

#### INSTITUTIONAL INVESTORS' PRESENTATION

09 May 2019 | ArthaLand Century Pacific Tower

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Details of the Offer can be found in the preliminary Prospectus and Offer Supplement uploaded on the Company's website at https://www.arthaland.com.ph/investor-relations/other-disclosures. The preliminary Prospectus and Offer Supplement also contain the information required to be stated in any notice, circular, advertisement, letter or other forms of communication that will be published or transmitted to any person after a registration statement has been filed under Rule 8.3.1 of the 2015 Implementing Rules and Regulations of the Securities Regulation Code of the Philippines.

By receiving a copy of this document, you understand that the final Prospectus, which will be filed after the review of the Securities and Exchange Commission of the Philippines (SEC) and for the issuance by the SEC of the permit to sell, will be the only approved selling document for the offer.

A REGISTRATION STATEMENT RELATING TO THESE SECURITIES HAS BEEN RENDERED EFFECTIVE PURSUANT TO MSRD ORDER NO. 36 (SERIES OF 2016) DATED 22 NOVEMBER 2016. HOWEVER, THIS TRANCHE OF THE SECURITIES MAY NOT BE SOLD NOR OFFERS TO BUY THE SAME ACCEPTED PRIOR TO THE TIME THE SEC ISSUES THE CERTIFICATE OF PERMIT TO OFFER SECURITIES FOR SALE. THIS COMMUNICATION SHALL NOT CONSTITUTE AN OFFER TO SELL OR BE CONSIDERED A SOLICITATION OF AN OFFER TO BUY.

THE SECURITIES AND EXCHANGE COMMISSION HAS NOT APPROVED THESE SECURITIES OR DETERMINED IF THIS OFFER SUPPLEMENT IS ACCURATE OR COMPLETE. ANY REPRESENTATION TO THE CONTRARY IS A CRIMINAL OFFENSE AND SHOULD BE REPORTED IMMEDIATELY TO THE SECURITIES AND EXCHANGE COMMISSION.

# AGENDA

**OUR COMPANY** 

**OUR PROJECTS** 

FINANCIAL HIGHLIGHTS

THE OFFER









# is the foremost GREEN DEVELOPER in the Philippines

Recognized by both local and global organizations for its superior design, high quality, focus on sustainability, and innovation.



# VISION

We will be the preferred property
Company for sustainable developments,
ensuring that the future will be better
for our customers because of
how we do things today.

# MISSION

We will continue to be a world-class and pioneering property company.

We build boutique, sustainable, and exceptional developments that will provide a wealth of life at home, at work, in the community and in our country.

#### **MAJOR SHAREHOLDERS**



Century Pacific Group (CPG)
Holdings, Inc. is the investment
vehicle of the Po Family and is
an affiliate of Century Pacific
Food, Inc.



American Orient (AO) Capital Holdings 1, Inc. is an investment company, whollyowned by Jaime C. González

Established for over 40 years, the Century Pacific Group spans food manufacturing, real estate development, and restaurant operations.

- Century Tuna
- 555
- Argentina
- Hunt's
- Birch Tree Milk
- Vita Coco
- Shakey's

- Blue Bay Tuna
- Lucky 7
- Wow! Ulam
- Swift
- Angel Milk
- Kaffe de Oro
- Yoshinoya

#### **MAJOR SHAREHOLDERS**



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A part of the **AO Capital Partners Group** which is a financial advisor & arranger for over 80 major transactions in the Asia-Pacific Region including:

- US\$1-billion AIG Asian Infrastructure Fund
- US\$1.5-billion Metro Manila toll road projects (including the Metro Manila Skyway)
- KL Plaza in Malaysia
- Shanghai Center and Cypress Hotel in China

#### **OUR SHAREHOLDERS**

Century Pacific Group (CPG) Holdings, Inc.

40.28%

American Orient (AO) Capital Holdings 1, Inc.

26.01%

**Public** 

25.86%

**Others** 

7.83%

ARTHALAND CORPORATION

#### MAJOR SHAREHOLDERS



CPG Holdings, Inc. (40%) is the investment vehicle of the Po Family and is an affiliate of Century Pacific Food, Inc.



AO Capital Holdings 1, Inc. (26%) is an investment company, wholly-owned by Jaime C. González



# PROFESSIONAL MANAGEMENT TEAM

WITH MORE THAN 300 YEARS
OF CUMULATIVE EXPERIENCE
BOTH LOCALLY AND ABROAD

#### **BOARD OF DIRECTORS**

**ERNEST K. CUYEGKENG** 

JAIME C. GONZÁLEZ

RICARDO T. PO

LEONARDO T. PO

ENRIQUE Y. GONZÁLEZ

**CHRISTOPHER T. PO** 

**EMMANUEL A. RAPADAS** 

ANDRES B. STA.MARIA

HANS B. SICAT

Chairman

Vice Chairman

Vice Chairman

Treasurer

Director

Director

Director (Independent)

Director (Independent)

Director (Independent)

#### MANAGEMENT TEAM

JAIME C. GONZÁLEZ

LEONARDO T. PO

CHRISTOPHER G. NARCISO

**GABRIEL I. PAULINO** 

**SHERYLL P. VERANO** 

**OLIVER L. CHAN** 

**FERDINAND A. CONSTANTINO** 

President

**Executive Vice President** 

**Executive Vice President** 

Senior Vice President

Senior Vice President

Senior Vice President

Chief Finance Officer

# KEY COMPETITIVE STRENGTHS

**ARTHALAND** is a world-class boutique real estate developer of enduring, sustainable, and future-proof projects.



Our senior management team carries a vast wealth of cumulative experience



Established track record in residential and office segments with the success of Arya Residences and the ArthaLand Century Pacific Tower

CONDUCIVE
MACROECONOMIC
ENVIRONMENT



#### **Strong Financial Management**

- ✓ Conservative D/E levels
- ✓ Legal ring fencing of projects
- ✓ Fixed interest rates
- ✓ Matched Financing



Strong branding equity resulting from a clear differentiation and purposeful development strategy.

# It's not easy BEING CHEEN TO BE THE STATE OF THE STATE OF





GREEN BUILDING COUNCIL CERTIFICATION IS A COMPLEX TECHNICAL PROCESS THAT TAKES...

CAREFUL PLANNING • FIRM COMMITMENT • ADDITIONAL INVESTMENT



#### GREEN DEVELOPMENTS ARE SAID TO



Lower operating costs due to energy savings, resource efficiency, and lifespan costs



