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Representative examples of these factors and assumptions include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, availability of real estate properties, competition from other companies and venues for sale of projects, shifts in customer demands, customers and partners, changes in operating expenses, including employee wages, benefits and training, governmental and public policy changes and continued availability of financing in the amounts and the terms necessary to support future business.
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<td>Residential Business Segment</td>
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<td>Financial Performance</td>
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CORPORATE UPDATES
SHAREHOLDING AND CORPORATE STRUCTURE

Company listed on Philippine Stock Exchange

Principal Subsidiaries
- Century City Development Corporation ("CCDC")
- Century Communities Corporation ("CCC")
- Century Limitless Corporation ("CLC")
- Century Properties Management, Inc. ("CPMI")
- Century Properties Hotel and Leisure, Inc. ("CPHLI")
- Other Subsidiaries
  - Centuria Medical Development Corporation
  - Century Acqua Lifestyle Corporation
  - Milano Development Corporation
  - Century City Development Corporation II

Target market
- Mixed-use development consisting of residential, retail, and medical facilities
- Horizontal house and lot development
- Economic housing segment: future first time buyer
- Mid-market / affordable high quality residential projects
- One of the largest property management companies in the Philippines
- For future hotel developments

Projects
- Century City
- Canyon Ranch
- Azure, Acqua, Commonwealth
- Property Management
- Hotel Development and Operation
HISTORY & KEY MILESTONES

1986
- Began operations

1989
- Began development of upscale condominiums

1991–1994
- Issued PHP 1.6 billion from 800 million shares issued, increasing free float to 33.2%

2000
- Issued PHP 1.6 billion convertible bond to Dutch pension fund APG
- Completed "backdoor listing" with EAPRC

2004
- Expanded into large-scale mixed-use developments with Century City
- Launched its first large-scale house and lot development

2006–2009
- Entered the luxury condominium segment with the completion of Essensa East Forbes

2010–2011
- Issued PHP 2.3 billion re-IPO selling 1.33 billion shares, increasing free float to 27%
- Completed issuance of stock dividend with stock dividend rate of 20.66%

2012
- Completed issuance of stock dividend with stock dividend rate of 20.66%
- Completed Centuria Medical Makati, the country’s first one-stop, outpatient IT-medical center

2013
- Raised PHP 1.6 billion from 800 million shares issued, increasing free float to 27%

2014
- Opened Century City Mall, the company’s first retail mall

Note:
(1) Century Properties Management Inc.
(2) East Asia Power Resources Corporation
UPDATES ON CENTURY’S MANAGEMENT TEAM

Century Properties has a highly experienced management team with proven track record and ability to drive growth

- Century Properties has increased the number of Indirectors from 2 to 3
- Century Properties has an experienced management team that has been with the Company since its founding, with an average of 20 years of operational and management experience in real estate, particularly in the condominium segment
- The management has completed projects in all stages of the business cycle, including the Asian financial crisis in the late 1990s
- The team also has extensive experience and in-depth knowledge of the Philippine real estate market and has also developed strong relationships with key market participants

**Jose E.B. Antonio**
Chairman, President and CEO
28 years at CPGI
Bachelors from San Beda College and MBA from Ateneo de Manila, Owner/President Management Program from Harvard

**Ricardo P Cuerva**
Director
28 years at CPGI
Bachelors from San Beda College and MBA from Ateneo de Manila

**Rafael G. Yaptinchay**
Director and Treasurer
28 years at CPGI
Bachelors from Ateneo de Manila and MBA from Asian Institute of Management

**John Victor R. Antonio**
Director and Co-COO
17 years at CPGI
Bachelors and MBA from Wharton

**Jose Marco R. Antonio**
Director and Co-COO
15 years at CPGI
Bachelors and MBA from Wharton

**Jose Roberto R. Antonio**
Managing Director and Co-COO
15 years at CPGI
Bachelors from Northwestern University and MBA from Stanford University

**Jose Carlo R. Antonio**
Director and CFO
7 years at CPGI
Bachelors from Wharton

**Jose L. Cuisia, Jr.**
Independent Director
Ambassador Extraordinary and Plenipotentiary to the United States of America
Bachelors from De La Salle University and MBA from Wharton

