
Presentation to Analysts

Q2 2012

August 15, 2012

Agenda

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

Executive Summary

- **Record Q2 and YTD 2012 Earnings**

- Q2 2012: P2.5B in revenue and P491M in net income, representing 146% and 27% growth YoY, respectively
- 1H 2012: P4.9B in revenue and P944M in net income, representing 133% and 90% growth YoY, respectively

- **Continuing Pre-Sales Momentum**

- Q2 2012: P5.4B of pre-sales, representing 11% growth YoY over P4.9B
- 1H 2012: P10.7B of pre-sales, representing 18% growth YoY over P9.0B

- **Diversification Strategy**

- Continuing diversification with 26% of sold units, increasing to 47% for unsold units, and 36% on a total basis in the affordable market
- Diversification into commercial assets with 16,422 net leasable sqm in Century City retail mall

Market Overview

- **The Current Interest Rate Environment Remains Favorable**

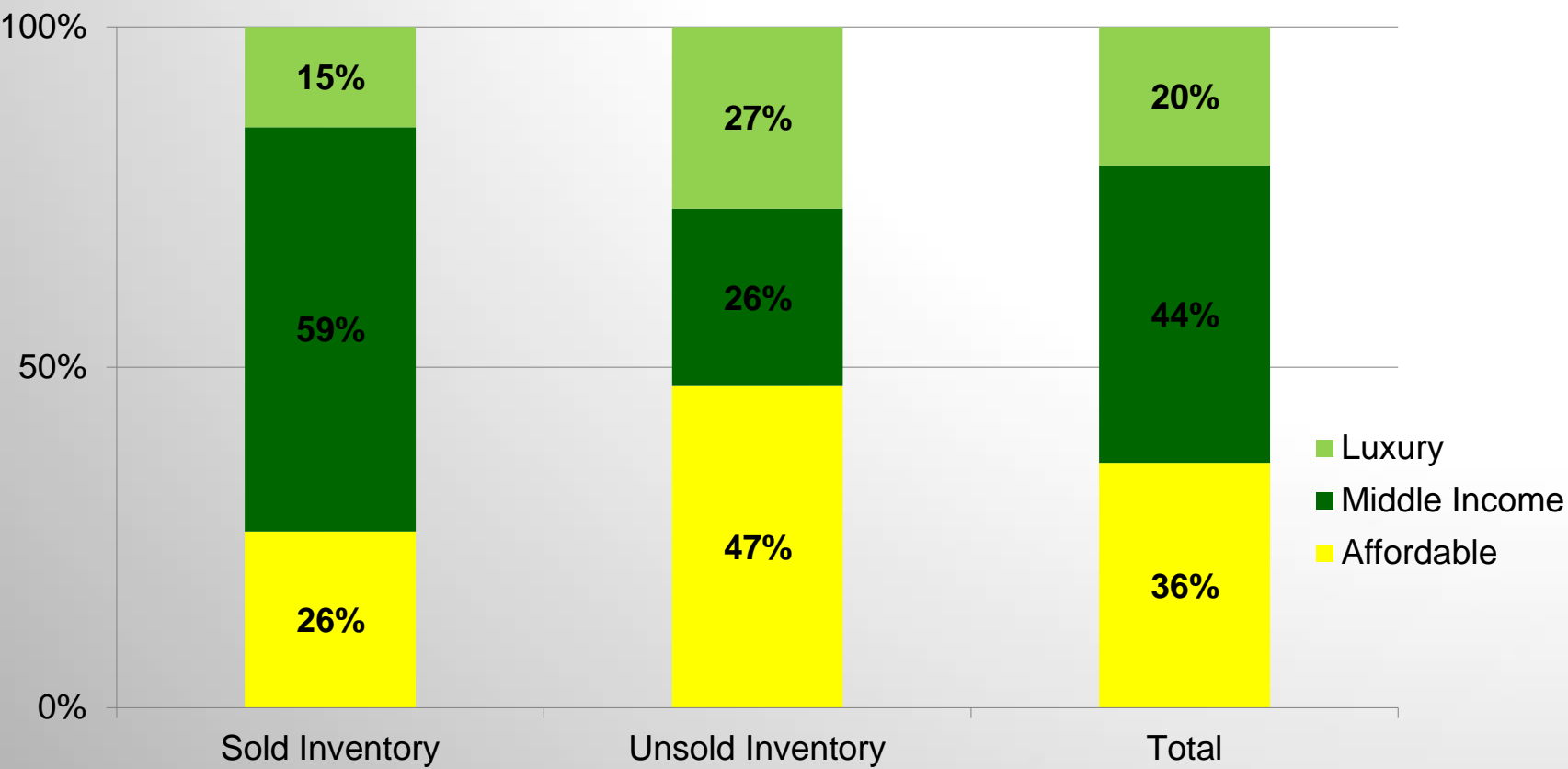
- BSP cut benchmark interest rate in July to 3.75%, one of the lowest ever
- Inflation is forecasted to average 3-5% from 2012-2014 (BSP)
- This creates a favorable spread for real estate purchases, wherein buyers benefit from rising property prices and rental income, while having a lower financing cost



