

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

Item	January 2006 <sup>P/</sup>	January 2005	Percent Growth/ (Decline) Rate	January 2006 <sup>P/</sup>	December 2005	Percent Growth/ (Decline) Rate
Number of Plans Sold	<b>20,610</b>	<b>34,257</b>	<b>(39.84)</b>	<b>20,610</b>	<b>18,289</b>	<b>12.69</b>
Education	3,070	6,612	(53.57)	3,070	2,313	32.73
Life	6,875	15,528	(55.73)	6,875	8,085	(14.97)
Pension	10,665	12,117	(11.98)	10,665	7,891	35.15
Sales (Peso Amount)	<b>1,719,101,767</b>	<b>2,211,385,270</b>	<b>(22.26)</b>	<b>1,719,101,767</b>	<b>1,639,569,025</b>	<b>4.85</b>
Education	387,731,000	756,627,764	(48.76)	387,731,000	287,133,218	35.04
Life	234,245,206	620,927,180	(62.27)	234,245,206	254,615,059	(8.00)
Pension	1,097,125,561	833,830,326	31.58	1,097,125,561	1,097,820,748	(0.06)
Initial Collection (In pesos)	<b>207,531,704</b>	<b>232,798,699</b>	<b>(10.85)</b>	<b>207,531,704</b>	<b>247,882,924</b>	<b>(16.28)</b>
Education	39,025,088	76,189,389	(48.78)	39,025,088	28,629,325	36.31
Life	21,766,844	68,230,593	(68.10)	21,766,844	19,362,445	12.42
Pension	146,739,772	88,378,717	66.04	146,739,772	199,891,154	(26.59)

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, 06 March 2006

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

Item	January 2006 <sup>P/</sup>		January 2005		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>20,610</b>	100.00	<b>34,257</b>	100.00	<b>(39.84)</b>
Education	3,070	14.90	6,612	19.30	(53.57)
Life	6,875	33.36	15,528	45.33	(55.73)
Pension	10,665	51.75	12,117	35.37	(11.98)
Sales (Peso Amount)	<b>1,719,101,767</b>	100.00	<b>2,211,385,270</b>	100.00	<b>(22.26)</b>
Education	387,731,000	22.55	756,627,764	34.22	(48.76)
Life	234,245,206	13.63	620,927,180	28.08	(62.27)
Pension	1,097,125,561	63.82	833,830,326	37.71	31.58
Initial Collection (In pesos)	<b>207,531,704</b>	100.00	<b>232,798,699</b>	100.00	<b>(10.85)</b>
Education	39,025,088	18.80	76,189,389	32.73	(48.78)
Life	21,766,844	10.49	68,230,593	29.31	(68.10)
Pension	146,739,772	70.71	88,378,717	37.96	66.04

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.

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 Prepared by: NTD, 06 March 2006