

PRE-NEED INDUSTRY PERFORMANCE
as of the Quarter Ending DECEMBER 30

	2016*	2015*	% Increase/Decrease
	(Amount in Million Pesos)		
1 Total Assets	₱ 120,085.32	₱ 117,017.67	2.62
Investment in Trust Funds	101,257.31	100,081.48	1.17
2 Total Liabilities	104,122.12	99,996.63	4.13
Pre-Need Reserves	96,337.28	92,795.12	3.82
3 Total Networth	15,963.20	17,021.04	(6.21)
Capital Stock	4,164.55	4,015.75	3.71
4 Total Net Income/(Loss)	2,072.37	1,637.84	26.53
Total Premium Income/(Loss)	16,287.02	16,361.25	(0.45)
5 Number of Plans Sold	697,869	694,163	0.53
Life Plan	680,649	671,564	1.35
Pension Plan	16,328	21,680	(24.69)
Education Plan	892	915	(2.51)

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

of On Rme

Statistical Data for Pre-Need Companies
As of DECEMBER 30, 2016
(Based on the Submitted Interim Financial Statements)

	No. of Plans	Number of Plans Sold			Total Contract Price			Total Assets	Total Investments in Trust Fund	Total Liabilities	Total Pre-Need Reserves	Total Network	Total Paid-Up Capital	Total Premium Income	Total Net Income
		Life	Pension	Education	(In Million Pesos)										
					Life	Pension	Education								
AMA Plans, Inc.	1	nil	286	nil	nil	5.05	nil	202.15	84.57	160.27	87.23	41.88	50.00	2.04	(13.30)
Caritas Financial Plans	1	nil	7,043	nil	nil	462.47	nil	1,036.58	785.09	882.62	803.33	153.96	150.00	220.55	2.93
Cityplans Inc.	1	nil	0	nil	nil	0	nil	314.43	35.97	52.71	27.26	261.73	125.00	0.11	2.46
Destiny Financial Plans, Inc.	1	-	nil	nil	-	nil	nil	54.17	3.14	0.34	-	53.84	82.45	-	(0.19)
First Union Plans, Inc.	1	nil	2	nil	nil	8.10	nil	5,037.78	4,961.88	5,339.05	5,329.21	(301.27)	70.00	8.06	(197.96)
Future Planners	1	nil	0	nil	nil	0	nil	60.06	9.03	7.48	5.07	52.58	50.00	0.08	(0.52)
Paz Memorial Services	1	601	nil	nil	59.86	nil	nil	158.87	116.81	140.38	118.53	18.48	63.32	21.43	(1.39)
St. Peter Life Plan, Inc.	1	662,883	nil	nil	25,120.64	nil	nil	37,933.74	32,090.64	31,599.04	30,593.03	6,334.70	1,360.00	13,637.31	1,408.48
Sub-total		663,484	7,331	nil	25,180.50	475.62	nil	44,797.78	38,087.13	38,181.89	36,963.66	6,615.90	1,950.77	13,889.58	1,200.51
Ayala Plans, Inc.	2	nil	0	0	nil	-	0	4,949.20	4,837.20	4,735.63	4,335.86	213.58	100.00	0.11	(53.95)
Himlayang Pilipino Plans, Inc.	2	0	nil	0	0	nil	0	551.89	349.98	467.01	285.46	84.88	150.00	14.93	4.05
Manulife Financial Plans, Inc.	2	nil	182	0	nil	31.60	0	11,737.73	11,044.09	11,100.98	10,447.89	636.75	250.00	209.50	527.15
Mercantile Care Plans, Inc.	2	nil	0	0	nil	0	0	222.55	132.91	114.99	111.46	107.56	100.00	0.02	1.49
Provident Plans In'l Corp.	2	726	77	nil	55.00	10.78	nil	769.81	616.16	815.32	723.25	(45.51)	92.07	117.77	17.43
Sunlife Financial Plans	2	nil	600	0	nil	100.93	0	8,251.38	7,703.14	7,272.21	7,023.96	979.16	125.00	150.84	(101.04)
Transnational Plans, Inc.	2	nil	0	0	nil	-	0	504.71	434.46	419.23	404.85	85.48	75.00	0.79	13.49
Sub-total		726	859	0	55.00	143.31	0	26,987.27	25,117.94	24,925.37	23,332.73	2,061.90	892.07	493.96	408.62
Cocoplans Inc.	3	0	0	0	-	-	0	1,719.35	1,337.09	1,691.44	1,476.07	27.91	100.00	6.14	(7.01)
Eternal Plans, Inc.	3	12,000	1,400	0	220.46	174.95	0	2,067.02	1,479.28	1,787.67	1,566.29	279.35	261.87	236.66	0.19
Loyola Plans Consolidated Inc.	3	343	0	0	21.17	-	0	3,609.36	932.19	1,729.34	1,089.33	1,880.01	146.33	74.95	33.50
Philplans First, Inc.	3	3,614	6,205	892	285.45	1,401.37	189.28	40,385.24	34,212.19	35,735.46	31,843.02	4,649.78	700.00	1,575.97	438.43
Trusteeship Plans, Inc.	3	482	533	0	17.36	24.76	0	519.30	91.49	70.95	66.18	448.35	113.51	9.76	(1.87)
Sub-total		16,439	8,138	892	544.44	1,601.08	189.28	48,300.27	38,052.24	41,014.86	36,040.89	7,285.40	1,321.71	1,903.48	463.24
TOTAL		680,649	16,328	892	25,779.94	2,220.01	189.28	120,085.32	101,257.31	104,122.12	96,337.28	15,963.20	4,164.55	16,287.02	2,072.37

