

**Table 1. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS**  
**August 2007, July 2007, and August 2006**

Item	August 2007 P/	August 2006	Percent Growth/ (Decline) Rate	August 2007 P/	July 2007	Percent Growth/ (Decline) Rate
Number of Plans Sold	<b>14,990</b>	<b>27,752</b>	<b>(45.99)</b>	<b>14,990</b>	<b>27,619</b>	<b>(45.73)</b>
Education	2,057	2,963	(30.58)	2,057	2,324	(11.49)
Life	8,579	6,610	29.79	8,579	9,515	(9.84)
Pension	4,354	18,179	(76.05)	4,354	15,780	(72.41)
Sales (Peso Amount)	<b>1,444,052,459</b>	<b>1,860,287,055</b>	<b>(22.37)</b>	<b>1,444,052,459</b>	<b>2,069,575,274</b>	<b>(30.22)</b>
Education	376,774,384	369,864,018	1.87	376,774,384	396,784,459	(5.04)
Life	315,137,614	245,673,494	28.27	315,137,614	353,739,617	(10.91)
Pension	752,140,461	1,244,749,543	(39.57)	752,140,461	1,319,051,198	(42.98)
Initial Collection (In pesos)	<b>128,809,154</b>	<b>256,084,999</b>	<b>(49.70)</b>	<b>128,809,154</b>	<b>202,504,468</b>	<b>(36.39)</b>
Education	32,956,815	35,823,655	(8.00)	32,956,815	35,549,357	(7.29)
Life	22,809,181	20,117,789	13.38	22,809,181	29,341,921	(22.26)
Pension	73,043,159	200,143,554	(63.50)	73,043,159	137,613,190	(46.92)

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, 7 December 2007

**Table 2. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS  
August 2006 and August 2007**

Item	August 2007 P/		August 2006		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>14,990</b>	100.00	<b>27,752</b>	100.00	<b>(45.99)</b>
Education	2,057	13.72	2,963	10.68	(30.58)
Life	8,579	57.23	6,610	23.82	29.79
Pension	4,354	29.05	18,179	65.51	(76.05)
Sales (Peso Amount)	<b>1,444,052,459</b>	100.00	<b>1,860,287,055</b>	100.00	<b>(22.37)</b>
Education	376,774,384	26.09	369,864,018	19.88	1.87
Life	315,137,614	21.82	245,673,494	13.21	28.27
Pension	752,140,461	52.09	1,244,749,543	66.91	(39.57)
Initial Collection (In pesos)	<b>128,809,154</b>	100.00	<b>256,084,999</b>	100.00	<b>(49.70)</b>
Education	32,956,815	25.59	35,823,655	13.99	(8.00)
Life	22,809,181	17.71	20,117,789	7.86	13.38
Pension	73,043,159	56.71	200,143,554	78.16	(63.50)

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, 7 December 2007

**Table 3. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS**  
**January – August 2006 & January – August 2007**

Item	January – August 2007 P/		January – August 2006		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>156,914</b>	<b>100.00</b>	<b>157,151</b>	<b>100.00</b>	<b>(0.15)</b>
Education	17,226	10.98	22,880	14.56	(24.71)
Life	67,995	43.33	49,717	31.64	36.76
Pension	71,693	45.69	84,554	53.80	(15.21)
Sales (Peso Amount)	<b>13,432,222,568</b>	<b>100.00</b>	<b>13,045,537,202</b>	<b>100.00</b>	<b>2.96</b>
Education	2,575,711,200	19.18	2,828,816,130	21.68	(8.95)
Life	2,602,223,864	19.37	1,797,633,347	13.78	44.76
Pension	8,254,287,505	61.45	8,419,087,725	64.54	(1.96)
Initial Collection (In pesos)	<b>1,484,374,508</b>	<b>100.00</b>	<b>1,674,499,929</b>	<b>100.00</b>	<b>(11.35)</b>
Education	231,063,135	15.57	270,631,425	16.16	(14.62)
Life	219,108,485	14.76	144,710,285	8.64	51.41
Pension	1,034,202,887	69.67	1,259,158,219	75.20	(17.87)

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

P/ Preliminary figures.

Source of Basic Data: Monthly Sales Reports  
 Prepared by: NTD, 7 December 2007