



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



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

	2020 ^{1/}	2019 ^{1/}	% Increase/ Decrease
	(Amount in Million Pesos)		
1 . Number of Licensed Companies	13 ^{2/}	15	
2 . Total Assets	P 135,508.5	P 131,389.2	3.14
3 . Total Liabilities	114,428.4	112,777.7	1.46
4 . Total Networkth	21,080.1	18,611.6	13.26
Capital Stock	3,627.5	3,650.2	(0.62)
5 . Pre-Need Reserves ^{3/}	108,523.8	106,713.3	r 1.70
6 . Investment in Trust Funds	115,058.8	117,849.9	(2.37)
7 Trust Fund vs Reserves ^{4/}	6,535.0	11,136.6	(41.32)
Surplus	8,732.0	11,450.3	(23.74)
Deficit	(2,196.9)	(313.7)	(600.28)
8 . Retained Earnings	11,976.9	9,438.9	26.89
Surplus	13,581.4	12,999.2	4.48
Deficit	(1,604.5)	(3,560.2)	54.93
9 . Total Premium Income	18,639.0	21,996.2	(15.26)
10 . Total Net Income/(Loss)	1,398.3	(718.6)	294.58
Net Income	1,786.6	1,402.2	27.41
Net Loss	(388.3)	(2,120.9)	81.69
11 . Number of Plans Sold from January 1 (in actual numbers)	383,082	925,370	(58.60)
Life Plan	379,198	914,781	(58.55)
Pension Plan	3,617	9,710	(62.75)
Education Plan	267	879	(69.62)

1/ Based on Interim Financial Statements submitted by the pre-need companies (10 licensed, 3 servicing & 3 with pending licenses)

2/ Includes 10 licensed companies and 3 servicing companies. AMA Plans, Diamond Memorial, and Philplans not included in the list of Pre-Need Companies with Certificates of Authority.

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

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

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License Status and Sales Report of Pre-Need Companies
For the Quarter Ending December 31, 2020
(Based on the Submitted Interim Financial Statements)

	No. of Type of Plans	License Status			Number of Plans Sold ¹			Total Contract Price (in ₱ Million)		
		Active	Pending	Servicing	Life	Pension	Education	Life	Pension	Education
AMA Plans, Inc.	1		1		nil	-	nil	nil	-	nil
Caritas Financial Plans	1	1			nil	1,776	nil	nil	229.61	nil
Cityplans Inc.	1	1			nil	-	nil	nil	-	nil
Cosmopolitan CLIMBS Life Plan, Inc.	1	1			5,308	nil	nil	201.85	nil	nil
Diamond Memorial Plans, Inc.	1		1		-	nil	nil	-	nil	nil
First Union Plans Inc.	1			1	nil	-	nil	nil	-	nil
Golden Future Life Plan	1	1			1,243	nil	nil	87.88	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			369,554	nil	nil	17,892.12	nil	nil
Sub-total					376,105	1,776	nil	18,181.85	229.61	-
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	168	-	nil	52.87	-
Sub-total					-	168	-	-	52.87	-
Philplans First, Inc.	3		1		2,703	1,673	267	201.38	305.47	58.01
Trusteeship Plans, Inc.	3	1			390	-	-	17.41	-	-
Sub-total					3,093	1,673	267	218.79	305.47	58.01
TOTAL		10	3	3	379,198	3,617	267	18,400.65	587.95	58.01

¹ Based on pre-need sales report submitted to the Insurance Commission
License status is based on list published in IC website.

Performance for Pre-Need Companies
For the Quarter Ending December 31, 2020
(Based on the Submitted Interim Financial Statements)

	Total Assets	Total Investments in Trust Fund	Total Liabilities	Pre-Need Reserves ¹	Trust Fund Surplus/ (Deficiency) ²	Total Network	Total Paid-Up Capital	Retained Earnings	Total Premium Income	Total Net Income / (Loss)
	(in ₱ Million)									
AMA Plans, Inc.	239.23	110.69	240.22	89.27	21.42	(1.00)	50.00	-	1.01	4.19
Caritas Financial Plans	1,340.69	1,231.60	1,220.12	1,133.94	97.66	120.57	150.00	-	110.25	53.51
Cityplans Inc.	357.31	37.48	50.43	33.33	4.15	306.88	158.13	141.66	-	11.15
Cosmopolitan CLIMBS Life Plan, Inc.	196.89	29.55	40.70	27.39	2.16	156.19	156.05	(8.86)	17.38	2.91
Diamond Memorial Plans, Inc.	-	-	-	-	-	-	-	-	-	-
First Union Plans Inc.	244.15	66.78	177.64	26.71	40.07	66.51	89.83	(482.04)	-	(72.87)
Golden Future Life Plan	162.75	10.48	14.33	3.06	7.43	148.42	125.00	(3.04)	23.11	(0.63)
Manulife Financial Plans, Inc.	10,570.93	9,127.08	8,072.97	7,482.97	1,644.12	2,497.96	250.00	-	28.94	177.73
New Life Memorial Plan	-	-	-	-	-	-	-	-	-	-
St. Peter Life Plan, Inc.	77,869.04	68,640.08	64,709.37	62,598.23	6,041.85	13,159.68	1,360.00	11,476.52	17,514.85	1,529.04
Sub-total	90,981	79,254	74,526	71,395	7,859	16,455	2,339	11,124	17,696	1,705
Ayala Plans, Inc.	3,836.40	3,769.33	3,338.20	3,303.22	466.12	498.20	100.00	(599.56)	0.01	(141.80)
Himlayang Pilipino Plans, Inc.	666.03	326.55	680.40	423.35	(96.80)	(14.38)	150.00	(464.28)	0.64	4.71
Mercantile Care Plans, Inc.	147.32	87.34	84.82	80.12	7.22	62.50	100.00	(46.71)	-	(0.10)
Sunlife Financial Plans	6,264.32	5,825.20	5,502.99	5,458.19	367.01	761.33	125.00	-	89.18	(89.97)
Sub-total	10,914.07	10,008.42	9,606.42	9,264.87	743.54	1,307.66	475.00	(1,110.55)	89.83	(227.16)
Philplans First, Inc.	33,045.50	25,662.61	30,078.06	27,762.75	(2,100.14)	2,967.44	700.00	1,735.58	847.26	(82.96)
Trusteeship Plans, Inc.	567.94	134.04	218.14	101.27	32.77	349.80	113.51	227.67	6.39	3.38
Sub-total	33,613.44	25,796.66	30,296.20	27,864.03	(2,067.37)	3,317.24	813.51	1,963.25	853.65	(79.57)
TOTAL	135,508.51	115,058.81	114,428.41	108,523.79	6,535.02	21,080.10	3,627.51	11,976.94	18,639.02	1,398.28

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

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