



## PRE-NEED INDUSTRY PERFORMANCE

as of the Quarter Ending March 31

|   | 2024 <sup>1/</sup>        | 2023 <sup>1/</sup> | % Increase/<br>Decrease |
|---|---------------------------|--------------------|-------------------------|
|   | (Amount in Million Pesos) |                    |                         |
| <b>1 . Number of Licensed Companies</b>                             | <b>18<sup>2/</sup></b>    | <b>17</b>          |                         |
| <b>2 . Total Assets</b>   | <b>₱ 153,544.3</b>        | <b>₱ 144,852.6</b> | <b>6.00</b>             |
| <b>3 . Total Liabilities</b>  | <b>127,109.8</b>          | <b>122,006.6</b>   | <b>4.18</b>             |
| <b>4 . Total Net Worth</b>  | <b>26,434.4</b>           | <b>22,846.0</b>    | <b>15.71</b>            |
| Capital Stock   | 3,645.2                   | 3,779.3            | (3.55)                  |
| Retained Earnings/(Deficit)   | 17,753.7                  | 14,106.3           | 25.86                   |
| Surplus   | 35,807.2                  | 31,808.2           | 12.57                   |
| Deficit   | (18,053.5)                | (17,701.9)         | (1.99)                  |
| Other Net Worth Accounts  | 5,035.5                   | 4,960.4            | 1.51                    |
| <b>5 . Pre-Need Reserves<sup>3/</sup></b>                           | <b>120,613.8</b>          | <b>114,872.0</b>   | <b>5.00</b>             |
| Pre-Need Reserves   | 114,581.6                 | 108,615.5          | 5.49                    |
| Benefit Payable   | 6,032.2                   | 6,256.5            | (3.59)                  |
| <b>6 . Investment in Trust Funds</b>                                | <b>130,609.9</b>          | <b>122,135.5</b>   | <b>6.94</b>             |
| <b>7 Trust Fund vs Reserves<sup>4/</sup></b>                        | <b>9,996.1</b>            | <b>7,263.6</b>     | <b>37.62</b>            |
| Surplus   | 10,637.3                  | 7,721.6            | 37.76                   |
| Deficit   | (641.2)                   | (458.0)            | (40.00)                 |
| <b>8 . Total Premium Income</b>                                     | <b>5,570.5</b>            | <b>5,729.6</b>     | <b>(2.78)</b>           |
| <b>9 . Total Net Income/(Loss)</b>                                  | <b>3,227.6</b>            | <b>1,117.5</b>     | <b>188.83</b>           |
| Net Income  | 3,287.8                   | 1,159.0            | 183.67                  |
| Net Loss  | (60.2)                    | (41.6)             | (44.98)                 |
| <b>10 . Number of Plans Sold from January 1 (in actual numbers)</b> | <b>166,286</b>            | <b>258,667</b>     | <b>(35.71)</b>          |
| Life Plan   | 166,050                   | 258,453            | (35.75)                 |
| Pension Plan  | 213                       | 204                | 4.41                    |
| Education Plan  | 23                        | 10                 | 130.00                  |