Increase property value, higher rental income, and improve occupancy rates



Be the ideal and preferred choice for international and global locators



Improve living and working conditions and therefore satisfaction







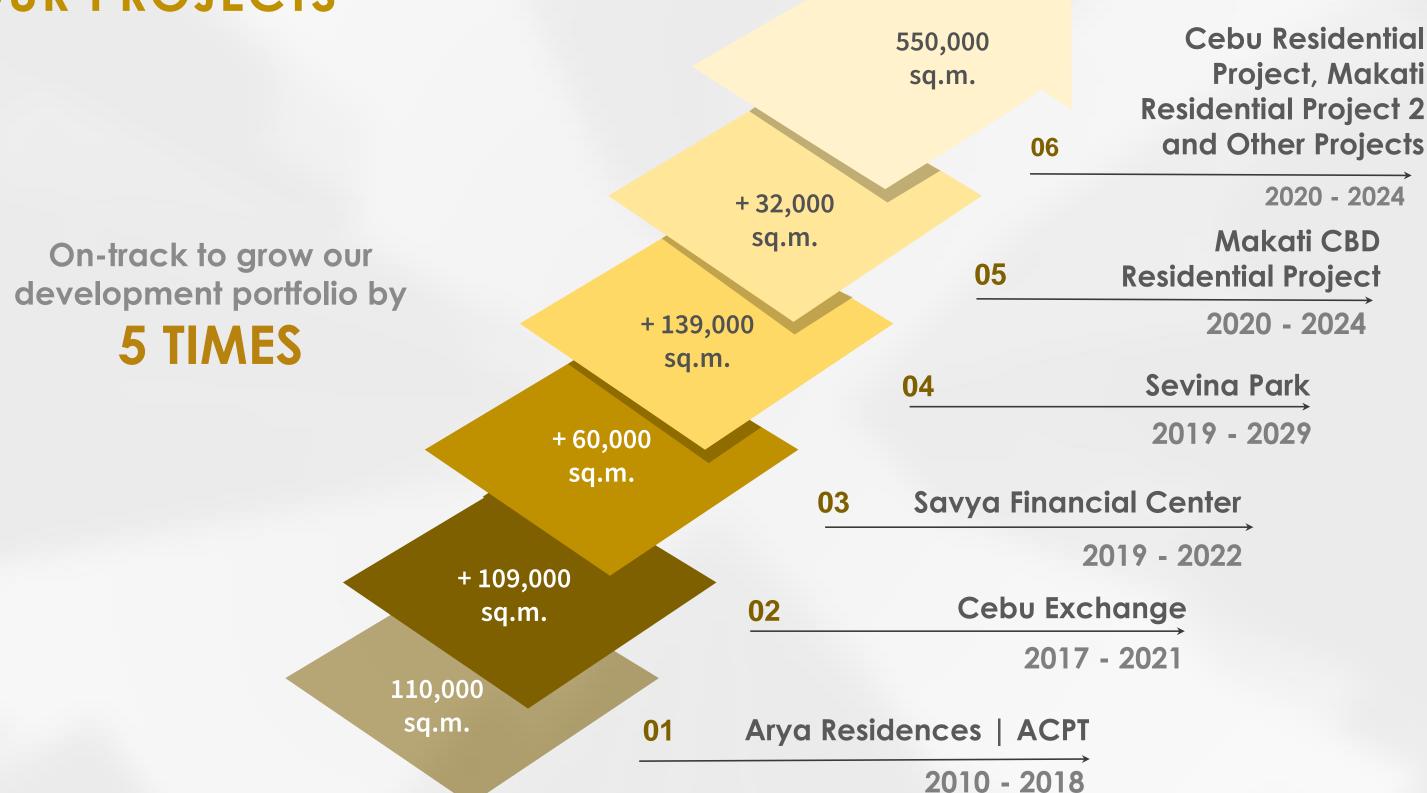








### **OUR PROJECTS**







# FIRST & ONLY

**RESIDENTIAL BUILDING IN THE PHILIPPINES** 

**TO RECEIVE DUAL-CERTIFICATION IN LEED & BERDE** 





This two-tower luxury green condominium was finished on-schedule and has become one of the most desirable residential addresses in BGC.





## **DEVELOPMENT DETAILS**

SIZE	GFA: 76,000 sq.m.
	NSA: 68,000 sq.m.
LOCATION	McKinley Parkway, BGC
DEVELOPMENT TYPE	High-end Residential
STATUS	100% Completed
	100% Sold
CERTIFICATIONS	First and only LEED Gold in the Phils.
	5-Star BERDE
PROJECT TEAM	Design Architect - Crone Partners
	Architect of Record - Aidea
	General Contractor - Datem





ARYA IS A MULTIAWARD WINNING
DEVELOPMENT
RECOGNIZED
INTERNATIONALLY



WINNER BEST CONDO DEVELOPMENT (PHILIPPINES)

**SOUTH EAST ASIA PROPERTY AWARDS 2014** 

WINNER BEST RESIDENTIAL HIGH-RISE DEVELOPMENT (PHILIPPINES)

**ASIA PACIFIC PROPERTY AWARDS 2014** 

WINNER RESIDENTIAL ARCHITECTURAL DESIGN

**PHILIPPINES PROPERTY AWARDS 2014** 

WINNER RESIDENTIAL INTERIOR DESIGN

**PHILIPPINES PROPERTY AWARDS 2014** 

WINNER BEST CONDO DEVELOPMENT (PHILIPPINES)

**SOUTH EAST ASIA PROPERTY AWARDS 2013** 

WINNER BEST LUXURY CONDO DEVELOPMENT (METRO MANILA)

**PHILIPPINES PROPERTY AWARDS 2013** 

WINNER RESIDENTIAL ARCHITECTURAL DESIGN

**PHILIPPINES PROPERTY AWARDS 2013** 

WINNER BEST CONDO DEVELOPMENT (PHILIPPINES)

**SOUTH EAST ASIA PROPERTY AWARDS 2012** 

HIGHLY COMMENDED RESIDENTIAL CONDOMINIUM (PHILIPPINES)

**SOUTH EAST ASIA PROPERTY AWARDS 2011** 



an internationally



# MULTI-AWARDED PREMIUM GRADE OFFICE

IN BGC

Among the most highly sought-after global business addresses in BGC, ACPT is both a LEED Platinum & BERDE 5-Star certified building, the highest categories in both green building rating standards.

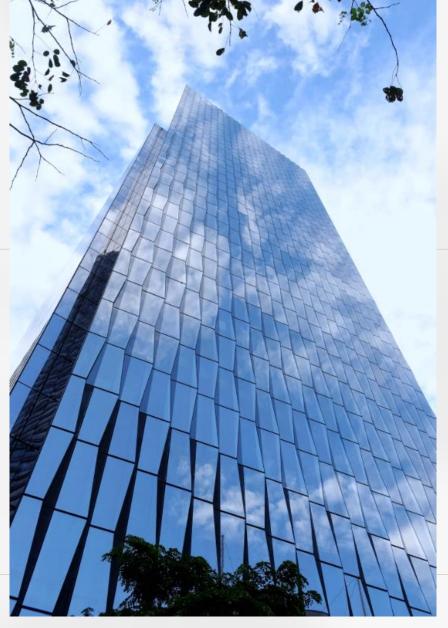


# **DEVELOPMENT DETAILS**



SIZE	GFA: 34,000 sq.m.
	NLA: 32,000 sq.m.
LOCATION	5 <sup>th</sup> Avenue, BGC
DEVELOPMENT TYPE	Premium Office
STATUS	100% Completed
	90% Leased Out
CERTIFICATIONS	LEED Platinum
	5-Star BERDE
PROJECT TEAM	Design Architect - SOM New York
	Architect of Record - GF & Partners
	General Contractor - Megawide





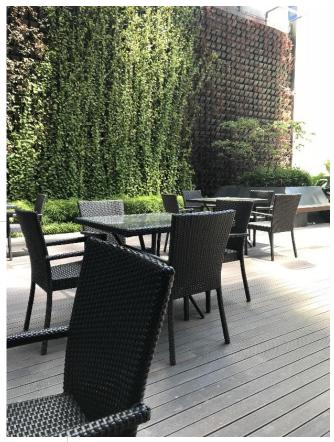
# INAUGURATION CEREMONY

MARCH 2018









# ARTHALAND RELOCATES TO ITS NEW HEADQUARTERS NOVEMBER 2018







ACPT IS A MULTI-AWARD WINNING DEVELOPMENT RECOGNIZED INTERNATIONALLY



5-STAR WINNER BEST OFFICE ARCHITECTURAL DESIGN (ASIA)

**ASIA PROPERTY AWARDS 2017** 

WINNER BEST GREEN DEVELOPMENT

**PHILIPPINES PROPERTY AWARDS 2017** 

WINNER OFFICE ARCHITECTURAL DESIGN

**PHILIPPINES PROPERTY AWARDS 2017** 

HIGHLY COMMENDED OFFICE DEVELOPMENT

**PHILIPPINES PROPERTY AWARDS 2017** 

WINNER BEST GREEN DEVELOPMENT (PHILIPPINES)

**SOUTH EAST ASIA PROPERTY AWARDS 2016** 

WINNER BEST OFFICE ARCHITECTURAL DESIGN (PHILIPPINES)

**SOUTH EAST ASIA PROPERTY AWARDS 2016** 

WINNER SPECIAL RECOGNITION ON SUSTAINABLE DESIGN

(SOUTH EAST ASIA)

**SOUTH EAST ASIA PROPERTY AWARDS 2016** 

**WINNER BEST GREEN DEVELOPMENT** 

**PHILIPPINES PROPERTY AWARDS 2016** 

WINNER OFFICE ARCHITECTURAL DESIGN

**PHILIPPINES PROPERTY AWARDS 2016** 

HIGHLY COMMENDED OFFICE DEVELOPMENT

**PHILIPPINES PROPERTY AWARDS 2016** 



# BEST & BIGGEST

SINGLE TOWER BUSINESS ECOSYSTEM

IN THE PHILIPPINES

ArthaLand is currently in the midst of constructing at the gateway of the Cebu I.T. Park the single largest green office building in the country — the Cebu Exchange.



### **DEVELOPMENT DETAILS**



SIZE	GFA: 109,000 sq.m.
	NSA: 89,000 sq.m.
LOCATION	Salinas Drive, Cebu
DEVELOPMENT TYPE	Grade A Office
STATUS AS OF APRIL 30	Top off of Phase 1 completed
	Over-all completion – 32%
	Php5.8b reservation sales (49%)
CERTIFICATIONS	Pre-registered with LEED (aiming for Gold)
	Pre-registered with BERDE (aiming for 4-Star)
PROJECT TEAM	Design Architect – Architects International
	Architect of Record - GF & Partners
	General Contractor – DDT Konstract, Inc.





Large Floor Plates up to 5,000 sq.m.



Maximized Column Spans for Efficient Floor Layouts



Flexible Unit Cut-Ups



4 meter floor-to-floor height



Provisioned for Variable Refrigerant Flow or VRF Air-Conditioning Systems



**Provisions for Individual Metering** 



Telecommunications Redundancy and Fiber Optic Backbone



100% Back-up and Emergency Power



Sophisticated Fire Detection and Alarm System or FDAS



Smart Building Management System or BMS



PWD-friendly







# PHASE 1 TOP-OFF

**APRIL 2019** 





HAS BEEN RECOGNIZED AS THE

# **BEST OFFICE** DEVELOPMENT

**IN CEBU IN 2018** 



5-STAR WINNER BEST OFFICE DEVELOPMENT (PHILIPPINES) **ASIA PROPERTY AWARDS 2018** WINNER BEST OFFICE DEVELOPMENT (CEBU)

**PHILIPPINES PROPERTY AWARDS 2018** 

HIGHLY COMMENDED BPO OFFICE DEVELOPMENT

**PHILIPPINES PROPERTY AWARDS 2018** 

HIGHLY COMMENDED BEST OFFICE ARCHITECTURAL DESIGN

**PHILIPPINES PROPERTY AWARDS 2018** 

HIGHLY COMMENDED GREEN PROJECT OF THE YEAR

**LAMUDI THE OUTLOOK 2018** 



# **WORLD-CLASS**

signature office experience

in ARCA SOUTH hinged on

**COMFORT** 

& EFFICIENCY



Offering various purposeful amenities, leading-edge sustainable office building features, and exemplary design. It launched in January 2019, and will stand as a one-of-a-kind global address created to the highest standards.