- **Continuous Shift to Condominiums**

- Floods, preference for city living by OFWs, increase in VAT ceiling to P3.2M from P2.5M bodes well for condominiums

Product Portfolio: Continuous Effort to Diversify Into the Affordable Market



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.

Financial Statements

Executive
Summary

Market
Overview

Project
Portfolio

Financial
Statements

Pre-Sales

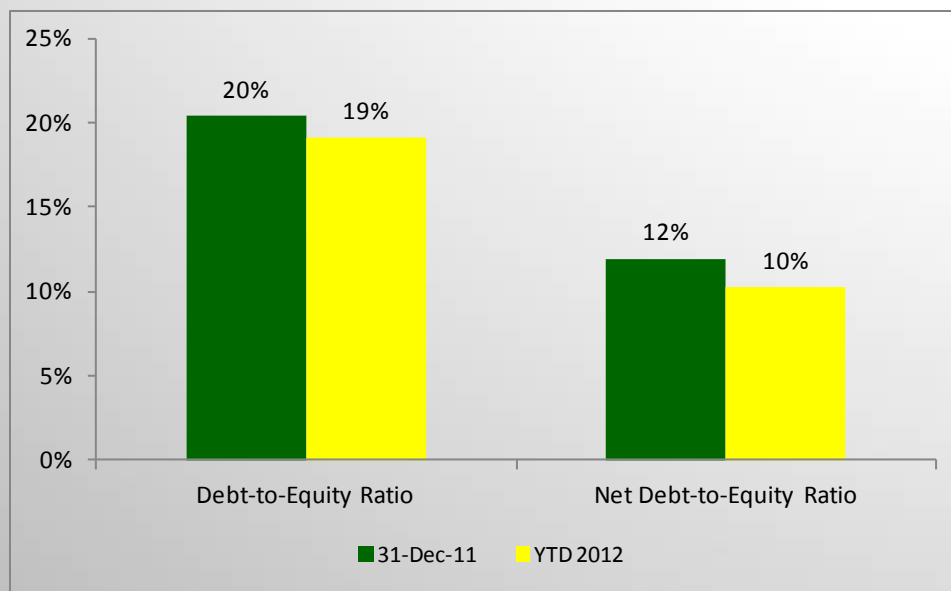
Project
Updates

Land Bank

Q&A

Significant Headroom to Increase Leverage, with Matched Funding

<i>Amount in Millions</i>	Audited 31-Dec-11	Unaudited YTD 2012
Cash and Cash Equivalents	367	657
Total Assets	10,029	14,053
Total Borrowings	883	1,409
Net Debt	516	752
Stockholder's Equity	4,332	7,376



