



The Largest and Fastest Growing  
Residential Real Estate Developer in the Philippines



BANKING



RETAIL



PROPERTY



# SM Group Companies' Rankings

## Philippine Conglos

Market Cap (USD bn)

<b>SMIC</b>	<b>18.3</b>
JG Summit	12.0
Ayala Corp	10.7
Aboitiz Equity	8.5
SMC	5.1
GT Capital	4.3
Metro Pacific	4.2
LT Group	3.6
DMCI	3.5
Alliance Global	2.9

Source: Bloomberg;  
Figures as of May 11, 2017

## Philippine Retailers

2016 Total Sales (USD mn)

<b>SM Retail</b>	<b>5,406</b>
Puregold	2,260
Robinsons	2,114

## Philippine Retailers

2016 Store Count

<b>SM Retail</b>	<b>2,303</b>
Puregold	329
Robinsons	1,578

Source: Latest Company Information

## Philippine Banks

Total Resources (USD bn)

<b>BDO</b>	<b>46.8</b>
Metrobank	37.6
BPI	34.5
Landbank	28.0
PNB	15.0
Security Bank	13.9
<b>China Bank</b>	<b>12.6</b>
DBP	10.8
RCBC	10.5
UBP	10.4

Source: Company Information, end-2016





1<sup>st</sup> Philippine Company to breach **PHP 1 Trillion** in Market Capitalization



TwoE-com  
(2012)

FiveE-com  
(2015)

OneE-com  
(2008)

Shell Residences  
(2011)

Mall of Asia  
(2006)

Sea Residences  
(2008)

SM Arena  
(2012)

SMX Convention  
Center, Manila  
(2007)

Conrad Manila  
(2016)





# Keys to Success



Integration of Residential Condos to Commercial Area



Prime Locations with access to Transport Hubs



Hotel-Like Lobbies



Resort-Styled Amenities

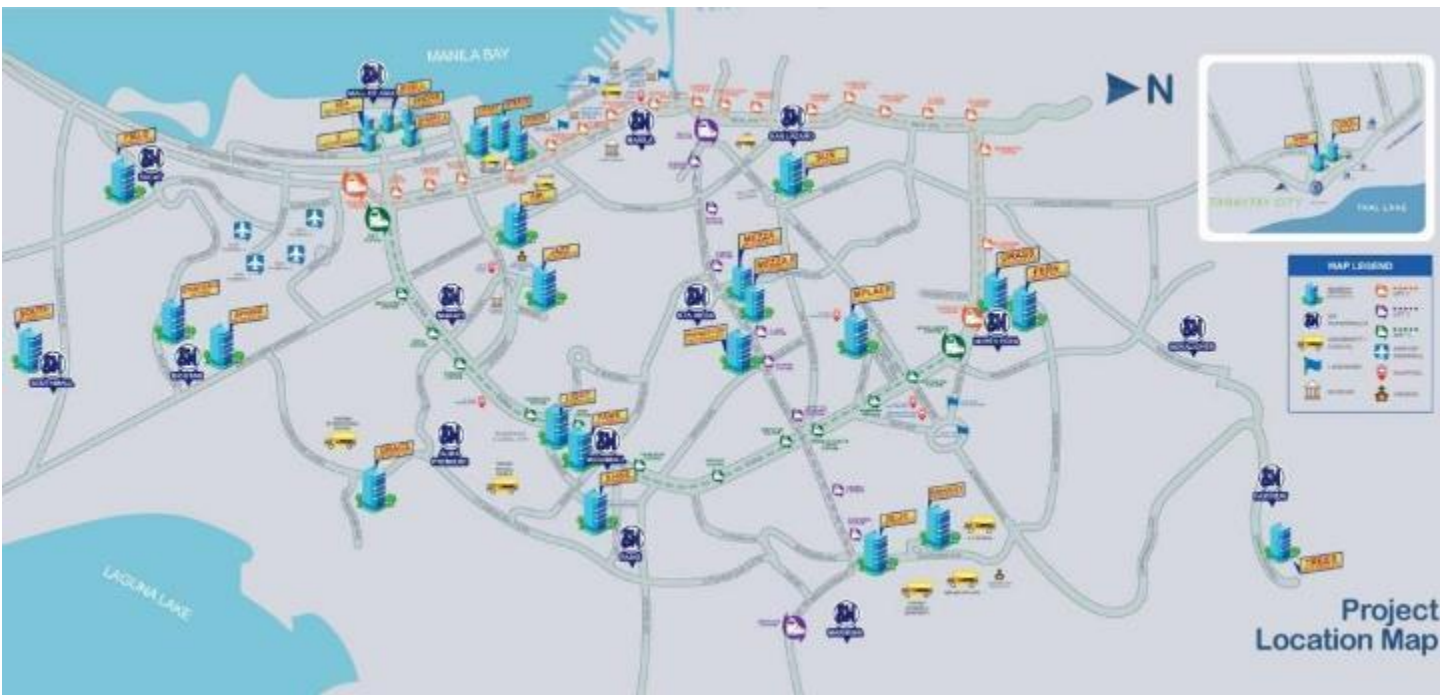


Professional Property Management



# SMDC

SM Development Corporation commits itself to provide access to luxurious urban living through vertical villages perfectly integrated with a commercial retail environment, giving its residents access to a truly cosmopolitan lifestyle.



