



# Company Profile

Reliability throughout the decades.



# ABOUT THE COMPANY

- ▶ Established on October 29, 1962, Mercantile Insurance is one of Philippines' longest-standing non-life insurance companies.

The company continues to provide the needs of the insuring public at competitive pricing with guaranteed excellent service.

Headquartered inside Intramuros, Manila, where historical landmarks have withstood the test of time, a testament to the stability and resiliency that Mercantile Insurance represents.



# What Drives Us



## **Vision**

We aspire to be the top of mind insurer for our clients for all their insurance needs.



## **Mission**

We accomplish our Vision by working as a united team in developing excellent, value for money insurance products, and delighting customers and working in unison with our partners to provide the best service to all.



## **Core Values**

Honesty and Integrity  
Family values, Efficiency,  
Loyalty, and long-term  
partnership

# Management Team



**Justin T. Liu**  
President and CEO

**Current**  
Chairman, Figaro Coffee Group  
CEO, Angel's Pizza  
Vice President, Cirtek Holdings  
Executive Director, Camerton Inc.



**Leticia G. Valenzuela**  
Executive Vice President,  
Sales, Marketing & Branches

**Formerly**  
Vice President, Pana Reinsurance Services  
Resident Agent, Pana Harrison Reinsurance  
Brokers, Singapore



**Edwin V. Salván**  
Senior Vice President,  
Underwriting and Reinsurance

**Formerly**  
Head of Underwriting,  
Charter Ping An (AXA)

# Management Team



**Felixberto C. Borja**  
Senior Vice President,  
Claims

**Formerly**  
Head of Claims, PNB General Insurers, Inc.  
Head of Claims, FPG Insurance  
Motor Car Head, Pioneer Insurance



