

CERILO

NUVALI

SELLER'S BRIEFING

AYALA LAND'S LARGEST MIXED-USE ESTATE



2,290 HECTARES SPRAWLED ACROSS THE CITIES OF
STA. ROSA, CALAMBA, AND CABUYAO, LAGUNA

NUVALI'S SITE DEVELOPMENT PLAN



RESIDENTIAL



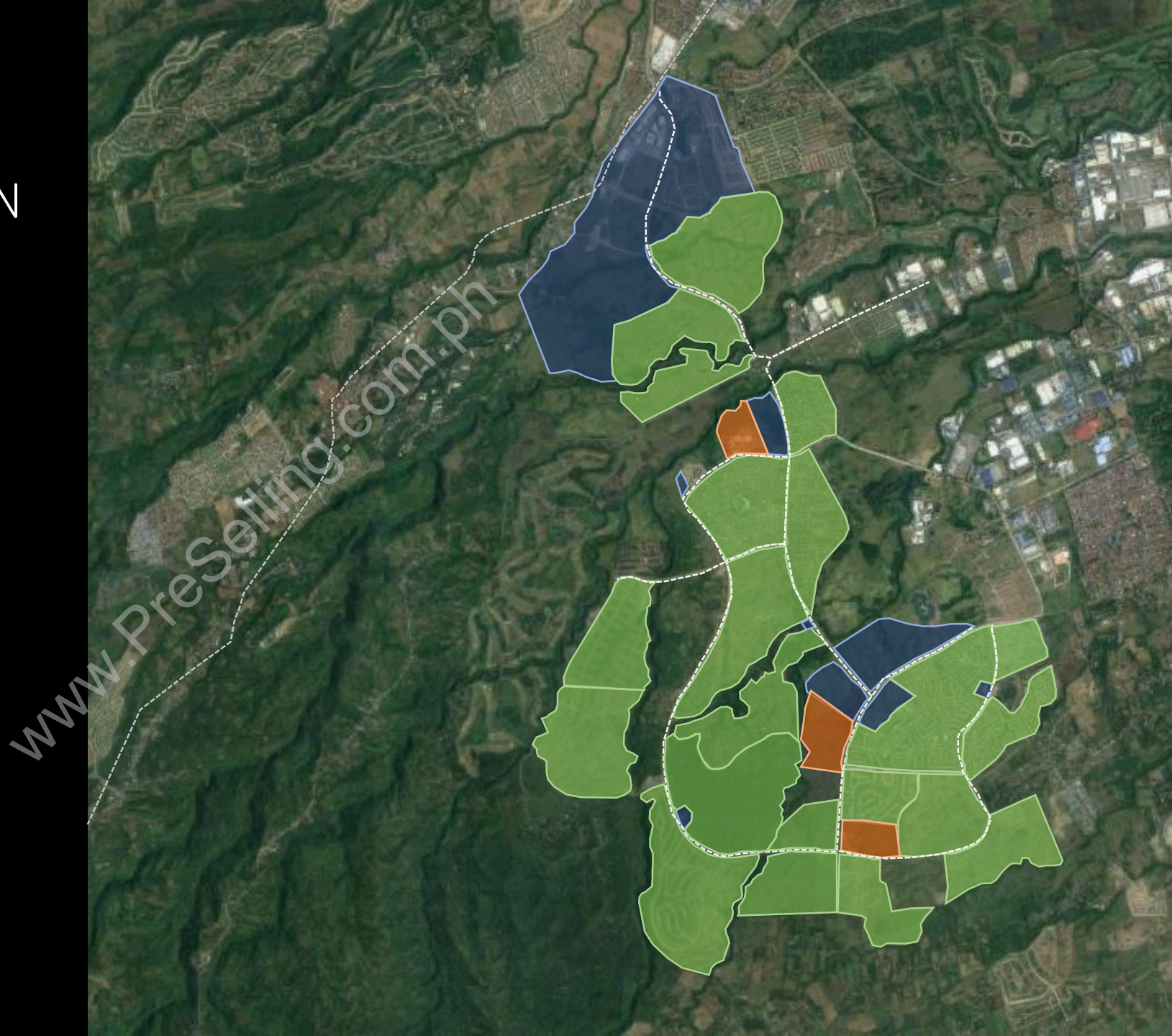
COMMERCIAL

Offices, retail, hotels, etc.



