



CENTURY PROPERTIES GROUP, INC.
Analysts Presentation
April 20, 2017



**CENTURY
PROPERTIES**
BUILDING PASSION

IMPORTANT NOTICE AND DISCLAIMER

These materials have been prepared by Century Properties Group, Inc. (together with its subsidiaries, “CPGI”, the “Company”, or “Century”), and have not been independently verified. No representation or warranty, expressed or implied, is made and no reliance should be placed on the accuracy, fairness or completeness of the information presented in these materials.

Neither the Company nor any of its affiliates, advisers or representatives accepts any liability whatsoever for any loss howsoever arising from any information presented in these materials. The information presented or contained in these materials is subject to change without notice and its accuracy is not guaranteed. These materials contain statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of Century or its officers with respect to the consolidated results of operations and financial condition of Century. These statements can be recognized by the use of words such as "targets", "believes", "expects", "aims", "intends", "will", "may", "anticipates", "would", "plans", "could", "predicts", "projects", "estimates", "foresees," or words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors and assumptions. Century has no obligation and does not undertake to revise forward-looking statements to reflect future events or circumstances.

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.



CONTENTS

- 1 FINANCIAL PERFORMANCE
- 2 FINANCING
- 3 PROJECT UPDATES
- 4 NEW PROJECTS



STRICTLY CONFIDENTIAL



1

FINANCIAL PERFORMANCE



KEY INCOME STATEMENT ACCOUNTS

PHP Millions	FY 2016	FY 2015
Revenues*	7,380	10,381
Cost and expenses	6,401	8,250
Income before income tax	978	2,130
Provision for income tax	252	611
Net income	726	1,519

Footnote: Operating Revenues P5.61 B (2016), P8.36B (2015)

INCREASING RECURRING INCOME FROM MALL & CENTURIA

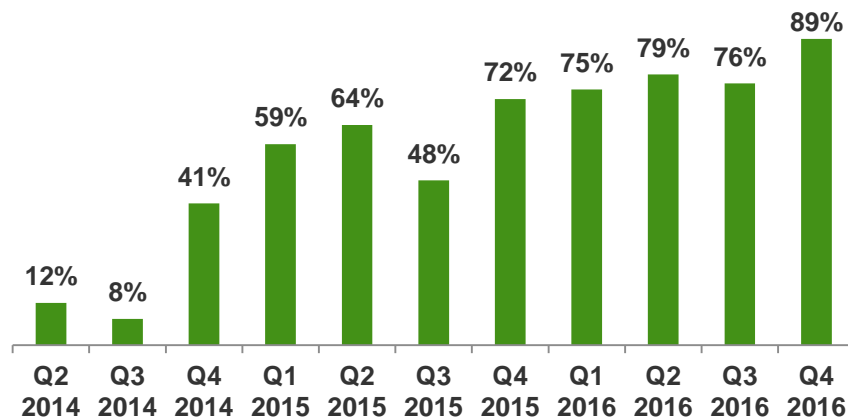


Leasing Revenue increased by 63% in 2016 versus first year of operation of Century City Mall

Leasing Revenue	PHP millions
2014	207.0
2015	311.7
2016	337.9

*Leasing revenue from Centuria: P24.6M

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

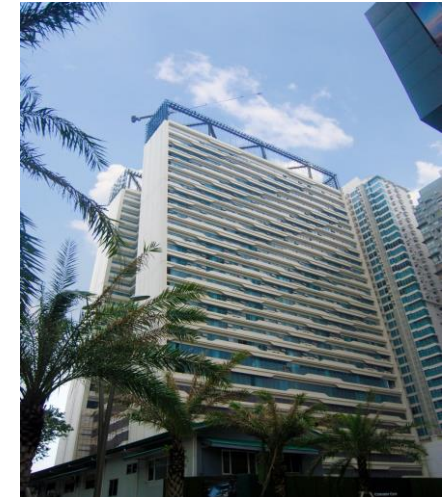


- Century City Mall's foot traffic has significantly increased in Q4 2016 from its opening in March 2014
- The increase in average mall foot traffic was sustained as Century City Mall continues to attract mall goers



