

 **AyalaLand**PREMIER



THE COURTYARDS

VERMOSA

I. The Vermosa Estate – A Refresher and Updates

II. The Courtyards – Construction Progress and the Newest Phase

III. Sales & Marketing

ESTATE ACCESS

Updates

Cavite – Laguna Expressway (CALAX)

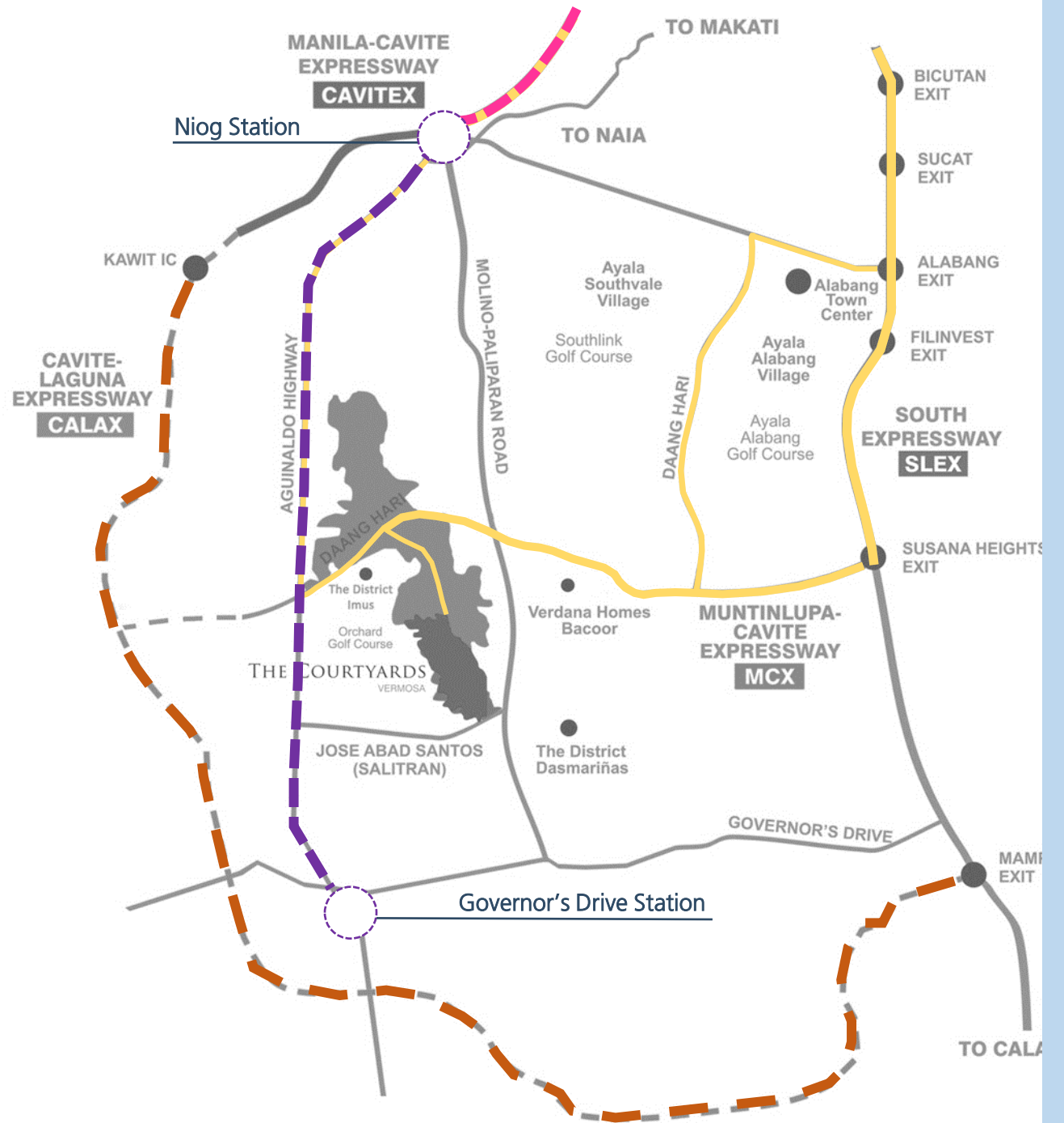
- A 45 km tolled expressway connecting CAVITEX in Kawit and SLEX in Mamlasan.
- To operate 10 exit points
- Target opening: Q3 2020
- First 10km (Mamlasan to St. Rosa-Tagaytay) to open July 2019

Light Rail Transit Line 1 Cavite Extension

- A 21 km extension line spanning from Redemptorist to Niog
- To operate 8 new stations
- Target opening: Q4 2021
- Began construction on May 7, 2019

Light Rail Transit Line 6

- a 23 km elevated railway spanning from Niog, Bacoar to Governor's Drive, Dasmariñas
- To operate 7 stations
- Target opening: TBD (delayed)



