



PRE-NEED INDUSTRY PERFORMANCE

as of the Quarter Ending June 30

| | 2022 ^{1/} | 2021 ^{1/} | % Increase/ Decrease |
|---|---------------------------|--------------------|-------------------------|
| | (Amount in Million Pesos) | | |
| 1 . Number of Licensed Companies | 12^{2/} | 12 | |
| 2 . Total Assets | ₱ 109,090.0 | ₱ 105,671.6 | 3.23 |
| 3 . Total Liabilities | 96,398.4 | 87,610.9 | 10.03 |
| 4 . Total Net Worth | 12,691.5 | 18,060.7 | (29.73) |
| Capital Stock | 2,827.7 | 2,787.7 | 1.44 |
| Retained Earnings/(Deficit) | (529.0) | 3,803.1 | (113.91) |
| Surplus | 9,902.4 | 13,204.4 | (25.01) |
| Deficit | (10,431.5) | (9,401.3) | (10.96) |
| Other Net Worth Accounts | 10,392.8 | 11,469.9 | (9.39) |
| 5 . Pre-Need Reserves^{3/} | 92,131.3 | 83,943.5 | 9.75 |
| 6 . Investment in Trust Funds | 95,013.1 | 92,217.0 | 3.03 |
| 7 Trust Fund vs Reserves^{4/} | 2,881.8 | 8,273.4 | (65.17) |
| Surplus | 3,393.2 | 8,418.2 | (59.69) |
| Deficit | (511.4) | (144.7) | (253.40) |
| 8 . Total Premium Income | 9,785.3 | 9,596.3 | 1.97 |
| 9 . Total Net Income/(Loss) | 1,329.7 | 1,016.1 | 30.86 |
| Net Income | 1,547.3 | 1,241.0 | 24.68 |
| Net Loss | (217.6) | (224.9) | 3.24 |
| 10 . Number of Plans Sold from January 1 (in actual numbers) | 326,623 | 273,921 | 19.24 |
| Life Plan | 326,089 | 273,216 | 19.35 |
| Pension Plan | 534 | 705 | (24.26) |
| Education Plan | - | - | |

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

2/ Includes ten (10) licensed companies, and two (2) servicing companies.

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, 2022
(Based on the Submitted Interim Financial Statements)**

| | No. of Type of Plans | License Status ¹ | | | Number of Plans Sold ² | | | Total Contract Price (in ₱ Million) | | |
|-------------------------------------|----------------------|-----------------------------|----------|-----------|-----------------------------------|------------|------------|--|--------------|-----------|
| | | Active | Pending | Servicing | Life | Pension | Education | Life | Pension | Education |
| Caritas Financial Plans | 1 | 1 | | | nil | 534 | nil | nil | 71.39 | nil |
| Cityplans Inc. | 1 | 1 | | | nil | - | nil | nil | - | nil |
| Cosmopolitan CLIMBS Life Plan, Inc. | 1 | 1 | | | 5,757 | nil | nil | 210.00 | nil | nil |
| Evergreen Lifeplans Services Inc. | 1 | 1 | | | - | nil | nil | - | nil | nil |
| First Union Plans, Inc. | 1 | | | 1 | nil | - | nil | nil | - | nil |
| Golden Future Life Plan | 1 | 1 | | | 492 | nil | nil | 47.98 | nil | nil |
| Manulife Financial Plans, Inc. | 1 | 1 | | | nil | - | nil | nil | - | nil |
| St. Peter Life Plan, Inc. | 1 | 1 | | | 319,330 | nil | nil | 15,455.24 | nil | nil |
| Sub-total | | | | | 325,579 | 534 | nil | 15,713.22 | 71.39 | - |
| Ayala Plans, Inc. | 2 | 1 | | | nil | - | - | nil | - | - |
| Mercantile Care Plans, Inc. | 2 | | | 1 | nil | - | - | nil | - | - |
| Sunlife Financial Plans | 2 | 1 | | | nil | - | - | nil | - | - |
| Sub-total | | | | | - | - | - | - | - | - |
| Trusteeship Plans, Inc. | 3 | 1 | | | 510 | - | - | 24.06 | - | - |
| Sub-total | | | | | 510 | - | - | 24.06 | - | - |
| TOTAL | | 10 | 0 | 2 | 326,089 | 534 | - | 15,737.28 | 71.39 | - |

¹ License status is based on list published in IC website.

