

CENTURY PROPERTIES GROUP

Analysts Presentation
November 2015



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CORPORATE UPDATES



SHAREHOLDING AND CORPORATE STRUCTURE

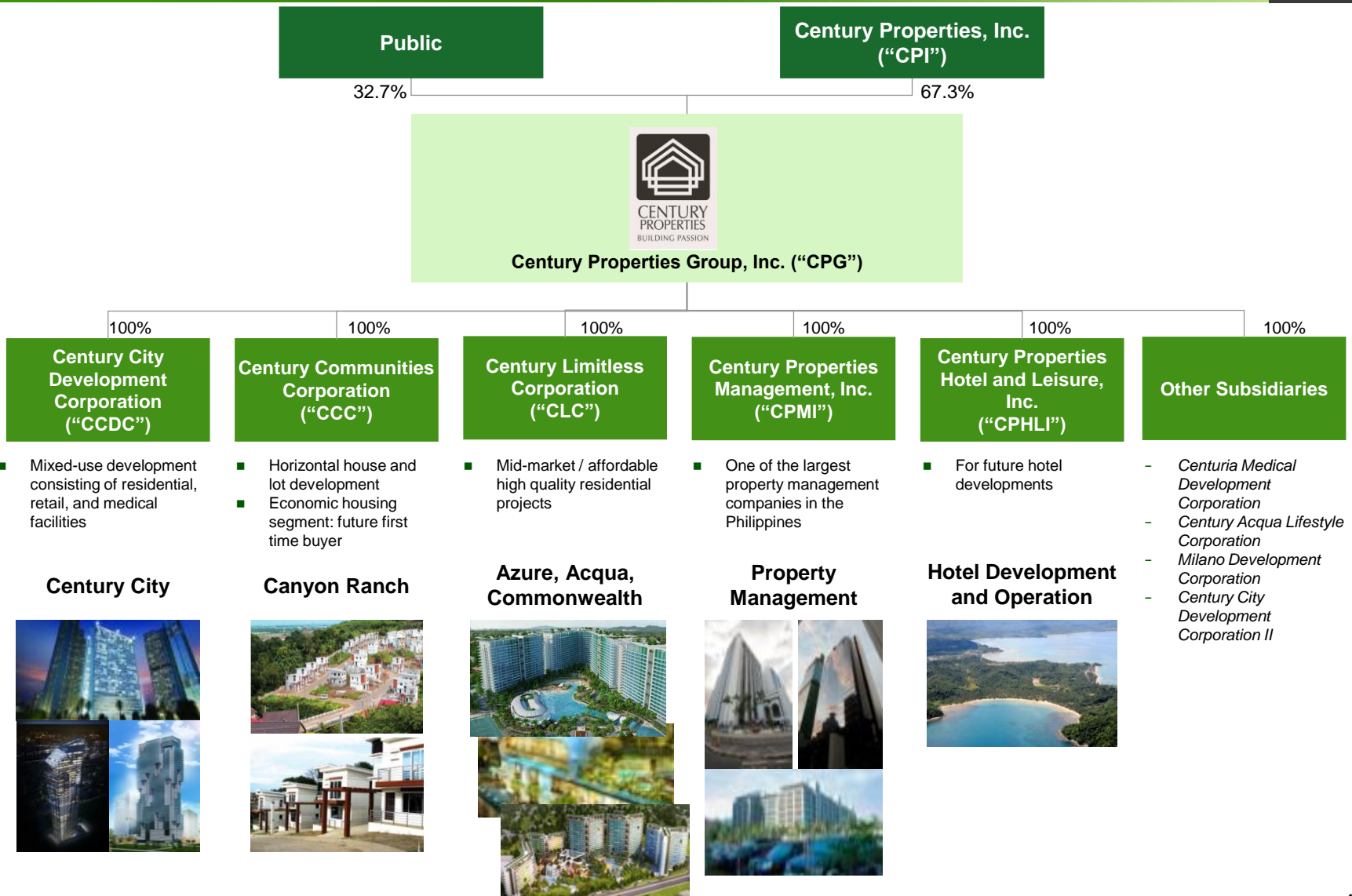


Company listed
on Philippine
Stock Exchange

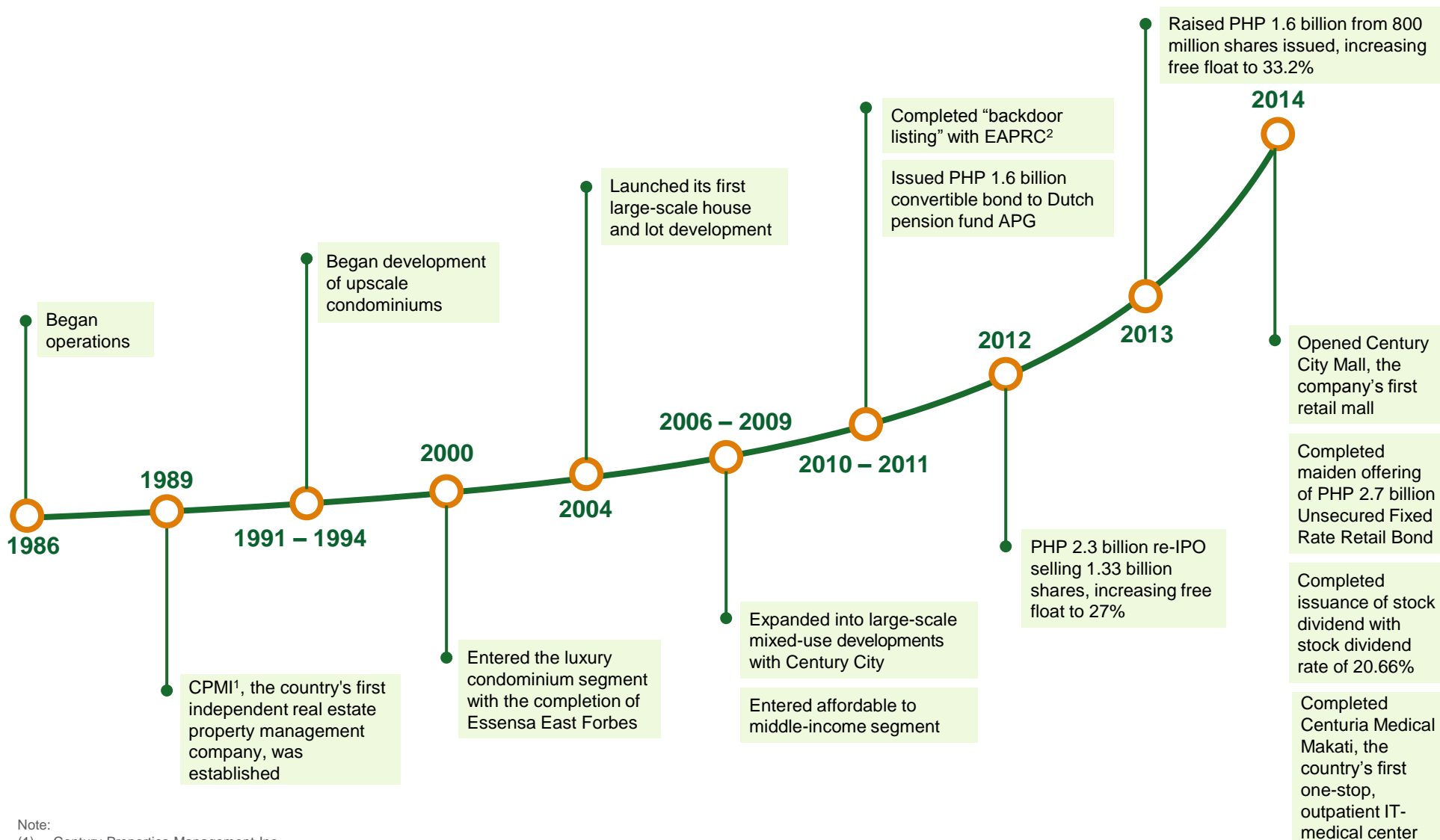
Principal
Subsidiaries

Target market

Projects



HISTORY & KEY MILESTONES



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

Experienced Management

- ✓ 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



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RESIDENTIAL BUSINESS SEGMENT