INSTITUTIONAL

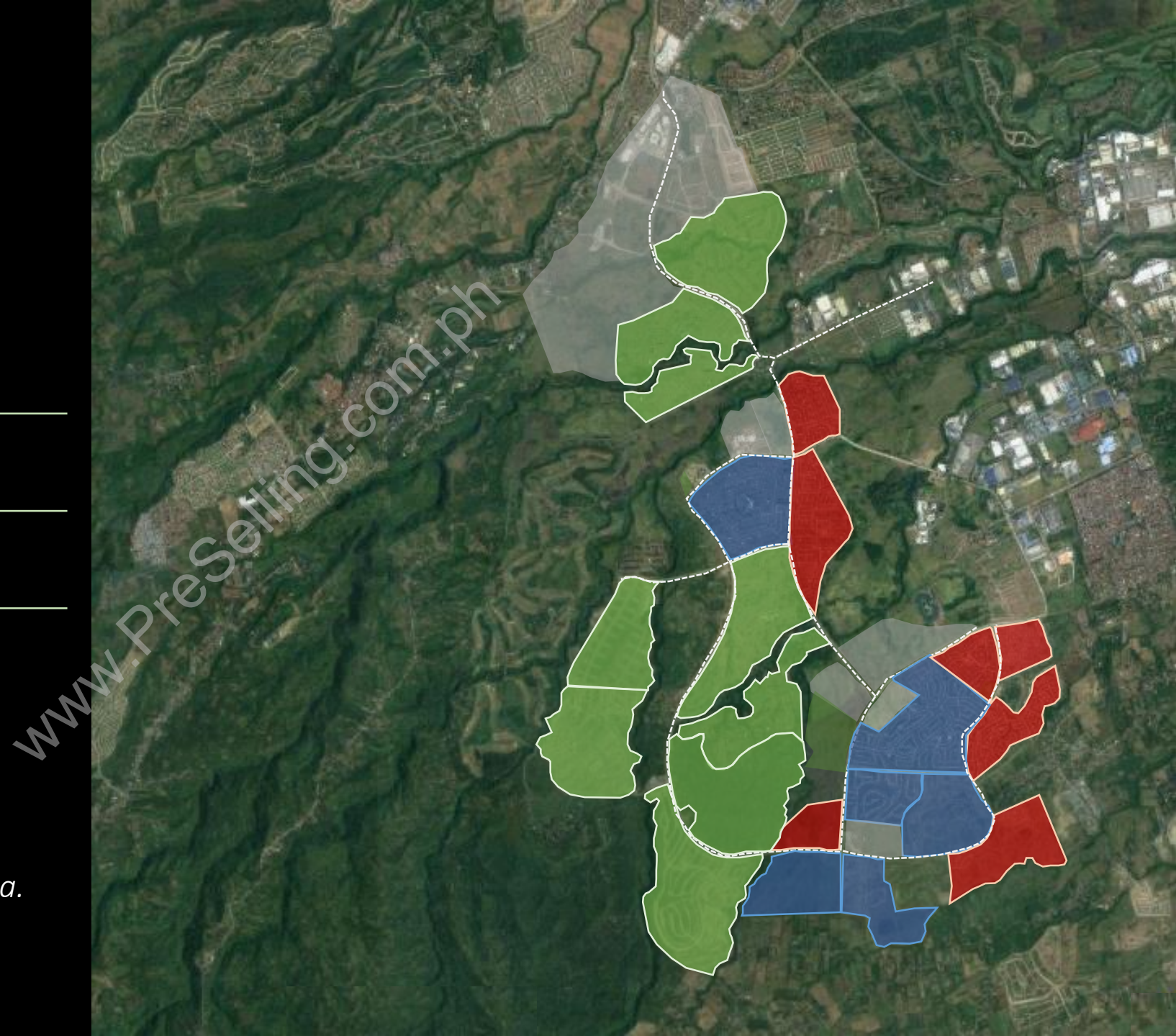
Schools & hospitals



NUVALI'S RESIDENTIAL DEVELOPMENTS

Brand		No. of Projects
	Ayala Land Premier	8
	Alveo	5
	Avida	7

*For 2017, the total area of completed and on-going developments will reach **1,143 hectares** or **50%** of NUVALI's total gross area.*



