

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

Item	September 2006 P/	September 2005	Percent Growth/ (Decline) Rate	September 2006 P/	August 2006	Percent Growth/ (Decline) Rate
Number of Plans Sold	<b>22,956</b>	<b>17,164</b>	<b>33.75</b>	<b>22,956</b>	<b>27,719</b>	<b>(17.18)</b>
Education	2,394	3,083	(22.35)	2,394	2,963	(19.20)
Life	5,277	6,582	(19.83)	5,277	6,577	(19.77)
Pension	15,285	7,499	103.83	15,285	18,179	(15.92)
Sales (Peso Amount)	<b>1,281,674,081</b>	<b>1,244,075,561</b>	<b>3.02</b>	<b>1,281,674,081</b>	<b>1,859,113,955</b>	<b>(31.06)</b>
Education	285,191,380	367,877,382	(22.48)	285,191,380	369,864,018	(22.89)
Life	183,545,212	232,962,582	(21.21)	183,545,212	244,500,394	(24.93)
Pension	812,937,489	643,235,597	26.38	812,937,489	1,244,749,543	(34.69)
Initial Collection (In pesos)	<b>157,941,707</b>	<b>124,350,905</b>	<b>27.01</b>	<b>157,941,707</b>	<b>255,907,106</b>	<b>(38.28)</b>
Education	25,904,754	35,684,793	(27.41)	25,904,754	35,823,655	(27.69)
Life	13,469,522	23,080,118	(41.64)	13,469,522	19,939,896	(32.45)
Pension	118,567,431	65,585,994	80.78	118,567,431	200,143,554	(40.76)

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, 24 November 2006

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

Item	September 2006 P/		September 2005		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>22,956</b>	100.00	<b>17,164</b>	100.00	<b>33.75</b>
Education	2,394	10.43	3,083	17.96	(22.35)
Life	5,277	22.99	6,582	38.35	(19.83)
Pension	15,285	66.58	7,499	43.69	103.83
Sales (Peso Amount)	<b>1,281,674,081</b>	100.00	<b>1,244,075,561</b>	100.00	<b>3.02</b>
Education	285,191,380	22.25	367,877,382	29.57	(22.48)
Life	183,545,212	14.32	232,962,582	18.73	(21.21)
Pension	812,937,489	63.43	643,235,597	51.70	26.38
Initial Collection (In pesos)	<b>157,941,707</b>	100.00	<b>124,350,905</b>	100.00	<b>27.01</b>
Education	25,904,754	16.40	35,684,793	28.70	(27.41)
Life	13,469,522	8.53	23,080,118	18.56	(41.64)
Pension	118,567,431	75.07	65,585,994	52.74	80.78

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, 24 November 2006

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

Item	January - September 2006 P/		January - September 2005		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>179,874</b>	<b>100.00</b>	<b>245,690</b>	<b>100.00</b>	<b>(26.79)</b>
Education	25,258	14.04	41,131	16.74	(38.59)
Life	54,777	30.45	92,515	37.66	(40.79)
Pension	99,839	55.50	112,044	45.60	(10.89)
Sales (Peso Amount)	<b>14,319,144,721</b>	<b>100.00</b>	<b>16,045,376,165</b>	<b>100.00</b>	<b>(10.76)</b>
Education	3,112,926,134	21.74	4,754,858,264	29.63	(34.53)
Life	1,975,047,480	13.79	3,068,630,213	19.12	(35.64)
Pension	9,231,171,106	64.47	8,221,887,688	51.24	12.28
Initial Collection (In pesos)	<b>1,831,606,872</b>	<b>100.00</b>	<b>1,663,887,854</b>	<b>100.00</b>	<b>10.08</b>
Education	296,487,897	16.19	458,847,970	27.58	(35.38)
Life	157,393,324	8.59	278,887,137	16.76	(43.56)
Pension	1,377,725,650	75.22	926,152,747	55.66	48.76

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, 24 November 2006