

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

Item	August 2008 P/	August 2007	Percent Growth/ (Decline) Rate	August 2008 P/	July 2008 R/	Percent Growth/ (Decline) Rate
Number of Plans Sold	<b>21,110</b>	<b>15,022</b>	<b>40.53</b>	<b>21,110</b>	<b>20,911</b>	<b>0.95</b>
Education	1,446	2,057	(29.70)	1,446	1,164	24.23
Life	15,436	8,579	79.93	15,436	15,031	2.69
Pension	4,228	4,386	(3.60)	4,228	4,716	(10.35)
Sales (Peso Amount)	<b>1,381,314,675</b>	<b>1,445,056,859</b>	<b>(4.41)</b>	<b>1,381,314,675</b>	<b>1,420,333,780</b>	<b>(2.75)</b>
Education	234,086,018	376,774,384	(37.87)	234,086,018	215,321,494	8.71
Life	535,380,713	315,137,614	69.89	535,380,713	542,572,206	(1.33)
Pension	611,847,944	753,144,861	(18.76)	611,847,944	662,440,080	(7.64)
Initial Collection (In pesos)	<b>147,997,726</b>	<b>128,825,894</b>	<b>14.88</b>	<b>147,997,726</b>	<b>145,279,498</b>	<b>1.87</b>
Education	22,789,514	32,956,815	(30.85)	22,789,514	24,344,568	(6.39)
Life	31,874,432	22,809,181	39.74	31,874,432	32,776,418	(2.75)
Pension	93,333,781	73,059,899	27.75	93,333,781	88,158,513	5.87

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

P/ Preliminary figures.

R/ Revised 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, 22 September 2008

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

Item	August 2008 P/		August 2007		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>21,110</b>	<b>100.00</b>	<b>15,022</b>	<b>100.00</b>	<b>40.53</b>
Education	1,446	6.85	2,057	13.69	(29.70)
Life	15,436	73.12	8,579	57.11	79.93
Pension	4,228	20.03	4,386	29.20	(3.60)
Sales (Peso Amount)	<b>1,381,314,675</b>	<b>100.00</b>	<b>1,445,056,859</b>	<b>100.00</b>	<b>(4.41)</b>
Education	234,086,018	16.95	376,774,384	26.07	(37.87)
Life	535,380,713	38.76	315,137,614	21.81	69.89
Pension	611,847,944	44.29	753,144,861	52.12	(18.76)
Initial Collection (In pesos)	<b>147,997,726</b>	<b>100.00</b>	<b>128,825,894</b>	<b>100.00</b>	<b>14.88</b>
Education	22,789,514	15.40	32,956,815	25.58	(30.85)
Life	31,874,432	21.54	22,809,181	17.71	39.74
Pension	93,333,781	63.06	73,059,899	56.71	27.75

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, 22 September 2008

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

**January - August 2008 & January - August 2007**

Item	January - August 2008 P/		January - August 2007		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>166,949</b>	<b>100.00</b>	<b>157,111</b>	<b>100.00</b>	<b>6.26</b>
Education	8,254	4.94	17,226	10.96	(52.08)
Life	109,438	65.55	67,995	43.28	60.95
Pension	49,257	29.50	71,890	45.76	(31.48)
Sales (Peso Amount)	<b>10,603,666,961</b>	<b>100.00</b>	<b>13,438,497,824</b>	<b>100.00</b>	<b>(21.09)</b>
Education	1,416,950,703	13.36	2,575,720,200	19.17	(44.99)
Life	3,973,224,705	37.47	2,602,223,864	19.36	52.69
Pension	5,213,491,552	49.17	8,260,553,761	61.47	(36.89)
Initial Collection (In pesos)	<b>1,044,261,585</b>	<b>100.00</b>	<b>1,484,501,325</b>	<b>100.00</b>	<b>(29.66)</b>
Education	160,219,099	15.34	231,063,135	15.57	(30.66)
Life	250,129,994	23.95	219,108,485	14.76	14.16
Pension	633,912,492	60.70	1,034,329,704	69.68	(38.71)

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, 22 September 2008