

3/L Starmall Las Piñas, CV Starr Avenue, Pamplona, Las Piñas City 1746 UGF Worldwide Corporate Center, Shaw Boulevard, Mandaluyong City 1552 Tel. No. (+632) 532 0605 / (+632) 871 4001 | Fax No. (+632) 872 4697 Website: www.starmallsinc.com.ph

July 17, 2012

PHILIPPINE STOCK EXCHANGE 3<sup>rd</sup> Floor Philippine Stock Exchange Plaza Ayala Triangle, Ayala Avenue Makati City

Attention: Ms. Janet A. Encarnacion

Head, Disclosures Department

Subject: Starmalls Inc.: Corporate Disclosure

Gentlemen:

Please see attached SEC Form 17-C filed today with the Securities and Exchange Commission.

We hope you find everything in order.

Truly Yours,

Jo L. Ilijay Officer-In-Charge



107172012001331



# SECURITIES AND EXCHANGE COMMISSION

SEC Building, EDSA, Greenhills, Mandaluyong City, Metro Manila, Philippines Tel: (632) 726-0931 to 39 Fax: (632) 725-5293 Email: mis@sec.gov.ph

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## Company Information

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Company Name

POLAR PROPERTY HOLDINGS CORP.

Industry Classification

Company Type

Stock Corporation

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(Business Address : No. Street/City/Province)

Jo L. Ilijay		871-4001
Contact Person		Company Telephone
		Number
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	Applicable	
Dept. Requiring this Doc.		Amended Articles Number/Section
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## **SECURITIES AND EXCHANGE COMMISSION**

SEC FORM 17-C

## CURRENT REPORT UNDER SECTION 17 OF THE SECURITIES REGULATION CODE AND SRC RULE 17.2(c) THEREUNDER

1.	. 17 July 2012  Date of Report (Date of earliest event reported)		
2.	. SEC Identification Number 39587		
3.	. BIR Tax Identification No. 000-806-396-000		
4.	STARMALLS, INC. Exact name of issuer as specified in its charter		
5.	Philippines  Province, country or other jurisdiction of I incorporation		(SEC Use Only) on Code:
7.	<ul> <li>3<sup>rd</sup> Level Starmall Las Piñas C.V. Starr Avenu Pamplona, Las Piñas City Address of principal office</li> </ul>	e, Philamlife Villag	le 1747 Postal Code
8.	. (632) 871-4001 / (632) 872-6947 Issuer's telephone number, including area code		
9.	POLAR PROPERTY HOLDINGS CORP. Former name or former address, if changed since	e last report	
10	0. Securities registered pursuant to Sections 8 and	I 12 of the SRC or S	ections 4 and 8 of the RSA
	Title of Each Class Out	Number of Shares tstanding or Amount	of Common Stock t of Debt Outstanding
	<b>Common Shares</b> (06/30/2012)	8,425,981,155	Shares
	11. Indicate the item numbers reported herein:		

## Item 9. Other Events

Information on Manuela Corporation

Further to our disclosure dated 18 June 2012, we submit herewith updated information on Manuela Corporation. Please see the attached Annex "A".

## **SIGNATURES**

Pursuant to the requirements of the Securities Regulation Code, the issuer has duly caused this report to be signed on behalf by the undersigned hereunto duly authorized.

STARMALLS INC. (FORMERLY: POLAR PROPERTY HOLDINGS CORP.) Issuer

Ву:

JO MARIE C. LAZAROJUM Assistant Corporate Secretary & Compliance Officer

Date: 17 July 2012

#### **MANUELA CORPORATION**

## **Overview**

Manuela Corporation was incorporated in 1972 under the name Manuela Realty Development Corporation. It was organized by members of the family of Doña Manuela Aguilar Riguera as a real estate development company and for the operation of department stores and supermarkets. In 1982, the company's name was changed to Manuela Corporation ("Manuela").

Manuela has early on concentrated on developing and operating shopping malls, leasing commercial space to retailers and service products. In 1979, Manuela opened its first shopping mall in Las Piñas City which is now known as Starmall Las Piñas. From 1982 to 1996, Manuela has opened several other shopping malls: Starmall Las Piñas Annex, Starmall EDSA in Mandaluyong and Starmall Alabang in Muntinlupa. In 1996, Manuela began constructing what was then known as Pacific Mall along Shaw Boulevard in Mandaluyong City, which construction, however, was suspended when Manuela went into rehabilitation.