NUVALI'S GROWING VALUE

OVER 100% LAND APPRECIATION SINCE 2008

	AVE. COST PER SQM. IN 2008	AVE. COST PER SQM. IN 2017
RESIDENTIAL LOTS	P9,400	P20,000
COMMERCIAL LOTS	P20,000	P65,000

*Lot prices are VAT-Inc.
Average price of all residential brands in NUVALI.*

NUVALI BY THE NUMBERS



55,000
visitors per
weekend



400
merchant partners



150
hotel rooms



21
residential subdivisions
6000
residents



1200
students



6000
jobs

AYALA LAND PREMIER IN NUVALI

ABRIO
NUVALI

MONTECITO
NUVALI

SANTIERRA
NUVALI

ELARO
NUVALI

LUSCARA
NUVALI

SOLIENITO
NUVALI

RIOMONTE
NUVALI

378 lots
Sold out

270 lots
Sold out

464 lots
Sold out

451 lots
Sold out

272 lots
Sold out

462 lots
Sold out

844 lots
93% sold

P8,900/sqm*

P10,700/sqm*

P13,000/sqm*

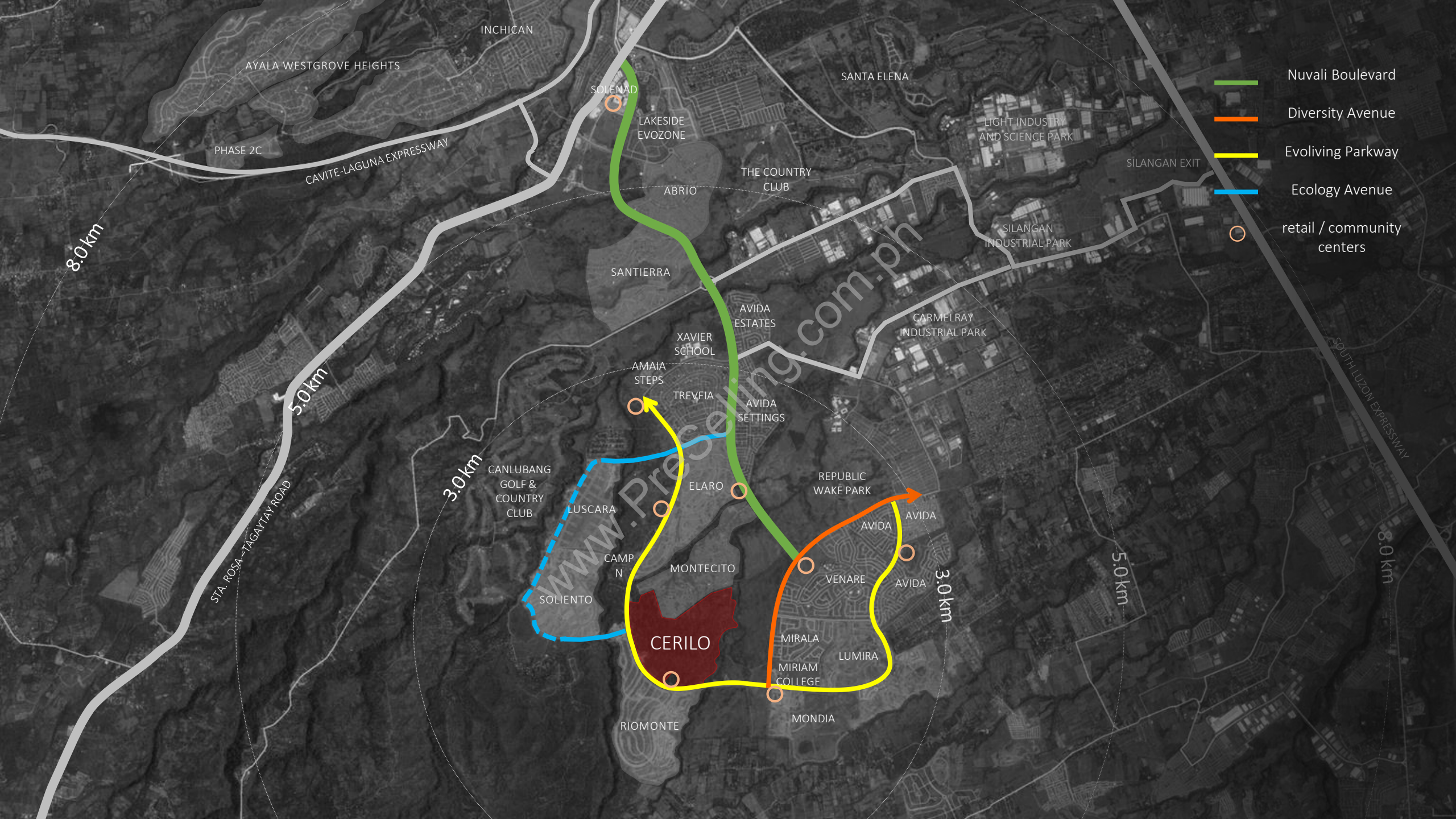
P15,500/sqm*

P17,300/sqm*

P18,000/sqm*

P18,600/sqm*

**Average launch prices per square meter (VAT-ex)*



INCHICAN

AYALA WESTGROVE HEIGHTS

PHASE 2C

CAVITE-LAGUNA EXPRESSWAY

SOLENAD

LAKESIDE
EVOZONE

SANTA ELENA

LIGHT INDUSTRY
AND SCIENCE PARK

SILANGAN EXIT

SILANGAN
INDUSTRIAL PARK

THE COUNTRY
CLUB

ABRIO

SANTIERRA

AVIDA
ESTATES

XAVIER
SCHOOL

AMAIA
STEPS

TREVEIA

AVIDA
SETTINGS

CARMELRAY
INDUSTRIAL PARK

CANLUBANG
GOLF &
COUNTRY
CLUB

LUSCARA

CAMP
N

MONTECITO

REPUBLIC
WAKE PARK

AVIDA

AVIDA

VENARE

AVIDA

LUMIRA

MIRIAM
COLLEGE

MONDIA

RIOMONTE

CERILO

SOLIENTO

8.0km

5.0km

3.0km

3.0km

5.0km

8.0km

SOUTH LUZON EXPRESSWAY



Nuvali Boulevard

Diversity Avenue

Evolving Parkway

Ecology Avenue

retail / community
centers



CERILO

NUVALI

Caricia

to caress

Suelo

earth

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*Harmonious lifestyles
nurtured by nature*

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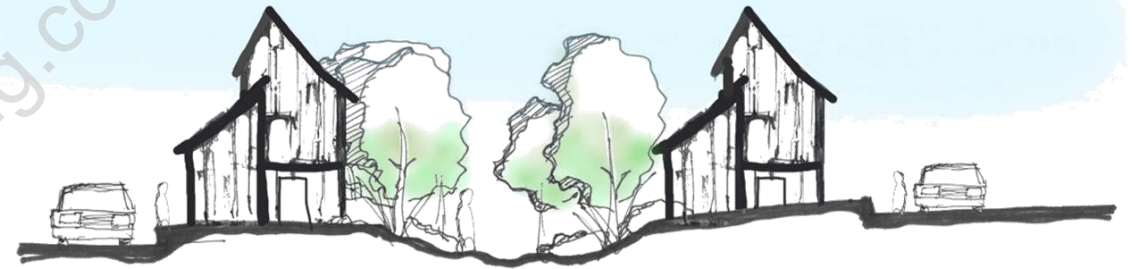