In just 10 Years:

Launched over  
**31 Projects**

Sold over  
**85,000 units**

And delivered over  
**50,000 units**

# Why invest in CAVITE

## QUICK FACTS



### BUSINESS

Industrial Establishments: **768**  
(Highest OFW Contribution in CALABARZON)

### SCHOOLS

Number of Tertiary Schools: **32**

### OTHER PRIVATE INVESTMENTS

Investment in amount: **Over 135 Billion**

### TOURISM

Number of Tourist locations: **94**  
Tourist Visit Count: **4.1M** (2015)

## HUMAN RESOURCE

### POPULATION

**3,090,691**

*(Census December 2015)*

### POPULATION DENSITY

**2094 Person**

*(per square kilometer)*

### NUMBER OF HOUSEHOLDS

**617, 843**

### GROWTH RATE

**5.05%**

### LABOR FORCE

**1,131,215**

### EMPLOYMENT RATE

**84.40**

### EMPLOYED LABOR FORCE

**954,754**

### LITERACY RATE

**96.52%**

# Government Investment in CAVITE



LRT-1 extension going in and out of Cavite being under way and is expected to be operational by early 2021



The Cavite-Laguna Expressway (CALAX) a 4-lane, 44.63 km closed-system tolled expressway connecting CAVITEX and SLEX.





# Green 2

R E S I D E N C E S

DASMARIÑAS, CAVITE

# The Booming “University Town”



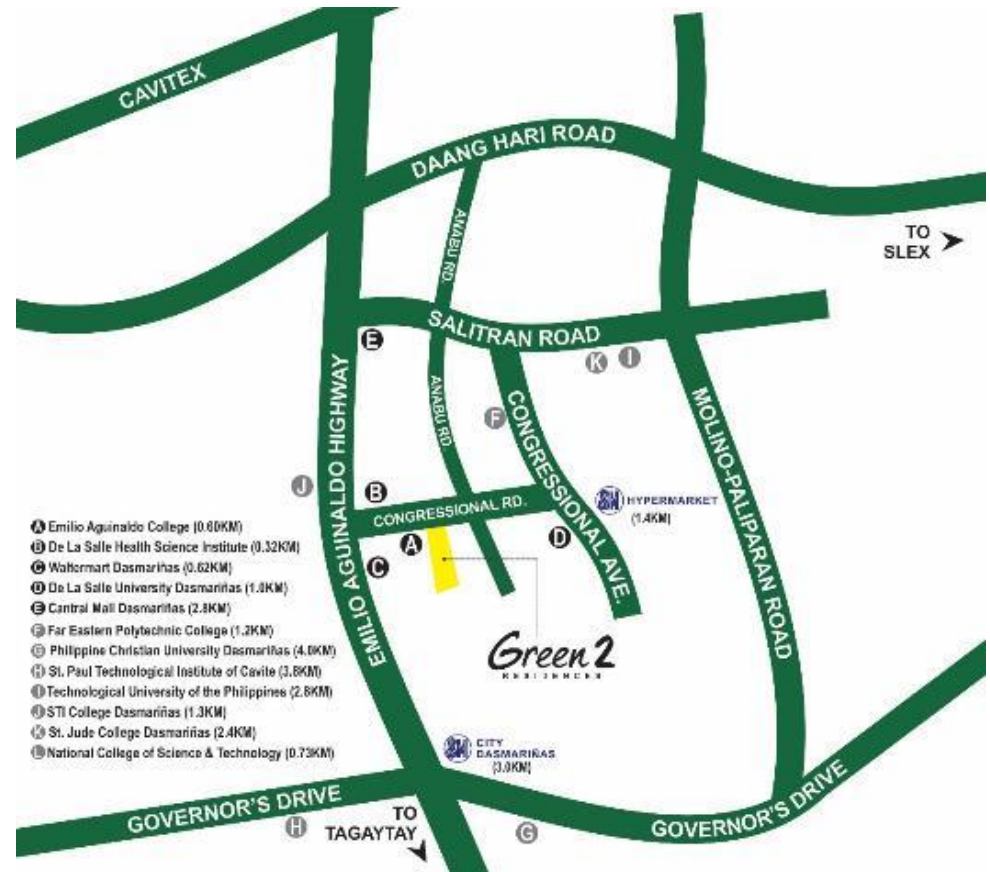
20,000 +

## STUDENT POPULATION

estimate Includes DLSU Dasmariñas and EAC only

- De La Salle University – Dasmariñas
- De La Salle Health Sciences Institute
- Emilio Aguinaldo College – Cavite

Average Student Growth Rate: 2% per Year  
Students Area of Origin: Cavite, Batangas,  
and Laguna



# The Booming “University Town”

## AVERAGE STUDENT GROWTH RATE AT 2%

— Population of immediate schools

30

Thousands

25

20

15

Year 0 Year 5 Year 10



Approximate 700 beds of formal dormitory set up

**GAP:** Available formal student housing options are insufficient to cater to the demand in the area

# Target Markets for Potential Rental Income

## Student Market (Long-Term lease)

- 20,000+ Student population
- Approximated 2% growth rate per year
- Area of Origin Cavite, Laguna, Batangas



## Alternative markets (Short-Term lease)

- Faculty Members
- Doctors and nursing staff
- Parents visiting their Children
- Conferences and seminars
- Alumni gatherings and other events





# Hassle-Free Leasing

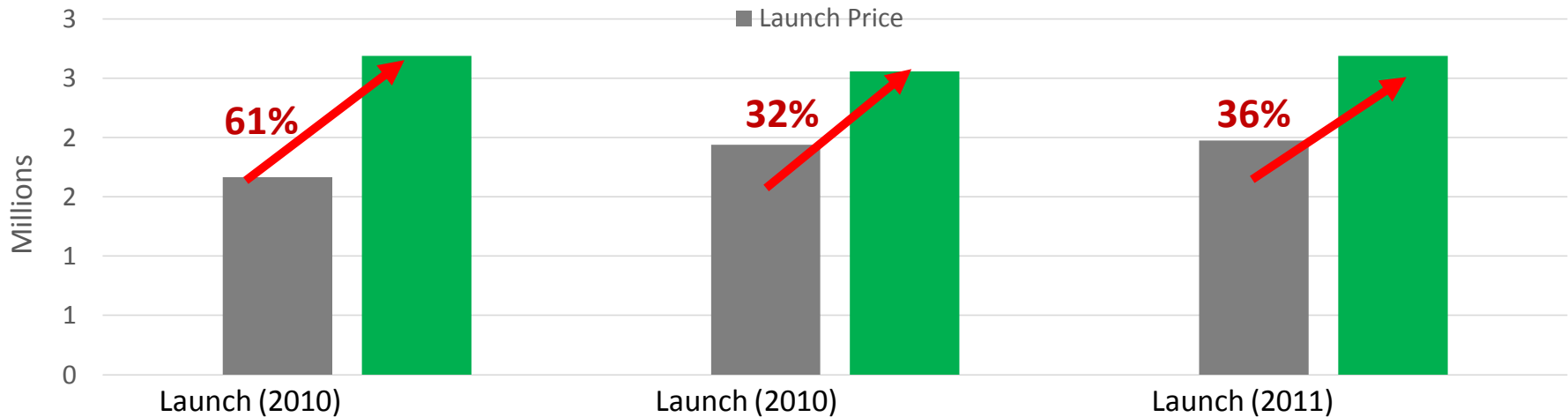
Our commitment to you does not end when we give you the key to your property. We enable you to realize the maximum return of your property investment through SMDC Leasing.

