



## PRE-NEED INDUSTRY PERFORMANCE

as of March 31

	2024 <sup>1/</sup>	2023 <sup>1/</sup>	% Increase/ Decrease
	(Amount in Million Pesos)		
<b>1 . Number of Licensed Companies</b>	<b>17<sup>2/</sup></b>	<b>17</b>	
<b>2 . Total Assets</b>	<b>₱ 152,780.8</b>	<b>₱ 144,852.6</b>	<b>5.47</b>
<b>3 . Total Liabilities</b>	<b>126,398.0</b>	<b>122,006.6</b>	<b>3.60</b>
<b>4 . Total Net Worth</b>	<b>26,382.8</b>	<b>22,846.0</b>	<b>15.48</b>
Capital Stock	3,545.2	3,779.3	(6.19)
Retained Earnings/(Deficit)	18,223.0	14,106.3	29.18
Surplus	35,803.1	31,808.2	12.56
Deficit	(17,580.1)	(17,701.9)	0.69
Other Net Worth Accounts	4,614.6	4,960.4	(6.97)
<b>5 . Pre-Need Reserves<sup>3/</sup></b>	<b>120,065.8</b>	<b>114,872.0</b>	<b>4.52</b>
Pre-Need Reserves	114,070.4	108,615.5	5.02
Benefit Payable	5,995.4	6,256.5	(4.17)
<b>6 . Investment in Trust Funds</b>	<b>130,111.5</b>	<b>122,135.5</b>	<b>6.53</b>
<b>7 Trust Fund vs Reserves<sup>4/</sup></b>	<b>10,045.7</b>	<b>7,263.6</b>	<b>38.30</b>
Surplus	10,636.9	7,721.6	37.76
Deficit	(591.2)	(458.0)	(29.08)
<b>8 . Total Premium Income</b>	<b>5,606.5</b>	<b>5,729.6</b>	<b>(2.15)</b>
<b>9 . Total Net Income/(Loss)</b>	<b>3,251.9</b>	<b>1,117.5</b>	<b>191.01</b>
Net Income	3,297.1	1,159.0	184.47
Net Loss	(45.2)	(41.6)	(8.68)
<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 eleven (11) licensed companies, two (2) servicing companies, and four (4) companies with pending license application.

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

**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 Lifepans 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>
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>3</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>17</b>	<b>11</b>	<b>4</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)**

	<b>Total Assets</b>	<b>Total Investments in Trust Fund</b>	<b>Total Liabilities</b>	<b>Pre-Need Reserves<sup>1</sup></b>	<b>Trust Fund Surplus/ (Deficiency)<sup>2</sup></b>	<b>Total Net Worth</b>	<b>Total Paid-Up Capital</b>	<b>Retained Earnings</b>	<b>Total Premiums</b>	<b>Total Net Income / (Loss)</b>
(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>	228.64	70.93	45.98	26.05	44.88	182.66	125.00	30.70	52.01	15.71
<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>121,969.26</b>	<b>106,028.04</b>	<b>100,896.08</b>	<b>96,782.34</b>	<b>9,245.70</b>	<b>21,073.18</b>	<b>2,406.70</b>	<b>16,246.62</b>	<b>5,326.98</b>	<b>3,113.63</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>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>24,296.42</b>	<b>17,953.93</b>	<b>19,375.23</b>	<b>17,245.62</b>	<b>708.31</b>	<b>4,921.19</b>	<b>913.51</b>	<b>3,774.41</b>	<b>267.02</b>	<b>56.72</b>
<b>TOTAL</b>	<b>152,780.80</b>	<b>130,111.55</b>	<b>126,397.95</b>	<b>120,065.85</b>	<b>10,045.70</b>	<b>26,382.85</b>	<b>3,545.21</b>	<b>18,223.02</b>	<b>5,606.54</b>	<b>3,251.94</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