





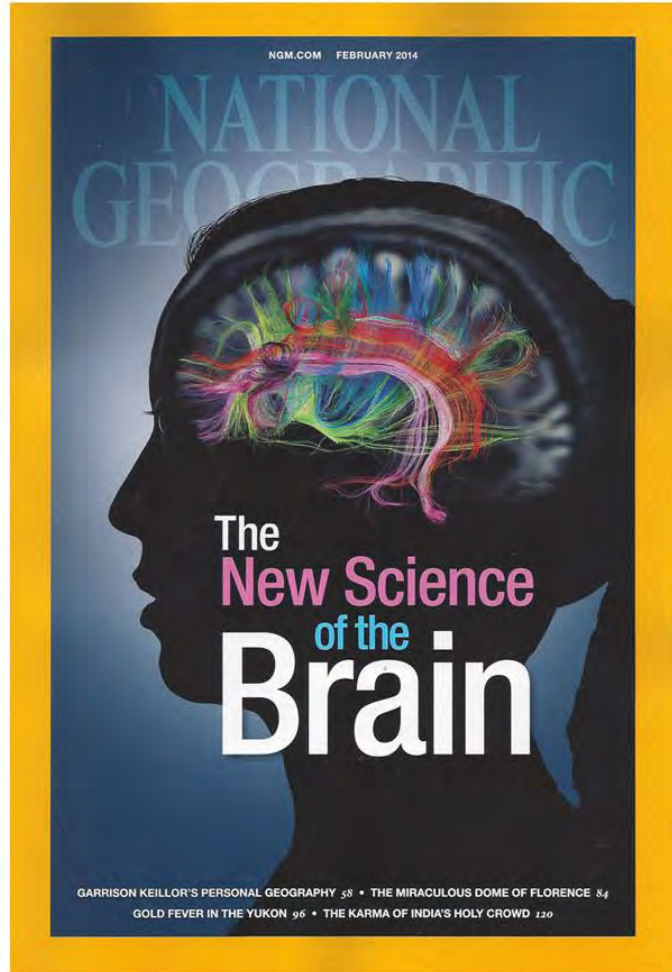


ITPI delivers intelligent living through our multi-use developments in the Philippines' next wave of up and coming cities.  
We deliver proven value to investors, end-users, communities, and the environment.





ITPI was cited as one of the New Philippine Business Leaders by National Geographic in February 2014.



A Special International Report prepared by The Intelligent Investor

## The Philippines

### The New Business Leaders

**T**he Philippines is rapidly emerging as the continent's new economic tiger. Attracting international investors who recognise that the country's well-educated work force, low cost base and proximity to other Asian markets is only one side of the story.

Much more of the recent growth is due to a vibrant SME sector. In recent years, numerous entrepreneurs have emerged with the clarity of vision to identify new opportunities, the determination to build for long-term success and the courage to act upon their instincts and seize them.

A combination of low interest rates, a US\$250 billion growth in the economy and the unstoppable rise of the country's middle class has triggered a surge in demand for high quality but affordable residential housing across Metro Manila. In addition, a growing proportion of the funds the Filipino diaspora sends back to support their extended families is now being earmarked for real estate, means that companies specialising in mid-range properties find themselves working flat out to meet demand.

One such company is Empire East, the Megaworld Group's subsidiary dedicated to the construction of housing for mid-income clients that recently announced it was to spend around US\$600 million on the development of new projects over the next five years aimed exclusively at this sector.

"We have consciously decided to go into this market, because we feel it is the most stable segment of the housing sector," says its President Anthony Charlemagne Yu. "If there is one thing that people here will not stint on, it is the money they put into their own homes. And we genuinely believe we are doing the nation a service, because we are encouraging them to put money into an asset which will appreciate over time."

In return, Empire East offers its customers a quality of housing that was once only attainable by the super-rich. Instead of building exclusive, gated 2-3 hectare villages, it has managed to create economies of scale by spreading the infrastructure and service costs over hundreds of hectares and residential units, and, by introducing a no-deposit payment scheme, it has made those units available to people with no hope of raising a conventional mortgage. It has also made a concerted effort to reduce the importance of the car by specialising in Transit Oriented Developments (TODs) by ensuring that its developments are attached to train or metro stations wherever possible.

Empire East's developments are unashamedly aspirational and the Kasara Urban Resort Residences is a case in point. Situated just a few blocks away from Pasig City's business district, this 1.8 hectare urban community hosts six residential towers whose discrete design is

...ared if they cannot pay – tell us just disappear," adds Chua.

A recent project is Elements Eco-City, two residential towers and a commercial mall, which also features eco-efficient technologies. As active "green" elements such as rain gardens, residents will benefit from water catchment systems, motion sensor lighting systems and a pro-active

...er no illusions that it is the result of reduced power and water costs, the ecological benefits of these projects are potential buyers "Even with the high prices, Filipinos are not deterred in the West," says Yu. "We really matter to them and that is

...an Design and Eco-Development focus in property development and an affordable architectural style. The building is designed to be energy-smart buildings and middle-market," explains ITPI CEO, Italian Architect Romolo Jojo. "We want to change the building from being expensive to something people can afford."

...it, Primavera Residences, is one. With its ITPI has recognition for its work. The design combines contemporary architecture with a focus on flow through inner spaces. The building's surface from the building's surface from the floor. This design has been cited as an energy project because of its energy saving as much as 32% on air-conditioning.

...pleased that ITPI's elegant design is compared to the architecture of the Philippines. The building is designed to be energy-smart buildings and middle-market. "Eco-friendly" cost a lot and they don't have it. "And in a sense we aren't really just rediscovering something

who  
are we?



## OUR KEY PEOPLE



### **Arch. Romolo V. Nati** Chairman and CEO

Multi-awarded green architect  
(Estonia, Philippines, Italy)

Multi-awarded designer  
(BMW, Mitsubishi)

Graduated “Summa Cum Laude”  
in Architecture in Rome  
(Sapienza University of Rome)

## OUR KEY PEOPLE



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### **Atty. Jose D. Leviste III** President

President of Constellation  
Energy Corporation

Associate Solicitor, Toda & Co.  
Commercial Lawyers (Australia)

Bachelor of Laws (LLB) at  
the University of New South Wales (Australia)









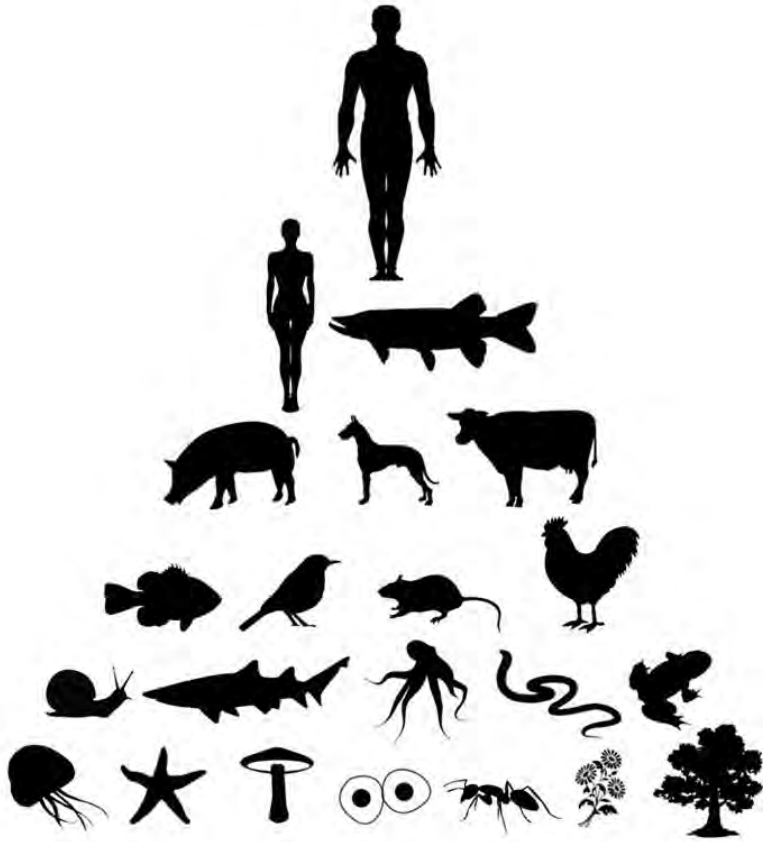




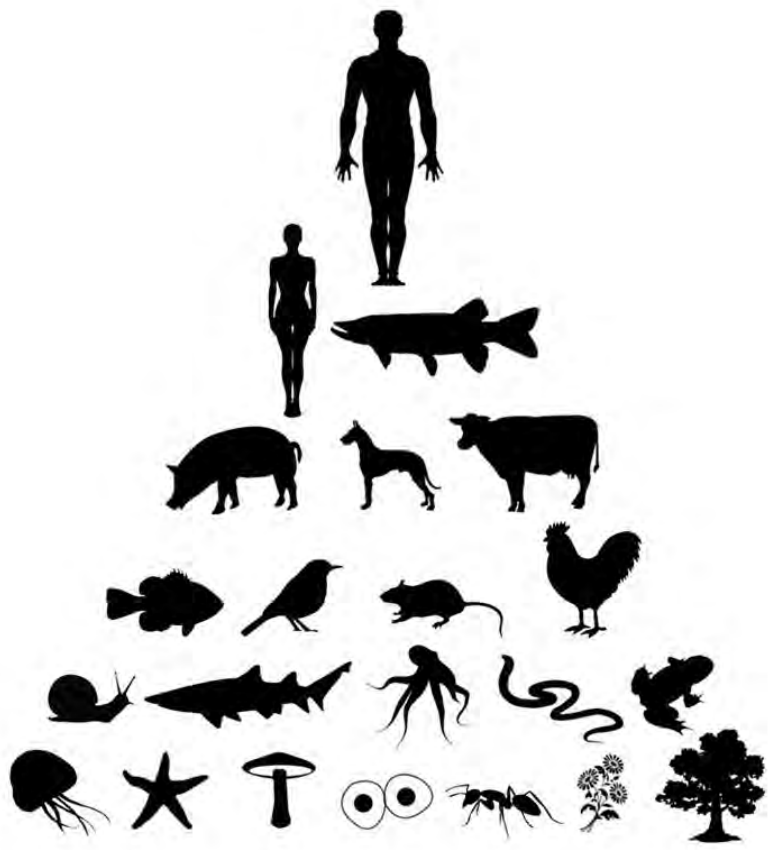


why?

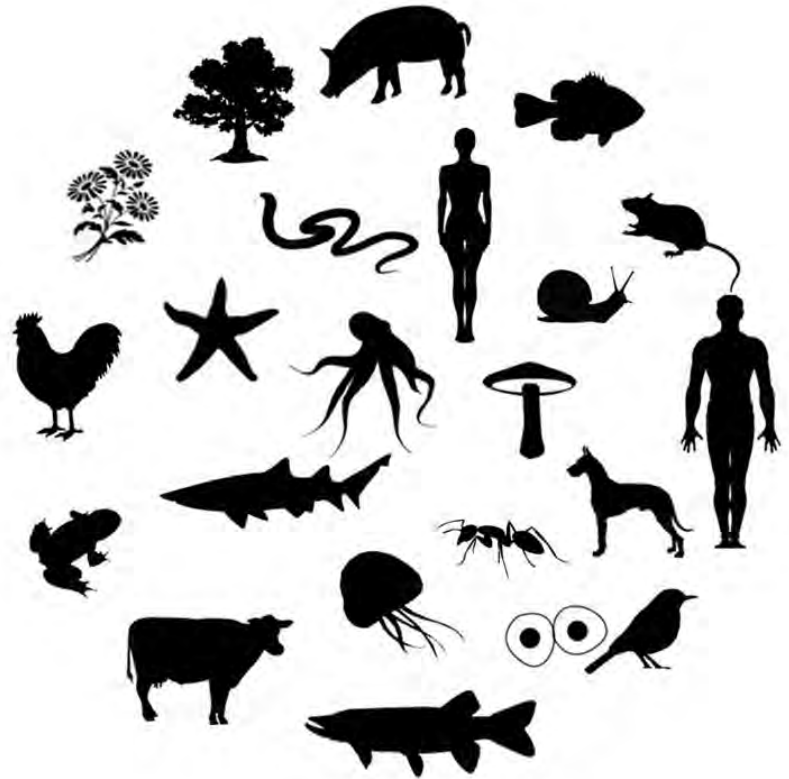




EGO



EGO

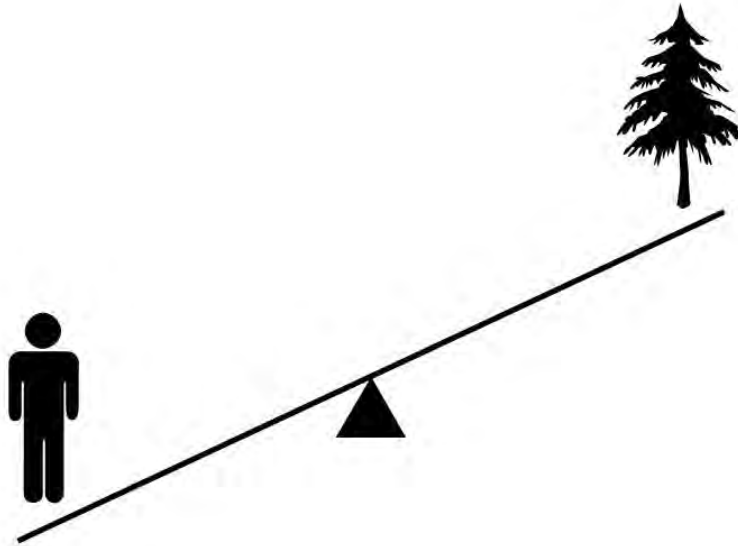


NATURE

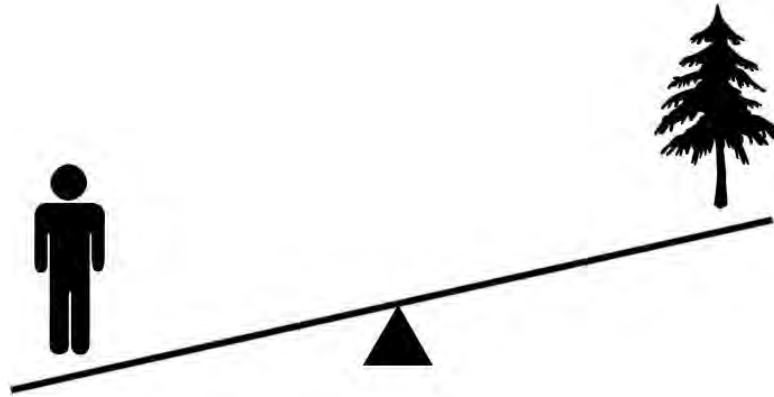


The balance between nature and human development has been broken because of misconceptions, such as:

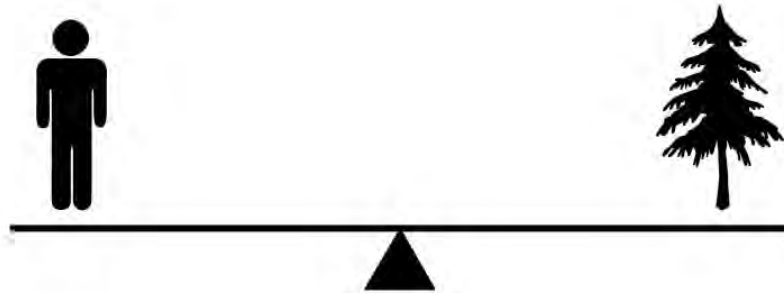
- having total control over nature
- having infinite resources
- decontextualization



A sustainable solution is needed



in order to restore



the balance between people and nature.

what

should we do?

