

PRE-NEED INDUSTRY PERFORMANCE
as of the Quarter Ending March 31

	2016*	2015*	% Increase/Decrease
	(Amount in Million Pesos)		
1 . Total Assets	₱ 119,065.5	₱ 114,174.6	4.28
Investment in Trust Funds	101,373.2	100,428.9	0.94
2 . Total Liabilities	100,273.4	92,906.6	7.93
Pre-Need Reserves	93,826.4	87,998.4	6.62
3 . Total Network	18,792.1	21,268.0	(11.64)
Capital Stock	4,048.8	3,508.7	15.39
4 . Total Net Income/(Loss)	315.0	531.4	(40.73)
Total Premium Income/(Loss)	3,855.1	3,611.5	6.75
5 Number of Plans Sold	183,729	141,075	30.23
Life Plan	178,687	136,795	30.62
Pension Plan	4,795	4,044	18.57
Education Plan	247	236	4.66

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

**Statistical Data for Pre-Need Companies
For the Quarter Ending March 31, 2016
(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 Networth	Total Paid-Up Capital	Total Premium Income	Total Net Income						
		Life	Pension	Education	Life	Pension	Education									(in P Million)					
AMA Plans, Inc.	1	nil	170	nil	nil	2.24	nil	194.28	88.21	143.41	89.81	50.87	50.00	0.87	(4.05)						
Caritas Financial Plans	1	nil	2,650	nil	nil	167.07	nil	938.95	694.08	753.58	681.50	185.37	150.00	63.84	(3.53)						
Cityplans Inc.	1	nil	0	nil	nil	0	nil	313.24	38.80	58.29	32.72	254.96	125.00	0.04	(0.13)						
First Union Plans, Inc.	1	nil	2	nil	nil	8.10	nil	5,736.90	5,586.74	5,796.81	5,772.36	(59.91)	70.00	8.05	49.45						
Future Planners	1	nil	0	nil	nil	0	nil	60.68	8.84	7.65	5.00	53.03	50.00	0.02	(0.07)						
Paz Memorial Services	1	131	nil	nil	10.18	nil	nil	140.38	101.05	134.45	110.40	5.93	60.00	3.53	(1.14)						
St. Peter Life Plan, Inc.	1	175,783	nil	nil	6,612.93	nil	nil	33,254.59	27,499.77	26,306.11	25,402.36	6,948.48	1,360.00	3,210.00	233.06						
Sub-total		175,914	2,822	nil	6,623.11	177.41	nil	40,639.02	34,017.48	33,200.30	32,094.14	7,438.73	1,865.00	3,286.35	273.59						
Ayala Plans, Inc.	2	nil	0	0	nil	0	0	5,426.72	5,326.01	5,050.89	4,658.64	375.83	100.00	0.02	(16.34)						
Himlayang Pilipino Plans, Inc.	2	0	nil	0	0	nil	0	584.77	381.23	511.27	310.38	73.50	150.00	4.61	11.61						
Manulife Financial Plans, Inc.	2	nil	80	0	nil	8.37	0	12,343.39	11,522.38	11,573.76	10,886.30	769.63	250.00	62.78	201.86						
Mercantile Care Plans, Inc.	2	nil	0	0	nil	0	0	233.23	140.38	121.70	117.97	111.53	100.00	0.00	0.35						
Provident Plans In'l Corp.	2	176	13	nil	13.82	2.29	nil	780.46	655.14	843.54	757.41	(63.08)	92.07	30.41	(1.27)						
Sunlife Financial Plans	2	nil	22	0	nil	5.46	0	8,937.82	8,339.16	7,535.86	7,377.93	1,401.96	125.00	35.56	(42.23)						
Transnational Plans, Inc.	2	nil	0	0	nil	0	0	619.64	522.52	523.53	502.65	96.11	75.00	0.25	1.86						
Sub-total		176	115	0	13.82	16.12	0	28,926.03	26,886.82	26,160.55	24,611.27	2,765.49	892.07	133.65	155.85						
Cocoplans Inc.	3							2,046.45	1,640.63	1,971.31	1,709.56	75.14	100.00	1.66	(1.79)						
Eternal Plans, Inc.	3	1,313	313	0	50.72	38.77	0	1,910.85	1,438.84	1,646.98	1,525.69	263.87	244.70	52.12	9.20						
Loyola Plans Consolidated Inc.	3	343	0	0	21.17	0	0	4,019.36	1,082.81	2,103.18	1,315.29	1,916.18	135.11	21.43	(3.23)						
Philplans First, Inc.	3	941	1,411	247	67.85	293.93	50.84	41,003.60	36,219.28	35,116.12	32,507.88	5,887.48	700.00	358.01	(117.32)						
Trusteeship Plans, Inc.	3	0	134	0	0	6.02	0	520.14	87.36	74.96	62.55	445.18	111.91	1.93	(1.34)						
Sub-total		2,597	1,858	247	139.74	338.72	50.84	49,500.40	40,468.91	40,912.54	37,120.98	8,587.85	1,291.72	435.15	(114.49)						
TOTAL		178,687	4,795	247	6,776.67	532.25	50.84	119,065.45	101,373.22	100,273.39	93,826.39	18,792.07	4,048.79	3,855.14	314.95						