VERMOSA MASTERPLAN

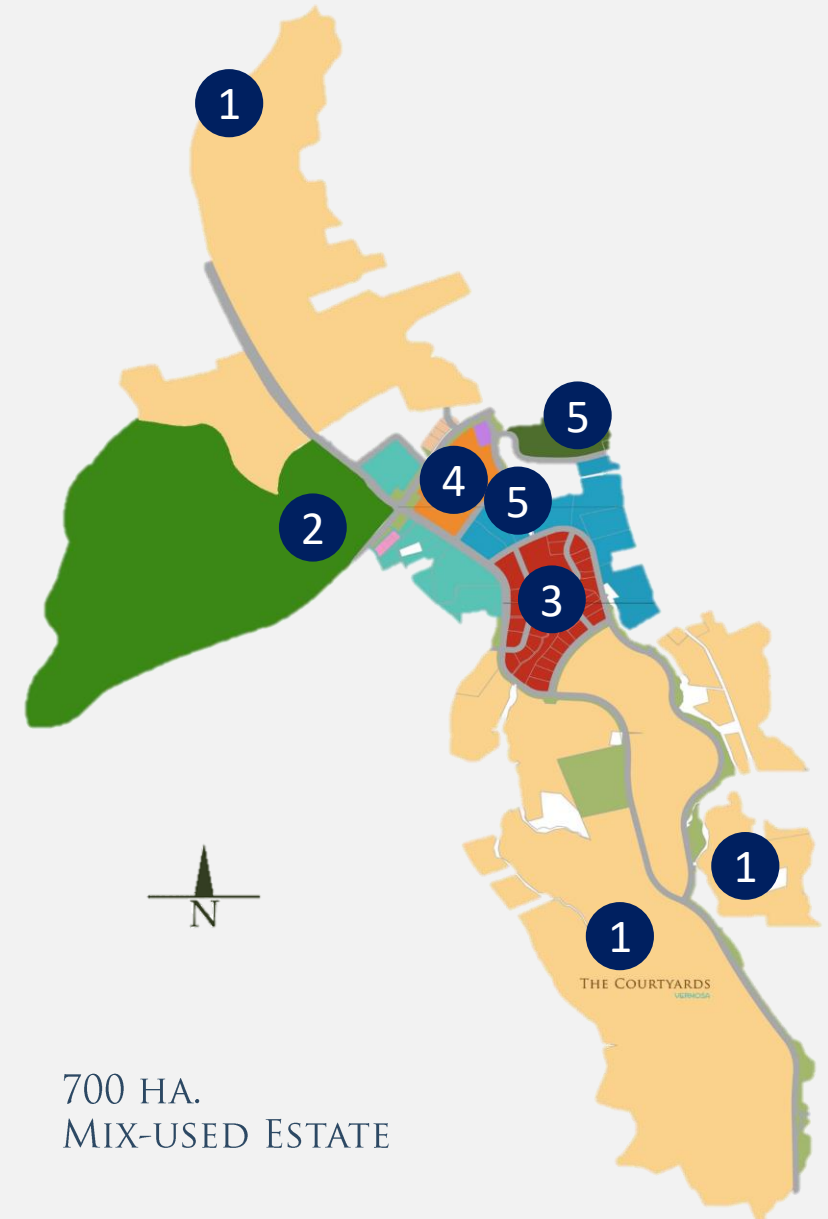
- 1 RESIDENTIAL AREAS
 - ALP Launched: 2014
 - ALVEO
 - Avida
 - AMAIA
- 2 CENTRAL BUSINESS DISTRICT
 - Phase 1 – Vermosa Midtown
 - Phase 2 – University Town
- 3 COMMERCIAL LOTS
 - Phase 1: Sold Out
 - Phase 2: with inventory
- 4 AYALA MALLS VERMOSA
 - Regional Mall
 - GLA: 65,000 sqm
 - Target Opening: Q4 2019
 - Anchors: Supermarket & Department Store

TRANSIENT RETAIL

 - Starbucks : April 30, 2019
 - McDonalds : June 2019
 - Petron : TBC
- 5 DE LA SALLE VERMOSA CAMPUS
 - Senior Highschool Campus
 - Opened 2015

CHURCH

 - Target Opening: 2020



700 HA.
MIX-USED ESTATE

ACTIVE SUBURBAN LIVING IN VERMOSA





FINA-standard Olympic size swimming pool



IAAF standard 400m track oval

Contact Information:

Vermosa, Daang Hari Road cor.
Vermosa Blvd., Imus, 4103 Cavite,
Philippines

Vermosa Sports Hub
Champions Loop, Vermosa
Daang Hari Road, Imus, 4103 Cavite
Philippines
+63917.507.5632
reservations@vermosasportshub.com



<https://vermosa.ph/vermosa-sports-hub>



AYALA MALLS VERMOSA

Target Launch:
Q4 2019

Projected Daily
Traffic: **100,000**

Anchors:
Supermarket &
Department Store



DE LA SALLE ZOBEL VERMOSA CAMPUS

Projected 4,500
students by 2023

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THE COURTYARDS

VERMOSA

PHASE 2

Construction Updates

Development of The Courtyards Vermosa Phase 2 has been completed. In preparation for turnover, final testing and commissioning of utility connections, as well as initial quality control are ongoing.



PHASE 3A

Construction Updates

One year since construction on The Courtyards Vermosa Phase 3A started, major earthworks, including block development, have since been completed. Current works include provision of network connections for drainage, auxiliary, and electrical systems.



AMENITY CORE

Construction Updates

Installation of architectural finishes for all four buildings of The Courtyards Vermosa Amenity Core is ongoing. Grading and excavation works for its swimming pools and surrounding tree grove have also commenced.



