



## PRE-NEED INDUSTRY PERFORMANCE

as of the Quarter Ending March 31

	2023 <sup>1/</sup>	2022 <sup>1/</sup>	% Increase/ Decrease
	(Amount in Million Pesos)		
<b>1 . Number of Licensed Companies</b>	<b>14<sup>2/</sup></b>	<b>17</b>	r
<b>2 . Total Assets</b>	<b>₱ 144,852.6</b>	<b>₱ 141,998.4</b>	r <b>2.01</b>
<b>3 . Total Liabilities</b>	<b>122,006.6</b>	<b>118,267.2</b>	r <b>3.16</b>
<b>4 . Total Net Worth</b>	<b>22,846.0</b>	<b>23,731.2</b>	r <b>(3.73)</b>
Capital Stock	3,779.3	3,757.9	r 0.57
Retained Earnings/(Deficit)	14,106.3	9,115.7	r 54.75
Surplus	31,808.2	19,028.4	r 67.16
Deficit	(17,701.9)	(9,912.7)	r (78.58)
Other Net Worth Accounts	4,960.4	10,857.6	r (54.31)
<b>5 . Pre-Need Reserves<sup>3/</sup></b>	<b>114,872.0</b>	<b>111,622.9</b>	r <b>2.91</b>
Pre-Need Reserves	108,615.5	105,655.1	r 2.80
Benefit Payable	6,256.5	5,967.9	r 4.84
<b>6 . Investment in Trust Funds</b>	<b>122,135.5</b>	<b>120,982.9</b>	r <b>0.95</b>
<b>7 Trust Fund vs Reserves<sup>4/</sup></b>	<b>7,263.6</b>	<b>9,359.9</b>	r <b>(22.40)</b>
Surplus	7,721.6	9,734.8	r (20.68)
Deficit	(458.0)	(374.9)	r (22.16)
<b>8 . Total Premium Income</b>	<b>5,729.6</b>	<b>5,127.2</b>	r <b>11.75</b>
<b>9 . Total Net Income/(Loss)</b>	<b>1,117.5</b>	<b>1,129.7</b>	r <b>(1.09)</b>
Net Income	1,159.0	1,172.2	r (1.12)
Net Loss	(41.6)	(42.4)	r 2.03
<b>10 . Number of Plans Sold from January 1 (in actual numbers)</b>	<b>258,667</b>	<b>169,450</b>	r <b>52.65</b>
Life Plan	258,453	168,998	r 52.93
Pension Plan	204	445	r (54.16)
Education Plan	10	7	r 42.86

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

2/ Includes twelve (12) licensed companies, and two (2) servicing companies for 2023 and three other companies with pending license applications. One licensed company did not submit its Q1 report.

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 recently released license.

**License Status and Sales Report of Pre-Need Companies  
For the Quarter Ending March 31, 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	154	nil	nil	20.09	nil
Cityplans Inc.	1	1			nil	-	nil	nil	-	nil
Cosmopolitan CLIMBS Life Plan, Inc.	1	1			1,155	nil	nil	53.97	nil	nil
Diamond Memorial Care Plans, Inc.	1	1			108	nil	nil	3.86	nil	nil
Eternal Plans, Inc.	1	1			-	nil	nil	-	nil	nil
Evergreen Lifepans Services Inc.	1	1			-	nil	nil	-	nil	nil
First Union Plans, Inc.	1			1	nil	-	nil	nil	-	nil
Golden Future Life Plan	1	1			195	nil	nil	19.00	nil	nil
Manulife Financial Plans, Inc.	1		1		nil	-	nil	nil	-	nil
St. Peter Life Plan, Inc.	1	1			255,398	nil	nil	12,882.82	nil	nil
<b>Sub-total</b>	<b>11</b>				<b>256,856</b>	<b>154</b>	<b>nil</b>	<b>12,959.65</b>	<b>20.09</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>-</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			1,209	50	10	203.52	22.50	5.24
Trusteeship Plans, Inc.	3	1			388	-	-	15.45	-	-
<b>Sub-total</b>	<b>4</b>				<b>1,597</b>	<b>50</b>	<b>10</b>	<b>218.97</b>	<b>22.50</b>	<b>5.24</b>
<b>TOTAL</b>	<b>17</b>	<b>12</b>	<b>3</b>	<b>2</b>	<b>258,453</b>	<b>204</b>	<b>10</b>	<b>13,178.62</b>	<b>42.59</b>	<b>5.24</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 March 31, 2023  
(Based on the Submitted Interim Financial Statements)**

