

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

Item	October 2008 P/	October 2007	Percent Growth/ (Decline) Rate	October 2008 P/	September 2008 R/	Percent Growth/ (Decline) Rate
Number of Plans Sold	<b>19,043</b>	<b>16,809</b>	<b>13.29</b>	<b>19,043</b>	<b>18,235</b>	<b>4.43</b>
Education	390	1,782	(78.11)	390	646	(39.63)
Life	15,741	9,207	70.97	15,741	13,185	19.39
Pension	2,912	5,820	(49.97)	2,912	4,404	(33.88)
Sales (Peso Amount)	<b>989,775,115</b>	<b>1,252,477,102</b>	<b>(20.97)</b>	<b>989,775,115</b>	<b>1,112,899,350</b>	<b>(11.06)</b>
Education	61,117,299	313,776,244	(80.52)	61,117,299	113,041,460	(45.93)
Life	544,996,947	338,009,087	61.24	544,996,947	477,500,694	14.14
Pension	383,660,869	600,691,771	(36.13)	383,660,869	522,357,197	(26.55)
Initial Collection (In pesos)	<b>102,189,310</b>	<b>117,796,794</b>	<b>(13.25)</b>	<b>102,189,310</b>	<b>126,426,437</b>	<b>(19.17)</b>
Education	5,782,282	22,885,098	(74.73)	5,782,282	11,174,545	(48.25)
Life	29,189,831	24,603,223	18.64	29,189,831	37,611,237	(22.39)
Pension	67,217,197	70,308,473	(4.40)	67,217,197	77,640,655	(13.43)

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, 21 November 2008

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

Item	October 2008 P/		October 2007		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>19,043</b>	<b>100.00</b>	<b>16,809</b>	<b>100.00</b>	<b>13.29</b>
Education	390	2.05	1,782	10.60	(78.11)
Life	15,741	82.66	9,207	54.77	70.97
Pension	2,912	15.29	5,820	34.62	(49.97)
Sales (Peso Amount)	<b>989,775,115</b>	<b>100.00</b>	<b>1,252,477,102</b>	<b>100.00</b>	<b>(20.97)</b>
Education	61,117,299	6.17	313,776,244	25.05	(80.52)
Life	544,996,947	55.06	338,009,087	26.99	61.24
Pension	383,660,869	38.76	600,691,771	47.96	(36.13)
Initial Collection (In pesos)	<b>102,189,310</b>	<b>100.00</b>	<b>117,796,794</b>	<b>100.00</b>	<b>(13.25)</b>
Education	5,782,282	5.66	22,885,098	19.43	(74.73)
Life	29,189,831	28.56	24,603,223	20.89	18.64
Pension	67,217,197	65.78	70,308,473	59.69	(4.40)

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 November 2008

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

January - October 2008 & January - October 2007

Item	January - October 2008 P/		January - October 2007		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
<b>Number of Plans Sold</b>	<b>204,227</b>	<b>100.00</b>	<b>190,746</b>	<b>100.00</b>	<b>7.07</b>
Education	9,290	4.55	21,198	11.11	(56.18)
Life	138,364	67.75	86,021	45.10	60.85
Pension	56,573	27.70	83,527	43.79	(32.27)
<b>Sales (Peso Amount)</b>	<b>12,706,341,426</b>	<b>100.00</b>	<b>16,048,715,766</b>	<b>100.00</b>	<b>(20.83)</b>
Education	1,591,109,462	12.52	3,300,875,580	20.57	(51.80)
Life	4,995,722,346	39.32	3,263,292,055	20.33	53.09
Pension	6,119,509,618	48.16	9,484,548,132	59.10	(35.48)
<b>Initial Collection (In pesos)</b>	<b>1,272,877,332</b>	<b>100.00</b>	<b>1,731,597,730</b>	<b>100.00</b>	<b>(26.49)</b>
Education	177,175,927	13.92	286,865,041	16.57	(38.24)
Life	316,931,061	24.90	269,993,085	15.59	17.38
Pension	778,770,345	61.18	1,174,739,604	67.84	(33.71)

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, 21 November 2008