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

Performance for Pre-Need Companies
For the Quarter Ending June 30, 2022
(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 Net Worth | Total Paid-Up Capital | Retained Earnings | Total Premiums | Total Net Income / (Loss) |
|--|-------------------|---------------------------------|-------------------|--------------------------------|---|------------------|-----------------------|-------------------|-----------------|---------------------------|
| (in P Million) | | | | | | | | | | |
| Caritas Financial Plans | 1,104.97 | 1,020.39 | 1,169.30 | 1,090.31 | (69.93) | (64.33) | 150.00 | (194.66) | 55.14 | (44.99) |
| Cityplans Inc. | 346.11 | 37.69 | 40.75 | 36.04 | 1.65 | 305.36 | 158.13 | 140.91 | - | (1.42) |
| Cosmopolitan CLIMBS Life Plan, Inc. | 262.20 | 84.59 | 107.38 | 78.21 | 6.38 | 154.82 | 156.05 | (1.92) | 33.26 | (3.60) |
| Evergreen Lifeplans Services Inc. | 104.79 | 5.00 | 6.17 | - | 5.00 | 98.62 | 100.21 | (1.59) | - | (0.68) |
| First Union Plans, Inc. | 95.34 | 72.77 | 30.77 | 15.03 | 57.75 | 64.57 | 89.83 | (550.06) | - | (3.74) |
| Golden Future Life Plan | 188.06 | 30.55 | 29.01 | 13.54 | 17.00 | 159.05 | 125.00 | 7.92 | 20.37 | 1.39 |
| Manulife Financial Plans, Inc. | 7,918.23 | 6,187.10 | 7,144.43 | 6,192.79 | (5.69) | 773.80 | 250.00 | (1,191.71) | 6.96 | (17.96) |
| St. Peter Life Plan, Inc. | 90,472.85 | 80,034.00 | 79,836.00 | 76,896.30 | 3,137.69 | 10,636.85 | 1,360.00 | 9,412.55 | 9,631.20 | 1,545.88 |
| Sub-total | 100,492.56 | 87,472.09 | 88,363.80 | 84,322.23 | 3,149.86 | 12,128.75 | 2,389.22 | 7,621.45 | 9,746.94 | 1,474.88 |
| Ayala Plans, Inc. | 2,913.43 | 2,857.22 | 2,747.24 | 2,713.92 | 143.30 | 166.19 | 100.00 | (711.47) | - | (78.82) |
| Mercantile Care Plans, Inc. | 112.55 | 61.75 | 61.60 | 60.53 | 1.22 | 50.95 | 100.00 | (50.74) | - | (0.78) |
| Sunlife Financial Plans | 4,872.57 | 4,491.23 | 4,981.51 | 4,927.04 | (435.81) | (108.94) | 125.00 | (7,729.32) | 35.02 | (61.70) |
| Sub-total | 7,898.55 | 7,410.20 | 7,790.35 | 7,701.49 | (291.29) | 108.20 | 325.00 | (8,491.54) | 35.02 | (141.30) |
| Trusteeship Plans, Inc. | 698.84 | 130.81 | 244.28 | 107.62 | 23.19 | 454.57 | 113.51 | 341.05 | 3.31 | (3.92) |
| Sub-total | 698.84 | 130.81 | 244.28 | 107.62 | 23.19 | 454.57 | 113.51 | 341.05 | 3.31 | (3.92) |
| TOTAL | 109,089.95 | 95,013.11 | 96,398.43 | 92,131.34 | 2,881.76 | 12,691.52 | 2,827.73 | (529.04) | 9,785.26 | 1,329.67 |

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