
Presentation to Analysts

Q1 2012 Briefing

May 21, 2012

Agenda

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

1. Executive Summary

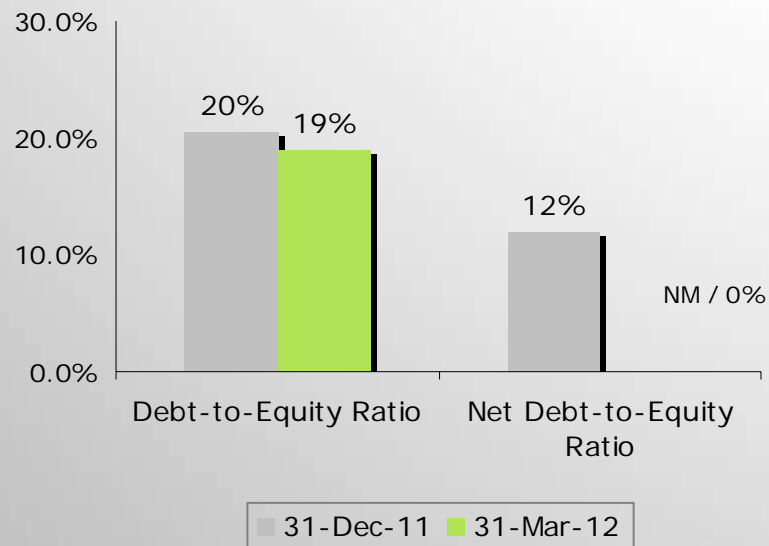
Executive Summary

- **Record Q1 2012 Earnings**
 - P2.48B of revenue with P454M of net income, representing 121% and 310% growth YoY, respectively
 - Gross Margin, Net Income Margin and ROE of 41.7%, 18.3% and 32.3%, respectively
- **Continuing Momentum of Pre-Sales**
 - P5.3B of Q1 2012 pre-sales, representing 27% growth YoY over P4.1B for Q1 2011
- **Landbank strategy**
 - Diversify strong international platform by catering to domestic families with affordable, larger sized units via launching of P4B project in Commonwealth, Quezon City
 - Complement residential strength with recurring income with two large projects suited for commercial assets in Quezon City and Batangas
- **FY 2012 Guidance**
 - P2B profit target

2. Financial Statements

Net Cash, With Significant Headroom to Increase Leverage

<i>Amount in Millions</i>	Audited 31-Dec-11	Unaudited 31-Mar-12
Cash and Cash Equivalents	367	1,814
Total Assets	10,029	14,259
Total Borrowings	883	1,307
Net Debt	516	NM
Stockholder's Equity	4,332	6,896

