
Presentation to Analysts Full Year 2011 Briefing

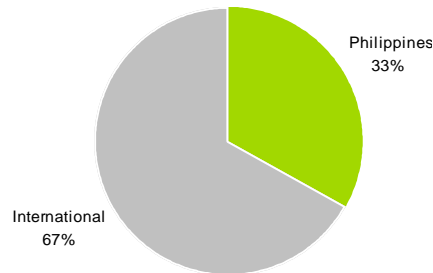
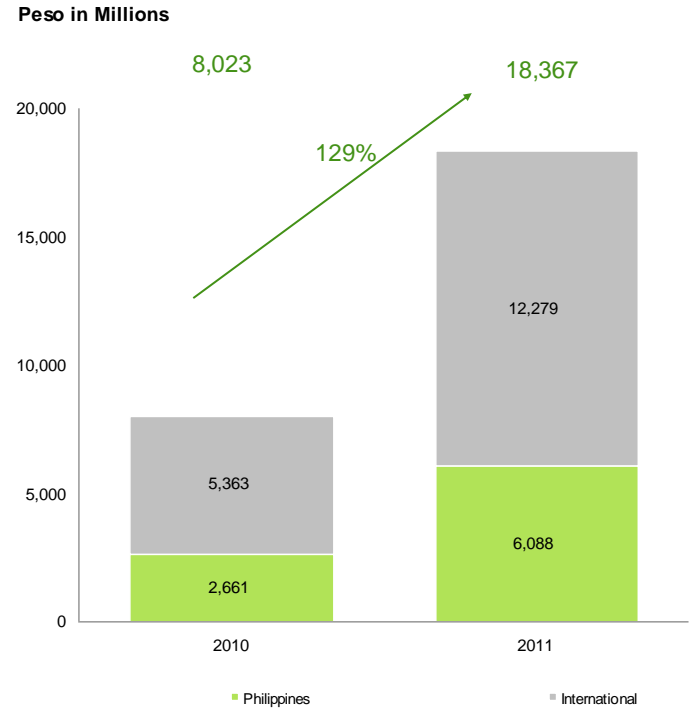
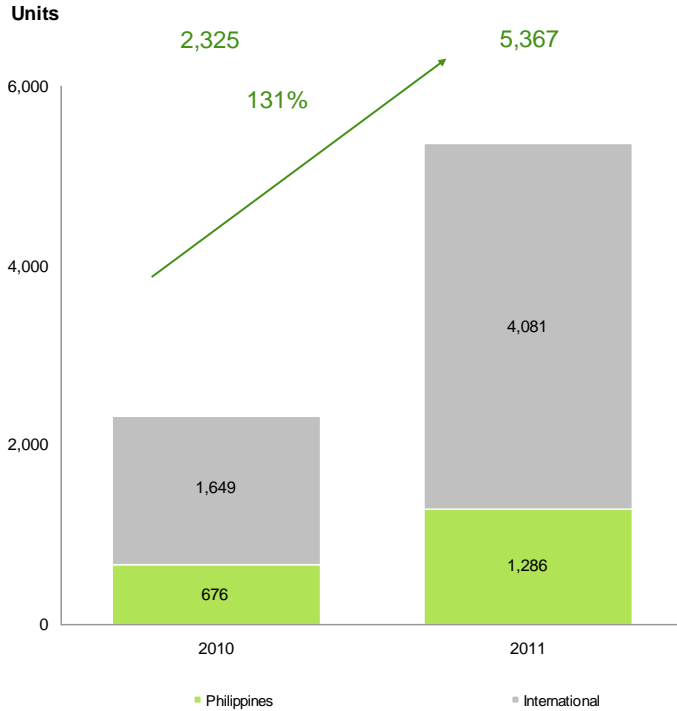
April 16, 2012

