

**Table 3. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS**  
**January – November 2006 & January – November 2007**

Item	January – November 2007 P/		January – November 2006		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>209,132</b>	<b>100.00</b>	<b>218,220</b>	<b>100.00</b>	<b>(4.16)</b>
Education	23,293	11.14	30,956	14.19	(24.75)
Life	94,495	45.18	72,815	33.37	29.77
Pension	91,344	43.68	114,449	52.45	(20.19)
Sales (Peso Amount)	<b>17,576,022,623</b>	<b>100.00</b>	<b>17,576,124,898</b>	<b>100.00</b>	<b>(0.00)</b>
Education	3,647,826,197	20.75	3,803,228,628	21.64	(4.09)
Life	3,649,616,393	20.76	2,607,881,642	14.84	39.95
Pension	10,278,580,033	58.48	11,165,014,628	63.52	(7.94)
Initial Collection (In pesos)	<b>1,881,461,489</b>	<b>100.00</b>	<b>2,208,226,915</b>	<b>100.00</b>	<b>(14.80)</b>
Education	313,307,097	16.65	365,512,712	16.55	(14.28)
Life	294,946,473	15.68	199,797,290	9.05	47.62
Pension	1,273,207,918	67.67	1,642,916,913	74.40	(22.50)

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 January 2008

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

Item	November 2007 P/		November 2006		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>18,469</b>	100.00	<b>20,439</b>	100.00	<b>(9.64)</b>
Education	2,095	11.34	2,980	14.58	(29.70)
Life	8,557	46.33	8,886	43.48	(3.70)
Pension	7,817	42.32	8,573	41.94	(8.82)
Sales (Peso Amount)	<b>1,460,837,647</b>	100.00	<b>1,682,539,414</b>	100.00	<b>(13.18)</b>
Education	346,959,617	23.75	371,329,384	22.07	(6.56)
Life	319,846,128	21.89	321,890,827	19.13	(0.64)
Pension	794,031,902	54.35	989,319,202	58.80	(19.74)
Initial Collection (In pesos)	<b>150,133,797</b>	100.00	<b>182,699,716</b>	100.00	<b>(17.82)</b>
Education	26,442,057	17.61	39,482,742	21.61	(33.03)
Life	25,223,427	16.80	22,969,553	12.57	9.81
Pension	98,468,314	65.59	120,247,420	65.82	(18.11)

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 January 2008

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

Item	November 2007 P/	November 2006	Percent Growth/ (Decline) Rate	November 2007 P/	October 2007	Percent Growth/ (Decline) Rate
Number of Plans Sold	<b>18,469</b>	<b>20,439</b>	<b>(9.64)</b>	<b>18,469</b>	<b>16,775</b>	<b>10.10</b>
Education	2,095	2,980	(29.70)	2,095	1,782	17.56
Life	8,557	8,886	(3.70)	8,557	9,173	(6.72)
Pension	7,817	8,573	(8.82)	7,817	5,820	34.31
Sales (Peso Amount)	<b>1,460,837,647</b>	<b>1,682,539,414</b>	<b>(13.18)</b>	<b>1,460,837,647</b>	<b>1,320,154,012</b>	<b>10.66</b>
Education	346,959,617	371,329,384	(6.56)	346,959,617	313,776,244	10.58
Life	319,846,128	321,890,827	(0.64)	319,846,128	405,685,997	(21.16)
Pension	794,031,902	989,319,202	(19.74)	794,031,902	600,691,771	32.19
Initial Collection (In pesos)	<b>150,133,797</b>	<b>182,699,716</b>	<b>(17.82)</b>	<b>150,133,797</b>	<b>117,678,597</b>	<b>27.58</b>
Education	26,442,057	39,482,742	(33.03)	26,442,057	22,885,098	15.54
Life	25,223,427	22,969,553	9.81	25,223,427	24,485,026	3.02
Pension	98,468,314	120,247,420	(18.11)	98,468,314	70,308,473	40.05

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 January 2008