## **SMDC Leasing range of Services**

- Property Listing Management
- Unit viewing arrangements
- Negotiation of lease terms
- Preparation of lease contract
- Tenant move in assistance



# Capital Appreciation



Capital appreciation was computed based on values of (Avg. price per sqm \* Avg. unit size of the development)

# Professional Property Management

*Green 2*  
RESIDENCES  
DASMARINAS, CAVITE

- ✓ Quality Customer Service
- ✓ Stringent Safety and Security
- ✓ First Rate Facility Management
- ✓ Spotless Cleanliness
- ✓ Transparent Transaction



# SMDC Prime Property Ownership made Easy!

## STEP 1

Easy ownership of a  
Prime Property



Select a prime property by filling up a Unit Reservation Form and providing the necessary documents and payment.

## STEP 2

Easy, Convenient and Online  
monitoring of your account



View, print, and save as PDF your SOA, view official receipts, monitor PDCs and remittance slips, view your submitted and pending documentary requirements, and view your master deed.

## STEP 3

Hassle-free and worry-free  
ownership



Upon project completion and eligibility, view and accept your unit. Enjoy hassle-free and worry-free living or leasing through SMDC's Property Management and Leasing Department.





**Green 2**  
RESIDENCES  
DASMARIÑAS, CAVITE

Image from Google

Owner / Developer:



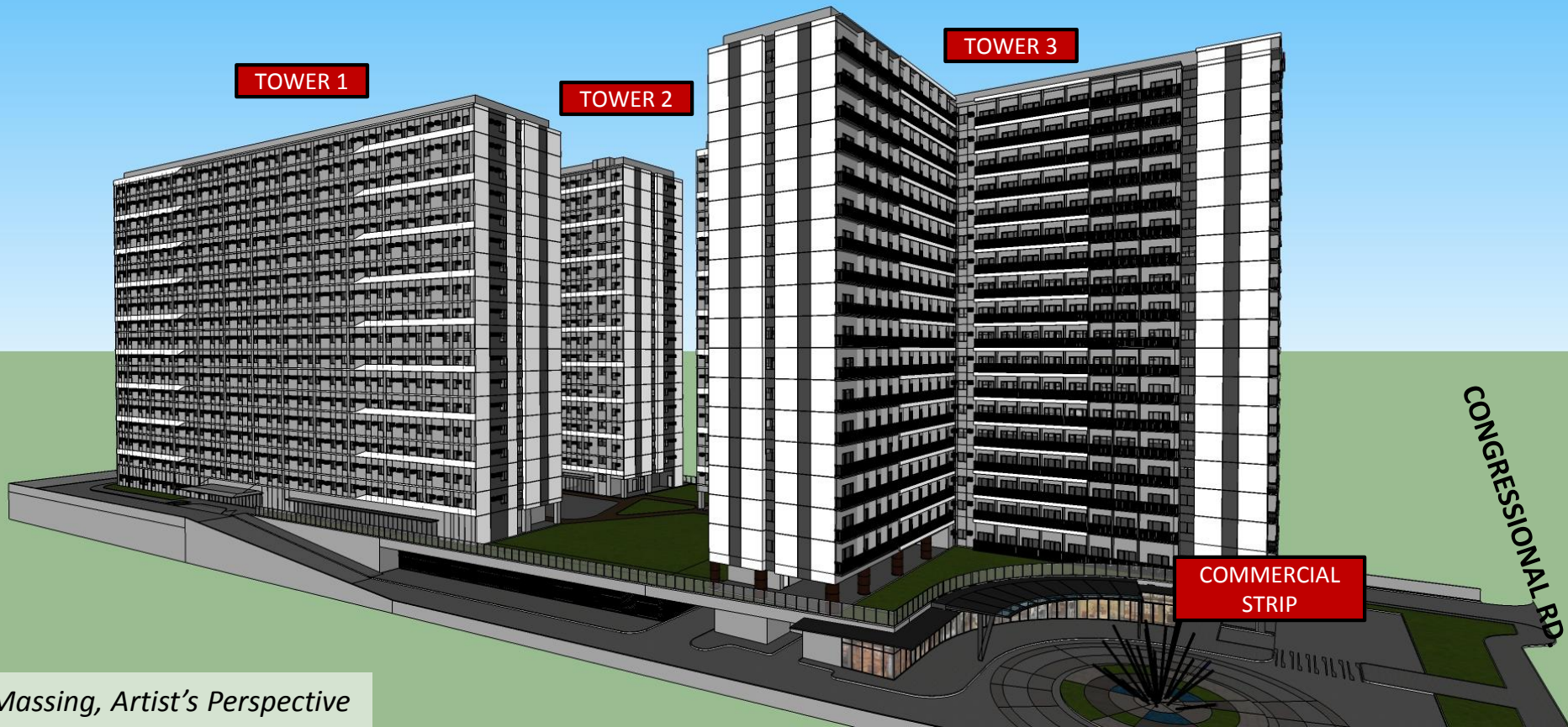
# Masterplan and Zoning

# Masterplan





# Masterplan



*Massing, Artist's Perspective*





# Tower Zoning



3F – 22F – Residential Units (no 4F, 13F, 14F)