**Carlota S. Reyes**  
Vice President,  
Business Development, Corporate  
Strategy & Management Services

**Formerly**  
Assistant Vice President,  
Regional Business Development  
First Metro Investment Corp.

# Products



Fire and Allied Perils



Motor Car



Bike and Biker



Travel



Personal



Homeowners



Engineering



Marine Cargo



Casualty

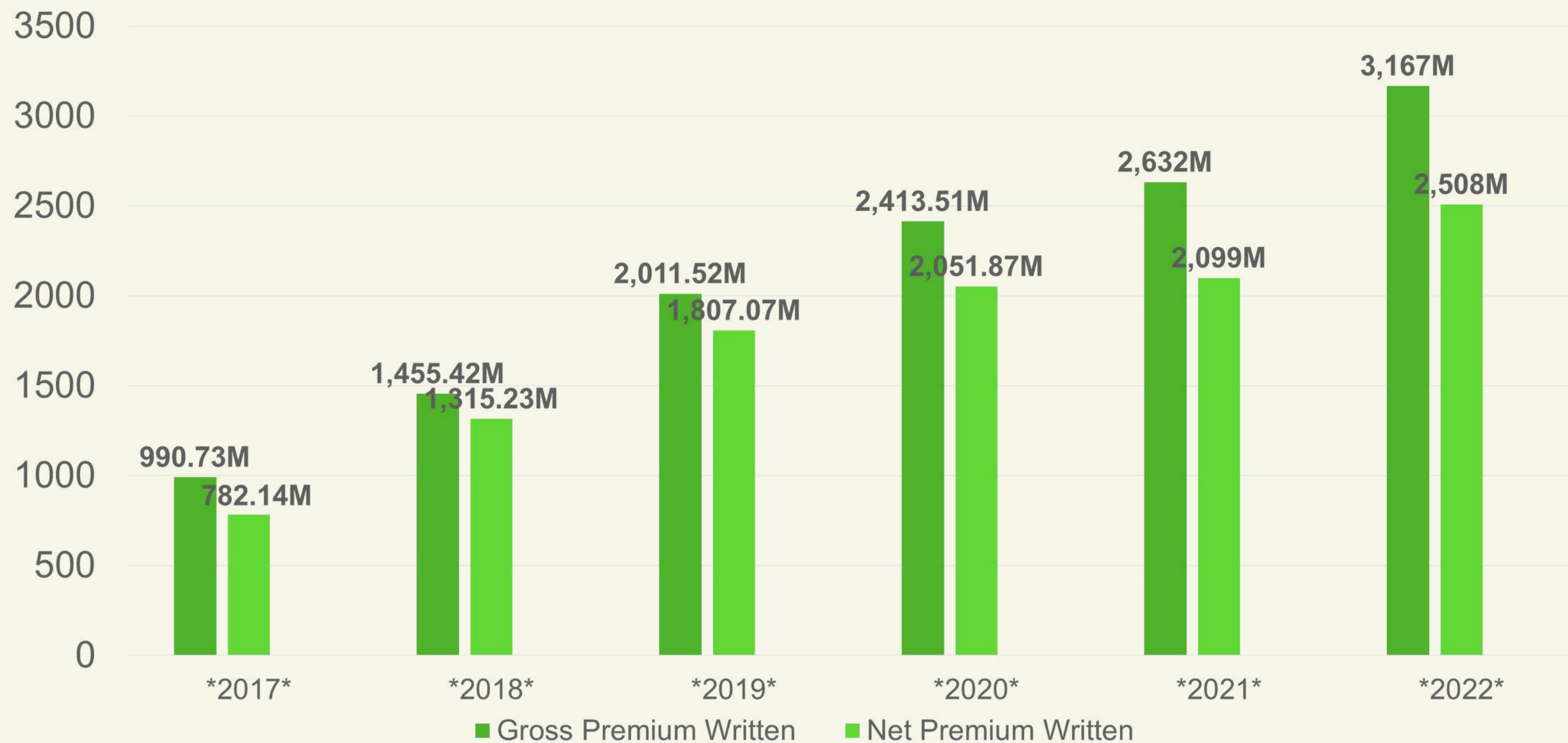


Bonds

# GROWTH

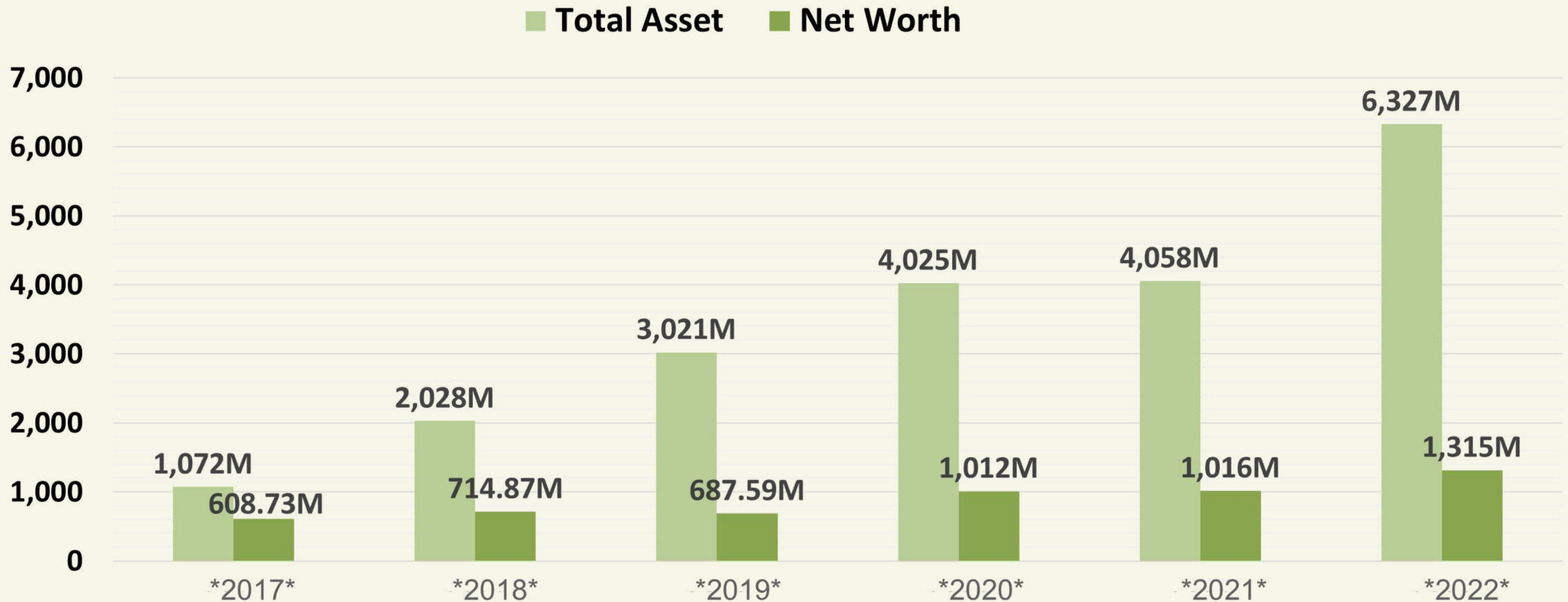
(In Millions)