At the onset of the Asian Financial Crisis in 1997, Manuela had abruptly lost its source of funding from banks which had stopped altogether their lending activities to most businesses, including Manuela – forcing Manuela to finance the then on-going construction of its Pacific Mall along Shaw Boulevard and Starmall Alabang using internally generated funds from its operating malls thereby depleting the company's working capital. Manuela eventually ran out of funds and was unable to pay its debts as they fell due. It filed a Petition for Rehabilitation in 2002 and a receiver was thereafter appointed to oversee and monitor the operations of Manuela during rehabilitation.

In 2003, the court approved Manuela's ten-year Rehabilitation Plan which included, among other things, a provision for the conversion into equity of certain creditors' accounts.

Taking advantage of its strategic location and the growing business process outsourcing ("BPO") industry, Manuela repositioned Pacific Mall as a BPO center in 2007, which was subsequently renamed Worldwide Corporate Center ("WCC").

In 2008, the Villar Family took over the active management of the operations of Manuela. Under the new management, the profit potentials of Manuela's assets were fully optimized. The malls were re-planned and redeveloped. Improvements were made on the malls which allowed Manuela to attract new anchor tenants and charge higher rental rates. In no time, mall occupancy across its four (4) malls was significantly improved. The new management likewise took measures to rationalize its work force to an efficient and cost effective level.

Thus, in the years 2009 and 2010, Manuela showed increase in income and cash flows. With its improved operations, Manuela was able to accelerate payments to its unsecured creditors. More importantly, Hero Holdings Corporation, the company that acquired substantially all of the syndicated and secured loan obligations of Manuela, converted a significant portion of the same debts to equity. The Villar Family acquired full ownership of Hero Holdings Corporation in early 2012.

Finally, on 25 January 2012, at the instance of the Receiver, the Court terminated the rehabilitation proceedings of Manuela.

In April of this year, Starmall San Jose Del Monte commenced operations under the management of Manuela pursuant to a Management Agreement with the owner thereof, Masterpiece Asia Properties, Inc., a wholly-owned subsidiary of Polar Property Holdings Corp.

Since 2008, Manuela has improved in several aspects of its business. Its occupancy rate has increased by 40% from 36% in 2007 to 77% in the second quarter of 2012. The company likewise achieved a 23% growth in average rental rates from its shopping malls and WCC and an 87% compounded annual growth rate ("CAGR") in net operating income ("NOI"). There has also been a 30% increase in shopper traffic from 2009 to 2011. (See Schedule 1 – Starmalls Story)

Moving forward, Manuela aims to provide quality value-added shopping experience to the Philippines' under-served significant mass market and to provide quality commercial spaces to cater primarily to the growing BPO industry.

## **Existing Assets Portfolio and Development Pipeline**

As of June 30, 2012, Manuela owns and operates five (5) retail malls and one (1) BPO commercial center in strategic locations spanning over 367,994 sgm of Gross Floor Area ("GFA") and 1.313 tenants. These establishments are more particularly described as follows:

## A. Starmall Las Piñas 1

Opened in	1979
GFA (sqm)	6,606
NLA (sqm)	5,899
Appraised value*	<del>P</del> 197m
Occupancy rate**	97.0%
Shopper traffic (m)***	N.A.

as of July 2011; Appraised by CBRE Philippines

Starmall Las Piñas 1 has a GFA of 6,606 sq m. It comprises two levels for retail, food, service and office tenants. It is located along Alabang-Zapote road, accessible by bus, jeepney and tricycles. It has Puregold as anchor tenant and houses known food franchises such as Chowking and Sinangag Express.

Las Piñas 1 was the first mall built by Manuela. The new company management did significant redevelopment of the property at an estimated cost of ₽15.0 million from 2009-2011.

#### B. Starmall Las Piñas 2

Opened in	1982
GFA (sqm)	20,233
NLA (sqm)	15,323
Appraised value*	<del>P</del> 585m
Occupancy rate**	89.0%
Shopper traffic (m)***	4 (FY2011)

as of July 2011; Appraised by CBRE Philippines

Starmall Las Piñas 2 is located at the intersection of CV Starr and Alabang-Zapote Road. It is surrounded by prominent subdivisions such as Philamlife Village, Verdant Acres Subdivision, BF Resort Village, 2<sup>nd</sup> Rewille Subdivision and Camella Homes. Alabang-Zapote Road, where the two malls are located, is conveniently linked to the South Luzon Expressway connecting Metro Manila to the Cavite-Laguna-Batangas-Rizal-Quezon ("CALABARZON") provinces. The mall is accessible by bus, jeepney and tricycle. It also has parking spaces for private vehicles.

Starmall Las Piñas 2 has a gross floor area of 20,233 sqm, comprising two levels for retail, food service and entertainment outlets. It has two anchor tenants: Puregold and Finds Department Store. The mall also houses known food franchises such as Kentucky Fried Chicken ("KFC"), Pizza Hut and Goldilocks Bakeshop.

