

**Table 1. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS**  
**January 2008, December 2007, and January 2007**

Item	January 2008 P/	January 2007	Percent Growth/ (Decline) Rate	January 2008 P/	December 2007	Percent Growth/ (Decline) Rate
Number of Plans Sold	<b>16,408</b>	<b>20,242</b>	<b>(18.94)</b>	<b>16,408</b>	<b>19,701</b>	<b>(16.71)</b>
Education	907	2,924	(68.98)	907	1,310	(30.76)
Life	11,447	9,410	21.65	11,447	12,456	(8.10)
Pension	4,054	7,908	(48.74)	4,054	5,935	(31.69)
Sales (Peso Amount)	<b>830,456,223</b>	<b>1,832,839,706</b>	<b>(54.69)</b>	<b>830,456,223</b>	<b>1,360,923,370</b>	<b>(38.98)</b>
Education	136,560,008	386,141,595	(64.63)	136,560,008	201,355,406	(32.18)
Life	144,208,270	375,562,332	(61.60)	144,208,270	416,635,836	(65.39)
Pension	549,687,945	1,071,135,779	(48.68)	549,687,945	742,932,128	(26.01)
Initial Collection (In pesos)	<b>110,287,299</b>	<b>220,307,612</b>	<b>(49.94)</b>	<b>110,287,299</b>	<b>132,954,825</b>	<b>(17.05)</b>
Education	16,743,146	34,205,164	(51.05)	16,743,146	19,090,804	(12.30)
Life	27,334,036	36,801,615	(25.73)	27,334,036	21,707,686	25.92
Pension	66,210,117	149,300,833	(55.65)	66,210,117	92,156,335	(28.15)

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, 28 February 2008

**Table 2. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS  
January 2007 and January 2008**

Item	January 2008 P/		January 2007		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>16,408</b>	100.00	<b>20,242</b>	100.00	<b>(18.94)</b>
Education	907	5.53	2,924	14.45	(68.98)
Life	11,447	69.76	9,410	46.49	21.65
Pension	4,054	24.71	7,908	39.07	(48.74)
Sales (Peso Amount)	<b>830,456,223</b>	100.00	<b>1,832,839,706</b>	100.00	<b>(54.69)</b>
Education	136,560,008	16.44	386,141,595	21.07	(64.63)
Life	144,208,270	17.36	375,562,332	20.49	(61.60)
Pension	549,687,945	66.19	1,071,135,779	58.44	(48.68)
Initial Collection (In pesos)	<b>110,287,299</b>	100.00	<b>220,307,612</b>	100.00	<b>(49.94)</b>
Education	16,743,146	15.18	34,205,164	15.53	(51.05)
Life	27,334,036	24.78	36,801,615	16.70	(25.73)
Pension	66,210,117	60.03	149,300,833	67.77	(55.65)

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, 28 February 2008