
Presentation to Analysts Q3 2012

November 9, 2012

Agenda

1. Executive Summary
2. Financial Statements
3. Pre-Sales
4. Project Update
5. Q&A

Executive Summary

- **Sustained Pre-Sales Momentum**
 - Q3 2012: P5.6B of pre-sales, representing 17% growth YoY over P4.8B
 - YTD 2012: P16.3B of pre-sales, representing 18% growth YoY over P13.8B
- **Record Earnings**
 - Q3 2012: P2.3B in revenue and P467M in net income, representing 60% and 105% growth YoY, respectively
 - YTD 2012: P7.2B in revenue and P1.4B in net income, representing 104% and 95% growth YoY, respectively
- **Increased Funding Capabilities**
 - To fund capex program, increased debt drawn by P1.4B from P1.4B as of 6/30/12 to P2.8B as of 9/30/12

Executive
Summary

Financial
Statements

Pre-Sales

Project
Updates

Q&A

Executive Summary

- **Continued Diversification**
 - Launched 3 affordable towers in Commonwealth, Quezon City, with inventory value of P2.8B, garnering P1B per month in pre-sales
- **Announced Partnerships**
 - PLDT for Future Ready Century City
 - Acqua Iguazu - yoo Inspired by Starck
- **Share Purchase**
 - Purchased 20% minority interest in CPMI, allowing CPGI to own 100% of all its four subsidiaries

Executive
Summary

Financial
Statements

Pre-Sales

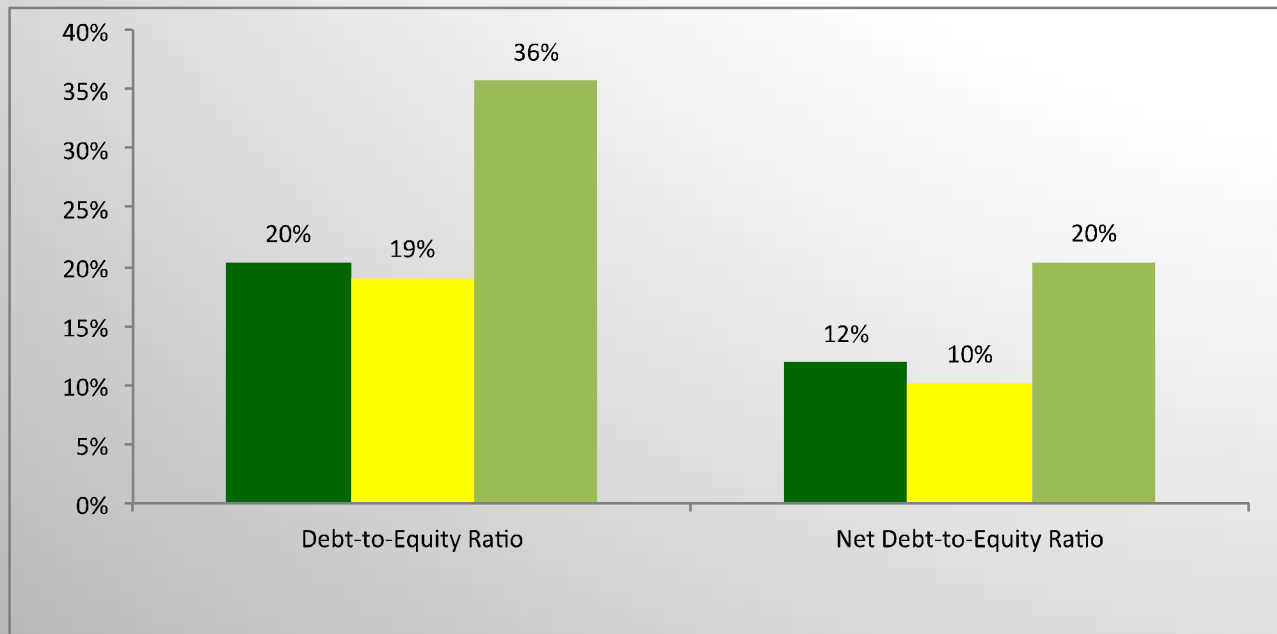
Project
Updates

Q&A

Financial Statements

Successfully increased leverage, while still maintaining healthy credit ratios

Amount in Millions	Audited 31-Dec-11	Unaudited 30-Jun-12	Unaudited 30-Sep-12
Cash and Cash Equivalents	367	657	1,200
Total Assets	10,029	14,053	17,281
Total Borrowings	883	1,409	2,802
Net Debt	516	752	1,602
Stockholder's Equity	4,332	7,376	7,844