Las Piñas 2 has undergone major redevelopment over the years, including the addition of 1,672 sqm net leasable area ("NLA") from the refurbished structure on a land owned by an affiliate. Total investment on redevelopment was approximately \$\overline{P}69.4\$ million within the period 2009-2011.

<sup>\*\*</sup> as of 2Q 2012
\*\*\* Shopper traffic numbers are approximate figures based on company s internal tracking methods

as of 2Q 2012

<sup>\*\*\*</sup> Shopper traffic numbers are approximate figures based on company's internal tracking methods

## C. Starmall EDSA Shaw

Opened in	1988
GFA (sqm)	60,337
NLA (sqm)	44,473
Appraised value*	<del>P</del> 3,996m
Occupancy rate**	80.0%
Shopper traffic (m)***	23 (FY2011)

as of July 2011; Appraised by CBRE Philippines

Starmall EDSA has a GFA of 60,337 sqm, comprising four levels of retail, food, service and entertainment outlets. It is located at the intersection of two of the busiest thoroughfares in Metro Manila - EDSA and Shaw Boulevard. Epifanio De Los Santos Avenue ("EDSA") is the longest and most important avenue in Metro Manila while Shaw Boulevard is one of the major roads in Mandaluvong City, at the heart of Metro Manila, It is accessible to buses, ieepnevs and private vehicles. The second level is directly accessible from the MRT station.

As of June 30, 2012, Starmall EDSA Shaw has three anchor tenants: Puregold Jr Supermarket, Jollibee Group and Finds Department Store. Most national food and beverage ("F&B") chains are present in Starmall EDSA, including KFC and Max's Restaurant. It is also home to a number of direct selling companies such as Tupperware, Natasha and Sara Lee. One major draw to the mall is the group of bargain stalls selling apparel and gadgets.

Like the Las Piñas malls, EDSA Shaw also has undergone redevelopment, including facade enhancement, major repairs to and addition of escalators to enhance shopper traffic flow and major repairs and replacement of airconditioning systems. Total investment on redevelopment was approximately ₽71.8 million within the period 2009-2011.

## D. Starmall Alabang

1997				
146,886				
98,608				
₽5,741m				
73.0%				
26 (FY2011)				

as of July 2011; Appraised by CBRE Philippines

Starmall Alabang is the biggest mall in the portfolio with a GFA of 146,886 sqm comprising of four levels of retail, food, service, and entertainment outlets. It is located along the South Luzon Expressway service road and operates one of the biggest and most important transport terminals south of Metro Manila.

As of June 30, 2012, Starmall Alabang has three anchor tenants: Robinsons Department Store and Supermarket, Finds Department Store and Jollibee Group. Similar to Starmall EDSA, a major draw to Starmall Alabang is its bargain stalls, which can number anywhere between 200 and 300 at any given time. Also a major draw is its indoor theme park which attracts students and families to the mall.

Starmall Alabang has also undergone redevelopment, with the most significant capital expenditure made in 2011. The redevelopments included the addition of 1,200 sqm of NLA with the construction of concrete slabs at the 3<sup>rd</sup> level and bridgeway on the 2<sup>nd</sup> level. Other than additional NLA, the redevelopment involved design efficiencies for the cooling system of the mall, improvement of mall facade, lighting and facilities. Investment on redevelopment totalled ₽144.7 million for the period 2009-2011.

<sup>\*\*</sup> as of 20 2012

<sup>\*\*\*</sup> Shopper traffic numbers are approximate figures based on company's internal tracking methods

<sup>\*\*</sup> as of 2Q 2012
\*\*\* Shopper traffic numbers are approximate figures based on company s internal tracking methods

## E. Starmall San Jose Del Monte

Opened in	March 2012
GFA (sqm)	35,700
NLA (sqm)	22,970
Development Cost**	<del>P</del> 877m
Occupancy rate***	69.0%
Shopper traffic (m)****	N.A.

<sup>\*\*</sup> Includes construction cost + land cost

Starmall San Jose del Monte is the newest mall, opened in April 2012. Owned by Masterpiece Asia Properties, Inc. and operated and managed by Manuela pursuant to a Management Contract, this mall is located in the heart of San Jose del Monte, the biggest city in Bulacan with a population of about 700,000. Starmall is the first in this area, with the nearest mall approximately 8 kilometers away. It is a three level structure and is the blueprint for future mall developments by Starmalls.

Starmall San Jose del Monte has a GFA of 35,700 sq m. Its anchor tenants include Puregold, Finds Department Store, Metro Home Depot and Jollibee Group.

