

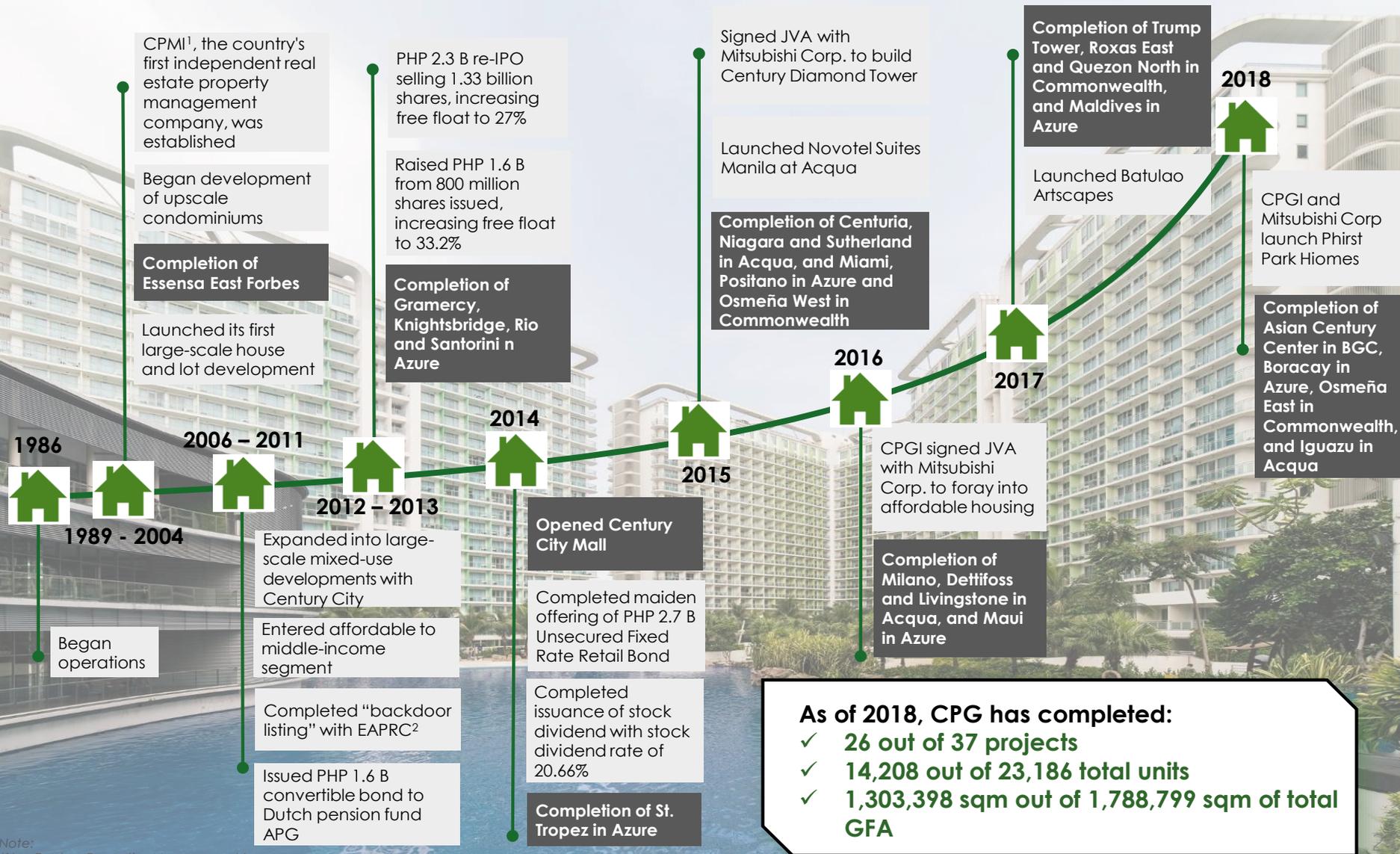


Annual Stockholders' Meeting

June 28, 2019



KEY MILESTONES AND DEVELOPMENTS



As of 2018, CPG has completed:

