



**PRE-NEED INDUSTRY PERFORMANCE**  
as of the Quarter Ending SEPTEMBER 30

	2016*	2015*	% Increase/Decrease
	(Amount in Million Pesos)		
<b>1 . Total Assets</b>	<b>P 123,899.30</b>	<b>P 115,621.51</b>	<b>7.16</b>
<b>Investment in Trust Funds</b>	<b>105,446.44</b>	<b>99,706.92</b>	<b>5.76</b>
<b>2 . Total Liabilities</b>	<b>102,434.92</b>	<b>98,631.25</b>	<b>3.86</b>
<b>Pre-Need Reserves</b>	<b>62,041.63</b>	<b>90,277.14</b>	<b>(31.28)</b>
<b>3 . Total Networth</b>	<b>21,464.38</b>	<b>16,990.26</b>	<b>26.33</b>
<b>Capital Stock</b>	<b>4,061.18</b>	<b>4,032.18</b>	<b>0.72</b>
<b>4 . Total Net Income/(Loss)</b>	<b>2,386.42</b>	<b>(144.35)</b>	<b>1,753.22</b>
<b>Total Premium Income/(Loss)</b>	<b>11,983.61</b>	<b>12,194.30</b>	<b>(1.73)</b>
<b>5 Number of Plans Sold</b>	<b>535,523</b>	<b>557,595</b>	<b>(3.96)</b>
<b>Life Plan</b>	<b>521,738</b>	<b>540,919</b>	<b>(3.55)</b>
<b>Pension Plan</b>	<b>13,117</b>	<b>15,993</b>	<b>(17.98)</b>
<b>Education Plan</b>	<b>668</b>	<b>683</b>	<b>(2.20)</b>

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

  
  
