



PUEBLO DE ORO

A member of the ICCP Group

The **Gold** Standard

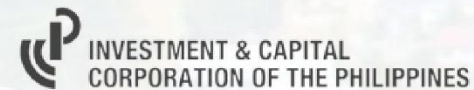
www.pueblodeoro.com





FINANCIAL SERVICES

INVESTMENT BANKING



- Licensed independent investment bank
- Investment Banking & Advisory Services
- Partially owned by DBS Bank Singapore

PRIVATE EQUITY / VENTURE CAPITAL



- A partnership between ICCP Venture Partners, the leading and longest-operating venture capital firm in the Philippines with offices in Silicon Valley, and SBI Holdings, a listed Japanese financial services conglomerate with offices throughout Southeast Asia

ASSET MANAGEMENT



- Property investments est. in 1994
- Multi-asset class
- Top-tier PH institutional investors

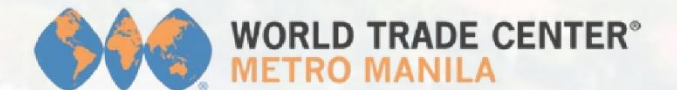
PROPERTY DEVELOPMENT & MANAGEMENT

INDUSTRIAL ESTATE DEVELOPMENT & MANAGEMENT



- A pioneer and the leader in industrial park development in the country
- The first privately-owned industrial estate developer to be granted approval to operate a Special Economic Zone
- In partnership with Sojitz Corporation

EXHIBITION FACILITY



- Owner and developer of World Trade Center Metro Manila (WTCMM)
- Member of the World Trade Centers Association, New York
- Member of the Union des Foires Internationales

MIXED USED/RESIDENTIAL DEVELOPMENT



- Developer of residential and mixed-use property projects
- Recipient of international awards like Real Estate Asia, PropertyGuru, FIABCI, etc., for its various projects
- Perennial awardee of the HDMF in Luzon, Visayas, & Mindanao



- Latest subsidiary est. in 2022
- Focus on building world-class townships guided by ESG

OUR MANAGEMENT TEAM



GUILLERMO D. LUCHANGCO
Chairman & CEO



RHOEL ALBERTO B. NOLIDO
President & COO



CHRYSLER B. ACEBU
GM - Mindanao Operations



RHODORA C. LAO
Vice President, Treasurer



RANDELL J. MANUEL
Vice President, Controller



JOHN VINCENT R. RAPIZ
Vice President, Sales & Marketing



BENEDICTO P. PANIGBATAN
Corporate Secretary



Who is Pueblo De Oro?

Pueblo de Oro is a national developer of mixed-use projects in the Philippines.

For more than 30 years, real estate property developer Pueblo de Oro has been building master-planned developments for families all over the Philippines. We have housing projects in Batangas, Pampanga, Cebu, and Cagayan de Oro.

Gold Standard in Community Living

“..We continuously strive to implement best governance practices, benchmarked against international standards and develop distinctive properties which are thoughtfully considered in building homes at affordable prices for the Filipino.”

DEFINING TRUE VALUE

- Offers innovative style as well as quality, strength and affordability
- Committed to provide a unique mix of residential communities ranging from high-end, exclusive subdivisions to affordable economic projects





BATANGAS

Striving to expand its presence in Batangas, with four (4) existing developments in Sto. Tomas, Malvar, Lipa City, Batangas City and ongoing projects in other key cities across the province.



CEBU

41-hectare (in total) master-planned communities in Lapu-Lapu, Mactan.



PAMPANGA

A 30-hectare flood-free community located in San Fernando City.

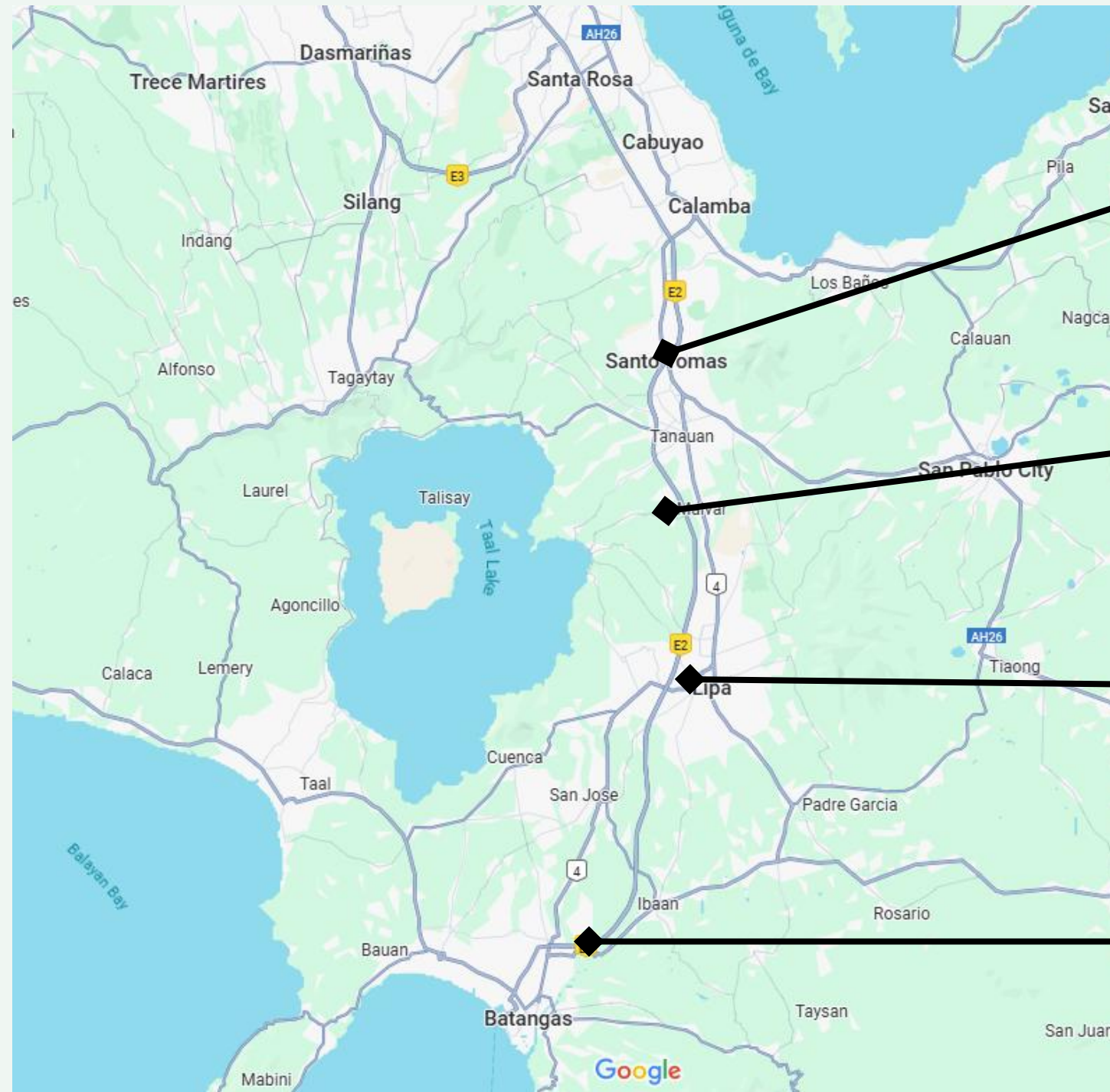


CAGAYAN DE ORO

Pueblo de Oro's flagship 400-hectare township in Cagayan de Oro, designed by Louis Berger International (USA), features a business park (home to SM), St. Francis Xavier Church, a Robert Trent Jones II golf course, Xavier University, an urban rainforest, and multiple residential villages. It played a key role in transforming CDO's uptown area into a thriving community.