**Carlos C. Ejercito**
Independent Director
Former Vice Chairman, President and CEO, United Laboratories Inc (Unilab)
Former President, Greenfield Development Corporation
Bachelors from University of the East and MBA from Harvard

**Stephen T. CuUnjieng**
Independent Director
Chairman, Evercore Asia Limited
Former Vice Chairman-ASEAN, Macquarie (Hong Kong) Limited
Bachelors and Law degree from Ateneo de Manila University and MBA from Wharton
RESIDENTIAL BUSINESS SEGMENT
VERTICAL DEVELOPMENTS

CPG is able to tap into the demand from geographically diversified OFWs with higher incomes and overseas buyers, deriving approximately 2/3 of its pre-sales from overseas

Benefits of Selling Internationally

- Overseas market, underpinned by OFW buyers, represents one of the more resilient sources of demand for Philippine real estate
- The geographical diversification of the Company’s sales decreases its exposure to any single jurisdiction
- The average income of the OFW population is higher than that of Philippine residents, allowing the Company to sell its developments at a higher price point
- Furthermore, CPG’s OFW customer base is largely formed of professionals. As of December 2014, of CPG’s OFW customers:
  - 33% were company executives and business owners
  - 34% were professionals such as accountants, lawyers and engineers
  - 32% were in services

Total Pre-Sales By Product Segment

Source: Full-year and Quarterly Analysts Presentations

<table>
<thead>
<tr>
<th>Segment</th>
<th>FY2011</th>
<th>FY2012</th>
<th>FY2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Affordable</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Middle Income</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Luxury</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Segment</th>
<th>PHP2012</th>
<th>PHP21.4bn</th>
<th>PHP24.6bn</th>
</tr>
</thead>
<tbody>
<tr>
<td>Affordable</td>
<td></td>
<td>26%</td>
<td>23%</td>
</tr>
<tr>
<td>Middle Income</td>
<td></td>
<td>33%</td>
<td>23%</td>
</tr>
<tr>
<td>Luxury</td>
<td></td>
<td>45%</td>
<td>51%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Segment</th>
<th>PHP2013</th>
<th>PHP21.7bn</th>
<th>PHP12.5bn</th>
</tr>
</thead>
<tbody>
<tr>
<td>Affordable</td>
<td></td>
<td>22%</td>
<td>23%</td>
</tr>
<tr>
<td>Middle Income</td>
<td></td>
<td>56%</td>
<td>56%</td>
</tr>
<tr>
<td>Luxury</td>
<td></td>
<td>23%</td>
<td>23%</td>
</tr>
</tbody>
</table>
VERTICAL DEVELOPMENTS

Total Pre-Sales By Geography

FY2011: PHP18.4bn
- Philippines: 33%
- International: 67%

FY2012: PHP21.4bn
- Philippines: 28%
- International: 72%

FY2013: PHP24.6bn
- Philippines: 26%
- International: 74%

FY2014: PHP21.7bn
- Philippines: 23%
- International: 77%

9M 2015: PHP12.5bn
- Philippines: 86%
- International: 14%

Total Pre-Sales By Country

FY2011: PHP18.4bn
- Asia: 18%
- Philippines: 33%
- Europe: 17%
- North America: 16%
- Middle East: 5%
- Others: 15%

FY2012: PHP21.4bn
- Asia: 17%
- Philippines: 26%
- Europe: 17%
- North America: 16%
- Middle East: 9%
- Others: 28%

FY2013: PHP24.6bn
- Asia: 14%
- Philippines: 28%
- Europe: 17%
- North America: 14%
- Middle East: 6%
- Others: 27%

FY2014: PHP21.7bn
- Asia: 20%
- Philippines: 27%
- Europe: 15%
- North America: 27%
- Middle East: 14%
- Others: 30%

Source: Full-year and Quarterly Analysts Presentations
VERTICAL DEVELOPMENTS

CPG has been able to consistently increase its average selling prices by providing high quality, innovative and well-branded products.