#### **DEVELOPMENT DETAILS**



SIZE	GFA: 60,000 sq.m.
	NSA: 49,000 sq.m.
LOCATION	Arca South, Taguig City
DEVELOPMENT TYPE	Grade A Office
STATUS as of April 30	Excavation in process
	T1: Php2.1b reservation sales (42%)
	T2: Pre-committed to investor
CERTIFICATIONS	Pre-registered with LEED (aiming for Gold)
	Pre-registered with BERDE (aiming for 4-Star)
PROJECT TEAM	Design Architect – Rchitects, Inc.

# UPCOMING SITE ACCESS

- SOUTHEAST METRO MANILA EXPRESSWAY
  - SKYWAY EXTENSION (under construction)
  - C5 ACCESS ROAD INTERCHANGE
- METRO MANILA SUBWAY STATION
- TAGUIG INTERGRATED TERMINAL EXCHANGE (2018 groundbreaking – under construction)



# GROUNDBREAKING CEREMONY

JANUARY 2019







THE

# FIRST & ONLY

to aim for

LEED NEIGHBORHOOD DEVELOPMENT AND LEED HOME CERTIFICATION

IN THE PHILIPPINES



ArthaLand's first low-density, mixed-use community in Laguna
Masterplanned by Boston-based global design firm—Sasaki
Designer Villas by L.V.Locsin Partners

## **DEVELOPMENT DETAILS**

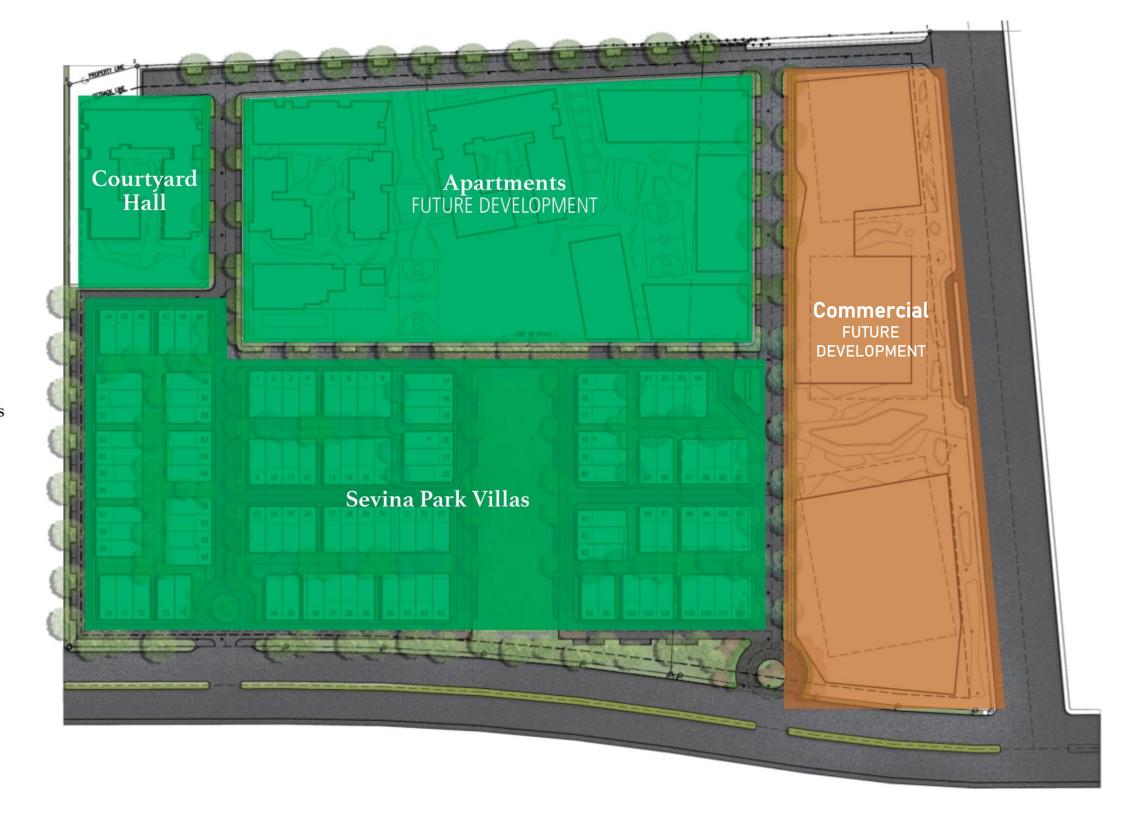


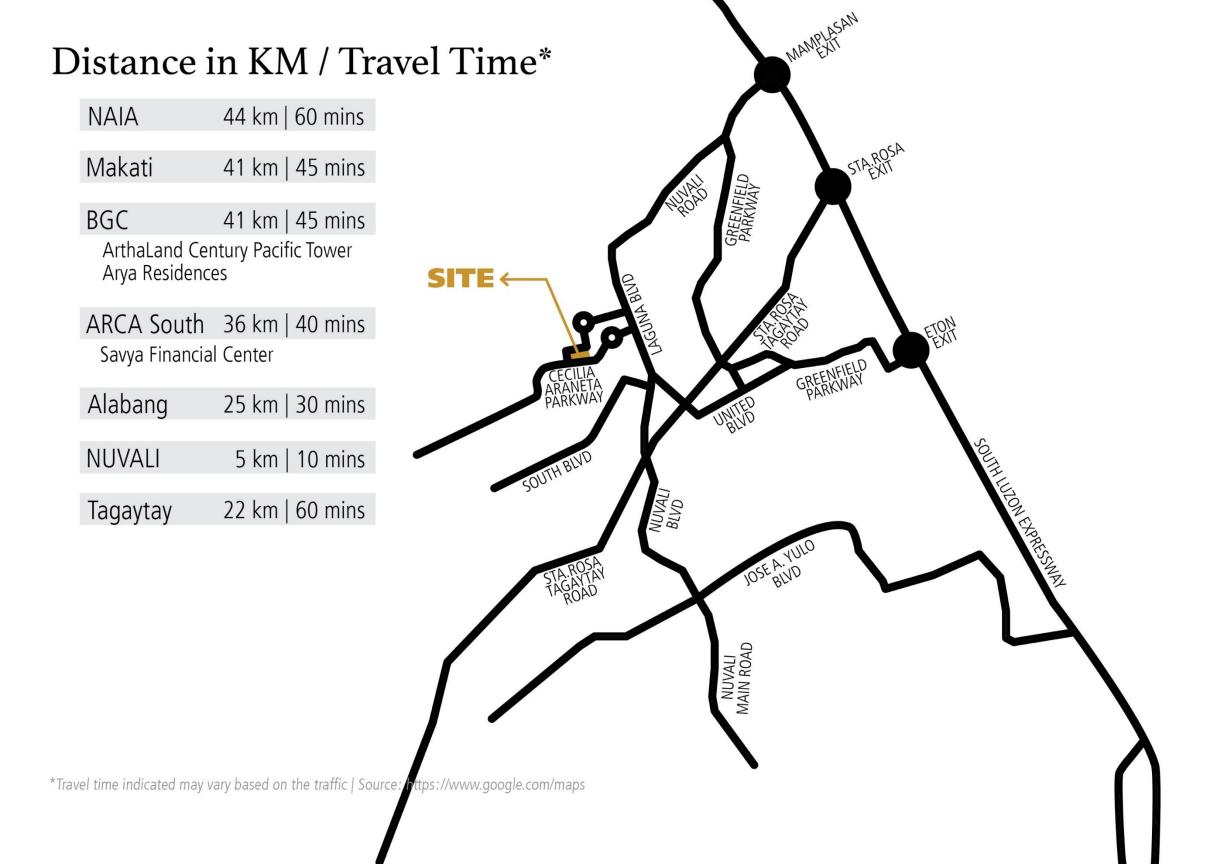
SIZE	GFA: 139,000 sq.m.
	NSA: 109,000 sq.m.
LOCATION	Binan, Laguna
DEVELOPMENT TYPE	Mixed-use community
STATUS	Courtyard Hall completed and leased out
	Sevina Park Villas for launch in Q2 2019
CERTIFICATIONS	LEED Neighborhood Development and LEED
	Home Certification
PROJECT TEAM	Masterplanner – Sasaki and Associates
	Design Architect – L.V. Locsin and Partners