Executive
Summary

Financial
Statements

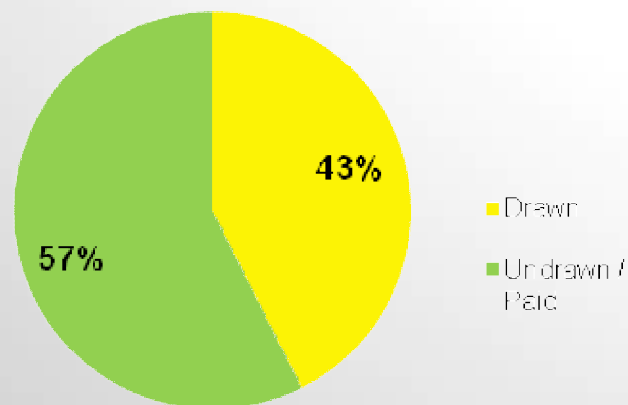
Pre-Sales

Project
Updates

Q&A

...With Undrawn Facilities to Continue Growth

Credit Facilities (P6.6B)



Executive
Summary

Financial
Statements

Pre-Sales

Project
Updates

Q&A

Q3 Net Income: 105% Growth YoY

Amount in Millions	Unaudited Q3 2011	Unaudited Q3 2012	Growth
Revenue			
Real estate sales	1,009	2,010	
Property management fee and other services	55	47	
Interest and other income	365	230	
Total Revenue	1,429	2,286	60%
Total Costs and Expenses	1,101	1,699	54%
Income Before Tax	328	588	79%
Provision for Income Tax	100	120	
Net Income	227	467	105%
<i>Gross Profit Margin</i>	36.1%	43.5%	
<i>Net Income Margin</i>	15.9%	20.4%	

Executive
Summary

Financial
Statements

Pre-Sales

Project
Updates

Q&A

YTD Net Income: 95% Growth YoY

Amount in Millions	Unaudited 9M 2011	Unaudited 9M 2012	Growth
Revenue			
Real estate sales	2,883	6,544	
Property management fee and other services	151	157	
Interest and other income	515	522	
Total Revenue	3,549	7,223	104%
Total Costs and Expenses	2,567	5,350	108%
Income Before Tax	982	1,873	91%
Provision for Income Tax	260	461	
Net Income	723	1,412	95%
<i>Gross Profit Margin</i>	41.8%	43.1%	
<i>Net Income Margin</i>	20.4%	19.5%	