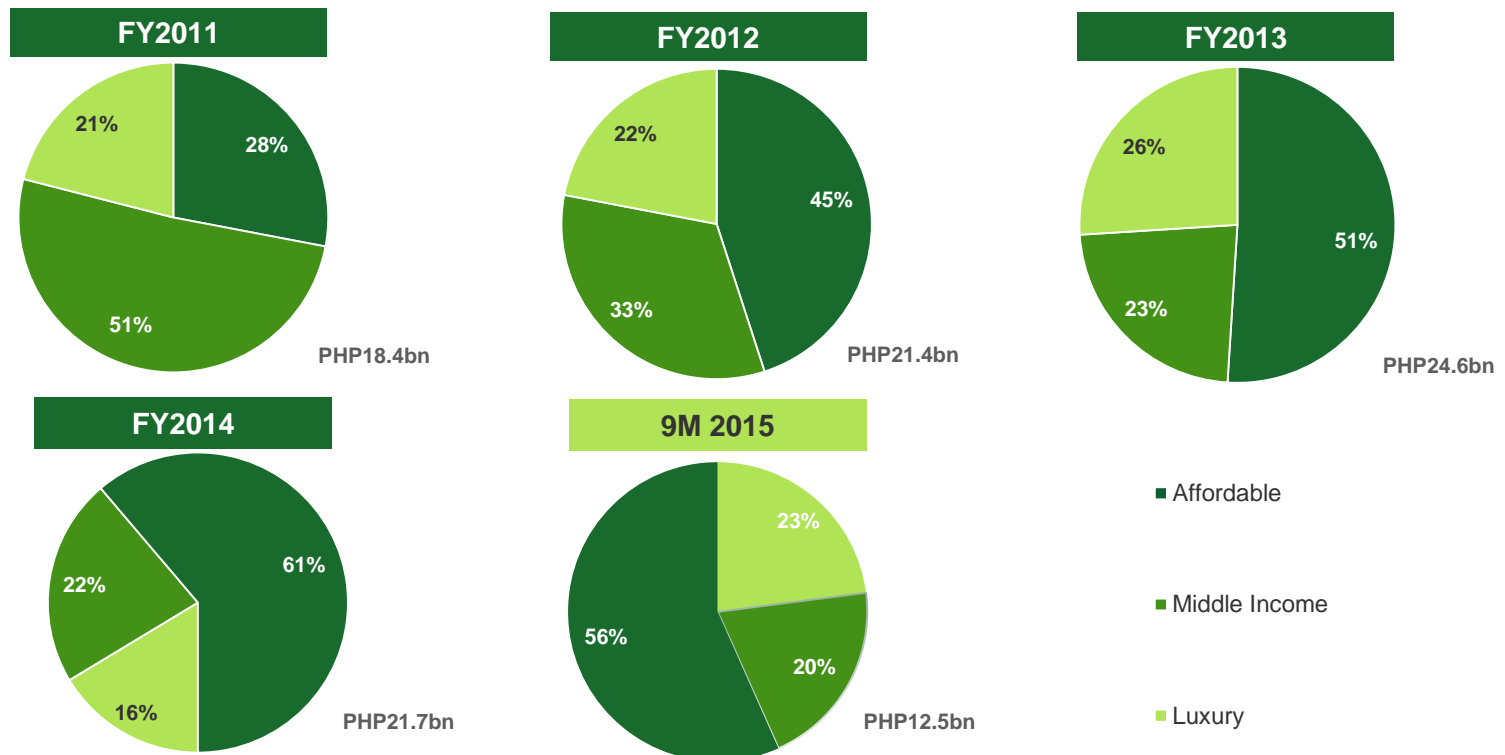
VERTICAL DEVELOPMENTS

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

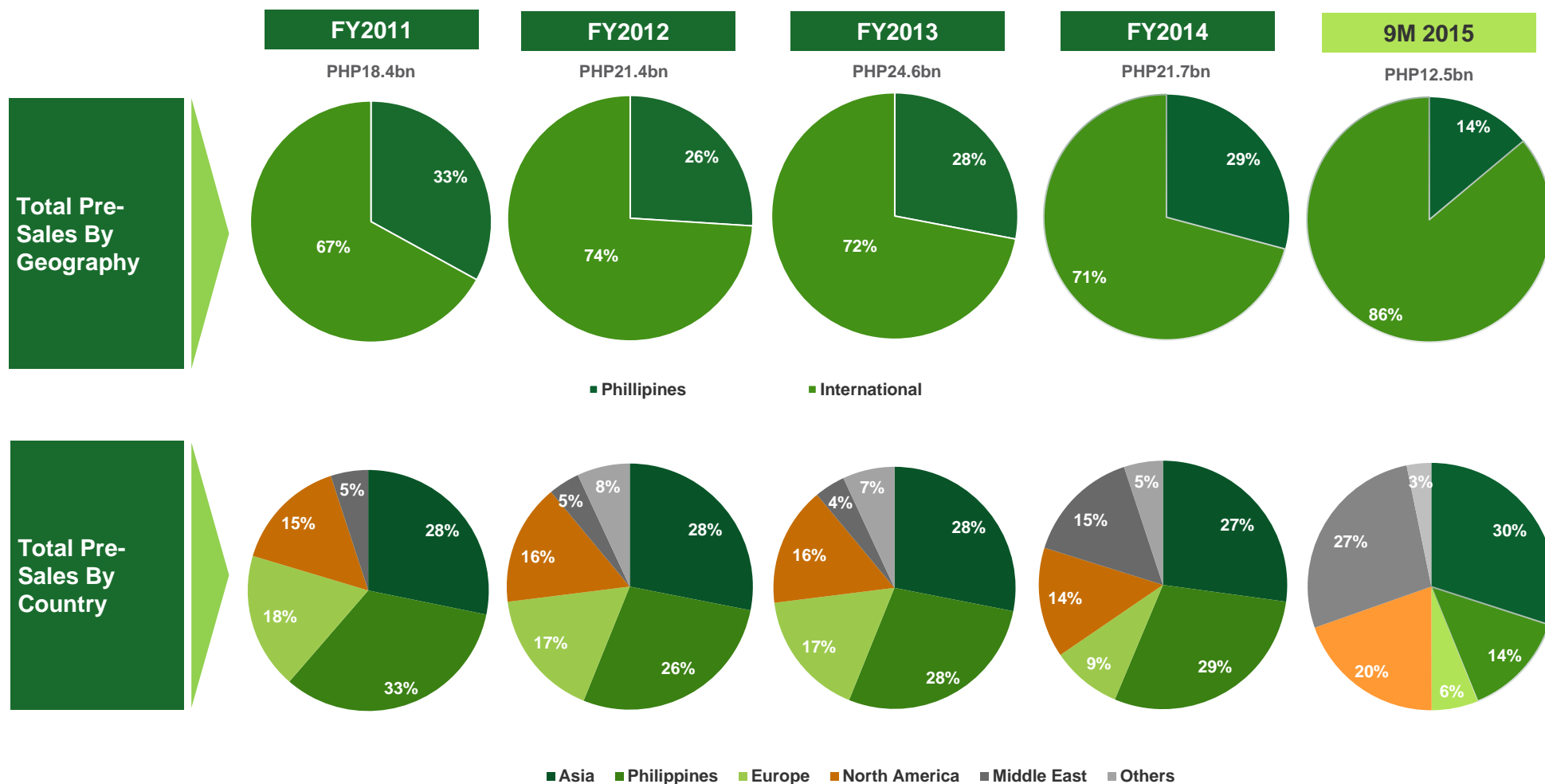
Benefits of Selling Internationally

- ✓ 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