Century City Mall

- Launched: 2011
- Completion: 2013
- Opening date: March 2014
- 5-story with 3 basement levels
- 523 parking slots
- Net leasable area: 17,000 sqm
- 96.8% leased out as of December 2016



Centuria Medical Makati

- Launched: 2010
- Completion: 2015
- No. of Floors: 28 + 5 basement parking levels
- No. of units: 547 (for sale) / 160 (for lease)
- Net Leasable Area: 8,848 sqm
- 76% leased out

STABLE REVENUES FROM PROPERTY MANAGEMENT



Total Revenues from Property Management

	PHP Millions
2014	285.7
2015	297.4
2016	302.0

Largest Independent Property Manager with 61 Buildings Totaling 2.5M sqm under Management

As of December 2016	No. of projects	GFA ('000 sqm)
Residential	20	1,328
Commercial	27	1,204
Total	47	2,532

Notable Projects Under Management

- Asian Development Bank
- Makati Medical Center
- Pacific Star Building
- Globe Telecom Plaza
- PNB Building
- BPI Buendia Center
- One San Miguel Avenue



KEY BALANCE SHEET ACCOUNTS

PHP Millions	As of December 2016	As of December 2015
Cash & cash equivalents	3,343	2,008
Total Assets	41,308	37,477
Total Borrowings	15,676	13,916
Net Debt	12,333	11,908
Total Stockholders Equity	15,227	14,634
Current Ratio	2.9x	2.8x
Debt-to-Equity Ratio	1.0x	1.0x
Net Debt-to-Equity Ratio	0.8x	0.8x

CASH FLOW STATEMENT

Positive Cash Flow from Operations for the first time since CPG IPO

PHP Millions	2012	2013	2014	2015	2016
Cash Flow from Operations	(3,414)	(1,633)	(3,069)	(1,086)	176
Cash Flow from Investing	(863)	(1,499)	(1,097)	(967)	(925)
Cash Flow from Financing	4,812	3,671	4,157	2,633	2,083
Change in Cash	535	537	(10)	579	1,335
Beginning Cash	367	902	1,439	1,429	2,008
Ending Cash	902	1,439	1,429	2,008	3,343

FINANCIAL OUTLOOK

As current high rise condominium projects are being completed, CPG forecasts:

- **Positive cash flow from operations, starting 2016, to continue 2017 onwards**
- **Lower outstanding debt starting 2017, assuming no additional credit facilities**
- **No requirement for equity raise, which will dilute existing shareholders**

This provides CPG to:

- **Maintain minimum nominal / peso amount of dividends per year, and may consider increasing dividends**
- **Have significantly more operationally flexibility to pursue new market opportunities**

SHIFT IN FINANCIAL STRATEGY

- **The positive structural story for Philippine real estate is intact**
- **CPG's focus has been on sales volume growth which resulted to significant gain in market share, yet high funding requirements**
- **Focus to move from top-line growth to other important determinants of shareholder value**
 - **Return on invested capital (ROIC)**
 - **Internal rate of return (IRR)**
 - **Diversification, which reduces risk exposure to a single asset class**
 - **Capital distribution to shareholders**



Shift in Financial Strategy

Vertical Developments

Project	<ul style="list-style-type: none"> • Novotel (Acqua 6)
Fractional Shares	<ul style="list-style-type: none"> • SEC registered preferred shares to investors (Fractional Shares)
Usage Rights	<ul style="list-style-type: none"> • (4 weeks)
Share of Project's EBITDA	<ul style="list-style-type: none"> • Pro Rata based on shareholding
Cost Per Board Lot (Minimum)	<ul style="list-style-type: none"> • P2.2 Million
Collection Pre Completion	<ul style="list-style-type: none"> • 60% (vs regular 30%), 2x
External Financing Needed	<ul style="list-style-type: none"> • Lower external financing required given higher collections
Total Revenue	<ul style="list-style-type: none"> • P1.6 Billion (launched 2H 2015)
Pre-Sold	<ul style="list-style-type: none"> • P1.1B