### Luxury Segment

<table>
<thead>
<tr>
<th>Year</th>
<th>Average PHP per sq.m., Sold</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>203,591</td>
</tr>
<tr>
<td>2013</td>
<td>218,684</td>
</tr>
<tr>
<td>2014</td>
<td>241,251</td>
</tr>
<tr>
<td>9M 2015</td>
<td>217,931</td>
</tr>
</tbody>
</table>

### Middle Income Segment

<table>
<thead>
<tr>
<th>Year</th>
<th>Average PHP per sq.m., Sold</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>133,546</td>
</tr>
<tr>
<td>2013</td>
<td>157,805</td>
</tr>
<tr>
<td>2014</td>
<td>174,569</td>
</tr>
<tr>
<td>9M 2015</td>
<td>153,708</td>
</tr>
</tbody>
</table>

### Affordable Segment

<table>
<thead>
<tr>
<th>Year</th>
<th>Average PHP per sq.m., Sold</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>100,406</td>
</tr>
<tr>
<td>2013</td>
<td>114,571</td>
</tr>
<tr>
<td>2014</td>
<td>118,262</td>
</tr>
<tr>
<td>9M 2015</td>
<td>130,882</td>
</tr>
</tbody>
</table>
VERTICAL DEVELOPMENTS

Significant near term completion over the next 9 months – the most turnovers in a single year to date

- 6 buildings with total units of 2,997, GFA of 224,168 sqm and sales value of Php15.8 Bn (VAT inclusive) completing in 2015

- This includes 1 building in Century City, 2 buildings in Acqua, 2 buildings in Azure, and 1 building in Commonwealth
FINANCIAL PERFORMANCE
KEY INCOME STATEMENT HIGHLIGHTS

Total revenues (Php Million)

Gross profit from real estate development\(^1\) (Php Million)

EBITDA\(^1\) (Php Million)

Profit After Tax (Php Million)

(1) With Interest Accretion
## HEALTHY BALANCE SHEET

<table>
<thead>
<tr>
<th>Amount in Php Million</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>September 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>367</td>
<td>902</td>
<td>1,439</td>
<td>1,429</td>
<td>1,724</td>
</tr>
<tr>
<td>Total Assets</td>
<td>10,033</td>
<td>18,556</td>
<td>26,166</td>
<td>31,650</td>
<td>37,110</td>
</tr>
<tr>
<td>Total Borrowings</td>
<td>883</td>
<td>3,661</td>
<td>6,039</td>
<td>10,931</td>
<td>13,102</td>
</tr>
<tr>
<td>Net Debt</td>
<td>516</td>
<td>2,759</td>
<td>4,600</td>
<td>9,502</td>
<td>11,378</td>
</tr>
<tr>
<td>Stockholder’s Equity</td>
<td>4,323</td>
<td>8,241</td>
<td>11,435</td>
<td>13,304</td>
<td>14,396</td>
</tr>
</tbody>
</table>

### Debt-to-Equity Ratio

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>Sep-15</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>0.2x</td>
<td>0.4x</td>
<td>0.5x</td>
<td>0.8x</td>
<td>0.9x</td>
</tr>
</tbody>
</table>

### Net Debt-to-Equity Ratio

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>Sep-15</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>0.1x</td>
<td>0.3x</td>
<td>0.4x</td>
<td>0.7x</td>
<td>0.8x</td>
</tr>
</tbody>
</table>
NEW CREDIT LINES (JAN - OCT 2015)