“Look deep into nature  
and you will understand everything better.”

- Albert Einstein





## Nature as a role model



## Nature as a role model



In nature, every element is in balance with the environment.  
Human development has to follow the same pattern  
to create higher, sustainable, and long term values for stakeholders.

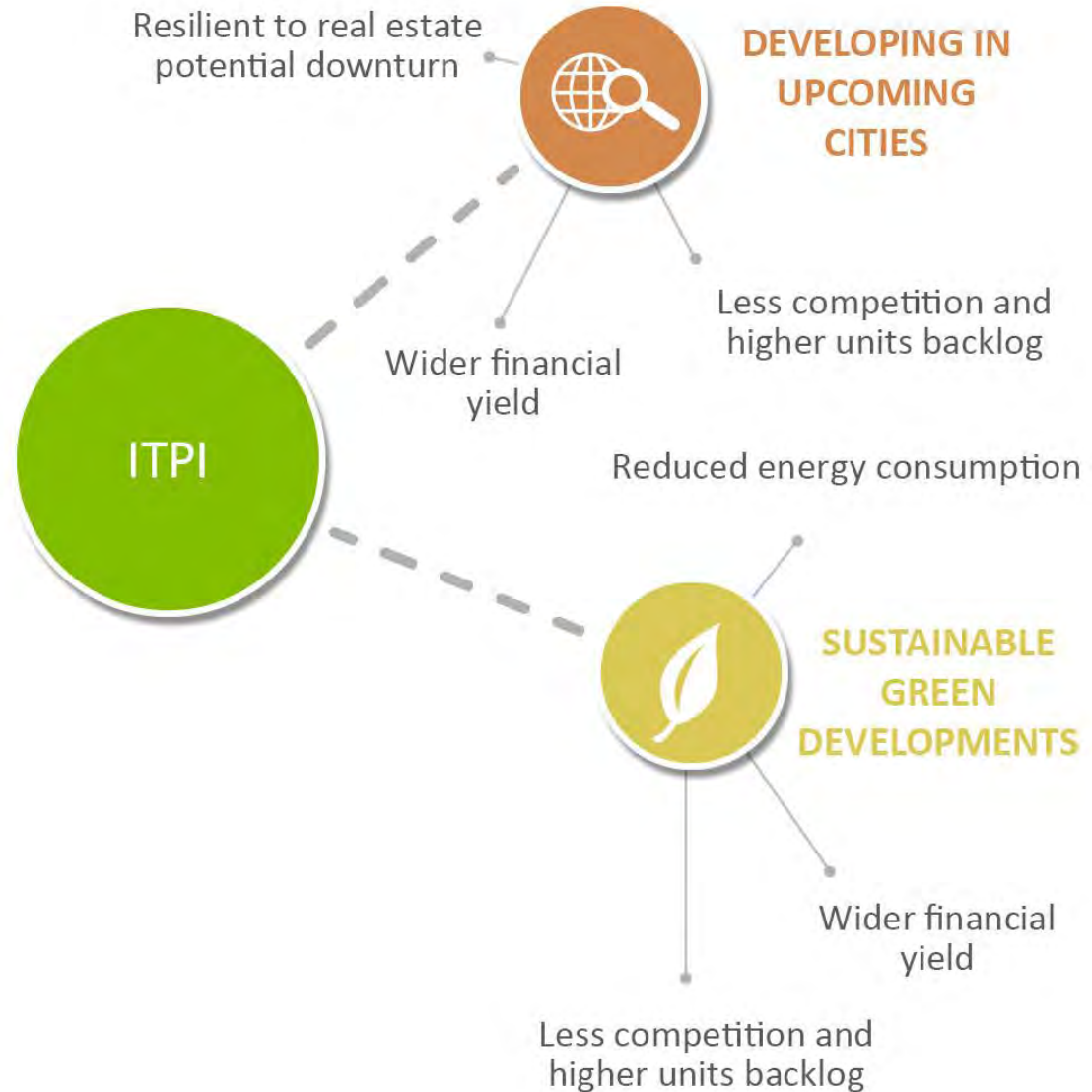
how  
do we do that?