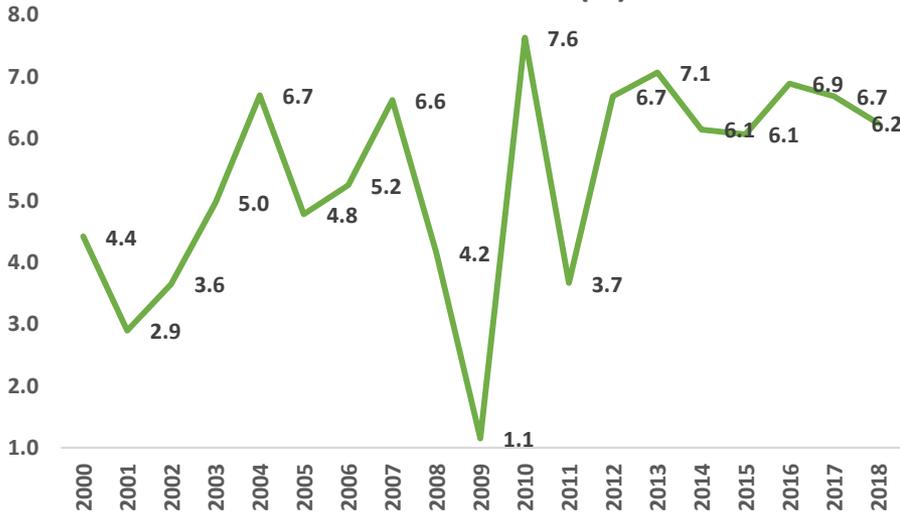
- ✓ **26 out of 37 projects**
- ✓ **14,208 out of 23,186 total units**
- ✓ **1,303,398 sqm out of 1,788,799 sqm of total GFA**

Note:
 (1) Century Properties Management Inc.
 (2) East Asia Power Resources Corporation