# FINANCIAL HIGHLIGHTS



# Total Assets and Net Worth (In Millions)

# FINANCIAL HIGHLIGHTS





# MILESTONES



Republic of the Philippines  
Department of Finance  
**INSURANCE COMMISSION**  
1071 United Nations Avenue  
Manila



**Net Premiums Written of Non-Life Insurance Companies**  
Year 2021  
*Based on submitted Annual Statements (AS)*

Name of Company	Net Premiums Written
1 . Malayan Insurance Company, Inc.	P 4,310,125,670
2 . Pacific Cross Insurance, Inc. (Blue Cross Ins.)	3,896,083,703
3 . Pioneer Insurance & Surety Corporation	3,010,088,484
4 . Charter Ping An Insurance Corporation	2,456,611,504
5 . BPI/MS Insurance Corp.	2,399,371,165
6 . Mercantile Insurance Company, Inc.	2,099,558,832
7 . Commonwealth Insurance Company	2,068,766,738
8 . Standard Insurance Company, Inc.	1,676,285,354
9 . Cocogen Insurance, Inc. (UCPB Gen.)	1,659,922,986
10 . Stronghold Insurance Company, Inc.	1,439,102,792



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**Net Premiums Written of Non-Life Insurance Companies**  
Year 2022  
*Based on Submitted Unaudited Quarterly Reports on Selected Financial Statistics (QRSFS)*

Name of Company	Net Premiums Written
1 . Prudential Guarantee & Assurance, Inc.	P 5,729,540,389
2 . Malayan Insurance Company, Inc.	4,504,541,567
3 . Pioneer Insurance & Surety Corporation	3,465,885,734
4 . BPI/MS Insurance Corp.	2,515,625,354
5 . Mercantile Insurance Company, Inc.	2,507,856,508
6 . Pacific Cross Insurance, Inc.	2,245,442,623
7 . Commonwealth Insurance Company	2,213,728,933
8 . Stronghold Insurance Company, Inc.	2,203,880,211
9 . Charter Ping An Insurance Corporation	2,059,346,891
10 . Standard Insurance Company, Inc.	1,949,131,801

**Net Premiums Written**

Ranked #6 in 2021 | Ranked #5 in 2022



# AWARDS

2 years consecutively awarded as "GROWTH CHAMPION" by the Philippine Daily Inquirer in 2021 and 2022.

Ranked 233rd in 2021 and ranked 293rd in 2022 among the Fastest-Growing Companies in Asia Pacific.



High-Growth Companies Asia-Pacific 2022

Rank	In 2021 ranking	Name	Country	Category	Absolute growth rate (%)	Compound annual growth rate (CAGR) %	Revenue 2020 \$mn	Revenue 2017 \$mn	Number of employees 2020	Founding Year
289	No	Ieno Labo	Japan	Ecommerce	199	44.1	3.82	1.22	12	2014
290	No	Airtasker	Australia	Technology	199	44.0	18.29	6.82	170	2012
291	No	Yanogumi	Japan	Architecture	198	44.0	2.92	0.93	10	2013
292	No	KMC Solutions	Philippines	Support Services	198	43.9	72.95	24.13	2164	2010
293	No	Mercantile Insurance	Philippines	Financial Services	197	43.7	37.77	12.53	319	1962
294	No	BizMow	Japan	Support Services	196	43.7	1.36	0.44	80	2008

# World-Class Reinsurance Partners

A reliable insurance company services claims when the unexpected happens.

Mercantile partners with top S&P AA-rated global reinsurance companies, ensuring the safest hands for clients' assets.