TARGET COMPLETION:
Q4 2019

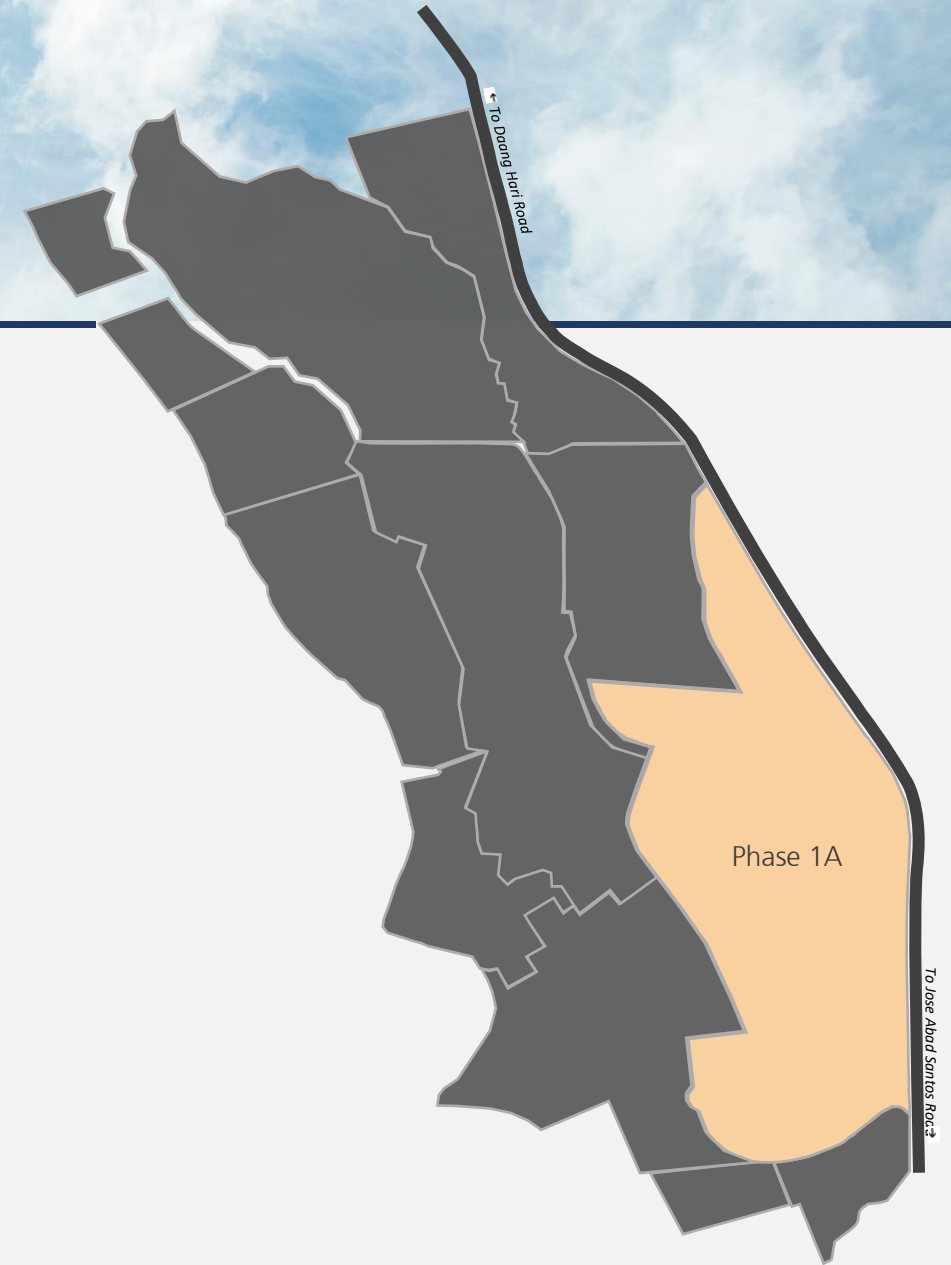


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Phase 1A

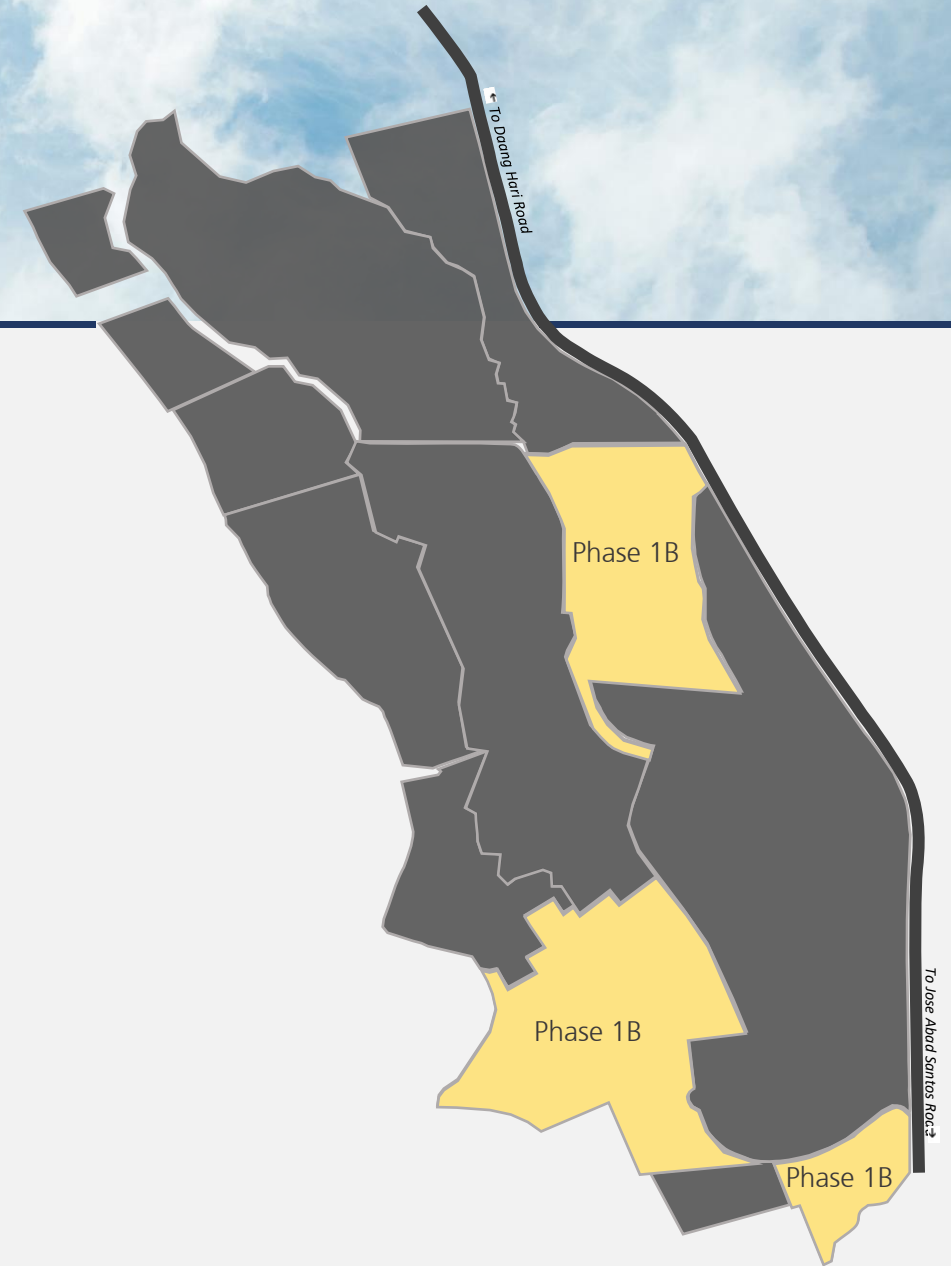
Launch Date	June 2014
Ave. Launch Price	24,219 per sqm
Current Ave. Price	36,280 per sqm
Turnover Date	Q4 2016
Number of Lots	239 lots
Lot Size Range	470 – 1,947 sqm
Average Lot Size	696 sqm
Lot Density	7 lots per ha
Lot Classifications	Lot Count
Courtyard	134
Parklane	25
Courtyard Park	44
Courtyard Park Premier	32
Courtyard Park Estate	4