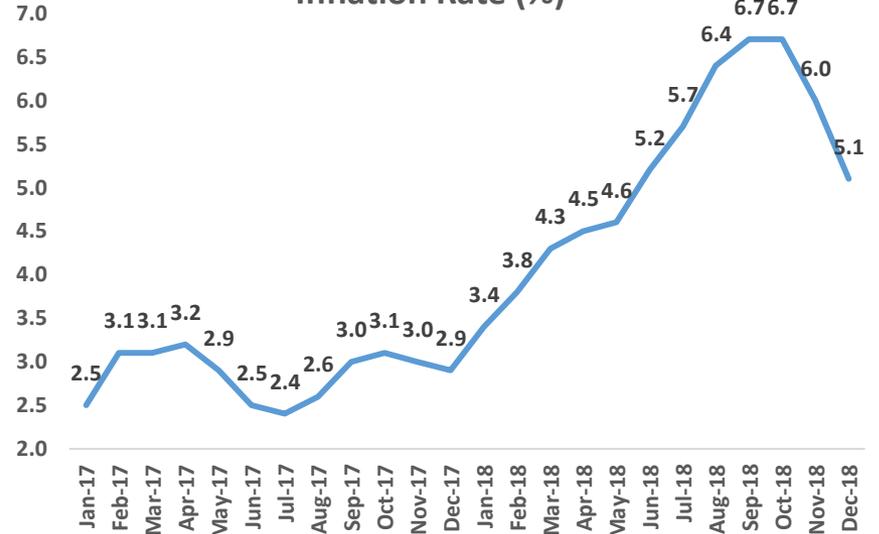
PHILIPPINE MACROECONOMY



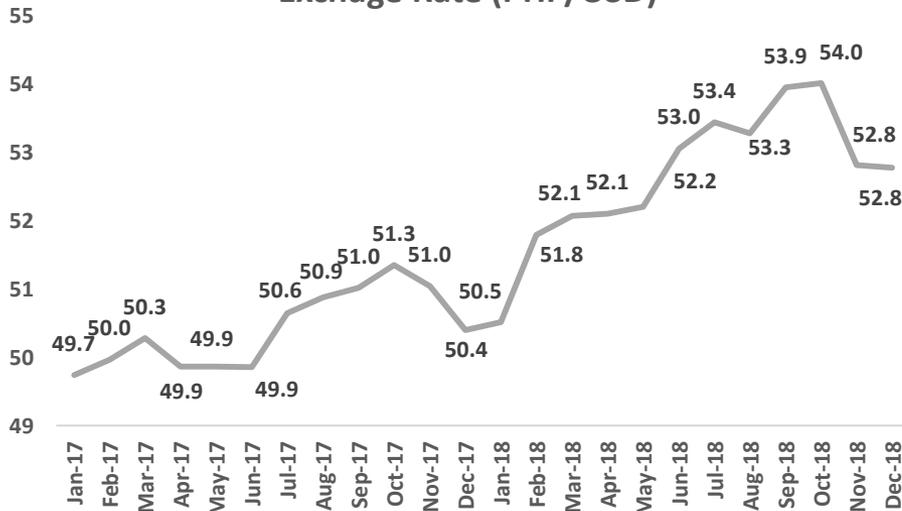
GDP Growth Rate (%)



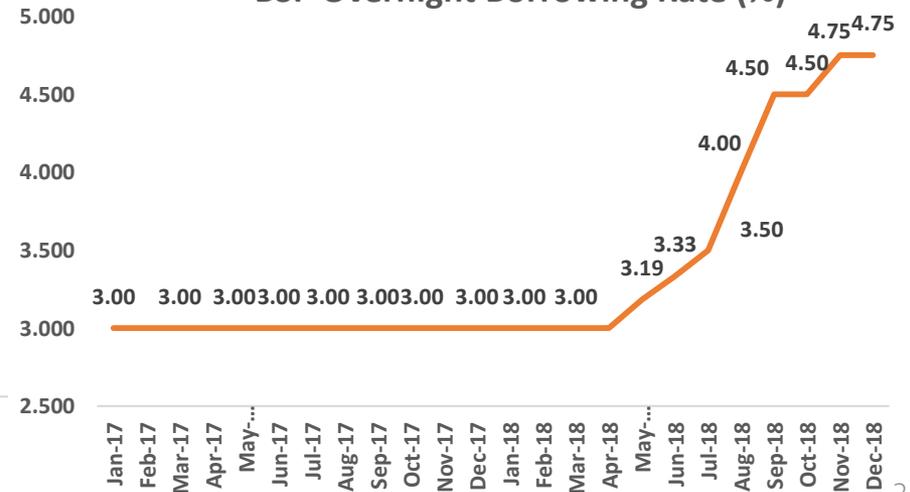
Inflation Rate (%)



Exchange Rate (PHP/USD)



BSP Overnight Borrowing Rate (%)



GROWTH STRATEGY SUPPORTED BY FAVOURABLE MACROECONOMIC ENV'T



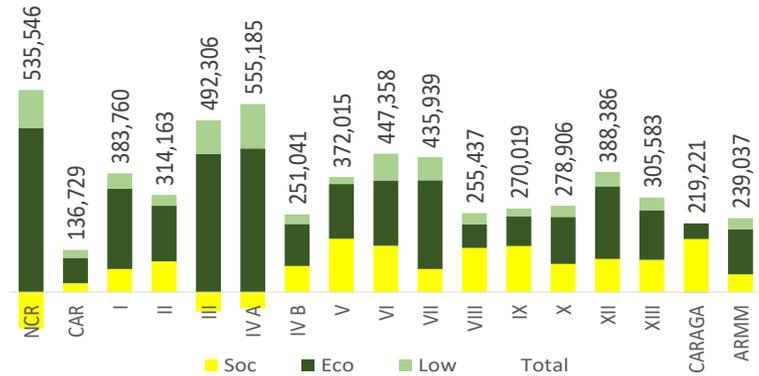
CPG's entry into the affordable housing segment capitalizes on the country's demand for affordable housing, which has an **estimated backlog of roughly 6.6 million units**.