#### F. Worldwide Corporate Center

Re-launched in	2007
GFA (sqm)	98,232
NLA (sqm)	70,758
Appraised value*	<del>P</del> 1,832m
Occupancy rate**	90.0%

<sup>\*</sup> as of July 2011; Appraised by CBRE Philippines
\*\* as of 2Q 2012

Worldwide Corporate Center ("WCC") is an IT Building duly accredited by the Philippine Economic Zone Authority ("PEZA") and houses some of the major BPO players in the country. including Sykes and Stream Global. Its tenant mix comprises (i) large tenants requiring customized office space, such as BPO companies, a television broadcasting/entertainment company and a direct marketing company; (ii) smaller corporate offices, such as residential real estate marketing offices. management offices and employee recruitment services; and (iii) retail outlets designed to cater to the other tenants in the building, such as restaurants and convenience stores. WCC was re-launched in 2007 and has a GFA of 98,232 sqm. It is strategically located in the vicinity of Metro Manila's main thoroughfare, EDSA, and is connected to transportation terminals, including the Manila Metro Rail Transit ("MRT") System, bus terminals and other forms of public transportation. The land on which the WCC stands is owned by LECA Realty Corporation and is subject of a Lease Contract with the company for a lease period of twenty five (25) years plus another ten (10) years extension, which will expire on 31 July 2030.

As WCC has been originally designed as a shopping mall, Manuela has incurred significant costs redeveloping the property to suit BPO office requirements. Most of the spaces now occupied by its tenants were redeveloped and retrofitted to suit the requirements of the tenants. The company redesigned electrical, mechanical and telecommunications infrastructure of the original building to support 24/7 operations required by its BPO tenants. Total redevelopment costs of WCC for the period 2009-2011 was Php331 million.

## G. Current Pipeline

The Company has several ongoing projects in different stages of development:

- 1. Starmall San Jose Del Monte Phase 2
- 2. Starmall Las Piñas 2 Phase 2
- 3. Starmall Molino
- 4. Starmall Santa Rosa
- 5. BPO Building in Edsa, Mandaluyong

<sup>\*\*\*</sup> as of 2Q 2012
\*\*\*\* Shopper traffic numbers are approximate figures based on company s internal tracking methods

## **Asset Turnaround Strategy**

Since 2008, Manuela has focused on redefining its assets to more effectively target core consumer segments by better leveraging the inherent strengths of its portfolio. Quick wins were achieved while pursuing imperative undertakings. Manuela introduced new management at both corporate and asset levels with suitable experience in development and retail management. It has also undertaken rapid and cost effective asset enhancement initiatives to improve the quality of its properties and increase rental potential by upgrading equipment including air-con systems and facilities including new escalators to link to transport hubs (MRT station) as well as the upkeep of amenities like cinemas and comfort rooms.

The Company has redefined the ideal tenant mix in each existing mall consistent with its target market. Efforts undertaken include: (i) establishing partnership with a major anchor tenant for all malls (Puregold); (ii) introducing popular F&B options to drive steady increase in traffic flow (i.e. KFC, Goldilocks, Mang Inasal); and (iii) reallocating tenant spaces to maximize rent potential (moving kiosks from prime ground floor to upper levels).

Repositioning WCC to cater to the growing BPO industry was one of the Company's key undertakings after its rehabilitation.

Looking at the longer term, the Company aims to: (i) undertake asset enhancement initiatives to increase floor space through conversion of existing low- or non-yielding GFA; (ii) proactively identify and cater to evolving tastes of customers in target segments by incorporating lifestyle-oriented experiences (i.e., cinemas/children's activities) and by focusing on affordable branded products/tenants – tapping into the increasing affluence in the provinces; (iii) have the first mover advantage in newly developing provincial developments working in parallel with Vista Land, as new provincial developments mature; and (iv) capitalize on economies of scale when negotiating rentals as the Starmalls portfolio grows.

## Significant Operational Improvements

The Company has made substantial improvements across all operational metrics for the malls as a result of the management's turnaround strategy. It has registered a 38% increase in weighted average occupancy rate from 39% in 2007 to 77% as of the second quarter of 2012. The enhanced layout and tenant mix of the malls have also attracted more shoppers as evidenced by increase in shopper traffic from 40m in 2009 to 52m in 2011. The rental rates, post-repositioning of malls, have also increased with a steady growth rate of 26.4% from 2007 to 2011. Lastly, the benefits from asset enhancement initiatives have also reflected in the malls' profitability with an increase in the Company's net operating income from \$\mathbb{P}\)37.5m in 2007 to \$\mathbb{P}\)459m in 2011. (See Schedule 2 - Significant Operational Improvements - Malls)

