

Table 1. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS
August 2009, July 2009 and August 2008

| Item | August 2009 P/ | August 2008 | Percent Growth/ (Decline) Rate | August 2009 P/ | July 2009 | Percent Growth/ (Decline) Rate |
|-------------------------------|-------------------|---------------|---|-------------------|-------------|---|
| Number of Plans Sold | 7,967 | 21,110 | (62.26) | 7,967 | 11,417 | (30.22) |
| Education | 634 | 1,446 | (56.15) | 634 | 900 | (29.56) |
| Life | 6,033 | 15,436 | (60.92) | 6,033 | 8,107 | (25.58) |
| Pension | 1,300 | 4,228 | (69.25) | 1,300 | 2,410 | (46.06) |
| Sales (Peso Amount) | 426,939,016 | 1,381,314,675 | (69.09) | 426,939,016 | 613,054,987 | (30.36) |
| Education | 67,877,000 | 234,086,018 | (71.00) | 67,877,000 | 100,048,955 | (32.16) |
| Life | 204,713,298 | 535,380,713 | (61.76) | 204,713,298 | 267,914,109 | (23.59) |
| Pension | 154,348,718 | 611,847,944 | (74.77) | 154,348,718 | 245,091,923 | (37.02) |
| Initial Collection (In pesos) | 36,171,713 | 147,997,726 | (75.56) | 36,171,713 | 51,295,588 | (29.48) |
| Education | 9,689,143 | 22,789,514 | (57.48) | 9,689,143 | 14,869,827 | (34.84) |
| Life | 10,447,184 | 31,874,432 | (67.22) | 10,447,184 | 11,792,818 | (11.41) |
| Pension | 16,035,386 | 93,333,781 | (82.82) | 16,035,386 | 24,632,943 | (34.90) |

Note: Details may not add up to totals due to rounding-off of figures.

P/ Preliminary figures.

Initial Collection is the first payment made by the planholder upon purchase of a plan depending on his mode of payment.

Source of Basic Data: Monthly Sales Reports submitted
by Pre-Need Corporation to SEC
Prepared by: NTD, 30 October 2009

**Table 2. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS
August 2009 and August 2008**

| Item | August 2009 ^{P/} | | August 2008 | | Percent Growth/ (Decline) Rate |
|-------------------------------|---------------------------|------------------|---------------|------------------|--------------------------------------|
| | Total | Percent to Total | Total | Percent to Total | |
| Number of Plans Sold | 7,967 | 100.00 | 21,110 | 100.00 | (62.26) |
| Education | 634 | 7.96 | 1,446 | 6.85 | (56.15) |
| Life | 6,033 | 75.72 | 15,436 | 73.12 | (60.92) |
| Pension | 1,300 | 16.32 | 4,228 | 20.03 | (69.25) |
| Sales (Peso Amount) | 426,939,016 | 100.00 | 1,381,314,675 | 100.00 | (69.09) |
| Education | 67,877,000 | 15.90 | 234,086,018 | 16.95 | (71.00) |
| Life | 204,713,298 | 47.95 | 535,380,713 | 38.76 | (61.76) |
| Pension | 154,348,718 | 36.15 | 611,847,944 | 44.29 | (74.77) |
| Initial Collection (In pesos) | 36,171,713 | 100.00 | 147,997,726 | 100.00 | (75.56) |
| Education | 9,689,143 | 26.79 | 22,789,514 | 15.40 | (57.48) |
| Life | 10,447,184 | 28.88 | 31,874,432 | 21.54 | (67.22) |
| Pension | 16,035,386 | 44.33 | 93,333,781 | 63.06 | (82.82) |

Note: Details may not add up to totals due to rounding-off of figures.

^{P/} Preliminary figures.

Initial Collection is the first payment made by the planholder upon purchase of a plan depending on his mode of payment.

Source of Basic Data: Monthly Sales Reports submitted
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Prepared by: NTD, 30 October 2009

Table 3. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS

January - August 2009 & January - August 2008

| Item | January - August 2009 ^{P/} | | January - August 2008 | | Percent Growth/ (Decline) Rate |
|-------------------------------|-------------------------------------|------------------|-----------------------|------------------|--------------------------------------|
| | Total | Percent to Total | Total | Percent to Total | |
| Number of Plans Sold | 123,229 | 100.00 | 166,949 | 100.00 | (26.19) |
| Education | 5,027 | 4.08 | 8,254 | 4.94 | (39.10) |
| Life | 98,392 | 79.84 | 109,438 | 65.55 | (10.09) |
| Pension | 19,810 | 16.08 | 49,257 | 29.50 | (59.78) |
| Sales (Peso Amount) | 6,255,852,729 | 100.00 | 10,603,666,961 | 100.00 | (41.00) |
| Education | 538,153,912 | 8.60 | 1,416,950,703 | 13.36 | (62.02) |
| Life | 3,588,379,406 | 57.36 | 3,973,224,705 | 37.47 | (9.69) |
| Pension | 2,129,319,412 | 34.04 | 5,213,491,552 | 49.17 | (59.16) |
| Initial Collection (In pesos) | 615,346,392 | 100.00 | 1,044,261,585 | 100.00 | (41.07) |
| Education | 74,765,281 | 12.15 | 160,219,099 | 15.34 | (53.34) |
| Life | 180,299,620 | 29.30 | 250,129,994 | 23.95 | (27.92) |
| Pension | 360,281,492 | 58.55 | 633,912,492 | 60.70 | (43.17) |

Note: Details may not add up to totals due to rounding-off of figures.

^{P/} Preliminary figures.

Initial Collection is the first payment made by the planholder upon purchase of a plan depending on his mode of payment.

Source of Basic Data: Monthly Sales Reports

Prepared by: NTD, 30 October 2009