KEY MILESTONES AND DEVELOPMENTS

1986
- Began operations

Key Milestones:

1989 – 2004
- Began development of upscale condominiums
- Completed “backdoor listing” with EAPRC
- Issued PHP 1.6 B convertible bond to Dutch pension fund APG

2006 – 2011
- Expanded into large-scale mixed-use developments with Century City
- Entered affordable to middle-income segment

2012 – 2013
- Completed maiden offering of PHP 2.7 B Unsecured Fixed Rate Retail Bond
- Completed issuance of stock dividend with stock dividend rate of 20.66%

2014
- Opened Century City Mall
- Completed St. Tropez in Azure
- Issued PHP 2.3 B re-IPO selling 1.33 billion shares, increasing free float to 27%
- Raised PHP 1.6 B from 800 million shares issued, increasing free float to 33.2%

2015
- Signed JVA with Mitsubishi Corp. to build Century Diamond Tower
- Completed issuance of stock dividend with stock dividend rate of 20.66%
- Issued PHP 1.6 B convertible bond to Dutch pension fund APG

2016
- CPGi signed JVA with Mitsubishi Corp. to foray into affordable housing
- Completed “backdoor listing” with EAPRC

2017
- Completed maiden offering of PHP 2.7 B Unsecured Fixed Rate Retail Bond
- Completed issuance of stock dividend with stock dividend rate of 20.66%
- Issued PHP 1.6 B convertible bond to Dutch pension fund APG

2018
- CPGi and Mitsubishi Corp. launch Phirst Park Hiomes
- Completed Trump Tower, Roxas East and Quezon North in Commonwealth, and Maldives in Azure
- Completed of Essensa East Forbes
- Launched Novotel Suites Manila at Acqua
- Launched Batulao Arscapes
- Completed of St. Tropez in Azure
- Issued PHP 1.6 B convertible bond to Dutch pension fund APG

CPG’s Progress:

- As of 2018, CPG has completed:
  - 26 out of 37 projects
  - 14,208 out of 23,186 total units
  - 1,303,398 sqm out of 1,788,799 sqm of total GFA

Note:
2. East Asia Power Resources Corporation

As of 2018, CPG has completed:
- 26 out of 37 projects
- 14,208 out of 23,186 total units
- 1,303,398 sqm out of 1,788,799 sqm of total GFA
GROWTH STRATEGY SUPPORTED BY FAVOURABLE MACROECONOMIC ENV’T

CPG’s entry into the affordable housing segment capitalizes on the country’s demand for affordable housing, which has an estimated backlog of roughly 6.6 million units.

UNMET HOUSING NEED AND DEMAND

<table>
<thead>
<tr>
<th>Segment</th>
<th>Unmet Housing Need, 2001-2015</th>
<th>Estimated Housing Demand, 2016-2030</th>
<th>Estimated Housing Need by 2030</th>
</tr>
</thead>
<tbody>
<tr>
<td>Can't Afford</td>
<td>786,984</td>
<td>1,134,986</td>
<td>1,921,970</td>
</tr>
<tr>
<td>Socialized</td>
<td>1,275,921</td>
<td>1,369,181</td>
<td>2,645,102</td>
</tr>
<tr>
<td>Economic</td>
<td>3,686,429</td>
<td>2,509,718</td>
<td>6,196,147</td>
</tr>
<tr>
<td>Low Cost</td>
<td>918,820</td>
<td>611,815</td>
<td>1,530,095</td>
</tr>
<tr>
<td>Mid Cost</td>
<td>78,705</td>
<td>78,705</td>
<td>78,705</td>
</tr>
<tr>
<td>High End</td>
<td>11,767</td>
<td>11,767</td>
<td>11,767</td>
</tr>
<tr>
<td><strong>Need</strong></td>
<td><strong>6,667,614</strong></td>
<td><strong>5,716,172</strong></td>
<td><strong>12,383,786</strong></td>
</tr>
</tbody>
</table>