Agenda

1. Pre-Sales
2. Financial Statements
3. Project Update
4. Land Bank
5. 2012 Key Initiatives

1. Pre-Sales

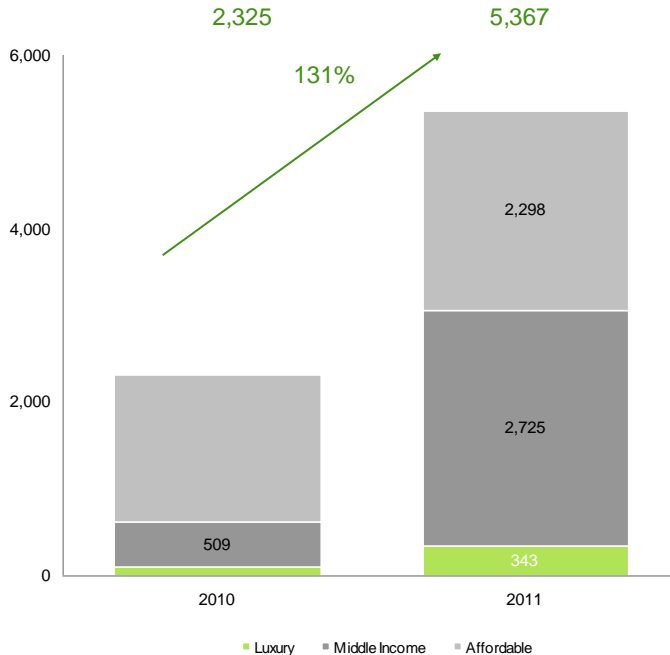
Industry Leading International Sales...



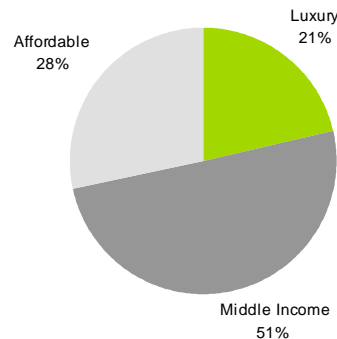
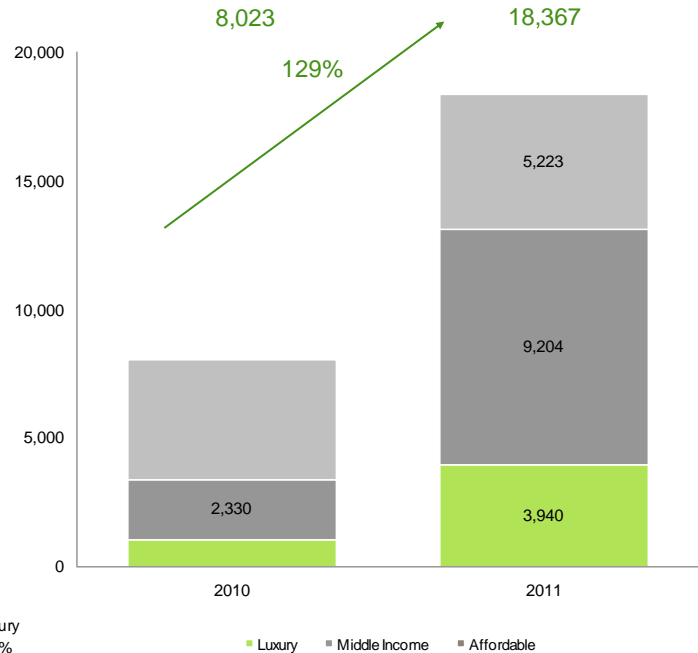
FY 2011 Pre-Sales (in Peso)

...Allowing to Distribute a Multiple Price Point Portfolio

Units



Peso in Millions

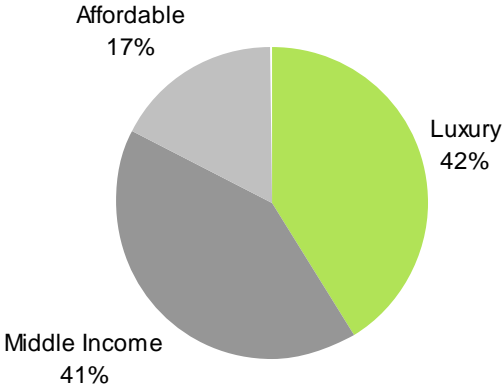


FY 2011 Pre-Sales (in Peso)

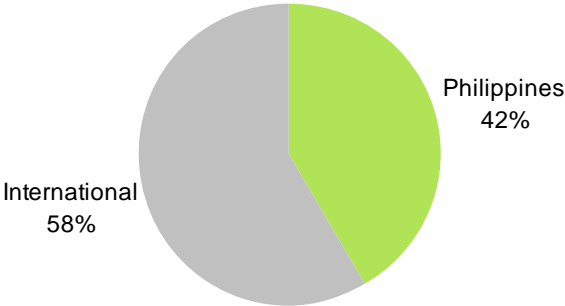
Note: A project is defined as Luxury, Middle Income and Affordable if the majority of the units in a project are over P7M, between P3.5M to P7M, and between P1.2M to P3.5M respectively.