Land Area 81,821 sqm / 8.1 ha

32% Commercial

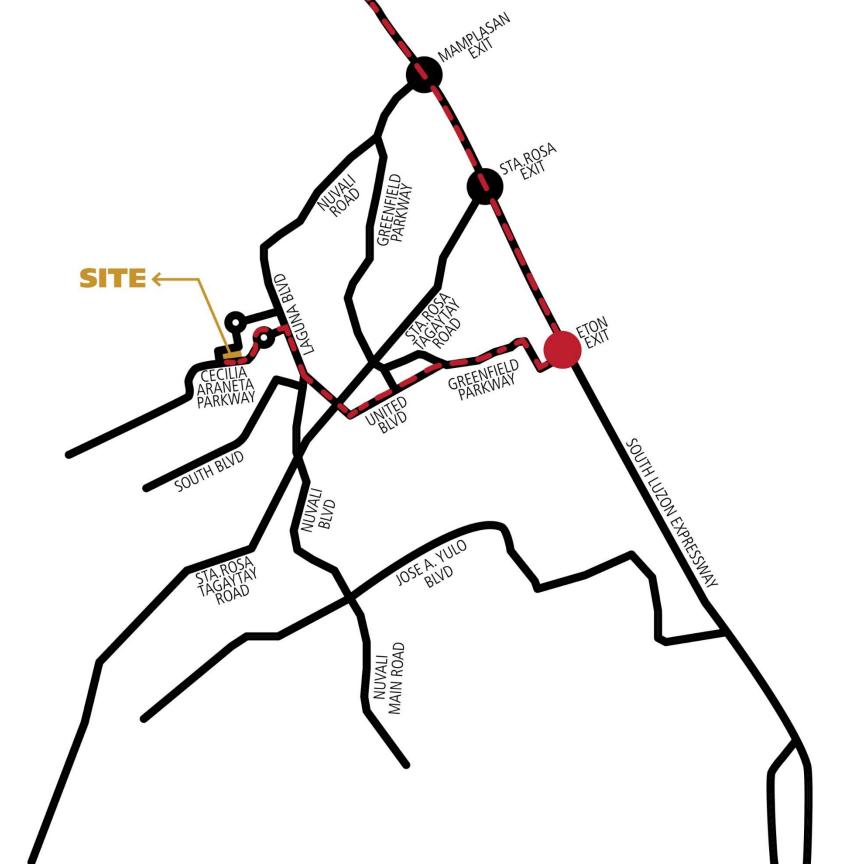
68% Residential
37% Sevina Park Villas
27% Apartments
4% Courtyard Hall





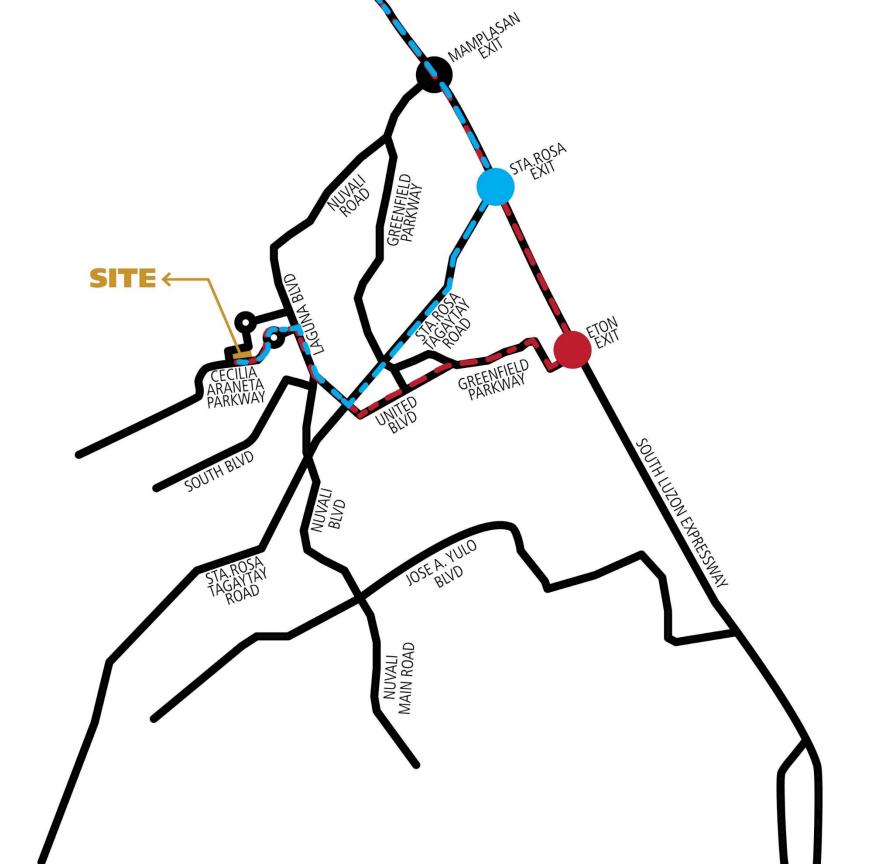
#### Access

Via ETON Exit



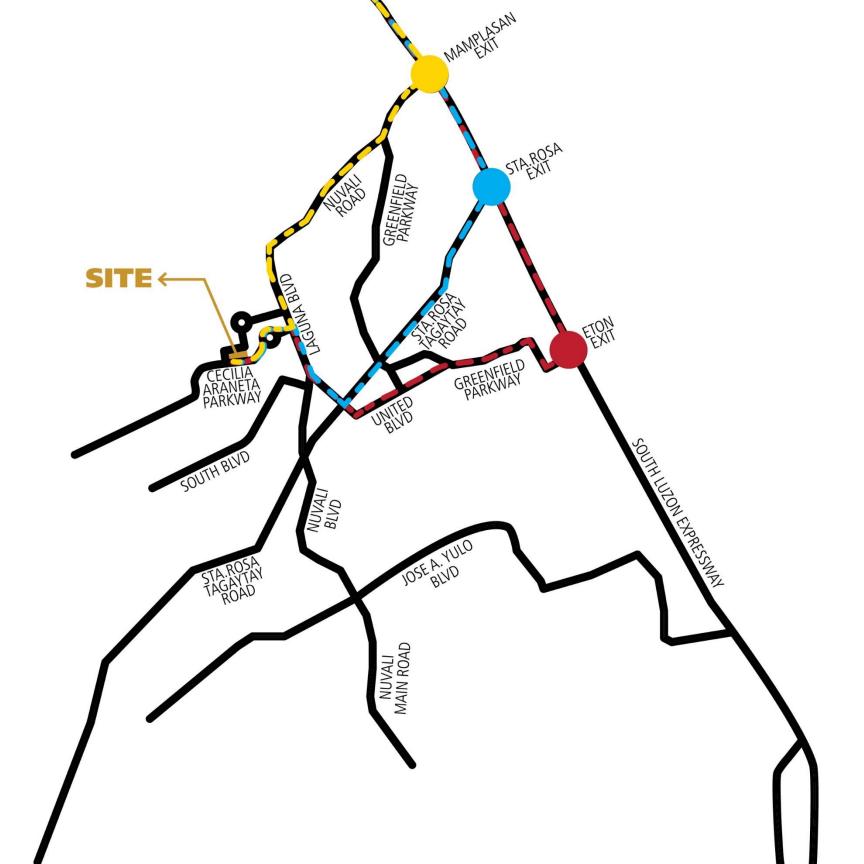
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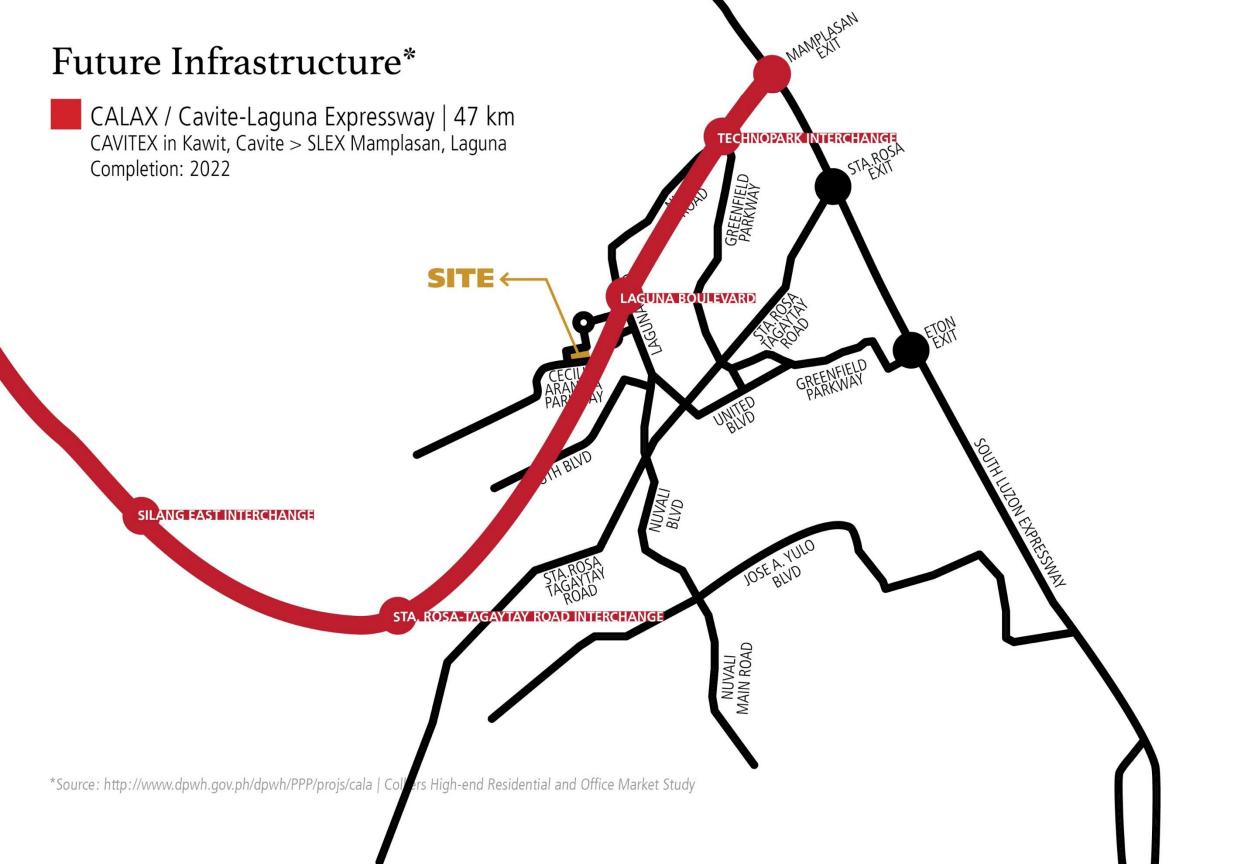
- Via ETON Exit
- Via Sta. Rosa Exit