<table>
<thead>
<tr>
<th>Date of Approval</th>
<th>Bank</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 2015</td>
<td>BDO</td>
<td>500</td>
</tr>
<tr>
<td>Q1 2015</td>
<td>Planters Bank / Chinabank Savings</td>
<td>1,000</td>
</tr>
<tr>
<td>Q1 2015</td>
<td>Cocolife</td>
<td>400</td>
</tr>
<tr>
<td>Subtotal</td>
<td></td>
<td>1,900</td>
</tr>
<tr>
<td>Q2 2015</td>
<td>Chinabank</td>
<td>500</td>
</tr>
<tr>
<td>Q2 2015</td>
<td>Standard Chartered</td>
<td>1,000</td>
</tr>
<tr>
<td>Subtotal</td>
<td></td>
<td>1,500</td>
</tr>
<tr>
<td>Q2 2015</td>
<td>Bank of China (1)</td>
<td>282</td>
</tr>
<tr>
<td>Q3 2015</td>
<td>BPI</td>
<td>2,200</td>
</tr>
<tr>
<td>Q3 2015</td>
<td>HSBC (1)</td>
<td>188</td>
</tr>
<tr>
<td>Q3 2015</td>
<td>UCPB</td>
<td>500</td>
</tr>
<tr>
<td>Subtotal</td>
<td></td>
<td>3,170</td>
</tr>
<tr>
<td>Q4 2015</td>
<td>Philtrust</td>
<td>100</td>
</tr>
<tr>
<td>Q4 2015</td>
<td>DBP (2)</td>
<td>1,500</td>
</tr>
<tr>
<td>Q4 2015</td>
<td>Chinabank</td>
<td>500</td>
</tr>
<tr>
<td>Q4 2015</td>
<td>Cocolife</td>
<td>500</td>
</tr>
<tr>
<td>Subtotal</td>
<td></td>
<td>2,600</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>9,170</td>
</tr>
</tbody>
</table>

Note: Weighted Average Rate of 6.2%

(1) Based on 47:1 PHP/USD rate, loan is still booked in PHP
(2) Board approved, pending signed loan documents
## LEASING

### For Lease Projects

<table>
<thead>
<tr>
<th>Project</th>
<th>Capex (Php Billion)</th>
<th>GFA (sq.m)</th>
<th>Completion / Targeted Completion Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Century City Mall</td>
<td>1.5</td>
<td>52,233</td>
<td>2013</td>
</tr>
<tr>
<td>PSB Lowrise Tower</td>
<td>0.2(^1)</td>
<td>6,957</td>
<td>2014</td>
</tr>
<tr>
<td>Centuria Medical Makati</td>
<td>0.5</td>
<td>74,103</td>
<td>2014</td>
</tr>
<tr>
<td>Asian Century Center (Fort)</td>
<td>0.9</td>
<td>28,046(^2)</td>
<td>2017</td>
</tr>
<tr>
<td>Acqua 6 (Condotel)</td>
<td>0.6</td>
<td>39,172</td>
<td>2019</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>3.7</strong></td>
<td><strong>200,511</strong></td>
<td></td>
</tr>
</tbody>
</table>

**Note:**

1. Represents loan take out by CPGI of loan obligation of former owners of 50% of the companies that own the building
2. Based on 50% of the total GFA of Asian Century Center
3. Excludes land and financing charges
LEASING

Century City Mall is CPG’s first standalone retail development and is Makati’s newest mall in close to a decade

<table>
<thead>
<tr>
<th>Leasing Revenue</th>
<th>Php Million</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2014</td>
<td>207.0</td>
</tr>
<tr>
<td>9M 2015</td>
<td>238.3</td>
</tr>
</tbody>
</table>

Average Increase in Mall Foot Traffic (% change vs March 2014)

- Century City Mall’s foot traffic has increased by more than 40% in Q4 2014 since its opening in March 2014, mainly due to seasonally higher mall visitors
- The increase in average mall foot traffic was sustained in 2015
- Foot traffic is expected to increase as more components of Century City are completed

Century City Mall Project Details

- Launched: 2011
- Completion: 2013
- Opening date: March 2014
- 5-story mall with 3 basement levels
- 523 parking slots
- 17,000 sq. m. net leasable area
- Average rental rate as of September 2015: Php885 per sq.m (blended)
Centuria Medical Makati was completed in December 2014

- A one-stop information technology outpatient medical facility that offers clinic and office spaces for sale to doctors and wellness practitioners
- Consist of office suites both for sale and for lease
- Equipped with hospital-grade facilities to ensure clinical efficiency and best practice medical procedures

**Centuria Medical Makati Project Details**

- Launched: 2010
- Completion: 2014
- 28-story building with 5 above ground and 5 basement level parking
- 677 parking slots with 1 slot assigned to each clinic
- 157,150 sq. m net leasable area