BATANGAS DEVELOPMENTS



Pueblo de Oro
BATANGAS
COMMUNITIES

Sto. Tomas, Batangas

26 has
2,026 units

PUEBLO DE ORO
townscapes
MALVAR

Malvar, Batangas

48 has
2,360 units

PUEBLO DE ORO
COURTYARDS
LIPA CITY

Lipa City, Batangas

10 has
547 units

PUEBLO DE ORO®
Westwoods
Heights
BATANGAS CITY

Batangas City, Batangas

12.7 has
548 units



PUEBLO DE ORO
COURTYARDS
LIPA CITY

www.pueblodeoro.com





Flourish in the new heart of Lipa

YOUR NEW HOME IN NATURE

**PUEBLO
DE ORO**

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The Gold Standard

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Why Lipa City?

STRATEGIC LOCATION

Lipa is easily accessible to Manila and nearby areas via major highways, offering a balance of city convenience and suburban tranquility.

COOL CLIMATE AND NATURAL BEAUTY

The city's elevated location provides a cooler climate, with access to scenic spots, parks, and outdoor activities.

GROWING ECONOMY

Lipa has a booming economy with developments in trade, education, and healthcare, providing job opportunities and a high quality of life.



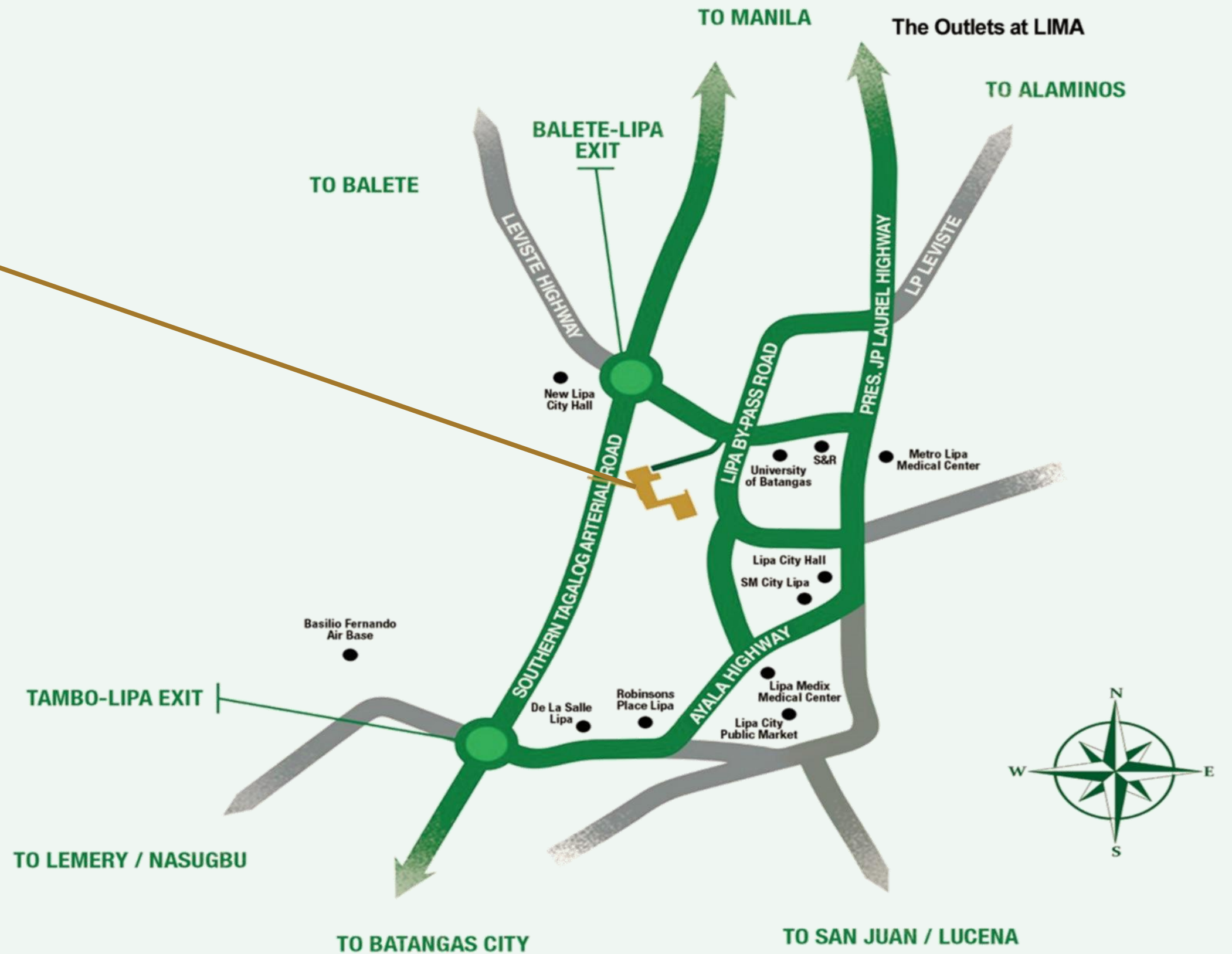
VICINITY MAP

PUEBLO DE ORO COURTYARDS

LIPA CITY

Purok 4, Sitio Toribio
Brgy. Balintawak, Lipa City, Batangas

2 KM away from Balete Exit





POINTS OF INTEREST



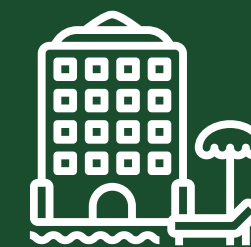
- De La Salle Lipa
- University of Batangas
- National University
- New Era University
- Batangas State University
- Stonyhurts Southville International School
- Holistic Academy



- SNR Membership Shopping
- SM City Lipa
- Robinsons Lipa
- South Supermarket
- The Outlets at Lima
- Lipa City Public Market



- Mary Mediatrix Hospital
- Metro Lipa Medical Center
- Lipa Medix
- San Antonio Medical Center
- N.L. Villa Hospital



- Laiya Beach
- Mabini Diving Spot
- The Old Grove Farmstead
- Cintai Coritos Garden
- Golf Courses

THE PROJECT

The Courtyards Lipa City development covers an estimated **10 hectares** and is primarily designed as a residential community. The project will feature approximately **547 residential units**.



PUEBLO DE ORO
COURTYARDS
LIPA CITY



Thrive in your corner of the Courtyards.

Every HOME is fully finished, with every inch of our 88 sqms to 110 sqms lot ready to give you the pristine lifestyle you deserve.

