



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



**PRE-NEED INDUSTRY PERFORMANCE**  
as of the Quarter Ending December 31

	2021 <sup>1/</sup>	2020 <sup>1/</sup> as restated <sup>2/</sup>	% Increase/ Decrease	2020 <sup>1/</sup> previously reported
	(Amount in Million Pesos)			(Amount in Million Pesos)
<b>1 . Number of Licensed Companies</b>	12 <sup>3/</sup>	12		
<b>2 . Total Assets</b>	<b>₱ 111,633.3</b>	<b>₱ 101,979.6</b>	<b>9.47</b>	<b>135,508.5</b>
<b>3 . Total Liabilities</b>	<b>93,857.8</b>	<b>83,932.5</b>	<b>11.83</b>	<b>114,428.4</b>
<b>4 . Total Net Worth</b>	<b>17,775.5</b>	<b>18,047.1</b>	<b>(1.51)</b>	<b>21,080.1</b>
<b>Capital Stock</b>	<b>2,787.7</b>	<b>2,787.7</b>	<b>-</b>	<b>3,627.5</b>
<b>Retained Earnings/(Deficit)</b>	<b>4,348.4</b>	<b>10,723.4</b>	<b>(59.45)</b>	<b>11,976.9</b>
<b>Surplus</b>	<b>13,810.4</b>	<b>11,845.9</b>	<b>16.58</b>	<b>13,581.4</b>
<b>Deficit</b>	<b>(9,462.0)</b>	<b>(1,122.4)</b>	<b>(742.98)</b>	<b>(1,604.5)</b>
<b>Other Net Worth Accounts</b>	<b>10,639.4</b>	<b>4,536.1</b>	<b>134.55</b>	<b>5,475.6</b>
<b>5 . Pre-Need Reserves<sup>4/</sup></b>	<b>89,968.7</b>	<b>80,645.1</b>	<b>11.56</b>	<b>108,523.8</b>
<b>6 . Investment in Trust Funds</b>	<b>97,200.5</b>	<b>89,218.7</b>	<b>8.95</b>	<b>115,058.8</b>
<b>7 Trust Fund vs Reserves<sup>5/</sup></b>	<b>7,231.8</b>	<b>8,573.7</b>	<b>(15.65)</b>	<b>6,535.0</b>
<b>Surplus</b>	<b>7,450.4</b>	<b>8,670.5</b>	<b>(14.07)</b>	<b>8,732.0</b>
<b>Deficit</b>	<b>(218.6)</b>	<b>(96.8)</b>	<b>(125.86)</b>	<b>(2,196.9)</b>
<b>8 . Total Premium Income</b>	<b>19,758.3</b>	<b>17,790.8</b>	<b>11.06</b>	<b>18,639.0</b>
<b>9 . Total Net Income/(Loss)</b>	<b>2,119.2</b>	<b>1,549.9</b>	<b>36.73</b>	<b>1,398.3</b>
<b>Net Income</b>	<b>2,332.5</b>	<b>1,782.4</b>	<b>30.86</b>	<b>1,786.6</b>
<b>Net Loss</b>	<b>(213.4)</b>	<b>(232.5)</b>	<b>8.23</b>	<b>(388.3)</b>
<b>10 . Number of Plans Sold from January 1 (in actual numbers)</b>	<b>564,579</b>	<b>378,439</b>	<b>49.19</b>	<b>383,082</b>
<b>Life Plan</b>	<b>563,186</b>	<b>376,495</b>	<b>49.59</b>	<b>379,198</b>
<b>Pension Plan</b>	<b>1,393</b>	<b>1,944</b>	<b>(28.34)</b>	<b>3,617</b>
<b>Education Plan</b>	<b>-</b>	<b>-</b>		<b>267</b>

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 nine (9) licensed companies, one (1) servicing company and two (2) companies have pending license applications as of reporting date.