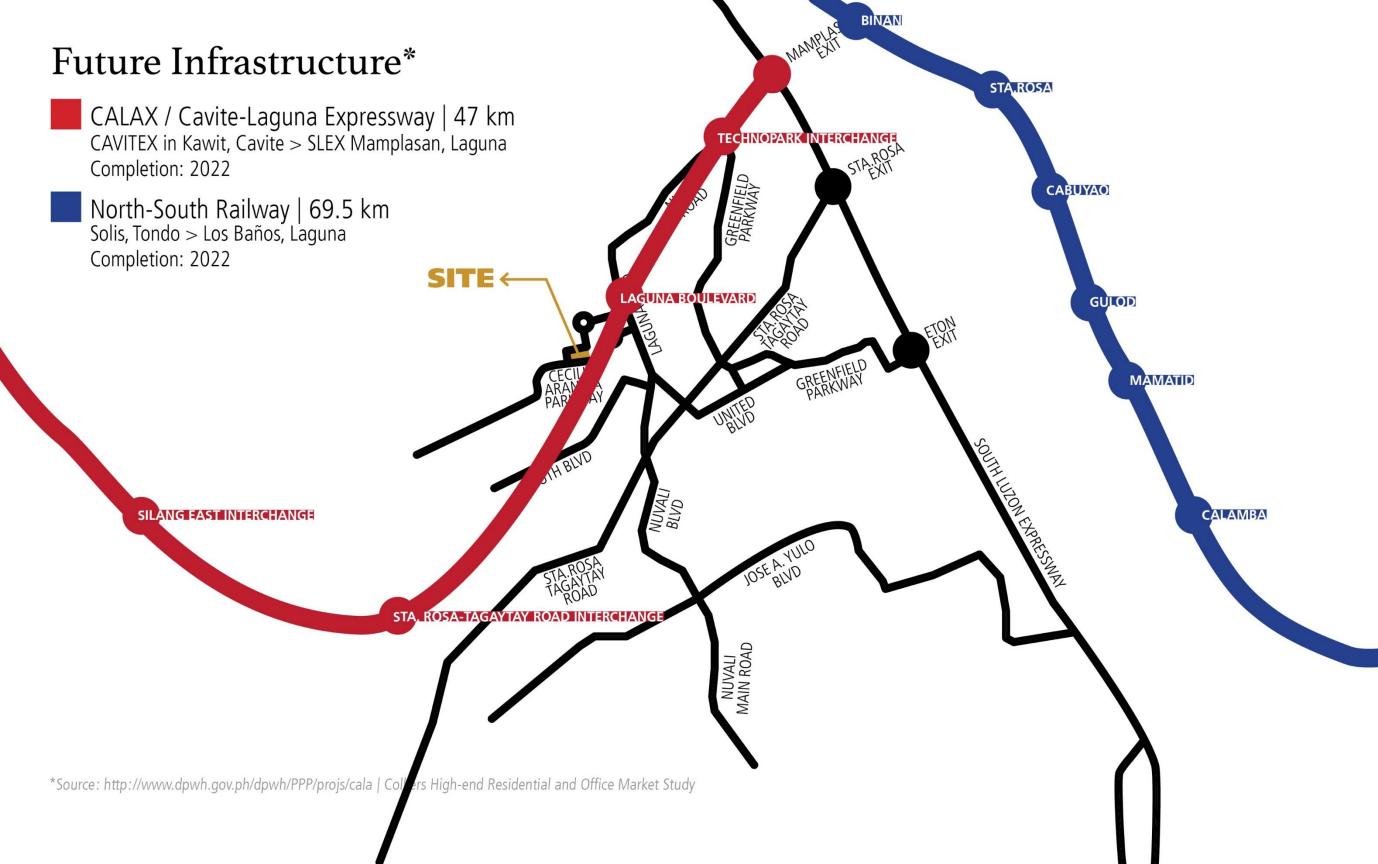


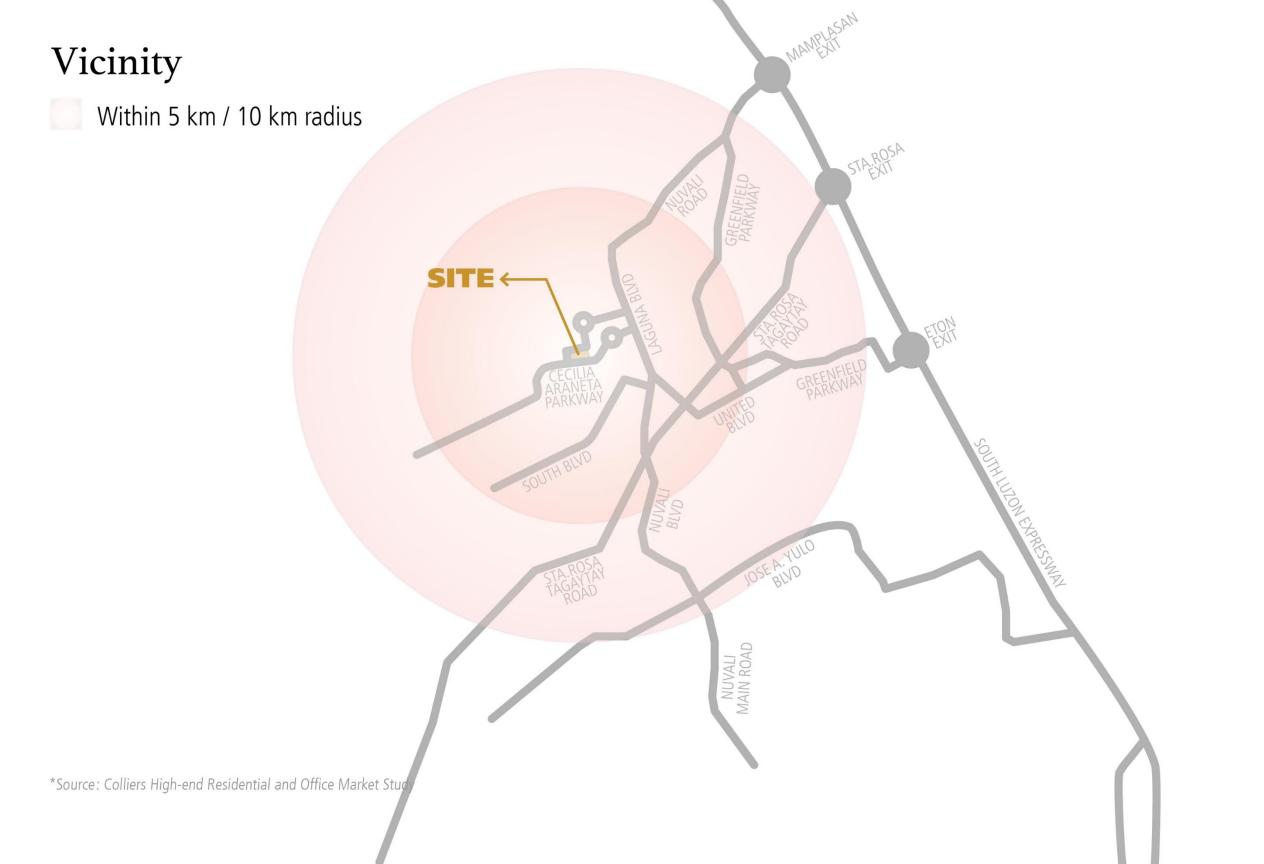
#### Access

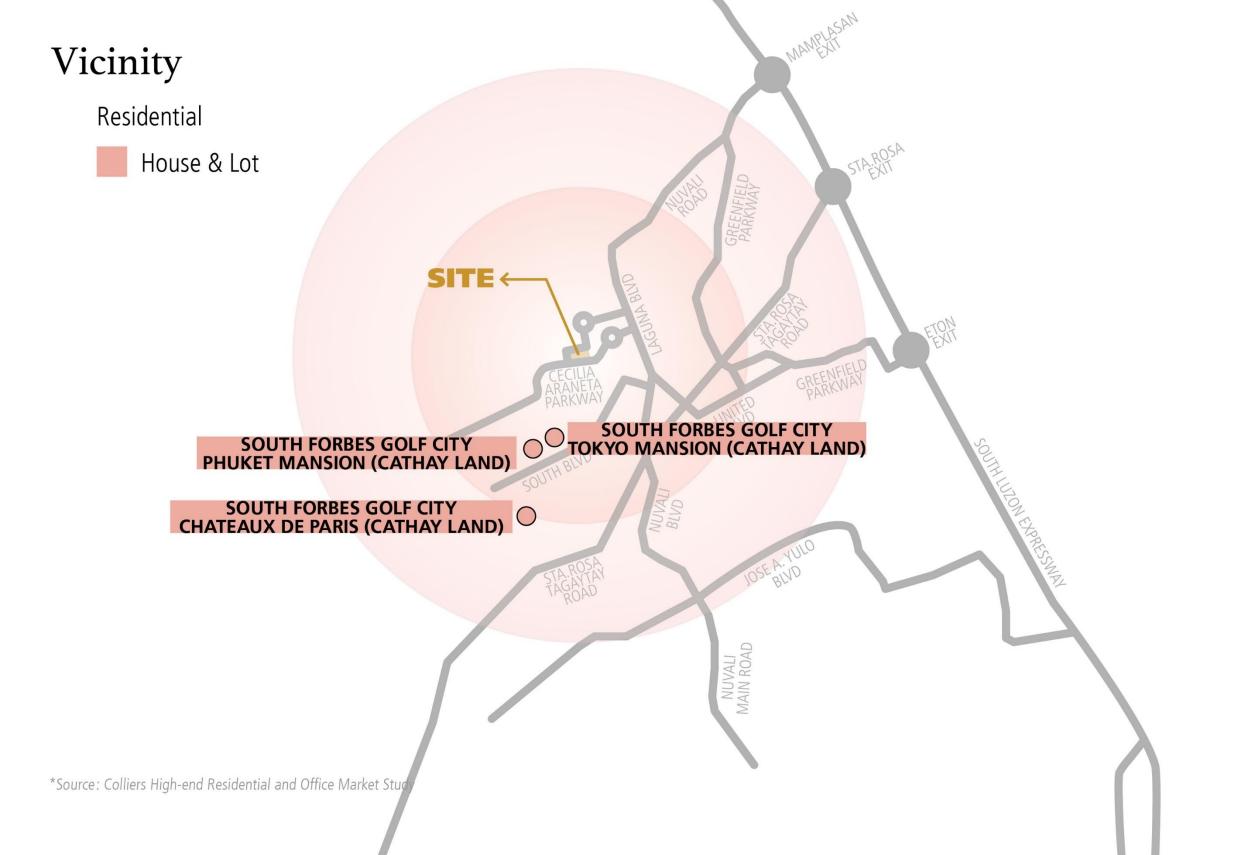
- Via ETON Exit
- Via Sta. Rosa Exit
- Via Mamplasan Exit









