

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

Item	December 2008 P/	December 2007	Percent Growth/ (Decline) Rate	December 2008 P/	November 2008 R/	Percent Growth/ (Decline) Rate
Number of Plans Sold	<b>24,693</b>	<b>19,701</b>	<b>25.34</b>	<b>24,693</b>	<b>24,335</b>	<b>1.47</b>
Education	407	1,310	(68.93)	407	455	(10.55)
Life	18,080	12,456	45.15	18,080	18,793	(3.79)
Pension	6,206	5,935	4.57	6,206	5,087	22.00
Sales (Peso Amount)	<b>1,294,015,233</b>	<b>1,360,923,370</b>	<b>(4.92)</b>	<b>1,294,015,233</b>	<b>1,284,815,314</b>	<b>0.72</b>
Education	65,206,479	201,355,406	(67.62)	65,206,479	70,887,616	(8.01)
Life	620,952,979	416,635,836	49.04	620,952,979	651,123,687	(4.63)
Pension	607,855,775	742,932,128	(18.18)	607,855,775	562,804,011	8.00
Initial Collection (In pesos)	<b>96,111,441</b>	<b>132,954,825</b>	<b>(27.71)</b>	<b>96,111,441</b>	<b>141,107,777</b>	<b>(31.89)</b>
Education	6,936,598	19,090,804	(63.67)	6,936,598	7,729,666	(10.26)
Life	33,720,536	21,707,686	55.34	33,720,536	33,849,124	(0.38)
Pension	55,454,307	92,156,335	(39.83)	55,454,307	99,528,987	(44.28)

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, 27 January 2009

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

Item	December 2008 P/		December 2007		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>24,693</b>	<b>100.00</b>	<b>19,701</b>	<b>100.00</b>	<b>25.34</b>
Education	407	1.65	1,310	6.65	(68.93)
Life	18,080	73.22	12,456	63.23	45.15
Pension	6,206	25.13	5,935	30.13	4.57
Sales (Peso Amount)	<b>1,294,015,233</b>	<b>100.00</b>	<b>1,360,923,370</b>	<b>100.00</b>	<b>(4.92)</b>
Education	65,206,479	5.04	201,355,406	14.80	(67.62)
Life	620,952,979	47.99	416,635,836	30.61	49.04
Pension	607,855,775	46.97	742,932,128	54.59	(18.18)
Initial Collection (In pesos)	<b>96,111,441</b>	<b>100.00</b>	<b>132,954,825</b>	<b>100.00</b>	<b>(27.71)</b>
Education	6,936,598	7.22	19,090,804	14.36	(63.67)
Life	33,720,536	35.08	21,707,686	16.33	55.34
Pension	55,454,307	57.70	92,156,335	69.31	(39.83)

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, 27 January 2009

**Table 3. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS**  
**January - December 2008 & January - December 2007**

Item	January - December 2008 P/		January - December 2007		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>253,678</b>	<b>100.00</b>	<b>228,952</b>	<b>100.00</b>	<b>10.80</b>
Education	10,152	4.00	24,603	10.75	(58.74)
Life	175,336	69.12	107,070	46.77	63.76
Pension	68,190	26.88	97,279	42.49	(29.90)
Sales (Peso Amount)	<b>15,309,229,834</b>	<b>100.00</b>	<b>18,871,541,358</b>	<b>100.00</b>	<b>(18.88)</b>
Education	1,727,203,557	11.28	3,849,190,603	20.40	(55.13)
Life	6,271,538,890	40.97	4,000,838,594	21.20	56.76
Pension	7,310,487,387	47.75	11,021,512,161	58.40	(33.67)
Initial Collection (In pesos)	<b>1,514,524,168</b>	<b>100.00</b>	<b>2,014,812,454</b>	<b>100.00</b>	<b>(24.83)</b>
Education	191,842,191	12.67	332,397,901	16.50	(42.29)
Life	384,690,503	25.40	317,050,299	15.74	21.33
Pension	937,991,474	61.93	1,365,364,253	67.77	(31.30)

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, 27 January 2009