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KGI MUTUAL BENEFIT ASSOCIATION INC.

Lot 25, Block 12, Sta. Monica Subdivision, Subic, Zambales Telefax: (047) 232-1871 E-mail: <u>kgi\_mba@yahoo.com</u>

	N 10:05 /	OF THE BOARD OF TRUSTEES Aay 17, 2019 A.M. – 12:40 P.M.
	Board Room, Lot 25, Block	12, Sta. Monica Subd., Subic, Zambales
TR	USTEES PRESENT:	
	Mrs. OFELIA C. BESARRA -	President
	Mrs. LETICIA C. CASTILLO -	Vice President
	Dr. RICARDO S. REYES JR	Independent Member/Board Secretary/Corporate Secretary/ Nomination Committee Chairperson
	Mrs. SONIA L. YAPE-	Treasurer
	Mr. ALEX L. LABSAN-	Member
	Mrs. JONALIE A. BONILLA-	Member
	Mrs. PIEDAD D. MATIAS-	Independent Member/Audit Committee Chairperson
BC	OARD OF ADVISERS:	
DC	The of the viseks.	
	Mr. MARLOU R. CONCEPCION	KGMI President
	Mr. RUBEN A. RIANZARES	KGMI Executive Director
	Mr. JOAN A. CORTEZ	KGMI Senior Operations Director
	Mr. RONALD V. TACTAQUIN	KGMI Finance & Admin Director
	Mr. SONNY GUIANG	KGMI R&D Director
IN	ATTENDANCE:	
	Mrs. MARY JANE N. CONCEPCI	8
	Mrs. EDNA E. MEDIARIO	Operations Officer
	Mr. RONALD PASCUA	MIS Staff
	Mrs. CRISTALYNESTEL	Bookkeeper
	Ms. CARMI G. MULI	Recording Secretary
	Mrs. GINALYN CIPRIANO	Internal Audit Manager
		Internal Plant Planger
IN	VITED GUESTS:	
	MBA COORDINATORS	
	Mrs. DOLORES D. MEDINA	San Fernando, Pampanga Branch
	Mrs. ELSA E. JAMINAL	Subic Branch
	Mrs. ROSARIO BATINGA	San Felipe Branch
	Mrs. CYNTHIA BUENA	Quezon City Branch
	Mrs. FE CACERES	Malate Branch
	Mrs. MA. CECILIA L. GOMEZ	Hermosa Branch
	Mrs. MARIA SALVACIONLANIBA	Kalookan Branch
	Mrs. MA. NEWLITA SANTIAGO	Camarin Branch
	Mrs. RUBYLYNESTONG	Sta. Cruz Branch
	Mrs. ELOISA PRADO	Bani Branch
	Mrs. LIBERTY ARELLANO	Candelaria-Masinloc Branch
	Mrs. DEMETRIA MERZA	Infanta Branch
	Mrs. ROSEMARIE B. PETILO	Palauig Branch
	Mrs. ERNA DERAIN	Iba Branch Tacha Davach
	Mrs. MA. THERESA I. IGNACIO	Tarlac Branch

