



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



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

	2020 ^{1/}	2019 ^{1/}	% Increase/ Decrease
	(Amount in Million Pesos)		
1 . Number of Licensed Companies	12^{2/}	15	
2 . Total Assets	₱ 130,601.2	₱ 128,286.2	1.80
3 . Total Liabilities	114,485.7	110,946.2	3.19
4 . Total Network	16,115.5	17,340.1	(7.06)
Capital Stock	3,625.0	3,647.9	(0.63)
5 . Pre-Need Reserves^{3/}	107,571.0	104,804.1	2.64
6 . Investment in Trust Funds	110,021.1	108,500.4	1.40
7 Trust Fund vs Reserves^{4/}	2,450.1	3,696.3	(33.72)
Surplus	5,398.0	6,448.6	(16.29)
Deficit	(2,947.9)	(2,752.3)	(7.11)
8 . Retained Earnings	7,458.6	8,552.3	(12.79)
Surplus	9,110.8	12,097.9	(24.69)
Deficit	(1,652.2)	(3,545.6)	53.40
9 . Total Premium Income	13,464.8	16,214.7	(16.96)
10 . Total Net Income/(Loss)	(3,469.1)	(1,442.1)	(140.56)
Net Income	305.7	747.5	(59.11)
Net Loss	(3,774.7)	(2,189.6)	(72.39)
11 . Number of Plans Sold from January 1 (in actual numbers)	284,850	687,236	(58.55)
Life Plan	281,784	679,217	(58.51)
Pension Plan	2,835	7,370	(61.53)
Education Plan	231	649	(64.41)

1/ Based on Interim Financial Statements submitted by the pre-need companies (8 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 September 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	1,299	nil	nil	168.64	nil
Cityplans Inc.	1	1			nil	-	nil	nil	-	nil
Cosmopolitan CLIMBS Life Plan, Inc.	1	1			2,111	nil	nil	95.49	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			813	nil	nil	58.20	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			276,410	nil	nil	12,987.03	nil	nil
Sub-total					279,334	1,299	nil	13,141	169	-
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	97	-	nil	31.59	-
Sub-total					-	97	-	-	31.59	-
Philplans First, Inc.	3		1		2,125	1,439	231	152.10	267.86	53.61
Trusteeship Plans, Inc.	3	1			325	-	-	14.42	-	-
Sub-total					2,450	1,439	231	166.52	267.86	53.61
TOTAL		10	3	3	281,784	2,835	231	13,307.24	468.09	53.61

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 September 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.	222.66	90.98	241.44	89.27	1.72	(18.78)	50.00	-	0.76	(13.49)
Caritas Financial Plans	1,281.34	1,151.94	1,224.85	1,135.94	16.00	56.50	150.00	-	80.62	65.58
Cityplans Inc.	354.46	41.33	51.20	33.64	7.69	303.26	158.13	138.94	-	8.42
Cosmopolitan CLIMBS Life Plan, Inc.	184.33	18.33	33.44	23.28	(4.95)	150.89	156.05	(13.35)	15.57	0.21
Diamond Memorial Plans, Inc.	-	-	-	-	-	-	-	-	-	-
First Union Plans Inc.	142.19	63.69	367.82	91.73	(28.04)	(225.62)	87.33	(482.04)	-	(74.91)
Golden Future Life Plan	160.78	7.88	13.66	2.17	5.71	147.12	125.00	(4.28)	13.07	(1.87)
Manulife Financial Plans, Inc.	11,206.59	9,326.02	8,675.49	7,653.83	1,672.19	2,531.10	250.00	-	32.55	228.86
New Life Memorial Plan	-	-	-	-	-	-	-	-	-	-
St. Peter Life Plan, Inc.	72,039.43	63,380.65	62,475.44	60,351.70	3,028.95	9,563.99	1,360.00	8,056.39	12,586.49	(2,231.09)
Sub-total	85,592	74,081	73,083	69,382	4,699	12,508	2,337	7,696	12,729	(2,018)
Ayala Plans, Inc.	3,794.47	3,729.28	3,329.42	3,293.54	435.74	465.05	100.00	(641.04)	0.01	(183.28)
Himlayang Pilipino Plans, Inc.	662.03	316.43	692.41	429.86	(113.44)	(30.38)	150.00	(464.28)	0.58	(8.33)
Mercantile Care Plans, Inc.	151.40	90.60	93.05	88.49	2.12	58.34	100.00	(47.25)	-	(0.64)
Sunlife Financial Plans	6,364.07	5,792.54	5,645.62	5,593.18	199.36	718.44	125.00	-	63.22	(131.20)
Sub-total	10,971.96	9,928.85	9,760.51	9,405.06	523.79	1,211.45	475.00	(1,152.57)	63.81	(323.45)
Philplans First, Inc.	33,478.30	25,885.45	31,430.61	28,686.91	(2,801.46)	2,047.69	700.00	688.60	667.17	(1,129.93)
Trusteeship Plans, Inc.	559.12	125.95	211.24	97.45	28.49	347.88	113.51	226.88	4.75	2.59
Sub-total	34,037.42	26,011.40	31,641.85	28,784.36	(2,772.96)	2,395.57	813.51	915.49	671.92	(1,127.34)
TOTAL	130,601.16	110,021.07	114,485.68	107,570.98	2,450.09	16,115.48	3,625.02	7,458.57	13,464.77	(3,469.08)

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