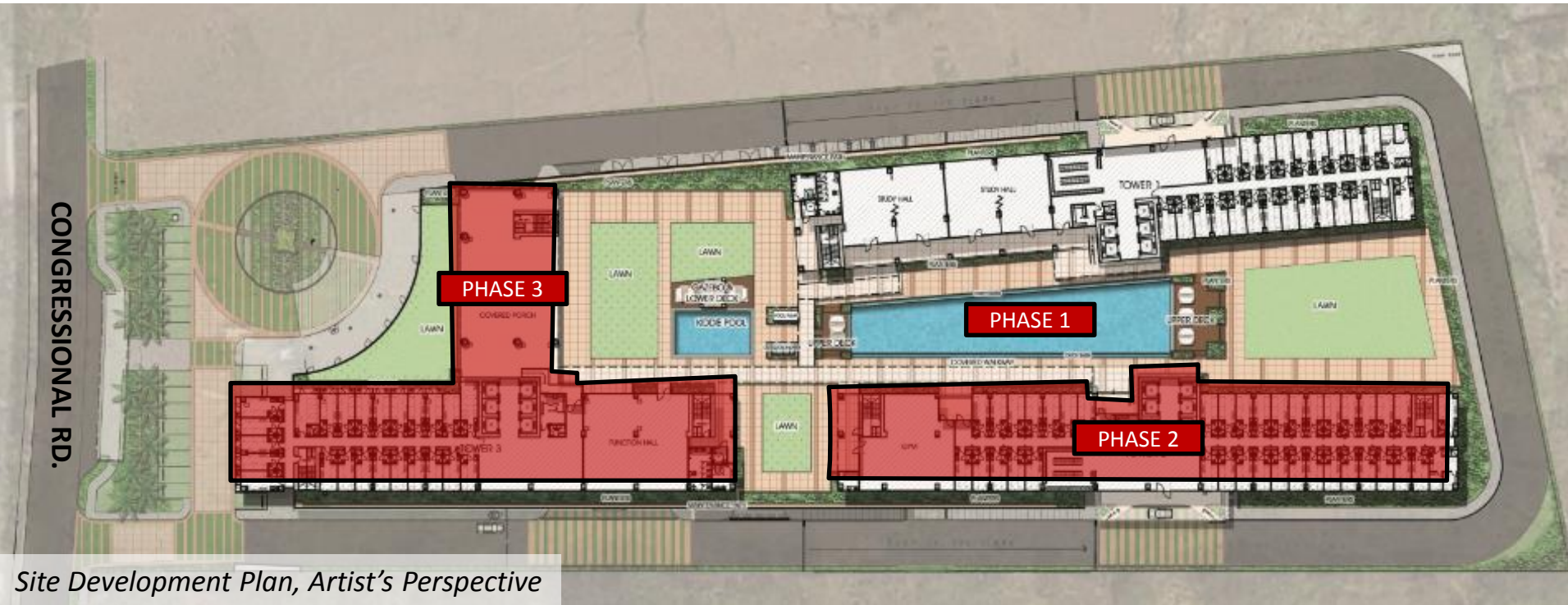
2F – Amenities and Residential Units

GF – Commercial strip, Comm/Resi Parking

B1 – Residential Parking

# Phasing and Amenities

# Phasing



Phase 1 – B1, Podium and Tower 1

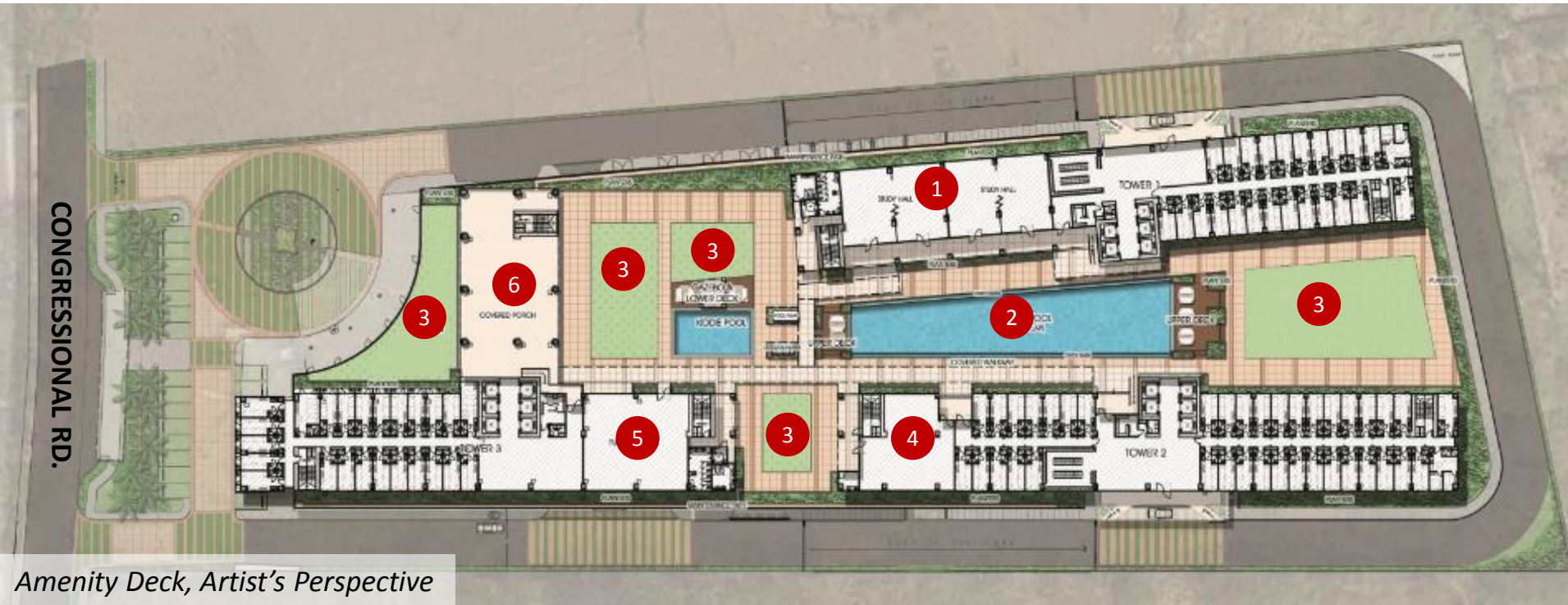
Phase 2 – Tower 2 (including Gym)