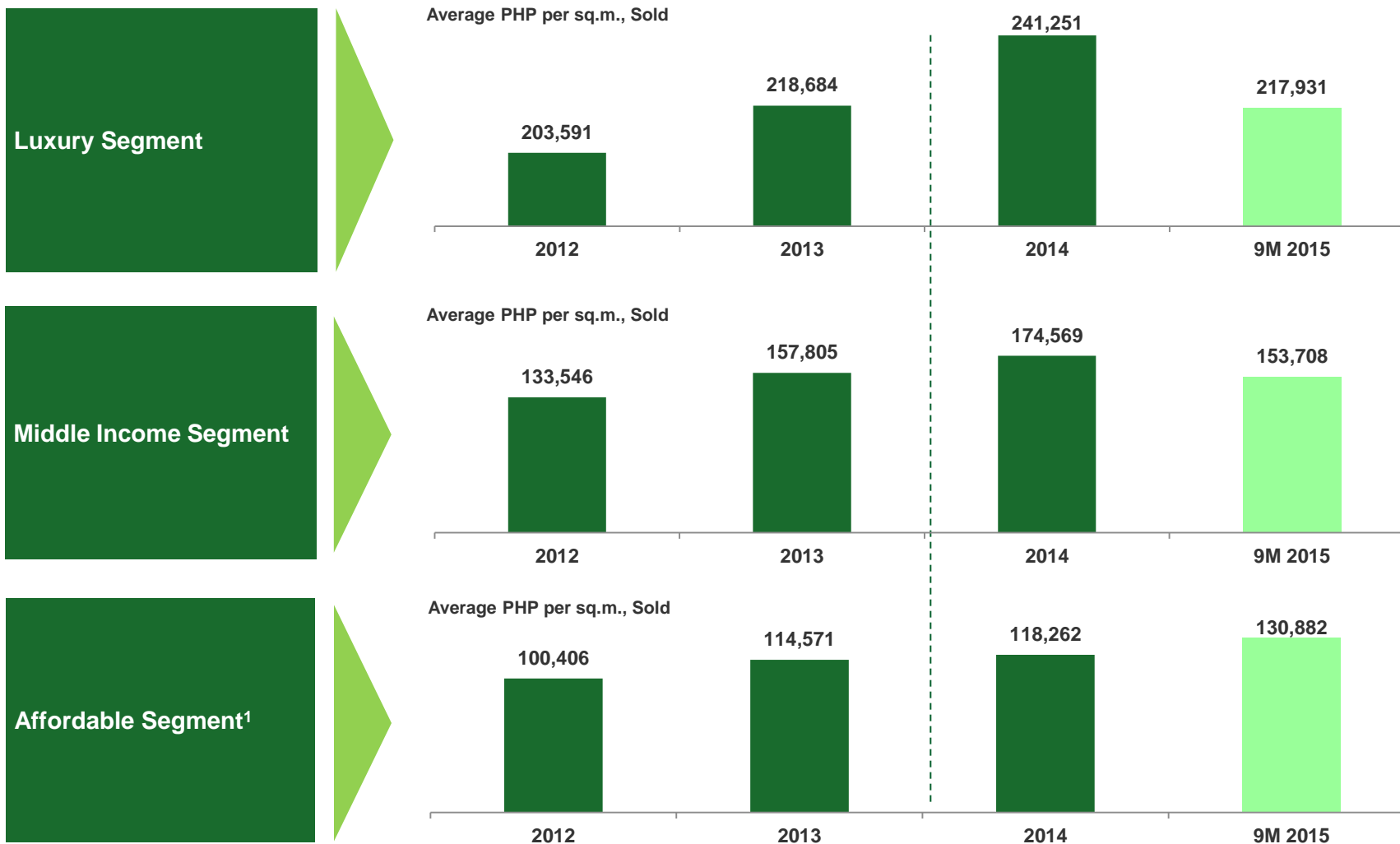
VERTICAL DEVELOPMENTS



VERTICAL DEVELOPMENTS



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



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



OSMENA WEST