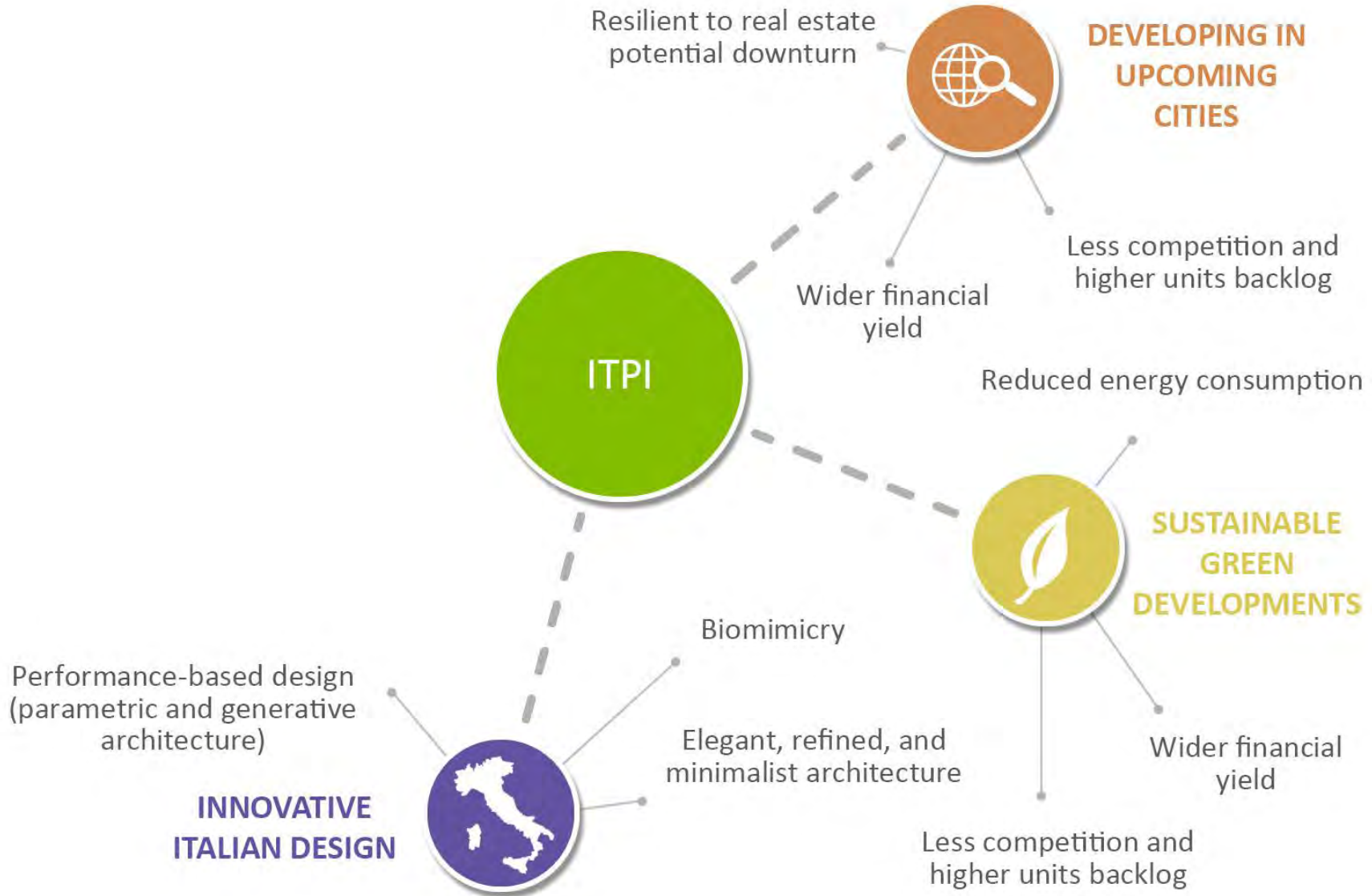


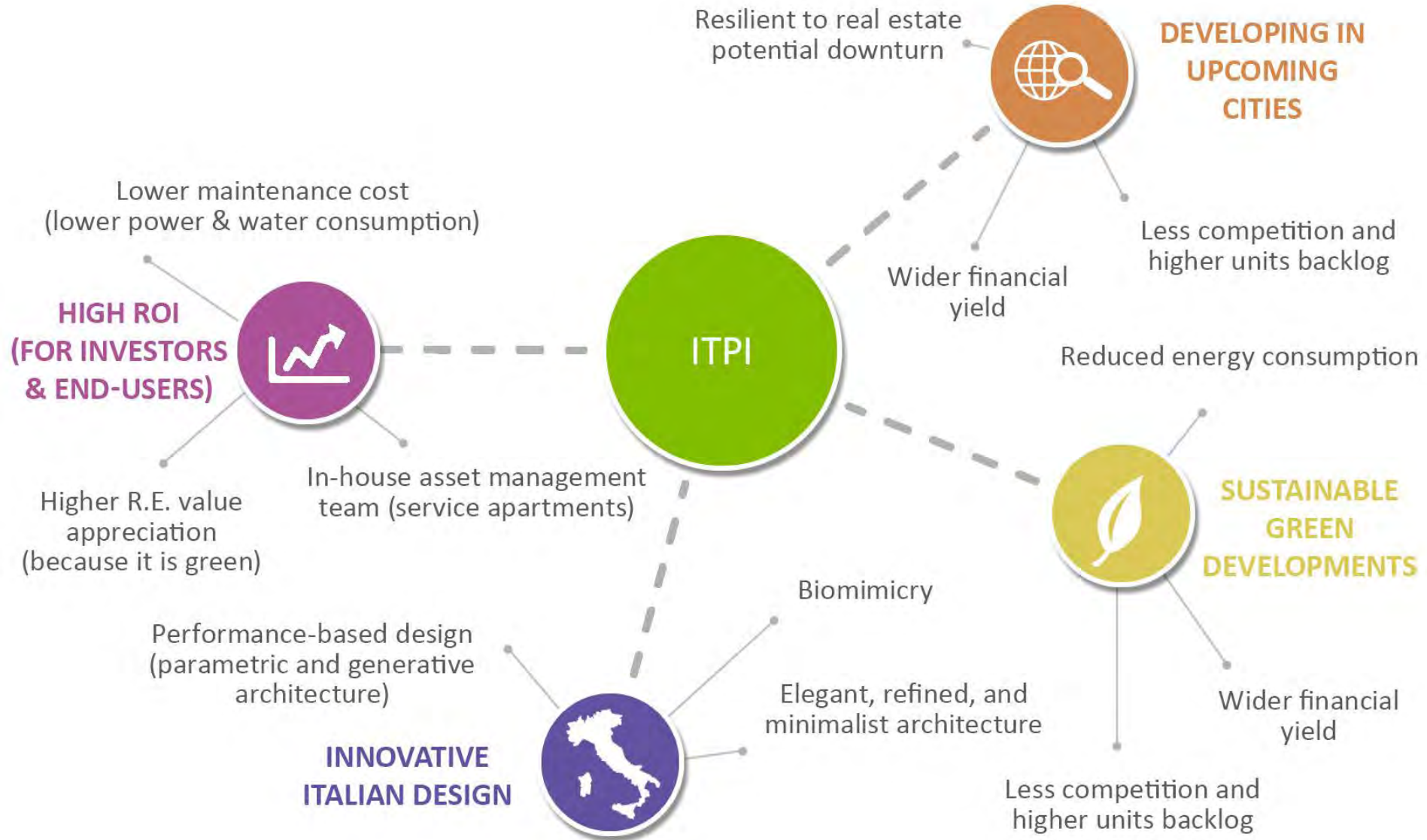


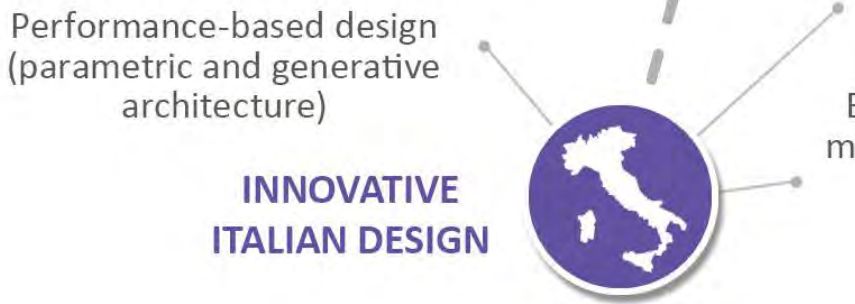
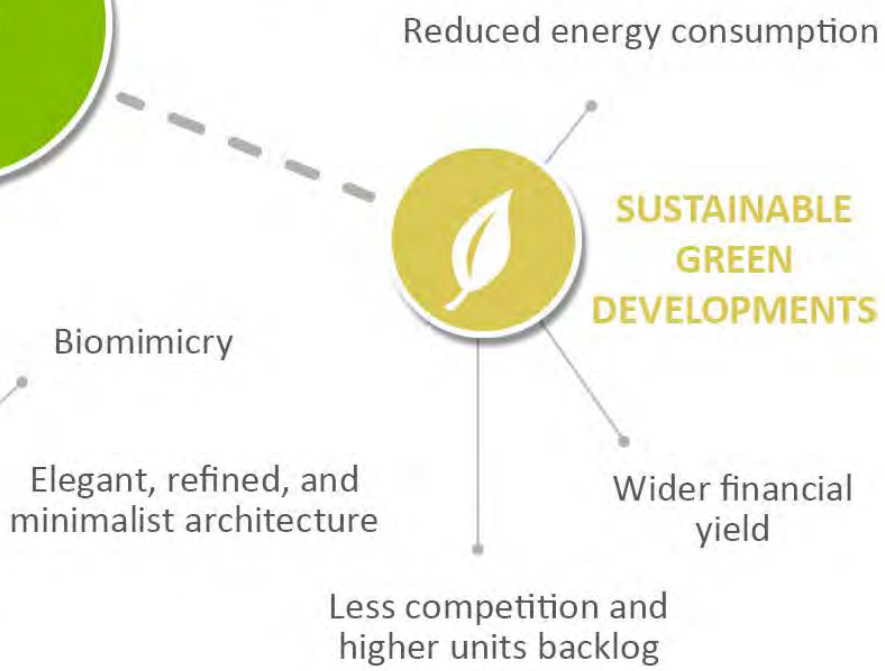
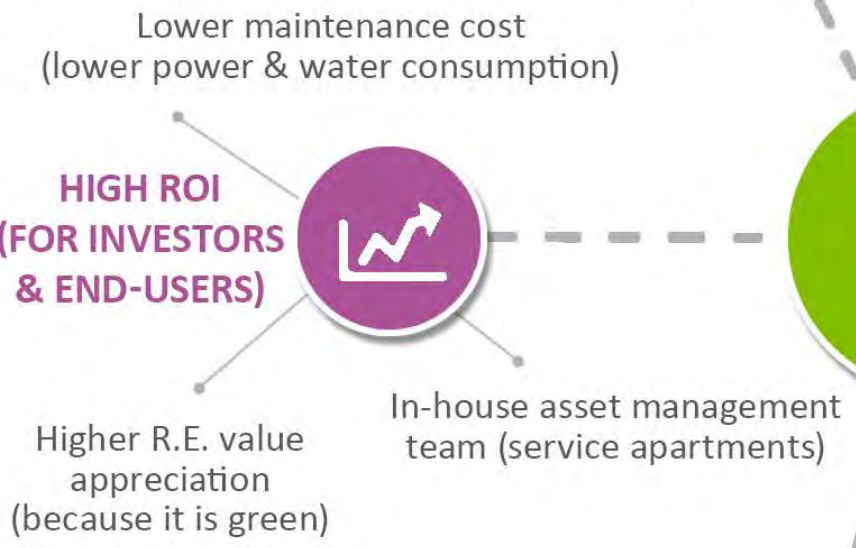






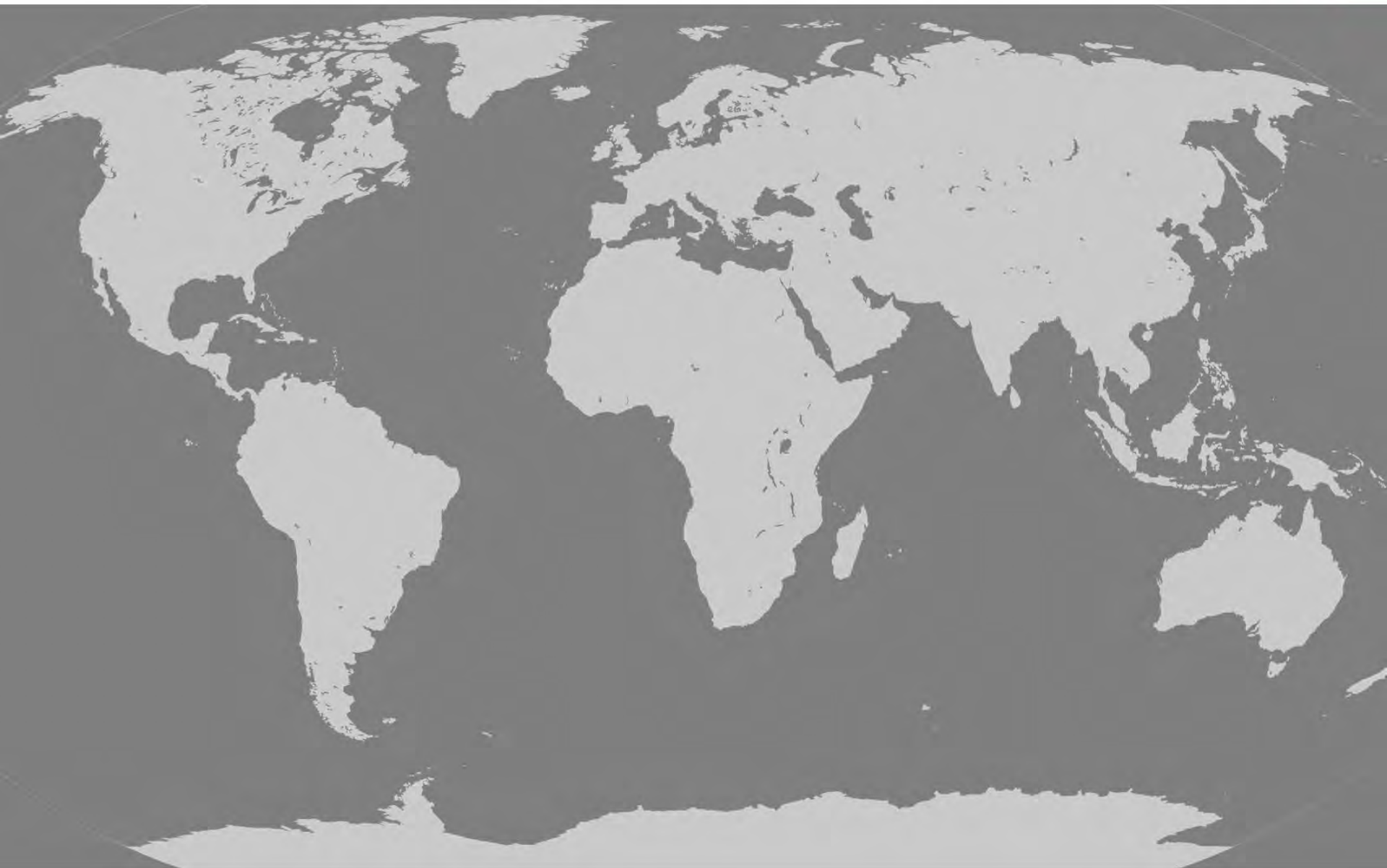


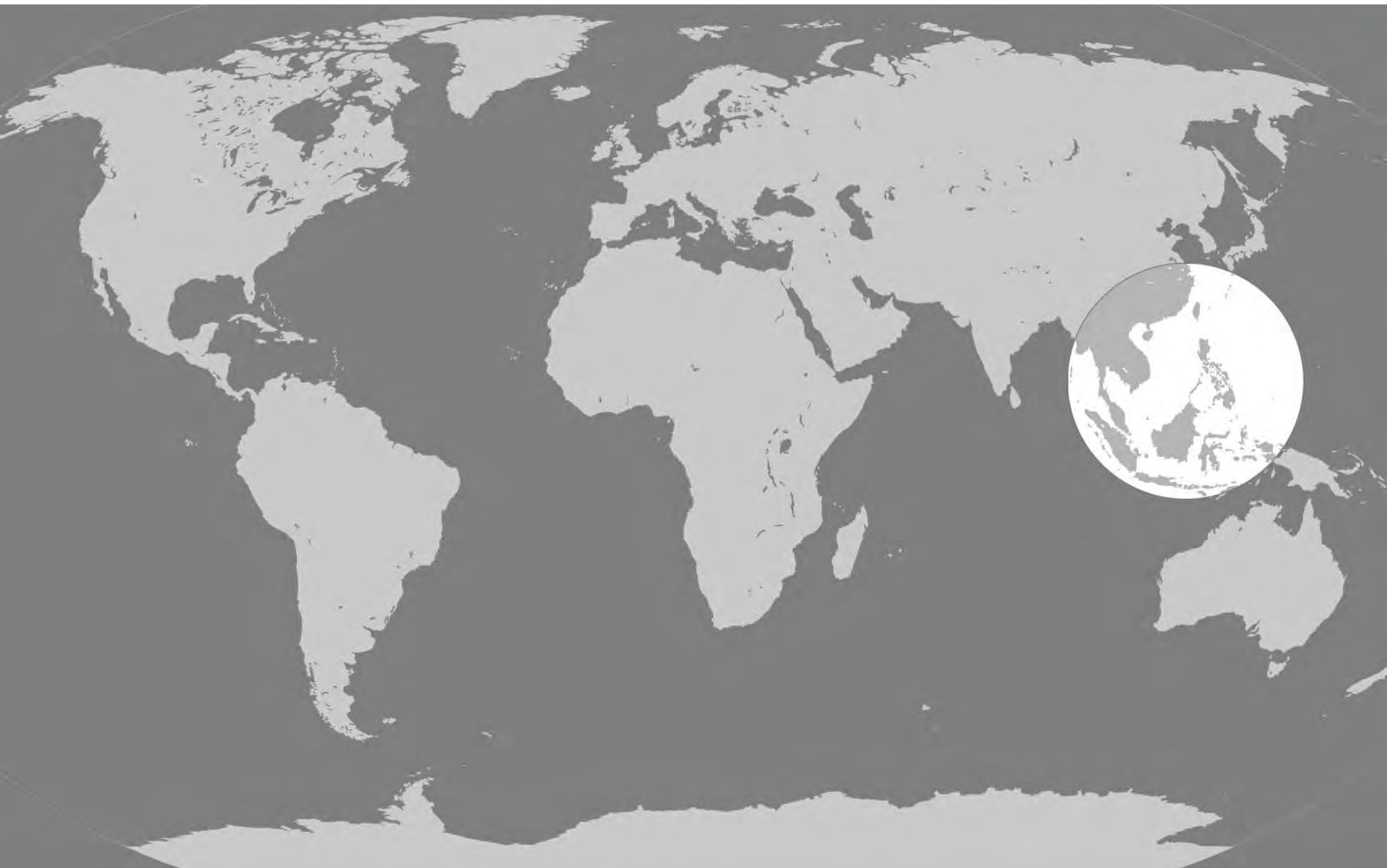




where?







A grayscale world map is shown in the background. A circular inset on the right side of the map shows a close-up of the Earth's surface, highlighting the continents of Asia and Australia. The text is overlaid on the map.

**There are more people  
living inside this circle  
than outside of it.**





## THE PHILIPPINES



A world map showing the Philippines highlighted in black. The map is centered on the Pacific Ocean, with the Philippines archipelago clearly visible in the western Pacific. The surrounding continents of Asia, Australia, and parts of North and South America are shown in a light gray color.

THE PHILIPPINES

*7,107 islands*

A world map showing the Philippines highlighted in black. The map is centered on the Pacific Ocean, with the Philippines archipelago clearly visible in the western Pacific region.

## THE PHILIPPINES

*7,107 islands  
100 million people,  
around half are  
below 21 years*

A world map with the Philippines highlighted in black. The map shows the continents of Asia, Australia, and parts of Africa and Europe. The Philippines is located in the western Pacific Ocean, east of Southeast Asia.

## THE PHILIPPINES

*7,107 islands*  
*100 million people,*  
*around half are*  
*below 21 years*  
*BBB credit rating*

STRATEGIC  
LOCATION





## BRIEF HISTORY OF INTERNAL MIGRATION





STRATEGIC  
LOCATION



1950

WHERE?

5

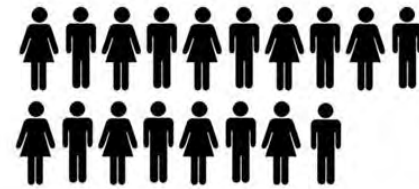




1950



TOTAL POPULATION



18  
million  
people

STRATEGIC  
LOCATION



WHERE?

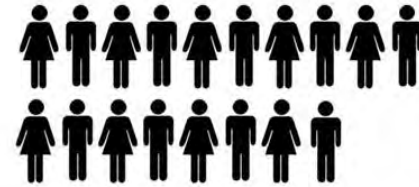
5

1950

8%

METRO MANILA

TOTAL POPULATION



18  
million  
people

NOTE: 1.5 million (8%) of the population live in Metro Manila

STRATEGIC  
LOCATION



WHERE?

