

Table 1. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS
July 2008, June 2008 and July 2007

Item	July 2008 P/	July 2007	Percent Growth/ (Decline) Rate	July 2008 P/	June 2008	Percent Growth/ (Decline) Rate
Number of Plans Sold	20,908	27,646	(24.37)	20,908	21,083	(0.83)
Education	1,164	2,324	(49.91)	1,164	1,248	(6.73)
Life	15,031	9,515	57.97	15,031	14,604	2.92
Pension	4,713	15,807	(70.18)	4,713	5,231	(9.90)
Sales (Peso Amount)	1,415,233,780	2,070,376,634	(31.64)	1,415,233,780	1,404,658,230	0.75
Education	215,321,494	396,784,459	(45.73)	215,321,494	218,630,518	(1.51)
Life	542,572,206	353,739,617	53.38	542,572,206	527,588,171	2.84
Pension	657,340,080	1,319,852,558	(50.20)	657,340,080	658,439,541	(0.17)
Initial Collection (In pesos)	140,179,498	202,524,826	(30.78)	140,179,498	135,262,286	3.64
Education	24,344,568	35,549,357	(31.52)	24,344,568	25,046,498	(2.80)
Life	32,776,418	29,341,921	11.71	32,776,418	31,629,501	3.63
Pension	83,058,513	137,633,548	(39.65)	83,058,513	78,586,286	5.69

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, 21 August 2008

**Table 2. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS
July 2008 and July 2007**

Item	July 2008 P/		July 2007		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	20,908	100.00	27,646	100.00	(24.37)
Education	1,164	5.57	2,324	8.41	(49.91)
Life	15,031	71.89	9,515	34.42	57.97
Pension	4,713	22.54	15,807	57.18	(70.18)
Sales (Peso Amount)	1,415,233,780	100.00	2,070,376,634	100.00	(31.64)
Education	215,321,494	15.21	396,784,459	19.16	(45.73)
Life	542,572,206	38.34	353,739,617	17.09	53.38
Pension	657,340,080	46.45	1,319,852,558	63.75	(50.20)
Initial Collection (In pesos)	140,179,498	100.00	202,524,826	100.00	(30.78)
Education	24,344,568	17.37	35,549,357	17.55	(31.52)
Life	32,776,418	23.38	29,341,921	14.49	11.71
Pension	83,058,513	59.25	137,633,548	67.96	(39.65)

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

January – July 2008 & January – July 2007

Item	January – July 2008 P/		January – July 2007		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	145,836	100.00	142,089	100.00	2.64
Education	6,808	4.67	15,169	10.68	(55.12)
Life	94,002	64.46	59,416	41.82	58.21
Pension	45,026	30.87	67,504	47.51	(33.30)
Sales (Peso Amount)	9,217,252,285	100.00	11,993,440,965	100.00	(23.15)
Education	1,182,864,686	12.83	2,198,945,816	18.33	(46.21)
Life	3,437,843,992	37.30	2,287,086,250	19.07	50.32
Pension	4,596,543,608	49.87	7,507,408,899	62.60	(38.77)
Initial Collection (In pesos)	891,163,859	100.00	1,355,675,430	100.00	(34.26)
Education	137,429,585	15.42	198,106,321	14.61	(30.63)
Life	218,255,562	24.49	196,299,304	14.48	11.19
Pension	535,478,711	60.09	961,269,805	70.91	(44.29)

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, 21 August 2008