UNMET HOUSING NEED AND DEMAND

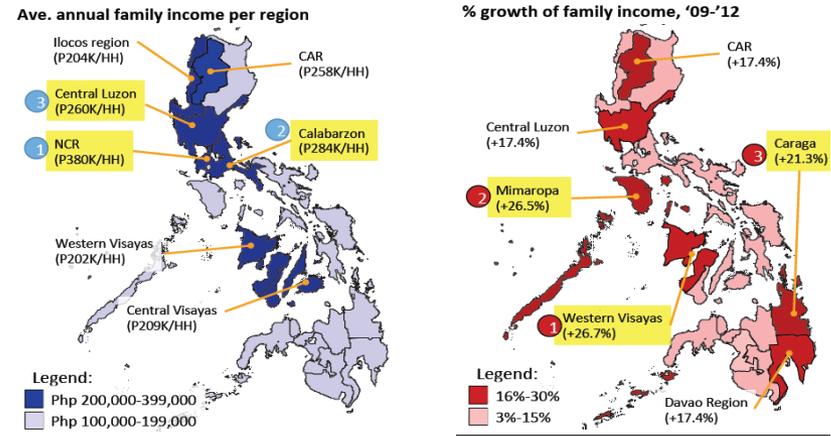
Segment	Unmet Housing Need, 2001-2015	Estimated Housing Demand, 2016-2030	Estimated Housing Need by 2030
Can't Afford	786,984	1,134,986	1,921,970
Socialized	1,275,921	1,369,181	2,645,102
Economic	3,686,429	2,509,718	6,196,147
Low Cost	918,820	611,815	1,530,095
Mid Cost		78,705	78,705
High End		11,767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

Sources: SHDA, HUDCC

HOUSING BACKLOG BY REGION



TARGETING HIGH INCOME & HIGH GROWTH AREAS



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")

Platforms

In-City Vertical Developments

Horizontal Affordable Housing

Leisure and Tourism

Investment Properties

Property Management

Products

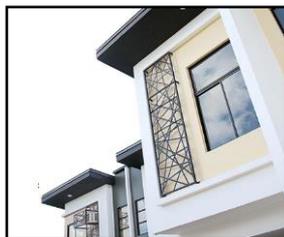
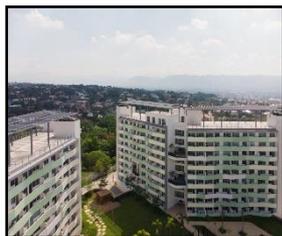
- Mixed-use development consisting of condominium and residential projects

- Affordable high quality horizontal projects

- Art park with designer homes and vacation amenities

- Retail mall, office buildings, medical facilities

- Property management
- Exclusive, specialty management and leasing service



VERTICAL DEVELOPMENTS

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

BUSINESS HIGHLIGHTS

VERTICAL DEVELOPMENTS PORTFOLIO



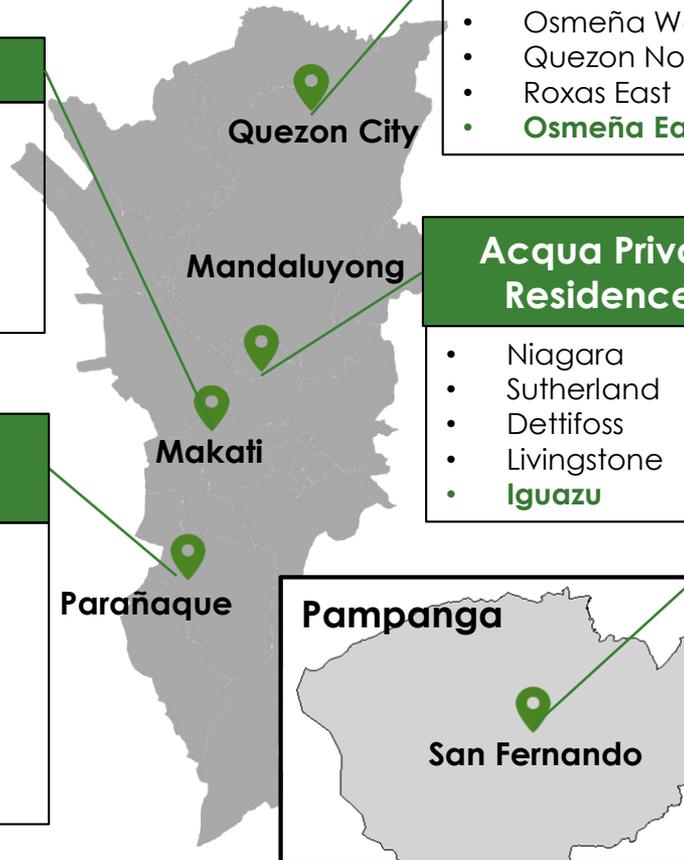
Century City

- Gramercy Residences
- Milano Tower
- Trump Tower
- Knightsbridge Residences



Azure Urban Residences

- Santorini
- St. Tropez
- Rio
- Positano
- Miami
- Maui
- Maldives
- **Boracay**