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Phase 1B

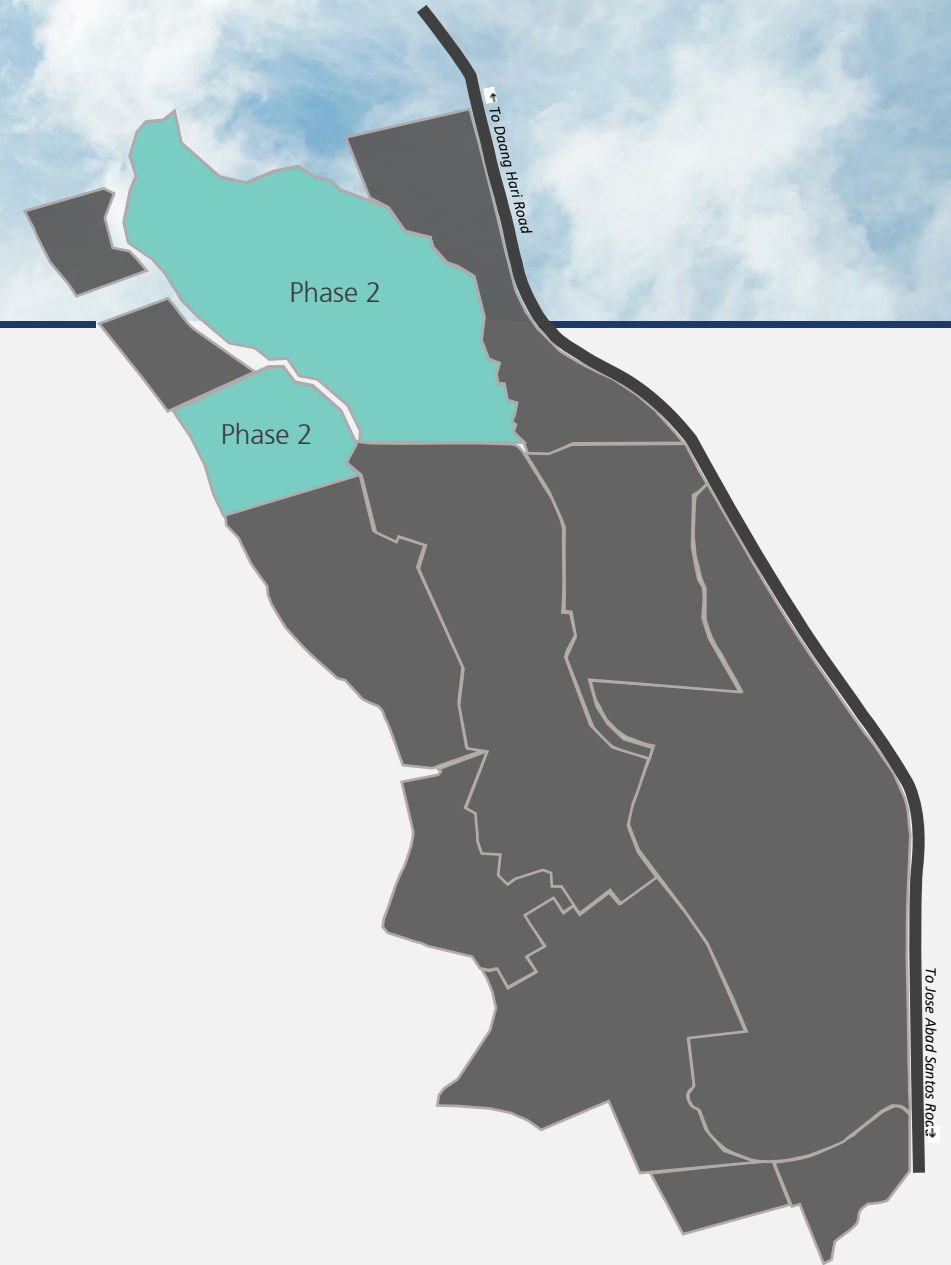
Launch Date	November 2014
Ave. Launch Price	29,795 per sqm
Current Ave. Price	38,094 per sqm
Turnover Date	Q1 2017
Number of Lots	184 lots
Lot Size Range	504 – 1,471 sqm
Average Lot Size	725 sqm
Lot Density	7 lots per ha
Lot Classifications	Lot Count
Courtyard	71
Parklane	17
Courtyard Park	53
Courtyard Park Premier	43



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Phase 2

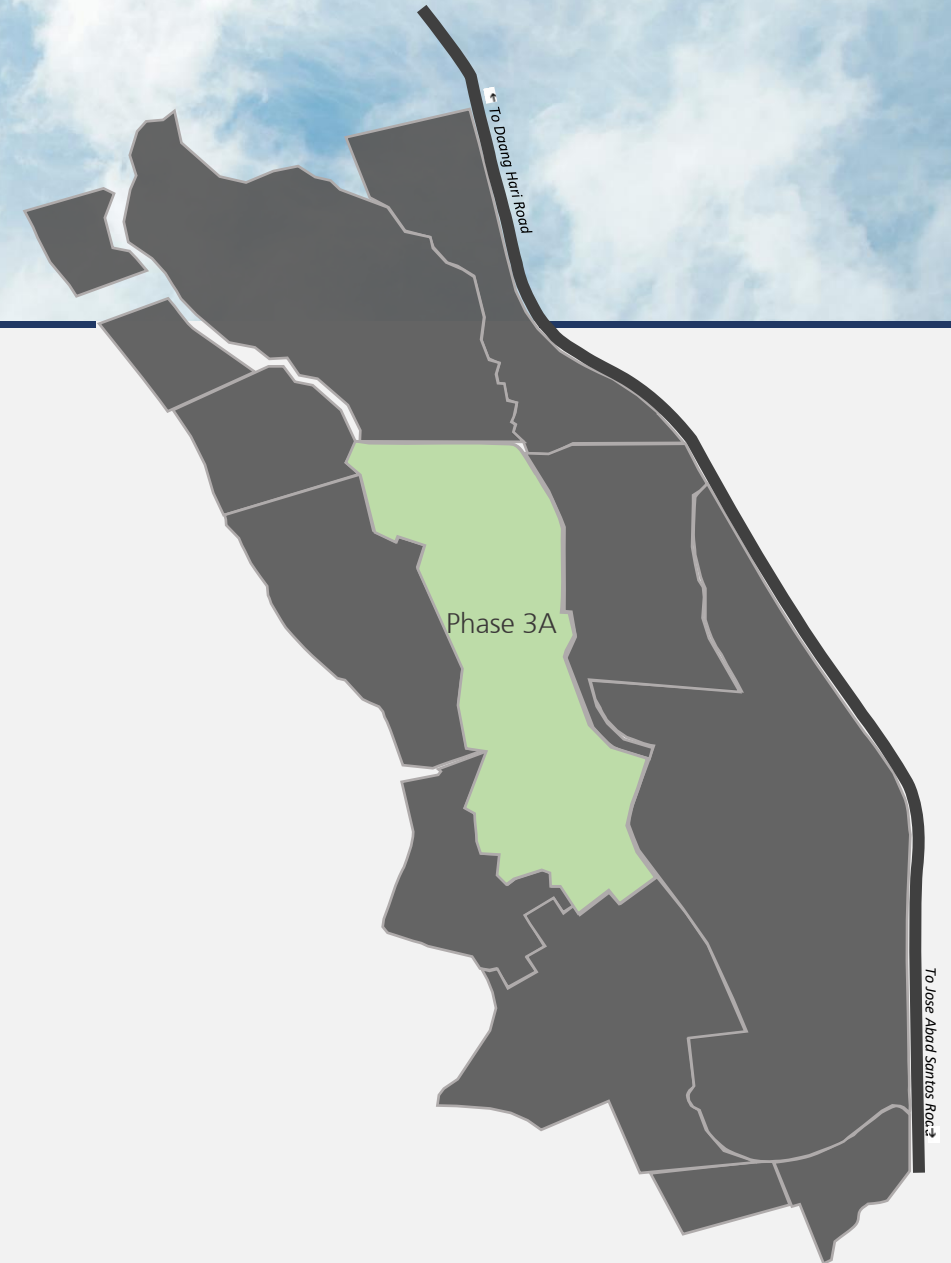
Launch Date	October 2016
Ave. Launch Price	31,573 per sqm
Current Ave. Price	36,063 per sqm
Turnover Date	Q2 2019
Number of Lots	192 lots
Lot Size Range	486 – 1,356 sqm
Average Lot Size	675 sqm
Lot Density	8 lots per ha
Lot Classifications	Lot Count
Courtyard	107
Parklane	15
Courtyard Park	46
Courtyard Park Premier	24



