

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

Item	November 2008 P/	November 2007	Percent Growth/ (Decline) Rate	November 2008 P/	October 2008 R/	Percent Growth/ (Decline) Rate
Number of Plans Sold	23,520	18,505	27.10	23,520	19,466	20.83
Education	455	2,095	(78.28)	455	390	16.67
Life	18,763	8,593	118.35	18,763	15,840	18.45
Pension	4,302	7,817	(44.97)	4,302	3,236	32.94
Sales (Peso Amount)	1,243,881,378	1,461,902,222	(14.91)	1,243,881,378	1,013,832,976	22.69
Education	70,887,616	346,959,617	(79.57)	70,887,616	61,117,299	15.99
Life	650,321,283	320,910,703	102.65	650,321,283	548,736,825	18.51
Pension	522,672,479	794,031,902	(34.17)	522,672,479	403,978,851	29.38
Initial Collection (In pesos)	133,976,981	150,259,898	(10.84)	133,976,981	106,616,927	25.66
Education	7,729,666	26,442,057	(70.77)	7,729,666	5,782,282	33.68
Life	33,841,024	25,349,528	33.50	33,841,024	29,379,613	15.19
Pension	92,406,291	98,468,314	(6.16)	92,406,291	71,455,033	29.32

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, 18 December 2008

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

Item	November 2008 P/		November 2007		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	23,520	100.00	18,505	100.00	27.10
Education	455	1.93	2,095	11.32	(78.28)
Life	18,763	79.77	8,593	46.44	118.35
Pension	4,302	18.29	7,817	42.24	(44.97)
Sales (Peso Amount)	1,243,881,378	100.00	1,461,902,222	100.00	(14.91)
Education	70,887,616	5.70	346,959,617	23.73	(79.57)
Life	650,321,283	52.28	320,910,703	21.95	102.65
Pension	522,672,479	42.02	794,031,902	54.31	(34.17)
Initial Collection (In pesos)	133,976,981	100.00	150,259,898	100.00	(10.84)
Education	7,729,666	5.77	26,442,057	17.60	(70.77)
Life	33,841,024	25.26	25,349,528	16.87	33.50
Pension	92,406,291	68.97	98,468,314	65.53	(6.16)

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, 18 December 2008

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

January - November 2008 & January - November 2007

Item	January - November 2008 P/		January - November 2007		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	228,170	100.00	209,251	100.00	9.04
Education	9,745	4.27	23,293	11.13	(58.16)
Life	157,226	68.91	94,614	45.22	66.18
Pension	61,199	26.82	91,344	43.65	(33.00)
Sales (Peso Amount)	13,974,280,665	100.00	17,510,617,988	100.00	(20.20)
Education	1,661,997,079	11.89	3,647,835,197	20.83	(54.44)
Life	5,649,783,507	40.43	3,584,202,758	20.47	57.63
Pension	6,662,500,079	47.68	10,278,580,033	58.70	(35.18)
Initial Collection (In pesos)	1,411,281,930	100.00	1,881,857,629	100.00	(25.01)
Education	184,905,592	13.10	313,307,097	16.65	(40.98)
Life	350,961,867	24.87	295,342,613	15.69	18.83
Pension	875,414,471	62.03	1,273,207,918	67.66	(31.24)

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, 18 December 2008