Particularly for WCC, there has been a rapid improvement in occupancy and rental rates driving increased rental revenues and profitability. From 29% in 2007, occupancy rate has increased to 90% in the second quarter of 2012. Rental revenues have also increased from ₽107.5m in 2007 to ₽298.6m in 2011 with a steady growth rate of 178%. There was also an approximately 14% increase in the average rents achieved, post conversion of low-yielding parking space/sports venue space into leasable area. Lastly, the benefits from asset enhancement initiatives have also reflected in the WCC's profitability with an increase in net operating income from ₽18m in 2007 to ₽218m in 2011. (See Schedule 3 – Significant Operational Improvements – WCC)

# Key Portfolio Metrics

The Company's key portfolio metrics for the malls included: (i) well-anchored tenants with leading brands, with the top ten (10) tenants contributing approximately 30% of the Company's gross rental income; (ii) well-balanced lease expiry profile with no more than 30% of NLA expiring within a year; (iii) well-diversified occupancy across various trade sectors; and (iv) consistently high tenant retention rates reflecting strong demand. (See Schedule 4 – Key Portfolio Metrics - Malls)

WCC's key portfolio metrics is characterized by a highly stable and growing BPO sector. WCC's top ten (10) tenants contribute approximately 86% of the Company's gross rental income.

WCC is highly focused on BPO tenants with the latter comprising 74% of gross rental income and more than 70% of NLA. The leases with the tenants also have a long dated expiry profile with no more than 24% of NLA expiring in a year until 2015. Lastly, WCC has a 100% tenant retention rate because of its well-located quality BPO space combined with build-to-suit fit out investments enhancing tenant retention. (See Schedule 5 – Key Portfolio Metrics – WCC)

## **Anchor Tenants**

#### A. Mall Tenants

The Company has a tenancy mix which complements its positioning as a modern, vibrant shopping/entertainment destination for C and D target segments. Its top anchor tenants include: (i) retail operators such as Puregold, Puregold Jr., Finds Department Store; (ii) national F&B brands such as Jollibee, Greenwich, Chowking and Mang Inasal; and (iii) home and appliances, cinemas such as Metrohome, Abenson and Silverstar.

The Company's specialty tenants include: (i) F&B such as Mcdonald's, KFC, Starbucks Coffee, Pizza Hut, Dunkin Donuts, Figaro, Goldilocks, Chic-Boy, Max's; (ii) fashion/apparel brands such as Penshoppe, Bench, RRJ, Rusty Lopez, MSE, Sandugo Sandals and Human; and (iii) miscellaneous brands such as Avon, CD-R King, Mercury Drugstore, HBC Exclusives, Japan Home Centre, Western Union, Watsons, LBC, Handyman. DIY Shop, Executive Optical, Smart, Globe, Tom's World, Sun Cellular, Quantum, Tupperware, Puyat Sports and Bingo Mania.

These tenants provide affordable quality products which are popular amongst the Company's target segments.

## **Puregold**

Puregold is the country's leading hypermarket and supermarket operator. It has opened the first Puregold, Jr. outlet in Las Piñas 2 in December 2008. Puregold's multi-format outlets provide optionality for selecting the most suitable retail format for each mall within the Company's portfolio. Puregold and the Company have jointly developed the new supermarket formats with smaller areas than the traditional supermarkets.

As the Company's anchor tenant across most of the latter's existing assets, Puregold has the option to take up retail space as an anchor for most of its upcoming developments.

## B. BPO Tenants

The Company has developed an in-depth knowledge of BPO tenants' needs from its long-standing relationships with the major BPOs in the Philippines such as: Sykes and Stream Global Services, which are two (2) of the most established BPO operators in the Philippines and which both have been WCC tenants since 2007; Acquire Asia, Brady, Solar TV Network, and Interglobe Technologies. These existing BPO tenants' commitment to WCC for their expansion needs bear testament to strong relationships and the Company's asset quality.