Sources: SHDA, HUDCC

HOUSING BACKLOG BY REGION

<table>
<thead>
<tr>
<th>Region</th>
<th>NCR</th>
<th>CAR</th>
<th>I</th>
<th>II</th>
<th>III</th>
<th>IV A</th>
<th>IV B</th>
<th>V</th>
<th>VI</th>
<th>VII</th>
<th>VIII</th>
<th>IX</th>
<th>X</th>
<th>XII</th>
<th>XIII</th>
<th>CARAGA</th>
<th>ARMM</th>
</tr>
</thead>
</table>

TARGETING HIGH INCOME & HIGH GROWTH AREAS

Ave. annual family income per region

- Ilocos region (P204k/HH)
- Central Luzon (P236k/HH)
- CAR (P158k/HH)
- NCR (P138k/HH)
- Calabarzon (P186k/HH)
- Western Visayas (P202k/HH)
- Central Visayas (P209k/HH)
- Mimaropa (P166k/HH)
- Mindanao (P124k/HH)

% growth of family income, '09-'12

- Central Christian (+17.9%)
- Mimaropa (+26.5%)
- Mindanao (-16%)
### PRODUCT OFFERINGS

CPG’s portfolio of product offerings has expanded to other market segments allowing the Company to diversify its revenue base. This strategic move is now yielding very positive results and we expect to sustain this growth momentum in the coming years.

#### Century Properties Group, Inc. (“CPG”)

<table>
<thead>
<tr>
<th>Platforms</th>
<th>Products</th>
</tr>
</thead>
<tbody>
<tr>
<td>In-City Vertical</td>
<td>Mixed-use development consisting of condominium and residential projects</td>
</tr>
<tr>
<td>Developments</td>
<td>Affordable high quality horizontal projects</td>
</tr>
<tr>
<td>Horizontal</td>
<td>Art park with designer homes and vacation amenities</td>
</tr>
<tr>
<td>Affordable Housing</td>
<td>Retail mall, office buildings, medical facilities</td>
</tr>
<tr>
<td>Leisure and Tourism</td>
<td>Property management</td>
</tr>
<tr>
<td>Investment Properties</td>
<td>Exclusive, specialty management and leasing service</td>
</tr>
<tr>
<td>Property Management</td>
<td></td>
</tr>
</tbody>
</table>
VERTICAL DEVELOPMENTS

Completed 3 projects with 77,740 sqm of GFA and 1,185 units in 2018

BUSINESS HIGHLIGHTS

VERTICAL DEVELOPMENTS PORTFOLIO

Century City
- Gramercy Residences
- Milano Tower
- Trump Tower
- Knightsbridge Residences

Acqua Private Residences
- Niagara
- Sutherland
- Dettifoss
- Livingstone
- Iguazu

Commonwealth
- Osmeña West
- Quezon North
- Roxas East
- Osmeña East

Azure Urban Residences
- Santorini
- St. Tropez
- Rio
- Positano
- Miami
- Maui
- Maldives
- Boracay

Azure North

Parañaque
Makati
Mandaluyong
Quezon City

San Fernando
Pampanga

Completed 3 projects with 77,740 sqm of GFA and 1,185 units in 2018
BUSINESS HIGHLIGHTS

- JV with Mitsubishi Corporation
- Current Projects:
  - Tanza, Cavite
    - Townhouse Units and Single Attach
    - Total Planned GLA: 256,514 sq.m
  - Lipa, Batangas
    - 20 hectare development
    - 1,867 units valued at ₱2.8 billion

- 955 housing units underway
- 259 Units Completed*
- 113 units due for Turn-over
- 100 homeowners scheduled for punch listing
- 100% Acceptance on first inspection

* As of December 2018

- CPG plans to acquire 3-5 sites per year
- Affordable segment to contribute at least 30% of Net Income in the next 3 years
NEW PROJECTS UNDER AFFORDABLE HOUSING

Capitalizing on the country’s demand for affordable housing, which has an estimated backlog of roughly 6.6 million units, the new joint venture company will pursue the development of projects of scale in key locations outside of Metro Manila under a new brand called PHirst Park Homes.

