

**Table 1. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS**  
**November 2009, October 2009 and November 2008**

Item	November 2009 <sup>P/</sup>	November 2008	Percent Growth/ (Decline) Rate	November 2009 <sup>P/</sup>	October 2009	Percent Growth/ (Decline) Rate
Number of Plans Sold	<b>7,658</b>	<b>24,335</b>	<b>(68.53)</b>	<b>7,658</b>	<b>8,611</b>	<b>(11.07)</b>
Education	728	455	60.00	728	655	11.15
Life	4,828	18,793	(74.31)	4,828	6,361	(24.10)
Pension	2,102	5,087	(58.68)	2,102	1,595	31.79
Sales (Peso Amount)	<b>507,177,703</b>	<b>1,284,815,314</b>	<b>(60.53)</b>	<b>507,177,703</b>	<b>475,415,874</b>	<b>6.68</b>
Education	73,641,665	70,887,616	3.89	73,641,665	72,854,520	1.08
Life	192,711,267	651,123,687	(70.40)	192,711,267	209,140,446	(7.86)
Pension	240,824,772	562,804,011	(57.21)	240,824,772	193,420,909	24.51
Initial Collection (In pesos)	<b>49,467,963</b>	<b>141,107,777</b>	<b>(64.94)</b>	<b>49,467,963</b>	<b>42,386,634</b>	<b>16.71</b>
Education	10,824,490	7,729,666	40.04	10,824,490	10,662,465	1.52
Life	11,544,670	33,849,124	(65.89)	11,544,670	8,387,926	37.63
Pension	27,098,804	99,528,987	(72.77)	27,098,804	23,336,242	16.12

Note: Details may not add up to totals due to rounding-off of figures.

<sup>P/</sup> 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 submitted  
by Pre-Need Corporation to SEC

Prepared by: NTD, 13 January 2010

**Table 2. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS  
November 2009 and November 2008**

Item	November 2009 <sup>P/</sup>		November 2008		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>7,658</b>	<b>100.00</b>	<b>24,335</b>	<b>100.00</b>	<b>(68.53)</b>
Education	728	9.51	455	1.87	60.00
Life	4,828	63.05	18,793	77.23	(74.31)
Pension	2,102	27.45	5,087	20.90	(58.68)
Sales (Peso Amount)	<b>507,177,703</b>	<b>100.00</b>	<b>1,284,815,314</b>	<b>100.00</b>	<b>(60.53)</b>
Education	73,641,665	14.52	70,887,616	5.52	3.89
Life	192,711,267	38.00	651,123,687	50.68	(70.40)
Pension	240,824,772	47.48	562,804,011	43.80	(57.21)
Initial Collection (In pesos)	<b>49,467,963</b>	<b>100.00</b>	<b>141,107,777</b>	<b>100.00</b>	<b>(64.94)</b>
Education	10,824,490	21.88	7,729,666	5.48	40.04
Life	11,544,670	23.34	33,849,124	23.99	(65.89)
Pension	27,098,804	54.78	99,528,987	70.53	(72.77)

Note: Details may not add up to totals due to rounding-off of figures.

<sup>P/</sup> 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 submitted  
by Pre-Need Corporation to SEC  
Prepared by: NTD, 13 January 2010

**Table 3. NUMBER OF PLANS SOLD AND SALES OF PRE-NEED CORPORATIONS**

January - November 2009 & January - November 2008

Item	January - November 2009 <sup>P/</sup>		January - November 2008		Percent Growth/ (Decline) Rate
	Total	Percent to Total	Total	Percent to Total	
Number of Plans Sold	<b>147,804</b>	<b>100.00</b>	<b>228,985</b>	<b>100.00</b>	<b>(35.45)</b>
Education	7,202	4.87	9,745	4.26	(26.10)
Life	115,756	78.32	157,256	68.68	(26.39)
Pension	24,846	16.81	61,984	27.07	(59.92)
Sales (Peso Amount)	<b>7,701,377,604</b>	<b>100.00</b>	<b>14,015,214,601</b>	<b>100.00</b>	<b>(45.05)</b>
Education	763,373,665	9.91	1,661,997,079	11.86	(54.07)
Life	4,195,374,449	54.48	5,650,585,911	40.32	(25.75)
Pension	2,742,629,490	35.61	6,702,631,611	47.82	(59.08)
Initial Collection (In pesos)	<b>748,813,988</b>	<b>100.00</b>	<b>1,418,412,727</b>	<b>100.00</b>	<b>(47.21)</b>
Education	107,642,275	14.38	184,905,592	13.04	(41.79)
Life	208,645,204	27.86	350,969,967	24.74	(40.55)
Pension	432,526,509	57.76	882,537,167	62.22	(50.99)

Note: Details may not add up to totals due to rounding-off of figures.

<sup>P/</sup> 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, 13 January 2010