## **Financial Summary**

Coming out from rehabilitation, the Company is continuously improving in terms of generating revenue and managing its debt/equity and cashflow. From \$\mathbb{P}673m\$ in 2009, its revenue increased to \$\mathbb{P}1,053m\$ in 2011 with a growth rate of 56%. Its net operating income increased from \$\mathbb{P}343m\$ to \$\mathbb{P}677m\$ while its net operating income margin increased from \$51% to 64.3%, from 2009 to 2011. The Company's net income and net income margin also increased from \$\mathbb{P}223m\$ to \$\mathbb{P}464m\$ and from 33.1% to 44.0%, respectively, from 2009 to 2011. (See Schedule 6 - Financial Summary)

The Company's total debt drastically decreased from P1,763m in 2009 to P211m in 2011. (See Schedule 6 – Financial Summary)

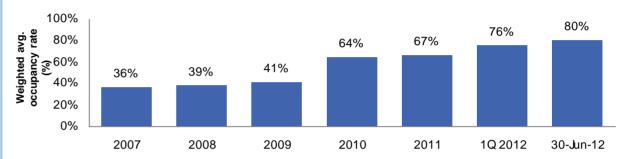
# **The Starmalls Story**

# **Background**

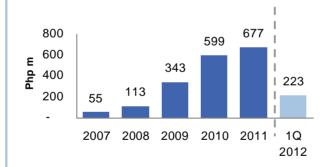


## What we have achieved<sup>1</sup>

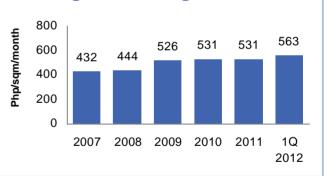




## +87% CAGR in NOI4



# +30% growth in avg. rental rates<sup>3</sup>



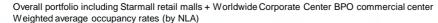
# What we aim to be

Retail

To provide quality value-added shopping experience to Philippines' under-served significant mass market

вро

To provide quality commercial spaces to cater primarily to the growing BPO industry



Weighted average rental rate (by rental revenue); average rental rates calculated as total annual rental revenue divided by total occupied NLA Net operating income calculated as total revenues (adjusted fair value gains) net of operating expenses excluding depreciation and amortization

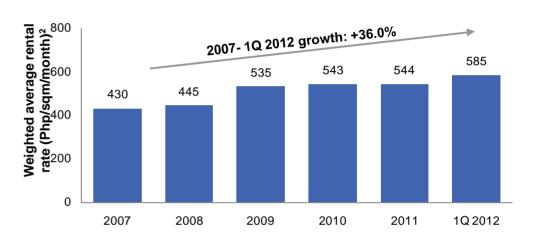
# Significant operational improvements – Mall portfolio

Substantial improvements across all operational metrics achieved from mgmt team's turnaround strategy

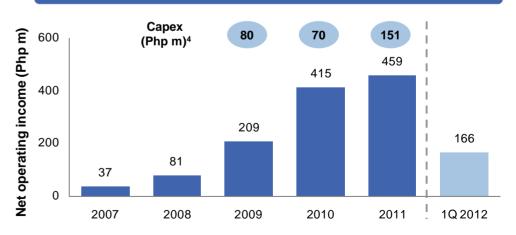
# Continued improvement in portfolio occupancy levels

# 37 percentage points increase in weighted average occupancy rate (2007 to 30 June 2012) 100% Weighted average occupancy rate (%)1 80% 76% 71% 65% 64% 43% 41% 39% 40% 20% 2007 2008 2009 2010 2011 1Q 2012 30-Jun-12

# Increasing rental rates post repositioning of malls



# Benefits from AEIs being reflected in malls' profitability



#### Notes:

- 1 Weighted by NLA
- 2 Weighted by rental revenue; Basic rent + CUSA for rental rates from 2008 onwards; no CUSA charges in 2007; rental rates calculated as total rental revenue (including CUSA charges) divided by total occupied NLA
- Does not include shopper traffic for Starmalls San Jose Del Monte which opened in Apr 2012 and Starmalls Las Pinas 1 for which data is not available; shopper traffic numbers are approximate figures based on company's internal tracking methods
- Capex spent on revamping Las Pinas 1 and 2, Alabang and EDSA-Shaw only; does not include development capex for Starmall San Jose Del Monte

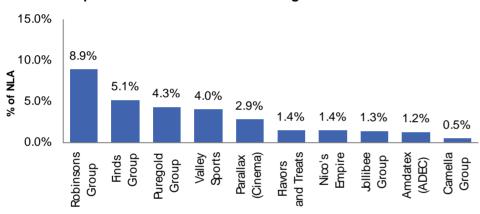


# Key portfolio metrics – Mall portfolio

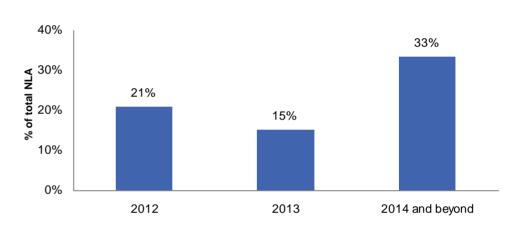
Well anchored + Highly diversified + Balanced lease expiry profile + High retention rates...