Executive
Summary

Financial
Statements

Pre-Sales

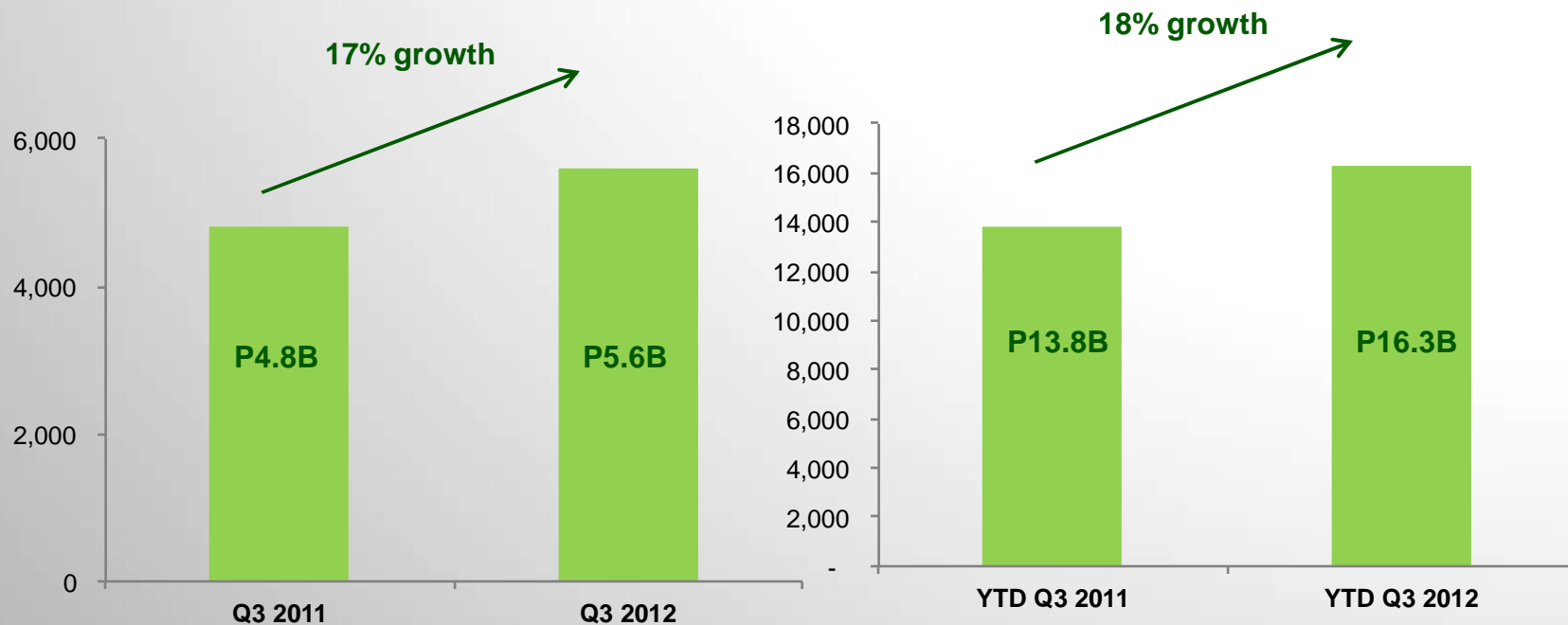
Project
Updates

Q&A

Pre-Sales

On Track to Hit P20B Pre-Sales FY 2012 Target, Representing 18% Growth Over 1H 2011

Pre-Sales (Million Pesos)



82% of FY 2012 P20B Pre-Sales Target Achieved

Executive Summary

Financial Statements

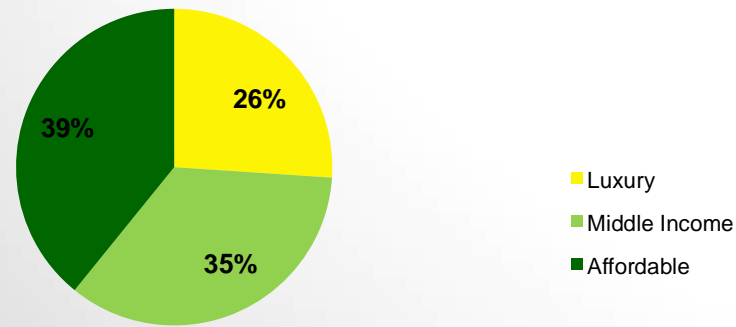
Pre-Sales

Project Updates

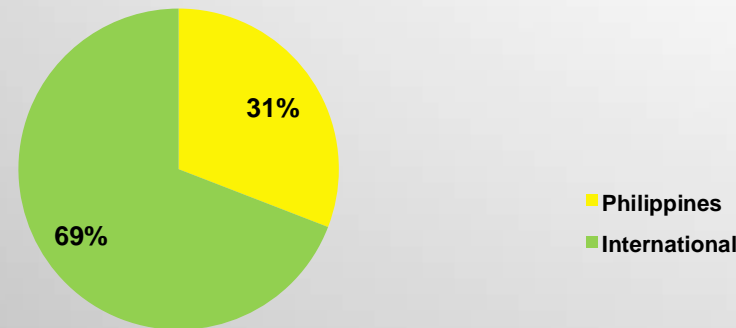
Q&A

Diversified P16.3B Revenue Base, of which P11.3B is from International Market

YTD Q3 Market Segment Split



YTD Customer Base Split



Note: A project is defined as Luxury, Middle Income and Affordable if the majority of the units in a project are over P7M, between P3.5M to P7M, and between P1.2M to P3.5M respectively.