5

2010

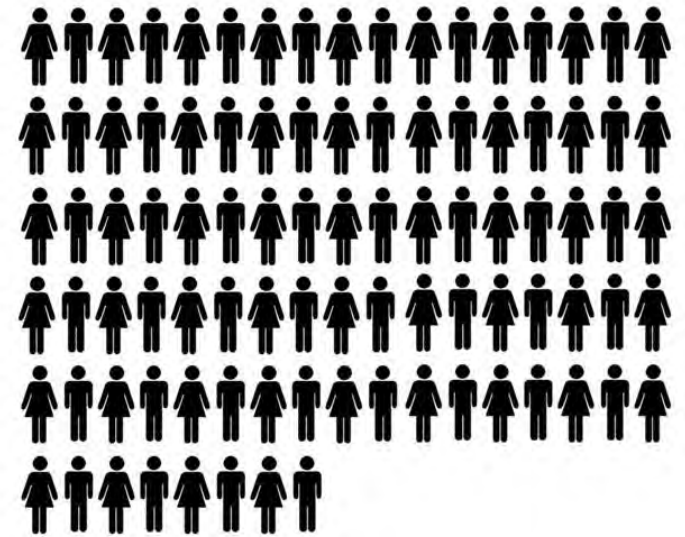




2010



TOTAL POPULATION

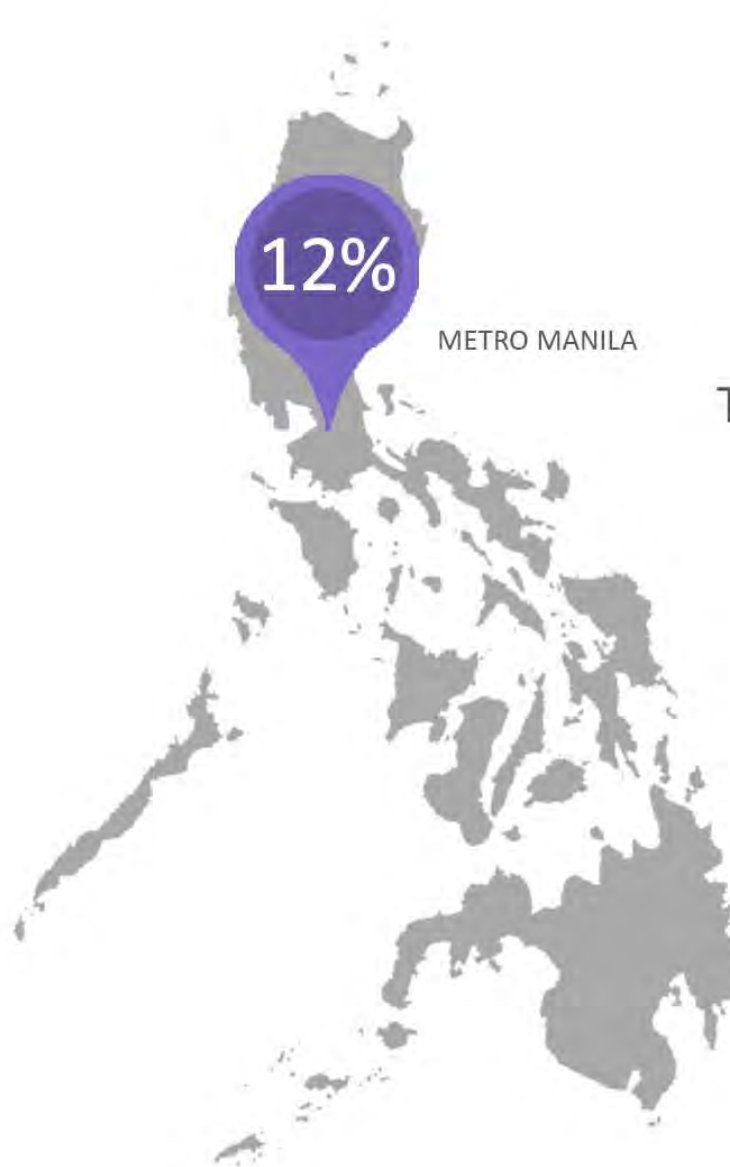


92.34 million people





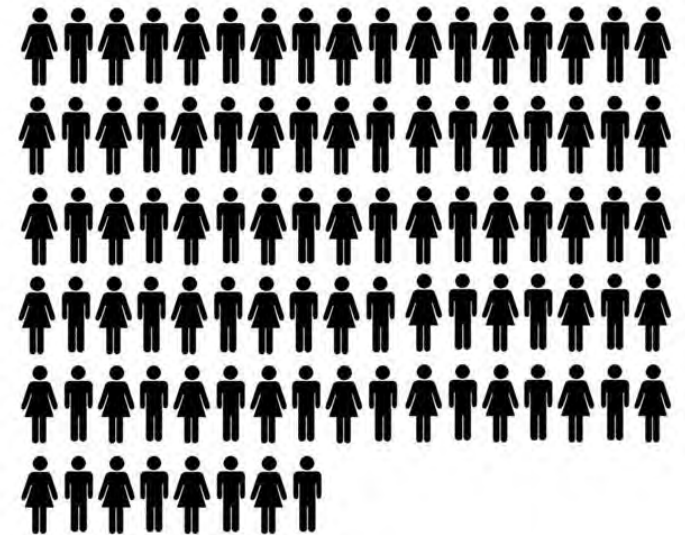
2010



12%

METRO MANILA

TOTAL POPULATION

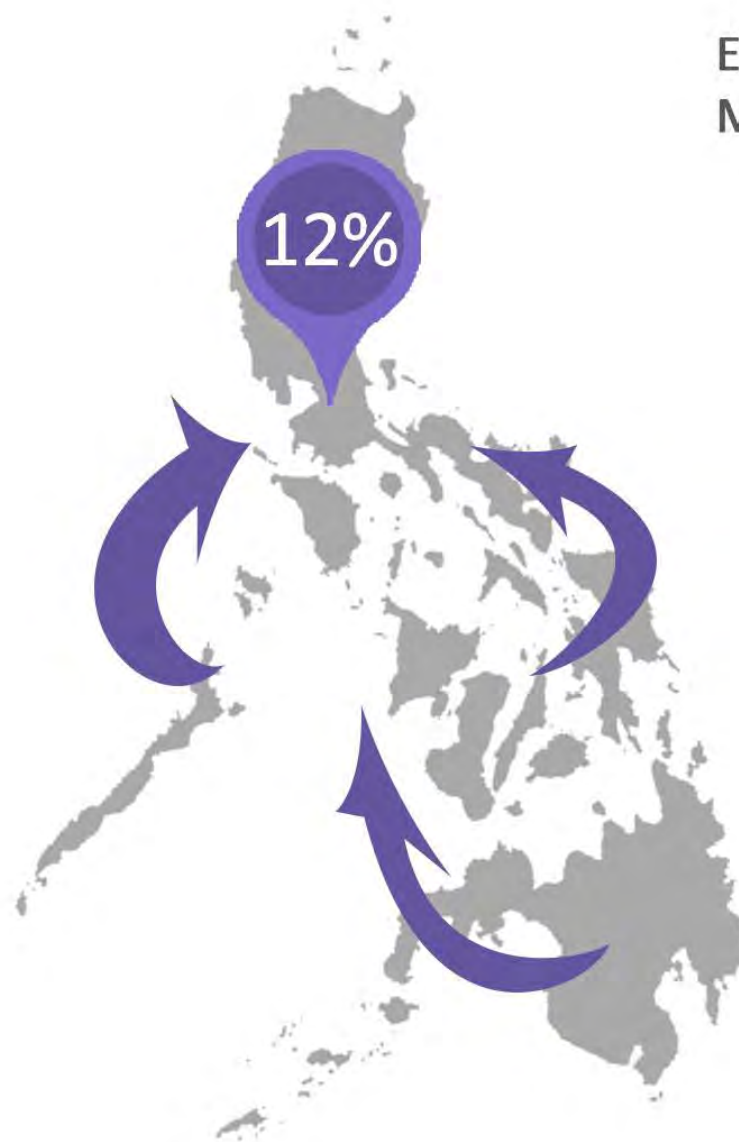


92.34 million people

NOTE: 11 million (12%) of the population live in Metro Manila

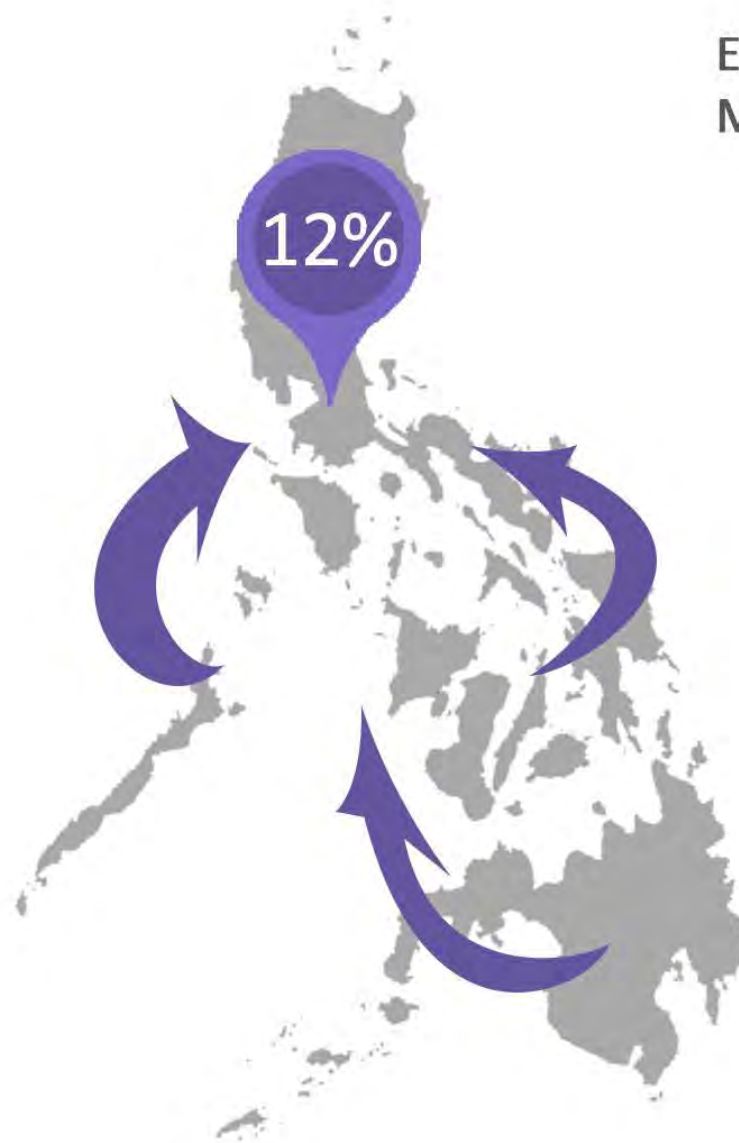


## EFFECTS OF RURAL-URBAN MIGRATION (CENTRIPETAL)





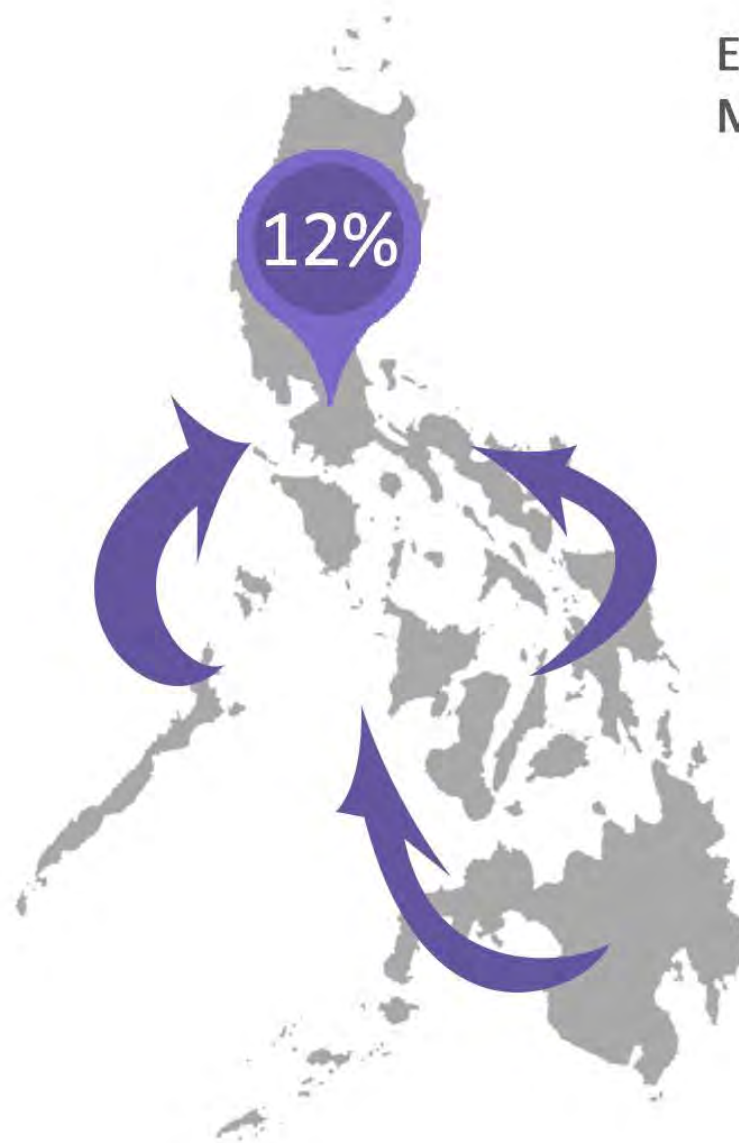
## EFFECTS OF RURAL-URBAN MIGRATION (CENTRIPETAL)



