



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

	2022 ^{1/}	2021 ^{1/}	% Increase/ Decrease
	(Amount in Million Pesos)		
1 . Number of Licensed Companies	16^{2/}	17 ^r	
2 . Total Assets	₱ 134,713.8	₱ 138,202.5 ^r	(2.52)
3 . Total Liabilities	119,523.1	117,943.0 ^r	1.34
4 . Total Net Worth	15,190.7	20,259.5 ^r	(25.02)
Capital Stock	3,779.2	3,707.7 ^r	1.93
Retained Earnings/(Deficit)	7,005.5	4,484.4 ^r	56.22
Surplus	24,917.8	14,889.7 ^r	67.35
Deficit	(17,912.3)	(10,405.3) ^r	(72.15)
Other Net Worth Accounts	4,406.1	12,067.5 ^r	(63.49)
5 . Pre-Need Reserves^{3/}	113,449.3	111,604.6 ^r	1.65
Pre-Need Reserves	107,147.1	105,672.3 ^r	1.40
Benefit Payable	6,302.2	5,932.3 ^r	6.24
6 . Investment in Trust Funds	114,510.1	116,843.5 ^r	(2.00)
7 Trust Fund vs Reserves^{4/}	1,060.8	5,238.9 ^r	(79.75)
Surplus	2,251.4	6,986.1 ^r	(67.77)
Deficit	(1,190.6)	(1,798.6) ^r	33.80
8 . Total Premium Income	15,426.7	15,059.5 ^r	2.44
9 . Total Net Income/(Loss)	(7,112.7)	1,227.4 ^r	(679.51)
Net Income	8.3	1,510.8 ^r	(99.45)
Net Loss	(7,121.0)	(271.6) ^r	(2,521.43)
10 . Number of Plans Sold from January 1 (in actual numbers)	530,925	416,775 ^r	27.39
Life Plan	529,974	415,183 ^r	27.65
Pension Plan	914	1,528 ^r	(40.18)
Education Plan	37	64 ^r	(42.19)

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

2/ Includes thirteen (13) licensed companies, and three (3) 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

^r Revised data due to inclusion of four companies with recent release of license.

**License Status and Sales Report of Pre-Need Companies
For the Quarter Ending September 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
AMA Plans, Inc.	1	1			nil	-	nil	nil	-	nil
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			7,211	nil	nil	270.41	nil	nil
Diamond Memorial Care Plans, Inc.	1	1			-	nil	nil	-	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			678	nil	nil	66.56	nil	nil
Manulife Financial Plans, Inc.	1	1			nil	-	nil	nil	-	nil
St. Peter Life Plan, Inc.	1	1			519,264	nil	nil	25,250.32	nil	nil
Sub-total	10				527,153	534	nil	25,587.30	71.39	-
Ayala Plans, Inc.	2	1			nil	-	-	nil	-	-
Sunlife Financial Plans	2	1			nil	-	-	nil	-	-
Sub-total	2				-	-	-	-	-	-
Cocoplans, Inc.	3			1	-	-	-	-	-	-
Mercantile Care Plans, Inc.	3			1	-	-	-	-	-	-
Philplans First, Inc.	3	1			2,083	380	37	238.14	89.75	10.52
Trusteeship Plans, Inc.	3	1			738	-	-	35.37	-	-
Sub-total	4				2,821	380	37	273.51	89.75	10.52
TOTAL	16	13	0	3	529,974	914	37	25,860.81	161.14	10.52

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 September 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 ₱ Million)										
AMA Plans, Inc.	225.98	92.69	186.71	101.13	(8.43)	39.27	50.00	(188.75)	0.19	(9.94)
Caritas Financial Plans	1,058.00	990.85	1,148.84	1,071.34	(80.49)	(90.84)	150.00	(213.57)	79.27	(63.87)
Cityplans Inc.	346.40	36.35	40.07	34.67	1.67	306.34	158.13	143.67	-	1.34
Cosmopolitan CLIMBS Life Plan, Inc.	284.01	94.09	130.56	93.05	1.04	153.45	157.51	(5.93)	36.01	(1.99)
Diamond Memorial Care Plans, Inc.	326.51	0.69	133.92	-	0.69	192.59	100.00	(7.41)	1.03	1.31
Evergreen Lifeplans Services Inc.	104.88	5.01	6.18	-	5.01	98.70	100.21	(1.52)	-	(0.60)
First Union Plans, Inc.	92.53	-	29.09	15.03	(15.03)	63.44	89.83	(557.45)	-	(7.39)
Golden Future Life Plan	191.44	33.59	29.30	11.88	21.71	162.14	125.00	11.15	30.74	5.05
Manulife Financial Plans, Inc.	7,607.33	6,088.27	6,929.82	6,422.34	(334.07)	677.50	250.00	(1,202.33)	10.86	(1,537.99)
St. Peter Life Plan, Inc.	91,166.91	80,761.91	81,477.98	78,665.14	2,096.77	9,688.93	1,360.00	8,538.72	14,607.99	(4,143.52)
Sub-total	101,403.99	88,103.45	90,112.47	86,414.58	1,688.87	11,291.52	2,540.67	6,516.59	14,766.10	(5,757.60)
Ayala Plans, Inc.	2,742.84	2,703.76	2,628.05	2,594.89	108.87	114.79	100.00	(754.02)	0.09	(116.53)
Sunlife Financial Plans	4,837.36	4,289.33	4,848.95	4,781.55	(492.22)	(11.59)	125.00	(1,135.07)	47.43	(55.62)
Sub-total	7,580.20	6,993.09	7,476.99	7,376.44	(383.35)	103.20	225.00	(1,889.09)	47.52	(172.15)
Cocoplans, Inc.	956.84	561.14	911.81	717.73	(156.59)	45.04	100.00	(476.95)	0.13	(2.18)
Mercantile Care Plans, Inc.	106.74	54.89	55.76	54.20	0.69	50.98	100.00	(49.33)	-	0.63
Philplans First, Inc.	23,966.60	18,666.47	20,720.38	18,770.27	(103.79)	3,246.22	700.00	2,909.07	607.97	(1,177.66)
Trusteeship Plans, Inc.	699.41	131.10	245.65	116.12	14.99	453.76	113.51	(4.80)	5.04	(3.70)
Sub-total	25,729.59	19,413.61	21,933.59	19,658.31	(244.70)	3,796.00	1,013.51	2,377.99	613.13	(1,182.91)
TOTAL	134,713.78	114,510.15	119,523.06	113,449.33	1,060.81	15,190.72	3,779.18	7,005.49	15,426.75	(7,112.65)

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