58 59 60 61	Mrs. ELIZ. Mrs. JONA	ETA ANOŃUEVO ABETH F. FILLALAI M S. de MESA LYN VILLANUEVA	N San Dolor	ayen Branch Marcelino Branch Igapo Branch illejos Branch			
62 63 64	Mrs. PREC Mrs. TERE	CY D. VALDEZ ESITA J. dela CRUZ DA BICCAY	San I Ange	Fernando, La Union I eles Branch ilo Branch	Branch		
65 66 67	I. INVOCA	ΓΙΟΝ					
68 69	Trustee Susan Paj	alla led the invocation	on.				
70 71 72	II. PROOF C	F NOTICE OF THE	E MEETING				
73 74	The President call in this meeting.	led the Secretary to c	call and count if all	expected attendees	are physically present		
75 76 77	III. PROOF C	F QUORUM					
78 79 80	Out of 10,208 voting members, there were 5,454 proxy votes gathered and 7 voting memberspresent in person or 53.50%, thus, the presence of quorum was declared.						
81 82	IV. CALL TO	ORDER:					
83 84 85	President Ofelia C order at 10:05A.M		rmination of the p	resence of a quorum	a called the meeting to		
86 87 88		resident welcomed Coordinators to the			dvisers, Management MBA.		
89 90	V. READING	G AND APPROVAI	OF THE MINUT	ES OF THE 2018 E	OARD MEETING		
91 92 93	-		-	-	eing no correction or )18 stand approved as		
94 95 96	The votes for the a	approval of the minu	tesof May 18, 2018	3 Annual General M	eeting are as follows:		
	TOTAL VOTING MEMBERS	VOTES CAST	VOTES APPROVING	VOTES DISSENTING	ABSTAINING		
97	10,215	5,324	5,324	0	4,891		
98 99 100	VI. REPORT	OF THE PRESIDEN	νT				
101 102	President Ofelia (	C. Besarra was given	the floor and rende	ered the following r	eport:		
103 104 105		That it seemed like			ent and member of the but now, it is her last		
105			emotions- with	sadness that comes	with saying goodbye,		
107 108 109	At this po	what the future holds int, the President sta r 2018 including the	arted out the report		ary of the noteworthy this period.		
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110 That KGI-MBA has maintained its good standing in terms of legal perspective and 111 remained compliant with the government regulating agencies such as Bureau of Internal Revenue, 112 Securities and Exchange Commission and Insurance Commission thru the support and effort of the 113 management.

The association ensures that the newly elected members of the board attended the Governance and AMLA Workshop conducted by the Insurance Commission on May 29-31, 2018 and October 24-26, 2018 to enhance the board and staff knowledge on corporate governance and Anti-Money Laundering Act.

In addition, the board also attended Leadership Training Workshop onJuly25-27,2018
 facilitated by RIMANSI aiming to enhance theleadership skills of the board by learning how to
 organize and lead effective and successful meetings.

121 The association continue to build employee'scompetence with skills and knowledge 122 enhancement to increase productivity.Thus, in line with the continuing effort to improve the 123 competencies of KGI-MBA staff, the association attended the Annual Management Forum held in 124 Lucena City on August 16-17, 2018 and other related activities and programs for this advocacy.

That one of the achievements for the year is in view of KGI-MBA's plan for membership growth and expansions through partnership with new distribution channels. In this connection, the association has signed the Memorandum of Agreement with Subic Zambales Tricycle Operators and Driver's Association (TODA).

129 That as part of its corporate and social responsibility, KGI-MBA has provided emergency 130 relief assistance to the members severely affected by floods and heavy rains brought by typhoon 131 "Josie" on July 25-27, 2018.

That a total of 1,045 families from the branches of Olongapo, Subic, Hermosa, Lingayen
and San Fernandowere the recipient of KGI-MBA's relief assistance program in the amount of ₱
216,279.00.

That it is clearly evident that KGI-MBA is true to its commitmentingiving protection to low-income members against specific risks. That its coverage is beyond life and health insurance protection because even in times of calamity, disaster and unforeseen event the association is truly can depend on.

Another remarkable achievementis the renewal of license from the Insurance Commission
to continue the operations of KGI-MBA and provide the insurance benefits of the members and
their dependents, the said license has a three-yearvalidity period from 2019 until December 2021.

142 That thru the license secured, the members will be relieved from worrying so much about 143 their financial burdens in time of worst-case scenario or medical emergency situation.

KGI-MBA will uphold its commitment to provide life and health insurance to cover the
member and their families from various risks as the institution continue to live with its tagline "Sa *KGI-MBA Pamilya ay Nakaseguro, Benepisyo ay Sigurado*".

147That another highlights for the year is the Performance Evaluation conducted for the148association and the Evaluator is Mr. Robert Abao from Rimansi.

149 The President amplified the objective of PerformanceEvaluation in assessing the 150 performance and maturity of MI-MBA's. That the association's core of 87% out of 100% 151 indicates that there are areas of concerns and consideration needed to improve in the performance 152 of the association.

153 That one of the distinct observations of the evaluator is that there are members who are not 154 fully aware on some policies of KGI-MBA while other members are confused on the products of 155 KGI-MBA and KGI Cares.

President Besarra enjoined the MBA Coordinators (MBACs) to be proactive in enhancingthe product awareness programamong the members.

The MBACs should educate and inculcate to the members the association's policies, products and services to instill it to their heart and mind. So, the members can fully understand the insurance product offering of KGI-MBA and will be more appreciative about their membership.

