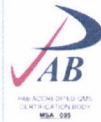




Republic of the Philippines  
Department of Finance  
**INSURANCE COMMISSION**  
1071 United Nations Avenue  
Manila



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

	2019 <sup>1/</sup>	2018 <sup>1/ 4/</sup>	% Increase/ Decrease
	(Amount in Million Pesos)		
<b>1 . Number of Licensed Companies</b>	<b>15</b>	<b>18</b>	
<b>2 . Total Assets</b>	<b>P 126,963.8</b>	<b>P 123,067.0</b>	<b>3.17</b>
<b>3 . Total Liabilities</b>	<b>109,812.5</b>	<b>108,978.6</b>	<b>0.77</b>
<b>4 . Total Networth</b>	<b>17,151.4</b>	<b>14,089.8</b>	<b>21.73</b>
Capital Stock	3,645.9	4,159.2	(12.34)
<b>5 . Pre-Need Reserves<sup>2/</sup></b>	<b>103,892.9</b>	<b>100,965.4</b>	<b>2.90</b>
<b>6 . Investment in Trust Funds</b>	<b>107,950.4</b>	<b>102,345.6</b>	<b>5.48</b>
<b>7 Trust Fund vs Reserves<sup>3/</sup></b>	<b>4,057.5</b>	<b>1,380.2</b>	<b>193.97</b>
Surplus	6,146.5	4,342.2	41.55
Deficit	(2,089.0)	(2,962.0)	29.47
<b>8 . Retained Earnings</b>	<b>3,098.9</b>	<b>2,913.5</b>	<b>6.36</b>
Surplus	12,379.9	11,437.5	8.24
Deficit	(9,281.0)	(8,524.0)	(8.88)
<b>9 . Total Premium Income</b>	<b>10,478.2</b>	<b>9,566.5</b>	<b>9.53</b>
<b>10 . Total Net Income/(Loss)</b>	<b>128.6</b>	<b>2,006.9</b>	<b>(93.59)</b>
Net Income	1,297.9	2,754.5	(52.88)
Net Loss	(1,169.3)	(747.6)	(56.40)
<b>11 . Number of Plans Sold from January 1 (in actual numbers)</b>	<b>415,750</b>	<b>193,573</b>	<b>114.78</b>
Life Plan	410,261	190,037	115.88
Pension Plan	5,024	3,323	51.19
Education Plan	465	213	118.31

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

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

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

4/ Figures in 2018 were revised due to adoption of new reporting format.

**Statistical Data for Pre-Need Companies  
For the Quarter Ending June 30, 2019  
(Based on the Submitted Interim Financial Statements)**

	No. of Type of Plans	Number of Plans Sold <sup>2</sup>			Total Contract Price			Total Assets	Total Investments in Trust Fund	Total Liabilities	Pre-Need Reserves <sup>3</sup>	Trust Fund Surplus/ (Deficiency) <sup>4</sup>	Total Network	Total Paid-Up Capital	Retained Earnings	Total Premium Income	Total Net Income (/Loss)
		Life	Pension	Education	Life	Pension	Education										
(in ₱ Million)								(in ₱ Million)									
Caritas Financial Plans	1	nil	1,665	nil	nil	217.24	nil	1,254.03	1,114.44	1,163.85	1,094.30	20.15	90.18	150.00	(137.52)	77.73	(19.68)
Cityplans Inc.	1	nil	-	nil	nil	-	nil	347.37	40.66	54.04	32.08	8.59	293.33	137.50	147.87	-	8.43
Cosmopolitan CLIMBS Life Plan, Inc.	1	1,629	nil	nil	71.87	nil	-	160.82	13.30	11.12	5.92	7.38	149.70	153.24	(9.44)	11.47	1.99
Diamond Memorial Plans, Inc.	1	-	nil	nil	-	nil	nil	118.00	-	18.69	-	-	99.31	100.00	(0.69)	1.26	(0.33)
First Union Plans Inc. <sup>1</sup>	1	nil	-	nil	nil	-	nil	2,080.64	1,990.69	2,333.65	2,255.13	(264.44)	(253.01)	81.67	(498.96)	-	37.78
Golden Future Life Plan	1	-	nil	nil	-	nil	-	152.99	1.00	3.88	-	1.00	149.11	125.00	(2.32)	-	(0.27)
Manulife Financial Plans, Inc.	1	nil	-	nil	nil	-	nil	10,928.00	9,384.66	9,393.06	8,513.65	871.02	1,534.94	250.00	(1,163.58)	24.24	(373.02)
Prime Care Kaagapay, Inc.	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
St. Peter Life Plan, Inc.	1	405,308	nil	nil	17,166.90	nil	nil	62,479.25	54,844.43	51,929.83	50,203.90	4,640.53	10,549.41	1,360.00	9,656.39	9,458.13	1,225.60
Sub-total		406,937	1,665	nil	17,238.77	217.24	-	77,521.09	67,389.19	64,908.11	62,104.98	5,284.21	12,612.98	2,397.40	7,991.75	9,572.84	880.51
Ayala Plans, Inc.	2	nil	-	-	nil	-	-	4,223.53	4,171.15	3,695.21	3,641.72	529.43	528.32	100.00	(437.99)	0.05	23.12
Himlayang Pilipino Plans, Inc. <sup>1</sup>	2	-	nil	-	-	nil	-	500.30	327.60	491.45	295.04	32.56	8.85	150.00	(232.25)	2.10	(1.59)
Mercantile Care Plans, Inc. <sup>1</sup>	2	nil	-	-	nil	-	-	190.04	122.09	121.37	115.15	6.93	68.67	100.00	(40.34)	-	(7.69)
Sunlife Financial Plans	2	nil	-	-	nil	-	-	6,494.40	5,851.61	5,954.18	5,912.60	(60.99)	540.22	125.00	(6,757.89)	52.55	(172.88)
Sub-total		-	-	-	-	-	-	11,408.27	10,472.44	10,262.21	9,964.52	507.93	1,146.06	475.00	(7,468.47)	54.70	(159.03)
Philplans First, Inc.	3	2,735	3,359	465	238.97	641.23	105.60	37,493.73	29,979.84	34,451.14	31,743.36	(1,763.53)	3,042.58	700.00	2,342.80	844.83	(593.86)
Trusteeship Plans, Inc.	3	589	-	-	26.34	-	-	540.75	108.95	191.02	80.05	28.91	349.73	113.51	232.81	5.85	1.01
Sub-total		3,324	3,359	465	265.31	641.23	105.60	38,034.47	30,088.79	34,642.16	31,823.41	(1,734.62)	3,392.31	813.51	2,575.60	850.67	(592.85)
TOTAL		410,261	5,024	465	17,504.08	858.47	105.60	126,963.84	107,950.43	109,812.48	103,892.90	4,057.52	17,151.35	3,645.91	3,098.88	10,478.21	128.63

<sup>1</sup> Servicing Company

<sup>2</sup> Based on pre-need sales report submitted to the Insurance Commission

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

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