



PRE-NEED INDUSTRY PERFORMANCE

as of the Quarter Ending March 31

	2021 ^{1/}	2020 ^{1/}	% Increase/ Decrease	2020 ^{1/}
	as restated ^{2/}			previously reported
	(Amount in Million Pesos)			
1 . Number of Licensed Companies	12 ^{3/}	12		15
2 . Total Assets	₱ 101,375.7	₱ 89,452.7	13.33	124,753.2
3 . Total Liabilities	85,833.5	78,669.7	9.11	114,077.8
4 . Total Net Worth	15,542.1	10,783.0	44.14	10,675.4
Capital Stock	2,787.7	2,767.1	0.75	3,553.1
Retained Earnings/(Deficit)	1,887.5	(2,915.4)	(164.74)	(3,892.4)
Surplus	11,018.3	6,364.2	73.13	6,364.2
Deficit	(9,130.8)	(9,279.6)	(1.60)	(10,256.6)
Other Net Worth Accounts	10,866.9	10,931.3	(0.59)	11,014.7
5 . Pre-Need Reserves ^{4/}	82,221.5	75,070.3	9.53	107,619.6 ^r
6 . Investment in Trust Funds	88,493.1	77,912.7	13.58	105,534.3 ^r
7 Trust Fund vs Reserves ^{5/}	6,271.6	2,842.4	120.65	(2,085.3)
Surplus	6,482.0	3,024.4	114.33	3,024.4
Deficit	(210.4)	(182.0)	15.62	(5,109.7)
8 . Total Premium Income	4,761.1	4,812.3	(1.06)	5,171.6
9 . Total Net Income/(Loss)	(1,150.4)	222.1	(618.06)	(2,219.2)
Net Income	9.4	487.0	(98.08)	487.0
Net Loss	(1,159.8)	(265.0)	337.69	(2,706.2)
10 . Number of Plans Sold from January 1 (in actual numbers)	134,225	191,868	(30.04)	194,379
Life Plan	133,861	191,195	(29.99)	192,528
Pension Plan	364	673	(45.91)	1,691
Education Plan	-	-	-	160

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

2/ For better comparison, this includes the same companies in the 2021 report.

3/ Includes eight licensed companies and one servicing companies. Meanwhile, three companies have pending license applications.

4/ Pre-Need Reserves include Benefit Obligations/Payables as mandated by Pre-Need Code

5/ Reflects the difference between Investment in Trust Funds and Pre-Need Reserves per Company

r - Revised

**License Status and Sales Report of Pre-Need Companies
For the Quarter Ending March 31, 2021
(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	364	nil	nil	48.42	nil
Cityplans Inc.	1	1			nil	-	nil	nil	-	nil
Cosmopolitan CLIMBS Life Plan, Inc.	1	1			4,836	nil	nil	159.53	nil	nil
Golden Future Life Plan	1	1			427	nil	nil	36.66	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			128,529	nil	nil	6,287.20	nil	nil
Sub-total					133,792	364	nil	6,483.39	48.42	-
Ayala Plans, Inc.	2	1			nil	-	-	nil	-	-
Himayang Pilipino 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			69	-	-	3.02	-	-
Sub-total					69	-	-	3.02	-	-
TOTAL		6	5	1	133,861	364	-	6,486.40	48.42	-

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 March 31, 2021
(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/ (Deficit)	Total Premium Income	Total Net Income / (Loss)
(in ₱ Million)										
Caritas Financial Plans	1,277.16	1,187.08	1,213.00	1,134.34	52.74	64.16	150.00	-	30.01	(20.15)
Cityplans Inc.	375.74	38.44	52.53	39.06	(0.63)	323.21	158.13	138.66	-	0.76
Cosmopolitan CLIMBS Life Plan, Inc.	198.67	34.71	45.41	32.60	2.11	153.26	156.05	(9.44)	20.20	(1.10)
Golden Future Life Plan	166.79	13.53	16.32	3.94	9.59	150.47	125.00	(1.11)	11.72	3.17
Manulife Financial Plans, Inc.	9,850.26	8,423.52	8,117.40	7,404.27	1,019.25	1,732.86	250.00	(1,171.42)	4.08	(117.62)
New Life Memorial Plan	-	-	-	-	-	-	-	-	-	-
St. Peter Life Plan, Inc.	78,821.40	69,495.70	66,780.70	64,444.46	5,051.24	12,040.70	1,360.00	10,525.07	4,668.97	(942.38)
Sub-total	90,690	79,193	76,225	73,059	6,134	14,465	2,199	9,482	4,735	(1,077)
Ayala Plans, Inc.	3,536.46	3,486.77	3,189.73	3,152.51	334.26	346.73	100.00	140.73	0.06	(68.67)
Himlayang Pilipino Plans, Inc.	643.77	310.99	669.68	421.55	(110.56)	(25.91)	150.00	(459.60)	0.04	(9.40)
Mercantile Care Plans, Inc.	135.78	76.15	81.13	76.52	(0.37)	54.65	100.00	(49.68)	-	(0.02)
Sunlife Financial Plans	5,804.81	5,295.34	5,434.98	5,394.22	(98.88)	369.83	125.00	(7,439.50)	24.37	5.42
Sub-total	10,120.82	9,169.25	9,375.53	9,044.81	124.45	745.29	475.00	(7,808.05)	24.47	(72.67)
Trusteeship Plans, Inc.	564.82	130.83	232.67	117.99	12.84	332.16	113.51	213.81	1.63	(0.41)
Sub-total	564.82	130.83	232.67	117.99	12.84	332.16	113.51	213.81	1.63	(0.41)
TOTAL	101,375.67	88,493.05	85,833.55	82,221.46	6,271.59	15,542.12	2,787.69	1,887.52	4,761.08	(1,150.40)

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