Financial Strategy

Investment Properties

- By 2020, when Forbes is completed, we project to have over Php 1 B in revenues

For Lease Projects	GFA (sq.m.)	NLA (sq.m.)	Projected Capex (Php Billion)	Projected Completion
Century City Mall	52,233	17,000	1.5	2013
PSB Lowrise Tower	6,957	6,045	0.2 ¹	2014
Centuria Medical Makati	74,103	8,848 ²	0.5 ²	2014
Asian Century Center (Fort) ³	39,503	25,487	1.8	2017
Novotel Suites Manila (Acqua 6)	39,172	13,193 ²	0.6 ²	2019
Forbes Media Tower ⁴	94,768	54,056	3.3	2019
Total by 2020	306,736	124,629	7.9	

Note:

- Represents loan take out by CPG of loan obligation of former owners of 50% of the companies that own the building
- For lease component
- CPG owns 50%
- CPG will own 60%, Mitsubishi will own 40%



STRICTLY CONFIDENTIAL



2

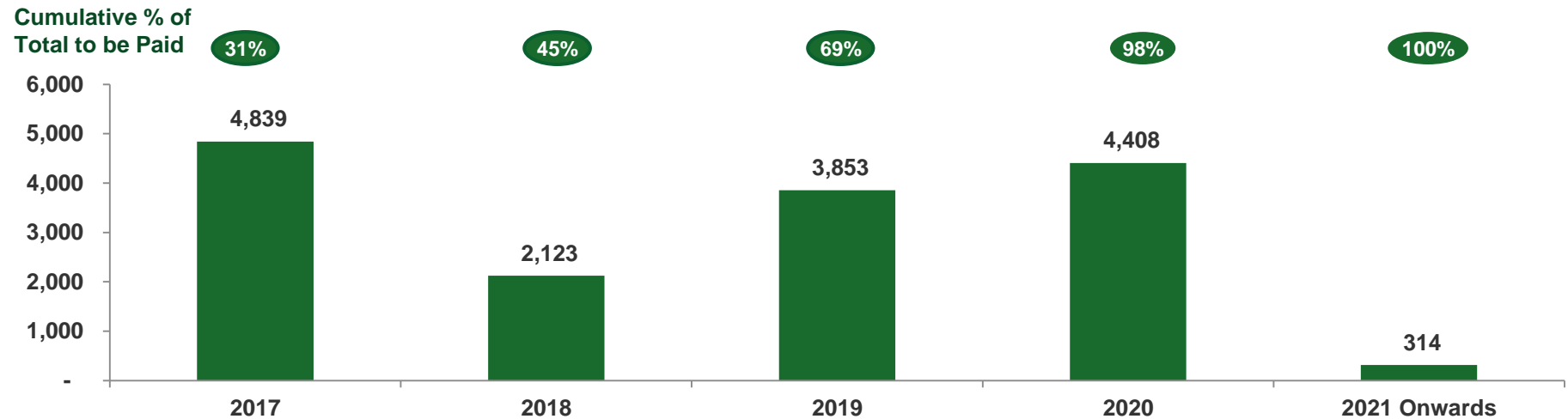
FINANCING



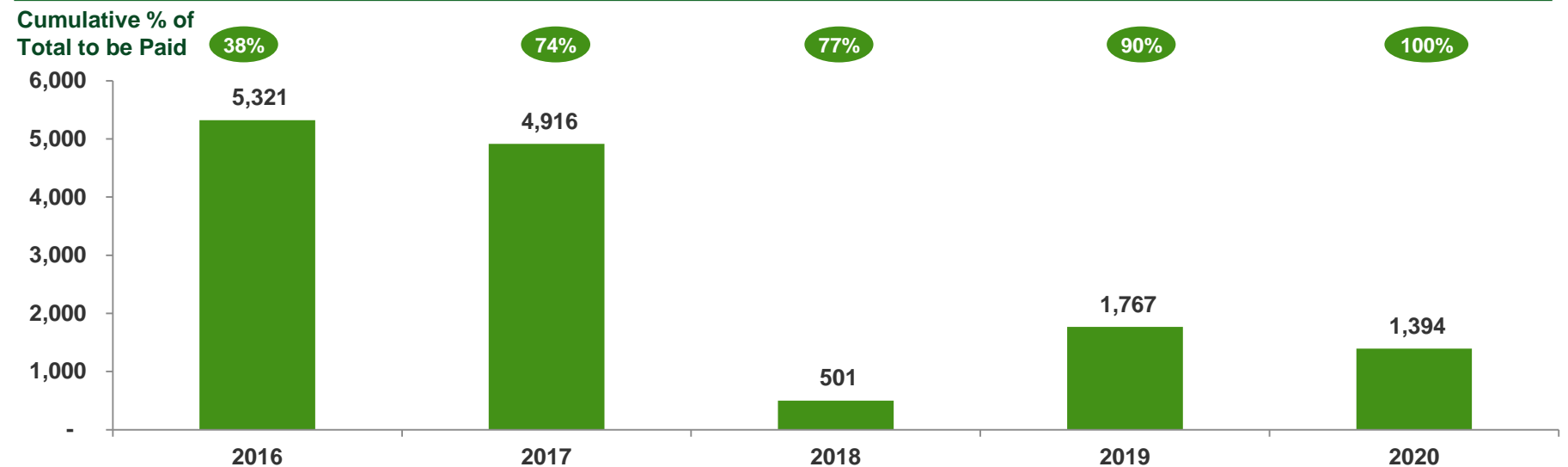
BETTER LIABILITY MANAGEMENT ADDRESSES BUNCHING UP OF DEBT MATURITIES



Total Loans Outstanding as of Dec. 2016: Php 15.5 B



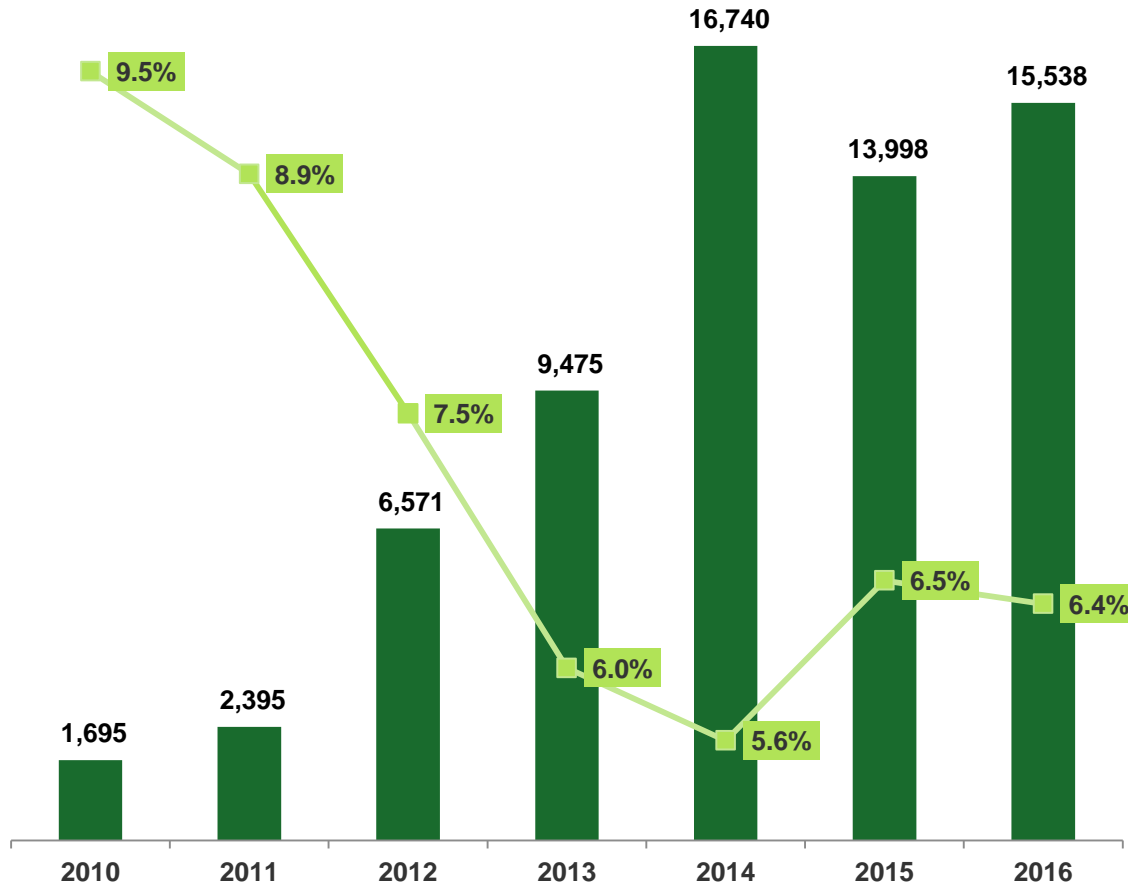
Total Loans Outstanding as of Dec. 2015: Php 14.0 B



