



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

**PRE-NEED INDUSTRY PERFORMANCE**

as of the Quarter Ending September 30

	2021 <sup>1/</sup>	2020 <sup>1/</sup> as restated <sup>2/</sup>	% Increase/ Decrease	2020 <sup>1/</sup> previously reported
	(Amount in Million Pesos)			(Amount in Million Pesos)
<b>1 . Number of Licensed Companies</b>	12 <sup>3/</sup>	12		
<b>2 . Total Assets</b>	₱ 107,771.2	₱ 96,758.0	11.38	130,601.2
<b>3 . Total Liabilities</b>	91,142.3	82,445.8	10.55	114,485.7
<b>4 . Total Net Worth</b>	16,628.9	14,312.2	16.19	16,115.5
Capital Stock	2,787.7	2,787.7	-	3,625.0
Retained Earnings/(Deficit)	2,707.3	(985.3)	374.76	(778.8) <sup>r</sup>
Surplus	12,159.1	8,422.2	44.37	9,110.8 <sup>r</sup>
Deficit	(9,451.8)	(9,407.5)	(0.47)	(9,889.6) <sup>r</sup>
Other Net Worth Accounts	11,133.9	12,509.9	(11.00)	13,269.2
<b>5 . Pre-Need Reserves<sup>4/</sup></b>	87,555.6	78,703.1	11.25	107,619.6
<b>6 . Investment in Trust Funds</b>	94,343.5	83,980.9	12.34	110,021.1
<b>7 Trust Fund vs Reserves<sup>5/</sup></b>	6,787.9	5,277.9	28.61	(2,085.3)
Surplus	6,986.1	5,396.3	29.46	3,024.4
Deficit	(198.2)	(118.4)	(67.45)	(5,109.7)
<b>8 . Total Premium Income</b>	14,471.2	12,796.8	13.08	13,464.8
<b>9 . Total Net Income/(Loss)</b>	369.2	(2,250.8)	116.41	(3,469.1)
Net Income	590.0	305.7	93.03	305.7
Net Loss	(220.8)	(2,556.4)	91.36	(3,774.7)
<b>10 . Number of Plans Sold from January 1 (in actual numbers)</b>	414,496	281,055	47.48	284,850
Life Plan	413,487	279,659	47.85	281,784
Pension Plan	1,009	1,396	(27.72)	2,835
Education Plan	-	-		231

1/ Based on Interim Financial Statements submitted by the pre-need companies.

2/ For better comparison, this includes the same companies in the 2021 report.

3/ Includes eight licensed companies and one servicing companies. Meanwhile, three companies have pending license applications.

4/ Pre-Need Reserves include Benefit Obligations/Payables as mandated by Pre-Need Code

5/ Reflects the difference between Investment in Trust Funds and Pre-Need Reserves per Company

<sup>r</sup> Revised data

**License Status and Sales Report of Pre-Need Companies  
For the Quarter Ending September 30, 2021  
(Based on the Submitted Interim Financial Statements)**

	No. of Type of Plans	License Status <sup>1</sup>			Number of Plans Sold <sup>2</sup>			Total Contract Price (in P Million)		
		Active	Pending	Servicing	Life	Pension	Education	Life	Pension	Education
Caritas Financial Plans	1	1			nil	1,009	nil	nil	146.60	nil
Cityplans Inc.	1	1			nil	-	nil	nil	-	nil
Cosmopolitan CLIMBS Life Plan, Inc.	1	1			17,060	nil	nil	558.15	nil	nil
Golden Future Life Plan	1	1			1,031	nil	nil	82.83	nil	nil
Manulife Financial Plans, Inc.	1	1			nil	-	nil	nil	-	nil
New Life Memorial Plan	1		1		-	nil	nil	-	nil	nil
St. Peter Life Plan, Inc.	1	1			395,001	nil	nil	19,199.75	nil	nil
<b>Sub-total</b>					<b>413,092</b>	<b>1,009</b>	<b>nil</b>	<b>19,840.74</b>	<b>146.60</b>	<b>-</b>
Ayala Plans, Inc.	2	1			nil	-	-	nil	-	-
Himlayang Pilipino Plans, Inc.	2		1		-	nil	-	-	nil	-
Mercantile Care Plans, Inc.	2			1	nil	-	-	nil	-	-
Sunlife Financial Plans	2	1			nil	-	-	nil	-	-
<b>Sub-total</b>					<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Trusteeship Plans, Inc.	3	1			395	-	-	14.56	-	-
<b>Sub-total</b>					<b>395</b>	<b>-</b>	<b>-</b>	<b>14.56</b>	<b>-</b>	<b>-</b>
<b>TOTAL</b>		<b>9</b>	<b>2</b>	<b>1</b>	<b>413,487</b>	<b>1,009</b>	<b>-</b>	<b>19,855.29</b>	<b>146.60</b>	<b>-</b>

<sup>1</sup> License status is based on list published in IC website.