50%

DEDICATED TO GREENS
AND OPEN SPACES



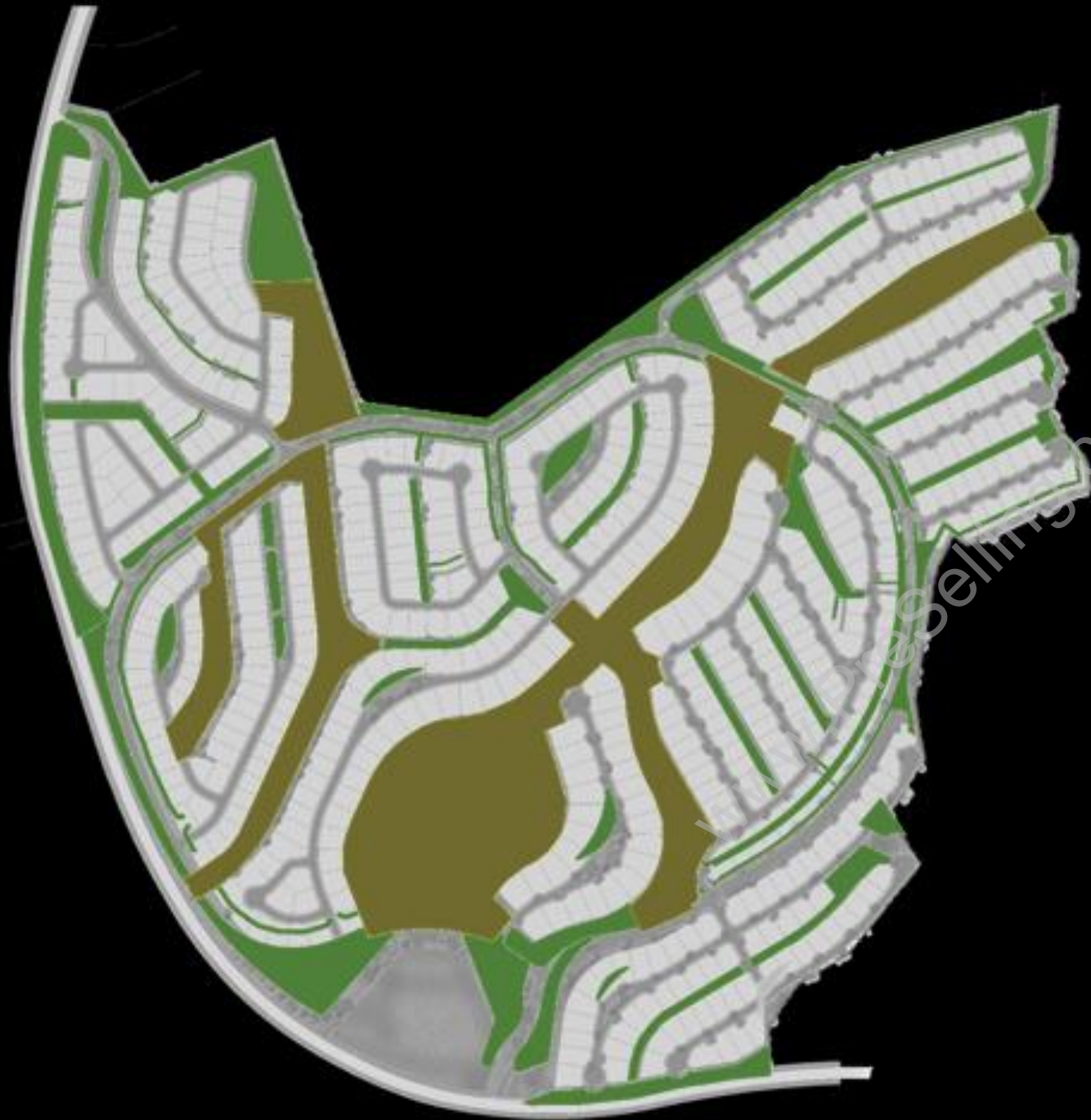
COURTYARD CONCEPT



GREENWAY CONCEPT



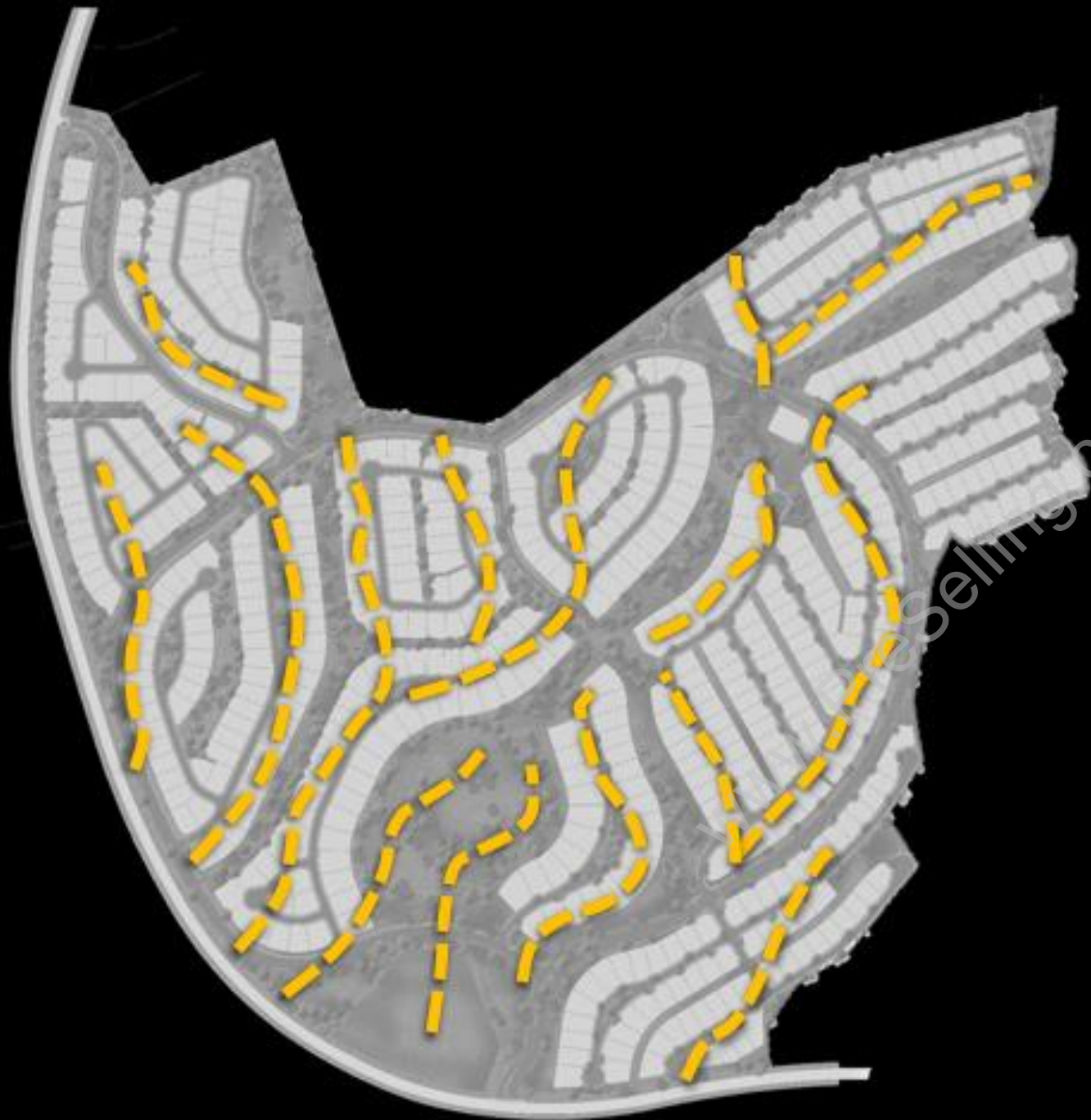
GREEN LANES



GREENWAYS



PERIMETER PARKS



RIDGES AS LOTS



WATERWAYS AS OPEN SPACES



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TYPICAL GREEN LANE
Artist's Rendering





VIEW FROM A GREENWAY LOT
Artist's Rendering

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MAIN PARK
Artist's Rendering