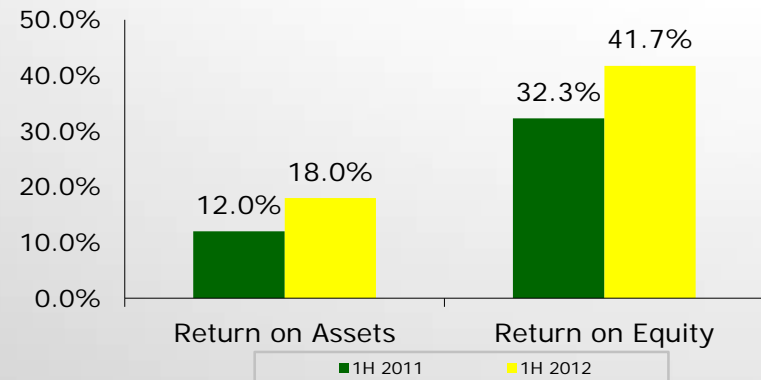
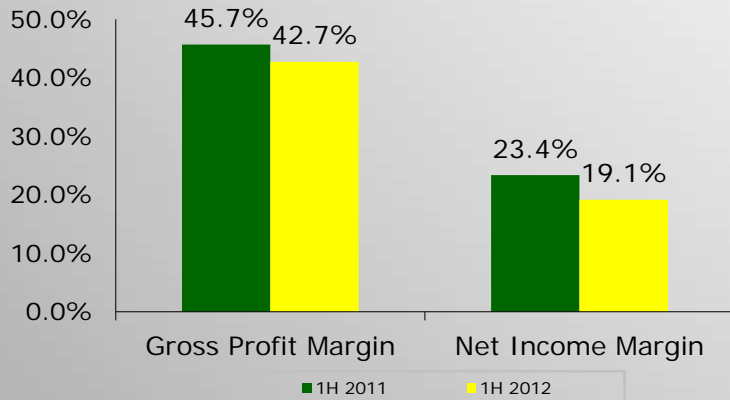
Q2 Net Income: 28% Growth YoY

<i>Amount in Millions</i>	Unaudited Q2 2011	Unaudited Q2 2012	<i>Growth</i>
Revenue			
Real estate sales	839	2,267	
Property management fee and other services	47	57	
Interest and other income	112	134	
Total Revenue	998	2,458	146%
Total Costs and Expenses	501	1,799	259%
Income Before Tax	497	660	33%
Provision for Income Tax	112	169	
Net Income	385	491	28%

YTD Net Income: 91% Growth YoY

<i>Amount in Millions</i>	Unaudited 1H 2011	Unaudited 1H 2012	<i>Growth</i>
Revenue			
Real estate sales	1,875	4,534	
Property management fee and other services	96	110	
Interest and other income	150	292	
Total Revenue	2,120	4,936	133%
Total Costs and Expenses	1,466	3,651	149%
Income Before Tax	655	1,285	96%
Provision for Income Tax	160	341	
Net Income	495	944	91%

