



## PRE-NEED INDUSTRY PERFORMANCE

as of September 30

	2023 <sup>1/</sup>	2022 <sup>1/</sup>	% Increase/ Decrease
	(Amount in Million Pesos)		
<b>1 . Number of Licensed Companies</b>	<b>18<sup>2/</sup></b>	<b>16<sup>2/</sup></b>	
<b>2 . Total Assets</b>	<b>₱ 147,859.8</b>	<b>₱ 134,713.8</b>	<b>9.76</b>
<b>3 . Total Liabilities</b>	<b>126,208.1</b>	<b>119,523.1</b>	<b>5.59</b>
<b>4 . Total Net Worth</b>	<b>21,651.7</b>	<b>15,190.7</b>	<b>42.53</b>
Capital Stock	3,949.0	3,779.2	4.49
Retained Earnings/(Deficit)	12,339.6	7,005.5	76.14
Surplus	32,737.8	24,917.8	31.38
Deficit	(20,398.2)	(17,912.3)	(13.88)
Other Net Worth Accounts	5,363.1	4,406.1	21.72
<b>5 . Pre-Need Reserves<sup>3/</sup></b>	<b>119,136.3</b>	<b>113,449.3</b>	<b>5.01</b>
Pre-Need Reserves	113,170.6	107,147.1	5.62
Benefit Payable	5,965.7	6,302.2	(5.34)
<b>6 . Investment in Trust Funds</b>	<b>124,232.2</b>	<b>114,510.1</b>	<b>8.49</b>
<b>7 Trust Fund vs Reserves<sup>4/</sup></b>	<b>5,095.9</b>	<b>1,060.8</b>	<b>380.38</b>
Surplus	7,761.0	2,251.4	244.71
Deficit	(2,665.1)	(1,190.6)	(123.84)
<b>8 . Total Premium Income</b>	<b>16,704.0</b>	<b>15,426.7</b>	<b>8.28</b>
<b>9 . Total Net Income/(Loss)</b>	<b>1,798.7</b>	<b>(7,112.7)</b>	<b>125.29</b>
Net Income	2,342.2	8.3	28,011.54
Net Loss	(543.5)	(7,121.0)	92.37
<b>10 . Number of Plans Sold from January 1 (in actual numbers)</b>	<b>599,025</b>	<b>530,925</b>	<b>12.83</b>
Life Plan	598,723	529,974	12.97
Pension Plan	270	914	(70.46)
Education Plan	32	37	(13.51)

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

2/ Includes fourteen (15) licensed companies, and two (2) servicing companies for 2023, and two companies with pending license applications. One licensed company did not submit its Q3 report. One company was not included in the summary as it was issued CDO last 25 July 2023.

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 companies with recently released licenses for 2022.

**License Status and Sales Report of Pre-Need Companies  
As of September 30, 2023  
(Based on the Submitted Interim Financial Statements)**

	No. of Type of Plans	License Status <sup>1</sup>			Number of Plans Sold <sup>2</sup>			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	-	nil	nil	-	nil
Cityplans Inc.	1	1			nil	-	nil	nil	-	nil
Cosmopolitan CLIMBS Life Plan, Inc.	1	1			3,260	nil	nil	159.64	nil	nil
Diamond Memorial Care Plans, Inc.	1	1			424	nil	nil	15.24	nil	nil
Eternal Plans, Inc.	1	1			-	nil	nil	-	nil	nil
Evergreen Lifeplans Services Inc.	1	1			12	nil	nil	1.21	nil	nil
First Union Plans, Inc.	1			1	nil	-	nil	nil	-	nil
Freedomlife Plan Corporation <sup>3</sup>	1	1			nil	-	nil	nil	-	nil
Golden Future Life Plan	1	1			483	nil	nil	47.41	nil	nil
Manulife Financial Plans, Inc.	1	1			nil	-	nil	nil	-	nil
St. Peter Life Plan, Inc.	1	1			589,891	nil	nil	32,045.77	nil	nil
<b>Sub-total</b>	<b>12</b>	<b>11</b>	<b>0</b>	<b>1</b>	<b>594,070</b>	<b>-</b>	<b>nil</b>	<b>32,269.27</b>	<b>-</b>	<b>-</b>
Ayala Plans, Inc.	2	1			nil	-	-	nil	-	-
Sunlife Financial Plans	2	1			nil	-	-	nil	-	-
<b>Sub-total</b>	<b>2</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Cocoplans, Inc.	3		1		-	-	-	-	-	-
Mercantile Care Plans, Inc.	3			1	-	-	-	-	-	-
Philplans First, Inc.	3	1			3,596	270	32	558.35	123.37	13.79
Trusteeship Plans, Inc.	3	1			1,057	-	-	45.25	-	-
<b>Sub-total</b>	<b>4</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>4,653</b>	<b>270</b>	<b>32</b>	<b>603.59</b>	<b>123.37</b>	<b>13.79</b>
<b>TOTAL</b>	<b>18</b>	<b>15</b>	<b>1</b>	<b>2</b>	<b>598,723</b>	<b>270</b>	<b>32</b>	<b>32,872.86</b>	<b>123.37</b>	<b>13.79</b>

<sup>1</sup> License status is based on list published in IC website.