	<b>Total Assets</b>	Total Investments in Trust Fund	<b>Total Liabilities</b>	Pre-Need Reserves <sup>1</sup>	Trust Fund Surplus/ (Deficiency) <sup>2</sup>	<b>Total Net Worth</b>	Total Paid-Up Capital	Retained Earnings	<b>Total Premiums</b>	<b>Total Net Income / (Loss)</b>
(in ₱ Million)										
<b>AMA Plans, Inc.</b>	260.80	93.46	191.18	97.25	(3.79)	69.62	50.00	(159.07)	0.09	(3.73)
<b>Caritas Financial Plans</b>	1,098.75	1,030.49	1,175.21	1,091.34	(60.85)	(76.46)	150.00	(238.74)	22.97	(9.06)
<b>Cityplans Inc.</b>	351.54	37.35	32.87	28.35	9.00	318.67	158.13	152.10	-	2.91
<b>Cosmopolitan CLIMBS Life Plan, Inc.</b>	338.88	140.01	159.19	112.98	27.03	179.69	157.61	16.42	39.57	1.51
<b>Diamond Memorial Care Plans, Inc.</b>	325.74	0.93	135.50	-	0.93	190.24	100.00	(9.76)	0.89	(1.14)
<b>Eternal Plans, Inc.</b>	-	-	-	-	-	-	-	-	-	-
<b>Evergreen Lifeplans Services Inc.</b>	108.55	5.11	7.73	-	5.11	100.82	100.21	(1.55)	-	(0.08)
<b>First Union Plans, Inc.</b>	89.78	-	26.46	12.35	(12.35)	63.32	89.83	(558.66)	-	0.16
<b>Golden Future Life Plan</b>	206.61	48.14	35.84	19.15	28.99	170.77	125.00	19.28	13.15	4.28
<b>Manulife Financial Plans, Inc.</b>	7,531.58	5,950.42	6,659.62	6,180.40	(229.98)	871.95	250.00	(1,184.07)	2.90	3.29
<b>St. Peter Life Plan, Inc.</b>	100,494.90	88,376.51	85,304.48	81,601.53	6,774.99	15,190.41	1,360.00	14,133.13	5,421.99	1,016.38
<b>Sub-total</b>	<b>110,807.13</b>	<b>95,682.41</b>	<b>93,728.08</b>	<b>89,143.33</b>	<b>6,539.08</b>	<b>17,079.05</b>	<b>2,540.78</b>	<b>12,169.09</b>	<b>5,501.57</b>	<b>1,014.55</b>
<b>Ayala Plans, Inc.</b>	2,677.91	2,641.80	2,472.17	2,442.10	199.70	205.74	100.00	(682.15)	-	0.92
<b>Sunlife Financial Plans</b>	4,884.82	4,376.12	4,540.62	4,445.97	(69.85)	344.20	125.00	(1,005.75)	15.04	16.30
<b>Sub-total</b>	<b>7,562.73</b>	<b>7,017.92</b>	<b>7,012.79</b>	<b>6,888.07</b>	<b>129.85</b>	<b>549.94</b>	<b>225.00</b>	<b>(1,687.90)</b>	<b>15.04</b>	<b>17.21</b>
<b>Cocoplans, Inc.</b>	943.67	551.33	740.23	632.52	(81.20)	203.44	100.00	(318.54)	0.05	111.11
<b>Mercantile Care Plans, Inc.</b>	100.90	49.94	46.86	45.47	4.47	54.04	100.00	(48.62)	-	(0.46)
<b>Philplans First, Inc.</b>	24,734.06	18,697.94	20,232.56	18,046.51	651.42	4,501.49	700.00	3,993.67	210.77	(27.10)
<b>Trusteeship Plans, Inc.</b>	704.11	136.01	246.10	116.07	19.94	458.01	113.51	(1.41)	2.14	2.16
<b>Sub-total</b>	<b>26,482.73</b>	<b>19,435.21</b>	<b>21,265.75</b>	<b>18,840.58</b>	<b>594.63</b>	<b>5,216.98</b>	<b>1,013.51</b>	<b>3,625.09</b>	<b>212.96</b>	<b>85.71</b>
<b>TOTAL</b>	<b>144,852.59</b>	<b>122,135.54</b>	<b>122,006.63</b>	<b>114,871.98</b>	<b>7,263.56</b>	<b>22,845.96</b>	<b>3,779.29</b>	<b>14,106.28</b>	<b>5,729.56</b>	<b>1,117.47</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