Executive Summary

Financial Statements

Pre-Sales

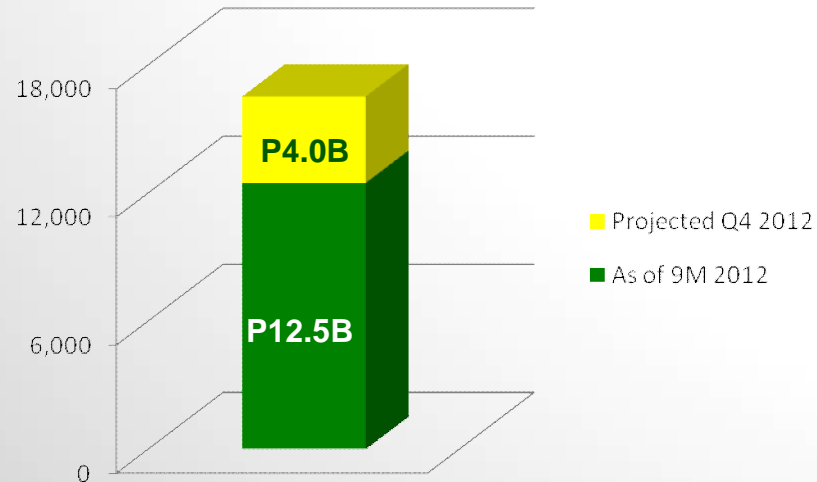
Project Updates

Q&A

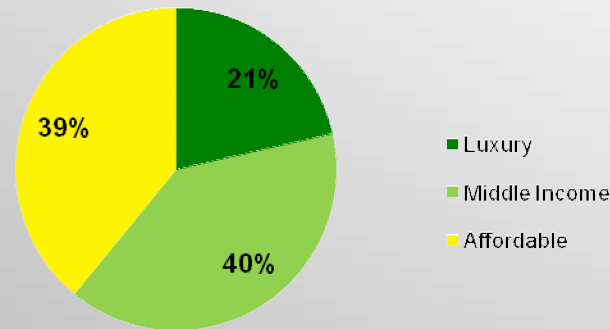
Project Updates

Successful First Year as Public Company

2012 New Project Launches (P16.5B)



9/30 Unbooked Revenues (P28B)



Executive
Summary

Financial
Statements

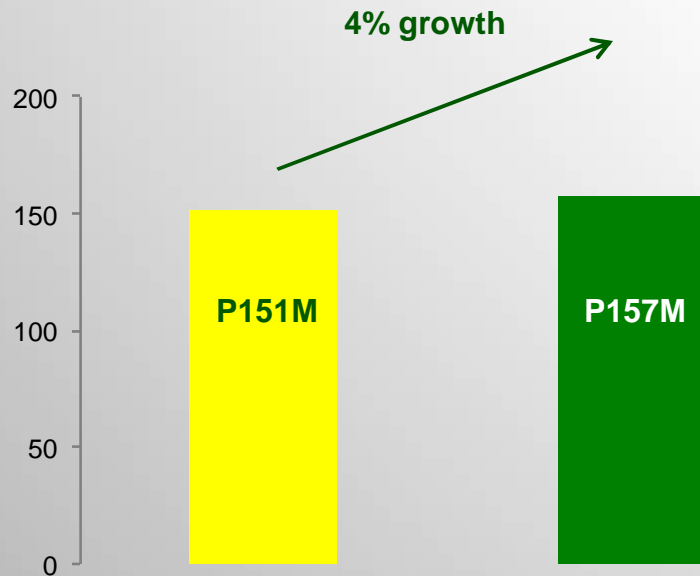
Pre-Sales

Project
Updates

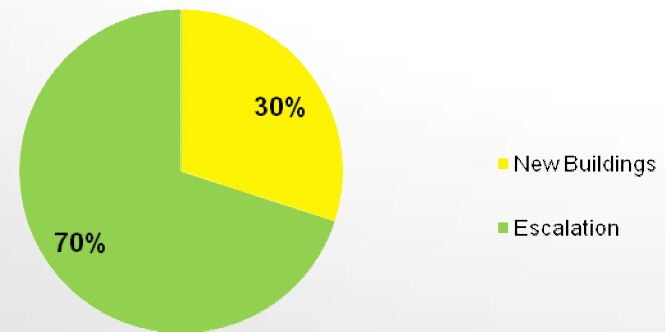
Q&A

Century Properties Management Inc. (CPMI)

- 50 buildings managed totaling 2.3Msqm including Asian Development Bank, Makati Medical Center, PNB headquarters, Globe Valero and Pacific Star Building
- CPGI purchased 20% minority interest in CPMI



Source of Growth



Executive Summary

Financial Statements

Pre-Sales

Project Updates

Q&A

Strategic Tie Up with PLDT to Provide Future Ready Homes



Executive
Summary

Financial
Statements

Pre-Sales

Project
Updates

Q&A

Acqua Iguazu (Building 5) – yoo Inspired by Starck

Project Video

Executive
Summary

Financial
Statements

Pre-Sales

Project
Updates

Q&A

Q&A

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