PHirst Park Homes, Inc* – CPG’s 3rd joint venture project with Mitsubishi Corp

- On May 16, 2018, CPG signed of a joint venture agreement with Mitsubishi Corporation to establish a new company for affordable housing called PHirst Park Homes, Inc.*

- Under the terms of the agreement, CPG will subscribe to 60% and Mitsubishi to 40% of the authorized capital stock equivalent to P5 billion over the same 5-year horizon.

- PHirst Park Homes, Inc. aims to launch about 15 projects within the next 5 years with a total of roughly 33,000 units. Each site will be 15 to 20 hectares and it is currently in various stages of land banking. This is equivalent to around Php 57 B in Project Sales Value, with capital expenditures estimated at around Php10 B over the first 5 years.

*The Joint Venture Agreement for PHirst Park Homes, Inc. has secured clearance from the Philippine Competition Commission.
CPG launched the first major leisure and tourism project, Batulao Artscapes. The project will feature a variety of benefits from water and land based sports, dining and fine cuisine, beach front entertainment, dedicated spa areas and extensive children’s entertainment facilities.

- **Location:** the project is at the southwest portion of Metro Manila and 17km from Tagaytay City’s rotunda on the west edge. It is also near the continuous development along the ridge of Taal Volcano lake.

- **Access:** The development’s site is lying between two important roads of the region, namely: Tagaytay-Nasugbu road and Amuyong Highway.

- **Elevation:** Approximately 550m above sea level.

- **Climate:** Cool mountain weather that drops to 16°C during the cooler months and 24°C during the warmer months.

- **Terrain:** Highly undulating hills.
INVESTMENT PROPERTIES

BUSINESS HIGHLIGHTS

PORTFOLIO

Century City Mall
Asian Century Center

CENTURIA MEDICAL MAKATI

Novotel Suites Manila

Century Diamond Tower

CONTINUOUS ROLLOUT OF LEASING ASSETS

• 32% CAGR on Cumulative Gross Floor Area (sqm) between 2017 and 2019

• Revenues expected to hit ₱2.0 Billion by 2020

Leasing Assets Total GFA

2017: 133,293
2018: 172,796
2019: 306,736
PROPERTY MANAGEMENT

BUSINESS HIGHLIGHTS

NOTABLE PROPERTIES UNDER MANAGEMENT

• Pacific Star Building
• Essensa East Forbes
• Trump Tower Manila
• Gramercy Residences

REVENUES FROM PROPERTY MANAGEMENT

<table>
<thead>
<tr>
<th>Year</th>
<th>Residential</th>
<th>Commercial/Office</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>302</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>353</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>395</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

CPMI Manages 2.6 Million sqm; 46 Projects

<table>
<thead>
<tr>
<th>Category</th>
<th>No. of Projects</th>
<th>GFA (M sqm)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>21</td>
<td>1,371</td>
</tr>
<tr>
<td>Commercial/Office</td>
<td>25</td>
<td>1,211</td>
</tr>
<tr>
<td>TOTAL</td>
<td>46</td>
<td>2,582</td>
</tr>
</tbody>
</table>
## Financial Highlights