THE COURTYARDS

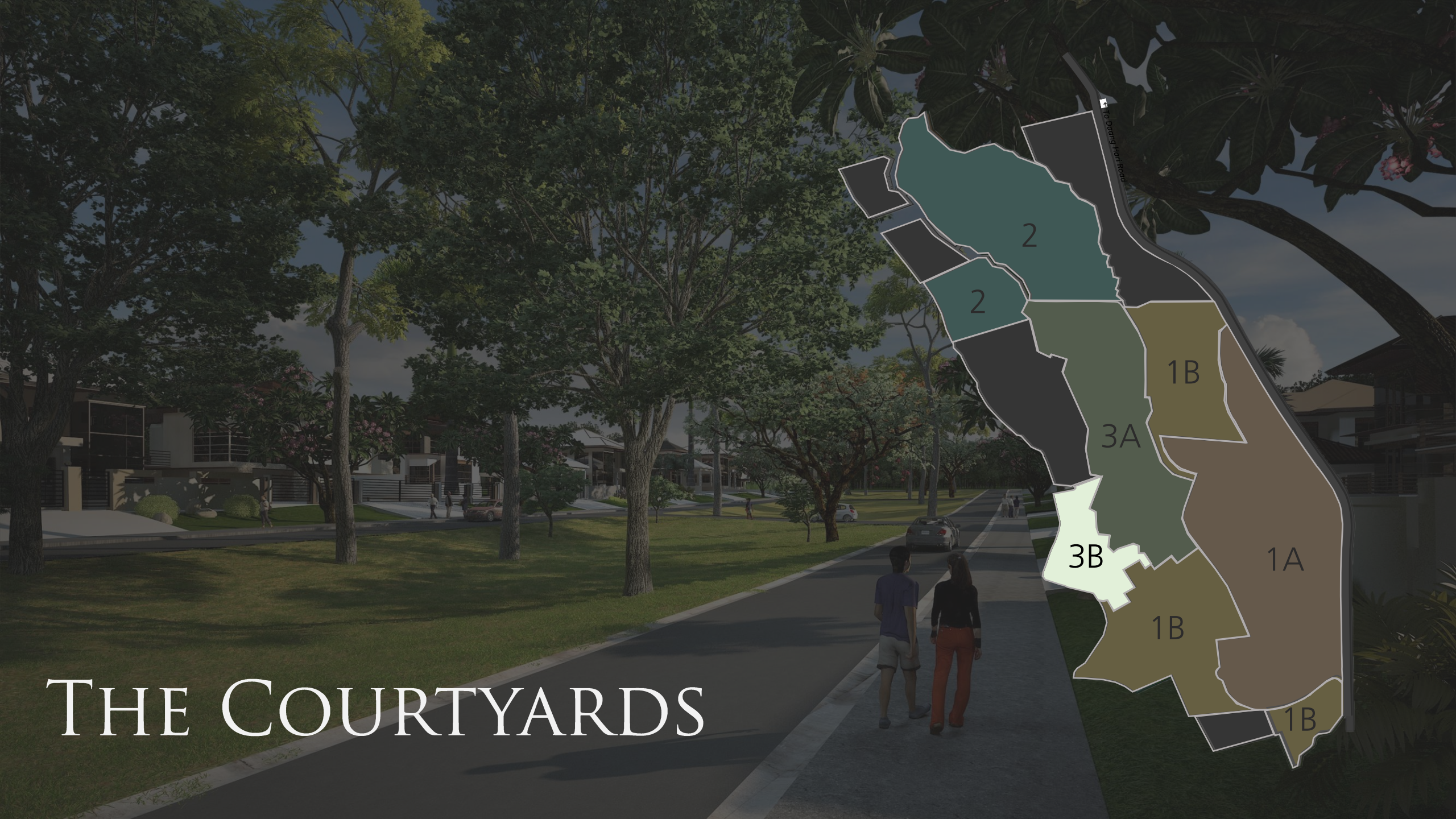
Phase 3A

Launch Date	February 2018
Ave. Launch Price	37, 951 per sqm
Current Ave. Price	41,308 per sqm
Turnover Date	Q2 2021
Number of Lots	150 lots
Lot Size Range	588 – 970 sqm
Average Lot Size	703 sqm
Lot Density	8 lots per ha
Lot Classifications	Lot Count
Courtyard Park	106
Courtyard Park Premier	44