COMMONWEALTH
COMPLETED IN
JAN 2015



NIAGARA
AT ACQUA
COMPLETED IN
FEB 2015



POSITANO
AT THE AZURE
COMPLETED IN
JUN 2015



SUTHERLAND
AT ACQUA
COMPLETED IN
OCT 2015



MIAMI
AT THE AZURE



MILANO
CENTURY CITY



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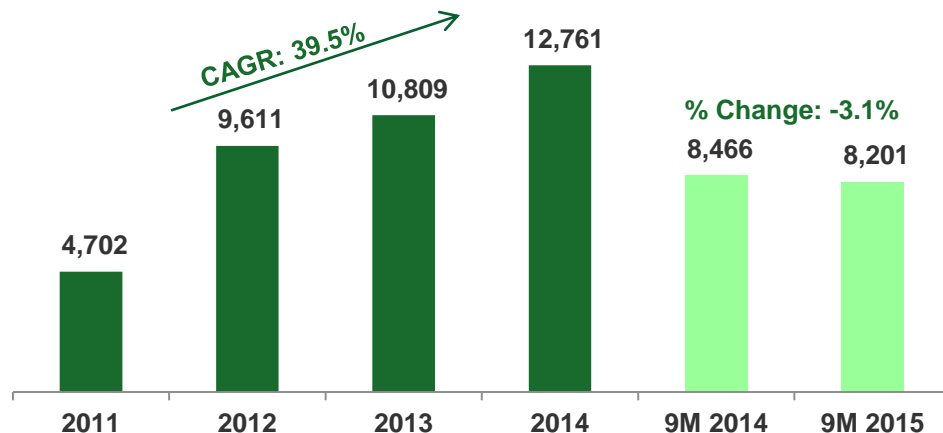
FINANCIAL PERFORMANCE



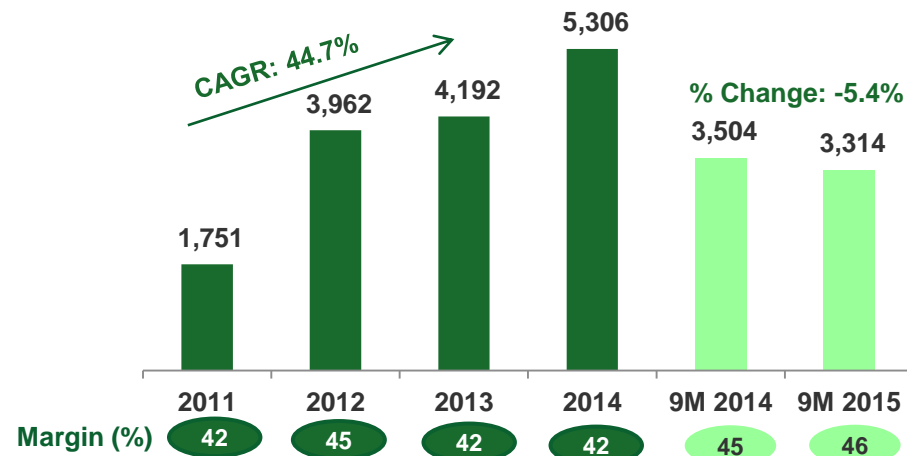
KEY INCOME STATEMENT HIGHLIGHTS



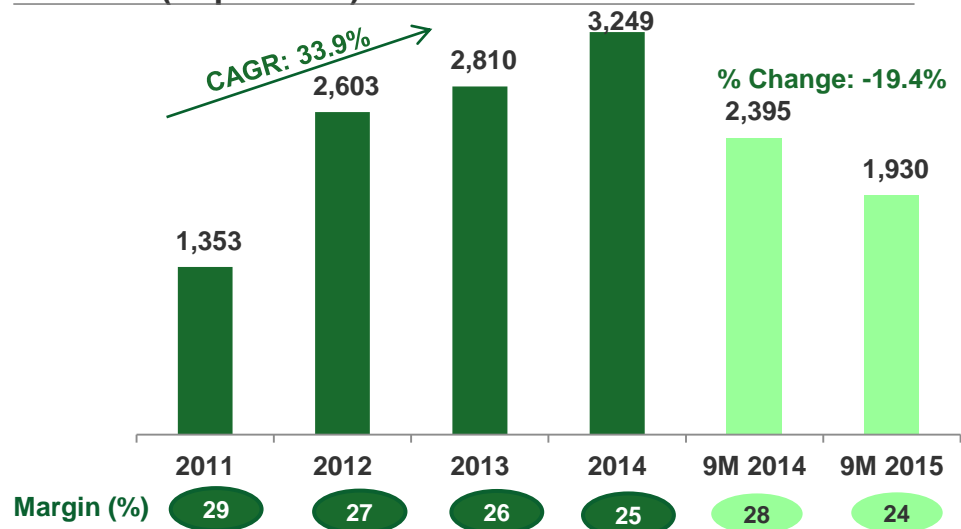
Total revenues (Php Million)