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

2/ Includes sixteen (16) licensed companies, and two (2) servicing companies for 2023, and one company with pending license application. 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  
For the Quarter Ending March 31, 2024  
(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         |
| Cityplans Inc.                            | 1                    | 1                           |          |           | nil                               | -          | nil        | nil                                 | -             | nil         |
| Cosmopolitan CLIMBS Life Plan, Inc.       | 1                    | 1                           |          |           | 909                               | nil        | nil        | 48.33                               | nil           | nil         |
| Diamond Memorial Care Plans, Inc.         | 1                    |                             | 1        |           | 374                               | nil        | nil        | 13.49                               | nil           | nil         |
| Eternal Plans, Inc.                       | 1                    | 1                           |          |           | -                                 | nil        | nil        | -                                   | nil           | nil         |
| Evergreen Lifeplans Services Inc.         | 1                    | 1                           |          |           | 31                                | nil        | nil        | 2.75                                | 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                           |          |           | 186                               | nil        | nil        | 18.94                               | nil           | nil         |
| Goodlife Plans, Inc.                      | 1                    |                             | 1        |           | -                                 | -          | -          | -                                   | -             | -           |
| Manulife Financial Plans, Inc.            | 1                    |                             | 1        |           | nil                               | -          | nil        | nil                                 | -             | nil         |
| St. Peter Life Plan, Inc.                 | 1                    | 1                           |          |           | 163,726                           | nil        | nil        | 9,497.38                            | nil           | nil         |
| <b>Sub-total</b>                          | <b>12</b>            |                             |          |           | <b>165,226</b>                    | <b>-</b>   | <b>nil</b> | <b>9,580.89</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>-</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                           |          |           | 492                               | 213        | 23         | 67.69                               | 188.53        | 7.04        |
| Trusteeship Plans, Inc.                   | 3                    | 1                           |          |           | 332                               | -          | -          | 15.22                               | -             | -           |
| <b>Sub-total</b>                          | <b>4</b>             |                             |          |           | <b>824</b>                        | <b>213</b> | <b>23</b>  | <b>82.90</b>                        | <b>188.53</b> | <b>7.04</b> |
| <b>TOTAL</b>                              | <b>18</b>            | <b>11</b>                   | <b>5</b> | <b>2</b>  | <b>166,050</b>                    | <b>213</b> | <b>23</b>  | <b>9,663.79</b>                     | <b>188.53</b> | <b>7.04</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  
For the Quarter Ending March 31, 2024  
(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>                     | 259.17            | 98.40                           | 192.46            | 88.65                          | 9.75  | 66.71            | 50.00                 | (162.05)          | 0.01            | (2.26)                    |
| <b>Cityplans Inc.</b>                      | 387.36            | 38.09                           | 51.56             | 28.35                          | 9.74  | 335.80           | 158.13                | 168.96            | -               | 4.91                      |
| <b>Cosmopolitan CLIMBS Life Plan, Inc.</b> | 424.97            | 227.80                          | 229.34            | 172.10                         | 55.70   | 195.64           | 158.48                | 30.26             | 37.91           | 5.84                      |
| <b>Diamond Memorial Care Plans, Inc.</b>   | -                 | -                               | -                 | -                              | -   | -                | -                     | -                 | -               | -                         |
| <b>Eternal Plans, Inc.</b>                 | -                 | -                               | -                 | -                              | -   | -                | -                     | -                 | -               | -                         |
| <b>Evergreen Lifeplans Services Inc.</b>   | 111.35            | 6.60                            | 10.46             | 1.85                           | 4.75  | 100.89           | 100.21                | (0.94)            | 1.40            | 0.17                      |
| <b>First Union Plans, Inc.</b>             | 68.70             | 52.78                           | 9.11              | 1.65                           | 51.13   | 59.59            | 89.83                 | (561.95)          | -               | (1.68)                    |
| <b>Freedomlife Plan Corporation</b>        | 108.55            | 5.01                            | 8.02              | -                              | 5.01  | 100.54           | 105.00                | (4.46)            | -               | (0.27)                    |
| <b>Golden Future Life Plans, Inc.</b>      | 238.47            | 77.10                           | 52.06             | 31.87                          | 45.23   | 186.41           | 125.00                | 34.83             | 15.95           | 6.42                      |
| <b>Goodlife Plans, Inc.</b>                | 25.05             | -                               | -                 | -                              | -   | 25.05            | 10.05                 | 0.00              | -               | 0.00                      |
| <b>Manulife Financial Plans, Inc.</b>      | 6,751.91          | 5,076.38                        | 5,917.80          | 5,534.19                       | (457.81)                                      | 834.11           | 250.00                | (1,214.86)        | 1.87            | (40.51)                   |
| <b>St. Peter Life Plan, Inc.</b>           | 113,603.56        | 100,452.07                      | 94,431.37         | 90,929.51                      | 9,522.56                                      | 19,172.19        | 1,360.00              | 17,960.97         | 5,233.79        | 3,131.73                  |
| <b>Sub-total</b>                           | <b>121,979.09</b> | <b>106,034.21</b>               | <b>100,902.16</b> | <b>96,788.15</b>               | <b>9,246.06</b>                               | <b>21,076.93</b> | <b>2,406.70</b>       | <b>16,250.75</b>  | <b>5,290.92</b> | <b>3,104.34</b>           |
| <b>Ayala Plans, Inc.</b>                   | 2,394.57          | 2,364.62                        | 2,169.36          | 2,139.52                       | 225.09  | 225.21           | 100.00                | (657.20)          | -               | 33.53                     |
| <b>Sunlife Financial Plans</b>             | 4,120.56          | 3,764.95                        | 3,957.28          | 3,898.36                       | (133.41)                                      | 163.28           | 125.00                | (1,140.81)        | 12.54           | 48.06                     |
| <b>Sub-total</b>                           | <b>6,515.13</b>   | <b>6,129.57</b>                 | <b>6,126.65</b>   | <b>6,037.89</b>                | <b>91.69</b>                                  | <b>388.48</b>    | <b>225.00</b>         | <b>(1,798.01)</b> | <b>12.54</b>    | <b>81.59</b>              |
| <b>Cocoplans, Inc.</b>                     | 753.63            | 492.18                          | 705.79            | 542.16                         | (49.98)                                       | 47.84            | 100.00                | (473.40)          | -               | (15.08)                   |
| <b>Mercantile Care Plans, Inc.</b>         | 80.82             | 31.72                           | 30.69             | 28.64                          | 3.08  | 50.12            | 100.00                | (53.71)           | -               | (0.43)                    |
| <b>Philplans First, Inc.</b>               | 23,497.40         | 17,772.35                       | 19,108.33         | 17,112.72                      | 659.63  | 4,389.07         | 700.00                | 3,807.25          | 264.54          | 55.01                     |
| <b>Trusteeship Plans, Inc.</b>             | 718.20            | 149.87                          | 236.21            | 104.26                         | 45.61   | 481.99           | 113.51                | 20.87             | 2.49            | 2.14                      |
| <b>Sub-total</b>                           | <b>25,050.05</b>  | <b>18,446.12</b>                | <b>20,081.02</b>  | <b>17,787.78</b>               | <b>658.33</b>                                 | <b>4,969.03</b>  | <b>1,013.51</b>       | <b>3,301.01</b>   | <b>267.02</b>   | <b>41.63</b>              |
| <b>TOTAL</b>                               | <b>153,544.27</b> | <b>130,609.90</b>               | <b>127,109.82</b> | <b>120,613.82</b>              | <b>9,996.08</b>                               | <b>26,434.44</b> | <b>3,645.21</b>       | <b>17,753.75</b>  | <b>5,570.48</b> | <b>3,227.56</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