

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

Item	September 2008 P/	September 2007	Percent Growth/ (Decline) Rate	September 2008 P/	August 2008	Percent Growth/ (Decline) Rate
Number of Plans Sold	18,199	16,826	8.16	18,199	21,110	(13.79)
Education	610	2,190	(72.15)	610	1,446	(57.81)
Life	13,185	8,819	49.51	13,185	15,436	(14.58)
Pension	4,404	5,817	(24.29)	4,404	4,228	4.16
Sales (Peso Amount)	1,103,627,977	1,357,740,840	(18.72)	1,103,627,977	1,381,314,675	(20.10)
Education	103,770,086	411,379,136	(74.78)	103,770,086	234,086,018	(55.67)
Life	477,500,694	323,059,104	47.81	477,500,694	535,380,713	(10.81)
Pension	522,357,197	623,302,600	(16.20)	522,357,197	611,847,944	(14.63)
Initial Collection (In pesos)	125,673,512	129,299,612	(2.80)	125,673,512	147,997,726	(15.08)
Education	10,421,620	32,916,807	(68.34)	10,421,620	22,789,514	(54.27)
Life	37,611,237	26,281,377	43.11	37,611,237	31,874,432	18.00
Pension	77,640,655	70,101,428	10.75	77,640,655	93,333,781	(16.81)

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 October 2008

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

Item	September 2008 P/		September 2007		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	18,199	100.00	16,826	100.00	8.16
Education	610	3.35	2,190	13.02	(72.15)
Life	13,185	72.45	8,819	52.41	49.51
Pension	4,404	24.20	5,817	34.57	(24.29)
Sales (Peso Amount)	1,103,627,977	100.00	1,357,740,840	100.00	(18.72)
Education	103,770,086	9.40	411,379,136	30.30	(74.78)
Life	477,500,694	43.27	323,059,104	23.79	47.81
Pension	522,357,197	47.33	623,302,600	45.91	(16.20)
Initial Collection (In pesos)	125,673,512	100.00	129,299,612	100.00	(2.80)
Education	10,421,620	8.29	32,916,807	25.46	(68.34)
Life	37,611,237	29.93	26,281,377	20.33	43.11
Pension	77,640,655	61.78	70,101,428	54.22	10.75

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

January - September 2008 & January - September 2007

Item	January - September 2008 P/		January - September 2007		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	185,148	100.00	173,937	100.00	6.45
Education	8,864	4.79	19,416	11.16	(54.35)
Life	122,623	66.23	76,814	44.16	59.64
Pension	53,661	28.98	77,707	44.68	(30.94)
Sales (Peso Amount)	11,707,294,938	100.00	14,796,238,665	100.00	(20.88)
Education	1,520,720,789	12.99	2,987,099,336	20.19	(49.09)
Life	4,450,725,399	38.02	2,925,282,968	19.77	52.15
Pension	5,735,848,749	48.99	8,883,856,361	60.04	(35.44)
Initial Collection (In pesos)	1,169,935,097	100.00	1,613,800,937	100.00	(27.50)
Education	170,640,720	14.59	263,979,943	16.36	(35.36)
Life	287,741,230	24.59	245,389,863	15.21	17.26
Pension	711,553,148	60.82	1,104,431,132	68.44	(35.57)

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 October 2008