environmental  
degradation



## EFFECTS OF RURAL-URBAN MIGRATION (CENTRIPETAL)



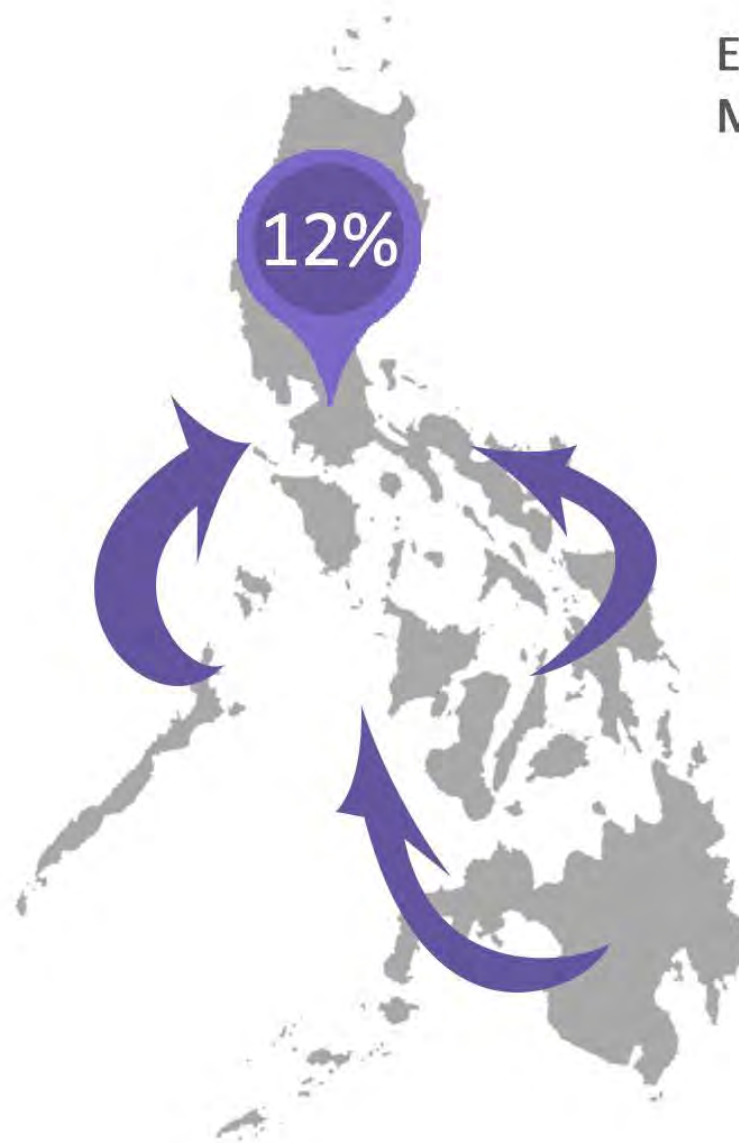
environmental  
degradation



difficulty in mobility



## EFFECTS OF RURAL-URBAN MIGRATION (CENTRIPETAL)



environmental  
degradation



difficulty in mobility

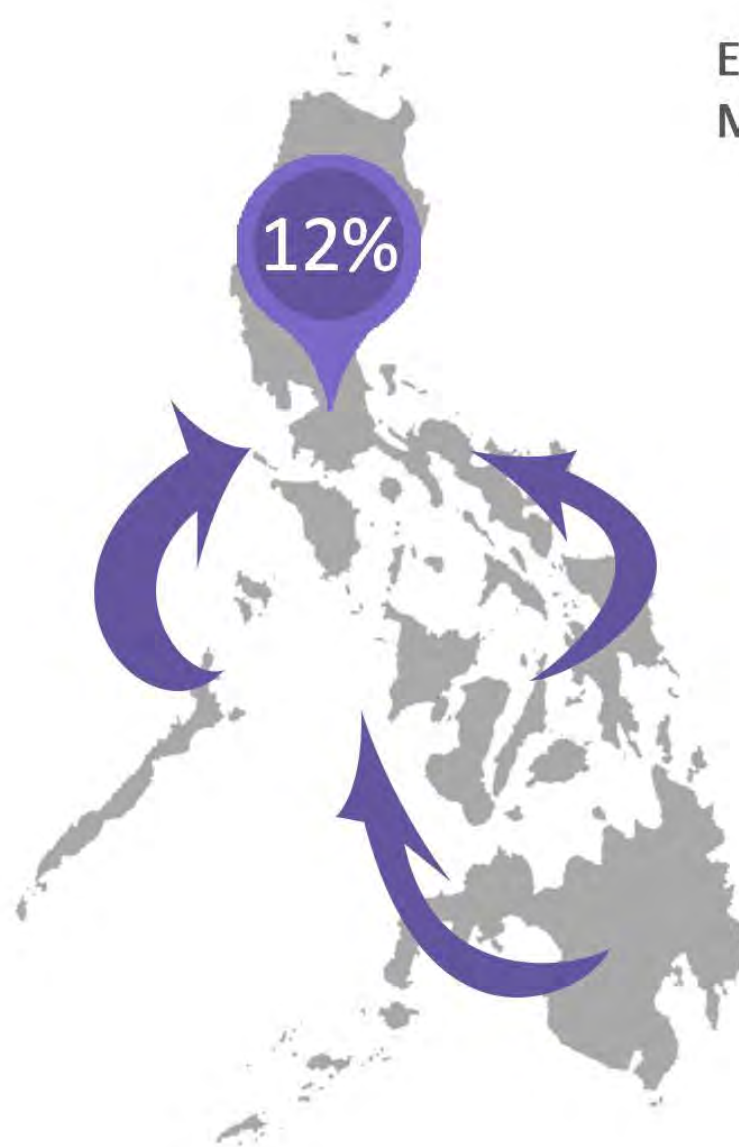


lack of jobs





## EFFECTS OF RURAL-URBAN MIGRATION (CENTRIPETAL)



environmental  
degradation



difficulty in mobility



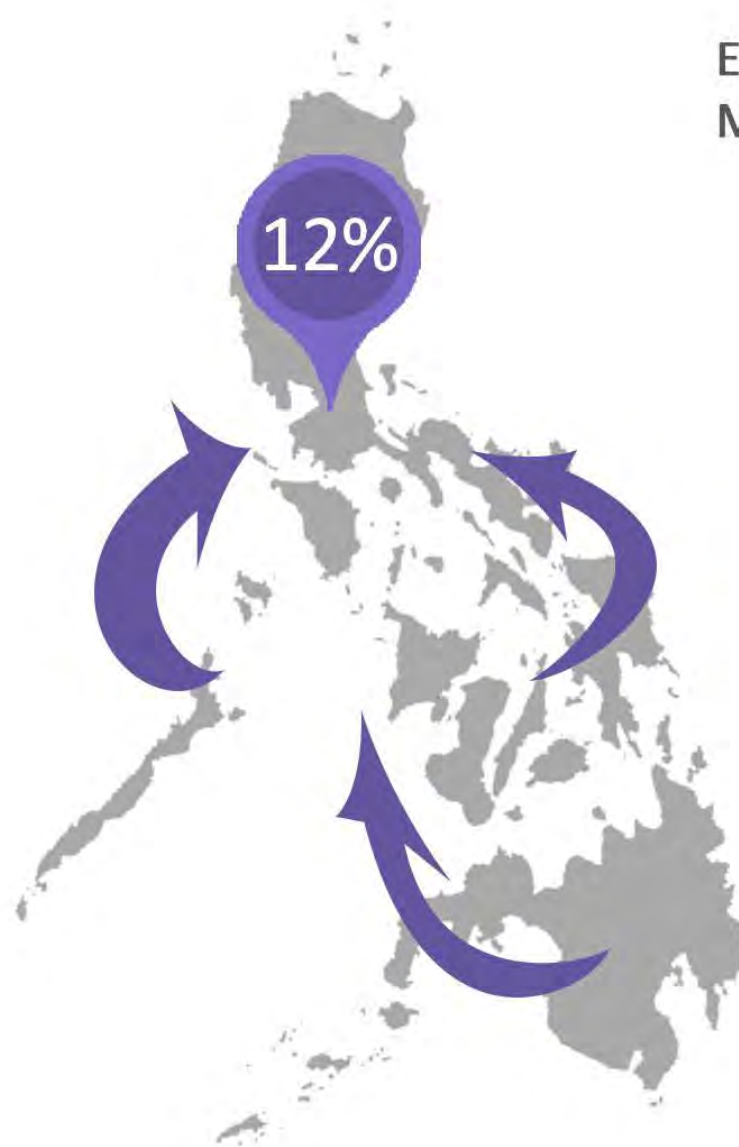
lack of jobs



work-induced family  
separation



## EFFECTS OF RURAL-URBAN MIGRATION (CENTRIPETAL)



environmental  
degradation



difficulty in mobility



lack of jobs



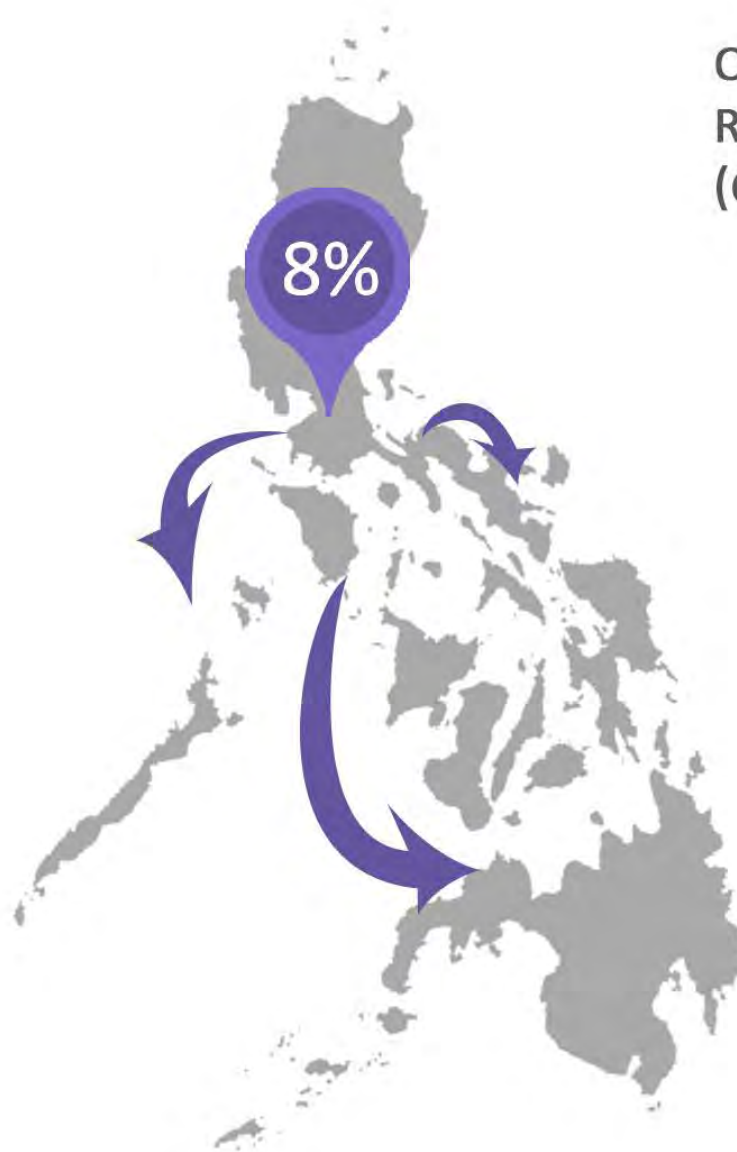
work-induced family  
separation



high cost of living

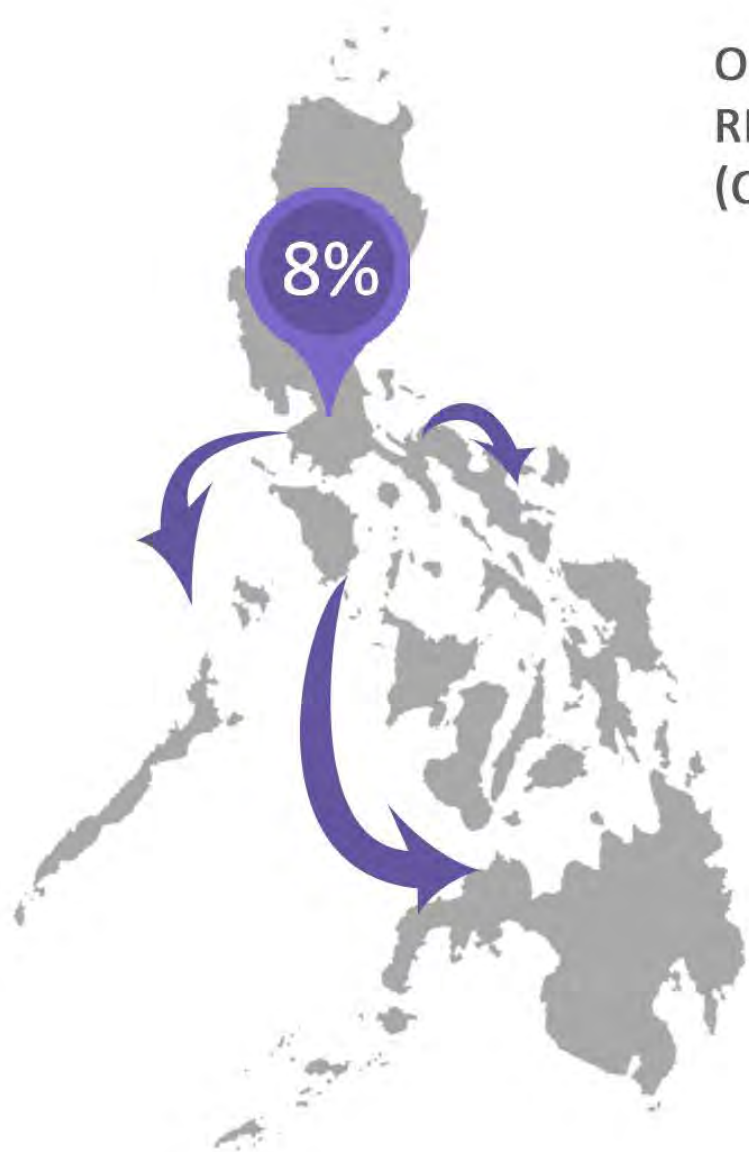


## ON-GOING AND FUTURE REVERSAL MIGRATION (CENTRIFUGAL)





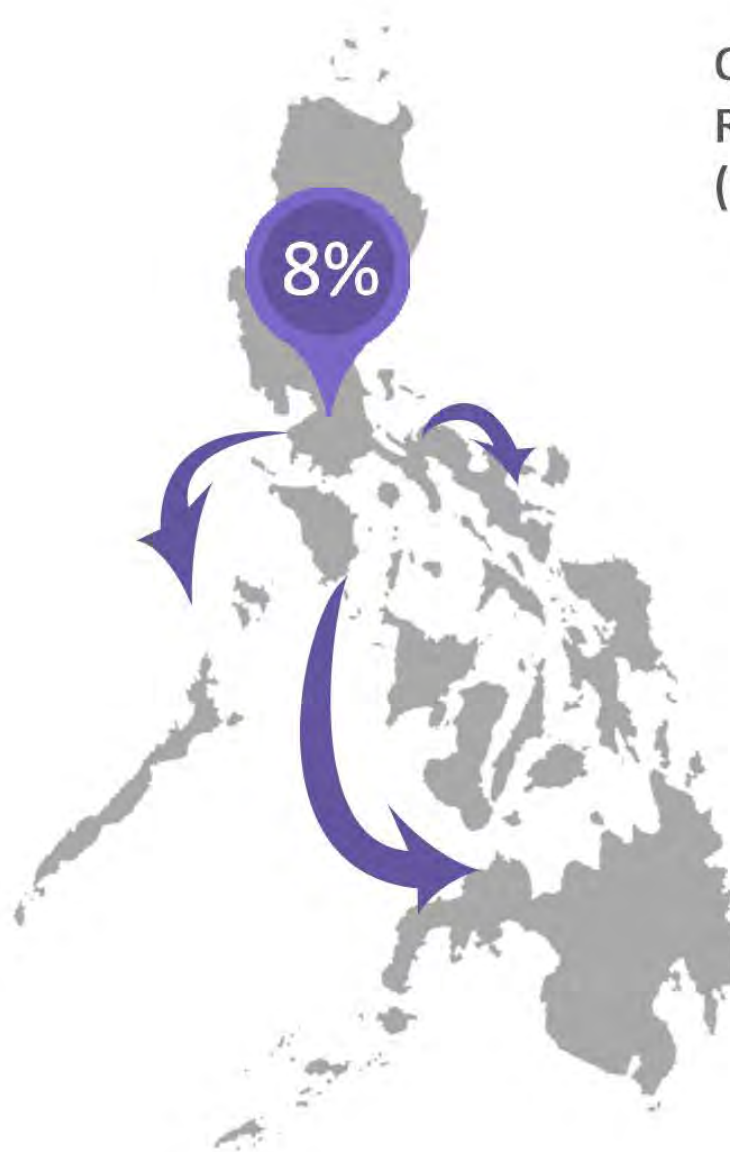
## ON-GOING AND FUTURE REVERSAL MIGRATION (CENTRIFUGAL)