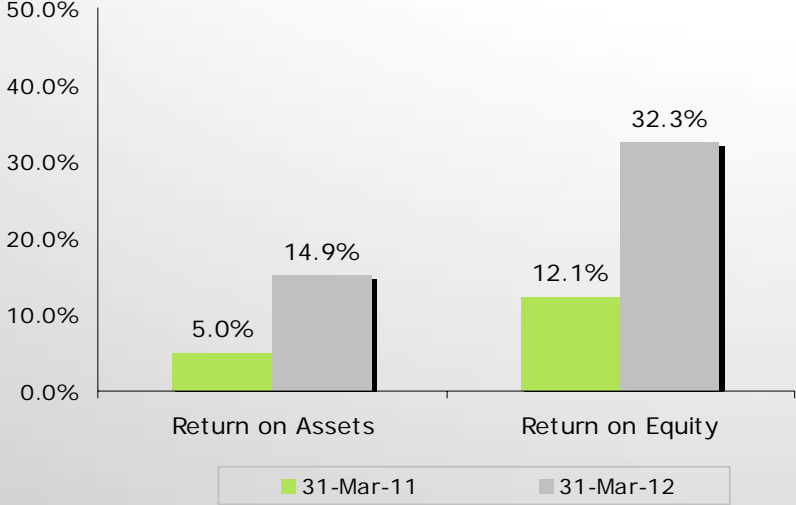
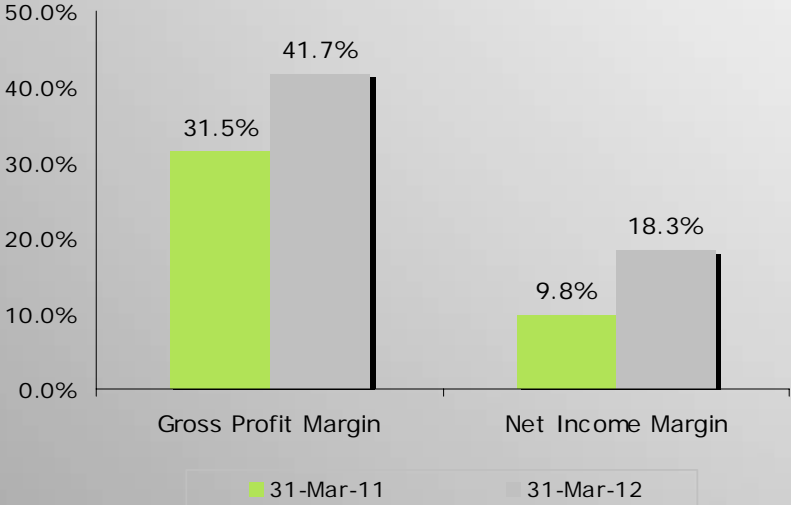
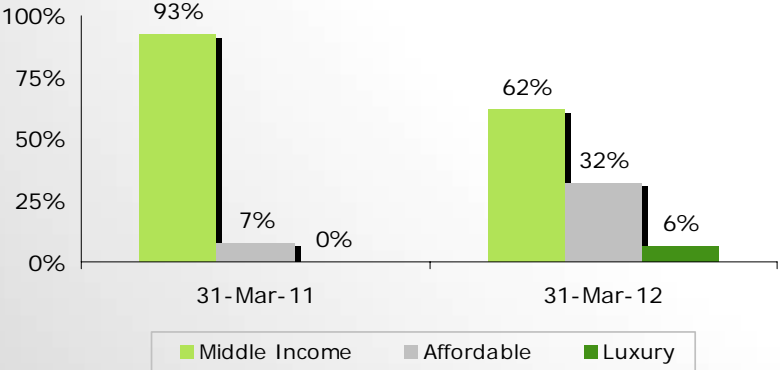


Historical Q1 2012 Net Income With a 310% YoY Growth

<i>Amount in Millions</i>	Unaudited 31-Mar-11	Unaudited 31-Mar-12	<i>Growth</i>
Revenue			
Real estate sales	1,036	2,267	
Property management fee and other services	49	53	
Interest and other income	38	158	
Total Revenue	1,123	2,478	121%
Total Costs and Expenses	965	1,853	92%
Income Before Tax	158	625	296%
Provision for Income Tax	48	172	
Net Income	111	454	310%