Note: Includes only outstanding debt. Excludes approved but undrawn lines

RELATIVELY LOWER COST OF DEBT

Loans Outstanding (Php Millions)¹ and Weighted Average Interest Rate (%)²



(1) Includes senior loans and bonds

(2) Based on total credit lines

UNDRAWN CREDIT FACILITIES



	PHP Millions
LCTR	652
Term Loan	2,956
CTS	1,315
Total	4,923



STRICTLY CONFIDENTIAL



3

PROJECT UPDATES



PROJECT COMPLETIONS AT CPG'S SIX MASTER-PLANNED DEVELOPMENTS ARE ON TRACK



- **At Century City, CPG has completed three residential towers and two commercial projects, Century City Mall and Centuria Medical Makati**
- **Another six towers have been delivered at Azure Urban Resort Residences in Paranaque City, four at Acqua Private Residences in Mandaluyong City, and one at the Residences at Commonwealth in Quezon City**
- **New housing units continue to be built at Century's Canyon Ranch in Carmona, Cavite**
- **On site ground works continue at The Residences at Azure North in San Fernando, Pampanga in preparation for land development and the subsequent construction**

PROJECT COMPLETION: TRUMP TOWER



**The ongoing installation of
Trump Tower Signage**

PROJECT COMPLETION: TRUMP TOWER



The Trump Tower logo near the water feature of the building

PROJECT COMPLETION: TRUMP TOWER



Finished elevator lobby at Trump Tower®



STRICTLY CONFIDENTIAL



4

NEW PROJECTS



NEW PROJECTS: PHIRST PARK HOMES

CPG is proceeding with its diversification into affordable housing to tap first homebuyer market in high growth areas in the peripheries of Metro Manila

Launch of PHirst Park Homes – CPG’s 2nd joint venture project with Mitsubishi Corp

- On April 1, CPG unveiled its PHirst Park Homes project, the company’s affordable housing segment which will cater to first time homebuyers.
- CPG’s first home brand is a partnership with the global business enterprise and one of Japan’s largest conglomerates, Mitsubishi Corporation.
- CPG is slated to launch a series of housing communities in the second quarter of 2017 with a 26-hectare community in Tanza, Cavite.



The Century Properties Group and Mitsubishi Corporation signed a Joint Venture Agreement in 2016 for the development of housing projects for the First Home category: [From left] Century Properties Group officials Mr. Jose Carlo R. Antonio, Chief Finance Officer; Mr. Marco R. Antonio, Chief Operating Officer; and Mr. Jose E.B. Antonio, Chairman and CEO with Mitsubishi Corporation officials Hidetoshi Suzuki, General Manager of the ASEAN Real Estate Development Department, Real Estate Business Division; Mr. Takuya Kuga, Division COO of Real Estate Business; Mr. Yoshio Amano, General Manager, Manila Branch; and Mr. Masahiro Nagaoka, Deputy general Manager, Manila Branch.