DEVELOPMENT SUMMARY

total area
85 hectares

lot size range
520 to 1,300 sqm







average lot size
680 sqm

number of lots
623 lots

density
7 lots per hectare

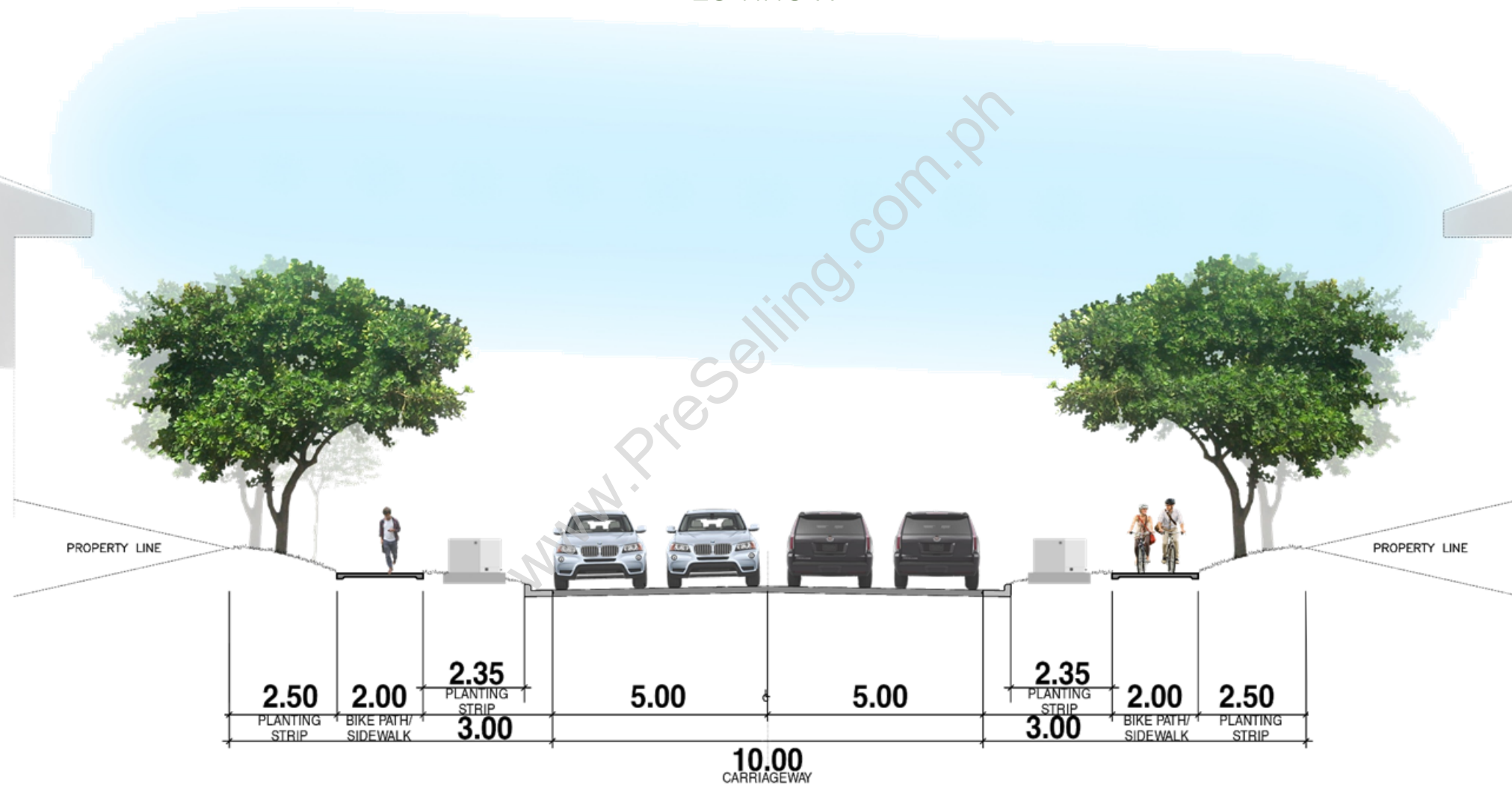


ROAD NETWORK

-  Evolving Parkway
-  Ecology Avenue Extn.
-  25-m Main Loop
-  bike path
-  20-m collector road
-  12-m secondary road
-  main gate
-  secondary gate

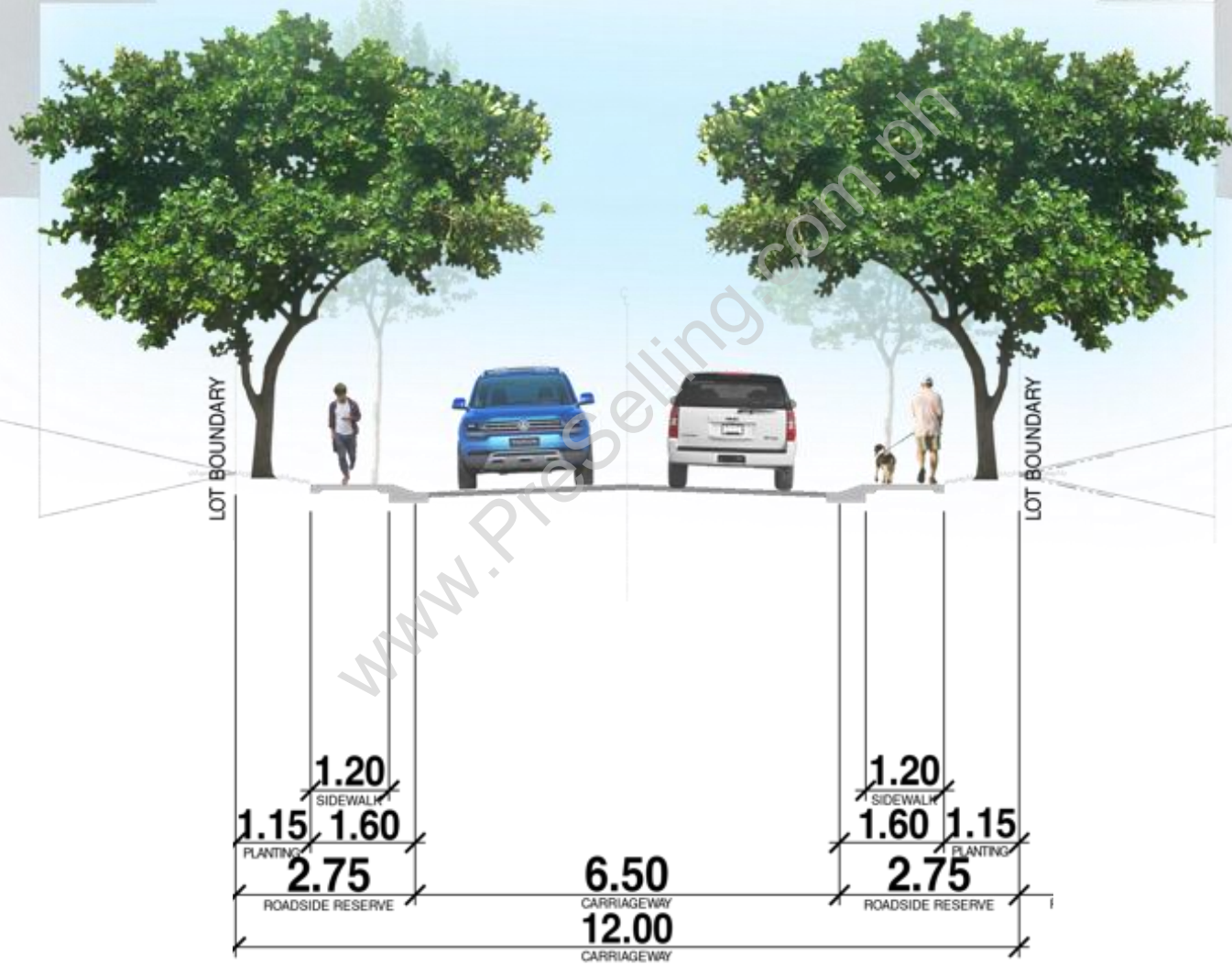
MAIN LOOP

25 RROW



SECONDARY ROAD

12 RROW





AMENITIES

Social hall
Residents' lounge
Swimming pool
Multipurpose court
Indoor children's play area
Indoor fitness area
Off-road bike trail

AYALA LAND PREMIER IN NUVALI

	Abrio	Montecito	Santierra	Elaro	Luscara	Soliento	Riomonte	Cerilo
TOTAL AREA	70 ha	60 ha	79 ha	72 ha	50 ha	66 ha	85 ha	85 ha
% OPEN SPACE	50%	52%	54%	52%	54%	50%	47%	50%
NO. OF LOTS	378 lots	270 lots	454 lots	451 lots	272 lots	462 lots	844 lots	623 lots
DENSITY	5	5	6	6	5	7	10	7
LOT SIZE RANGE	801 - 1,234	600 - 2,419	600 - 1,224	600 - 1,418	600 - 2,090	600 - 1,393	480 - 890	520 - 1,300
AVERAGE LOT SIZE	925	1,064	795	770	865	716	531	681

Lot sizes are in sqm.