better environment



## ON-GOING AND FUTURE REVERSAL MIGRATION (CENTRIFUGAL)



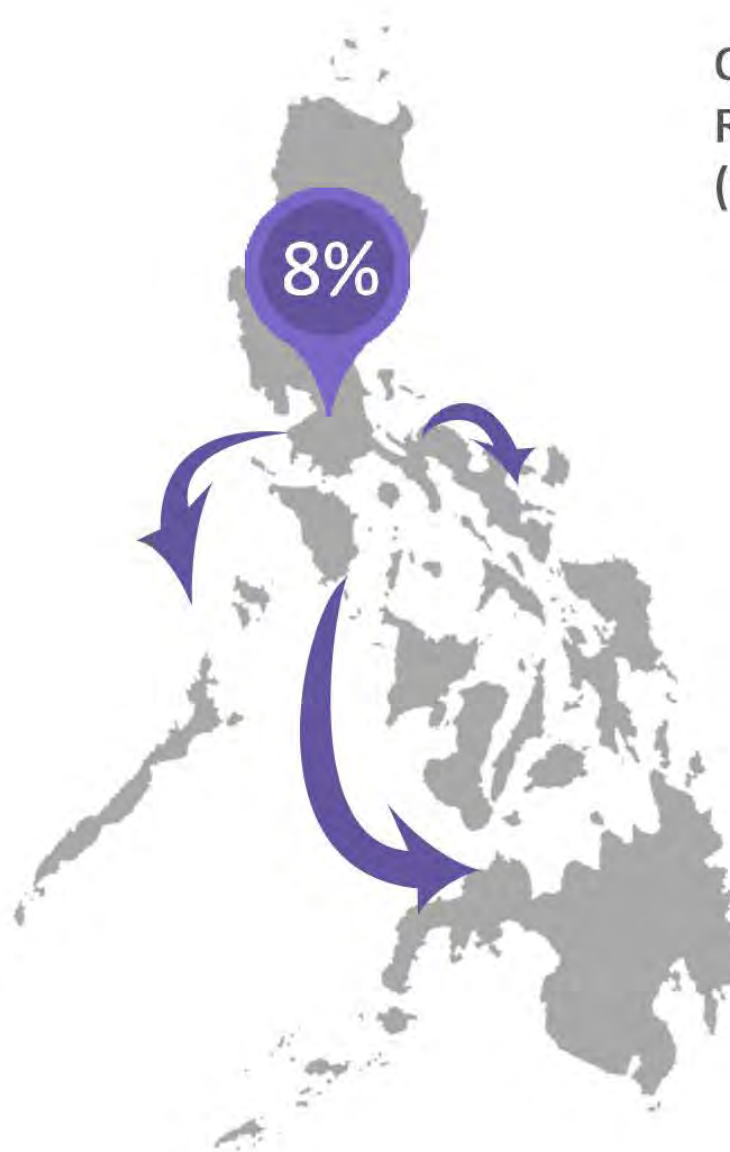
better environment



facilitate mobility and  
lessen traffic



## ON-GOING AND FUTURE REVERSAL MIGRATION (CENTRIFUGAL)



better environment



facilitate mobility and  
lessen traffic

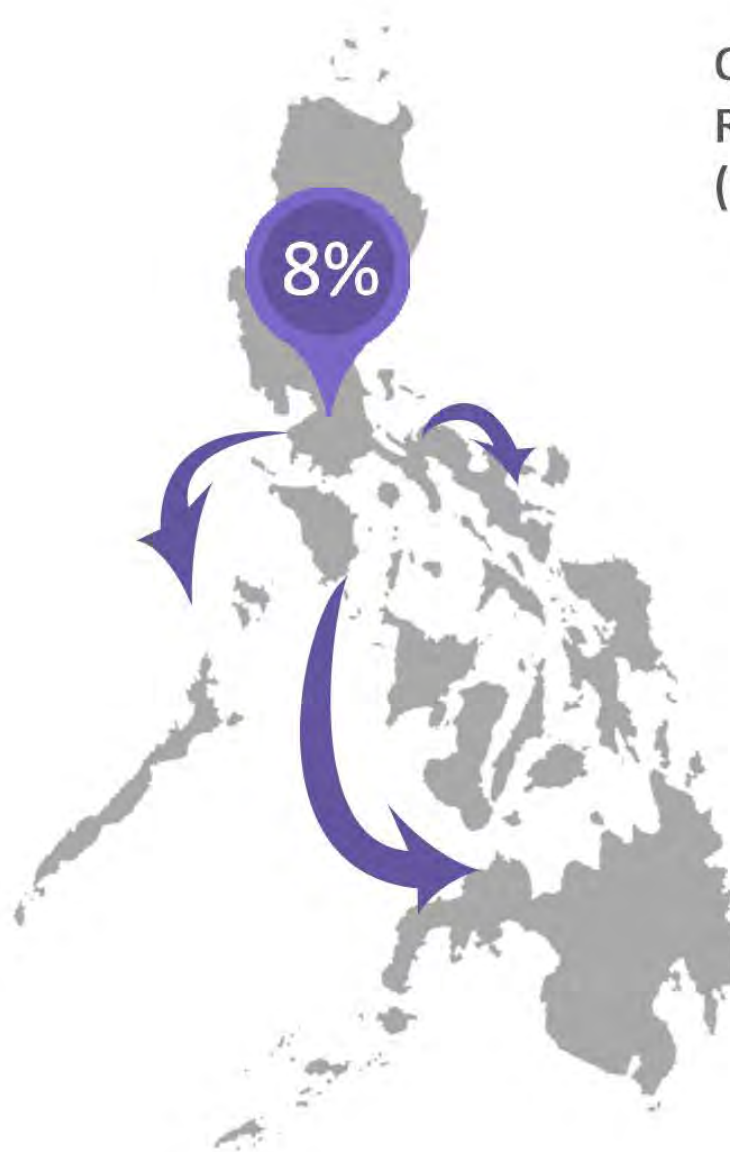


more job opportunities





## ON-GOING AND FUTURE REVERSAL MIGRATION (CENTRIFUGAL)



better environment



facilitate mobility and  
lessen traffic



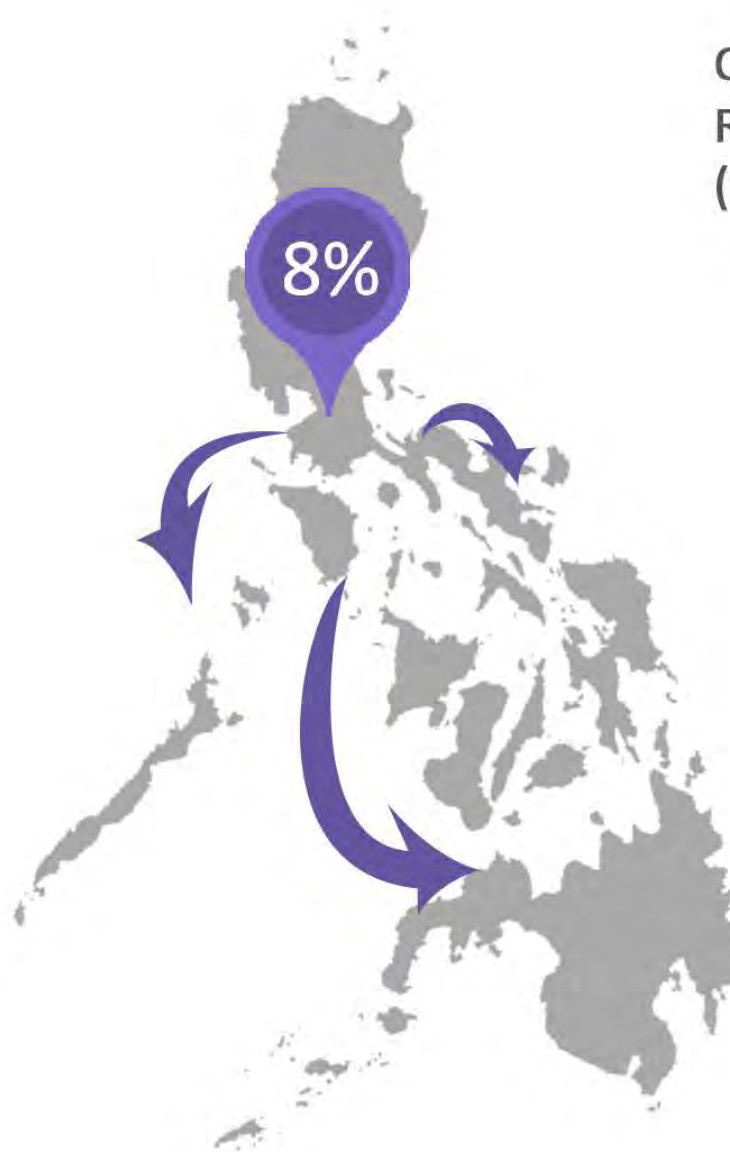
more job opportunities



OFWs back in their  
provinces



## ON-GOING AND FUTURE REVERSAL MIGRATION (CENTRIFUGAL)



better environment



facilitate mobility and  
lessen traffic



more job opportunities



OFWs back in their  
provinces



lower cost of living



## ITPI ON-GOING AND FUTURE PROJECTS





## ITPI ON-GOING AND FUTURE PROJECTS

Subic, Zambales