Phase 3 – Tower 3 (including Function Room and Covered Porch)





# Project Amenities



1 – Study Areas (Phase I)

2 – Swimming Pool (Phase I)

3 – Multi-purpose lawns (Phase I)

4 – Gym (Phase 2)

5 – Function Room (Phase 3)

6 – Covered Porch/Lounge (Phase 3)





# Tower 1 Lobby (Phase I)



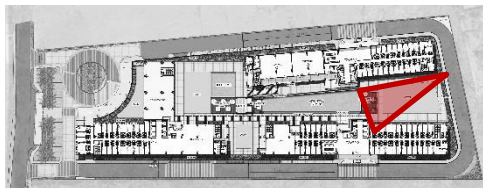
*Tower 1 Lobby, Artist's Perspective*



# Swimming Pool (Phase I)



*Swimming Pool, Artist's Perspective*

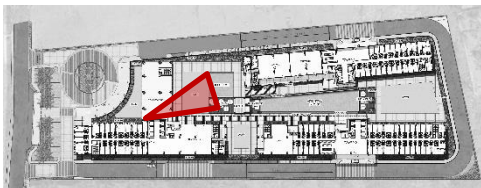




# Swimming Pool (Phase I)



*Swimming Pool, Artist's Perspective*



# Wi-Fi Ready Study Area (Phase I)



*Study Area, Artist's Perspective*





# Gym (Phase 2)

Green 2  
RESIDENCES  
DASMARINAS, CAVITE



*Gym, Artist's Perspective*



# Function Room (Phase 3)



*Function Room, Artist's Perspective*





# Covered Porch (Phase 3)



*Covered Porch, Artist's Perspective*



# Project Details



# Tower 1 Project Details



Land Area	16,174 sq.m
No. of Floors	19 storeys (excluding B1)
No. of Units	1,057
No. of Parking	±487 (to be shared by all towers)
Retail	Ground Floor
Amenity Floor	2 <sup>nd</sup> Floor (shared by all towers)
Turnover	Starting Oct. 31, 2021 (Tower 1)

*Tower 3, Artist's Perspective*

# Tower 1 Inventory Details



Type	Size Range (sq.m)	Mix
Studio	±18.98 – ±19.32	971 [92%]
Studio End Unit	±22.60	35 [3%]
2 BR	±33.97	16 [2%]
2 BR End Unit	±31.57	35 [3%]
<b>Total</b>	<b>±19.76 (ave)</b>	<b>1,057 [100%]</b>

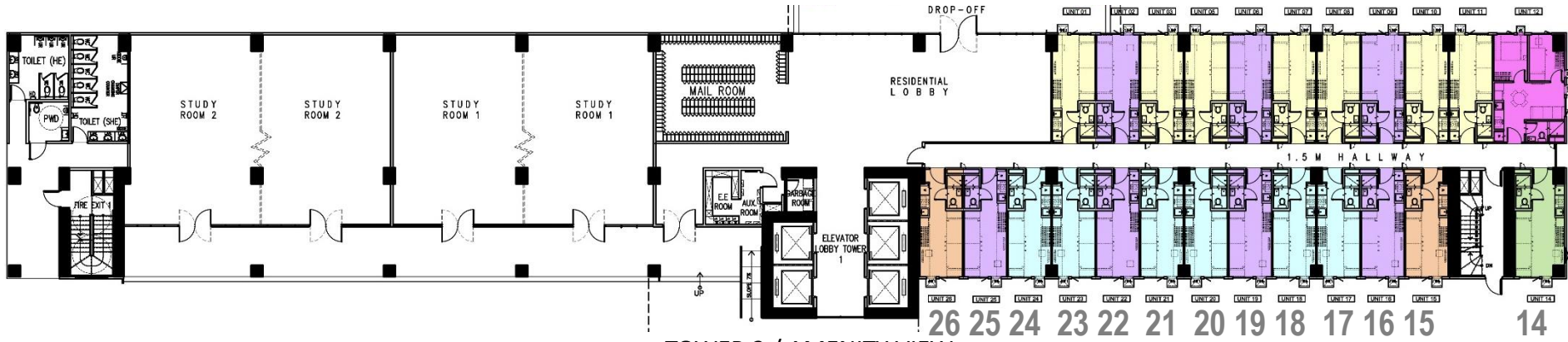
*Tower 3, Artist's Perspective*

# Floor Plans and Unit Layouts

# Tower 1 (2<sup>nd</sup> Floor Plan)

EAST FACING

01 02 03 05 06 07 08 09 10 11 12



TOWER 2 / AMENITY VIEW

	Unit Type	Area (sqm)	Units per Floor
	Studio Unit	18.98 – 19.32	22
	Studio End Unit	22.60	1
	2 BR Unit	33.97	-
	2 BR End Unit	31.57	1
	<b>Total</b>		<b>24</b>