Commonwealth

- Osmeña West
- Quezon North
- Roxas East
- **Osmeña East**



Acqua Private Residences

- Niagara
- Sutherland
- Dettifoss
- Livingstone
- **Iguazu**



Azure North



HORIZONTAL AFFORDABLE HOUSING



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



Tanza



Lipa



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

* As of December 2018

NEW PROJECTS UNDER AFFORDABLE

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.

BUSINESS HIGHLIGHTS

PORTFOLIO



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.

DESIGNED BY ACCLAIMED LOCAL DESIGNERS

Eduardo Calma



Kenneth Cobonpue



Budji Layug



Budji Layug



- **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

2013



Century City Mall

2018



Asian Century Center

2015



Centuria Medical Makati

2019



Novotel Suites Manila

2019

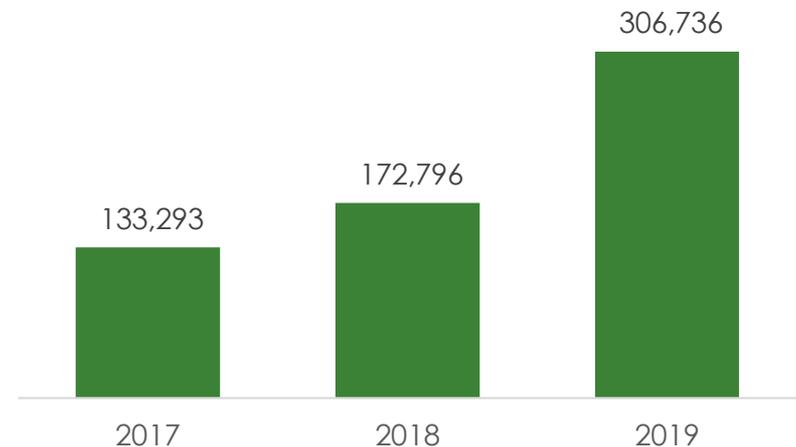


Century Diamond Tower

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



PROPERTY MANAGEMENT



BUSINESS HIGHLIGHTS

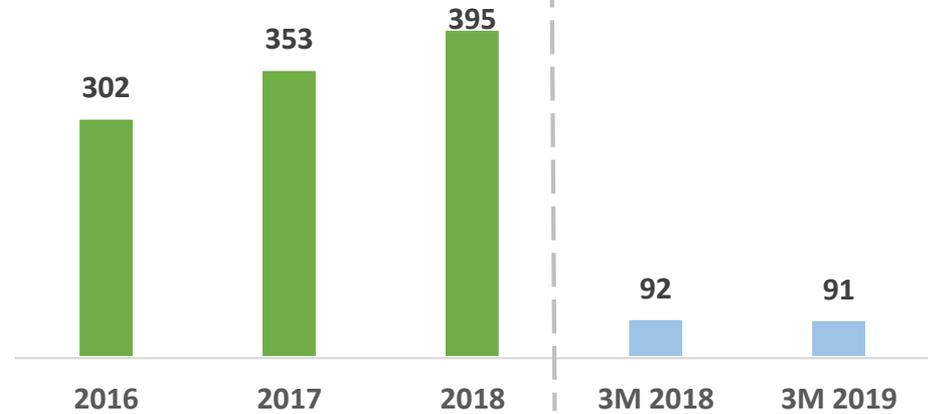
NOTABLE PROPERTIES UNDER MANAGEMENT

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



REVENUES FROM PROPERTY MANAGEMENT

₱ Million



CPMI Manages 2.6 Million sqm; 46 Projects

	No. of Projects	GFA (M sqm)
Residential	21	1,371
Commercial/ Office	25	1,211
TOTAL	46	2,582