AYALA LAND PREMIER IN NUVALI

ABRIO
NUVALI

MONTECITO
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P18,000/sqm*

P18,600/sqm*

P23,700/sqm*

*Based on Launch Prices

NOTABLE DISTANCES TO/FROM CERILO

NOTABLE SITES	DISTANCES TO/FROM CERILO
Asian Hospital & Medical Center	30.9 kms
Alabang Town Center	31.9 kms
Tower One & Exchange Plaza	47.2 kms
BGC (Serendra)	48 kms
Paseo De Sta. Rosa	9.5 kms
Miriam School	1.1 kms
Xavier School	5.8 kms

CERILO'S TRANCHES





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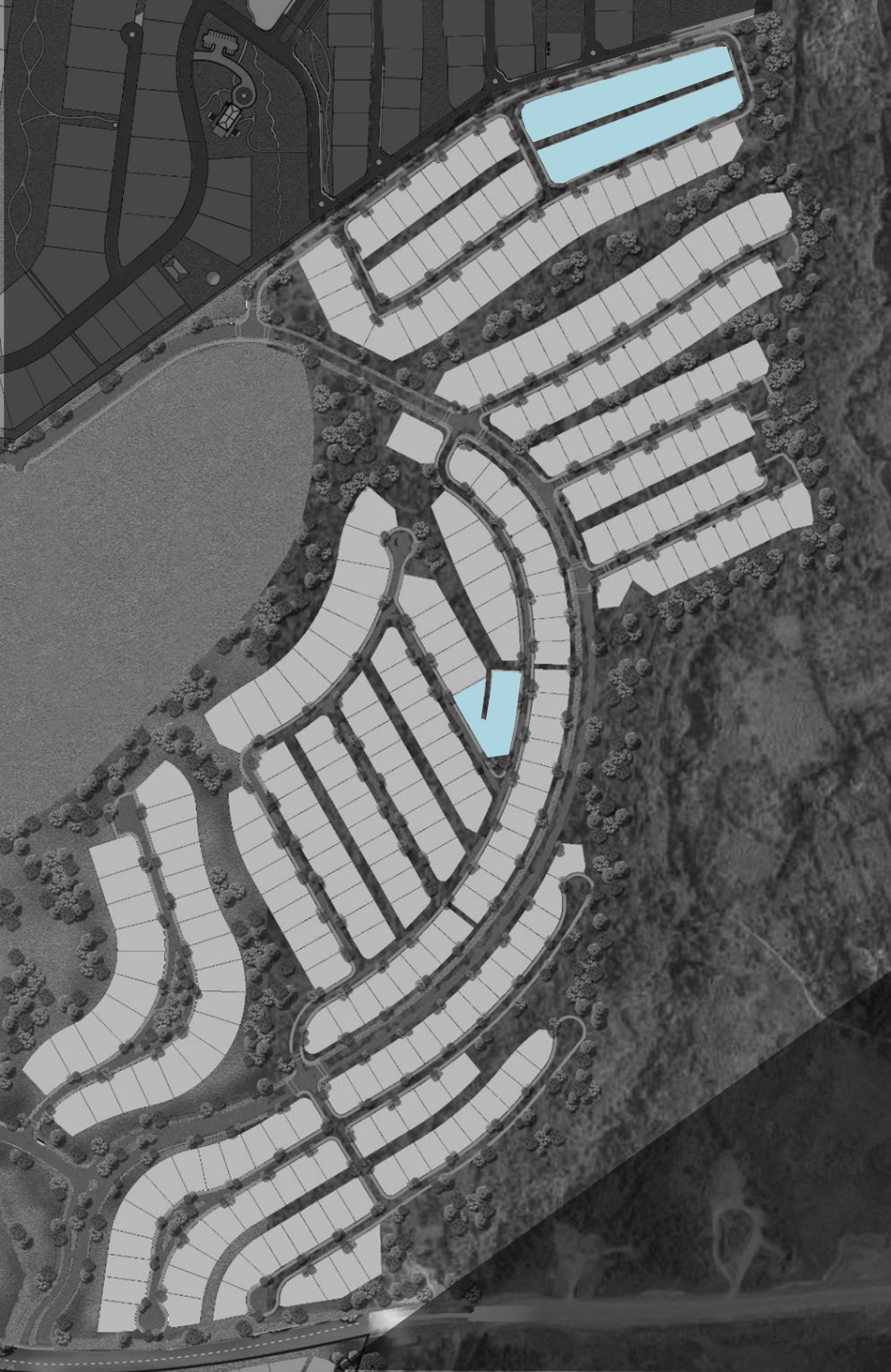
LOT CLASSIFICATIONS



LOT CLASSIFICATIONS

- Prime
- Park Lane
- Green Loop
- Green Lane
- Ridgeside
- Green Way
- Park Premier

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PRIME

Regular lots in Cerilo

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NUMBER OF LOTS	20
LOT SIZE RANGE	520 – 820 sqm
AVERAGE LOT SIZE	610 sqm



PARKLANE

Lots adjacent to the 10-meter-wide Perimeter Parks

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NUMBER OF LOTS	4
LOT SIZE RANGE	690 – 785 sqm
AVERAGE LOT SIZE	733 sqm



GREEN LOOP

Lots located along the Main Loop

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NUMBER OF LOTS	58
LOT SIZE RANGE	583 – 1030 sqm
AVERAGE LOT SIZE	644 sqm



GREEN LANE

*Lots adjacent to a green, open space
with a minimum width of 10 meters*

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NUMBER OF LOTS	139
LOT SIZE RANGE	560 – 980 sqm
AVERAGE LOT SIZE	635 sqm



RIDGESIDE

Lots located along the Cauang-Cauang Creek Ridge

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NUMBER OF LOTS	13
LOT SIZE RANGE	608 – 950 sqm
AVERAGE LOT SIZE	685 sqm



GREENWAY

*Lots adjacent to Cerilo's expansive
25-meter-wide greenways*

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NUMBER OF LOTS	52
LOT SIZE RANGE	600 – 990 sqm
AVERAGE LOT SIZE	736 sqm



PARK PREMIER

Lots adjacent to Cerilo's Main Park

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NUMBER OF LOTS	22
LOT SIZE RANGE	920 – 1,300 sqm
AVERAGE LOT SIZE	1,045 sqm

ROAD ELEVATION MAP
Tranches 1 & 2



176-181 meters AMSL
182-185 meters AMSL
186-188 meters AMSL
189-191 meters AMSL
192-194 meters AMSL
195-196 meters AMSL
197-198 meters AMSL
199-200 meters AMSL
201-203 meters AMSL
204-206 meters AMSL
207-213 meters AMSL