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

**License Status and Sales Report of Pre-Need Companies  
For the Quarter Ending December 31, 2021  
(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 P Million)		
		Active	Pending	Servicing	Life	Pension	Education	Life	Pension	Education
Caritas Financial Plans	1	1			nil	1,393	nil	nil	196.94	nil
Cityplans Inc.	1	1			nil	-	nil	nil	-	nil
Cosmopolitan CLIMBS Life Plan, Inc.	1	1			20,419	nil	nil	672.11	nil	nil
Golden Future Life Plan	1	1			1,949	nil	nil	154.60	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			540,236	nil	nil	26,201.03	nil	nil
<b>Sub-total</b>					<b>562,604</b>	<b>1,393</b>	<b>nil</b>	<b>27,027.74</b>	<b>196.94</b>	<b>-</b>
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	-	-	nil	-	-
<b>Sub-total</b>					<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Trusteeship Plans, Inc.	3	1			582	-	-	22.18	-	-
<b>Sub-total</b>					<b>582</b>	<b>-</b>	<b>-</b>	<b>22.18</b>	<b>-</b>	<b>-</b>
<b>TOTAL</b>		<b>9</b>	<b>2</b>	<b>1</b>	<b>563,186</b>	<b>1,393</b>	<b>-</b>	<b>27,049.91</b>	<b>196.94</b>	<b>-</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

**Performance for Pre-Need Companies  
For the Quarter Ending December 31, 2021  
(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 Premium Income	Total Net Income / (Loss)
(in ₱ Million)										
<b>Caritas Financial Plans</b>	1,255.85	1,175.35	1,196.83	1,121.87	53.48	59.01	150.00	(170.75)	121.53	(57.14)
<b>Cityplans Inc.</b>	357.20	40.43	49.27	37.73	2.71	307.93	158.13	141.26	-	3.37
<b>Cosmopolitan CLIMBS Life Plan, Inc.</b>	229.80	65.54	72.49	53.68	11.87	157.31	156.05	(7.19)	33.43	0.22
<b>Golden Future Life Plan</b>	181.86	24.16	23.72	10.03	14.14	158.14	125.00	6.85	46.28	11.13
<b>Manulife Financial Plans, Inc.</b>	9,115.83	7,463.77	7,600.12	6,794.00	669.77	1,515.71	250.00	(1,173.75)	18.45	(119.96)
<b>New Life Memorial Plan</b>	-	-	-	-	-	-	-	-	-	-
<b>St. Peter Life Plan, Inc.</b>	90,463.39	79,733.40	75,908.46	73,377.02	6,356.38	14,554.93	1,360.00	13,343.09	19,451.67	2,215.64
<b>Sub-total</b>	<b>101,603.93</b>	<b>88,502.66</b>	<b>84,850.89</b>	<b>81,394.32</b>	<b>7,108.34</b>	<b>16,753.04</b>	<b>2,199.18</b>	<b>12,139.51</b>	<b>19,671.37</b>	<b>2,053.26</b>
<b>Ayala Plans, Inc.</b>	3,248.18	3,183.39	2,908.93	2,872.75	310.64	339.26	100.00	96.04	0.17	(31.45)
<b>Himlayang Pilipino Plans, Inc.</b>	620.18	306.64	666.42	446.55	(139.90)	(46.24)	150.00	(487.59)	0.07	(4.58)
<b>Mercantile Care Plans, Inc.</b>	127.07	74.65	71.24	66.69	7.96	55.83	100.00	(49.89)	-	(0.23)
<b>Sunlife Financial Plans</b>	5,462.35	4,996.26	5,129.58	5,074.99	(78.73)	332.77	125.00	(7,572.85)	80.70	99.23
<b>Sub-total</b>	<b>9,457.78</b>	<b>8,560.95</b>	<b>8,776.16</b>	<b>8,460.98</b>	<b>99.97</b>	<b>681.62</b>	<b>475.00</b>	<b>(8,014.28)</b>	<b>80.94</b>	<b>62.97</b>
<b>Trusteeship Plans, Inc.</b>	571.59	136.87	230.78	113.42	23.45	340.81	113.51	223.19	5.96	2.93
<b>Sub-total</b>	<b>571.59</b>	<b>136.87</b>	<b>230.78</b>	<b>113.42</b>	<b>23.45</b>	<b>340.81</b>	<b>113.51</b>	<b>223.19</b>	<b>5.96</b>	<b>2.93</b>
<b>TOTAL</b>	<b>111,633.30</b>	<b>97,200.48</b>	<b>93,857.82</b>	<b>89,968.72</b>	<b>7,231.76</b>	<b>17,775.47</b>	<b>2,787.69</b>	<b>4,348.42</b>	<b>19,758.27</b>	<b>2,119.16</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