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**Statistical Data for Pre-Need Companies**  
**As of SEPTEMBER 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 Networth	Total Paid-Up Capital	Total Premium Income	Total Net Income								
		Life	Pension	Education	Life	Pension	Education									(in ₱ Million)							
AMA Plans, Inc.	1	nil	268	nil	nil	3.69	nil	199.47	88.00	152.06	87.80	47.41	50.00	1.65	(9.60)								
Caritas Financial Plans	1	nil	5,897	nil	nil	399.56	nil	1,040.20	794.01	855.51	773.81	184.69	150.00	175.14	(13.50)								
Cityplans Inc.	1	nil	0	nil	nil	0	nil	316.33	41.10	53.65	27.74	262.68	125.00	0.11	3.22								
First Union Plans, Inc.	1	nil	2	nil	nil	8.10	nil	5,155.91	5,082.71	5,245.18	5,237.12	(89.27)	70.00	8.06	14.04								
Future Planners	1	nil	0	nil	nil	0	nil	60.35	8.98	7.61	-	52.74	50.00	0.06	(0.36)								
Paz Memorial Services	1	422	nil	nil	40.44	nil	nil	165.33	108.84	142.06	115.57	23.27	60.00	16.05	(1.74)								
St. Peter Life Plan, Inc.	1	507,695	nil	nil	19,239.90	nil	nil	37,601.59	31,942.87	29,863.04	28,950.93	7,738.55	1,360.00	10,017.04	1,162.79								
<b>Sub-total</b>		<b>508,117</b>	<b>6,167</b>	<b>nil</b>	<b>19,280.34</b>	<b>411.35</b>	<b>nil</b>	<b>44,539.18</b>	<b>38,066.51</b>	<b>36,319.11</b>	<b>35,192.97</b>	<b>8,220.07</b>	<b>1,865.00</b>	<b>10,218.11</b>	<b>1,154.85</b>								
Ayala Plans, Inc.	2	nil	0	0	nil	-	0	5,260.56	5,141.61	4,849.00	4,466.40	411.56	100.00	0.10	(35.34)								
Himlayang Pilipino Plans, Inc.	2	0	nil	0	0	nil	0	567.75	372.22	482.65	293.50	85.10	150.00	11.76	22.85								
Manulife Financial Plans, Inc.	2	nil	182	0	nil	31.60	0	12,640.48	11,868.24	11,503.72	10,834.61	1,136.76	250.00	178.22	211.23								
Mercantile Care Plans, Inc.	2	nil	0	0	nil	0	0	230.34	139.72	116.24	112.64	114.10	100.00	0.02	1.44								
Provident Plans In'l Corp.	2	539	59	nil	39.65	7.94	nil	760.58	648.80	792.93	703.98	(32.35)	92.07	89.50	27.21								
Sunlife Financial Plans	2	nil	594	0	nil	98.28	0	9,054.44	8,450.97	7,482.36	7,316.92	1,572.08	125.00	116.56	(73.69)								
Transnational Plans, Inc.	2	nil	0	0	nil	-	0	558.09	487.38	450.64	437.73	107.45	75.00	0.78	13.84								
<b>Sub-total</b>		<b>539</b>	<b>835</b>	<b>0</b>	<b>39.65</b>	<b>137.82</b>	<b>0</b>	<b>29,072.24</b>	<b>27,108.94</b>	<b>25,677.54</b>	<b>24,165.78</b>	<b>3,394.70</b>	<b>892.07</b>	<b>396.94</b>	<b>167.54</b>								
Cocoplans Inc.	3	0	0	0	-	-	0	1,758.19	1,367.30	1,734.23	-	23.96	100.00	4.53	(11.17)								
Eternal Plans, Inc.	3	9,808	1,198	0	142.77	150.52	0	2,126.54	1,547.35	1,796.34	1,578.30	330.20	244.70	159.65	4.20								
Loyola Plans Consolidated Inc.	3	343	0	0	21.17	-	0	4,010.48	1,194.50	1,922.61	1,043.50	2,087.87	146.33	54.05	5.34								
Philplans First, Inc.	3	2,622	4,498	668	211.48	958.89	140.14	41,873.05	36,069.89	34,916.83	-	6,956.22	700.00	1,143.37	1,065.63								
Trusteeship Plans, Inc.	3	309	419	0	10.73	19.20	0	519.62	91.95	68.26	61.08	451.36	113.08	6.96	0.03								
<b>Sub-total</b>		<b>13,082</b>	<b>6,115</b>	<b>668</b>	<b>386.15</b>	<b>1,128.61</b>	<b>140.14</b>	<b>50,287.88</b>	<b>40,270.99</b>	<b>40,438.27</b>	<b>2,682.88</b>	<b>9,849.61</b>	<b>1,304.11</b>	<b>1,368.56</b>	<b>1,064.03</b>								
<b>TOTAL</b>		<b>521,738</b>	<b>13,117</b>	<b>668</b>	<b>19,706.14</b>	<b>1,677.78</b>	<b>140.14</b>	<b>123,899.30</b>	<b>105,446.44</b>	<b>102,434.92</b>	<b>62,041.63</b>	<b>21,464.38</b>	<b>4,061.18</b>	<b>11,983.61</b>	<b>2,386.42</b>								