161 That the association started theBasic Life Insurance Plan Enhancementin 2018 tofurther 162 enhance its existing product and services for a more comprehensive risk protection of its members 163 and to make the association more competitive. 164 That the new table of benefits and Revised BLIP Implementing Rules and Regulation is 165 still under the review and approval of the Insurance Commission. The association is looking 166 forward for the approval of the same within this year to give the utmost benefits and competitive 167 insurance package among the members.

To end her report, President Besarra expressed aheartfelt gratitude to the Board of Trustees, Board of Advisors, Management and Staff for their support, leadership, administrative expertise and commitmentto oversee the association's operations and direct the path of KGI-MBA.

172 The President conveyed a message to the incoming Board of Trustees to continue giving 173 outstanding serviceand accepting bigger and more challenging tasks that will yield to a high 174 quality of services and benefits to the members.

175 That may our Lord bless us with strength and perseverance to keep serving our fellow 176 members. The highest praise and thanks be unto the Lord, to God be the glory!

177 At this point, the President opened the floor to the members for any questions or 178 comments on the President's Report.There being none, upon deliberation, Trustee Matias moved 179 adopting the report of the President as presented.

181 Upon motion made by Trustee Piedad Matias duly seconded and approved by the members 182 assembled, the Board unanimously approved:

## Resolution No. 12-2019 Resolution Adopting the Report of the President

188 The votes for adopting the Report of the President are as follows:

TOTAL VOTING MEMBERS	VOTES CAST	VOTES APPROVING	VOTES DISSENTING	ABSTAINING
10,215	5,324	5,324	0	4,891

191 VII. REPORT OF THE TREASURER

193 Treasurer Mary Sonia Yape reported on the Financial Highlights for the year 2018.

That assets reached up to 78.54M in 2018 from 67.89M in 2017. The liabilities rose up to 51.6M in 2018 from 50.79M in 2017, the increased in liabilities comprises the equity value of members in the amount of 40.38M. The fund balance augmented from 17.09M in 2017 to 24.98M in 2018.

With regards to statement of receipts and expenses, the gross revenue inched up to 31.79Min 2018 from 24.88M in 2017.

This year, 13.89M is the total claims on death, TPD, HBRB and equity value as compared to 14.89M in the previous year.

The total operating expense decreased from 22.87M in 2017 to 5.85M in 2018. The result of operation reflected an income of 7.88M in 2018 in comparison to 2M in 2017 due toreversal of tax provision reflected in 2014.

That the fund balance (compose of retained earnings and guaranty fund of members) increased from 17.09M in 2017 to 24.98M in 2018.

That out of 24.98M fund balance, 12.90Mwill be allocated in the guarantee fund requirement of the Insurance Commission and the remaining 12.08M will be retained in the coppers of KGI-MBA.

The President inquired whether there were any questions or comments on the report, there being none, upon deliberation, Trustee Labsan moved adopting the report of the Treasurer as presented.

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Upon motion made by Trustee Labsan duly seconded and approved by the members assembled,
the Board unanimously approved:

## **Resolution No. 13-2019 Resolution Adopting the Report of the Treasurer**

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222 The votes for adopting the Report of the Treasurer as follows:

TOTAL VOTING MEMBERS	VOTES CAST	VOTES APPROVING	VOTES DISSENTING	ABSTAINING
10,215	5,324	5,324	0	4,891

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VIII. RATIFICATION OF THE AUDITED FINANCIAL STATEMENT FOR THE YEARENDED DECEMBER 31, 2018.

Bookkeeper Cristalyn Estel presented the Audited Financial Statement for the year ended
December 31, 2018, a copy of which is attached as ANNEX "A" and made as integral part of this
minutes. That the said Audited FS was duly filed in the BIR and SEC.

The Bookkeeper asked if there were any questions on the Audited Financial Statement of the company, and there being none, upon discussion, Trustee Castillomoved the approval of the Audited FS.

Upon motion made by Trustee Castillo duly seconded and approved by the members assembled,
the board unanimously approved:

Resolution No. 14-2019
<b>Resolution Ratifying the Audited</b>
Financial Statement
For the year ended
<b>December 31,2018</b>

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The votes for Ratifying the Audited Financial Statement are as follows:

TOTAL VOTING MEMBERS	VOTES CAST	VOTES APPROVING	VOTES DISSENTING	ABSTAINING
10,215	5,324	5,324	0	4,891

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The President asked whether there was any objection; there being none, the Mrs. Bessara moved
to the next item on the agenda.

