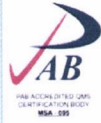




Republic of the Philippines
 Department of Finance
INSURANCE COMMISSION
 1071 United Nations Avenue
 Manila



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

	2020 ^{1/}	2019 ^{1/}	% Increase/ Decrease
	(Amount in Million Pesos)		
1 . Number of Licensed Companies	12 ^{2/}	15	
2 . Total Assets	P 132,330.4	P 126,963.8	4.23
3 . Total Liabilities	115,702.7	109,812.5	5.36
4 . Total Network	16,627.7	17,151.4	(3.05)
Capital Stock	3,604.4	3,645.9	(1.14)
5 . Pre-Need Reserves ^{3/}	109,016.8	103,892.9	4.93
6 . Investment in Trust Funds	111,835.3	107,950.4	3.60
7 Trust Fund vs Reserves ^{4/}	2,818.5	4,057.5	(30.54)
Surplus	6,086.6	6,146.5	(0.97)
Deficit	(3,268.2)	(2,089.0)	(56.45)
8 . Retained Earnings	6,863.4	3,098.9	121.48
Surplus	8,237.7	12,379.9	(33.46)
Deficit	(1,374.3)	(9,281.0)	85.19
9 . Total Premium Income	8,674.8	10,478.2	(17.21)
10 . Total Net Income/(Loss)	(4,103.5)	128.6	(3,290.23)
Net Income	115.2	1,297.9	(91.13)
Net Loss	(4,218.7)	(1,169.3)	(260.79)
11 . Number of Plans Sold from January 1 (in actual numbers)	218,151	415,750	(47.53)
Life Plan	215,933	410,261	(47.37)
Pension Plan	2,024	5,024	(59.71)
Education Plan	194	465	(58.28)

1/ Based on Interim Financial Statements submitted by the pre-need companies (9 licensed, 2 servicing & 3 with pending licenses)

2/ Includes 10 licensed companies and 2 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

**License Status and Sales Report of Pre-Need Companies
For the Quarter Ending June 30, 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	867	nil	nil	113.57	nil
Cityplans Inc.	1	1			nil	-	nil	nil	-	nil
Cosmopolitan CLIMBS Life Plan, Inc.	1	1			1,322	nil	nil	62.11	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			413	nil	nil	32.33	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			212,266	nil	nil	9,819.18	nil	nil
Sub-total					214,001	867	nil	9,913.61	113.57	-
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	77	-	nil	23.21	-
Sub-total					-	77	-	-	23.21	-
Philplans First, Inc.	3		1		1,676	1,080	194	115.04	213.05	42.65
Trusteeship Plans, Inc.	3	1			256	-	-	11.84	-	-
Sub-total					1,932	1,080	194	126.88	213.05	42.65
TOTAL		10	3	3	215,933	2,024	194	10,040.49	349.82	42.65

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

**Performance for Pre-Need Companies
For the Quarter Ending June 30, 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 P Million)										
AMA Plans, Inc.	224.18	88.30	238.15	89.27	(0.97)	(13.97)	50.00	-	0.41	(9.17)
Caritas Financial Plans	1,319.28	1,198.23	1,218.08	1,131.30	66.93	101.19	150.00	-	50.40	43.30
Cityplans Inc.	353.15	40.11	52.70	34.58	5.53	300.45	137.50	-	-	4.74
Cosmopolitan CLIMBS Life Plan, Inc.	179.27	17.86	28.43	17.43	0.43	150.84	156.05	(13.63)	10.44	(1.73)
Diamond Memorial Plans, Inc.	-	-	-	-	-	-	-	-	-	-
First Union Plans Inc.	1,232.16	1,105.13	1,442.09	1,436.90	(331.78)	(209.93)	87.33	(482.04)	-	(60.71)
Golden Future Life Plan	162.69	6.22	16.55	1.44	4.78	146.14	125.00	(5.46)	7.42	(3.05)
Manulife Financial Plans, Inc.	11,630.85	9,799.62	8,866.91	7,819.66	1,979.96	2,763.94	250.00	-	24.46	64.31
New Life Memorial Plan	-	-	-	-	-	-	-	-	-	-
St. Peter Life Plan, Inc.	69,977.29	61,471.94	60,346.02	58,282.93	3,189.02	9,631.26	1,360.00	8,188.11	8,074.50	(2,099.38)
Sub-total	85,078.86	73,727.41	72,208.94	68,813.51	4,913.89	12,869.92	2,315.88	7,686.97	8,167.62	(2,061.68)
Ayala Plans, Inc.	3,959.43	3,882.02	3,425.92	3,351.17	530.86	533.51	100.00	(599.49)	0.01	(141.73)
Himlayang Pilipino Plans, Inc.	667.66	324.16	453.95	286.09	38.07	213.72	150.00	(226.52)	0.41	(3.44)
Mercantile Care Plans, Inc.	156.80	94.53	96.46	91.09	3.44	60.34	100.00	(47.16)	-	(0.55)
Sunlife Financial Plans	6,626.61	5,999.70	5,790.43	5,747.94	251.76	836.18	125.00	-	43.34	(130.03)
Sub-total	11,410.50	10,300.40	9,766.77	9,476.28	824.12	1,643.74	475.00	(873.17)	43.76	(275.75)
Philplans First, Inc.	35,294.98	27,693.76	33,516.21	30,629.18	(2,935.42)	1,778.77	700.00	49.61	460.47	(1,768.93)
Trusteeship Plans, Inc.	546.10	113.70	210.81	97.84	15.86	335.28	113.51	-	2.98	2.81
Sub-total	35,841.08	27,807.46	33,727.02	30,727.02	(2,919.56)	2,114.05	813.51	49.61	463.45	(1,766.12)
TOTAL	132,330.44	111,835.27	115,702.73	109,016.81	2,818.45	16,627.71	3,604.39	6,863.41	8,674.83	(4,103.55)

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