FINANCIAL HIGHLIGHTS



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

- 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

In ₱ Million	As of March 2019	FY 2018	FY 2017
Total Assets	49,327	49,367	42,556
Total Liabilities	31,089	31,903	26,300
Equity	18,238	17,463	16,256

- 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

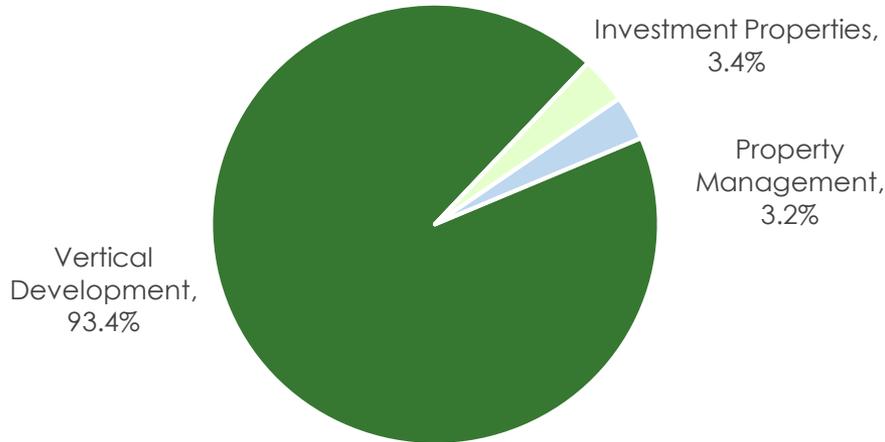
	3M 2019	FY 2018	FY2017
Debt to EBITDA	8.3x	10.0x	12.0x
Return on Equity	8.6%	6.6%	4.1%

SEGMENT REVENUE CONTRIBUTION

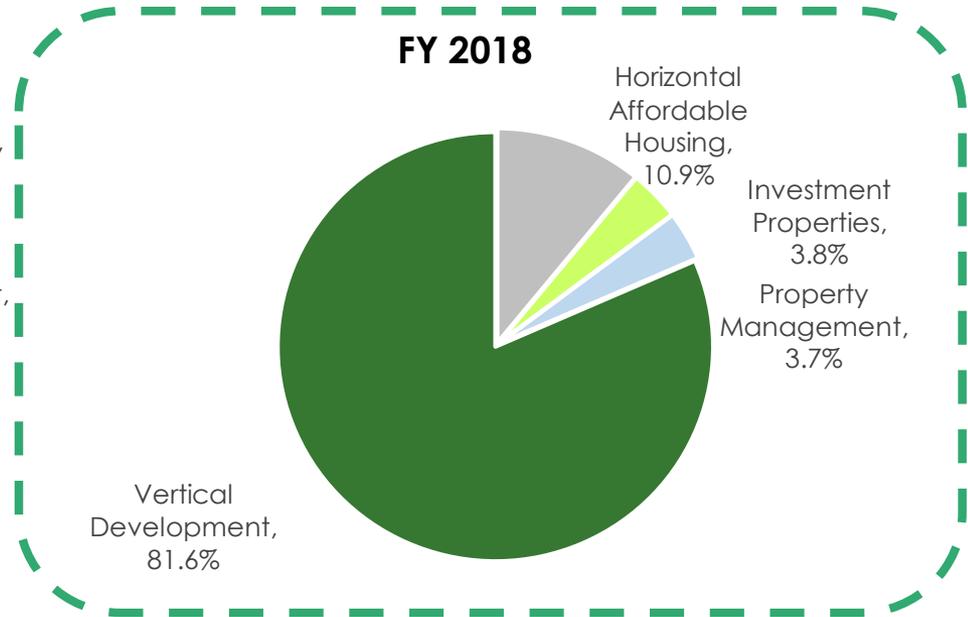


The goal is to grow CPG's new allied real estate businesses to have a diversified revenue mix with more sustainable cash flow and recurring income

FY 2015



FY 2018



We are targeting a revenue mix of 1/3 each from Vertical Development, Horizontal Affordable Housing and Leasing Assets