<table>
<thead>
<tr>
<th></th>
<th>FY 2018</th>
<th>FY 2017</th>
<th>Change</th>
<th>%</th>
<th>3M 2019</th>
<th>3M 2018</th>
<th>Change</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOTAL REVENUES</strong></td>
<td>10,702</td>
<td>6,706</td>
<td>3,996</td>
<td>60%</td>
<td>2,773</td>
<td>2,709</td>
<td>64</td>
<td>2.4%</td>
</tr>
<tr>
<td><strong>GROSS PROFIT</strong></td>
<td>4,542</td>
<td>3,391</td>
<td>1,151</td>
<td>34%</td>
<td>1,147</td>
<td>1,150</td>
<td>-4</td>
<td>-0.3%</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>42.4%</td>
<td>50.6%</td>
<td>-8.1%</td>
<td>-</td>
<td>41.4%</td>
<td>42.5%</td>
<td>-1.1%</td>
<td>-</td>
</tr>
<tr>
<td>Operating Expense</td>
<td>3,255</td>
<td>2,964</td>
<td>291</td>
<td>10%</td>
<td>694</td>
<td>846</td>
<td>-152</td>
<td>-18.0%</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>2,074</td>
<td>1,341</td>
<td>733</td>
<td>55%</td>
<td>620</td>
<td>460</td>
<td>160</td>
<td>34.7%</td>
</tr>
<tr>
<td>EBITDA Margin</td>
<td>19.4%</td>
<td>20.0%</td>
<td>-0.6%</td>
<td>-</td>
<td>22.4%</td>
<td>17.0%</td>
<td>5.4%</td>
<td>-</td>
</tr>
<tr>
<td>Interest &amp; Financing Charges</td>
<td>594</td>
<td>403</td>
<td>191</td>
<td>47%</td>
<td>107</td>
<td>130</td>
<td>-22</td>
<td>-17.3%</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td><strong>1,118</strong></td>
<td>650</td>
<td>468</td>
<td>72%</td>
<td><strong>384</strong></td>
<td>300</td>
<td>84</td>
<td>28.0%</td>
</tr>
<tr>
<td>Net Income Margin</td>
<td>10.4%</td>
<td>9.7%</td>
<td>0.8%</td>
<td>-</td>
<td>13.9%</td>
<td>11.1%</td>
<td>2.8%</td>
<td>-</td>
</tr>
</tbody>
</table>

- Full year net income of Php1.1 B, a remarkable 72% growth from Php650 M in 2017
- Mainly driven by the completion of 3 residential buildings, an office tower and 259 affordable housing units
- NIAT margin improved to 10.4% from 9.7% due to reduction in operating expenses

**EPS in 2018 improved to P0.085 from P0.054 in 2017**
## FINANCIAL CONDITION

### BALANCE SHEET

<table>
<thead>
<tr>
<th>In ₱ Million</th>
<th>As of March 2019</th>
<th>FY 2018</th>
<th>FY 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Assets</td>
<td>49,327</td>
<td>49,367</td>
<td>42,556</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>31,089</td>
<td>31,903</td>
<td>26,300</td>
</tr>
<tr>
<td>Equity</td>
<td>18,238</td>
<td>17,463</td>
<td>16,256</td>
</tr>
</tbody>
</table>

- Total assets increased by Php6.8 B to Php49.4 B in 2018
- Mainly due to higher cash balance and increase in construction of investment properties

### FINANCIAL RATIOS

<table>
<thead>
<tr>
<th></th>
<th>3M 2019</th>
<th>FY 2018</th>
<th>FY2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Debt to EBITDA</td>
<td>8.3x</td>
<td>10.0x</td>
<td>12.0x</td>
</tr>
<tr>
<td>Return on Equity</td>
<td>8.6%</td>
<td>6.6%</td>
<td>4.1%</td>
</tr>
</tbody>
</table>
The goal is to grow CPG’s new allied real estate businesses to have a diversified revenue mix with more sustainable cash flow and recurring income.

We are targeting a revenue mix of 1/3 each from Vertical Development, Horizontal Affordable Housing and Leasing Assets.
Leverage the Company’s industry leading reputation and experience in the high rise condominium market to develop mid-rise condominium projects

Implement expansion outside Metro Manila for affordable housing projects

Prudent expansion of commercial leasing portfolio to diversify earnings and generate recurring income
NEW PRODUCT LINES FOR GROWTH

Total CAPEX Budget: P30 B in next 3 years

- **Urban Village**
  - Phirst Park Homes Pandi
  - Phirst Park Homes General Trias
  - Phirst Park Homes Calamba

- **Horizontal Affordable Housing**

- **Investment Properties**
  - Mid-rise residential buildings in the CBDs and its peripheries in various locations including Quezon City, Mandaluyong City and Pampanga
  - Mixed Use leasing projects in various locations including Makati City, Quezon City and Pampanga
LAND BANK

Total Land Bank: 250.6 HA*

CPG is building its land bank to further expand its in-city development projects and its footprint in strategic tourism destinations and provincial growth centers.

*This excludes the 2.6 hectares that will be developed in Clark Global City.
Thank You!