## **Anchored by strong tenants with leading brands**

## Top 10 tenants contribute ~ 29% of gross rental income<sup>1</sup>

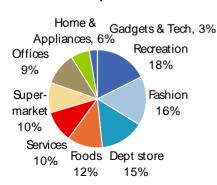


# Well balanced lease expiry profile

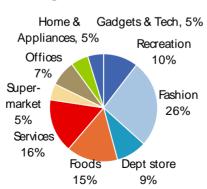


# Well-diversified across various trade sectors

## % of occupied NLA

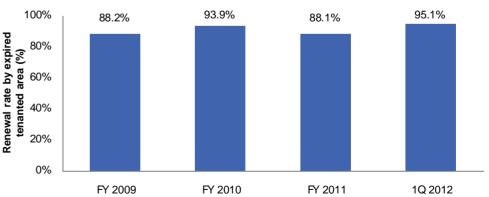


# % of gross rental income



# High tenant retention rates reflecting strong demand

# Consistently high retention rates<sup>2</sup> helps to minimize renewal risks



...reflect a robust business plan and underlying portfolio fundamentals



<sup>2</sup> Data not available for 2007 and 2008



# Significant operational improvements –BPO

Rapid improvement in occupancy and rental rates driving increased rental revenues and profitability

1Q 2012 30-Jun-12

# **Continued improvement in occupancy rates**

# 61 percentage points increase in occupancy rate (2007 to 30 June 2012) 88% 90% 80% 65% 70% 60% 40% 29% 33% 36%

Occupancy rate (%)

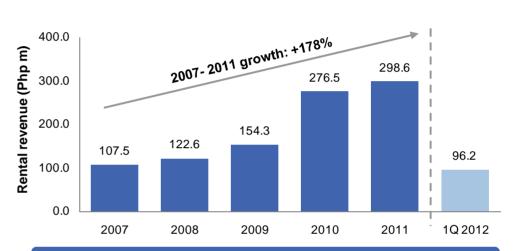
20%

0%

2007

2008

# Increasing rental revenues



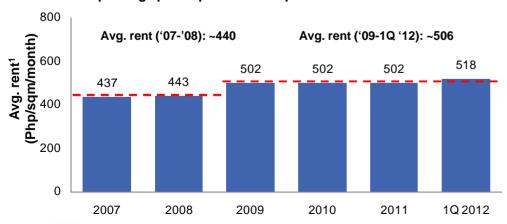
# Significant increase in avg. rents post asset re-positioning

2010

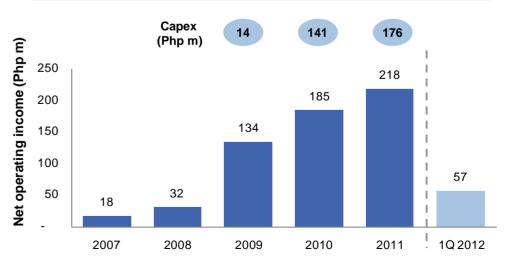
2011

2009

~ +15% increase in avg. rents achieved, post conversion of low-yielding parking space/sports venue space into leasable area



Benefits from AEIs being reflected in increased profitability



Notes:

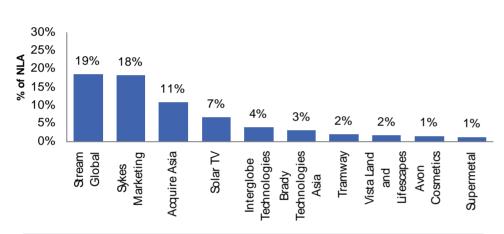
Avg. rental rate calculated as total rental revenue (including CUSA charges) divided by total occupied NLA

# Key portfolio metrics –Worldwide Corporate Center

Underpinned by highly stable and growing BPO sector characteristics

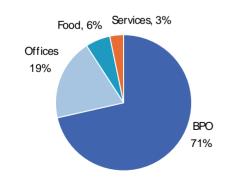
# BPO tenants typically have large space requirements

Top 10 tenants contribute ~ 88% of gross rental income<sup>1</sup>



# Focused on BPO tenants - >70% of leased NLA

## % of leased NLA1

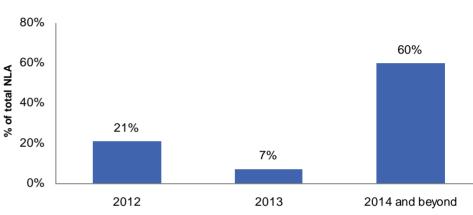


#### N 1 2

Notes: 1 As of 10 2012

No major BPO lease renewals prior to 2010

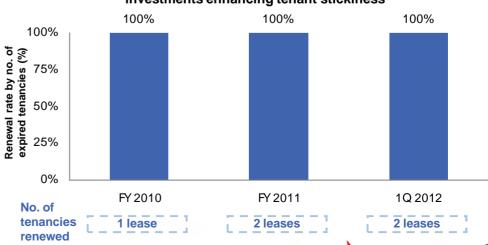
## Long-dated lease expiry profile



Renewal terms for lease expiries coming due in 2012 (21% of total NLA) have been agreed