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**Statistical Data for Pre-Need Companies
For the Quarter Ending March 31, 2015
(Based on the Submitted Interim Financial Statements)**

	No. of Type of Plans	Number of Plans Sold			Total Contract Price			Total Assets (in ₱ Million)	Total Investments in Trust Fund	Total Liabilities	Total Pre-Need Reserves	Total Networkth	Total Paid-Up Capital	Total Premium Income	Total Net Income
		Life	Pension	Education	Life	Pension	Education								
		(in ₱ Million)													
AMA Plans, Inc.	1	nil	118	nil	nil	2.38	nil	197.62	91.16	143.38	87.52	54.24	50.00	0.63	42.33
Caritas Financial Plans	1	nil	1,960	nil	nil	100.75	nil	888.51	570.41	612.14	515.29	276.37	150.00	57.33	21.55
Cityplans Inc.	1	nil	0	nil	nil	nil	nil	318.72	37.41	63.32	32.93	255.40	125.00	0.14	1.13
First Union Plans, Inc.	1	nil	50	nil	nil	57.50	nil	5,499.44	5,420.22	5,171.12	5,141.30	328.32	70.00	47.46	67.47
Future Planners	1	nil	0	nil	nil	0	nil	60.40	8.84	7.06	4.80	53.34	54.12	0.06	0.04
Paz Memorial Services	1	24	nil	nil	0.38	nil	nil	152.97	92.42	112.09	91.36	40.89	60.00	2.19	(4.95)
St. Peter Life Plan, Inc.	1	134,911	nil	nil	4,670.23	nil	nil	26,635.29	21,495.34	20,004.06	19,328.90	6,631.23	850.00	2,612.61	436.99
Sub-total		134,935	2,128	nil	4,670.61	160.63	nil	33,752.96	27,715.80	26,113.18	25,202.09	7,639.79	1,359.12	2,720.42	564.55
Ayala Plans, Inc.	2	nil	0	0	nil	0	0	5,995.88	5,840.49	5,230.79	4,913.78	765.09	100.00	0.84	59.03
Himlayang Pilipino Plans, Inc.	2	95	nil	0	7.20	nil	0	644.96	406.83	507.06	287.20	137.91	150.00	6.47	18.28
Manulife Financial Plans, Inc.	2	nil	89	0	nil	15.27	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	253.20	155.58	114.37	110.71	138.83	100.00	0.01	6.55
Provident Plans In'l Corp.	2	264	63	nil	20.18	6.90	nil	854.48	732.61	796.93	698.75	57.55	92.07	39.40	4.51
Sunlife Financial Plans	2	nil	2	0	nil	1.54	0	9,468.41	8,810.29	7,710.03	7,586.66	1,758.38	125.00	47.90	(25.16)
Transnational Plans, Inc.	2	nil	0	0	nil	0	0	682.91	561.17	588.72	558.66	94.19	75.00	6.93	2.13
Sub-total		359	154	0	27.38	23.71	0	30,034.95	27,832.24	26,664.47	25,246.73	3,370.49	892.07	415.16	(232.98)
Cocoplans Inc.	3	0	0	0	0	0	0	2,130.18	1,717.90	2,049.60	1,779.55	80.59	100.00	6.65	0.15
Eternal Plans, Inc.	3	559	99	0	16.82	9.62	0	1,955.37	1,501.60	1,679.96	1,554.75	275.42	244.70	64.37	23.98
Loyola Plans Consolidated Inc.	3	290	0	0	16.37	0	0	3,878.85	1,529.24	1,710.73	756.32	2,168.12	101.94	38.41	25.92
Philplans First, Inc.	3	652	1,429	236	44.22	299.82	46.38	41,848.39	39,991.47	34,625.50	33,405.91	7,222.90	700.00	363.76	150.04
Trusteeship Plans, Inc.	3	0	234	0	0	8.77	0	573.92	140.69	63.21	53.09	510.71	110.91	2.70	(0.31)
Sub-total		1,501	1,762	236	77.41	318.21	46.38	50,386.72	44,880.90	40,128.99	37,549.62	10,257.72	1,257.55	475.88	199.78
TOTAL		136,795	4,044	236	4,775.40	502.55	46.38	114,174.63	100,428.94	92,906.64	87,998.44	21,268.00	3,508.73	3,611.46	531.36

M. G. S. Jr.
Trustee