

ALSONS INSURANCE BROKERS CORPORATION



**The First and Only ISO 9001:2000 Certified
Insurance and Reinsurance Broker in the
Philippines**

A living proof of our dedication

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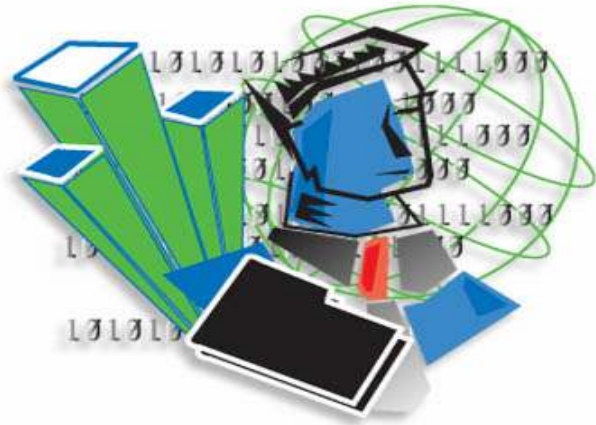
ABOUT US

The Nature of Our Business:

INSURANCE BROKERAGE

In our desire to help protect corporations, individuals, and their properties from the unexpected, we have chosen to be a premiere insurance service provider. As an Insurance Broker, our aim is to get the best terms and coverage, at the least cost and with the greatest benefit to you. We are your partners, your extension office.

That is the nature of our business. No charge is passed on to you or your company for our services. Through direct dealings, we have the capacity to negotiate with various local insurers. Our Reinsurance facility gives us access to several foreign insurance companies throughout the world. Our contacts with the best insurance companies in the country and abroad helps us create a suitable coverage plan. Our personalized style of service guarantees that you get the precise and prompt response in all aspect of your insurance coverage. To serve you and your needs in the best way possible, that is our business mission.



OUR CORPORATE PROFILE

ALSONS INSURANCE BROKERS CORPORATION (AIBC) WAS INCORPORATED IN 1972. INITIALLY, AIBC WAS ORGANIZED TO PACKAGE AND SERVICE THE VARIOUS COMPLEX INSURANCE NEEDS OF ITS AFFILIATES WITHIN THE ALCANTARA GROUP. SINCE THEN, AIBC HAS GROWN TO PROVIDE LIFE AND NON-LIFE INSURANCE COVERAGE FOR CORPORATE AND INDIVIDUAL ACCOUNTS. TODAY, THEIR CLIENT LIST HAS GROWN TO INCLUDE SOME OF THE TOP CORPORATIONS AND ILLUSTRIOUS INDIVIDUALS IN THE COUNTRY. WITH THE RIGHT GUIDING PRINCIPLES AND A STRONG DETERMINATION TO REACH THEIR GOALS, IT IS NOT SURPRISING TO SEE HOW SUCCESSFUL AIBC HAS BEEN IN THEIR CHOSEN FIELD.



Our Vision

To be a leading provider of risk management and insurance services in the Philippines, the Asia Pacific and other emerging economies.

Our Mission

To our Clients

To secure their interests by providing:

- Comprehensive risk assessment services and insurance consultation
- Acquisition of competitive insurance packages from a select group of insurers
- Competent technical and claim support services
- Continuous product research and development

To serve with INTEGRITY & EXCELLENCE

To our Employees

- To provide continuous training and personal development
- To maintain a spirit of teamwork that will pave the way in the effective & efficient accomplishment of our tasks

To our Suppliers

- To maintain a mutually beneficial business relationship

To our Stakeholders

- To provide a fair return on their investment
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Knowing the Client is the Key

WHILE OTHERS CONSIDER THIS ONLY ONE ASPECT OF THEIR BUSINESS, AT AIBC, CONSULTATION AND RISK MANAGEMENT IS THE KEY TO PROVIDING INSURANCE COVERAGE THAT IS PRECISE, PERSONALIZED AND FASTIDIOUSLY PREPARED. IT STARTS WITH THE RIGHT CLIENT RELATIONSHIP. AIBC TAKES A CLOSE LOOK AT YOUR SPECIFIC NEEDS AND CAREFULLY EVALUATES YOUR RISK EXPOSURES. WE THEN PROVIDE YOU WITH A DETAILED STUDY OF YOUR INSURANCE COVERAGE, LOSS EXPOSURES, SAFETY & OPERATION PROCEDURES TO SEE IF YOU ARE GETTING YOUR MONEY'S WORTH FROM YOUR CURRENT INSURANCE PROGRAM FROM BOTH LIFE AND NON-LIFE INSURERS. THIS IS TO DETERMINE IF THERE IS A DUPLICATION OF INSURANCE COVERAGE, AND CHECK IF YOU ARE UNDER- OR OVER-INSURED. ALL OF THESE PREPARATIONS HELP AIBC IN SETTING UP AN INSURANCE PACKAGE THAT IS TAILOR-FIT TO MEET YOUR NEEDS.