IX. RATIFICATION OF ACTS AND RESOLUTIONS OF THE BOT AND THEMANAGEMENT

The next item on the agenda is the ratification and approval of all acts and resolutions adopted by the board of trustees and management since the May 18, 2018 annual general meeting to date.

Explaining this item to the body, the President clarified that resolutions of the board of trustees include approvals of projects, agreements, investments, appointments and other matters duly recorded in the minutes of the board meeting. On the other hand, acts of management comprise activities which were taken to carry out resolutions of the Board of Trustees and those performed in the ordinary course of business.

The President asked whether there was any objection; there being none, the board unanimously ratified the previous acts of the board and the management.

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After further deliberation, Trustee Reyes Jr. moved for the ratification of the previous acts of the board and the management.

267 Upon motion made by Trustee Reyes Jr. duly seconded and approved by the members assembled,
268 the Board unanimously approved:

## Resolution No. 15-2019 Resolution Approving the Ratification of thePrevious Acts of the Board and the Management

This resolution is passed as follows:

TOTAL VOTING MEMBERS	VOTES CAST	VOTES APPROVING	VOTES DISSENTING	ABSTAINING
10,215	5,324	5,324	0	4,891

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## X. APPOINTMENT OF THE EXTERNAL AUDITOR

282 The next item was the appointment of the Association's External Auditor.

Audit Committee Chairperson, Piedad Matias, proposed to the body the re-appointment of SycipGorezVelayo and Company(SGV& Co.) as the External Auditor to conduct the annual audit of the Association's transactions for the calendar year 2019.

The President inquired whether there were any questions from the members on this item.
There being none, Trustee Yape moved for the adoption of the following resolution:

290 Upon motion made by Trustee Sonia Yape duly seconded and approved by the members 291 assembled, the Board unanimously approved:

293Resolution No. 16-2019294A Resolution Approving the Appointment295of SycipGorezVelayo and Company296as the External Auditor of297KGI-MBA for the298year 2019299299

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301 The votes for Approving the Appointment the External Auditor are as follows:

TOTAL VOTING MEMBERS	VOTES CAST	VOTES APPROVING	VOTES DISSENTING	ABSTAINING
10,215	5,324	5,324	0	4,891

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The President asked whether there was any objection; there being none, the President moved to the next item on the agenda.

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# 307 XI. ELECTION OF THE INCOMING BOARD OF TRUSTEES308

At this juncture the floor was given to the Election Committee represented by Senior
 Operations Director Joan Cortez, Internal Audit Manager Ginalyn Cipriano and Operations
 Officer Edna Mediario.

312 Mr. Cortez highlighted that the election is being conducted to fill uptheone vacant 313 position in the board, in Pampanga, Bataan & Zambales South area representation.

314 At this point, the Senior Operations Director called Election Committee memberGinalyn 315 Cipriano for proxy votes presentation.

Thereafter, Election Committee Cipriano presented the following total proxy votes summary of different branches:

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SN	BRANCHES	PROXY	ACTUAL	PERCENTAGE OF
		VOTES	MEMBERS	COMPLETION
1	Quezon City	347	690	50.29%
2	Kalookan	401	781	51.34%
3	Malate	613	884	69.34%
4	Camarin	444	494	89.88%
5	San Fernando	242	439	55.13%
6	Guagua	0	204	0.00%
7	Dinalupihan-Hermosa	223	338	65.98%
8	Olongapo	255	647	39.41%
9	Subic	114	384	29.69%
10	Castillejos	190	374	50.80%
11	San Marcelino	252	393	64.12%
12	San Felipe	214	518	41.31%
13	Iba-Botolan	224	345	64.93%
14	Palauig	142	360	39.44%
15	Candelaria-Masinloc	203	483	42.03%
16	Sta. Cruz	151	736	20.52%
17	Infanta	207	404	51.24%
18	Lingayen	112	333	33.63%
19	Bani	98	159	61.64%
20	Baguio	80	249	32.13%
21	Tarlac	205	211	97.16%
22	La Union	117	196	59.69%
23	Angeles	337	399	84.46%
24	Villasis	0	202	67.82%
25	Staff	146	213	68.54%
26	TODA	0	4	0.00%
				52.24%

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Audit Manager Cipriano mentioned that the proxy voting forms of Villasis branch will not include in the casting of votes because the MBA Coordinator of the branch failed to attend the meeting.