## ITPI ON-GOING AND FUTURE PROJECTS

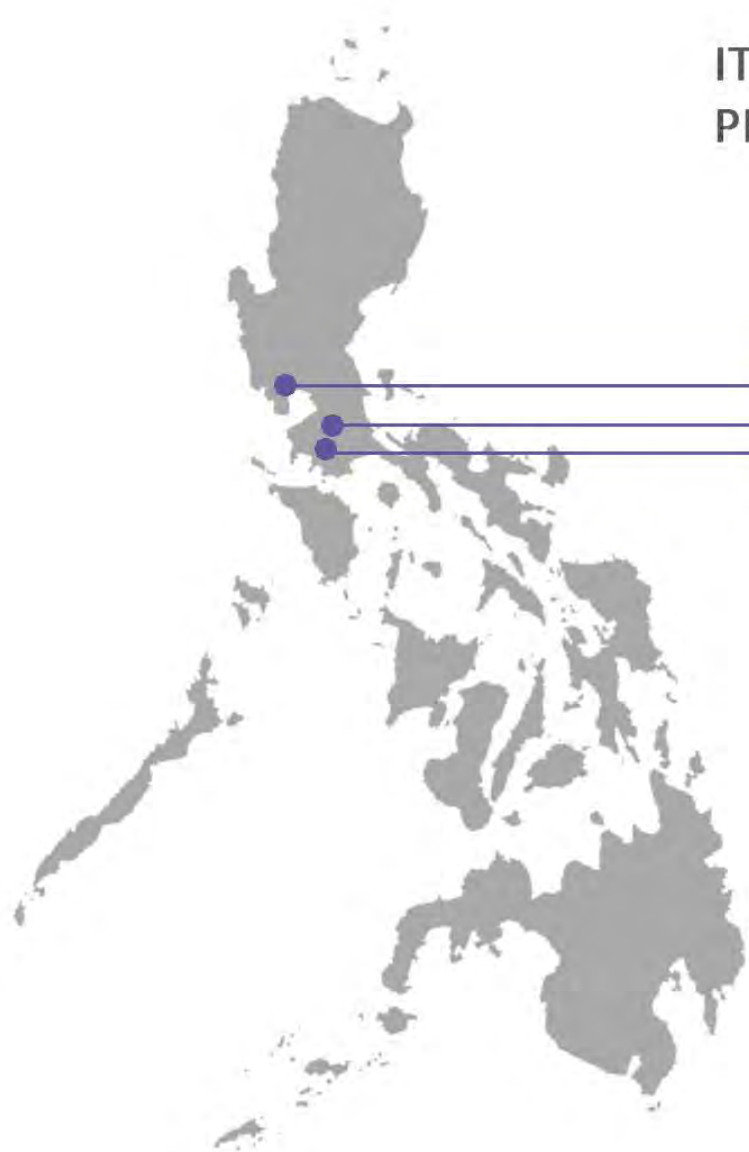


Subic, Zambales

Sto. Tomas, Batangas



## ITPI ON-GOING AND FUTURE PROJECTS



Subic, Zambales

Sto. Tomas, Batangas

Lipa, Batangas





## ITPI ON-GOING AND FUTURE PROJECTS



Subic, Zambales

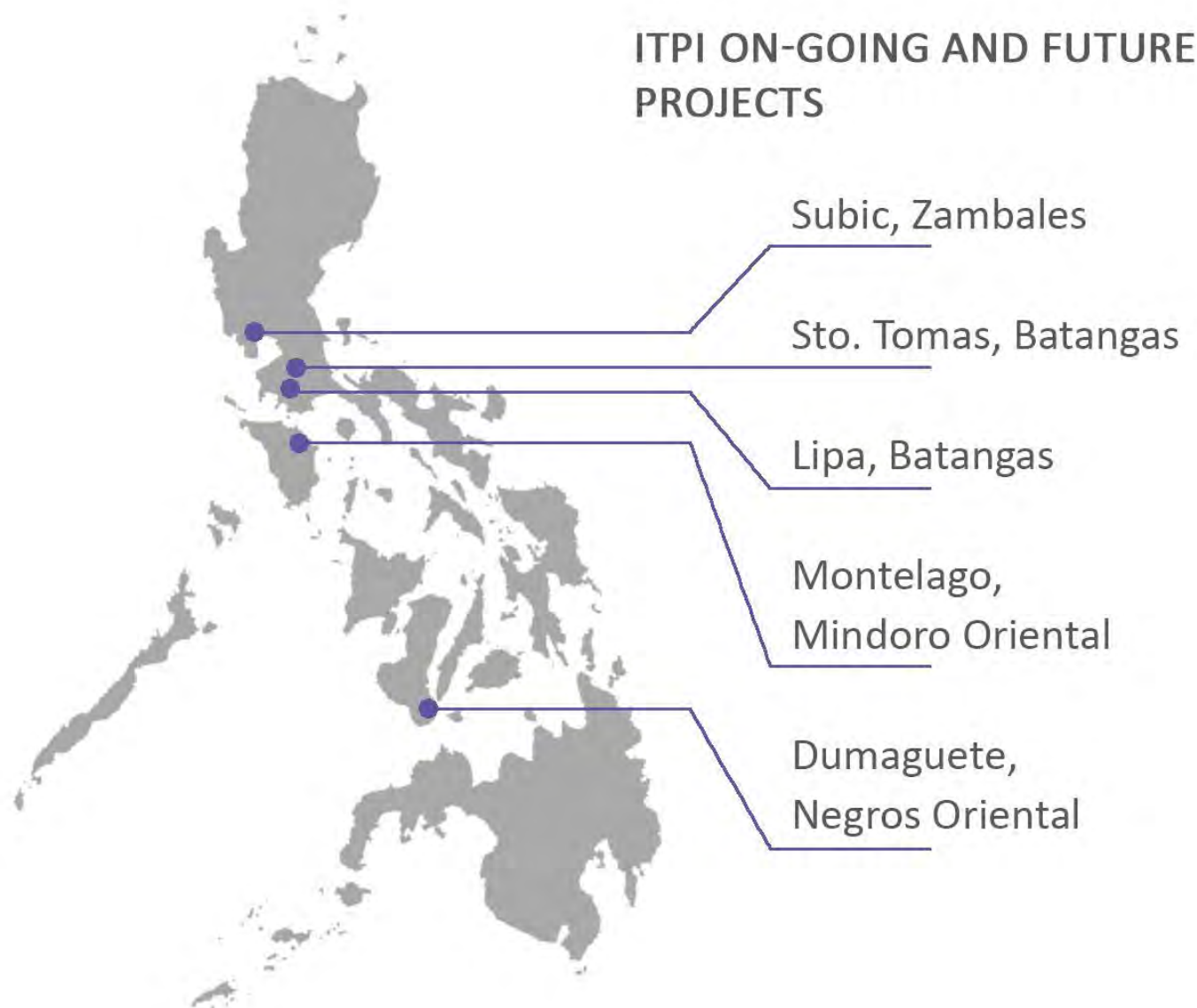
Sto. Tomas, Batangas

Lipa, Batangas

Montelago,  
Mindoro Oriental

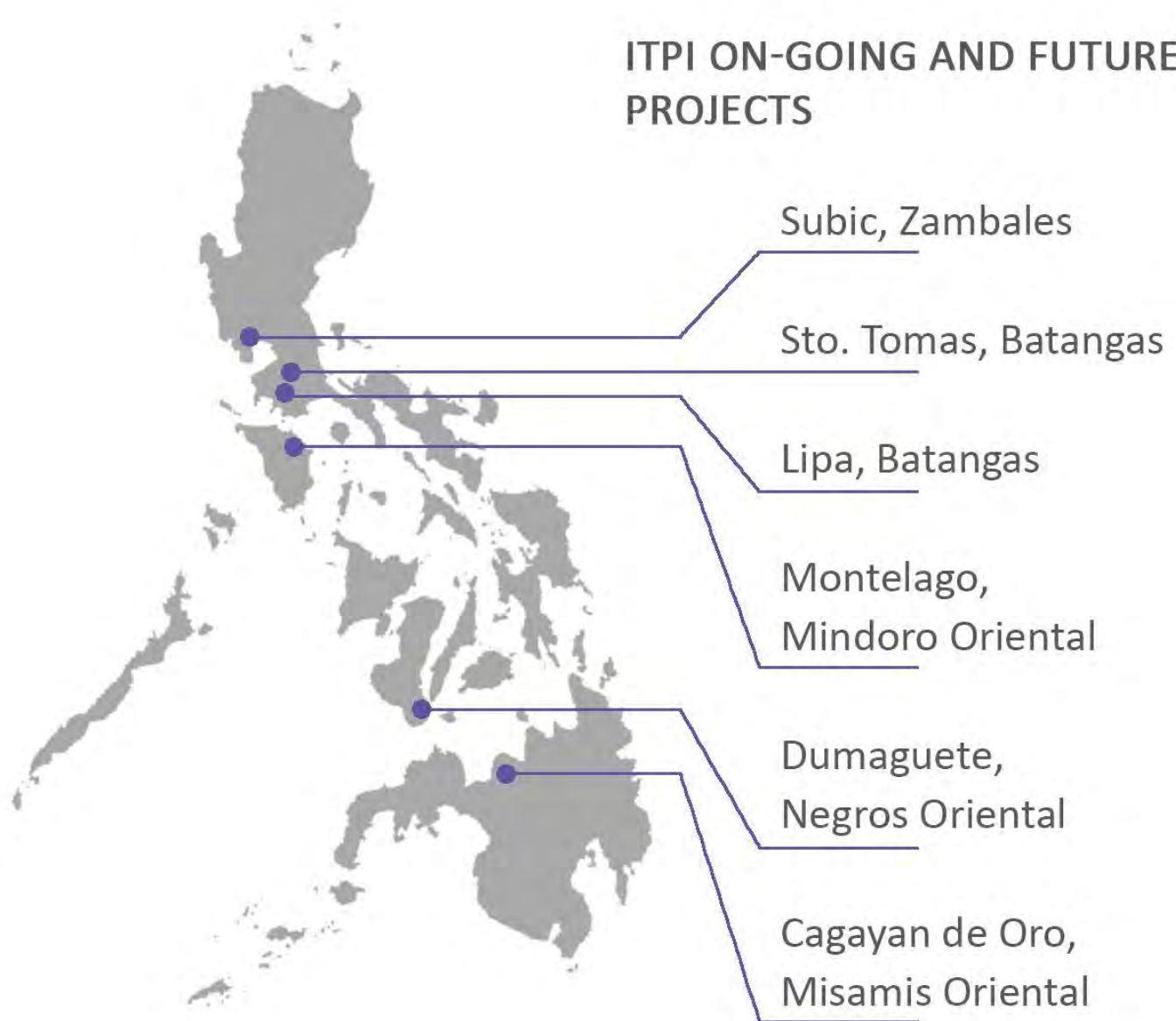


## ITPI ON-GOING AND FUTURE PROJECTS





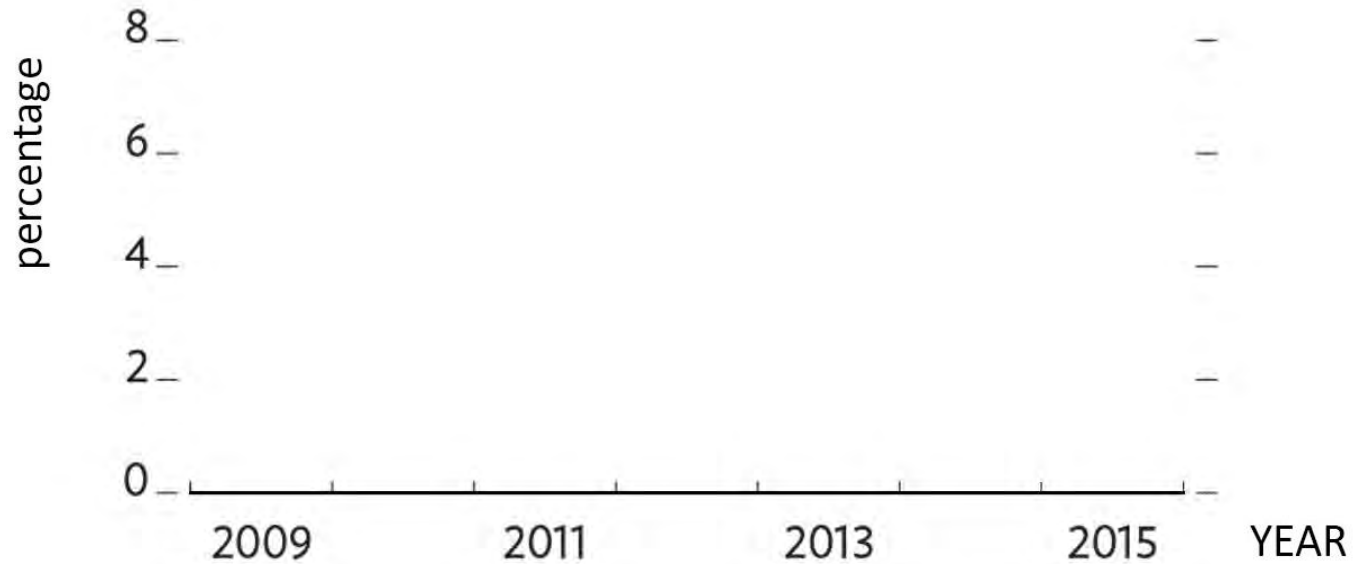
## ITPI ON-GOING AND FUTURE PROJECTS





## GDP growth

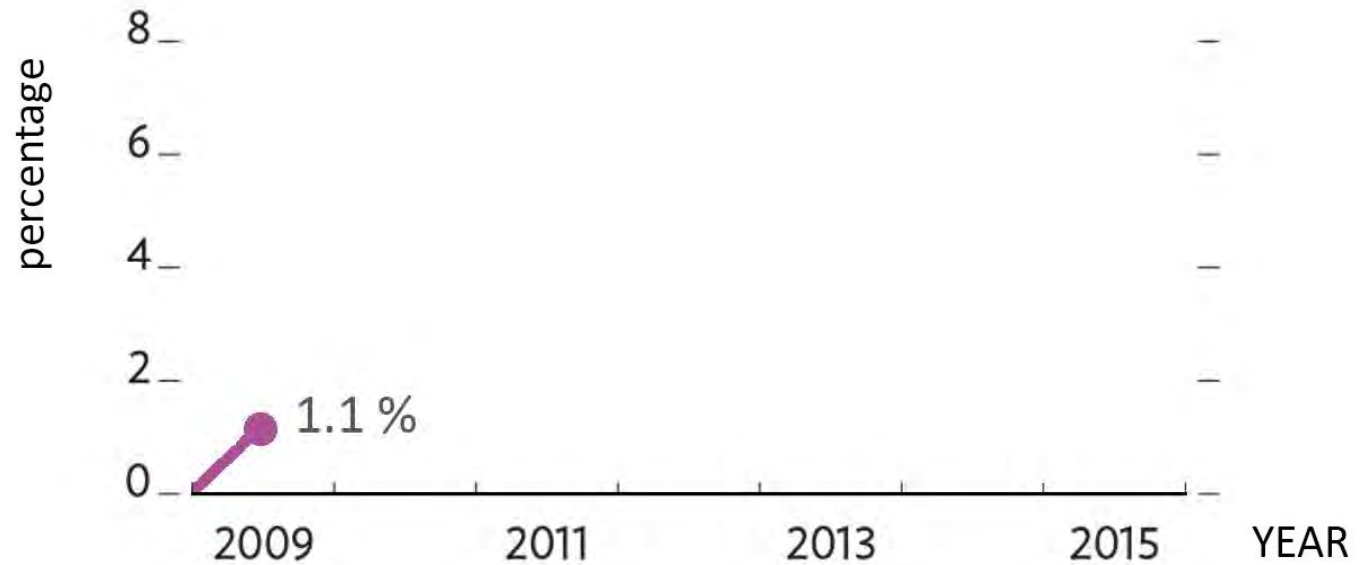
(Percentage from 2009 to 2013; forecast 2014-2015)





## GDP growth

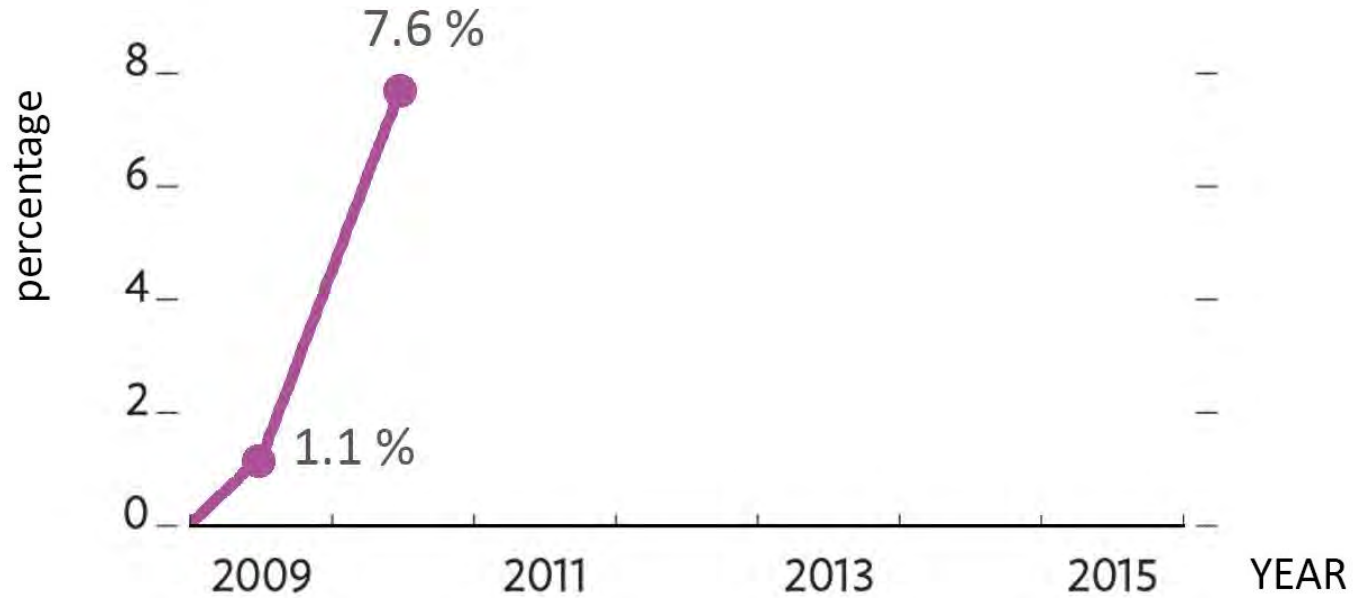
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## GDP growth

(Percentage from 2009 to 2013; forecast 2014-2015)

