



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

	2019 ^{1/}	2018 ^{1/}	% Increase/ Decrease
	(Amount in Million Pesos)		
1 . Number of Licensed Companies	15	16	
2 . Total Assets	P 128,286.2	P 119,853.9	7.04
3 . Total Liabilities	110,946.2	108,437.4	2.31
4 . Total Networth	17,340.1	11,416.5	51.89
Capital Stock	3,647.9	4,036.8	(9.63)
5 . Pre-Need Reserves ^{2/}	104,804.1	100,718.1	4.06
6 . Investment in Trust Funds	108,500.4	101,713.2	6.67
7 Trust Fund vs Reserves ^{3/}			
Surplus	3,696.3	995.1	271.44
Deficit	6,448.6	4,291.7	50.26
Deficit	(2,752.3)	(3,296.5)	16.51
8 . Retained Earnings	8,552.3	1,120.8	663.05
Surplus	12,097.9	10,325.5	17.17
Deficit	(3,545.6)	(9,204.7)	61.48
9 . Total Premium Income	16,214.7	14,509.1	11.76
10 . Total Net Income/(Loss)			
Net Income	(1,442.1)	1,704.5	(184.60)
Net Loss	747.5	2,144.0	(65.14)
Net Loss	(2,189.6)	(439.5)	(398.22)
11 . Number of Plans Sold from January 1 (in actual numbers)			
Life Plan	687,236	587,628	16.95
Pension Plan	679,217	578,110	17.49
Education Plan	7,370	8,909	(17.27)
Education Plan	649	609	6.57

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

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

	No. of Type of Plans	Number of Plans Sold ²			Total Contract Price			Total Assets	Total Investments in Trust Fund	Total Liabilities	Pre-Need Reserves ³	Trust Fund Surplus/ (Deficiency) ⁴	Total Network	Total Paid-Up Capital	Retained Earnings	Total Premium Income	Total Net Income /Loss
		Life	Pension	Education	Life	Pension	Education										
		(in ₱ Million)															
AMA Plans, Inc. ⁵	1	nil	-	nil	nil	-	nil	-	-	-	-	-	-	-	-	-	-
Caritas Financial Plans	1	nil	2,459	nil	nil	332.91	nil	1,271.26	1,130.00	1,177.94	1,102.51	27.49	93.31	150.00	(139.20)	121.11	(21.36)
Cityplans Inc.	1	nil	-	nil	nil	-	nil	347.79	39.13	50.96	30.50	8.64	296.83	137.50	152.17	-	12.73
Cosmopolitan CLIMBS Life Plan, Inc.	1	2,583	nil	nil	115.76	nil	nil	167.19	16.64	20.66	12.81	3.83	146.54	153.55	(13.13)	14.01	(0.32)
Diamond Memorial Plans, Inc. ⁶	1	-	nil	nil	nil	nil	nil	115.32	-	18.18	-	-	99.16	100.00	(0.84)	1.24	(0.15)
First Union Plans Inc. ¹	1	nil	-	nil	nil	-	nil	1,785.17	1,710.14	2,030.89	1,953.52	(243.38)	(245.72)	83.33	(536.73)	-	20.07
Golden Future Life Plan	1	255	nil	nil	21.61	nil	nil	159.90	1.01	9.85	0.12	0.89	150.05	125.00	(1.39)	5.03	0.45
Manulife Financial Plans, Inc.	1	nil	-	nil	nil	-	nil	10,875.42	9,327.17	9,206.55	8,320.06	1,007.11	1,668.87	250.00	(1,183.14)	32.42	(392.58)
Prime Care Kaagapay, Inc.	1	-	nil	nil	-	nil	nil	-	-	-	-	-	-	-	-	-	-
St. Peter Life Plan, Inc.	1	671,428	nil	nil	28,588.92	nil	nil	65,446.68	57,337.71	54,703.47	52,552.83	4,784.88	10,743.22	1,360.00	9,531.86	14,708.97	701.89
Sub-total		674,266	2,459	nil	28,726	333	-	80,169	69,562	67,216	63,972	5,589	12,952	2,359	7,810	14,883	321
Ayala Plans, Inc.	2	nil	-	-	nil	-	-	4,140.37	4,083.43	3,597.09	3,544.27	539.16	543.28	100.00	(452.51)	0.05	8.60
Himlayang Pilipino Plans, Inc. ¹	2	-	nil	-	-	nil	-	694.15	325.02	480.64	288.23	36.79	213.50	150.00	(232.25)	3.05	2.39
Mercantile Care Plans, Inc. ¹	2	nil	-	-	nil	-	-	680.82	113.49	111.44	105.21	8.27	69.38	100.00	(40.10)	-	(7.44)
Sunlife Financial Plans	2	nil	-	-	nil	-	-	6,315.69	5,593.89	5,759.17	5,708.08	(114.19)	556.52	125.00	(946.29)	73.51	(225.32)
Sub-total		-	-	-	-	-	-	11,331.02	10,115.82	9,948.34	9,645.79	470.03	1,382.68	475.00	(1,671.15)	76.61	(221.78)
Philplans First, Inc. ¹	3	3,936	4,911	649	355.03	1,014.36	148.69	36,240.85	28,709.47	33,587.15	31,104.18	(2,394.71)	2,653.70	700.00	2,180.66	1,246.04	(1,542.41)
Trusteeship Plans, Inc.	3	1,015	-	-	46.15	-	-	545.62	113.31	194.21	81.77	31.55	351.41	113.51	233.16	9.28	1.37
Sub-total		4,951	4,911	649	401.18	1,014.36	148.69	36,786.47	28,822.78	33,781.36	31,185.94	(2,363.16)	3,005.11	813.51	2,413.83	1,255.31	(1,541.05)
TOTAL		679,217	7,370	649	29,127.47	1,347.27	148.69	128,286.23	108,500.43	110,946.17	104,804.10	3,696.33	17,340.06	3,647.89	8,552.27	16,214.71	(1,442.10)

¹ Servicing Company

² Based on pre-need sales report submitted to the Insurance Commission

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

⁵ Not included in the list of Pre-Need Companies with Certificates of Authority

⁶ Newly licensed pre-need company