The Audit Manager then noted that 52.24% is the total proxy votes turnouts which is enough to proceed with the election since only 50%+1 proxy voting form is the requirement based on the By-Laws of the association.

326 At this juncture, the Senior Operations Director declared that there are enough proxy 327 voting forms to proceed with the election.

Thereafter, Operations Officer Mediario discussed in detail the voting system documentation and the protocol for voting system. Mrs. Mediario explained that all MBA Coordinators (MBAC)s is entitled to one vote per list of candidates assigned for Pampanga, Bataan & Zambales South areas.

That in order to make the vote valid, the MBACs should write their name on the ballot form together with their signature and branch represented.

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At this point, Mrs. Mediario presented the following list of nominees:

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NAME	BRANCH
ELSA JAMINAL	SUBIC
JONAH DE MESA	OLONGAPO
DOLORES MEDINA	SAN FERNANDO
MA. CECILIA GOMEZ	HERMOSA

340 Upon the request of the body the nominees briefly stated their plans, advocacy and 341 commitment towards KGI-MBA.

Thereafter, Senior Operations Director Cortez announced that by the virtue vested to the Election Committee by the board of KGI-MBA, the election proceeding is formally and officially started.

345 The Senior Operations Director then asked the body if there are questions or clarifications 346 on the voting system documentation and the protocol for voting system presented. There being 347 none, the body proceeded to the election of the Board of Trustees. 348

349 *At this juncture, concurrent with the election proper, the body proceeded to the* 350 *following agenda hereunder:* 

## 352 XII. MESSAGES S FROM THE BOARD OF ADVISERS

KGMI President Marlou Concepcion shared a word of encouragement to the aspirant board, who defeated in the electoral proceeding that there are many ways and opportunities to serve their fellow members rather than having a seat in the board.

That being a MBAC in the branches encompasses greater responsibilityin which this task must be carried out in accordance with the will ofourGod to honor and glorify Him.

Thereafter, Mr. Concepcion conveyed a message thatrendering service to others is the longest-lasting legacy that a person can leave to their heirs. That it is the greatest legacyanyone can leave behind.

That serving other people wholeheartedly is both a privilege and responsibility. Privilege because the servant was called and chosen by God to serve others.

Thatinnate to theresponsibility is the rights and gains that will reap eventuallybecause the ability, skillsand talent of a servantare being honed thru service. Thata servant leader is a blessing from God and when we serve others, we will become great.

The KGMI President further pointed out that the leaders should serve with humility. That all authority comes from God, and those in positions of authority have been ordained by God.

At this point, the KGMI President shared a scripture from Colossian 4:1 "You slave owners must be just and fair to your slaves. Remember that you also have a Master—in heaven."

371 Mr. Concepcion thenemphasized the responsibility of leaders before God and before 372 others.That all of us will carry the responsibility for our deeds and we will stand before the 373 judgement of God about the duties we have done to serveothers.

That whatever we do, work heartily, as for the Lord and not for men, knowing that from the Lord we will receive the inheritance as our reward. We are serving the Lord Christ.

Mr. Concepcion also shared the scriptures in Proverbs 29:23 "*Pride ends in humiliation*, while humility brings honor" and Matthew 23:12 "But those who exalt themselves will be humbled, and those who humble themselves will be exalted".

KGMI PresidentConcepcion reminded everyone to be wary to become a proud leader
because of position. That leaders who try to promote or elevate themselves will end up being
embarrassed, they will be humiliated. While the leaders who take on true humility in the end will
be exalted and respected.

The KGMI President stressed that the power and authority of leaders is entrusted to them by God. So, the leaders should exercise the power and authority with diligence, honesty, compassion and humility.

