

**Table 1. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS**  
**August 2005, July 2006, and August 2006**

Item	August 2006 <i>P/</i>	August 2005	Percent Growth/ (Decline) Rate	August 2006 <i>P/</i>	July 2006 <i>U</i>	Percent Growth/ (Decline) Rate
Number of Plans Sold	<b>27,719</b>	<b>23,859</b>	<b>16.18</b>	<b>27,719</b>	<b>20,033</b>	<b>38.37</b>
Education	2,963	3,321	(10.78)	2,963	2,689	10.19
Life	6,577	6,802	(3.31)	6,577	10,313	(36.23)
Pension	18,179	13,736	32.35	18,179	7,031	158.55
Sales (Peso Amount)	<b>1,859,113,955</b>	<b>1,394,310,129</b>	<b>33.34</b>	<b>1,859,113,955</b>	<b>2,032,221,550</b>	<b>(8.52)</b>
Education	369,864,018	387,649,965	(4.59)	369,864,018	328,539,314	12.58
Life	244,500,394	235,764,871	3.71	244,500,394	364,362,636	(32.90)
Pension	1,244,749,543	770,895,293	61.47	1,244,749,543	1,339,319,600	(7.06)
Initial Collection (In pesos)	<b>255,907,105</b>	<b>135,325,898</b>	<b>89.10</b>	<b>255,907,105</b>	<b>337,822,296</b>	<b>(24.25)</b>
Education	35,823,655	36,884,838	(2.88)	35,823,655	30,914,549	15.88
Life	19,939,896	21,630,210	(7.81)	19,939,896	22,608,710	(11.80)
Pension	200,143,554	76,810,850	160.57	200,143,554	284,299,037	(29.60)

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

*P/* Preliminary figures.

*U* 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 September 2006

**Table 2. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS**  
**August 2005 and August 2006**

Item	August 2006 <sup>P/</sup>		August 2005		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>27,719</b>	100.00	<b>23,859</b>	100.00	<b>16.18</b>
Education	2,963	10.69	3,321	13.92	(10.78)
Life	6,577	23.73	6,802	28.51	(3.31)
Pension	18,179	65.58	13,736	57.57	32.35
Sales (Peso Amount)	<b>1,859,113,955</b>	100.00	<b>1,394,310,129</b>	100.00	<b>33.34</b>
Education	369,864,018	19.89	387,649,965	27.80	(4.59)
Life	244,500,394	13.15	235,764,871	16.91	3.71
Pension	1,244,749,543	66.95	770,895,293	55.29	61.47
Initial Collection (In pesos)	<b>255,907,105</b>	100.00	<b>135,325,898</b>	100.00	<b>89.10</b>
Education	35,823,655	14.00	36,884,838	27.26	(2.88)
Life	19,939,896	7.79	21,630,210	15.98	(7.81)
Pension	200,143,554	78.21	76,810,850	56.76	160.57

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

<sup>P/</sup> 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 September 2006

**Table 3. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS**  
**January - August 2005 & January - August 2006**

Item	January - August 2006 <sup>P/</sup>		January - August 2005		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>179,893</b>	<b>100.00</b>	<b>228,526</b>	<b>100.00</b>	<b>(21.28)</b>
Education	22,864	12.71	38,048	16.65	(39.91)
Life	79,173	44.01	85,933	37.60	(7.87)
Pension	77,856	43.28	104,545	45.75	(25.53)
Sales (Peso Amount)	<b>15,299,927,009</b>	<b>100.00</b>	<b>14,801,300,604</b>	<b>100.00</b>	<b>3.37</b>
Education	2,827,734,755	18.48	4,386,980,882	29.64	(35.54)
Life	2,798,508,366	18.29	2,835,667,631	19.16	(1.31)
Pension	9,673,683,888	63.23	7,578,652,091	51.20	27.64
Initial Collection (In pesos)	<b>2,096,439,975</b>	<b>100.00</b>	<b>1,539,536,949</b>	<b>100.00</b>	<b>36.17</b>
Education	270,583,144	12.91	423,163,177	27.49	(36.06)
Life	212,823,266	10.15	255,807,019	16.62	(16.80)
Pension	1,613,033,565	76.94	860,566,753	55.90	87.44

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

<sup>P/</sup> Preliminary figures.

Source of Basic Data: Monthly Sales Reports  
 Prepared by: NTD, 27 September 2006