No two clients are alike. Each one has specific needs that can only be addressed with the right service attitude and proficient handling.

Comprehensive Coverage, Guaranteed Protection

For every need or potential risk, there is a corresponding insurance coverage that can fit that specific requirement and help protect you. At AIBC, this is our true expertise. We evaluate and recommend insurance programs and policies suited to your specific needs. From our extensive list of reputable insurers and re-insurers local and abroad, AIBC identifies and presents to you the best terms and conditions available, taking into consideration premium costs, loss experience & probabilities & deductible amount. AIBC also provides insurance seminars on various plans, the scope of cover and pertinent policy conditions / exclusions, including collection and claims handling.

Our Integrated Insurance Brokerage System allows our people to access your file and insurance history in a few keystrokes. This provides us with a better opportunity to maintain an updated data file of various insurance policies and provide an effective monitoring system on employee & property listings, claims & payment status and other pertinent information in a prompt & efficient manner.

It is this type of customer service that has helped AIBC maintain long-standing client relationships with some of the top companies in the country.



We've Got You Covered.



At AIBC, there is no limit to the insurance coverage we can provide for you. Whether it's an industrial plant, floating company asset, employee benefits, your private transportation or home, we can design a comprehensive plan that can fit those specific requirements and protect you. Our experienced group of Marketing and Accounts Officers work closely with you, properly evaluating every risk factor and possible eventuality. Their ability to assimilate each aspect of your business or property and professionally manage your insurance needs is a testament to their skills. Armed with a proprietary computer program, they can access and update your coverage needs each time you consult them.

From Luzon to Visayas and Mindanao, AIBC has established a presence and built a reputation that is backed by years of continuous success and a growing directory of A-List clients. Our coverage grows but our focus remains the same: personalized service that is professionally sound. No matter what you or your business needs, we will find the best coverage for it.

Product Line

I. PROPERTY & ENGINEERING INSURANCE

- FIRE AND ALLIED PERILS INSURANCE
- HOMEOWNER'S COMPREHENSIVE INSURANCE
- CONTRACTOR'S ALL RISK/ERECTION ALL RISK INSURANCE
- BOILER AND MACHINERY INSURANCE
 - ❖ DATA PROCESSING INSURANCE
 - ❖ ELECTRONIC EQUIPMENT INSURANCE
 - ❖ SPECIAL RISKS INSURANCE
 - ❖ VALUABLE PERSONAL ARTICLES INSURANCE
 - ❖ PERSONAL EFFECTS INSURANCE
 - ❖ GASOLINE DEALERS INSURANCE PACKAGE

- COMPREHENSIVE CRIME INSURANCE : ROBBERY & BURGLARY
- INDIRECT/CONSEQUENTIAL LOSS INSURANCE
 - ❖ BUSINESS INTERRUPTION/LOSS OF PROFITS
 - ❖ RENT AND RENTAL VALUE INSURANCE
 - ❖ EXTRA EXPENSE INSURANCE

II. LIABILITY AND CASUALTY INSURANCE

- COMPREHENSIVE GENERAL LIABILITY INSURANCE
- COMPREHENSIVE PERSONAL LIABILITY INSURANCE
- EXPORT PRODUCTS LIABILITY INSURANCE
- FIDELITY GUARANTEE
- GOLFER'S INSURANCE
- HOLE-IN-ONE INSURANCE

III. MOTOR INSURANCE

- LOSS OR DAMAGE
- THIRD PARTY LIABILITY
- ACCIDENT TO PASSENGER/DRIVERS
- MEDICAL PAYMENTS

IV. MARINE INSURANCE

- MARINE CARGO INSURANCE
- OCEAN
 - A. INTER-ISLAND
 - B. IN-LAND
 - ❖ MARINE HULL
 - ❖ AVIATION HULL

V. ACCIDENT & HEALTH INSURANCE

- GROUP INSURANCE COVERAGE
 - A. ACCIDENTAL DEATH & DISMEMBERMENT
 - B. BUSINESS TRAVEL ACCIDENT
 - C. COMPREHENSIVE MEDICAL (HMO / REIMBURSEMENT PLAN)
- PERSONAL INSURANCE COVERAGE
 - A. INDIVIDUAL MEDICAL BENEFITS
 - B. FAMILY PERSONAL ACCIDENT
 - C. TRAVEL ACCIDENT

VI. SURETY BONDS

VII. PRE-NEED PLANS

VIII. LIFE INSURANCE



Recognition Is Our Validation

Our main thrust has always been to provide quality insurance services to our clients and on October 27, 2000 our efforts were rewarded. AIBC was awarded the BS EN ISO 9002:1994 certification, and on May 21, 2002 was certified to ISO 9001:2000 version. The certificate of registration was issued by Certification International Philippines, Inc. and Certification International UK Ltd.. AIBC is the first Insurance/Reinsurance Broker in the country to be ISO-certified. The International Organization for Standardization is an international federation of national standard bodies that has established a set of standards that measure the quality of a company's processes or procedures. When excellent procedures are followed consistently throughout the company, then there is little or no room for errors, shortcuts or mediocre performance. And that has been our goal from day one. With this recognition, AIBC joins the ranks of world-class companies that have effective quality management systems in place.