Margins and Returns



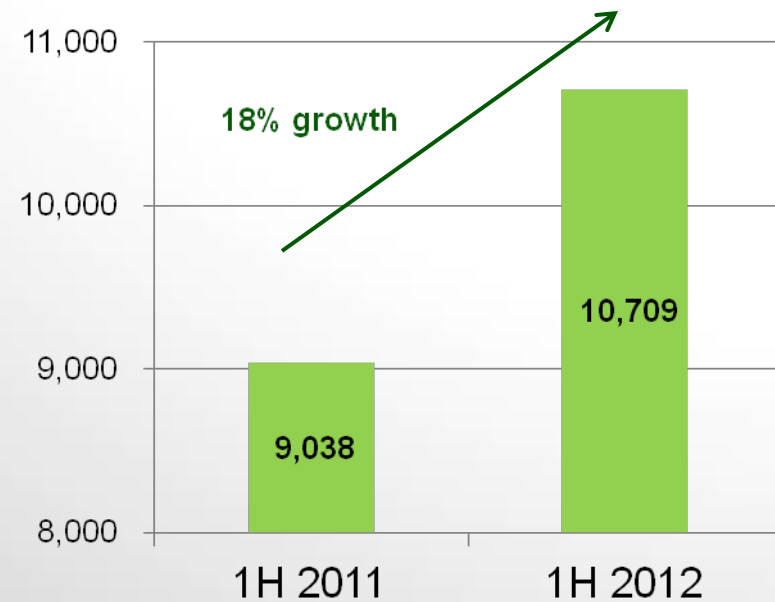
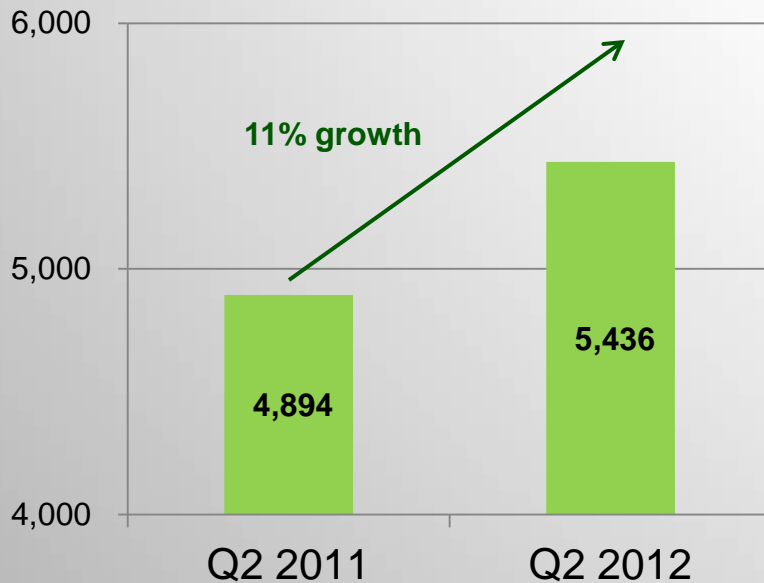
Note: A project is defined as Luxury, Middle Income and Affordable if the majority of the units in a project are over P7M, between P3.5M to P7M, and between P1.2M to P3.5M respectively.

Pre-Sales



On Track to Hit P20B Pre-Sales FY 2012 Target, Representing 18% Growth Over 1H 2011

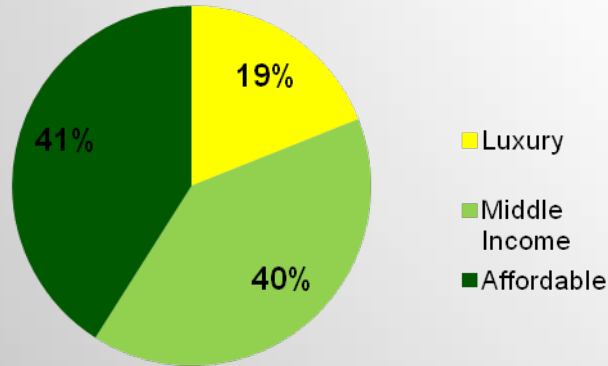
Pre-Sales (Million Pesos)



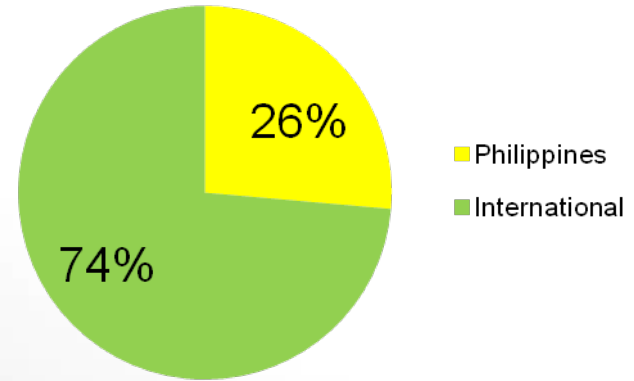
54% of FY 2012 Pre-Sales Target Achieved