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**Statistical Data for Pre-Need Companies**  
**As of SEPTEMBER 30, 2015**  
**(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 Networth	Total Paid-Up Capital	Total Premium Income	Total Net Income								
		Life	Pension	Education	Life	Pension	Education									(in ₱ Million)							
<b>AMA Plans, Inc.</b>	1	nil	313	nil	nil	5.11	nil	195.24	90.02	152.14	89.81	43.10	50.00	2.16	(6.46)								
<b>Caritas Financial Plans</b>	1	nil	7,782	nil	nil	432.02	nil	928.70	601.53	728.64	604.17	200.06	150.00	168.26	(9.02)								
<b>Cityplans Inc.</b>	1	nil		nil	nil	0	nil	314.33	39.92	60.07	31.28	254.26	125.00	0.26	1.66								
<b>First Union Plans, Inc.</b>	1	nil	702	nil	nil	1,502.00	nil	6,614.56	6,296.01	6,595.21	6,484.78	19.35	70.00	1,690.08	(240.28)								
<b>Future Planners</b>	1	nil	0	nil	nil	0	nil	60.55	9.00	7.22	4.83	53.33	54.11	0.09	0.03								
<b>Paz Memorial Services</b>	1	643	nil	nil	58.12	nil	nil	144.76	92.21	119.99	96.81	24.77	73.32	16.68	(7.70)								
<b>St. Peter Life Plan, Inc.</b>	1	533,932	nil	nil	18,631.99	nil	nil	29,137.12	23,739.11	23,184.07	22,357.83	5,953.05	1,360.00	8,335.77	899.95								
<b>Sub-total</b>		<b>534,575</b>	<b>8,797</b>	<b>nil</b>	<b>18,690.11</b>	<b>1,939.13</b>	<b>nil</b>	<b>37,395.26</b>	<b>30,867.80</b>	<b>30,847.34</b>	<b>29,669.51</b>	<b>6,547.92</b>	<b>1,882.43</b>	<b>10,213.30</b>	<b>638.18</b>								
<b>Ayala Plans, Inc.</b>	2	nil	0	0	nil	0	0	5,565.61	5,443.09	5,088.30	4,765.72	477.31	100.00	1.57	52.06								
<b>Himiyang Pilipino Plans, Inc.</b>	2	287	nil	0	18.32	nil	0	605.86	383.92	482.44	277.52	123.42	150.00	17.70	8.19								
<b>Manulife Financial Plans, Inc.</b>	2	nil	230	0	nil	55.06	0	12,514.45	11,485.84	11,676.37	11,111.07	838.08	250.00	249.00	(227.82)								
<b>Mercantile Care Plans, Inc.</b>	2	nil	0	0	nil	0	0	236.81	141.51	104.50	101.26	132.31	100.00	0.04	13.30								
<b>Provident Plans In'l Corp.</b>	2	755	174	nil	60.35	16.41	nil	822.70	684.67	903.06	814.15	(80.36)	92.07	113.45	(13.69)								
<b>SunLife Financial Plans</b>	2	nil	5	0	nil	3.85	0	9,494.54	8,837.69	7,744.59	7,643.01	1,749.95	125.00	136.91	1.95								
<b>Transnational Plans, Inc.</b>	2	nil	668	0	nil	11.92	0	639.16	550.63	544.88	532.00	94.28	75.00	24.21	26.22								
<b>Sub-total</b>		<b>1,042</b>	<b>1,077</b>	<b>0</b>	<b>78.67</b>	<b>87.24</b>	<b>0</b>	<b>29,879.13</b>	<b>27,527.35</b>	<b>26,544.14</b>	<b>25,244.73</b>	<b>3,334.99</b>	<b>892.07</b>	<b>542.88</b>	<b>(139.79)</b>								
<b>Cocoplans Inc.</b>	3	0	0	0	0	0	0	2,034.89	1,634.89	1,959.02	-	75.87	100.00	3.09	0.21								
<b>Eternal Plans, Inc.</b>	3	2,803	985	0	115.70	169.45	0	1,897.88	1,426.07	1,666.20	1,533.31	231.68	244.70	200.16	(19.95)								
<b>Loyola Plans Consolidated Inc.</b>	3	290	nil	0	16.39	0	0	3,905.53	1,215.82	1,955.30	945.43	1,950.23	102.07	110.40	77.48								
<b>Philplans First, Inc.</b>	3	2,209	4,271	683	152.73	913.58	138.67	39,992.02	36,949.89	35,594.38	32,828.31	4,397.64	700.00	1,116.30	(698.05)								
<b>Trusteeship Plans, Inc.</b>	3	nil	863	0	nil	33.39	0	516.80	85.10	64.87	55.85	451.93	110.91	8.17	(2.43)								
<b>Sub-total</b>		<b>5,302</b>	<b>6,119</b>	<b>683</b>	<b>284.82</b>	<b>1,116.42</b>	<b>138.67</b>	<b>48,347.12</b>	<b>41,311.77</b>	<b>41,239.77</b>	<b>35,362.90</b>	<b>7,107.35</b>	<b>1,257.68</b>	<b>1,438.12</b>	<b>(642.74)</b>								
<b>TOTAL</b>		<b>540,919</b>	<b>15,993</b>	<b>683</b>	<b>19,053.60</b>	<b>3,142.79</b>	<b>138.67</b>	<b>115,621.51</b>	<b>99,706.92</b>	<b>98,631.25</b>	<b>90,277.14</b>	<b>16,990.26</b>	<b>4,032.18</b>	<b>12,194.30</b>	<b>(144.35)</b>								

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