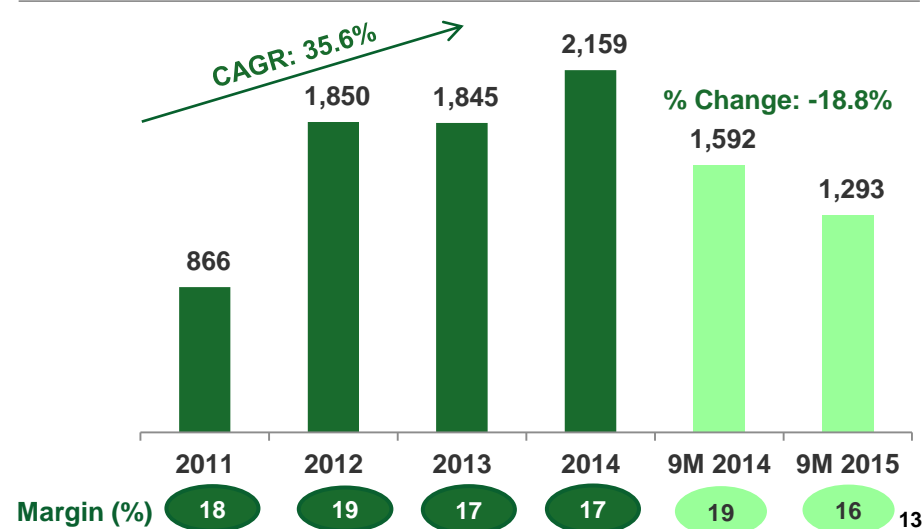
Gross profit from real estate development¹ (Php Million)



EBITDA¹ (Php Million)



Profit After Tax (Php Million)



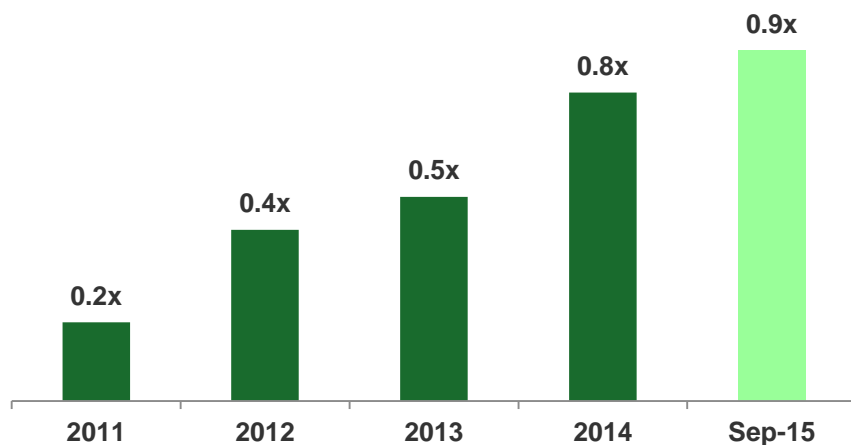
(1) With Interest Accretion

HEALTHY BALANCE SHEET

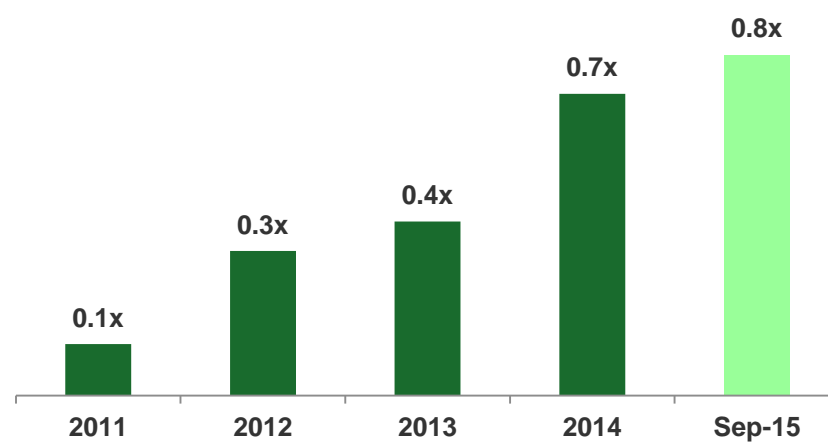


Amount in Php Million	2011	2012	2013	2014	September 2015
Cash and Cash Equivalents	367	902	1,439	1,429	1,724
Total Assets	10,033	18,556	26,166	31,650	37,110
Total Borrowings	883	3,661	6,039	10,931	13,102
Net Debt	516	2,759	4,600	9,502	11,378
Stockholder's Equity	4,323	8,241	11,435	13,304	14,396

