



Protecting your world

# Annual Report

## Chief Executive Officer's Message

As we reflect on 2024, I'm pleased to share that our insurance business has made significant strides in delivering value to our clients and stakeholders. Despite the challenges, we are committed to our mission of providing exceptional service and protection.

Our team has worked tirelessly to innovate and adapt, ensuring to meet the evolving needs to our clients. We have expanded our offerings and strengthened our partnership to provide seamless support.

Our clients' trust is our top priority, and we are grateful for the opportunity to serve them. We are committed to continuing this momentum, driving growth, and protecting what matters most to you.

Our team is here to support your insurance journey. Let us work together to secure your tomorrow, today.

## *Company Overview*

Organized in 1987, GTS Insurance Brokers, Inc. offers comprehensive and innovative services in dealing with accidental loss exposures and other insurance related problems. Combining experience in insurance market pricing and underwriting with risk management approaches, GTS designs and implements insurance programs for its clients, providing maximum protection of their assets at reasonable costs.

## *Vision*

To be a leader in the insurance broking industry and become the broker of choice.

## *Mission*

GTS is a company that will provide:

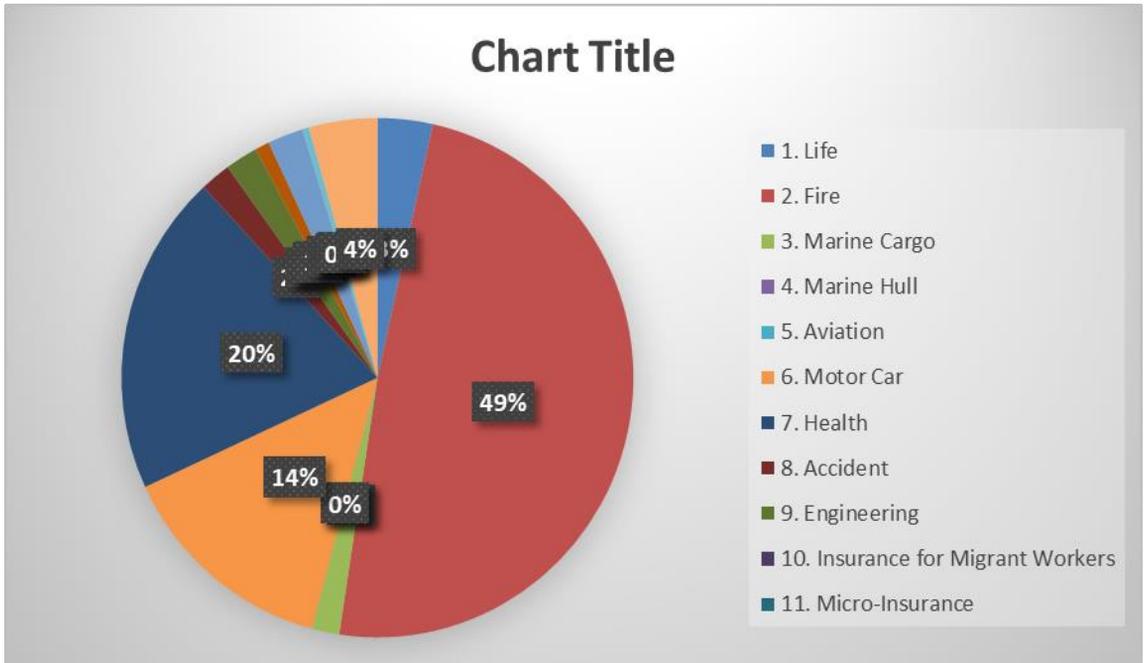
- YOU, the public, with effective, flexible and honest risk assessment and coverage
- YOU, our colleagues, with a reliable business and an able partnership through excellent marketing and integrity in our practices
- OUR EMPLOYEES with a working environment geared towards professional growth, performance excellence, and the maximum use of their skills and abilities
- OUR COUNTRY, THE PHILIPPINES, with an asset that contributes to the growth and strength of the insurance industry and economy as a whole

# *Insurance Lines*

- Employee Benefit Programs
  - Group Life Insurance
  - Group Medical Insurance
  - HMO
  - Third Party Administration
  - Personal Accident Insurance
  - Travel Insurance
- Industrial All-Risks & Machinery Breakdown Insurance
- Business Interruption
- Construction and Erection All-Risks
- Marine Cargo and Marine Hull Insurance
- Electronic Equipment Insurance
- Aviation Hull & Liability Insurance
- General Liability
- Director's and Officer's Liability
- Products Liability and Recall
- Professional Indemnity
- Comprehensive Hotel Insurance Packages
- Motor Vehicle Insurance

# Operational Performance

Revenue for the year 2024



For the year 2024, our total revenue stood at Php 7,915,724.26, driven by strong performance across key business lines. Fire Insurance contributed 49%, reflecting continued demand for property protection. Health Insurance generated 20%, as we expanded our offerings to meet growing health needs. Motor Insurance delivered 14%, supported by our competitive rates and efficient claim service. For other lines, we are still developing effective and more active marketing strategies.

# *Management Discussion and Analysis*

## Financial Performance

## Operational Highlights

- Insurance revenue grew by 6%, led by Fire and Health Insurance
- Expenses ratio remained stable

## Key Initiatives

- Strengthened risk management frameworks to mitigate emerging risks.
- Enhanced partnership with insurance companies to improve insurance offerings.

## Outlook

- Expect continued growth in health, fire, and motor insurance, driven by increasing demand for protection.
- Focus on innovation to drive efficiency and customer satisfaction.

## *Looking Ahead from the CEO*

As we reflect on another year of serving our clients and the community, I am proud of the progress we have made as a team. Our commitment to delivering exceptional service, innovative solutions, and personalized support remains unwavering.

We understand that insurance is not just about policies – It is about protecting dreams, securing futures, and providing peace of mind. We are grateful for the trust our clients placed in us and dedicated to continuing this journey together.

To our clients, partners, and stakeholders, thank you for your loyalty and support. To our team, thank you for your hard work and dedication. Let us continue to make a difference in the lives of those we serve.

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