Diversified P5.4B Revenue Base, International Clientele

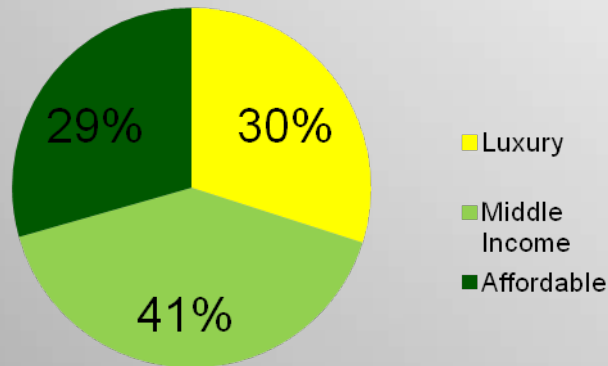
Q2 Market Segment Split



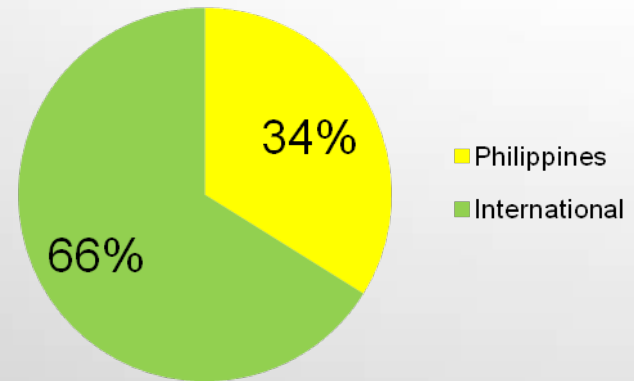
Q2 Customer Base Split



1H Market Segment Split



1H Customer Base Split



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.

Project Updates

Executive
Summary

Market
Overview

Project
Portfolio

Financial
Statements

Pre-Sales

Project
Updates

Land Bank

Q&A

P25B of Unbooked Revenue on Launched Buildings

Project	Total GFA (sq.m.)	Total Units	% Sold (Units)	Unbooked Revenue
Century City	390,539	3,879	92%	P9B
Acqua Private Residences	151,006	2,416	85%	P8B
Azure Urban Resort Residences	242,946	4,041	84%	P7B
Canyon Ranch	83,899	955	95%	P1B
Lifestyle Center	49,143	N/A	N/A	N/A
Total Launched Buildings	917,533	11,291	88%	P25B

Note: As of June 30, 2012, exclusive of VAT.

Unlaunched Buildings and Landbank

Unlaunched Buildings	Indicative GFA (sq.m.)	Indicative Units
Century City	146,027	2,539
Acqua Private Residences	47,277	403
Azure Urban Resort Residences	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 Updates



Trump Tower Manila

Broke ground for Trump Tower Makati in Century City in June

The Lifestyle Center at Century City

A view of the Century City Mall from Pacific Star Building



Construction Updates



Azure Urban Resort Residences

The first three towers at Azure – Rio, Santorini, and St. Tropez turning over soon

The man-made beach at Azure



Construction Updates

Azure Urban Resort Residences

A view of the Paris Beach Club undergoing basement works and formworks



An artist's rendition of the completed Paris Beach Club



The Residences at Commonwealth



Executive
Summary

Market
Overview

Project
Portfolio

Financial
Statements

Pre-Sales

Project
Updates

Land Bank

Q&A

Q&A

Executive
Summary

Market
Overview

Project
Portfolio

Financial
Statements

Pre-Sales

Project
Updates

Land Bank

Q&A

These materials have been prepared by Century Properties Group Inc. (together with its subsidiaries, 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.