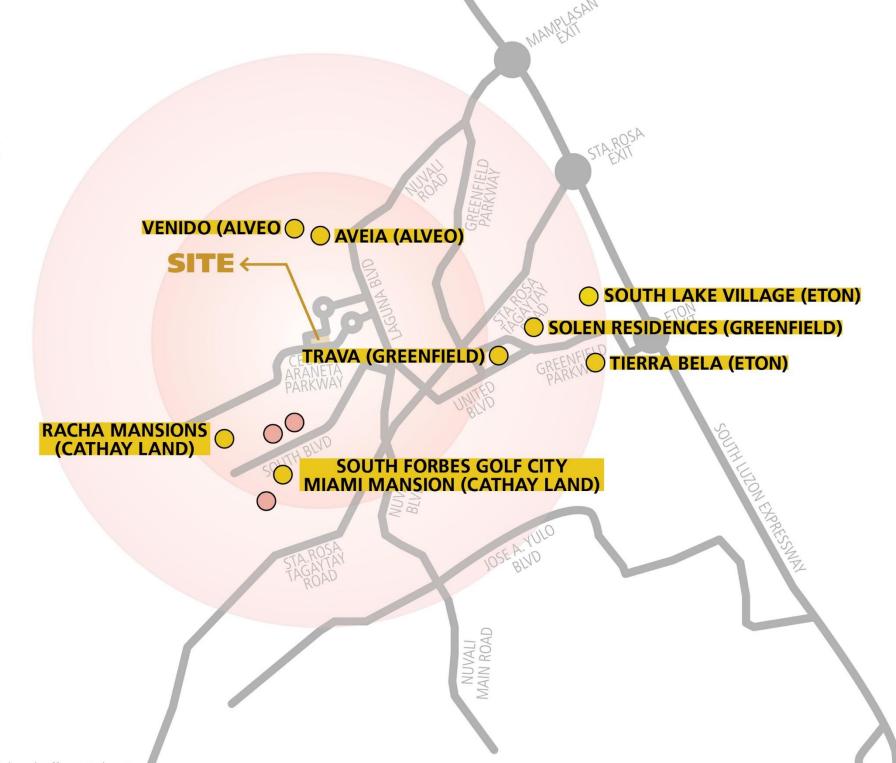


#### Vicinity

Residential

House & Lot

Lot

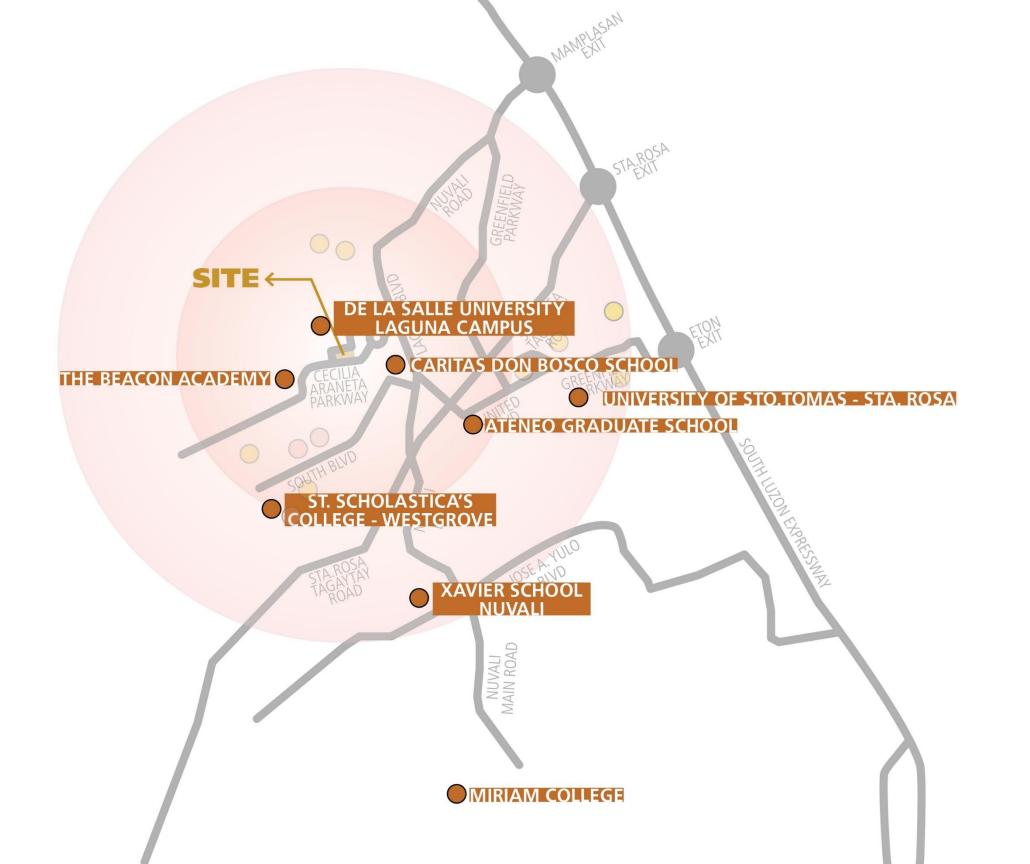


<sup>\*</sup>Source: Colliers High-end Residential and Office Market Stud

#### Vicinity

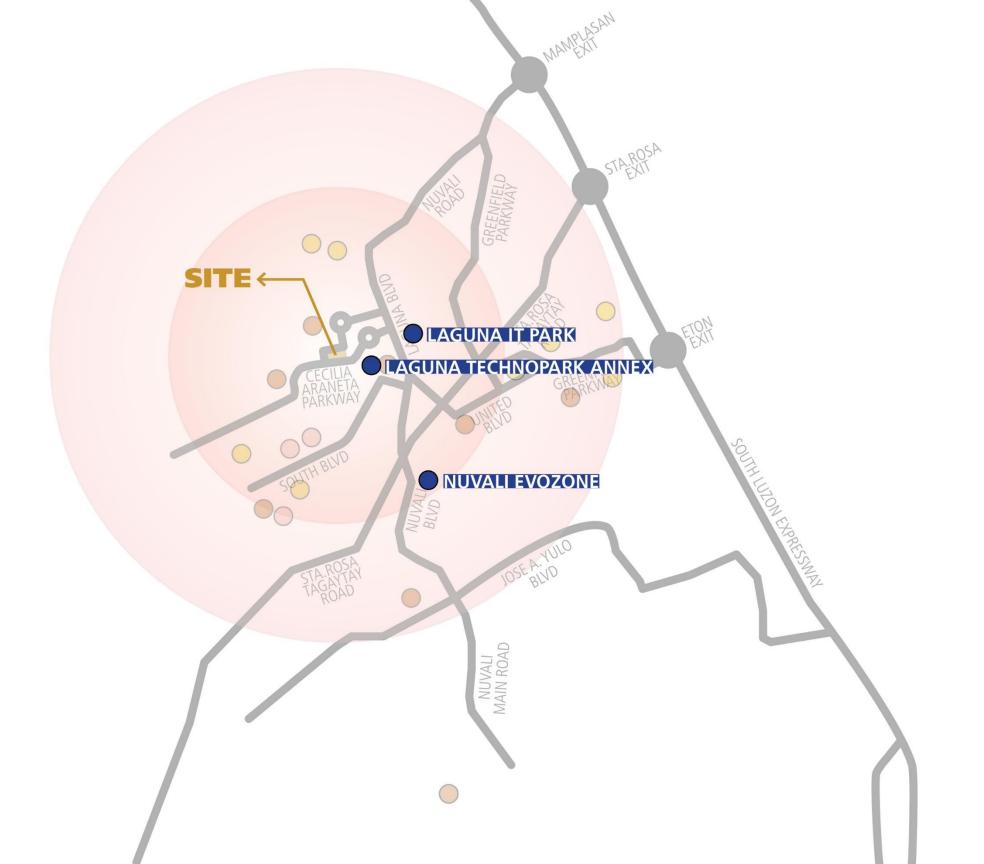
Residential

Schools



#### Vicinity

- Residential
- Schools
- Offices



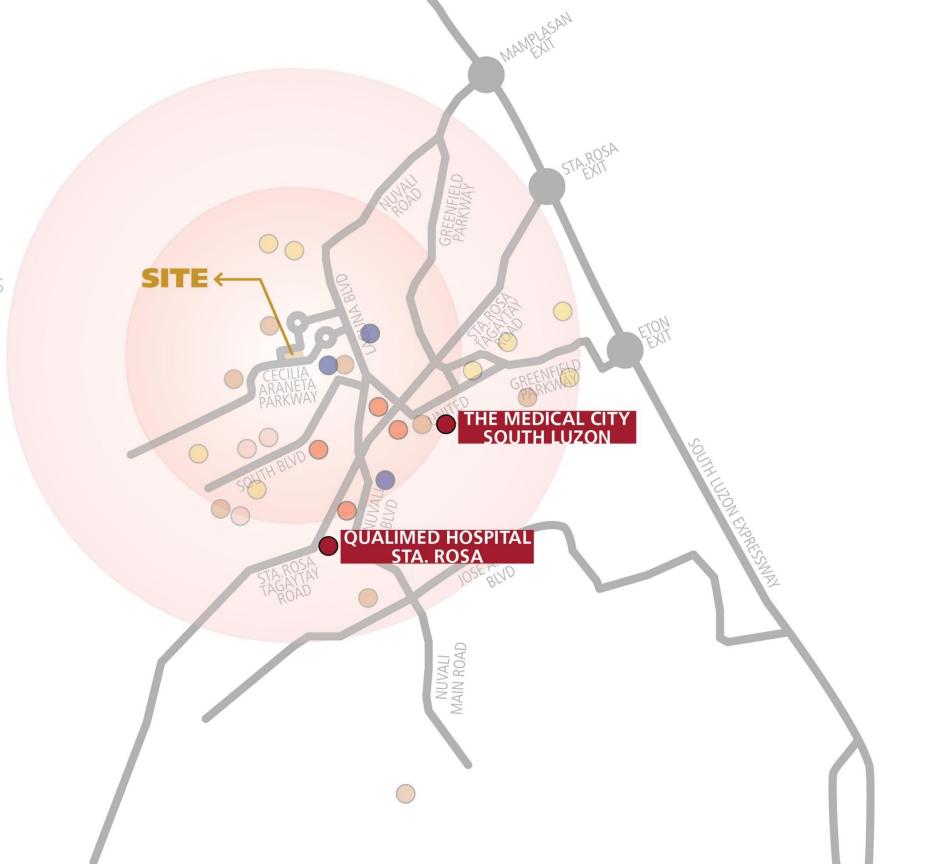
# Vicinity Residential Schools Offices **SITE** ← **Commercial Centers** OALL HOME OPASEO DE STA. ROSA WESTBOROUGH TOWN CENTER SOLENAD

# Vicinity Residential Schools

Offices

Commercial Centers

Hospitals





Artist's conceptual rendering and would be different from actual development

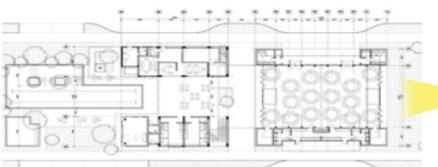