LIST OF COMPANIES UNDER THE ALCANTARA GROUP

INDUSTRIAL PRODUCTS

ALSONS STEEL FORMING DIVISION
C. ALCANTARA & SONS INC.
REFRATORIES CORP. OF THE PHILS.

POWER & ENERGY GENERATION

ALSONS SECURITY COMPANY INC.
SOUTHERN PHILS. POWER CORP.
WESTERN MINDANAO POWER CORP.
ALTO POWER MANAGEMENT CORP.
LIMA UTILITIES CORPORATION
P.T. MAKASSAR POWER CORP. (Indonesia)
MORNING STAR POWER PLANT (Vietnam)
NINGBO GANGCI POWER PLANT LTD. (China)

AGRIBUSINESS & FORESTRY PLANTATION

DAVAO INDUSTRIAL PLANTATION INC.
SARANGANI CATTLE CO.
SARANGANI AGRI. CO., INC.
BUAYAN CATTLE CO.
FINFISH HATCHERIES INC.
ALSONS AQUACULTURE CORP.
AQUASUR RESOURCES CORP.

REALTY & DEVELOPMENT

ALSONS DEV. & INVESTMENT CORP
ALSONS LAND CORP.
ALSONS HOLDINGS INC.
ALSONS CONSOLIDATED RESOURCES INC.
LIMA LAND, INC. joint venture with MARUBENI CORPORATION
LIMA WATER CORPORATION

TRANSPORTATION & ALLIED SERVICES

ALSONS/ADTX INFORMATION
SYSTEMS, INC
ALSONS INSURANCE BROKERS
CORPORATION
SOUTH STAR AVIATION CO., INC
CONAL CORPORATION

MARKETING & DISTRIBUTION

MARKET DEVELOPERS INC.
LIMA LOGISTICS SERVICES CORP.
LIMA LOGISTICS CORP


CORPORATE CLIENTS

(PARTIAL LIST)

Automotive Management Center, Inc.
Bicol Oil Mills
Cavite Nagano Seiko, Inc.
Chevron Philippines Inc.
Delta P., Inc.
Directories Phils. Corporation
Eagle Ridge Golf & Country Club
Eagle Ridge Microtel Inn
EMCOR
Good Earth Cuisine
Hitachi Asia, Ltd.
Iligan Cement Corp.
Karumona Nagano Seiko, Inc.
Komyo Philippine Logistic Service Corporation
Lima City Hotel, Inc.
MG Exeo Network, Inc.
MM Steel Service Corporation
Murata Electronics Phils., Inc.
Music Museum Group, Inc.
Nomura Securities Phils., Inc.
OEM International Trading
Pasto Café Bar, Inc.
Petronas Energy Phils., Inc.
Philippine Agricultural Aviation Corporation
Philippine Coastal Storage & Pipeline Corporation
Philippine Nagano Seiko, Inc.
Pilipinas Hitachi Cable Precision, Inc.
Rancho Palos Verde Golf & Country Club
Relzbach Ventures, Inc.
La Fayette Mining Ltd &/or Rapu-Rapu Minerals Inc.
Sagittarius Mines Inc.
Sohbi Kohgie (Phils.), Inc.
Suburbia Automotive Ventures, Inc.
Teleperformance Phils., Inc.
Tosoh Polyvin Corporation
Wartsila Phils., Inc.



In summary, we present to you the highlights of AIBC's services

- **One of the Top Direct Brokers in the Philippine Insurance Industry for more than three decades**
 - **Among the Top Ten Reinsurance Brokers in the Philippines with a wide range of accredited and highly rated local & foreign Re-insurers**
 - **First and Only ISO 9001-2000 Certified Insurance Broker in the Philippines ensuring efficiency management**
 - **Personalized services guaranteeing custom tailored, cost efficient insurance programs**
 - **Convenient and FREE policy assessment and insurance consultations**
 - **Comprehensive Risk Management Services**
 - **Prompt and efficient claims handling and accounts management services**
 - **Highly trained technical and claims staff ready to assist clients**
 - **Extensive experience on local and foreign insurance practice including standard and specialist insurance lines**
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We present the A - TEAM dedicated to be of service to your needs:

- ❖ **MARCO C. ALCANTARA**
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