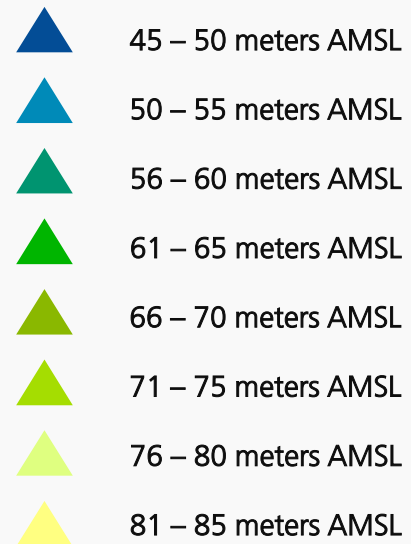
THE COURTYARDS



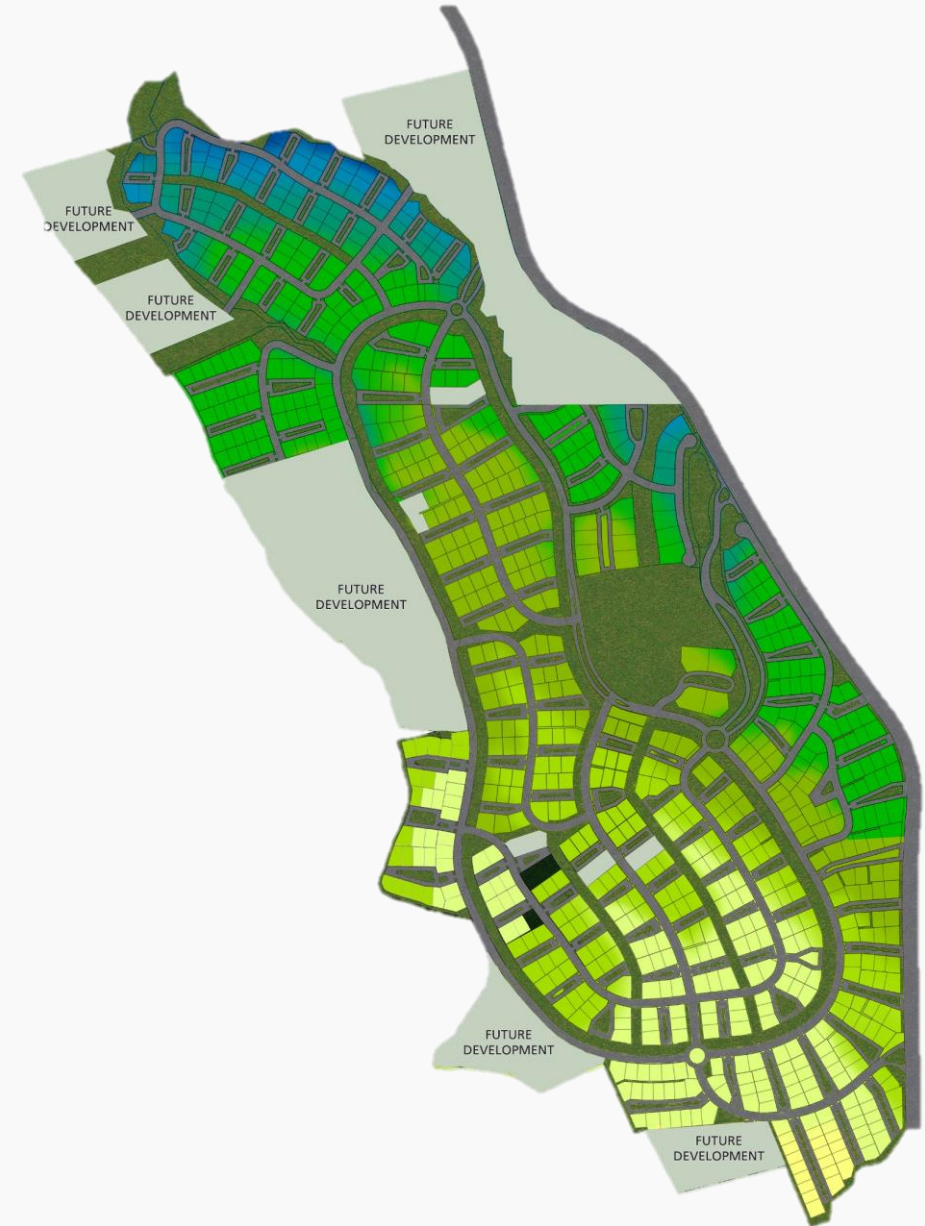
THE COURTYARDS

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Elevation Map



AMSL – above mean sea level



THE COURTYARDS

Activity Nodes

8 Activity nodes with combinations of various activities per node type are laid around the main green loop.

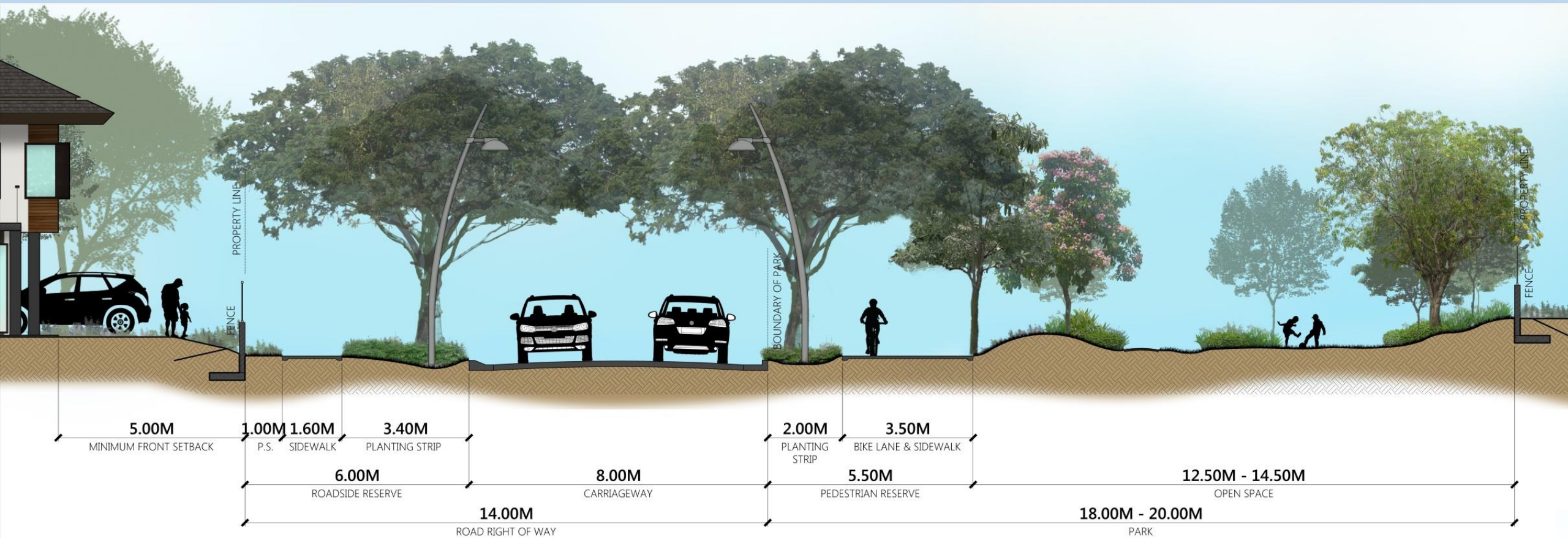
Distributing the activities in clusters instead of concentrating all activities at the main amenity core.