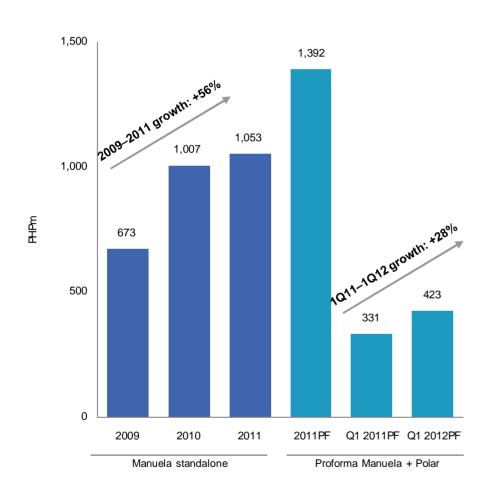
## 100% tenant retention rate<sup>2</sup>

# Well-located quality BPO space combined with build-to-suit fit out investments enhancing tenant stickiness

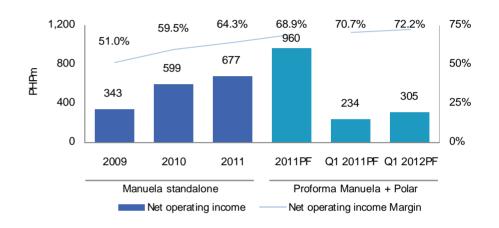


# **Financial Summary**

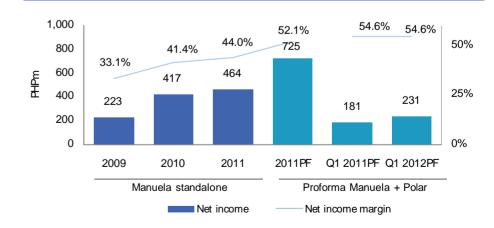
# Revenue <sup>1</sup> and revenue growth



# Net operating income <sup>2</sup> and net operating income margin



# Net income <sup>3</sup> and net income margin



Source: Company information

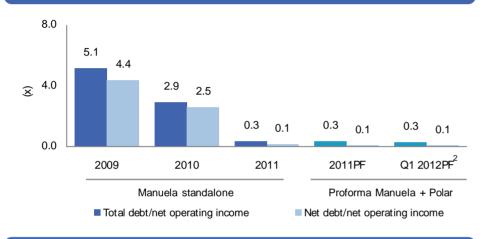
#### Notes:

- Adjusted to exclude fair value gains
- 2 Net operating income = Total revenues (adjusted for fair value gains) Operating expenses + Depreciation & Amortization
- Net income = Net income fair value gains (net of deferred tax on FV)

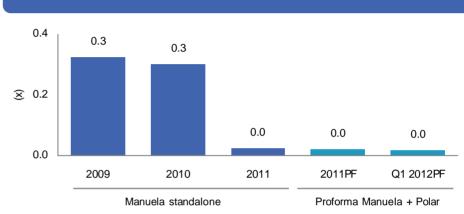


# **Financial Summary**

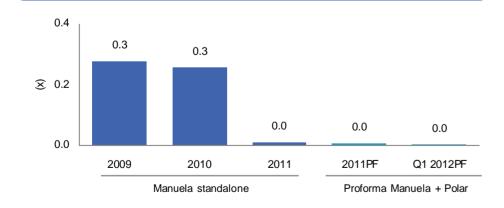
# Total debt/net operating income <sup>1</sup> and Net debt/net operating income <sup>1</sup>



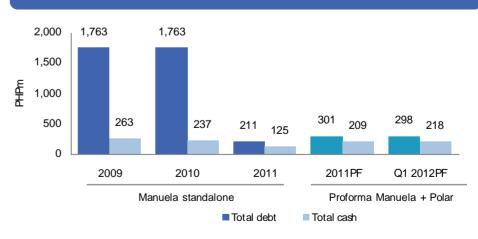
# **Total debt/equity**



# **Net debt/Equity**



## Total debt and total cash



Source: Company information



#### Note

- 1 Net operating income = Total revenues (adjusted for fair value gains) Operating expenses + Depreciation & Amortization
- 2 PF LTM net operating income of PHP1,031m