H. URRUTIA, INC. 032742
Location: MINDALOG, Zamboanga City, Lanao del Sur
Completion: September 2014
Tranche 1 - Q1 2016 | Tranche 2 - Q4 2016
Project Developer: ALFA LAND, INC.
Advertising Approval No. AA-575-924517-0172

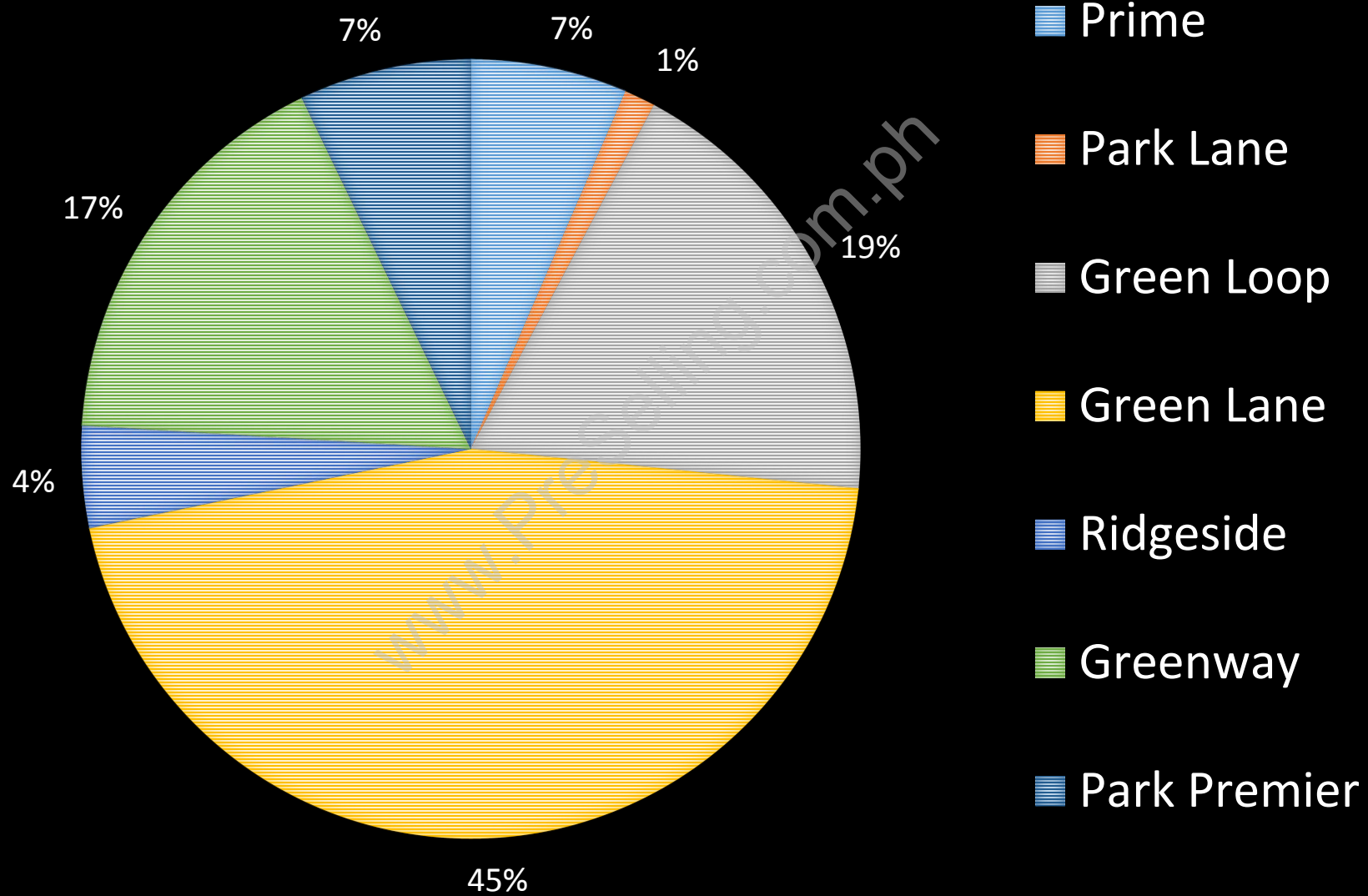
*AMSLL = above the mean sea level

- 176-181 meters AMSL
- 182-185 meters AMSL
- 186-188 meters AMSL
- 189-191 meters AMSL
- 192-194 meters AMSL
- 195-196 meters AMSL
- 197-198 meters AMSL
- 199-200 meters AMSL
- 201-203 meters AMSL
- 204-206 meters AMSL
- 207-213 meters AMSL

*AMSLL = above the mean sea level

LOT MIX

TRANCHES 1 & 2



LOT CLASS SUMMARY

Tranches 1 & 2

Classification	No. of Lots	Average Area (sqm)	Minimum Area (sqm)	Maximum Area (sqm)	Description
Prime	20	618	520	820	Regular lots
Parklane	4	733	690	785	Adjacent to the Perimeter Park
Green Loop	58	644	583	1,030	Located along the Main Loop
Green Lane	139	635	560	980	Adjacent to greens at least 10m wide
Ridgeside	13	685	608	950	Adjacent to Cauang-Cauang Creek ridge
Greenway	52	736	600	990	Adjacent to greens at least 25m wide
Park Premier	22	1,045	920	1,300	Adjacent to the Main Park
TOTAL	308				



