

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

Item	October 2006 P/	October 2005	Percent Growth/ (Decline) Rate	October 2006 P/	September 2006	Percent Growth/ (Decline) Rate
Number of Plans Sold	<b>17,189</b>	<b>19,840</b>	<b>(13.36)</b>	<b>17,189</b>	<b>22,956</b>	<b>(25.12)</b>
Education	2,702	2,985	(9.48)	2,702	2,394	12.87
Life	8,878	6,701	32.49	8,878	5,277	68.24
Pension	5,609	10,154	(44.76)	5,609	15,285	(63.30)
Sales (Peso Amount)	<b>1,515,209,923</b>	<b>1,384,419,894</b>	<b>9.45</b>	<b>1,515,209,923</b>	<b>1,281,674,081</b>	<b>18.22</b>
Education	317,891,734	357,745,904	(11.14)	317,891,734	285,191,380	11.47
Life	303,465,780	226,191,856	34.16	303,465,780	183,545,212	65.34
Pension	893,852,409	800,482,135	11.66	893,852,409	812,937,489	9.95
Initial Collection (In pesos)	<b>183,867,666</b>	<b>167,074,815</b>	<b>10.05</b>	<b>183,867,666</b>	<b>157,941,707</b>	<b>16.41</b>
Education	29,493,792	34,791,373	(15.23)	29,493,792	25,904,754	13.85
Life	18,493,353	19,923,214	(7.18)	18,493,353	13,469,522	37.30
Pension	135,880,521	112,360,228	20.93	135,880,521	118,567,431	14.60

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 November 2006

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

Item	October 2006 P/		October 2005		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>17,189</b>	100.00	<b>19,840</b>	100.00	<b>(13.36)</b>
Education	2,702	15.72	2,985	15.05	(9.48)
Life	8,878	51.65	6,701	33.78	32.49
Pension	5,609	32.63	10,154	51.18	(44.76)
Sales (Peso Amount)	<b>1,515,209,923</b>	100.00	<b>1,384,419,894</b>	100.00	<b>9.45</b>
Education	317,891,734	20.98	357,745,904	25.84	(11.14)
Life	303,465,780	20.03	226,191,856	16.34	34.16
Pension	893,852,409	58.99	800,482,135	57.82	11.66
Initial Collection (In pesos)	<b>183,867,666</b>	100.00	<b>167,074,815</b>	100.00	<b>10.05</b>
Education	29,493,792	16.04	34,791,373	20.82	(15.23)
Life	18,493,353	10.06	19,923,214	11.92	(7.18)
Pension	135,880,521	73.90	112,360,228	67.25	20.93

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, 29 November 2006

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

Item	January - October 2006 P/		January - October 2005		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>197,079</b>	<b>100.00</b>	<b>265,530</b>	<b>100.00</b>	<b>(25.78)</b>
Education	27,976	14.20	44,116	16.61	(36.59)
Life	63,655	32.30	99,216	37.37	(35.84)
Pension	105,448	53.51	122,198	46.02	(13.71)
Sales (Peso Amount)	<b>15,836,290,127</b>	<b>100.00</b>	<b>17,429,796,059</b>	<b>100.00</b>	<b>(9.14)</b>
Education	3,431,899,243	21.67	5,112,604,168	29.33	(32.87)
Life	2,278,513,260	14.39	3,294,822,068	18.90	(30.85)
Pension	10,125,877,623	63.94	9,022,369,823	51.76	12.23
Initial Collection (In pesos)	<b>2,015,522,819</b>	<b>100.00</b>	<b>1,830,962,668</b>	<b>100.00</b>	<b>10.08</b>
Education	326,029,970	16.18	493,639,343	26.96	(33.95)
Life	175,886,677	8.73	298,810,350	16.32	(41.14)
Pension	1,513,606,171	75.10	1,038,512,975	56.72	45.75

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, 29 November 2006