

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

Item	March 2008 P/	March 2007	Percent Growth/ (Decline) Rate	March 2008 P/	February 2008	Percent Growth/ (Decline) Rate
Number of Plans Sold	<b>18,324</b>	<b>15,086</b>	<b>21.46</b>	<b>18,324</b>	<b>17,939</b>	<b>2.15</b>
Education	903	2,785	(67.58)	903	884	2.15
Life	12,953	4,996	159.27	12,953	12,164	6.49
Pension	4,468	7,305	(38.84)	4,468	4,891	(8.65)
Sales (Peso Amount)	<b>1,305,896,407</b>	<b>1,728,152,246</b>	<b>(24.43)</b>	<b>1,305,896,407</b>	<b>1,432,405,102</b>	<b>(8.83)</b>
Education	186,717,600	409,489,156	(54.40)	186,717,600	141,747,894	31.73
Life	476,607,388	226,803,197	110.14	476,607,388	453,143,780	5.18
Pension	642,571,419	1,091,859,893	(41.15)	642,571,419	837,513,428	(23.28)
Initial Collection (In pesos)	<b>136,328,014</b>	<b>223,268,927</b>	<b>(38.94)</b>	<b>136,328,014</b>	<b>127,649,696</b>	<b>6.80</b>
Education	23,939,151	39,425,823	(39.28)	23,939,151	14,889,668	60.78
Life	29,389,064	26,906,765	9.23	29,389,064	31,426,540	(6.48)
Pension	82,999,799	156,936,339	(47.11)	82,999,799	81,333,489	2.05

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, 21 April 2008

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

Item	March 2008 P/		March 2007		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>18,324</b>	<b>100.00</b>	<b>15,086</b>	<b>100.00</b>	<b>21.46</b>
Education	903	4.93	2,785	18.46	(67.58)
Life	12,953	70.69	4,996	33.12	159.27
Pension	4,468	24.38	7,305	48.42	(38.84)
Sales (Peso Amount)	<b>1,305,896,407</b>	<b>100.00</b>	<b>1,728,152,246</b>	<b>100.00</b>	<b>(24.43)</b>
Education	186,717,600	14.30	409,489,156	23.70	(54.40)
Life	476,607,388	36.50	226,803,197	13.12	110.14
Pension	642,571,419	49.21	1,091,859,893	63.18	(41.15)
Initial Collection (In pesos)	<b>136,328,014</b>	<b>100.00</b>	<b>223,268,927</b>	<b>100.00</b>	<b>(38.94)</b>
Education	23,939,151	17.56	39,425,823	17.66	(39.28)
Life	29,389,064	21.56	26,906,765	12.05	9.23
Pension	82,999,799	60.88	156,936,339	70.29	(47.11)

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, 21 April 2008

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

**January - March 2008 & January - March 2007**

Item	January - March 2008 P/		January - March 2007		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>52,671</b>	<b>100.00</b>	<b>54,994</b>	<b>100.00</b>	<b>(4.22)</b>
Education	2,694	5.11	8,180	14.87	(67.07)
Life	36,564	69.42	24,163	43.94	51.32
Pension	13,413	25.47	22,651	41.19	(40.78)
Sales (Peso Amount)	<b>3,840,136,081</b>	<b>100.00</b>	<b>5,264,991,072</b>	<b>100.00</b>	<b>(27.06)</b>
Education	465,025,502	12.11	1,115,349,833	21.18	(58.31)
Life	1,345,337,788	35.03	974,230,030	18.50	38.09
Pension	2,029,772,792	52.86	3,175,411,208	60.31	(36.08)
Initial Collection (In pesos)	<b>374,265,011</b>	<b>100.00</b>	<b>640,071,825</b>	<b>100.00</b>	<b>(41.53)</b>
Education	55,571,965	14.85	101,441,285	15.85	(45.22)
Life	88,149,640	23.55	94,575,830	14.78	(6.79)
Pension	230,543,405	61.60	444,054,709	69.38	(48.08)

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, 21 April 2008