On Track to Hit P20B Pre-Sales FY 2012 Target

Q1 2012: P5.3B, 812 units



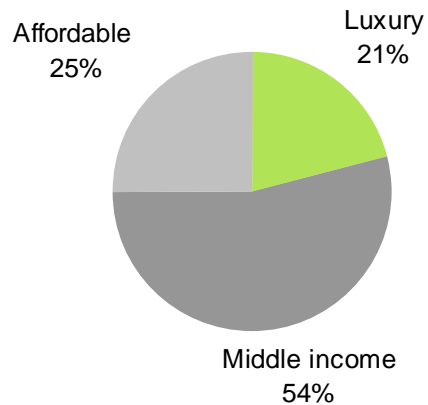
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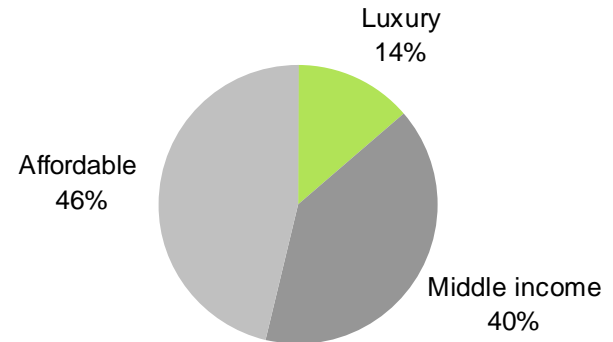
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Conscious Effort to Have a Balance Portfolio

4 Current Master Planned Development



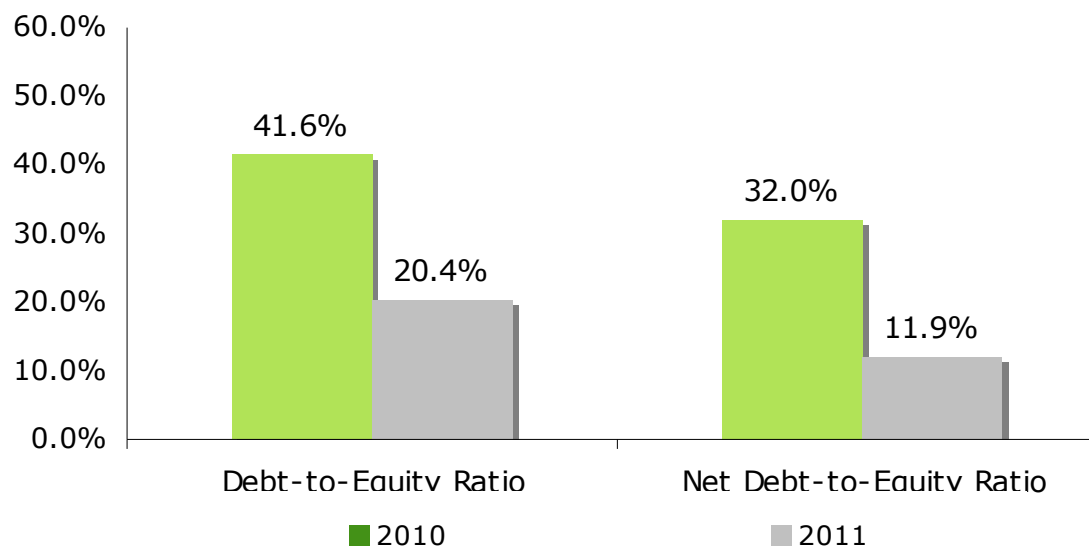
Pro Forma: 7 Master Planned Development:



2. Financial Statements

Low Gearing, With Significant Headroom to Increase Leverage

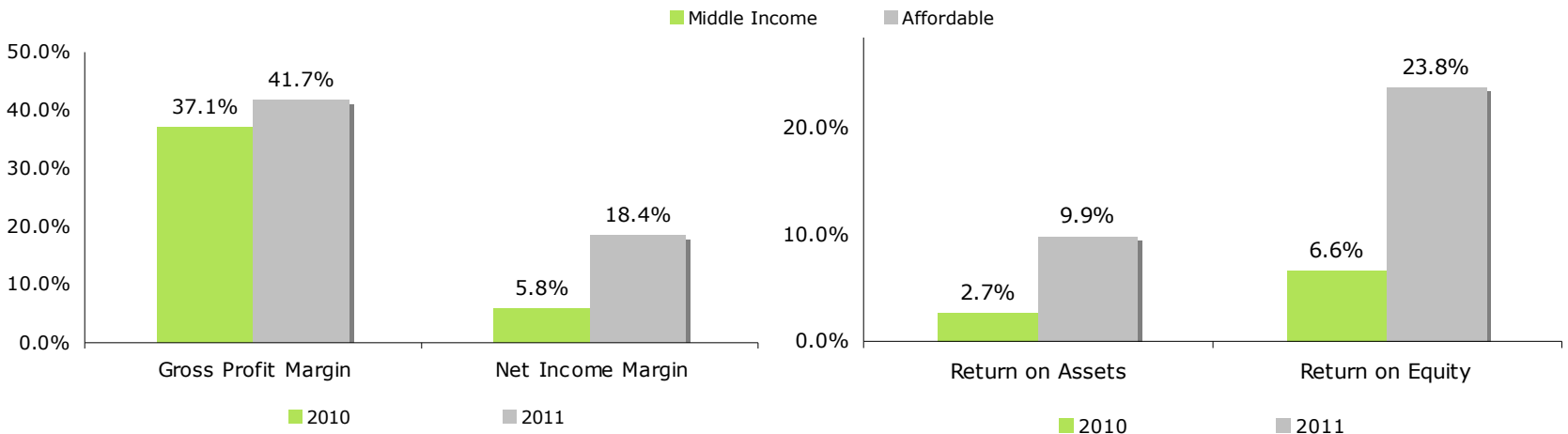
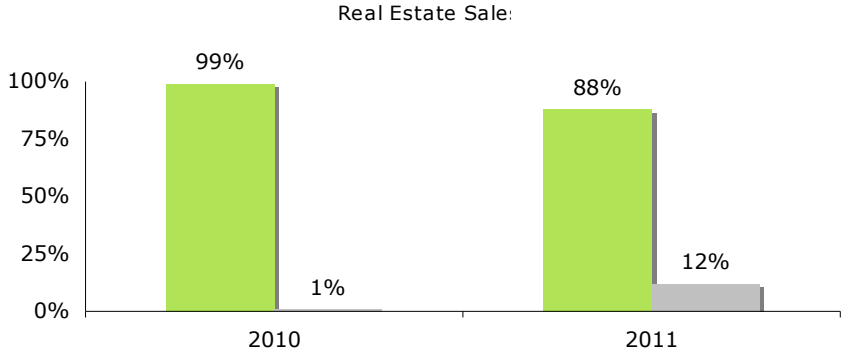
<i>Amount in Millions</i>	<i>2010</i>	<i>2011</i>
Cash and Cash Equivalents	283	367
Total Assets	7,555	10,029
Total Borrowings	1,226	883
Net Debt	943	516
Stockholder's Equity	2,950	4,332