Artist's conceptual rendering and would be different from actual development









# COMPLETION OF THE COURTYARD HALL

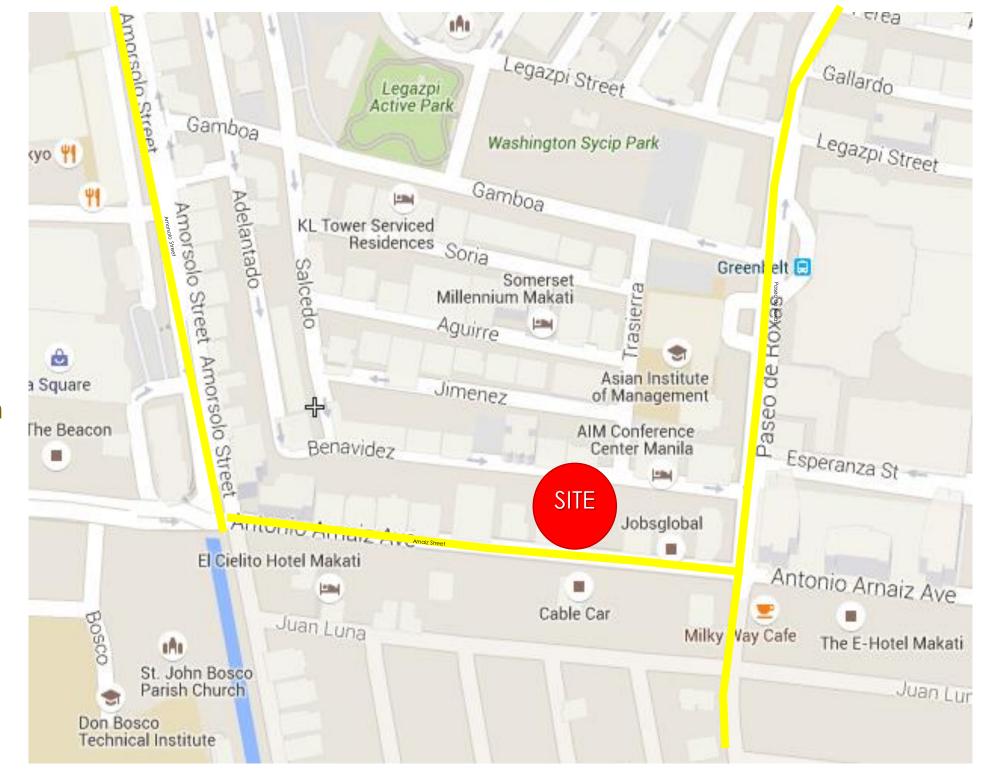
3Q 2018





# Makati CBD Residential Project

- Located along Arnaiz Avenue in Legazpi Village, Makati City
- Land Area is ~2,018 sq.m.
- A high-rise residential condominium catering to the high-end market



# MAKATI CBD

LEGAZPI VILLAGE, MAKATI CITY

**RESIDENTIAL PROJECT** 

#### **DEVELOPMENT DETAILS**

SIZE	GFA: 32,000 sq.m.
	NSA: 25,000 sq.m.
LOCATION	Antonio Arnaiz Avenue, Makati City
DEVELOPMENT TYPE	High-end Luxury
	Residential Condominium
STATUS	Property acquisition completed
	Project planning initiated
CERTIFICATIONS	Aiming for dual certification
	with LEED and BERDE