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DE ORO**

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PUEBLO DE ORO
COURTYARDS
LIPA CITY

Home Selection

UNIT FACADE

IRIS / LILY

UNIT TYPE

SINGLE-ATTACHED /
SINGLE -ATTACHED PREMIUM

UNIT FINISH

CLASSIC / COMPLETE

PRICE RANGE

5.1M TO 8.2M

Single-Attached (Iris) Complete

LOT AREA: 88 SQM FLOOR AREA: 106.5 SQM

GROUND FLOOR

- Living Area
- Dining Area
- Kitchen Area
- Toilet & Bath
- Utility Room
- Provision for Office
- Carport
- Service Yard

SECOND FLOOR

- Master Bedroom
- 2 Bedrooms
- Toilet & bath
- Hallway
- Balcony



SINGLE ATTACHED - IRIS

Single-Attached (Lily) Complete

LOT AREA: 88 SQM FLOOR AREA: 106.5 SQM

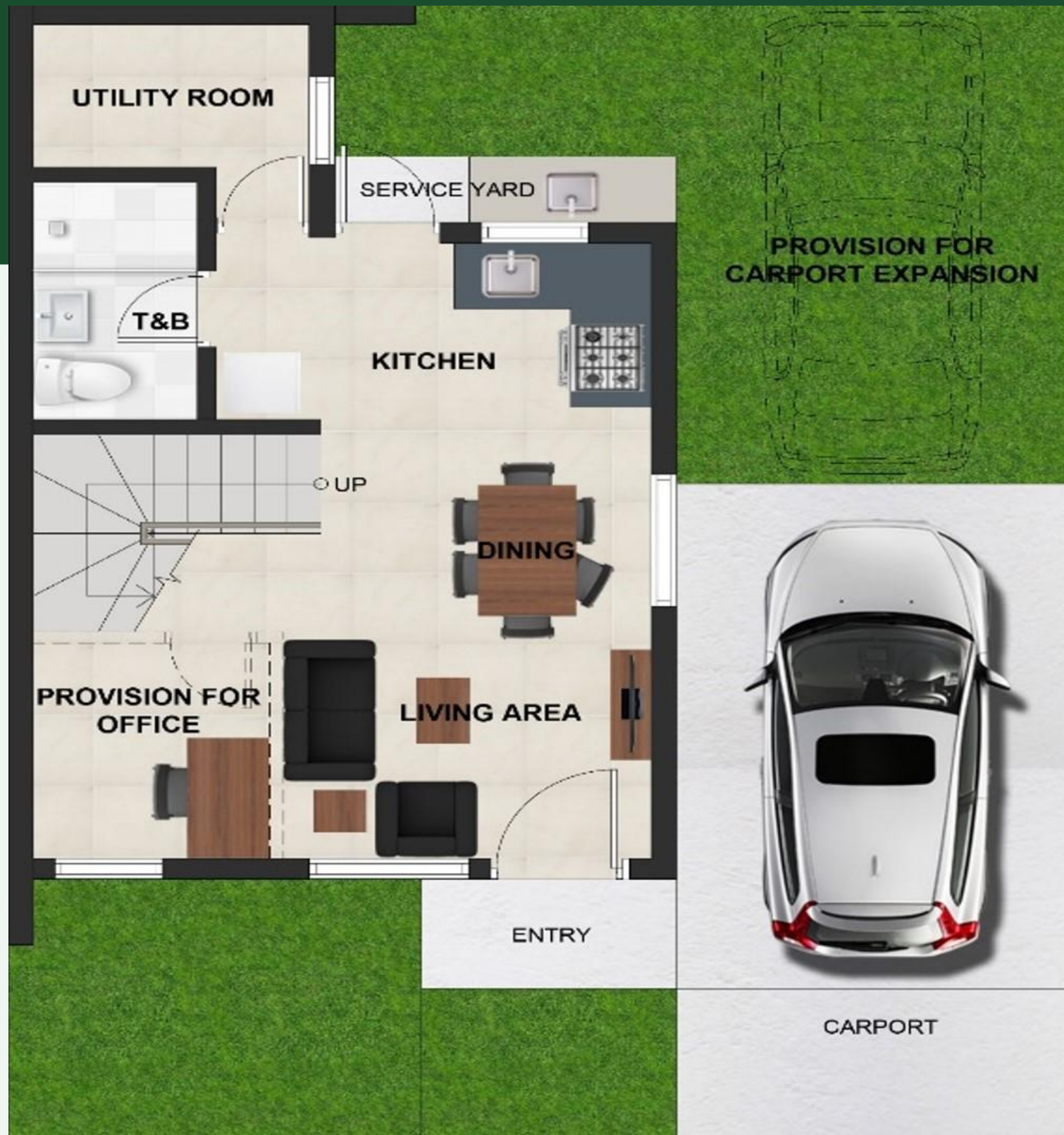
Complete House Specification

Structural Framing System	Conventional Reinforced Concrete
Wall Finishes	
Exterior	Semi-gloss latex paint finish
Interior	Semi-gloss latex paint finish
Toilet and Bath	Ceramic tiles with painted plain cement finish
Floor Finishes	
Ground Floor	Ceramic tiles
Second Floor	Vinyl planks
Toilet and Bath	Ceramic tiles
Ceiling	
Ground Floor	Concrete underslab in paint finish
Second Floor	Fiber cement board in paint finish
Toilet and Bath	Fiber cement board in paint finish
Partition	Fiber cement board in paint finish
Kitchen	
Countertop	Granite with splashboard
Sink	Stainless steel single bowl
Doors	
Main	Pre-painted steel door
Bedrooms	Hollow core flush door
Service	Hollow core flush door
Toilet and Bath	PVC door with louvers
Windows	Aluminum sliding and awning windows
Roofing	Pre-painted rib-type roofing



SINGLE ATTACHED - LILY

Single-Attached Floor Plan - Complete





IRIS SINGLE ATTACHED
(CLASSIC)

Single-Attached Iris (Classic unit)

LOT AREA: 88 SQM FLOOR AREA: 94.5 SQM

Classic House (without Balcony)

Structural Framing System	Conventional Reinforced Concrete
Wall Finishes	
Exterior	Semi-gloss latex paint finish
Interior	Skim coat
Toilet and Bath	Ceramic tiles with painted plain cement finish
Floor Finishes	
Ground Floor	Smooth plain cement finish, ready to receive tiles
Second Floor	Smooth plain cement finish, ready to receive tiles
Toilet and Bath	Ceramic tiles
Ceiling	
Ground Floor	Concrete under slab
Second Floor	Not applicable
Toilet and Bath	Fiber cement board in paint finish
Partition	Not applicable
Kitchen	
Countertop	Concrete
Sink	Stainless steel single bowl
Doors	
Main	Pre-painted steel door
Bedrooms	Not applicable
Service	Hollow core flush door
Toilet and Bath	PVC door with louvers
Windows	Aluminum sliding and awning windows
Roofing	Pre-painted rib-type roofing



Single-Attached Lily (Classic unit)

