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

• **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
Financial Statements
Successfully increased leverage, while still maintaining healthy credit ratios

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

For the Debt-to-Equity Ratio, the audited value was 20% in December 2011, 19% in June 2012, and 36% in September 2012. The Net Debt-to-Equity Ratio showed 12% for the audited value in December 2011, 10% for the unaudited value in June 2012, and 20% for the unaudited value in September 2012.
…With Undrawn Facilities to Continue Growth

Credit Facilities (P6.6B)

- 57% Undrawn / Partly Drawn
- 43% Drawn

Executive Summary  Financial Statements  Pre-Sales  Project Updates  Q&A
Q3 Net Income: 105% Growth YoY

<table>
<thead>
<tr>
<th>Amount in Millions</th>
<th>Unaudited Q3 2011</th>
<th>Unaudited Q3 2012</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real estate sales</td>
<td>1,009</td>
<td>2,010</td>
<td></td>
</tr>
<tr>
<td>Property management fee and other services</td>
<td>55</td>
<td>47</td>
<td></td>
</tr>
<tr>
<td>Interest and other income</td>
<td>365</td>
<td>230</td>
<td></td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>1,429</strong></td>
<td><strong>2,286</strong></td>
<td><strong>60%</strong></td>
</tr>
<tr>
<td><strong>Total Costs and Expenses</strong></td>
<td><strong>1,101</strong></td>
<td><strong>1,699</strong></td>
<td><strong>54%</strong></td>
</tr>
<tr>
<td><strong>Income Before Tax</strong></td>
<td><strong>328</strong></td>
<td><strong>588</strong></td>
<td><strong>79%</strong></td>
</tr>
<tr>
<td>Provision for Income Tax</td>
<td>100</td>
<td>120</td>
<td></td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td><strong>227</strong></td>
<td><strong>467</strong></td>
<td><strong>105%</strong></td>
</tr>
</tbody>
</table>

Gross Profit Margin: 36.1% 43.5%
Net Income Margin: 15.9% 20.4%
## Executive Summary

**Financial Statements**

### Pre-Sales

### Project Updates

### Q&A

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### YTD Net Income: 95% Growth YoY

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

**Gross Profit Margin**

- 41.8%
- 43.1%

**Net Income Margin**

- 20.4%
- 19.5%
Pre-Sales
On Track to Hit P20B Pre-Sales FY 2012 Target, Representing 18% Growth Over 1H 2011

82% of FY 2012 P20B Pre-Sales Target Achieved
Diversified P16.3B Revenue Base, of which P11.3B is from International Market

YTD Q3 Market Segment Split

- Luxury: 26%
- Middle Income: 35%
- Affordable: 39%

YTD Customer Base Split

- Philippines: 69%
- International: 31%

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.
Project Updates
Successful First Year as Public Company

2012 New Project Launches (P16.5B)

9/30 Unbooked Revenues (P28B)

- P12.5B
- P4.0B

- Projected Q4 2012
- As of 9M 2012

- Luxury
- Middle Income
- Affordable

39%
21%
40%
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

- New Buildings: 70%
- Escalation: 30%
Strategic Tie Up with PLDT to Provide Future Ready Homes
Acqua Iguazu (Building 5) – yoo Inspired by Starck

Project Video
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