# Tower 1 (3<sup>rd</sup> – 21<sup>st</sup> Floors)

EAST FACING

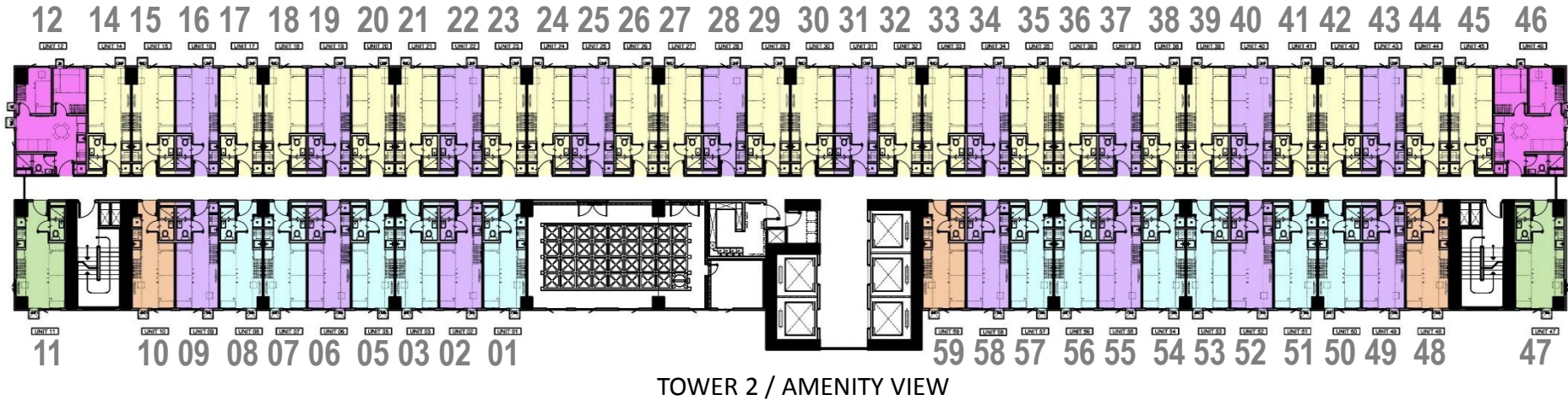


	Unit Type	Area (sqm)	Units per Floor
	Studio Unit	18.98 – 19.32	56
	Studio End Unit	22.60	2
	2 BR Unit	33.97	1
	2 BR End Unit	31.57	2
	<b>Total</b>		<b>61</b>







# Tower 1 (22<sup>nd</sup> Floor Plan)

EAST FACING

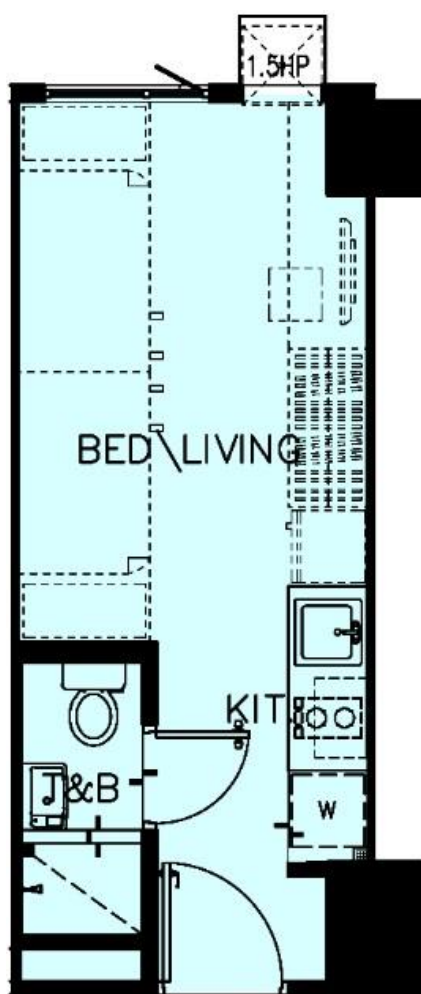


TOWER 2 / AMENITY VIEW

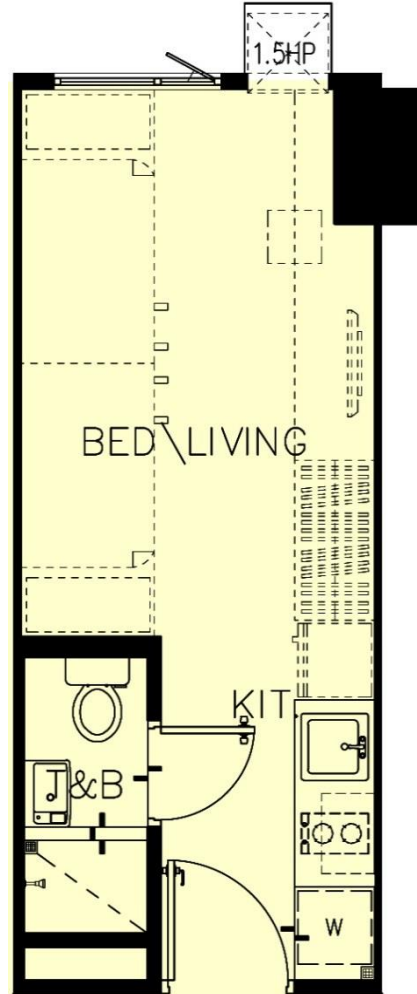
	Unit Type	Area (sqm)	Units per Floor
	Studio Unit	18.98 – 19.32	53
	Studio End Unit	22.60	2
	2 BR Unit	33.97	-
	2 BR End Unit	31.57	2
	<b>Total</b>		<b>57</b>