LOT AREA: 88 SQM FLOOR AREA: 94.5 SQM

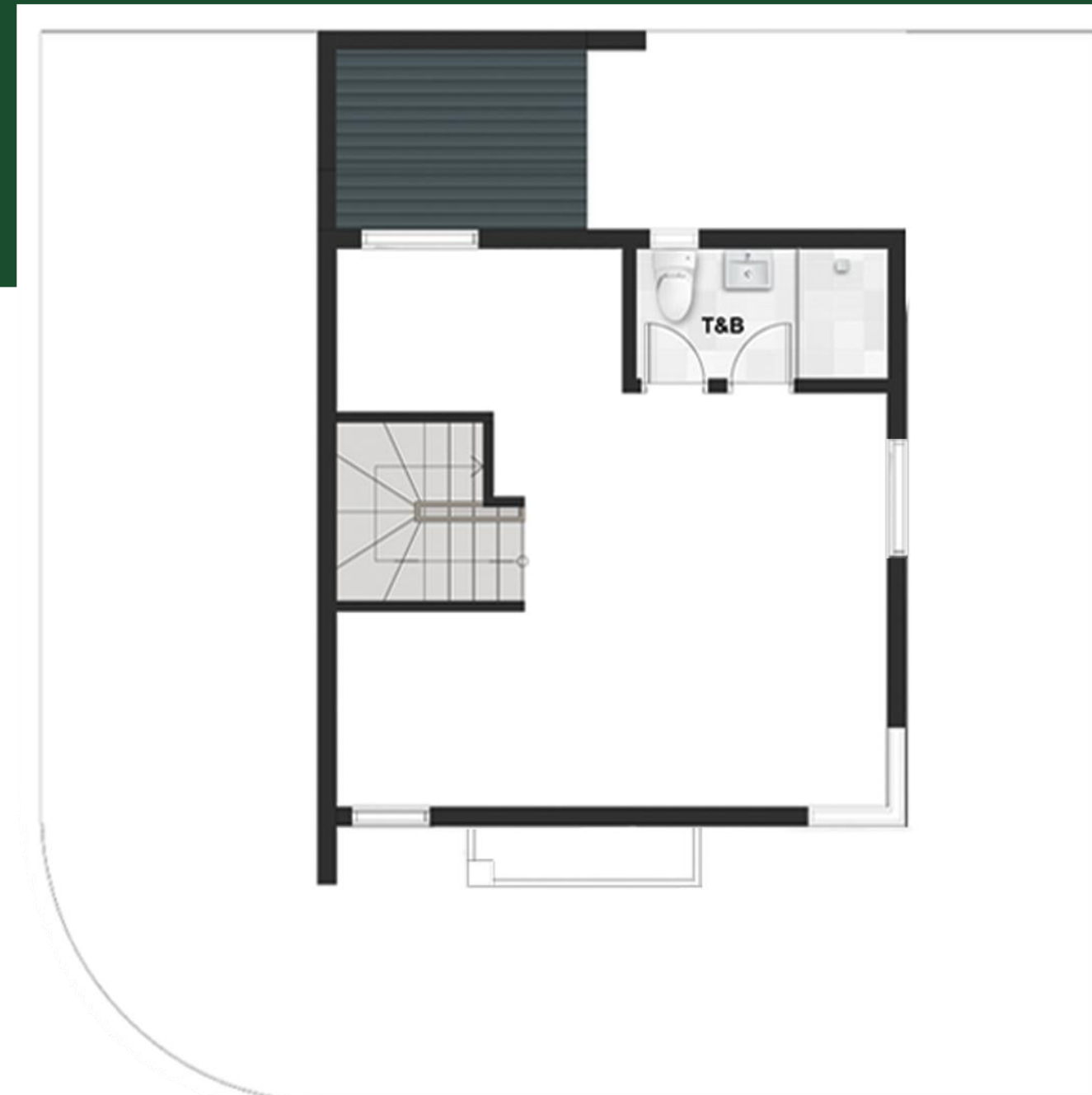
Classic House (without Balcony)

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Wall Finishes	
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Floor Finishes	
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Ceiling	
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Second Floor	Not applicable
Toilet and Bath	Fiber cement board in paint finish
Partition	Not applicable
Kitchen	
Countertop	Concrete
Sink	Stainless steel single bowl
Doors	
Main	Pre-painted steel door
Bedrooms	Not applicable
Service	Hollow core flush door
Toilet and Bath	PVC door with louvers
Windows	Aluminum sliding and awning windows
Roofing	Pre-painted rib-type roofing

Single-Attached Floor Plan - CLASSIC



GROUND FLOOR



SECOND FLOOR

Single-Attached Premium (Iris) Complete

LOT AREA: 110 SQM FLOOR AREA: 108 SQM

GROUND FLOOR

- Provision for Office
- Living Area
- Dining Area
- Kitchen Area
- Toilet & Bath
- Utility Room
- Carport
- Service Yard
- Lanai



SECOND FLOOR

- Master Bedroom
- 2 Bedrooms
- Toilet & bath
- Hallway
- Balcony



IRIS SINGLE ATTACHED PREMIUM



LILY SINGLE ATTACHED PREMIUM

Single-Attached Premium (Lily) Complete

LOT AREA: 110 SQM FLOOR AREA: 108 SQM

Complete House Specification

Structural Framing System	Conventional Reinforced Concrete
Wall Finishes	
Exterior	Semi-gloss latex paint finish
Interior	Semi-gloss latex paint finish
Toilet and Bath	Ceramic tiles with painted plain cement finish
Floor Finishes	
Ground Floor	Ceramic tiles
Second Floor	Vinyl planks
Toilet and Bath	Ceramic tiles
Ceiling	
Ground Floor	Concrete underslab in paint finish
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Toilet and Bath	Fiber cement board in paint finish
Partition	Fiber cement board in paint finish
Kitchen	
Countertop	Granite with splashboard
Sink	Stainless steel single bowl
Doors	
Main	Pre-painted steel door
Bedrooms	Hollow core flush door
Service	Hollow core flush door
Toilet and Bath	PVC door with louvers
Windows	Aluminum sliding and awning windows
Roofing	Pre-painted rib-type roofing

Single-Attached Premium Floor Plan –Complete





Single-Attached Premium Iris (Classic unit)

LOT AREA: 110 SQM FLOOR AREA: 96 SQM

Classic House (without Balcony)

Structural Framing System	Conventional Reinforced Concrete
Wall Finishes	
Exterior	Semi-gloss latex paint finish
Interior	Skim coat
Toilet and Bath	Ceramic tiles with painted plain cement finish
Floor Finishes	
Ground Floor	Smooth plain cement finish, ready to receive tiles
Second Floor	Smooth plain cement finish, ready to receive tiles
Toilet and Bath	Ceramic tiles
Ceiling	
Ground Floor	Concrete underslab
Second Floor	Not applicable
Toilet and Bath	Fiber cement board in paint finish
Partition	Not applicable
Kitchen	
Countertop	Concrete
Sink	Stainless steel single bowl
Doors	
Main	Pre-painted steel door
Bedrooms	Not applicable
Service	Hollow core flush door
Toilet and Bath	PVC door with louvers
Windows	Aluminum sliding and awning windows
Roofing	Pre-painted rib-type roofing



Single-Attached Premium Lily (Classic unit)

