



**PRE-NEED INDUSTRY PERFORMANCE**  
 as of the Quarter Ending December 31

	2019*	2018*	% Increase/Decrease
	(Amount in Million Pesos)		
<b>1 . Number of Licensed Companies</b>	15	16	(6.25)
<b>2 . Total Assets</b>	₱ 131,389.2	₱ 126,506.5	3.86
<b>3 . Total Liabilities</b>	112,777.7	108,641.9	3.81
<b>4 . Total Networth</b>	18,611.6	17,864.0	4.18
<b>Capital Stock</b>	3,650.2	3,942.0	(7.40)
<b>5 . Total Reserve Liabilities</b>	108,649.1	104,047.5	4.42
<b>Pre-Need Reserves</b>	103,326.9	99,660.2	3.68
<b>Benefit Obligations/Payables</b>	5,322.2	4,387.4	21.31
<b>6 . Investment in Trust Funds</b>	117,849.9	112,676.5	4.59
<b>7 . Retained Earnings</b>	9,438.9	4,047.5	133.20
<b>Surplus</b>	12,999.2	12,681.8	2.50
<b>Deficit</b>	(3,560.2)	(8,634.3)	(58.77)
<b>8 . Total Premium Income</b>	21,996.2	19,725.9	11.51
<b>9 . Total Net Income/(Loss)</b>	(718.6)	2,161.2	(133.25)
<b>Net Income</b>	1,402.2	2,785.3	(49.65)
<b>Net Loss</b>	(2,120.9)	(624.0)	(239.86)
<b>10 . Number of Plans Sold (in actual numbers)</b>	925,370	778,033	18.94
<b>Life Plan</b>	914,781	764,328	19.68
<b>Pension Plan</b>	9,710	12,859	(24.49)
<b>Education Plan</b>	879	846	3.90

\* Based on Interim Financial Statements submitted by the pre-need companies

**Statistical Data for Pre-Need Companies  
For the Quarter Ending December 31, 2019  
(Based on the Submitted Interim Financial Statements)**

	No. of Type of Plans	Number of Plans Sold			Total Contract Price			Total Assets	Total Investments in Trust Fund	Total Liabilities	Total Pre-Need Reserves	Benefit Obligations (Accounts/ Benefit Payable)	Total Network	Total Paid-Up Capital	Retained Earnings	Total Premium Income	Total Net Income /Loss
		Life	Pension	Education	Life	Pension	Education	(in P Million)									
								(in P Million)									
<b>Caritas Financial Plans</b>	1	nil	3,192	nil	nil	428.84	nil	1,280.76	1,148.33	1,204.94	1,062.58	67.37	75.82	150.00	(159.86)	157.84	(42.02)
<b>Cityplans Inc.</b>	1	nil	-	nil	nil	-	nil	352.49	37.73	50.07	24.87	10.19	302.42	137.50	155.58	-	16.14
<b>Cosmopolitan CLIMBS Life Plan, Inc.</b>	1	3,536	nil	nil	159.79	nil	nil	171.92	17.16	19.18	12.07	6.39	152.74	154.49	(10.16)	12.47	(1.07)
<b>Diamond Memorial Plans, Inc.</b>	1	-	nil	nil	-	nil	nil	102.58	-	2.44	-	-	100.14	100.00	0.14	1.24	0.00
<b>First Union Plans, Inc.</b>	1	nil	-	nil	nil	-	nil	1,800.06	1,716.52	1,988.18	1,910.29	76.96	(188.12)	84.67	(437.83)	-	(41.69)
<b>Golden Future Life Plan</b>	1	709	nil	nil	58.95	nil	nil	156.13	4.38	7.10	0.53	5.80	149.02	125.00	(2.43)	11.71	(0.59)
<b>Manulife Financial Plans, Inc.</b>	1	nil	-	nil	nil	-	nil	10,854.23	9,355.44	9,047.11	8,166.26	462.79	1,807.12	250.00	(1,198.12)	38.21	(407.55)
<b>St. Peter Life Plan, Inc.</b>	1	903,986	nil	nil	39,019.45	nil	nil	68,212.78	59,975.84	56,756.68	54,705.27	468.35	11,456.09	1,360.00	10,204.62	20,011.82	1,374.66
<b>Sub-total</b>		<b>908,231</b>	<b>3,192</b>	<b>nil</b>	<b>39,238.19</b>	<b>428.84</b>	<b>-</b>	<b>82,930.94</b>	<b>72,255.39</b>	<b>69,075.70</b>	<b>65,881.87</b>	<b>1,097.86</b>	<b>13,855.24</b>	<b>2,361.65</b>	<b>8,551.95</b>	<b>20,233.28</b>	<b>897.88</b>
<b>Ayala Plans, Inc.</b>	2	nil	-	-	nil	-	-	4,062.32	4,003.79	3,495.55	3,030.70	425.73	566.77	100.00	(456.86)	0.05	4.26
<b>Himlayang Pilipino Plans, Inc.</b>	2	-	nil	-	-	nil	-	686.98	332.67	470.49	284.25	8.73	216.49	150.00	(232.25)	3.52	4.44
<b>Mercantile Care Plans, Inc.</b>	2	nil	-	-	nil	-	-	180.82	113.49	111.44	105.21	5.02	69.38	100.00	(40.10)	-	(7.48)
<b>Sunlife Financial Plans</b>	2	nil	-	-	nil	-	-	6,315.66	5,587.83	5,752.57	5,587.73	124.58	563.09	125.00	(1,022.63)	105.21	(301.67)
<b>Sub-total</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>11,245.76</b>	<b>10,037.78</b>	<b>9,830.04</b>	<b>9,007.90</b>	<b>564.06</b>	<b>1,415.73</b>	<b>475.00</b>	<b>(1,751.84)</b>	<b>108.77</b>	<b>(300.46)</b>
<b>Philplans First, Inc.</b>	3	5,242	6,518	879	472.79	1,345.32	200.58	36,662.90	35,439.81	33,675.70	28,353.80	3,651.83	2,987.20	700.00	2,404.28	1,641.89	(1,318.80)
<b>Trusteeship Plans, Inc.</b>	3	1,308	-	-	60.44	-	-	549.63	116.95	196.22	83.31	8.45	353.41	113.51	234.55	12.26	2.75
<b>Sub-total</b>		<b>6,550</b>	<b>6,518</b>	<b>879</b>	<b>533.23</b>	<b>1,345.32</b>	<b>200.58</b>	<b>37,212.53</b>	<b>35,556.77</b>	<b>33,871.93</b>	<b>28,437.11</b>	<b>3,660.28</b>	<b>3,340.61</b>	<b>813.51</b>	<b>2,638.83</b>	<b>1,654.15</b>	<b>(1,316.05)</b>
<b>TOTAL</b>		<b>914,781</b>	<b>9,710</b>	<b>879</b>	<b>39,771.42</b>	<b>1,774.16</b>	<b>200.58</b>	<b>131,389.24</b>	<b>117,849.93</b>	<b>112,777.66</b>	<b>103,326.88</b>	<b>5,322.20</b>	<b>18,611.58</b>	<b>3,650.16</b>	<b>9,438.94</b>	<b>21,996.20</b>	<b>(718.63)</b>