Improving Margins and Returns

Real Estate Sales

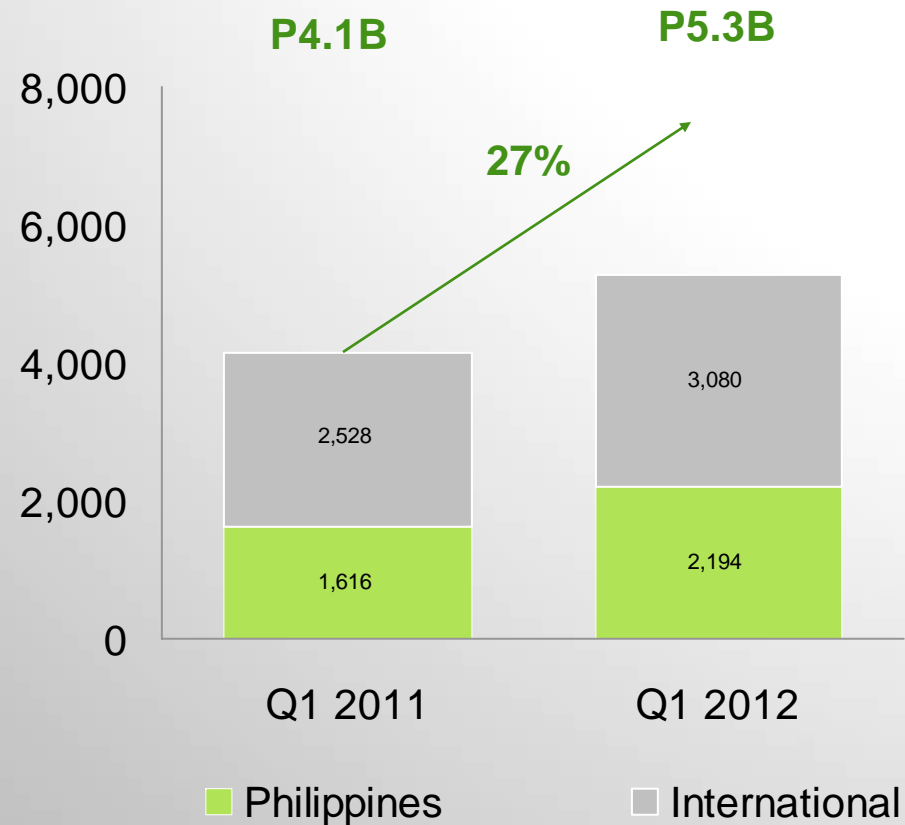


Note: A project is defined as Luxury, Middle Income and Affordable if the majority of the units in a project are over P7M, between P3.5M to P7M, and between P1.2M to P3.5M respectively.

3. Pre-Sales

On Track to Hit P20B Pre-Sales FY 2012 Target representing an 27% Growth Over Q1 2011

Peso in Millions



4. Project Update

Launched Buildings with ~25B of Un-Booked Revenue

Project	Total GFA (sq.m.)	Total Units	% Sold (Units)	% Un-Booked (Value)
Century City - Launched Buildings	390,539	3,879	89%	P10.1B
Acqua Private Residences - Launched Buildings	151,006	2,416	74%	P6.8B
Azure Urban Resort Residences - Launched Buildings	242,946	4,041	75%	P7.2B
Canyon Ranch	83,899	955	95%	P0.7B
Lifestyle Center	49,143	N/A	N/A	N/A
Total Launched Buildings	917,533	11,291	83%	P24.8B

Note: As of March 31, 2012, exclusive of VAT.

Un-Launched Buildings and Landbank

Un-Launched Buildings	Indicative GFA (sq.m.)	Indicative Units
Century City - Un-Launched Buildings	146,027	2,539
Acqua Private Residences - Un-Launched Buildings	47,277	403
Azure Urban Resort Residences - Un-Launched Buildings	74,197	1,470
Total Un-Launched Buildings	267,501	4,412

Landbank	Land Area (sq.m.)
Commonwealth, Quezon City	43,966
Novaliches, Quezon City	500,000
Batulao, Batangas	1,422,899
Total Landbank	1,966,865

Note: GFA and number of units subject to change given projects are not yet launched.

Construction Update - Gramercy



Sample "Azuli", which is one of six Fully Fitted / Fully Furnished Design Interiors

Fiber-broadband service, allowing download speeds of up to 100mbps



Construction Update – Milano



As of January, Milano was at its basement 4

As of March, Milano was at its ground floor



Construction Update – Azure



*Finishing works for Rio and Santorini, while St. Tropez is at its
5th floor*

5. Landbank

Commonwealth, Quezon City



6. Q&A

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