<sup>2</sup> Based on pre-need sales report submitted to the Insurance Commission

**Performance for Pre-Need Companies  
For the Quarter Ending September 30, 2021  
(Based on the Submitted Interim Financial Statements)**

	Total Assets	Total Investments in Trust Fund	Total Liabilities	Pre-Need Reserves <sup>1</sup>	Trust Fund Surplus/ (Deficiency) <sup>2</sup>	Total Net Worth	Total Paid-Up Capital	Retained Earnings	Total Premium Income	Total Net Income / (Loss)
(in ₱ Million)										
<b>Caritas Financial Plans</b>	1,271.06	1,192.60	1,211.02	1,138.14	54.46	60.04	150.00	(153.42)	95.23	(39.80)
<b>Cityplans Inc.</b>	359.52	41.82	49.92	37.83	3.99	309.60	158.13	140.11	-	2.21
<b>Cosmopolitan CLIMBS Life Plan, Inc.</b>	222.07	49.04	65.81	45.02	4.02	156.25	156.05	(7.48)	33.16	0.89
<b>Golden Future Life Plan</b>	172.43	18.46	20.86	6.60	11.86	151.58	125.00	0.21	27.71	4.48
<b>Manulife Financial Plans, Inc.</b>	9,284.56	7,879.40	7,578.32	7,067.11	812.29	1,706.24	250.00	(1,192.59)	15.42	(138.80)
<b>New Life Memorial Plan</b>	-	-	-	-	-	-	-	-	-	-
<b>St. Peter Life Plan, Inc.</b>	86,109.02	76,159.79	72,943.91	70,416.73	5,743.06	13,165.11	1,360.00	11,669.90	14,235.98	542.45
<b>Sub-total</b>	<b>97,419</b>	<b>85,341</b>	<b>81,870</b>	<b>78,711</b>	<b>6,630</b>	<b>15,549</b>	<b>2,199</b>	<b>10,457</b>	<b>14,407</b>	<b>371</b>
<b>Ayala Plans, Inc.</b>	3,347.38	3,294.84	2,998.64	2,962.52	332.32	348.74	100.00	126.93	0.17	(35.48)
<b>Himlayang Pilipino Plans, Inc.</b>	632.50	310.03	680.20	454.77	(144.75)	(47.71)	150.00	(487.59)	0.07	(6.44)
<b>Mercantile Care Plans, Inc.</b>	131.45	78.71	75.53	74.21	4.50	55.91	100.00	(49.89)	-	(0.23)
<b>Sunlife Financial Plans</b>	5,671.78	5,183.02	5,289.25	5,236.51	(53.50)	382.53	125.00	(7,560.84)	58.90	38.21
<b>Sub-total</b>	<b>9,783.10</b>	<b>8,866.59</b>	<b>9,043.63</b>	<b>8,728.01</b>	<b>138.58</b>	<b>739.47</b>	<b>475.00</b>	<b>(7,971.39)</b>	<b>59.14</b>	<b>(3.94)</b>
<b>Trusteeship Plans, Inc.</b>	569.47	135.78	228.84	116.18	19.60	340.63	113.51	222.00	4.54	1.75
<b>Sub-total</b>	<b>569.47</b>	<b>135.78</b>	<b>228.84</b>	<b>116.18</b>	<b>19.60</b>	<b>340.63</b>	<b>113.51</b>	<b>222.00</b>	<b>4.54</b>	<b>1.75</b>
<b>TOTAL</b>	<b>107,771.23</b>	<b>94,343.49</b>	<b>91,142.30</b>	<b>87,555.63</b>	<b>6,787.86</b>	<b>16,628.93</b>	<b>2,787.69</b>	<b>2,707.33</b>	<b>14,471.18</b>	<b>369.24</b>

<sup>1</sup> Pre-Need Reserves include Benefit Obligations/Payables as mandated by Pre-Need Code

<sup>2</sup> Reflects the difference between Investment in Trust Funds and Pre-Need Reserves per Company