executive Officer)  
 Mr Ernesto O Chan (Senior Vice President, Treasury)  
 Ms Sally C Ong Pac (Senior Vice President, Accounting)  
 Ms Betty D Medialdea (Senior Vice President, Marine & Aviation)  
 Mr Raul B Talatala (Senior Vice President, Non-Marine)  
 Mr Uvilfredo J Agor (Senior Vice President, Branches)  
 Ms Candy M Blaylock (Senior Vice President, Shared Services)  
 Mr Francisco O Chan (Senior Vice President, Business Development)

#### Share Capital (at 31 Dec 2009)

Authorised Capital	P300,000,000
Paid-up Capital	P300,000,000
Shareholders Fund	P5,441,489,343

*Financial Year End: December*

#### Financial Indicators in P'000

Year	2007	2008	2009
Gross Premium	1,939,732	2,149,990	2,177,974
Net Premium	681,752	814,714	852,905
Underwriting Profit	280,940	270,977	230,672
Technical Reserves	1,707,731	1,977,045	2,690,484
Profit before tax	121,751	176,115	24,910
Total Assets	6,787,931	9,113,825	9,997,526
Investment Income	163,857	256,940	182,556

#### Regional Office

Pioneer Insurance & Surety Corporation  
 Rm 2701, Shun Tak Centre, West Tower, 200 Connaught Road, Central, Hong Kong

Tel: 852-2559 4011 Fax: 852-2858 1640  
 Email: info@pioneerinsurance.com.hk  
 Website: www.pioneer.com.ph

#### Regional Office - Senior Management

Mr Andy W H Kwok (General Manager)  
 Ms Irene Chow (Branch Manager)