# USE OF PROCEEDS

#### Disbursement update on Series B Preferred Shares

Purpose	Actual Net Proceeds	Actual Disbursement	Balance
Capital Expenditure – Savya	822	822	-
Capital Expenditure – Makati CBD Residential	372	360	11
Capital Expenditure – Sevina	332	179	153
Capital Expenditure— Cebu Exchange	54	54	-
Partial Repayment of Loans	330	330	-
General Corporate Purposes	63	63	-

## STATEMENT OF INCOME

In Php Millions	2017	2018
Contributing Projects	Arya/ACPT	Arya (retail), ACPT, Cebu Exchange
Real estate sales	434	993
Leasing operations	23	132
REVENUES	464	1,132
NET INCOME	138	389

- 2018 real estate sales was driven by Cebu Exchange
- ACPT leasing operations commenced in 2018. 90% of NLA covered by lease contracts
- Gross margins remained robust at 45% in 2018

## STATEMENT OF FINANCIAL POSITION

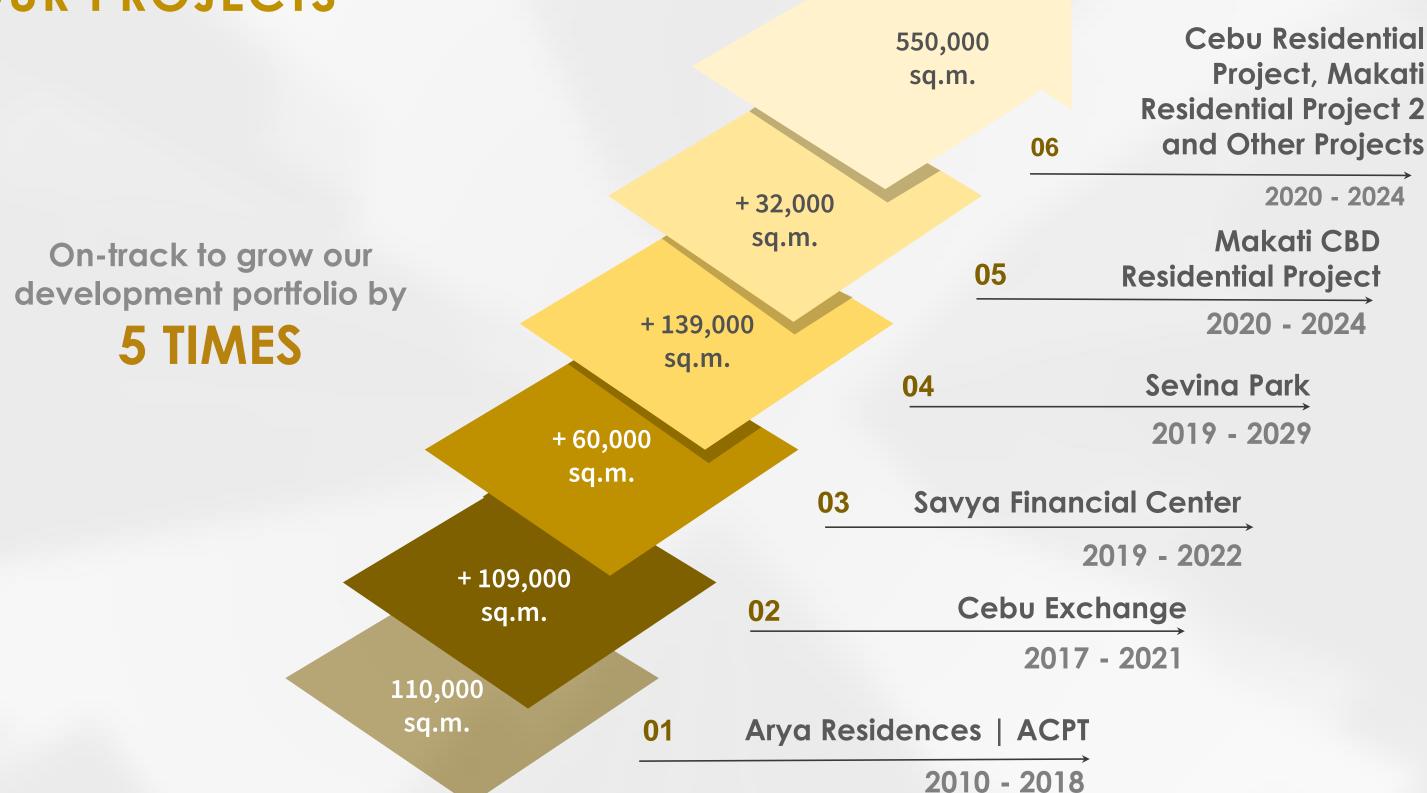
In Php Millions	2017	2018
Cash and Cash Equivalents*	1,110	482
Total Assets	11,247	12,336
Bank Debt	2,528	4,082
Net Total Debt	1,418	3,600
Stakeholder's Equity	5,064	5,258
BANK DEBT TO EQUITY (X)	0.5	8.0
NET BANK DEBT TO EQUITY (X)	0.3	0.7

Interest of ALCO loans are fixed and matches its project cash flows

- All-peso financing to match allpeso revenues and construction costs
- ALCO maintains conservative leverage levels and remains well within its debt covenants

<sup>\*</sup> Includes short-term investments

#### **OUR PROJECTS**







#### **DEVELOPMENT DETAILS**

## CEBU RESIDENTIAL PROJECT

SIZE	GFA: 27,000 sq.m.
	NSA: 21,000 sq.m.
LOCATION	Cebu City
DEVELOPMENT TYPE	Upscale Residential Condominium
STATUS	Finalizing negotiations with landowner
CERTIFICATIONS	Aiming for dual certification
	with LEED and BERDE

#### **DEVELOPMENT DETAILS**

# MAKATI RESIDENTIAL PROJECT 2

SIZE	GFA: 29,000 sq.m.
	NSA: 23,000 sq.m.
LOCATION	Makati City
DEVELOPMENT TYPE	Upscale Residential Condominium
STATUS	Negotiations for property acquisition in
	process
CERTIFICATIONS	Aiming for dual certification
	with LEED and BERDE

# USE OF PROCEEDS

#### **Series C Preferred Shares**

Purpose	Est. Net Proceeds
Capital Expenditure- Cebu Residential Project	300
Capital Expenditure- Makati Residential Project 2	530
General Corporate Purposes	154

# SUMMARY TERMS AND CONDITIONS

Issuer	ArthaLand Corporation ("ALCO" or the "Company")	
Instrument	Cumulative, non voting, non participating, non convertible, redeemable Peso denominated Preferred Shares with par value of £1.00 (the "Series C Preferred Shares")	
Issue Size	₽1.0 billion consisting of 10.0 million Series C Preferred Shares	
Offer Price	₽100.0 per share	
Use of proceeds	<ul> <li>Capital Expenditure–₱830.0 million</li> <li>General corporate purposes–₱154.0 million</li> </ul>	

### SUMMARY TERMS AND CONDITIONS

# ORIGINAL DIVIDEND RATE AND ORIGINAL SPREAD

Fixed rate of [•]% per annum, equivalent to the sum of the 3-day average of the BVAL on Pricing Date, the dividend rate setting date, and a spread of 175 to 250 bps per annum (7.46% to 8.21% as of May 8, 2019)

# DIVIDEND RATE STEP UP

Beginning on the Initial Optional Redemption Date, the Dividend Rate shall be adjusted to

Higher of:

- (i) Original Dividend Rate, and
- (ii) Sum of the 3-day average of the (i) 10-year BVAL preceding and including the Initial Redemption Date and (ii) the Original Spread multiplied by 150%

# OPTIONAL REDEMPTION

ALCO has the sole option, but not the obligation to redeem all (but not part of) the outstanding Series C Preferred Shares on:

- (i) The Initial Optional Redemption Date, which falls on the 5th anniversary of the Issue Date, or
- (ii) Any Dividend Payment Date thereafter

ALCO may likewise redeem the Series C Preferred Shares in whole (but not in part) at any time if an Accounting Event, a Tax Event or a Change in Control Event has occurred.

# PARTIES TO THE OFFER

ISSUER	ArthaLand Corporation
ISSUE MANAGER, SOLE BOOKRUNNER, AND SOLE UNDERWRITER	BDO Capital & Investment Corporation
DEPOSITORY AGENT	Philippine Depository and Trust Corporation
RECEIVING AGENT, STOCK TRANSFER AGENT, AND PAYING AGENT	BDO Unibank, Inc. – Trust and Investments Group
COUNSEL TO THE ISSUER	SyCip Salazar Hernandez & Gatmaitan
COUNSEL TO THE ISSUE MANAGER, SOLE BOOKRUNNER, AND SOLE UNDERWRITER	Quiason Makalintal Barot Torres Ibarra Sison & Damaso

# INDICATIVE TIMETABLE

24 APRIL 2019	SEC Filing
30 APRIL 2019	Start of Institutional Bookbuilding
03 JUNE 2019 (12:00 NN)	Deadline for the submission of Commitment Letter
03 JUNE 2019	Original Dividend Setting Rate
04 JUNE 2019	Allocation advise
07-14 JUNE 2019	Public Offer Period
21 JUNE 2019	Issue and Listing Date

# **THANK YOU**

