

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

January – December 2006 & January – December 2007

Item	January – December 2007 P/		January – December 2006		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	228,952	100.00	243,480	100.00	(5.97)
Education	24,603	10.75	33,118	13.60	(25.71)
Life	107,070	46.77	87,795	36.06	21.95
Pension	97,279	42.49	122,567	50.34	(20.63)
Sales (Peso Amount)	18,939,932,358	100.00	19,798,886,350	100.00	(4.34)
Education	3,849,181,603	20.32	4,095,455,629	20.69	(6.01)
Life	4,069,238,594	21.48	3,144,247,919	15.88	29.42
Pension	11,021,512,161	58.19	12,559,182,803	63.43	(12.24)
Initial Collection (In pesos)	2,014,812,454	100.00	2,493,154,685	100.00	(19.19)
Education	332,397,901	16.50	393,086,784	15.77	(15.44)
Life	317,050,299	15.74	250,379,263	10.04	26.63
Pension	1,365,364,253	67.77	1,849,688,638	74.19	(26.18)

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, 11 February 2008

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

Item	December 2007 P/		December 2006		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	19,701	100.00	25,260	100.00	(22.01)
Education	1,310	6.65	2,162	8.56	(39.41)
Life	12,456	63.23	14,980	59.30	(16.85)
Pension	5,935	30.13	8,118	32.14	(26.89)
Sales (Peso Amount)	1,360,923,370	100.00	2,222,761,453	100.00	(38.77)
Education	201,355,406	14.80	292,227,001	13.15	(31.10)
Life	416,635,836	30.61	536,366,277	24.13	(22.32)
Pension	742,932,128	54.59	1,394,168,174	62.72	(46.71)
Initial Collection (In pesos)	132,954,825	100.00	284,927,770	100.00	(53.34)
Education	19,090,804	14.36	27,574,072	9.68	(30.77)
Life	21,707,686	16.33	50,581,973	17.75	(57.08)
Pension	92,156,335	69.31	206,771,725	72.57	(55.43)

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, 11 February 2008

Table 1. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS
December 2007, November 2007, and December 2006

Item	December 2007 P/	December 2006	Percent Growth/ (Decline) Rate	December 2007 P/	November 2007	Percent Growth/ (Decline) Rate
Number of Plans Sold	19,701	25,260	(22.01)	19,701	18,505	6.46
Education	1,310	2,162	(39.41)	1,310	2,095	(37.47)
Life	12,456	14,980	(16.85)	12,456	8,593	44.96
Pension	5,935	8,118	(26.89)	5,935	7,817	(24.08)
Sales (Peso Amount)	1,360,923,370	2,222,761,453	(38.77)	1,360,923,370	1,461,902,222	(6.91)
Education	201,355,406	292,227,001	(31.10)	201,355,406	346,959,617	(41.97)
Life	416,635,836	536,366,277	(22.32)	416,635,836	320,910,703	29.83
Pension	742,932,128	1,394,168,174	(46.71)	742,932,128	794,031,902	(6.44)
Initial Collection (In pesos)	132,954,825	284,927,770	(53.34)	132,954,825	150,259,898	(11.52)
Education	19,090,804	27,574,072	(30.77)	19,090,804	26,442,057	(27.80)
Life	21,707,686	50,581,973	(57.08)	21,707,686	25,349,528	(14.37)
Pension	92,156,335	206,771,725	(55.43)	92,156,335	98,468,314	(6.41)

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, 11 February 2008