<sup>2</sup> Based on pre-need sales report submitted to the Insurance Commission

<sup>3</sup> Newly licensed pre-need company

**Performance for Pre-Need Companies  
As of September 30, 2023  
(Based on the Submitted Interim Financial Statements)**

	Total Assets	Total Investments in Trust Fund	Total Liabilities	Pre-Need Reserves <sup>1</sup>	Trust Fund Surplus/ (Deficiency) <sup>2</sup>	Total Net Worth	Total Paid-Up Capital	Retained Earnings	Total Premiums	Total Net Income / (Loss)
(in ₱ Million)										
<b>AMA Plans, Inc.</b>	260.96	98.46	205.93	97.25	1.21	55.03	50.00	(173.48)	0.23	(11.36)
<b>Caritas Financial Plans</b>	-	-	-	-	-	-	-	-	-	-
<b>Cityplans Inc.</b>	372.27	36.72	35.68	27.78	8.94	336.58	158.13	170.15	-	20.52
<b>Cosmopolitan CLIMBS Life Plan, Inc.</b>	376.47	175.64	200.39	144.26	31.38	176.09	157.61	14.05	36.64	(2.49)
<b>Diamond Memorial Care Plans, Inc.</b>	323.90	0.96	135.94	-	0.96	187.95	100.00	(12.05)	0.94	(0.87)
<b>Eternal Plans, Inc.</b>	2,752.43	1,678.02	3,702.65	3,452.76	(1,774.74)	(950.22)	214.70	(1,953.17)	79.24	26.64
<b>Evergreen Lifeplans Services Inc.</b>	108.84	5.27	7.74	-	5.27	101.10	100.21	(1.27)	0.27	0.20
<b>First Union Plans, Inc.</b>	75.95	57.08	14.73	1.65	55.43	61.22	89.83	(560.32)	-	(1.90)
<b>Freedomlife Plan Corporation</b>	102.83	-	1.26	-	-	101.56	105.00	(3.44)	-	(3.44)
<b>Golden Future Life Plan</b>	217.06	59.48	40.39	20.79	38.69	176.67	125.00	24.15	33.62	9.15
<b>Manulife Financial Plans, Inc.</b>	7,066.11	5,139.82	6,326.94	5,926.06	(786.24)	739.18	250.00	(1,187.69)	5.51	0.38
<b>St. Peter Life Plan, Inc.</b>	104,050.12	92,060.70	88,414.22	85,019.37	7,041.33	15,635.90	1,360.00	14,718.79	15,954.25	2,282.05
<b>Sub-total</b>	<b>115,706.94</b>	<b>99,312.15</b>	<b>99,085.88</b>	<b>94,689.90</b>	<b>4,622.25</b>	<b>16,621.06</b>	<b>2,710.48</b>	<b>11,035.73</b>	<b>16,110.70</b>	<b>2,318.88</b>
<b>Ayala Plans, Inc.</b>	2,459.79	2,426.72	2,286.40	2,251.10	175.62	173.39	100.00	(701.21)	-	(18.14)
<b>Sunlife Financial Plans</b>	4,479.22	4,114.71	4,258.44	4,154.89	(40.18)	220.78	125.00	(1,062.50)	46.55	(40.45)
<b>Sub-total</b>	<b>6,939.01</b>	<b>6,541.44</b>	<b>6,544.84</b>	<b>6,405.99</b>	<b>135.45</b>	<b>394.17</b>	<b>225.00</b>	<b>(1,763.71)</b>	<b>46.55</b>	<b>(58.59)</b>
<b>Cocoplans, Inc.</b>	947.99	517.63	904.51	581.56	(63.92)	43.47	100.00	(477.77)	0.09	(34.03)
<b>Mercantile Care Plans, Inc.</b>	91.23	41.50	38.07	36.75	4.75	53.16	100.00	(49.15)	-	(0.99)
<b>Philplans First, Inc.</b>	23,464.75	17,677.85	19,388.38	17,303.11	374.74	4,076.37	700.00	3,590.98	540.33	(429.78)
<b>Trusteeship Plans, Inc.</b>	709.85	141.67	246.40	119.02	22.65	463.45	113.51	3.52	6.32	3.22
<b>Sub-total</b>	<b>25,213.81</b>	<b>18,378.66</b>	<b>20,577.36</b>	<b>18,040.44</b>	<b>338.22</b>	<b>4,636.45</b>	<b>1,013.51</b>	<b>3,067.57</b>	<b>546.73</b>	<b>(461.59)</b>
<b>TOTAL</b>	<b>147,859.76</b>	<b>124,232.24</b>	<b>126,208.07</b>	<b>119,136.33</b>	<b>5,095.91</b>	<b>21,651.69</b>	<b>3,948.99</b>	<b>12,339.60</b>	<b>16,703.98</b>	<b>1,798.70</b>

<sup>1</sup> Pre-Need Reserves include Benefit Obligations/Payables as mandated by Pre-Need Code  
<sup>2</sup> Reflects the difference between Investment in Trust Funds and Pre-Need Reserves per Company