



Executives' Profiles

IUBI Insurance Intermediary Corporation



Edgar M. Feliciano

President & Director

A Bachelor of Arts graduate (Social Sciences) from the University of the Philippines and MBA (Thesis lacking) from Ateneo Graduate School of Business, he started his insurance career when he joined in 1959 the Insurance Department of Theo H. Davies (later as Jardine Davies, Ltd.) He was employed by Cibeles Insurance Corporation in 1965 as Head of the Aviation, Marine and Casualty Departments and became its vice-president in 1973.

Mr. Feliciano has wide training and experience in insurance here and abroad. He is a graduate of various insurance courses offered by the Special Services Corporation (IL-FGU Subsidiary). In 1970, he was enrolled in a course on General Insurance at the Swiss Insurance Training Center in Zurich, Switzerland, on which occasion gave him the opportunity to visit and observe the insurance markets of Europe.

He acquired practical working experience in England thru an insurance broker firm which had direct association with the Lloyds of London. He attended a course in 1973 on Marine Insurance at the Non-Life Insurance School of Tokyo, Japan.

He is also a director of several firms engaged in condominiums & townhouses consultancy, agriculture, marketing and real estate. He published "Condoliving in the Philippines" 1993 & 1996 Editions.



MYRNA CRUZ-FELICIANO

Vice-President & Director

She graduate cum laude from the University of Santo Tomas, College of Law in 1963, took the bar the same year, passed it and was among its topnotchers (4th place). From 1964 to 1965, she occupied the position of Corporate Secretary and Head of Legal, Insurance and Liaison Department of five (5) integrated manufacturing companies. She joined the faculty of the University of Santo Tomas College of Commerce, and taught during the years 1966-68 while at the same time engaged in private practice of law. From 1966 to 1971, she was the Managing Partner in Insurance Unlimited Agency, Inc. until lately the Vice-President of said firm when it was incorporated as brokers in 1993. She is still actively engaged in the practice of law. She is a regular lecturer of Condominium Insurance at (IIAP) Insurance Institute for Asia & Pacific.



MARIA LOURDES C. FELICIANO-KHAN

Director

Graduated from De La Salle University with a Bachelor of Science in Commerce degree major in Accounting. She pursued her legal education at the Ateneo de Manila University School of Law where she obtained her Juris Doctor degree and graduated (Second Honors) in 1996. In June of 2001, she graduated from Harvard Law School with a Masters of Law degree. While at Harvard, she was a member of the Harvard Asia Law Society.

She joined the law firm Siguion Reyna, Montecillo & Ongsiako in September of 1997 where she concentrated in corporate law, specifically, mergers and acquisitions, project finance and taxation. In June 2003, she joined SyCip Salazar, Hernandez & Gatmaitan where her areas of practice include taxation, special projects, banking and finance. At present, she is a partner of Feliciano and Khan.

She is also a certified public accountant and is licensed to practice law in the state of New York.



MADEL C. VERGARA

Executive Assistant to the Managing Director & AMLA Compliance Officer

She is the Executive Assistant to the Managing Director at IUBI, bringing over 15 years of experience in office administration and corporate operations. Since joining IUBI in 2012, she has managed executive schedules, organized key meetings, and served as the main point of contact between the Managing Director, internal teams, and external partners. To gain deeper industry knowledge, she also attended specialized training and seminars on non-life insurance, including programs by the Insurance Institute for Asia and the Pacific (IIAP).

Previously, she spent four years as a law firm Legal Assistant, honing her skills in document management, confidentiality, and attention to detail. A 2008 BS Public Administration graduate from St. Louis College, she brings strong organizational and teamwork expertise to the IUBI team.

She was recently appointed as the AMLA Compliance Officer.



MICHAEL SALVATORE C. FELICIANO

Assistant Vice-President for Marketing

During his grade school years, he studied at Don Bosco Technical Institute of Makati in 1998, until he moved to the U.S. in 2000. There he continued his studies at North Cambridge Catholic High School at Cambridge, Massachusetts. He later transferred to continue his studies and graduated high school at St. Joseph of the Palisades High School in West New York, New Jersey.

Michael spent his first few years of college at the College of Staten Island, New York and Borough of Manhattan Community College. During his stay in the U.S., he did summer jobs at many various retail establishments.

Upon his return to Manila, he pursued his studies at the Immaculate Heart of Mary College in Parañaque. Prior to his graduation from college, he had his first on-the-job trainings with the Human Resources recruitment offices at e-Trade and ePerformax, as a HR Recruitment officer. After finishing college with a degree in Bachelor of Science in Psychology at Immaculate Heart of Mary College Parañaque in October of 2011, he landed his first job while awaiting for his graduation at ePerformax Contact Center as a call center agent.

He joined the family business by working in IUBI as an accounting staff in April of 2012. In May of the same year, he was designated as Marketing Assistant and then as a Marketing Executive of IUBI in 2014. He was later promoted in 2018 as the Assistant Vice-President of IUBI's Marketing Department.



LEONARD ALBERT C. BATALLA

Head, All Lines and Bonds

Data Privacy Officer

He started his career at IUBI Insurance Intermediary Corporation at the age of 18 years old during his On-the-Job Training as Office Clerk, in 2010. During his humble beginnings with the company, aside from filing of documents as one of his tasks, he used his learned skills with troubleshooting electrical and electronic conduits including other IT works.

Soon after his graduation with his Bachelor of Science in Telecommunications degree at the University of Makati in 2011, he continued to work for IUBI as claims processor and attended various seminars of Basic Non-Life Insurance from different insurers including Insurance Institute for Asia and the Pacific, Inc. (IIAP) to gather skills required for this industry.

In 2016, he was promoted as the Marketing Assistant of IUBI while also handling corporate suretyship especially on Surety Bonds.