Historical 2011 Net Income With a 382% Growth

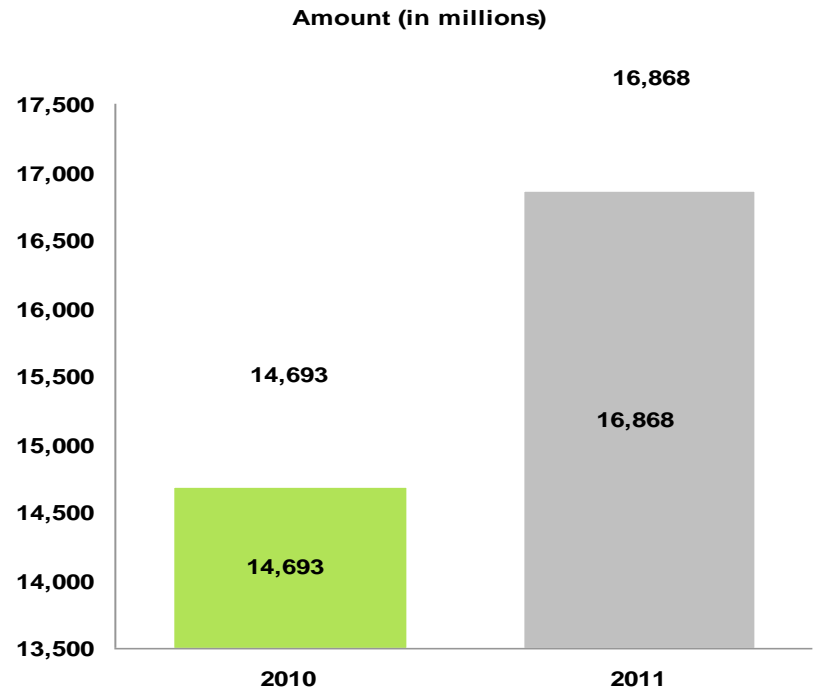
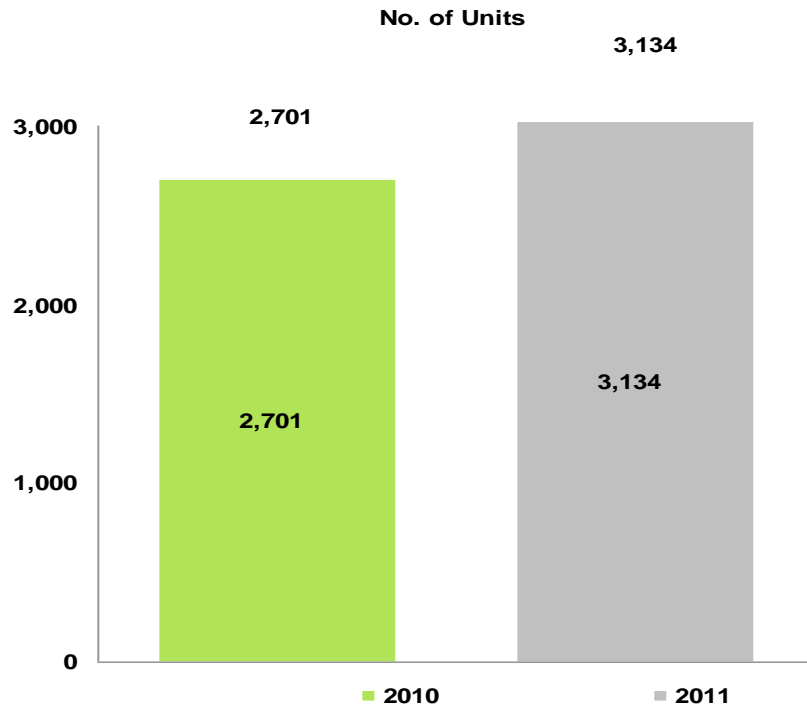
	<i>Amount in Millions</i>		<i>Growth</i>
	<i>2010</i>	<i>2011</i>	
Revenue			
Real estate sales	2,613	3,761	
Gain from change in fair value of investment properties	148	-	
Property management fee and other services	172	192	
Interest and other income	138	750	
Total Revenue	3,072	4,702	53%
Total Costs	2,791	3,455	24%
Income Before Tax	280	1,247	345%
Provision for Income Tax	101	381	
Net Income	180	866	382%

Improving Margins and Returns



3. Project Update

15% Growth Over 2010 New Launches



Un-Booked Revenues of ~P25B from built up pre-sales

Project	Target Market	Location	Total GFA (sq.m.)	Percentage Sold	Percentage Completed	Total Units	Projected Completion
Gramercy Residences	Middle-Income	Makati City	117,463	96%	85%	1,408	2012
Knightsbridge Residences	Middle-Income	Makati City	90,334	99%	45%	1,310	2013
The Milano Residences	Luxury	Makati City	61,489	76%	7%	354	2014
Centuria Medical Makati	Middle-Income	Makati City	67,669	72%	0%	585	2014
Trump Tower Manila	Luxury	Makati City	53,584	46%	0%	222	2015
Lifestyle Center	N/A	Makati City	49,143	Rent Only	5%	—	2013
Acqua Private Residences	Middle-Income	Mandaluyong City	198,283	54%	0%	2,819	2014 onwards
Azure Urban Resort Residences	Affordable	Parañaque City	317,143	59%	10%	5,511	2012 onwards
Canyon Ranch	Middle- Income	Carmona, Cavite	83,889	96%	80%	955	Ongoing per house
Expected Projects in Century City	N/A	Makati City	146,027	0%	0%	2,539	N/A
Total			1,185,024			15,703	

Tallest Tower Turning Over and Retail Mall Transforming Century City

Gramercy Residences



Retail Mall at Century City



Azure Ahead of Schedule



Recent Model Unit Openings: Trump Tower



Recent Model Unit Openings: Acqua Livingstone By Missoni Home



4. Landbank

Continued Transformational Landbanking with Three Major Projects

- Diversify in the affordable market via Quezon City projects
 - 4.4HA Commonwealth, Quezon City: Mid 2012 launch
 - 50HA Novaliches, Quezon City: Master planning has begun
- Diversify to the tourism and retirement market
 - 142HA Batulao, Batangas project: Master planning has begun
- Above sites prime for development of commercial assets to generate leasing income

5. 2012 Key Initiatives

2012 Key Initiatives

- **Dividends**
 - 10% of 2011 Net Income
- **2012 Net Income Guidance**
 - At least 100% increase
- **Outlook**
 - Upbeat

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