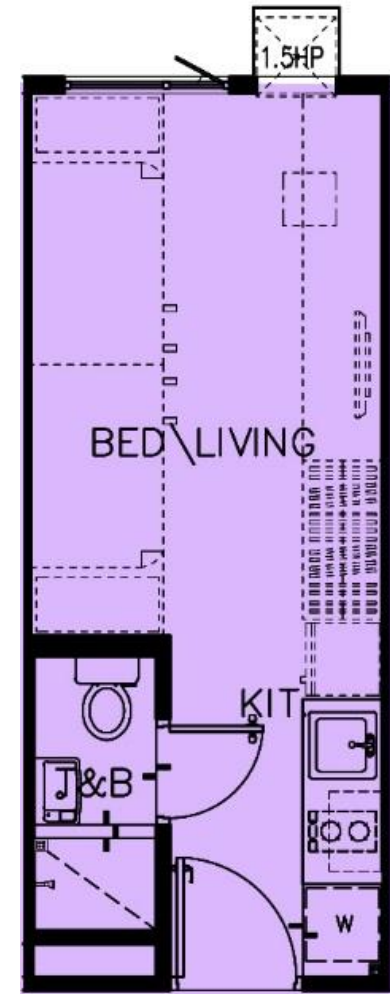
# Studio Unit (Approx. ±18.98 sqm)



Double column

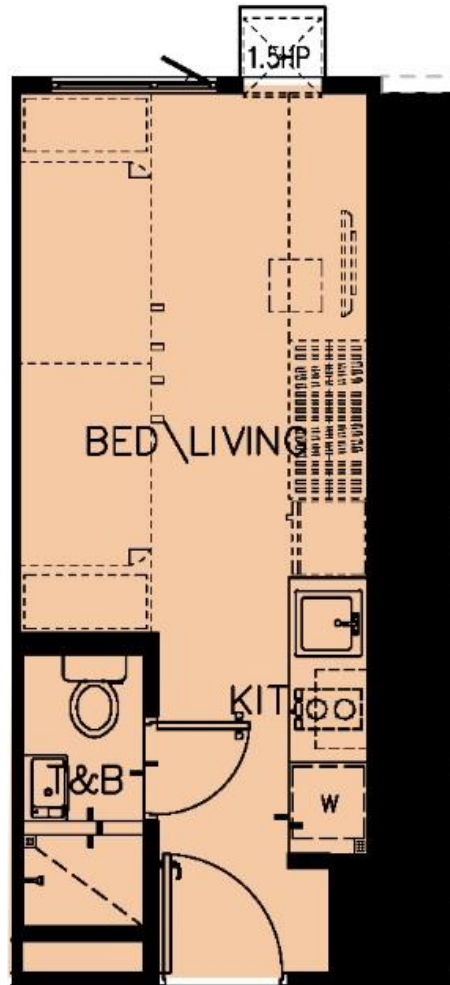


Single column



No column

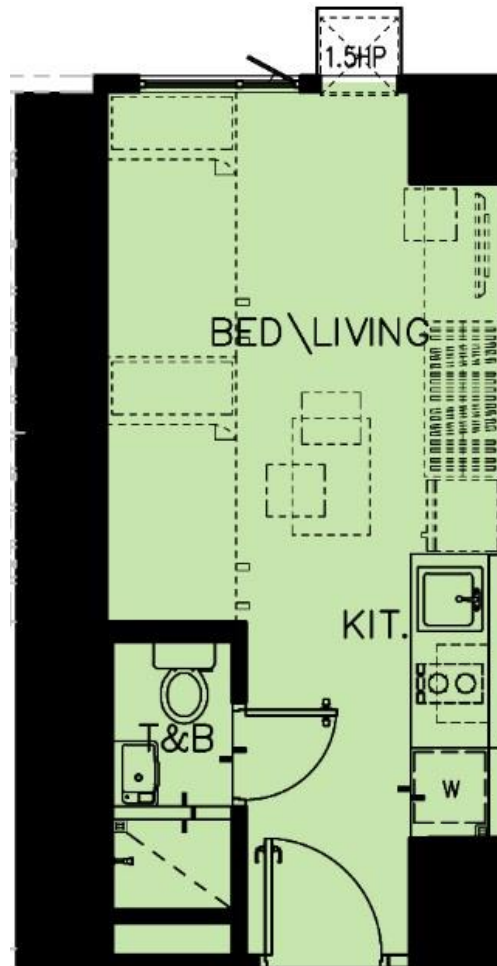
# Studio Unit (Approx. ±19.32 sqm)