LOT AREA: 110 SQM FLOOR AREA: 96 SQM

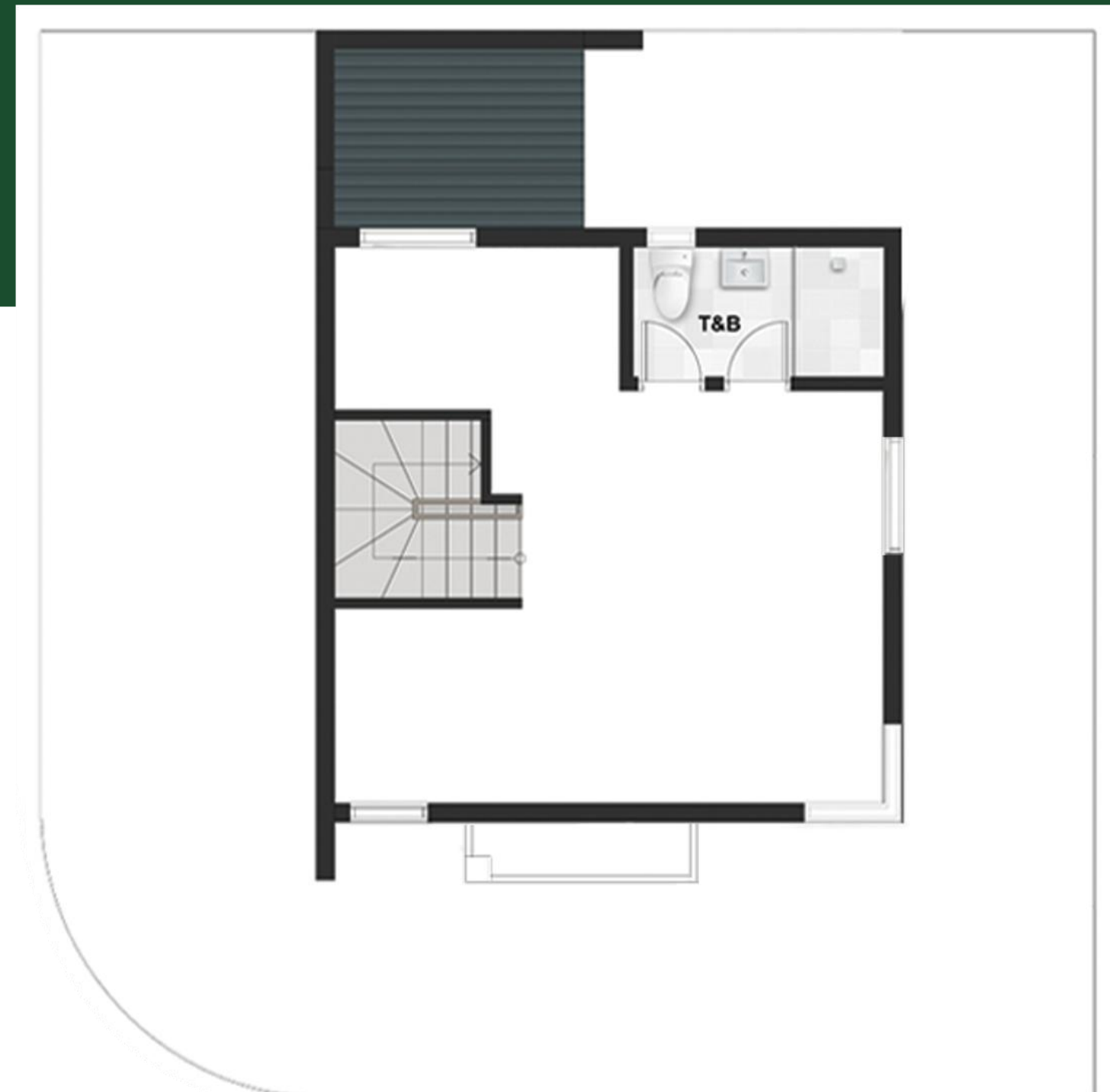
Classic House (without Balcony)

Structural Framing System	Conventional Reinforced Concrete
Wall Finishes	
Exterior	Semi-gloss latex paint finish
Interior	Skim coat
Toilet and Bath	Ceramic tiles with painted plain cement finish
Floor Finishes	
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Toilet and Bath	Ceramic tiles
Ceiling	
Ground Floor	Concrete underslab
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Toilet and Bath	Fiber cement board in paint finish
Partition	Not applicable
Kitchen	
Countertop	Concrete
Sink	Stainless steel single bowl
Doors	
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Bedrooms	Not applicable
Service	Hollow core flush door
Toilet and Bath	PVC door with louvers
Windows	Aluminum sliding and awning windows
Roofing	Pre-painted rib-type roofing

Single-Attached Premium Floor Plan - Classic



GROUND FLOOR



SECOND FLOOR

PUEBLO DE ORO
COURTYARDS
LIPA CITY

Lifestyle is more than just a home

FEATURES & AMENITIES





Enjoy exclusive community living

Prides itself as the gold standard in community living.

CLUBHOUSE



SWIMMING
POOL



PLAYGROUND



BASKETBALL
COURT



JOGGING
PATH



COURTYARDS



Amenity Area



Gate & Guard House



PUEBLO DE ORO
COURTYARDS
LIPA CITY

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Clubhouse



Courtyards



Sales Office

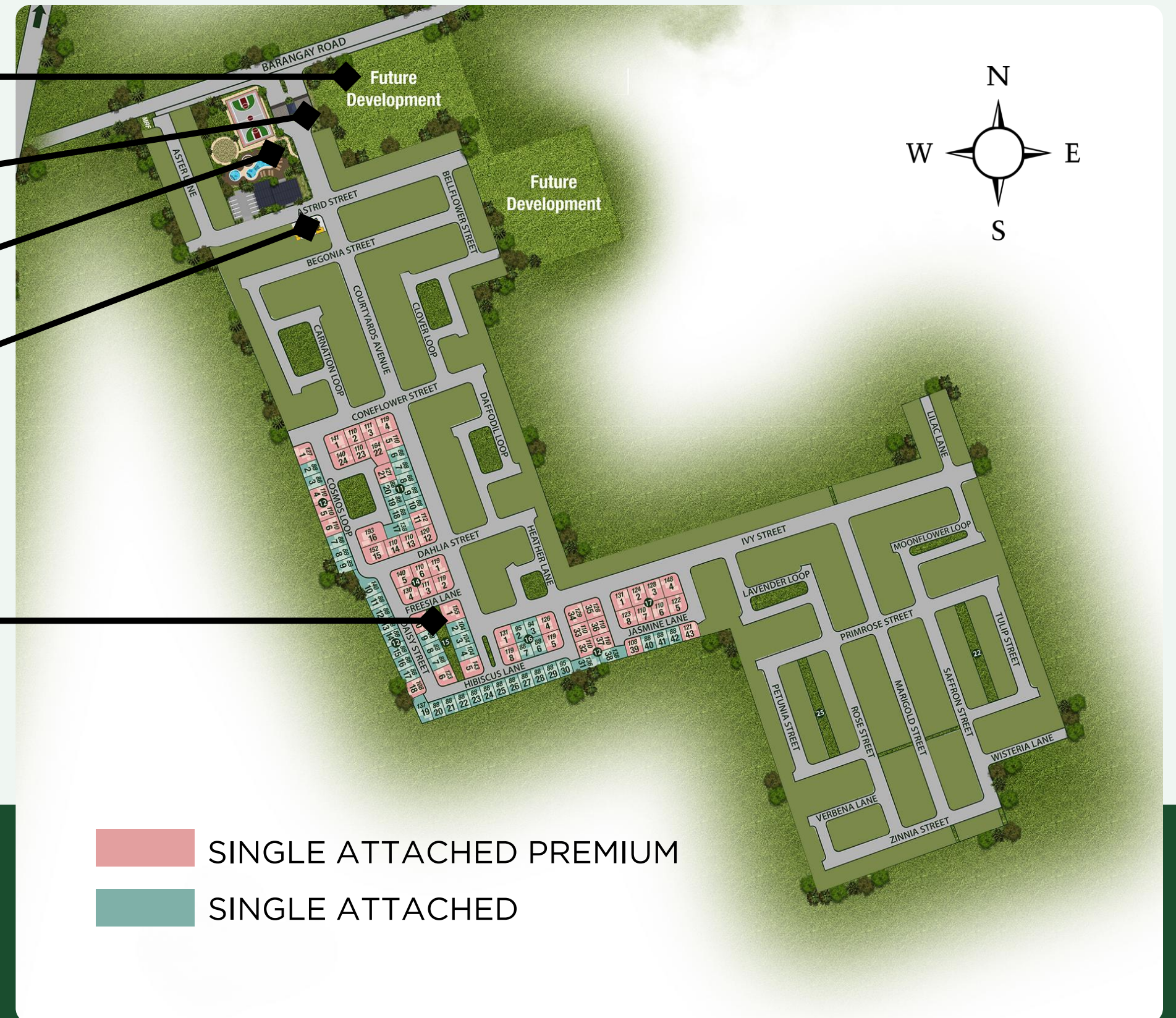
Gate & Guard House

Amenity Area

Model House

Available Area

PUEBLO DE ORO
COURTYARDS
LIPA CITY



 SINGLE ATTACHED PREMIUM
 SINGLE ATTACHED

Utilities

FINANCING OPTIONS



PUEBLO DE ORO

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HOUSE PRICE

HOUSE TYPE	PRICE RANGE	ESTIMATED AMORTIZATION
Single Attached (classic / complete)	5.1M – 6.9M	35k - 48K
Single Attached Premium (classic / complete)	5.7M – 8.2M	39K - 55K



* Title Transfer, HDMF Loan Fees & Bank Fees are inclusive of the TCP

FINANCING OPTIONS

BANK FINANCING

10% in 20 months, 90% in 30 years – RCBC
10% in 20 months, 90% in 20 years (other bank)

SPOT PAYMENT

Spot Cash (5% discount on SP)

DEFERRED FINANCING

24 months to pay for 0% interest
30% DP with 5% Disc, 70% in 24 months at 0% interest

COURTYARDS BUYER'S UNBEATABLES DEALS!!!