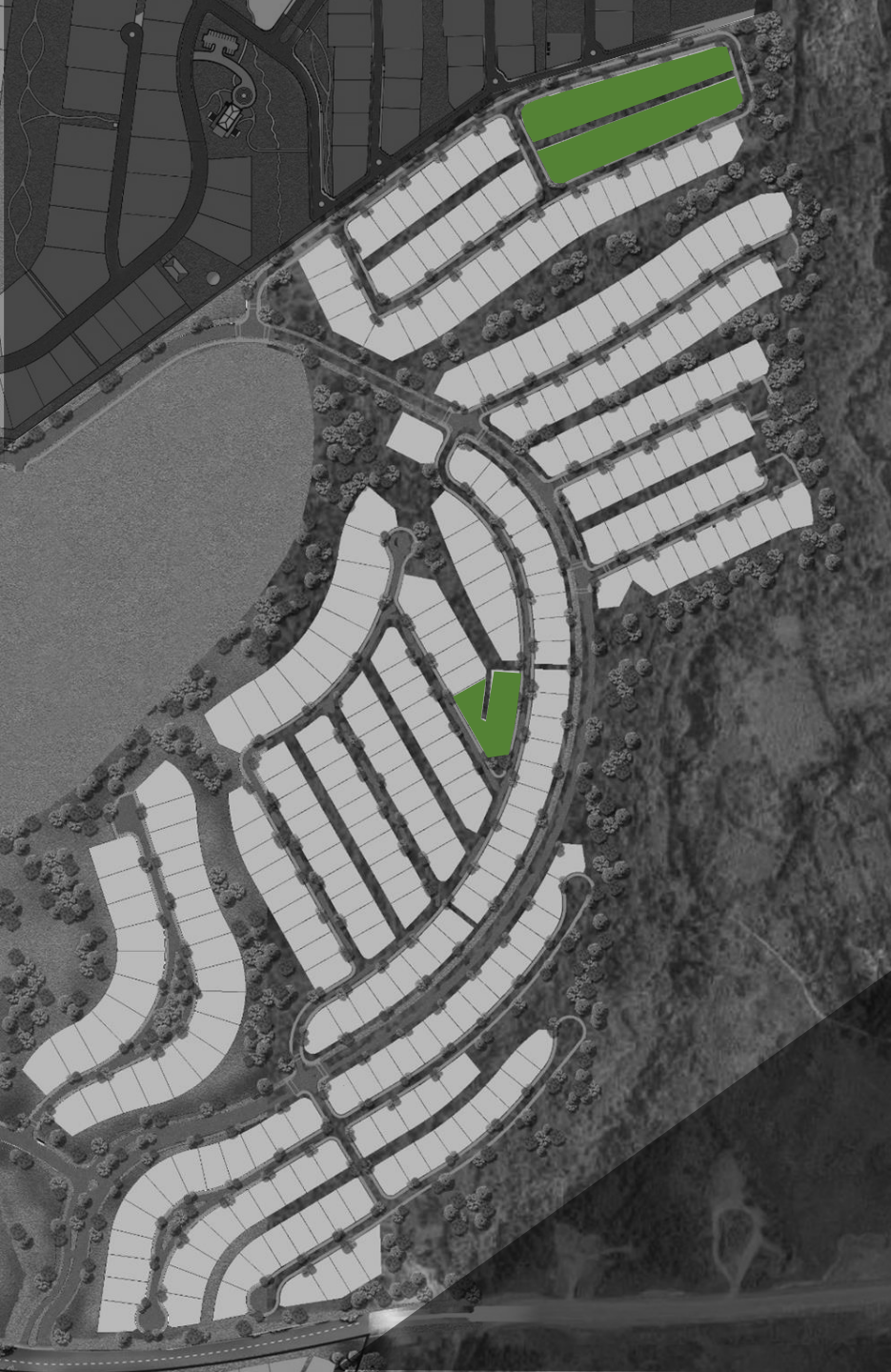
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PRICING



PRICING

- Prime
- Park Lane
- Green Loop
- Green Lane
- Ridgeside
- Green Way
- Park Premier



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Prime 20 lots

	PRICE PER SQM
AVERAGE	19,966
MINIMUM	19,800
MAXIMUM	20,300
	LIST PRICE
AVERAGE	12,330,000
MINIMUM	10,300,000
MAXIMUM	16,650,000

All prices are VAT Exclusive
Based on Launch Prices



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Parklane

4 lots

	PRICE PER SQM
AVERAGE	20,300
MINIMUM	20,300
MAXIMUM	20,300
	LIST PRICE
AVERAGE	14,870,000
MINIMUM	14,010,000
MAXIMUM	15,940,000

All prices are VAT Exclusive
Based on Launch Prices



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Green Loop

58 lots

	PRICE PER SQM
AVERAGE	21,887
MINIMUM	21,600
MAXIMUM	23,100
	LIST PRICE
AVERAGE	14,090,000
MINIMUM	12,590,000
MAXIMUM	22,250,000

All prices are VAT Exclusive
Based on Launch Prices



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Green Lane

139 lots

	PRICE PER SQM
AVERAGE	22,852
MINIMUM	22,700
MAXIMUM	23,700
	LIST PRICE
AVERAGE	14,500,000
MINIMUM	12,710,000
MAXIMUM	22,740,000

All prices are VAT Exclusive
Based on Launch Prices



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Ridge Side

13 lots

	PRICE PER SQM
AVERAGE	24,900
MINIMUM	24,900
MAXIMUM	24,900
	LIST PRICE
AVERAGE	17,050,000
MINIMUM	15,140,000
MAXIMUM	23,660,000

All prices are VAT Exclusive
Based on Launch Prices



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Greenway

52 lots

	PRICE PER SQM
AVERAGE	25,543
MINIMUM	25,500
MAXIMUM	26,000
	LIST PRICE
AVERAGE	18,790,000
MINIMUM	15,300,000
MAXIMUM	25,740,000

All prices are VAT Exclusive
Based on Launch Prices



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Park Premier

22 lots

	PRICE PER SQM
AVERAGE	28,778
MINIMUM	28,600
MAXIMUM	29,600
	LIST PRICE
AVERAGE	30,060,000
MINIMUM	26,310,000
MAXIMUM	38,480,000

All prices are VAT Exclusive
Based on Launch Prices

PRICING SUMMARY

Tranches 1 & 2

Classification	Area (sqm)	Pre-Launch Price/sqm*	Pre-Launch List Price*	Launch Price/sqm	Launch List Price	Description
Prime	618	19,600	12.1 M	19,800	12.2 M	Regular lots
Parklane	733	20,100	14.7 M	20,300	14.9 M	Adjacent to the Perimeter Park
Green Loop	644	21,400	13.8 M	21,600	13.9 M	Located along the Main Loop
Green Lane	635	22,500	14.3 M	22,700	14.4 M	Adjacent to greens at least 10m wide
Ridgeside	685	24,700	16.9 M	24,900	17.1 M	Adjacent to Cauang-Cauang Creek ridge
Greenway	736	25,200	18.5 M	25,500	18.8 M	Adjacent to greens at least 25m wide
Park Premier	1,045	28,300	29.6 M	28,600	29.9 M	Adjacent to the Main Park

**Effective until July 3, 2017*

PAYMENT SCHEMES

Standard Payment Terms

Cash 30 _ 95-5(11) @ 3% discount
Cash 60 _ 95(2)-5(10) @ 2% discount
Cash 90 _ 95(3)-5(9) @ 1 % discount
10-10(12)-80
20-30(24)-50
20-80(36)

Special Cash Discount*

Additional 2% discount for:

Cash 30
Cash 60
Cash 90

**Effective until July 3, 2017*

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CERILO

NUVALI

SALES & MARKETING

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