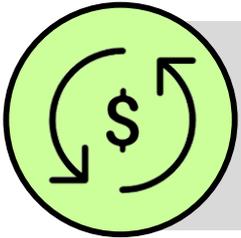
BUSINESS STRATEGY



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

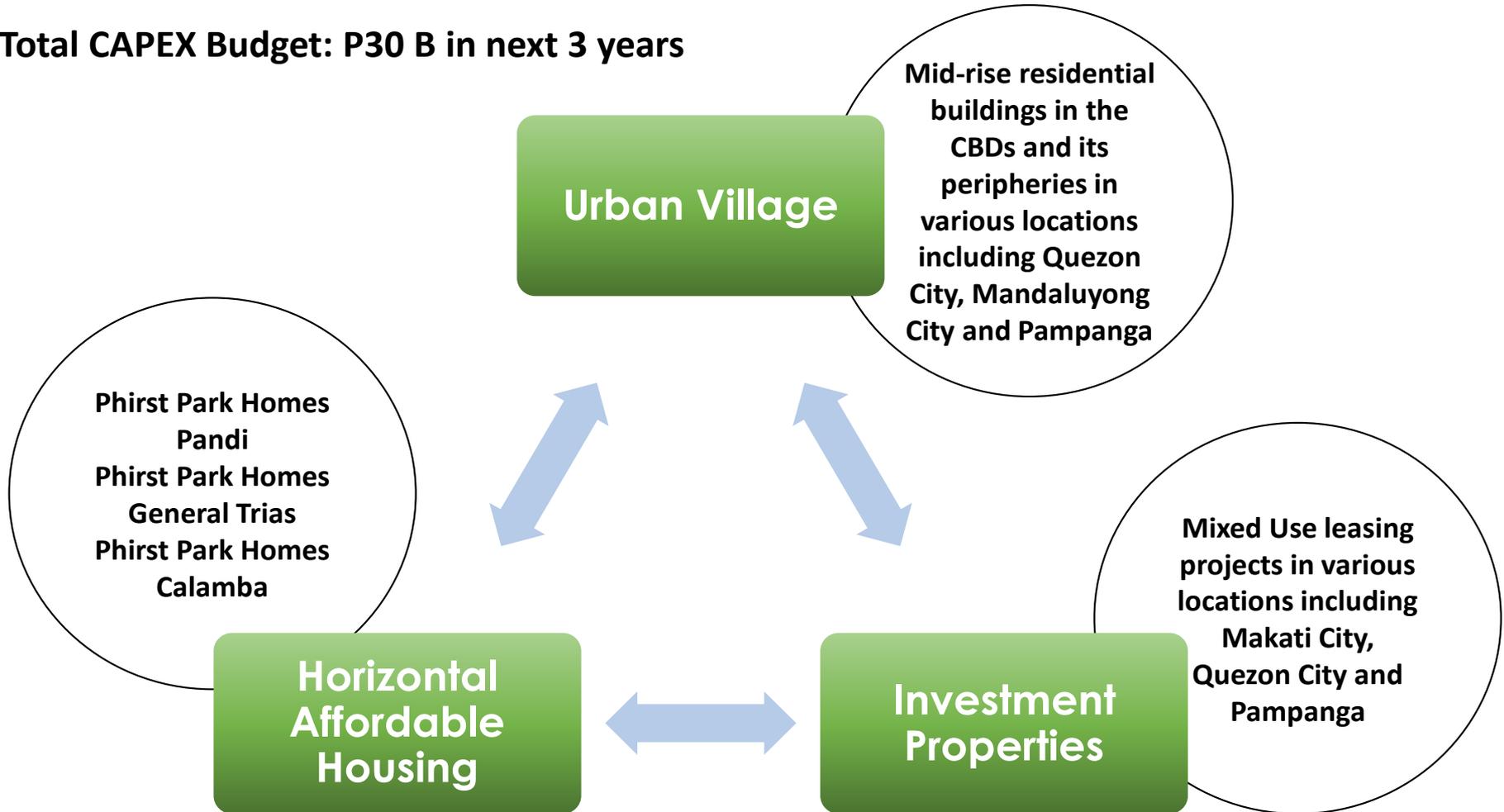


Prudent expansion of commercial leasing portfolio to diversify earnings and generate recurring income

NEW PRODUCT LINES FOR GROWTH



Total CAPEX Budget: P30 B in next 3 years



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!