Oct 1-31,2025

**Buyers Outright
Discount!!!!**

COMPLETE UNIT

✓ **100,000 Outright
Discount**

CLASSIC UNIT

✓ **75,000 Outright
Discount**

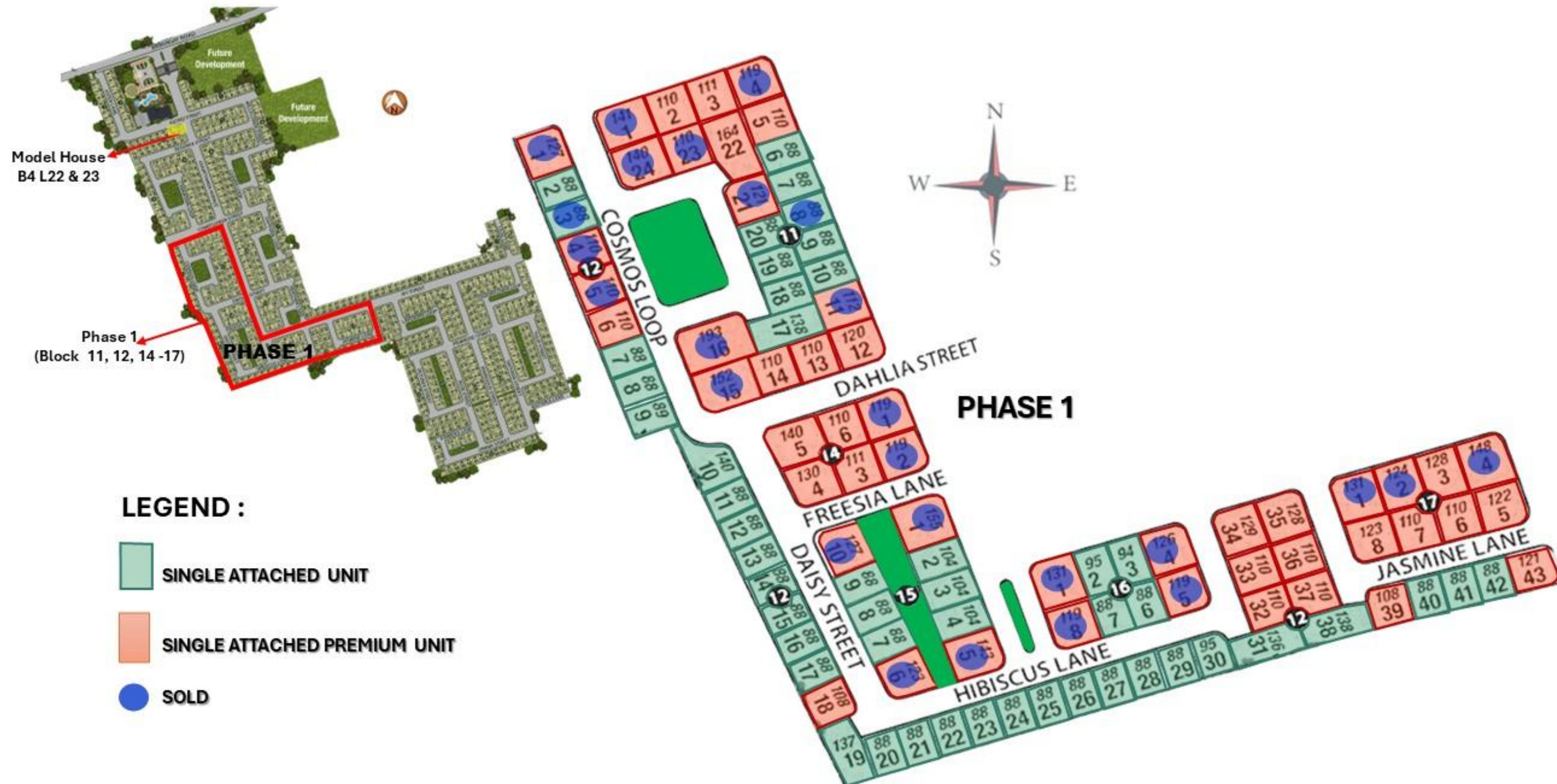
OFFERING...

✓ **as low as 5/95 @12
mos.dp**

Phase 1 Map Oct. 2025

PUEBLO DE ORO
A member of the ICCP Group

PUEBLO DE ORO
COURTYARDS
LIPA CITY



DHSUD LTS No.:1671

As of OCTOBER 2025

Purok 4 Sitio Toribio Bgry. Balintawak Lipa City

SAMPLE BANK COMPUTATION – COMPLETE UNIT



BANK FINANCING (10/90 - COMPLETE UNIT)



HOUSE MODEL	SINGLE ATTACHED PREMIUM- IRIS	SINGLE ATTACHED PREMIUM- LILY	SINGLE ATTACHED - IRIS	SINGLE ATTACHED - LILY
UNIT TYPE	Complete	Complete	Complete	Complete
LOT AREA	120 sqm cor.	110 sqm.	88 sqm.	88 sqm.
FLOOR AREA	108 sqm.	108 sqm.	106 sqm.	106sqm.
DESCRIPTIONS	3BR/2TB/ LIVING / DINING / KITCHEN/ UTILITY ROOM /SERVICE YARD / CARPORT / BALCONY / LANAI	3BR/2TB/ LIVING / DINING / KITCHEN/ UTILITY ROOM /SERVICE YARD / CARPORT / BALCONY / LANAI	3BR/2TB/ LIVING / DINING / KITCHEN/ UTILITY ROOM /SERVICE YARD / CARPORT / BALCONY	3BR/2TB/ LIVING / DINING / KITCHEN/ UTILITY ROOM /SERVICE YARD / CARPORT / BALCONY
TOTAL CONTRACT PRICE	7,919,490.00	7,426,771.00	7,054,420.00	7,054,420.00
Discount	100,000.00	100,000.00	100,000.00	100,000.00
NEW Total Contract Price	7,819,490.00	7,326,771.00	6,954,420.00	6,954,420.00
10% DOWNPAYMENT	781,949.00	732,677.10	695,442.00	695,442.00
Less: Reservation fee	25,000.00	25,000.00	25,000.00	25,000.00
NET DOWNPAYMENT	756,949.00	707,677.10	670,442.00	670,442.00
20 Months to pay	37,847.45	35,383.86	33,522.10	33,522.10
90% LOAN BALANCE	7,037,541.00	6,594,093.90	6,258,978.00	6,258,978.00
RCBC only -30 years @7% int. rate	49,207.54	46,106.89	43,763.71	43,763.71
20 years @7% int. rate	54,561.98	51,123.94	48,525.79	48,525.79
15 years @7% int. rate	63,255.39	59,269.56	56,257.45	56,257.45
10 years @7% int. rate	81,711.83	76,563.04	72,672.05	72,672.05
5 years @7% int. rate	139,351.76	130,570.97	123,935.28	123,935.28
ESTIMATED REQUIRED MONTHLY INCOME				
5yrs	487,731.15	456,998.40	433,773.46	433,773.46
10 yrs	285,991.42	267,970.62	254,352.19	254,352.19
15yrs	221,393.86	207,443.47	196,901.06	196,901.06
20yrs	190,966.95	178,933.80	169,840.28	169,840.28