- **Node 1:** Dog Park
Bike Path
Fitness Station
- **Node 2:** Bike Path
Active Field
Putting Green
- **Node 3:** Kid's Play Zone
Maze





Node 2: Artist's Rendering



GREEN LOOP ROAD

Phase 3B



PHASE 3B LOT CLASSIFICATION

Classification	Description	Lot Count	Size Range
Courtyard	Lots facing a Courtyard	23	477 - 856 sqm
Parklane	Lots along the main road, facing the Greenway	10	650 - 770 sqm
Courtyard Park	Courtyard lots connected to the Greenway	3	569 - 600 sqm
Courtyard Park Premier	Courtyard Park directly adjacent to Greenway	4	672 - 865 sqm
		43	



A digital rendering of a modern residential street at dusk. The scene features a wide, dark asphalt road flanked by light-colored concrete sidewalks. On the left, a two-story modern house with large glass windows and a balcony is visible, with interior lights glowing. A grassy area with several trees and a few people walking is in front of the house. On the right, another modern house with a balcony is partially visible, with two people standing on it. A silver car is parked on the right side of the road. The sky is a mix of deep blue and purple, suggesting sunset or sunrise. The word "PRICING" is overlaid in the center of the image in a white, serif font.

PRICING

PRICING PER CLASSIFICATION



PHASE 3B PRICING

Classification	MIN	MAX	MIN	MAX
Courtyard	31,800	32,800	15M	27M
Parklane	34,300	35,300	23M	27M
Courtyard Park	39,800	40,800	22M	23M
Courtyard Park Premier	42,800	42,800	28M	37M



PHASE 3B PAYMENT TERMS

Cash 30 @ 6% discount

Cash 60 @ 5% discount

20-80 Bank Scheme @ 5% discount

50-50(24) @ 2% discount

10-15(16)-75

10-65(34)-25

10-80(25)-10



VALUE APPRECIATION

Ayala Land Residences

THE COURTYARDS VERMOSA



Units Sold	615 units
Launch Price (2016)	P25,000/sqm
Latest Selling Price	P42,000/sqm

▲ 68%

ARDIA VERMOSA



Units Sold	353 units
Launch Price (2016)	P28,000/sqm
Latest Selling Price	P38,000/sqm

▲ 36%

Avida Verra Settings VERMOSA



Units Sold	136 units as of March 2019
Launch Price (2016)	P34,000/sqm
Latest Selling Price	P38,250/sqm

▲ 12%

Amaia SERIES VERMOSA



Units Sold	21 units/month
Launch Price (2016)	P4.7 million
Latest Selling Price	P4.9 million

▲ 4%

OTHER NEARBY DEVELOPMENTS



Developer	Vista Land
Project Name	Portofino Heights
Launch Date	2002
Location	Imus, Cavite
Average lot size	297 sqm
Average price	127K per sqm
Average TCP	38M



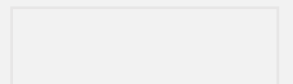
Developer	Vista Land
Project Name	Amore
Launch Date	2006
Location	Las Piñas
Average lot size	260 sqm
Average price	113K per sqm
Average TCP	29M



Developer	Mega World
Project Name	Alabang West
Launch Date	2014
Location	Las Pinas
Average lot size	408 sqm
Average price	70K per sqm
Average TCP	28M



Developer	Filinvest Land
Project Name	The Enclave
Launch Date	2015
Location	Almanza, Las Piñas
Average lot size	450 sqm
Average price	65K per sqm
Average TCP	29M



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PROJECT SALES: SELLING MECHANICS

PREMIER CIRCLE

Qualifications

For accounts with purely

ALP Luzon accounts

- P50M purchase value
- 5 ALP lots or units
- Within 24 months

For accounts with

ALP Vis-Min accounts

- P25M purchase value
- Total of 3 ALP lots or units
- Must have 2 Vis-Min lots or units
- Within 24 months

Special cases:

- P75M purchase value
- 4 ALP lots or units
- ALP reserves the right to elevate clients to Premier Circle

Purchase value must excludes Shares, Commercial lots, Industrial lots, Parking slots

BULK / CASH / REPEAT

Qualifications

Bulk Buyer

- 2 lots and above

Cash Buyer

- Cash 30
- Cash 60
- Cash 90
- 50-50(11)
- Any one-year term

Repeat Buyer

- Purchased directly from ALP in the last 10 years

FIRST TIME BUYER

Qualifications

- Referrals from existing ALP clients
- Clients upgrading their property portfolio

E-LOI SCHEDULE

	START	END	PRE-QUALIFICATION DOCUMENTS	SELECTION
PREMIER CIRCLE	24 June 2019 9:00 AM	26 June 2019 2:00 PM	27 June 2019 5:00 PM	28 June 2019 2:00 PM
BULK		26 June 2019 2:00 PM	27 June 2019 5:00 PM	28 June 2019 2:00 PM
CASH/ REPEAT BUYER		26 June 2019 2:00 PM	27 June 2019 5:00 PM	28 June 2019 2:00 PM
FIRST TIME BUYER		27 June 2019 2:00 PM	28 June 2019 5:00 PM	1 July 2019