Debt-to-Equity Ratio



Net Debt-to-Equity Ratio



NEW CREDIT LINES (JAN - OCT 2015)

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

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

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

Note:

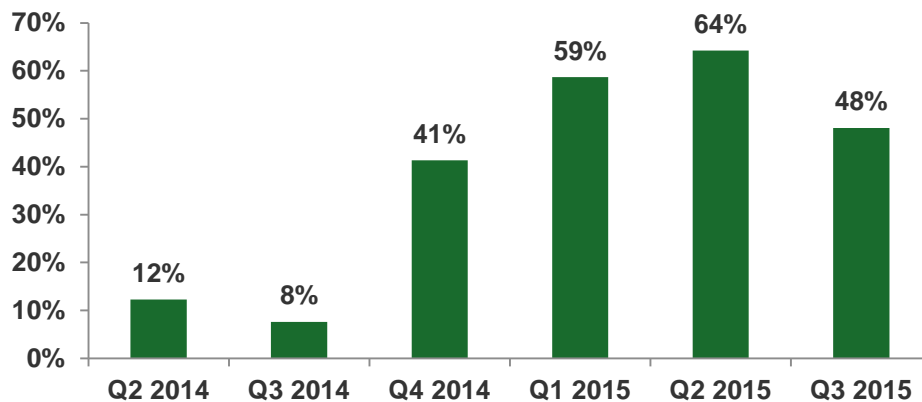
- (1) Represents loan take out by CPGI of loan obligation of former owners of 50% of the companies that own the building
- (2) Based on 50% of the total GFA of Asian Century Center
- (3) Excludes land and financing charges

LEASING

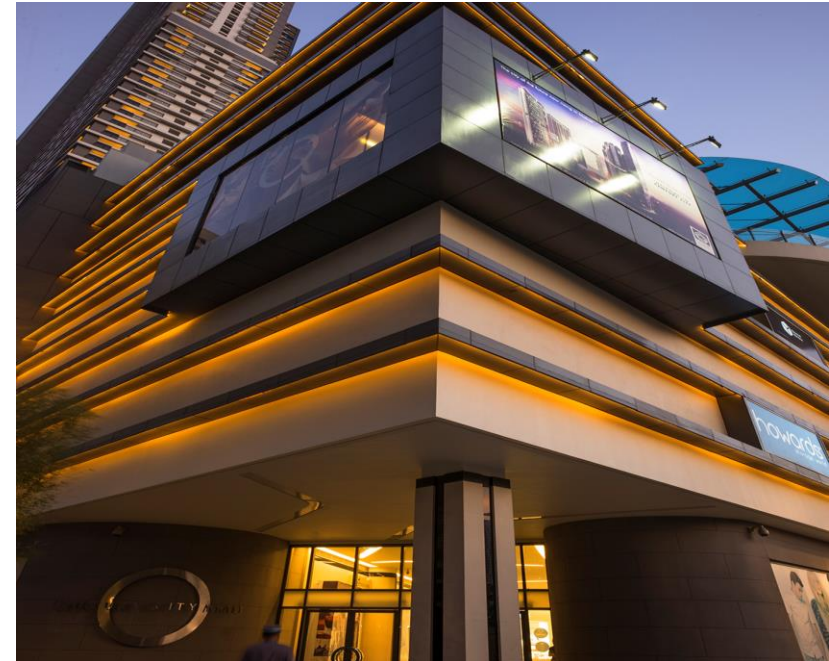
Century City Mall is CPG's first standalone retail development and is Makati's newest mall in close to a decade

Leasing Revenue	Php Million
FY 2014	207.0
9M 2015	238.3

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)

LEASING

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