- Notes:
- 1. Sample computation only.
 - 2. Miscellaneous Fee: 7% of Net Selling Price (Title Transfer & Bank Fees Included)
 - 3. Monthly amortization figures quoted are ESTIMATES ONLY, actual amortization figures to be provided by the financing institution.
 - 4. Monthly amortization computed for 3 year re-pricing period.
 - 5. GMI Requirement Computation: MA * 3.5

*Price EFFECTIVE as of 10.2025



LTS No.:1671

SAMPLE BANK COMPUTATION – CLASSIC UNIT

PUEBLO DE ORO A member of the ICCP Group The Gold Standard		10/90 SAMPLE COMPUTATION (CLASSIC UNIT)			PUEBLO DE ORO COURTYARDS LIPA CITY
HOUSE MODEL	SINGLE ATTACHED PREMIUM - IRIS	SINGLE ATTACHED PREMIUM - LILY	SINGLE ATTACHED - IRIS	SINGLE ATTACHED - LILY	
UNIT TYPE	CLASSIC	CLASSIC	CLASSIC	CLASSIC	
LOT AREA	120 sqm cor.	110 sqm.	88 sqm.	88 sqm.	
FLOOR AREA	96sqm.	96sqm.	94.5sqm.	94.5sqm.	
DESCRIPTIONS	3 BR (Provision) / 2 T&B	3 BR (Provision) / 2 T&B	3 BR (Provision) / 2 T&B	3 BR (Provision) / 2 T&B	
SAMPLE COMPUTATION					
TOTAL CONTRACT PRICE	6,299,890.00	5,790,927.00	5,211,159.00	5,211,159.00	
DISCOUNT	75,000.00	75,000.00	75,000.00	75,000.00	
NET TCP	6,224,890.00	5,715,927.00	5,136,159.00	5,136,159.00	
10% DOWNPAYMENT	622,489.00	571,593.00	513,616.00	513,616.00	
Less: Reservation fee	25,000.00	25,000.00	25,000.00	25,000.00	
NET DOWNPAYMENT	597,489.00	546,593.00	488,616.00	488,616.00	
20 Months to pay	29,875.00	27,330.00	24,431.00	24,431.00	
BANK FINANCING					
90% LOANABLE	5,602,401.00	5,144,335.00	4,622,544.00	4,622,544.00	
RCBC only -30 years @7% int. rate	37,273.00	34,226.00	30,754.00	30,754.00	
20 years @7% int. rate	43,436.00	39,884.00	35,839.00	35,839.00	
15 years @7% int. rate	50,356.00	46,239.00	41,549.00	41,549.00	
10 years @7% int. rate	65,049.00	59,731.00	53,672.00	53,672.00	
5 years @7% int. rate	110,935.00	101,864.00	91,532.00	91,532.00	
REQUIRED INCOME	152,026.00	139,594.00	125,437.00	125,437.00	
Notes: 1. Sample computation only. 2. Miscellaneous Fee: 7% of Net Selling Price (Title Transfer & Bank Fees Included) 3. Monthly amortization figures quoted are ESTIMATES ONLY, actual amortization figures to be provided by the financing institution. 4. Monthly amortization computed for 3 year re-pricing period. 5. GMI Requirement Computation: MA * 3.5 * Price EFFECTIVE as of 10.01.2025 BDO Bank of commerce PNB CHINABANK RCBC BPI					

Project Updates



As of September 2025

At Pueblo De Oro Courtyards Lipa City, we are building a thriving community for aspiring homeowners, offering quality, sustainable homes that provide comfort and security for a better future.



Site Development Updates



Site Development Updates



Clubhouse Updates



Clubhouse Updates



Clubhouse Updates



International & Local Awards



International & Local Awards



International & Local Awards





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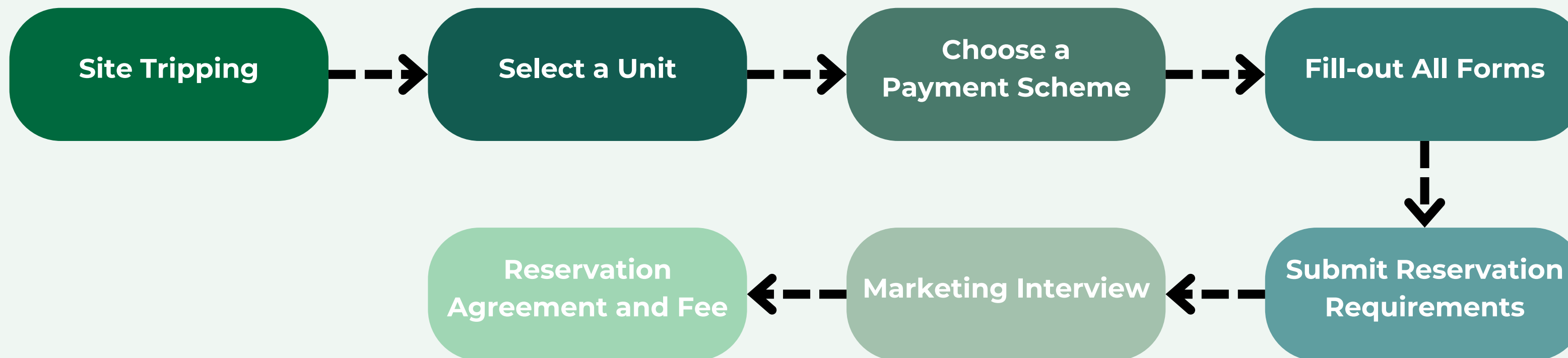
SALES & DOCUMENTATIONS POLICY

www.pueblodeoro.com





RESERVATION SALES PROCESS



To ensure a smooth transaction, please make sure the following steps are completed:

- 1. Form Completion:** The buyer must fill out all the necessary forms:
 - Online Buyers Information Sheet & Loan Questionnaire
- 2. Submission of Required Documents:** The buyer needs to submit the following documents:
 - Photocopy of 2 valid government-issued IDs
 - Proof of Billing
 - Proof of Income

- 3. Reservation Agreement and Fee:** The buyer must:
 - Sign the Reservation Agreement
 - Pay the Reservation Fee, which varies based on the property type:
 - Townscapes: P10,000 to P30,000
 - Courtyards: P25,000
 - Westwoods Heights: P25,000.00
- 4. Final Quotation**
 - The final quotation for the property will be provided by the Sales and Marketing Staff.