Project Details

Total Area	263,062 sqm
No. of Units	2,877 homes
Price range	Php1 M – Php 3 M

NEW PROJECTS: PHIRST PARK HOMES



NEW PROJECTS: PHIRST PARK HOMES



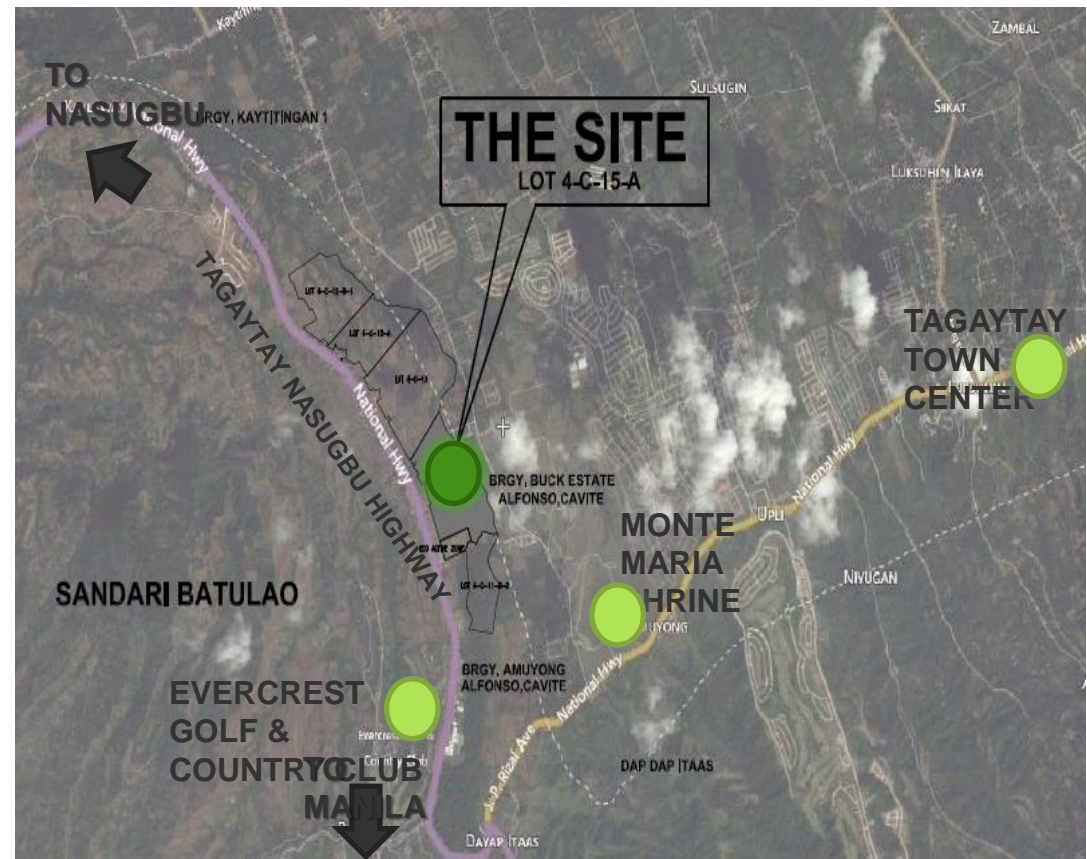
NEW PROJECTS - LEISURE AND TOURISM

CPG is scheduled to launch its first major leisure and tourism project in the latter part of 2017. The project is expected to be another first in the real estate market, remaining true to CPG's brand of creating exceptional and sustainable developments.

Located in the exclusive Mount Batulao development, 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.

Batulao Project

- **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 developments' 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 16degC during the cooler months and 24degC during the warmer months.
- **Terrain:** Highly undulating hills.



INVESTOR RELATIONS CONTACT

Kristina Garcia

Director for Investor Relations

21/F Pacific Star Building,

Sen. Gil Puyat corner Makati Avenues

Makati City

Kristina.garcia@century-properties.com

+63 920 914 5510