

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

Item	January – September 2007 P/		January – September 2006		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	173,686	100.00	180,142	100.00	(3.58)
Education	19,416	11.18	25,274	14.03	(23.18)
Life	76,765	44.20	55,029	30.55	39.50
Pension	77,505	44.62	99,839	55.42	(22.37)
Sales (Peso Amount)	14,788,549,009	100.00	14,328,018,833	100.00	3.21
Education	2,987,090,336	20.20	3,114,007,510	21.73	(4.08)
Life	2,924,084,268	19.77	1,981,986,109	13.83	47.53
Pension	8,877,374,405	60.03	9,232,025,214	64.43	(3.84)
Initial Collection (In pesos)	1,613,512,183	100.00	1,832,521,940	100.00	(11.95)
Education	263,979,943	16.36	296,536,178	16.18	(10.98)
Life	245,238,021	15.20	158,260,111	8.64	54.96
Pension	1,104,294,220	68.44	1,377,725,650	75.18	(19.85)

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, 7 December 2007

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

Item	September 2007 P/		September 2006		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	16,772	100.00	22,991	100.00	(27.05)
Education	2,190	13.06	2,394	10.41	(8.52)
Life	8,770	52.29	5,312	23.10	65.10
Pension	5,812	34.65	15,285	66.48	(61.98)
Sales (Peso Amount)	1,356,326,440	100.00	1,282,481,631	100.00	5.76
Education	411,379,136	30.33	285,191,380	22.24	44.25
Life	321,860,404	23.73	184,352,762	14.37	74.59
Pension	623,086,900	45.94	812,937,489	63.39	(23.35)
Initial Collection (In pesos)	129,137,675	100.00	158,022,011	100.00	(18.28)
Education	32,916,807	25.49	25,904,754	16.39	27.07
Life	26,129,535	20.23	13,549,826	8.57	92.84
Pension	70,091,333	54.28	118,567,431	75.03	(40.88)

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, 7 December 2007

Table 1a. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS
September 2007, August 2007, and September 2006

Item	September 2007 P/	September 2006	Percent Growth/ (Decline) Rate	September 2007 P/	August 2007	Percent Growth/ (Decline) Rate
Number of Plans Sold	16,772	22,991	(27.05)	16,772	14,990	11.89
Education	2,190	2,394	(8.52)	2,190	2,057	6.47
Life	8,770	5,312	65.10	8,770	8,579	2.23
Pension	5,812	15,285	(61.98)	5,812	4,354	33.49
Sales (Peso Amount)	1,356,326,440	1,282,481,631	5.76	1,356,326,440	1,444,052,459	(6.07)
Education	411,379,136	285,191,380	44.25	411,379,136	376,774,384	9.18
Life	321,860,404	184,352,762	74.59	321,860,404	315,137,614	2.13
Pension	623,086,900	812,937,489	(23.35)	623,086,900	752,140,461	(17.16)
Initial Collection (In pesos)	129,137,675	158,022,011	(18.28)	129,137,675	128,809,154	0.26
Education	32,916,807	25,904,754	27.07	32,916,807	32,956,815	(0.12)
Life	26,129,535	13,549,826	92.84	26,129,535	22,809,181	14.56
Pension	70,091,333	118,567,431	(40.88)	70,091,333	73,043,159	(4.04)

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, 7 December 2007