of
RM

**Statistical Data for Pre-Need Companies
For the Year Ending December 31, 2015
(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	Total Network	Total Paid-Up Capital	Total Premium Income	Total Net Income						
		Life	Pension	Education	Life	Pension	Education									(in ₱ Million)					
AMA Plans, Inc.	1	nil	355	nil	nil	5.66	nil	195.74	90.11	154.89	89.81	40.85	50.00	2.58	35.26						
Caritas Financial Plans	1	nil	10,721	nil	nil	593.63	nil	954.89	638.87	771.12	637.11	183.77	150.00	223.17	(23.20)						
Cityplans Inc.	1	nil	0	nil	nil	0	nil	313.58	37.72	59.88	30.63	253.70	125.00	0.30	0.88						
First Union Plans, Inc.	1	nil	731	nil	nil	1,618.90	nil	6,536.46	6,346.89	6,645.82	6,603.08	(109.36)	70.00	1,828.29	(369.00)						
Future Planners	1	nil	0	nil	nil	0	nil	60.57	9.05	5.13	4.84	55.44	50.00	0.11	0.04						
Paz Memorial Services	1	826	nil	nil	75.07	nil	nil	142.83	97.79	120.00	98.81	22.83	60.00	19.95	(8.27)						
St. Peter Life Plan, Inc.	1	661,367	nil	nil	23,061.20	nil	nil	30,814.09	25,266.36	24,674.91	23,891.28	6,139.18	1,360.00	11,656.70	1,305.74						
Sub-total		662,193	11,807	nil	23,136.27	2,218.19	nil	39,018.16	32,486.79	32,431.75	31,355.56	6,586.41	1,865.00	13,731.10	941.45						
Ayala Plans, Inc.	2	nil	0	0	nil	0	0	5,469.12	5,360.64	5,136.05	4,445.45	333.07	100.00	1.67	(83.81)						
Himlayang Pilipino Plans, Inc.	2	354	nil	0	22.42	nil	0	583.19	375.45	462.92	273.86	120.27	150.00	22.79	6.21						
Manulife Financial Plans, Inc.	2	nil	332	0	nil	64.97	0	12,135.12	11,325.28	11,716.57	11,090.97	418.55	250.00	313.61	(298.31)						
Mercantile Care Plans, Inc.	2	nil	0	0	nil	0	0	232.86	138.55	102.02	98.83	130.84	100.00	0.05	14.16						
Provident Plans In'l Corp.	2	936	188	nil	73.96	17.43	nil	794.12	665.52	858.31	773.06	(64.19)	92.07	147.18	(2.19)						
Sunlife Financial Plans	2	nil	251	0	nil	49.06	0	8,974.84	8,292.92	7,476.17	7,372.77	1,498.67	125.00	171.11	492.04						
Transnational Plans, Inc.	2	nil	668	0	nil	11.92	0	629.40	532.85	535.02	513.81	94.38	75.00	24.81	29.78						
Sub-total		1,290	1,439	0	96.38	143.28	0	28,818.65	26,691.21	26,287.06	24,568.75	2,531.59	892.07	681.22	157.88						
Cocoplans Inc.	3	0	0	0	0	0	0	2,051.81	1,639.16	1,974.88	1,704.26	76.93	100.00	2.79	1.06						
Eternal Plans, Inc.	3	4,456	1,461	0	184.81	269.13	0	1,871.28	1,407.20	1,634.91	1,517.72	236.37	244.70	277.58	(14.74)						
Loyola Plans Consolidated Inc.	3	703	0	0	38.50	0	0	3,751.48	1,103.64	1,675.82	685.71	2,075.66	102.07	143.95	69.56						
Philplans First, Inc.	3	2,922	5,972	915	200.43	1,275.04	185.49	40,989.27	36,668.98	35,926.16	32,906.06	5,063.11	700.00	1,513.74	486.54						
Trusteeship Plans, Inc.	3	0	1,001	0	0	39.59	0	517.02	84.50	66.05	57.06	450.97	111.91	10.87	(3.91)						
Sub-total		8,081	8,434	915	423.74	1,583.76	185.49	49,180.86	40,903.48	41,277.82	36,870.81	7,903.04	1,258.68	1,948.93	538.51						
TOTAL		671,564	21,680	915	23,656.39	3,945.23	185.49	117,017.67	100,081.48	99,996.63	92,795.12	17,021.04	4,015.75	16,361.25	1,637.84						

H
RM