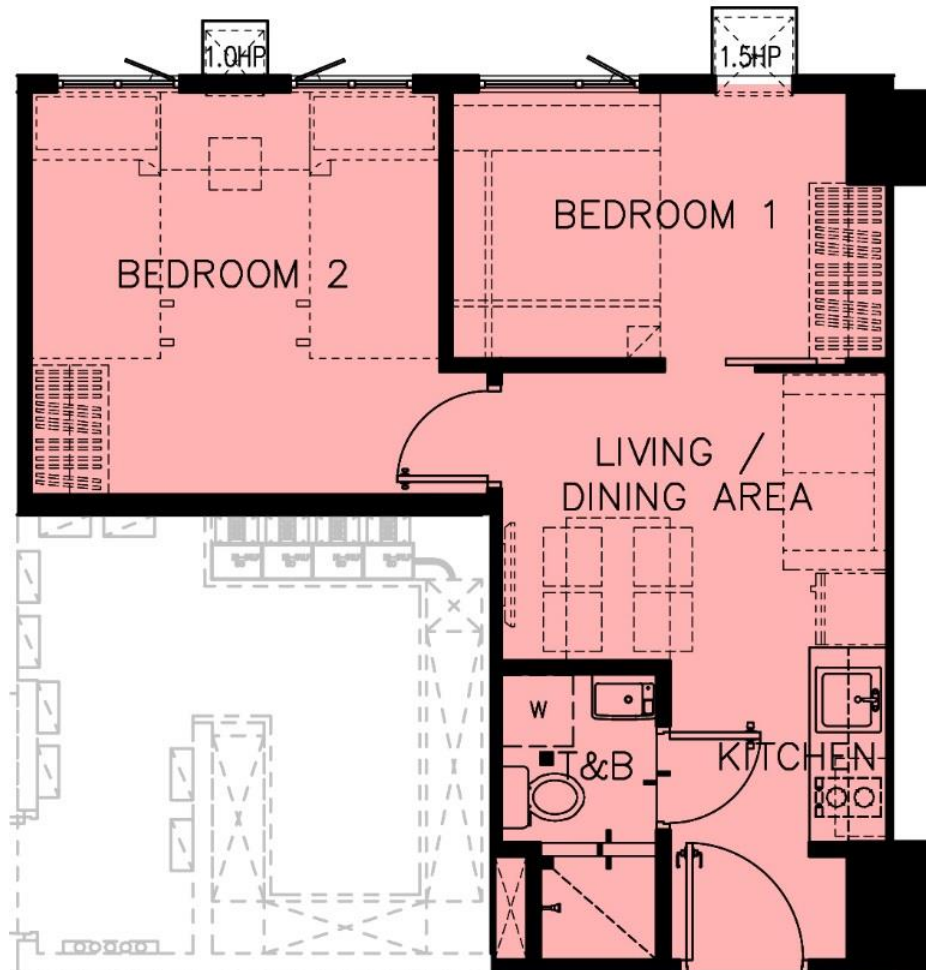
Beside Fire Exit / Elevator



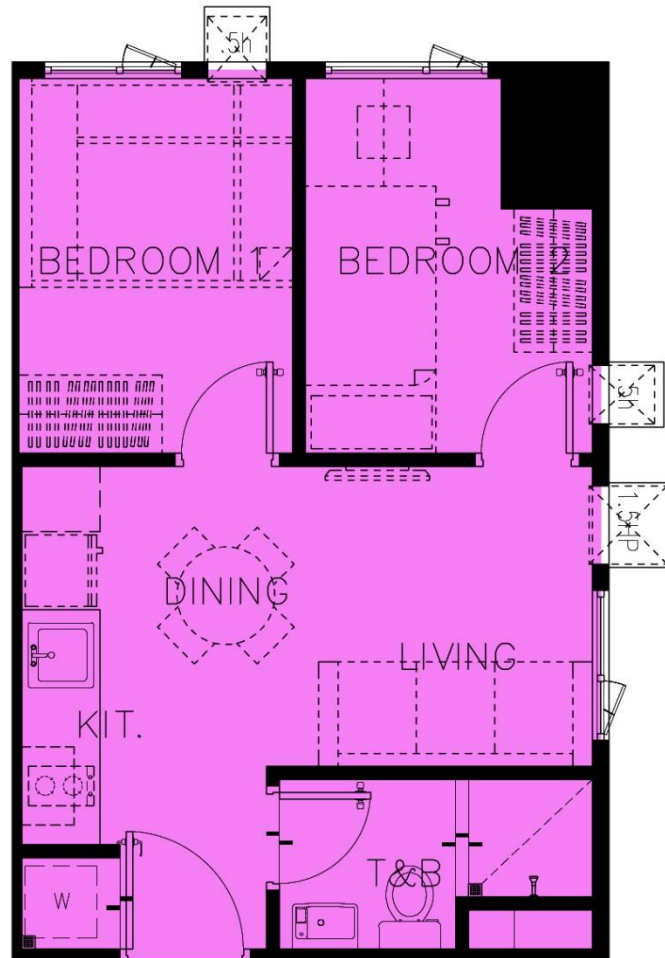
# Studio End Unit (Approx. ±22.60 sqm)



# 2 Bedroom Unit (Approx. ±33.97 sqm)



# 2 Bedroom End Unit (Approx. ±31.57sqm)





# Building Features

# Project/Building Features



- 5 elevators (Tower 1)
- Centralized garbage room
- Mail Room
- Fire sprinkler System
- Automatic Fire Detection & Alarm System (FDAS)
- Stand-by back-up automatic generator system for common areas
- 2 Fire exits every residential floor

- Allocated emergency load for residential units in case of power outage
- Wi-Fi ready in Study Areas
- CCTV cameras in common areas
- 24 hour security and maintenance
- Centralized STP and cistern



# Unit Deliverables



# Standard Unit Deliverables

Floor tiles in all areas of the unit

Living room, dining room, kitchen, and bedroom/s with painted plain cement finish on interior wall

Toilet and bath with painted plain cement finish and tiles on walls  
(1.50m high tiles in shower area and one layer of tiles in toilet area)

Painted plain cement finish on ceilings of living room, dining room, and bedroom/s; gypsum board on ceilings for kitchen

Wiring devices (breaker, switch, outlets)

Aluminum-framed windows

Kitchen counter-top with under-the-counter cabinets

Water closet, lavatory, soap holder, tissue holder, shower head and faucet in the toilet & bath

Provision of tapping point for water heater in the shower area only

# Payment Terms

# Q3 2017 Payment Terms

PAYMENT SCHEME	PARTICULARS	DISCOUNT ON RESIDENTIAL UNITS
CASH *	100% spot cash in 30 days	10.0%
DEFERRED *	100% Payable in 48 months	2.0%
SPOT DP	10% spot / 90% in 47 months	2.0%
	20% spot / 80% in 47 months	4.0%
	50% spot / 50% in 47 months	5.0%
SPREAD DP	15% in 47 months / 85% through cash or bank	-
	20% in 47 months / 80% through cash or bank	-
EASY PAYMENT	10% spot / 10% in 46 months / 80% through cash or bank	0.5%
	20% spot / 10% in 46 months / 70% through cash or bank	1.0%

1. Reservation Fee for Residential Units: **₱25,000** (Parking not yet open for sale)
2. \*Cash and Deferred terms shall be subject to a retention amount of P50,000.00 due on the turnover month.  
For Deferred terms, computation shall be as follows:  
**= (100% TAP – Retention Amount) / 48 months**
3. Make checks payable to **VANCOUVER LANDS, INC.**
4. Effectivity date is from the launch of the project. To September 2017 Sales cut-off.



Thank you and Happy Selling! 😊