**Brokered By:**



# Key Partners



# Our Branches

**NCR**

- Alabang
- Binondo
- Caloocan
- Cubao
- Intramuros(Manila)
- Makati

**Central Luzon**

- Angeles
- Dagupan
- Malolos
- San Fernando

**CALABARZON**

- Batangas
- Calamba
- Cainta
- Cavite

**Bicol Region**

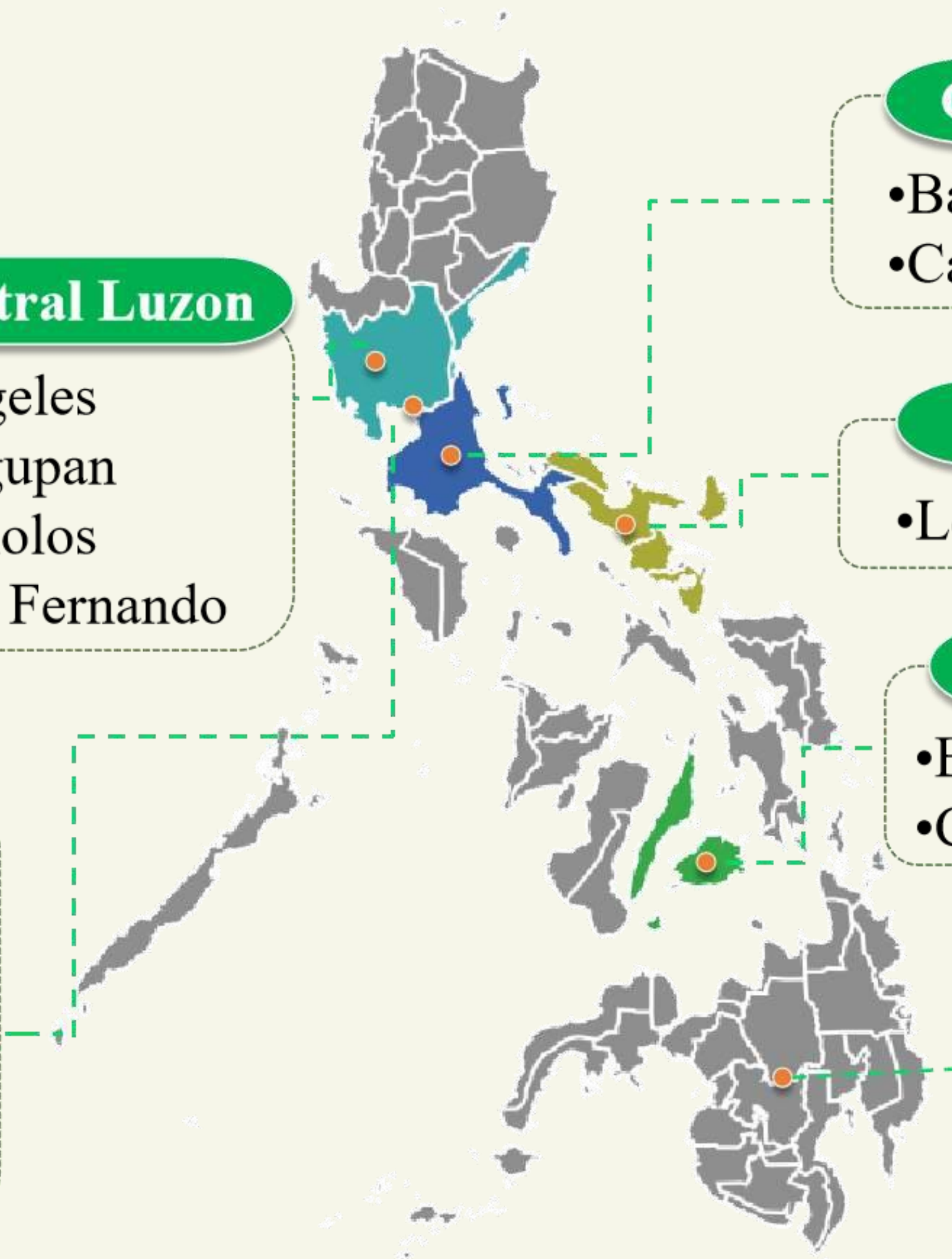
- Legaspi
- Naga

**Visayas**

- Bacolod
- Cebu
- Iloilo

**Mindanao**

- CDO
- Davao
- GenSan
- Tagum





# Why Mercantile?

- Good Claims Service
- Free Surveying & Risk Management Report
- Supported by World Class Reinsurers
- Financial Stability
- Strategically Located
- Accredited with Major Intermediaries and Works with All Repair Shops

# Value Proposition

*WE SERVE FAST CLAIMS WITH A*



The Mercantile Insurance Co., Inc.

 **THANK YOU**