

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

Item	November 2006 P/	November 2005	Percent Growth/ (Decline) Rate	November 2006 P/	October 2006	Percent Growth/ (Decline) Rate
Number of Plans Sold	<b>20,423</b>	<b>18,777</b>	<b>8.77</b>	<b>20,423</b>	<b>17,617</b>	<b>15.93</b>
Education	2,980	3,010	(1.00)	2,980	2,702	10.29
Life	8,870	7,405	19.78	8,870	8,878	(0.09)
Pension	8,573	8,362	2.52	8,573	6,037	42.01
Sales (Peso Amount)	<b>1,682,148,553</b>	<b>1,477,561,547</b>	<b>13.85</b>	<b>1,682,148,553</b>	<b>1,565,027,726</b>	<b>7.48</b>
Education	371,329,384	354,576,069	4.72	371,329,384	317,891,734	16.81
Life	321,499,967	238,699,402	34.69	321,499,967	303,465,780	5.94
Pension	989,319,202	884,286,076	11.88	989,319,202	943,670,212	4.84
Initial Collection (In pesos)	<b>182,637,728</b>	<b>198,195,073</b>	<b>(7.85)</b>	<b>182,637,728</b>	<b>192,930,988</b>	<b>(5.34)</b>
Education	39,482,742	33,990,087	16.16	39,482,742	29,493,792	33.87
Life	22,907,566	20,552,237	11.46	22,907,566	18,493,353	23.87
Pension	120,247,420	143,652,749	(16.29)	120,247,420	144,943,843	(17.04)

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, 15 January 2007

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

Item	November 2006 P/		November 2005		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>20,423</b>	100.00	<b>18,777</b>	100.00	<b>8.77</b>
Education	2,980	14.59	3,010	16.03	(1.00)
Life	8,870	43.43	7,405	39.44	19.78
Pension	8,573	41.98	8,362	44.53	2.52
Sales (Peso Amount)	<b>1,682,148,553</b>	100.00	<b>1,477,561,547</b>	100.00	<b>13.85</b>
Education	371,329,384	22.07	354,576,069	24.00	4.72
Life	321,499,967	19.11	238,699,402	16.15	34.69
Pension	989,319,202	58.81	884,286,076	59.85	11.88
Initial Collection (In pesos)	<b>182,637,728</b>	100.00	<b>198,195,073</b>	100.00	<b>(7.85)</b>
Education	39,482,742	21.62	33,990,087	17.15	16.16
Life	22,907,566	12.54	20,552,237	10.37	11.46
Pension	120,247,420	65.84	143,652,749	72.48	(16.29)

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, 15 January 2007

**Table 3. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS**  
**January - November 2005 & January - November 2006**

Item	January - November 2006 P/		January - November 2005		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>217,930</b>	<b>100.00</b>	<b>284,307</b>	<b>100.00</b>	<b>(23.35)</b>
Education	30,956	14.20	47,126	16.58	(34.31)
Life	72,525	33.28	106,621	37.50	(31.98)
Pension	114,449	52.52	130,560	45.92	(12.34)
Sales (Peso Amount)	<b>17,568,256,482</b>	<b>100.00</b>	<b>18,907,357,606</b>	<b>100.00</b>	<b>(7.08)</b>
Education	3,803,228,628	21.65	5,467,180,236	28.92	(30.44)
Life	2,600,013,227	14.80	3,533,521,471	18.69	(26.42)
Pension	11,165,014,628	63.55	9,906,655,899	52.40	12.70
Initial Collection (In pesos)	<b>2,207,223,867</b>	<b>100.00</b>	<b>2,029,157,740</b>	<b>100.00</b>	<b>8.78</b>
Education	365,512,713	16.56	527,629,430	26.00	(30.73)
Life	198,794,242	9.01	319,362,587	15.74	(37.75)
Pension	1,642,916,913	74.43	1,182,165,724	58.26	38.98

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, 15 January 2007