- That power is not forever and it will never last, so if given a chance to become a leaderwork willingly as though you were working for the Lord rather than for people.
- That leaders should live a life worthy of Legacy- and the greatest legacy that leaders can leave behind is to positively impact the lives of others. That even after their demise, their principles, philosophies and achievements will become immortal spreading from generation to generation.
- KGMI Executive Director Rianzares perceived that whoever wins in the electoralproceeding has been chosen, predestined and willed by God.
- That the aspirant board candidates who defeated in the election still have more chances of winning in the future electoral proceeding. That they should continue the passion for service, loyalty and commitment as MBACs and/or center chiefs in the branches.
- That on behalf of credit operations, KGMI Senior Operations Director Cortez expressed
   his heartfelt gratitude to the MBACs.
- Mr. Cortez recognized the vital role performed by the MBA Coordinators (MBACs) in
   monitoring of branches and oversight. That the MBACs serve as an arm of the association and an
   effective vehicle in strengthening the overall integrity of the institution.
- 402 KGMI R&D Director Guiangbestowed an appreciation to the effort and dedication given403 by theMBACs towards KGI-MBA.
- 404 Mr. Guiang also recognized the contribution of MBACs in the success of KGI-MBA's 405 operation. That together with the employees, the MBACs act as the front liner of the association.
- Thereafter, R&D Director mentioned the major challenge faced by the association in adhering to its vision that "By year 2028, KGI-MBA is one of the 5 leading Mi-MBA's in Luzon".
- 409 Mr. Guiang enjoined everyone to be assistance in realizing the strategic direction of the 410 association in order to reach the desired target members.
- 411 That in connection with the Asean Corporate Governance Scorecard, the association 412 should strive harder to improve its performance and score on ACGS.
- That as part of customer service, KGI-MBA should live with its commitment to provide fast and easy processing of insurance claims in order to attract more members and increase its membership.
- Finance Director Tactaquin asked the unity and cooperation of MBACs to augment the existing number of memberships in order to provide the clamor of members to enhance the association's existing product and services for a more comprehensive insurance risk coverage.
- The Finance Director reiterated that the existing members should increase in order for the
  association to be sustainable and improve its insurance products and benefits.
- 422 At this juncture, right after the election, the body then proceeded to the counting 423 and tallying of votes.

The Election Committee flashed to the screen and announced the actual counting and tallying of twenty-three (23) official ballots. After counting and tallying the physical ballots then the results are individually tabulated.

- 429 > PRESENTATION OF THE NEWLY ELECTED BOARD OF TRUSTEES
- 430 431

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Election Committee Ginalyn Cipriano presented the following result of election.

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- **PAMPANGA, BATAAN & ZAMBALES SOUTH AREA** *Pampanga, Bataan & Zambales South Area*
- 434 435

NAME	BRANCH	TOTAL NUMBER OF VOTES	RANK
Mrs. Dolores Medina	San Fernando	3,069	1

Mrs. Ma. Cecilia Gomez	Hermosa	1,328	2
Mrs. Elsa Jaminal	Subic	665	3
Mrs. Jonah de Mesa	Olongapo	255	4

That since Mrs. Dolores Medina received the most votes in their respective areas, she was proclaimed as winner and the incoming Board of Trustees. 

The President asked whether there was any objection; there being none, Mrs. Besarra moved to the next item on the agenda.

At this juncture, the Senior Operations Director facilitated the oath taking ceremony for the Code of Office of the aforementioned newly elected Board of Trustees. 

#### XIII. RECOGNITION OF THE OUTGOING BOARD OF TRUSTEES

The recognition was preceded by presentation of videos of activities and meetings of the board.

At this point, the board recognized and expressed a deep sense of gratitude to the outgoing member of the board: President Ofelia Besarra for her invaluable, meritorious and exemplary performance towards the KGI-MBAoperations.

The aforementioned outgoing board was given a certificate of appreciation which were awarded by the Board of Advisers represented by Mr. Marlou Concepcion, Mr. Ruben Rianzares, Mr. Joan Cortez, Mr. Sonny Guiang and Mr. Ronald Tactaquin. 

### XIV. ADJOURNMENT

The President inquired whether there was any item for the consideration of the general members. There being no other matter to discuss the meeting was adjourned at 12:40 P.M., May 17, 2019. 

**Prepared by:** 

Ms. CARMI G. MULI

**Recording Secretary** 

Certified by:

Approved by:

Dr. RICARDO SA REYES JR. Board Secretary/Corporate Secretary

acp some Ms. OFELIA C. BESARRA President