

Table 1. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS
December 2005, November 2006, and December 2006

Item	December 2006 P/	December 2005	Percent Growth/ (Decline) Rate	December 2006 P/	November 2006	Percent Growth/ (Decline) Rate
Number of Plans Sold	25,285	18,289	38.25	25,285	20,423	23.81
Education	2,190	2,313	(5.32)	2,190	2,980	(26.51)
Life	14,977	8,085	85.24	14,977	8,870	68.85
Pension	8,118	7,891	2.88	8,118	8,573	(5.31)
Sales (Peso Amount)	2,225,150,978	1,639,569,025	35.72	2,225,150,978	1,682,148,553	32.28
Education	294,610,601	287,133,218	2.60	294,610,601	371,329,384	(20.66)
Life	536,372,202	254,615,059	110.66	536,372,202	321,499,967	66.83
Pension	1,394,168,174	1,097,820,748	26.99	1,394,168,174	989,319,202	40.92
Initial Collection (In pesos)	285,116,250	247,882,924	15.02	285,116,250	182,637,728	56.11
Education	27,781,447	28,629,325	(2.96)	27,781,447	39,482,742	(29.64)
Life	50,563,078	19,362,445	161.14	50,563,078	22,907,566	120.73
Pension	206,771,725	199,891,154	3.44	206,771,725	120,247,420	71.96

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, 31 January 2007

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

Item	December 2006 P/		December 2005		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	25,285	100.00	18,289	100.00	38.25
Education	2,190	8.66	2,313	12.65	(5.32)
Life	14,977	59.23	8,085	44.21	85.24
Pension	8,118	32.11	7,891	43.15	2.88
Sales (Peso Amount)	2,225,150,978	100.00	1,639,569,025	100.00	35.72
Education	294,610,601	13.24	287,133,218	17.51	2.60
Life	536,372,202	24.10	254,615,059	15.53	110.66
Pension	1,394,168,174	62.65	1,097,820,748	66.96	26.99
Initial Collection (In pesos)	285,116,250	100.00	247,882,924	100.00	15.02
Education	27,781,447	9.74	28,629,325	11.55	(2.96)
Life	50,563,078	17.73	19,362,445	7.81	161.14
Pension	206,771,725	72.52	199,891,154	80.64	3.44

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, 31 January 2007

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

January - December 2005 & January - December 2006

Item	January - December 2006 P/		January - December 2005		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	243,215	100.00	302,596	100.00	(19.62)
Education	33,146	13.63	49,439	16.34	(32.96)
Life	87,502	35.98	114,706	37.91	(23.72)
Pension	122,567	50.39	138,451	45.75	(11.47)
Sales (Peso Amount)	19,793,407,462	100.00	20,546,926,631	100.00	(3.67)
Education	4,097,839,229	20.70	5,754,313,455	28.01	(28.79)
Life	3,136,385,430	15.85	3,788,136,529	18.44	(17.21)
Pension	12,559,182,803	63.45	11,004,476,647	53.56	14.13
Initial Collection (In pesos)	2,492,340,119	100.00	2,277,040,664	100.00	9.46
Education	393,294,160	15.78	556,258,755	24.43	(29.30)
Life	249,357,322	10.00	338,725,032	14.88	(26.38)
Pension	1,849,688,638	74.21	1,382,056,877	60.70	33.84

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, 31 January 2007