COMMISSION MILESTONES

BANK / HDMF FINANCING			
Tranches	Commission Percentage	Collection	Documentary Requirement
1st Tranche	AD Com amounting to P 3,000.00 (for every P10k RF)	Reservation Fee	Initial Requirement (RA/ BIS/ 2 valid IDS, Buyers Guide, Affidavits, Sales Contract (SAP)
2nd Tranche	20% less Ad Com	3% of TCP	Updated Payments
3rd Tranche	30%	5% of TCP	Updated Documents including PDCs/CTS For Bank/HDMF- LOG/CES (loan pre approval), SOA
4th Tranche	25%	7% of TCP	Updated Payments
5th Tranche	25%	10% of TCP	LOAN TAKE OUT NOTICE/VOUCHER/ SOA



COMMISSION MILESTONES

CASH/DEFERRED CASH/ IN HOUSE FINANCING			
Tranches	Commission Percentage	Collection	Documentary Requirement
1st Tranche	AD Com amounting to P 3,000.00 (for every P10k RF)	Reservation Fee	Initial Requirement (RA/ BIS/ 2 valid IDS, Buyers Guide, Affidavits, Sales Contract (SAP)
2nd Tranche	20% less Ad Com	7% of TCP	Updated Documents Including PDCs/ Signed CTSs, CES from Sales Docs
3rd Tranche	30%	12% of TCP	Updated Payments
4th Tranche	25%	18% of TCP	Updated Payments
5th Tranche	25%	25% of TCP	Updated Payments

TRIPPING POLICY

Scheduling and Coordination:

- Trippings must be scheduled at least 2 days in advance.
- Sellers should confirm appointments 1 day before the viewing.
- Cancellations require 12 hours notice.

Transportation:

- PDO may provide transportation or the seller/client may use their own.
- Clear instructions should be provided if transportation is arranged.
 - Pick-up point, Date & Time, No. of passengers, Agent's Name and Contact details

Health & Safety:

- All viewings must comply with local health protocols (e.g., sanitization, social distancing).

Pick-up Points:

- | | | |
|-----------------------|----------------------|------------------------|
| • SM LIPA MALL | • S&R | • SM MALL STO TOMAS |
| • ROBINSONS LIPA MALL | • OUTLETS | • BATANGAS CITY PROPER |
| • LIPA PROPER | • WALTERMART TANAUAN | • SM BATANGAS CITY |
| | | • GRAND TERMINAL |



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MANNING POLICY

- Top 4 Brokers from previous month will get exclusive slots on weekends
- Production Cut-Off- every 26th of the month
- Rest of the brokers with production including the top 4 will be assigned on rotation during weekdays
- Manning hours – 8:00 AM to 6:00 PM
 - Cut-off is 8:15 AM
 - If no agent arrived before cut-off, manning slot is open for other agents on a 1st come 1st served basis
 - Only licensed brokers and accredited salesperson and has attended the PKS will be allowed for site manning.

GUIDELINES FOR MANNING



CLIENT OWNERSHIP

“Through thick and thin, your client calls upon you”
There is no such thing as perpetual ownership of accounts

CLIENT APPOINTMENT SLIP (CAS) is valid for 30 days

- Must be signed by the client, seller and any member of the SMD
- If more than 30 days, new CAS must be accomplished
- Incomplete info or signatures shall be deemed invalid; thus ownership of account shall be subject to the discretion of SMD

	PUEBLO DE ORO DEVELOPMENT CORPORATION A member of the ICCP Group	CLIENT APPOINTMENT SLIP	
Name of Client : _____ Mobile No.: _____			
Home Address : _____			
Residence Phone No.: _____ Email Address: _____			
DECLARATION			
This is to certify that I have been thoroughly briefed about Pueblo de Oro Courtyards Lipa. Likewise, I bind myself to exclusively deal and negotiate only with the Sales Person/Broker concerned, within a period of thirty (30) days, commencing upon Pueblo de Oro's registration of this Appointment Slip.			
Client's Signature : _____ Date : _____			
Note: Signing this document constitutes a waiver by the buyer of his right to transact with other sales person/broker accredited with Pueblo de Oro Courtyards Lipa.			
For Agent's Use		For PODC's Use	
Agent's Name : _____		Received by: _____	
Broker/Realty : _____		Date: _____	
Contact No. : _____			



PUEBLO DE ORO®
DEVELOPMENT CORPORATION
A member of the ICCP Group

RISE TO THE TOP

SOARING BEYOND LIMITS

2025 INCENTIVE PROGRAM



rise
to
the
top

PDO BATANGAS

2025 INCENTIVE PROGRAM

PROJECTS	STAGES	NSP	AGENT	BROKER
Townhomes Malvar	Reservation	2M	1,500	500
	Documentation		1,000	500
Residences Malvar	Reservation	3M	2,000	1,000
	Documentation		1,500	500
Enclave Malvar	Reservation	3M	2,000	1,000
	Documentation		1,500	500
Courtyards Lipa	Reservation	4M	3,000	1,000
	Documentation		2,500	500
Westwoods Heights	Reservation	4M	3,000	1,000
	Documentation		2,500	500



PER UNIT INCENTIVE

Mechanics:

- Incentives are based on the Net Selling Price (NSP).
- Stage requirements must be strictly followed:
 - **Reservation Stage:** Provide 2 valid IDs, proof of billing, and at least 1 month's payslip or an income document.
 - **Documentation Stage:** Submit all required documents, including the signed CTS and postdated checks, within 30 days for LE/SE, or within 60 days for OFW.
- Failure to comply may result in forfeiture of the incentive.

QUALIFIERS	MINIMUM RS TARGET
TOP 1	5M
TOP 2	5M
TOP 3	5M



MONTHLY GETAWAY TREAT

Mechanics:

- Top producer from Broker or Inhouse Group on each project area will be entitled to qualify for this program.
- 3 Agents and 3 Brokers/Sales Head
- Non-transferable and cannot be converted to cash.

PDO BATANGAS	AGENT	BROKER
QUARTERLY TARGET	15M	30M



QUARTERLY LOCAL TRIP

Mechanics:

- Qualification is based on a per-project basis.
- At least 2 months of equity/downpayment or its equivalent must be paid.
- Cancelled accounts upon redemption do not qualify.
- Non-transferable and cannot be converted to cash.

2025 Sellers Incentive Program

- The incentives apply specifically to Pueblo De Oro projects in Batangas, including Townscapes Malvar, Courtyards Lipa City, and Westwoods Heights Batangas City.
- These incentives are available to both **Broker Groups** and **In-house Groups**.
- The incentive period runs from **April 1, 2025 to June 30, 2025**.
- All incentives are based on **Net Selling Price (NSP)** and net of cancellations.

BROKER COPY: FOR PRESENTATION PURPOSES ONLY

PDO BATANGAS 2025 ANNUAL INCENTIVE



DIRECT SELLERS/ AGENTS

An agent or direct seller can qualify for one of the prizes below depending on their total annual reservation sales.

REWARDS	TARGET RS
P5k Gift Cert	10M
Hotel (overnight w/ dinner for 2)	20M
MacBook Pro	60M
Kawasaki Dominar 400	100M

MECHANICS

1. The promo period runs from January 1 to December 31, 2025. All reservation sales made within this period will be considered.
2. All qualifying reservation sales must be net of cancellations.
3. Reservation sales must be fully accepted with complete documentary requirements.
4. The final reckoning of qualified reservation sales is on February 28, 2026.
5. The Taiwan trip will be scheduled for September or October 2026.



BROKERS

All brokers/ Team Leaders can qualify for one of the prizes below on his/her team's total annual sales.

REWARDS	TARGET RS
Hotel (overnight w/ dinner for 2)	25M
Taiwan Trip for 1 pax 3D/2N	30M
Taiwan Trip for 2 pax 3D/2N	50M
Taiwan Trip for 5 pax 3D/2N	100M
Taiwan Trip for 10 pax 3D/2N	180M
Suzuki Dzire MT	220M
Avanza MT or Honda City MT	250M



For any inquiries or concerns, feel free to reach out to the Sales and Marketing In-Charge at Pueblo De Oro Projects.

We're excited to assist you!



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