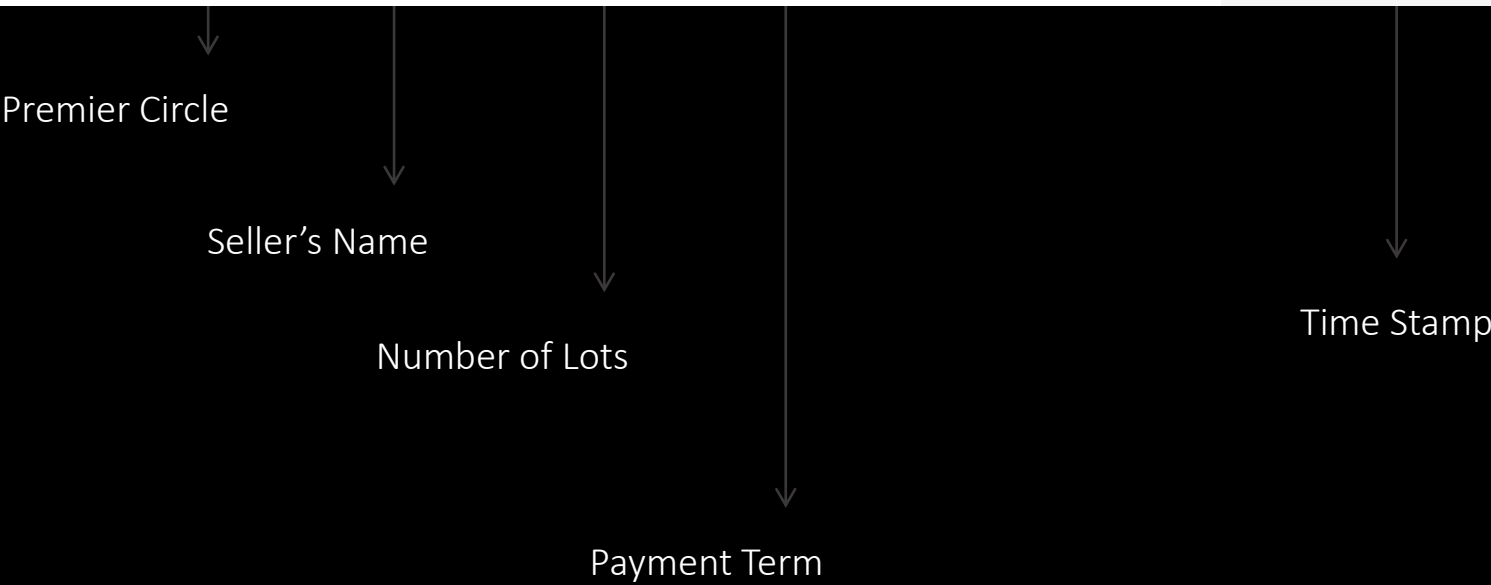
PLEASE EDIT BASED ON THE
NEW DATES

E-LOI FORMAT

SUBJECT: <Priority Level>,<seller's name>, <# lots to buy>, <Payment Scheme>
BODY: Lot choice/s with client's check number/s

📧 Date: Today

📧 ALI – ALP Galang, Bem S. Premier Circle, Bem Galang, 3 lots, Cash 30 Wed 6/7/2019 9:01 AM



E-LOI SCHEDULE

Sellers may begin sending e-LOIs to:

thecourtyards@ayalaland.com.ph

July 5, 2019 (Friday)

9:00 AM

Any E-LOI received before 9:00AM will be invalid.

PRE-QUALIFICATION STAGE

Once the e-LOI has been submitted, sellers must pass the pre-qualification stage to certify the validity of the e-LOI.

REQUIREMENTS	PERSON RESPONSIBLE	DEADLINE
Completely accomplished and signed RA Signed check/s P3/Repeat Buyer Form	Nelia Paguia ALSI	June 27, 2019 Premier Circle
	Beng Fausto ALISI	June 27, 2019 Bulk, Cash & Repeat
	Precy Estoesta Brokers	June 28, 2019 First Time Buyers

Signatures on both the check and RA should match. RA may not indicate the exact lot number.
Deadline of submission for the following requirements must be submitted on or before 5:00 PM.

PLEASE EDIT BASED ON THE
NEW DATES

ORDER OF PRIORITY

Order of priority to be given as follows:

1. Volume

- 1st priority will be given to the clients who reserve three or more lots.
- Bulk buyers may reserve and assign units under a different name. However, certain documents will be required upon submission of the pre-qualification requirements.

2. Time Stamp

- For clients buying the same number of lots, the time stamp on the e-LOI will determine their priority

REQUIRED DOCUMENTS

Name of:	Requirement:
Spouse	Marriage Certificate (Certified True Copy)
Parents & Children	Birth Certificate (certified true copy)
Siblings	Birth Certificate (certified true copy)
Illegitimate children	Birth certificate with the buyer's name on it (certified true copy)
Corporations where the buyer is majority owner	Corporate documents

E-LOI REMINDERS

- All clients are allowed to purchase as many lots as they wish.
- Reservation fee: Php200,000 per lot.
e.g. Mr. Gelito will purchase 5 lots – 5 checks amounting to Php200,000 each must be provided
- For every e-LOI sent, an auto reply will be sent back to the sellers to confirm the receipt of the e-LOI.
- In case of any conflict between the auto reply and Ayala Land Premier's record, ALP's record will prevail.
- In the event that we receive repeat e-LOIs (i.e the same sender, the same check #) then the earliest e-LOI will be honored. The repeat e-LOI/s will be removed from the list.
- Sellers with overseas-based buyers may submit e-LOIs without check numbers but proof of overseas residency will be required upon submission of pre-qualification requirements.

GENERAL REMINDERS

- At reservation, the “no refund” policy will be implemented. Moving deposits from one or more reserved lots to another lot after a reservation has been backed-out can be accommodated, but the client goes back of the line after all the appointments have been served.
- All checks need to be made payable to **AYALA LAND, INC.**
- Unforeseen events will be handled on a case-to-case basis.
- Cash reservations will not be accepted
- In each case, the principles of volume, time stamp, validation and transparency will be applied to the decision.

SITE MANAGERS



RICHARD MENDOZA

(0917) 160 0978

mendoza.richard@
ayalaland.com.ph



KEL BAUTISTA

(0917) 551 0676

bautista.kel@
ayalaland.com.ph

SITE VISITS

For security reasons, please send the following details to Richard Mendoza, one day before the site visit.

Seller Name:

Client Name:

Vehicle Plate No:

Date of tripping:

Time of tripping:

Seller must present their company ID upon entry.

PROJECT MARKETING: SELLING MATERIALS



THE COURTYARDS

VERMOSA

 **AyalaLand** PREMIER