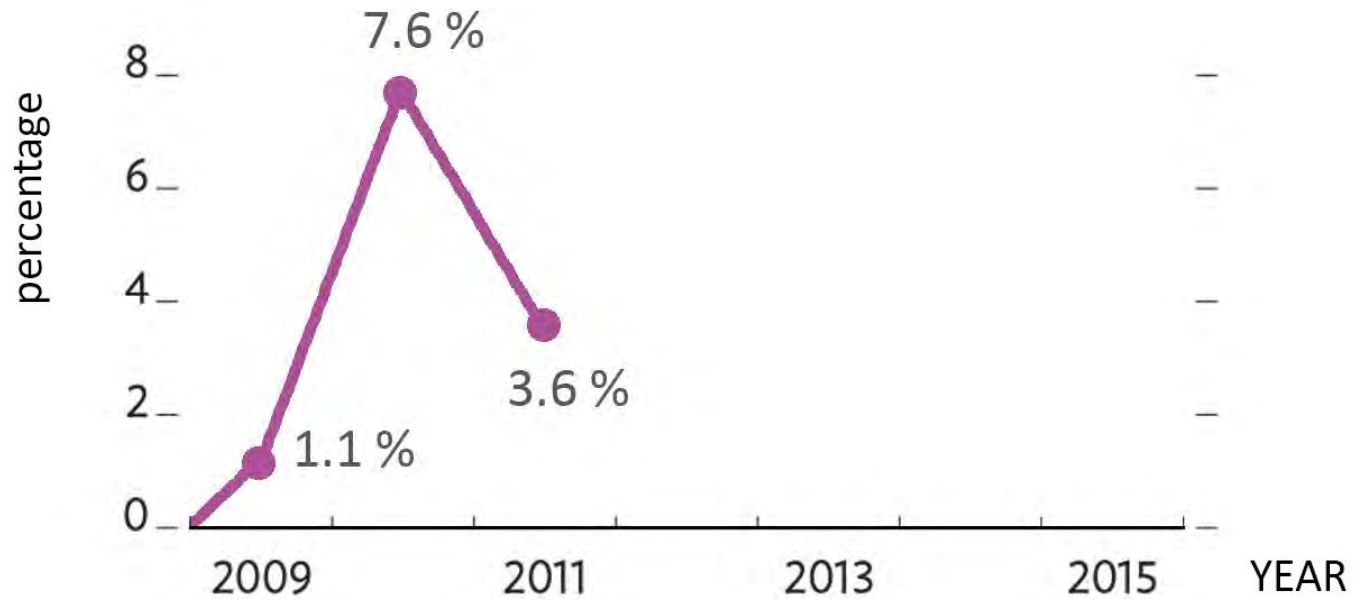






## GDP growth

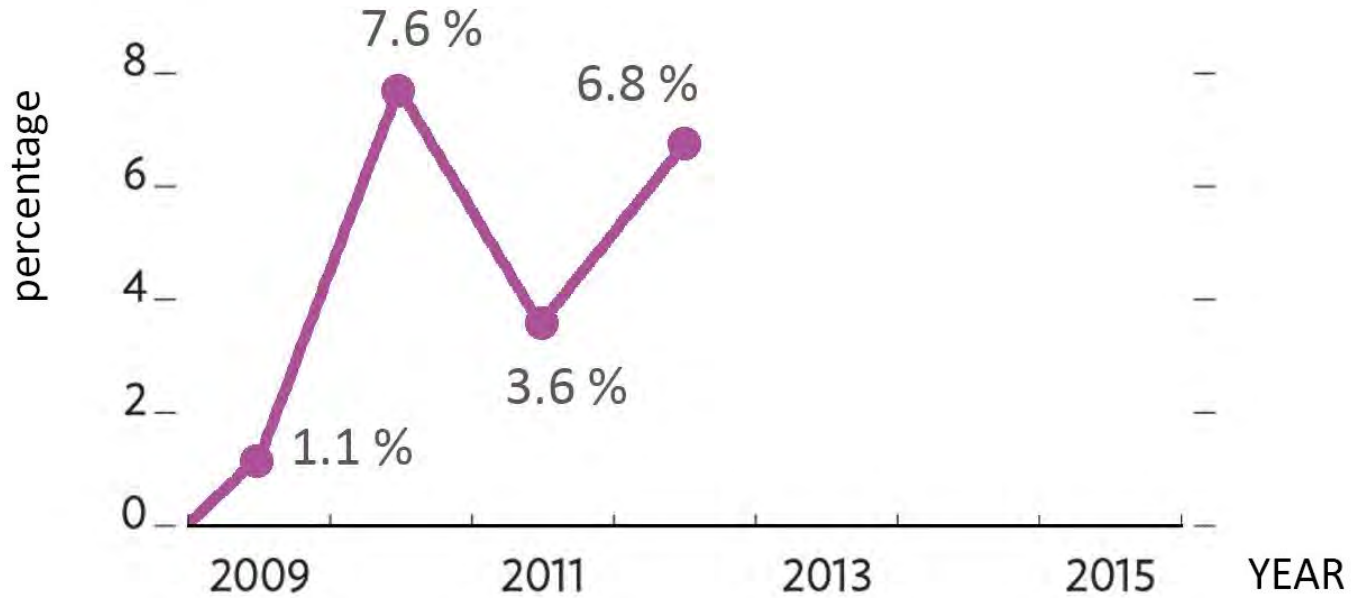
(Percentage from 2009 to 2013; forecast 2014-2015)





## GDP growth

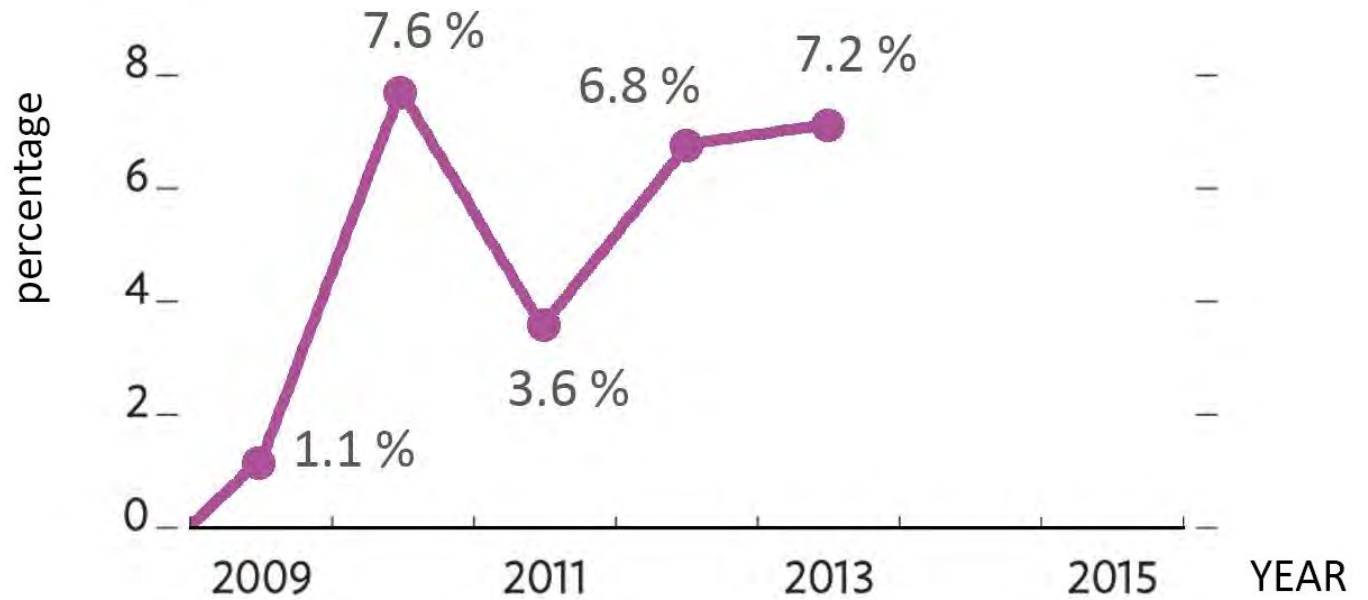
(Percentage from 2009 to 2013; forecast 2014-2015)





## GDP growth

(Percentage from 2009 to 2013; forecast 2014-2015)





## GDP growth

(Percentage from 2009 to 2013; forecast 2014-2015)





### GDP growth

(Percentage from 2009 to 2013; forecast 2014-2015)



STRATEGIC  
LOCATION



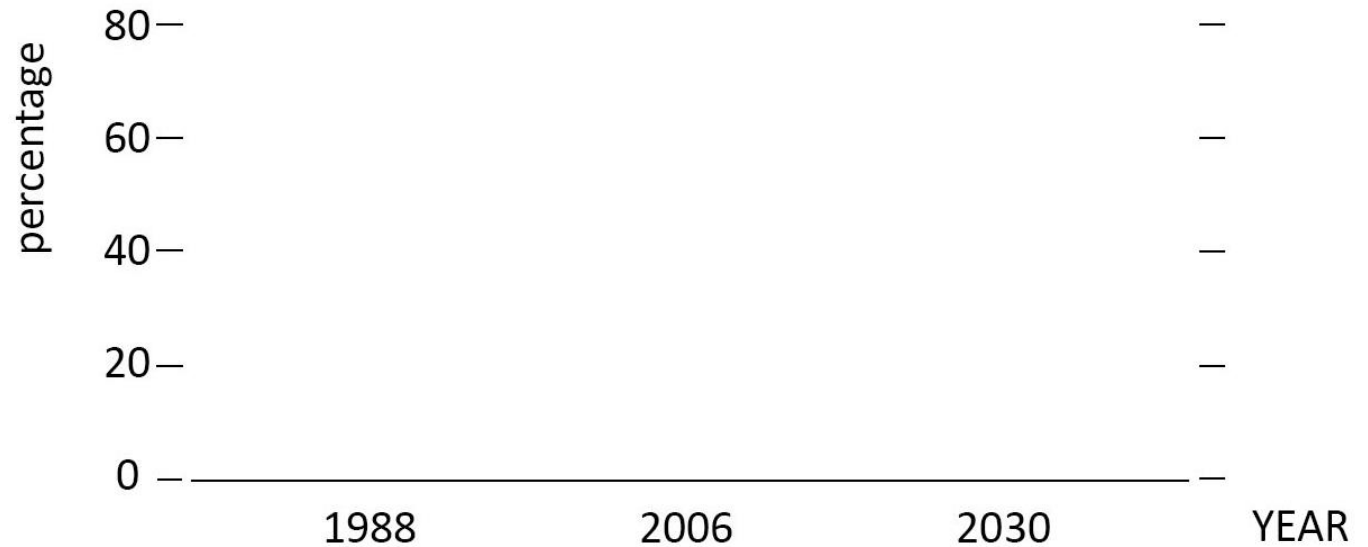
ECONOMIC  
GROWTH



RISING  
MIDDLE CLASS



Rising middle class  
(per capita consumption of USD2-20/day)





STRATEGIC  
LOCATION



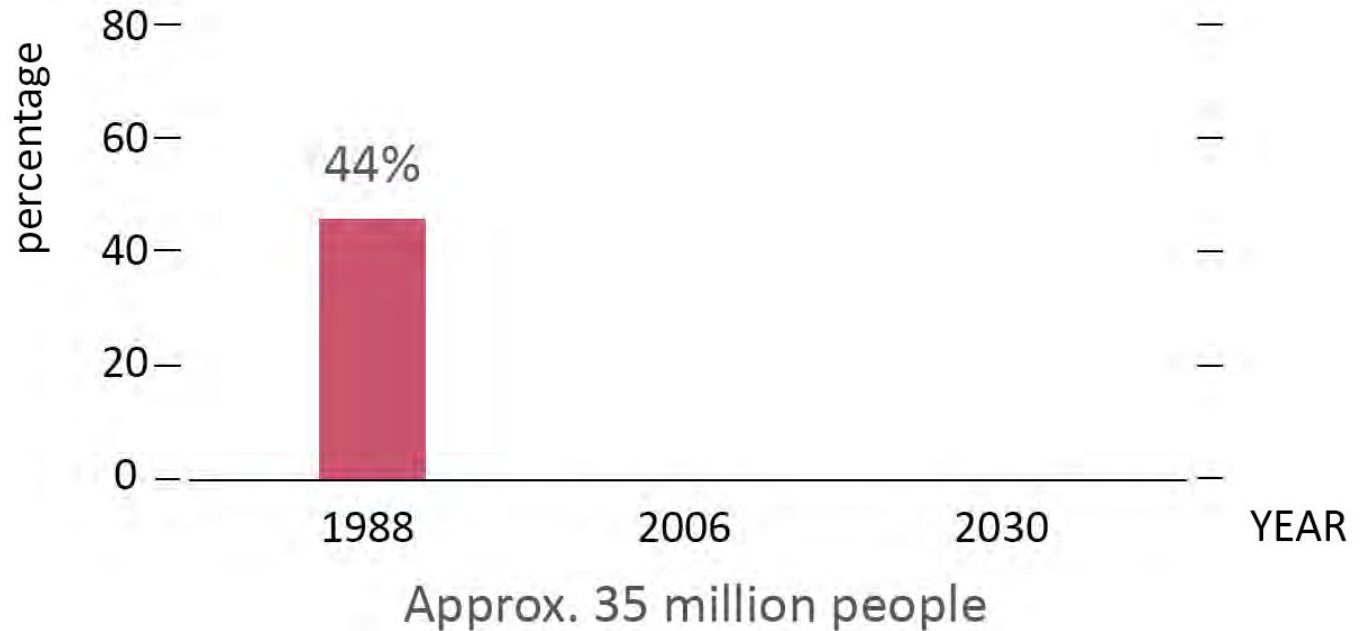
ECONOMIC  
GROWTH



RISING  
MIDDLE CLASS



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STRATEGIC  
LOCATION



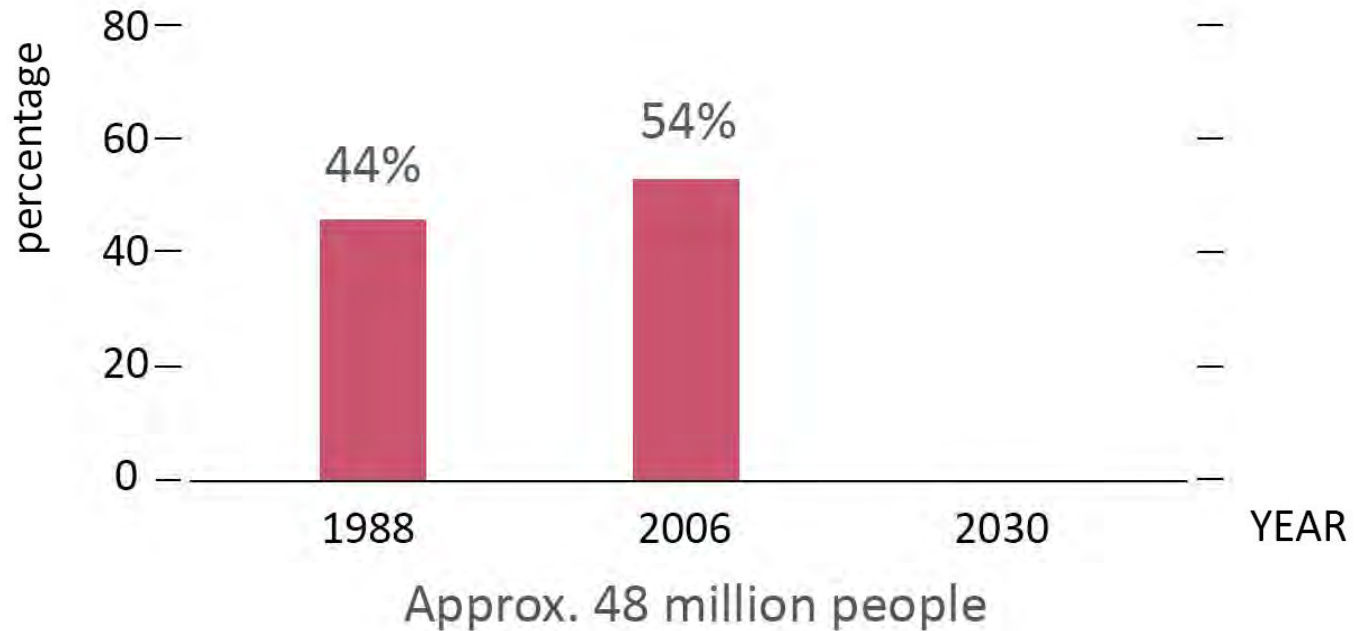
ECONOMIC  
GROWTH



RISING  
MIDDLE CLASS



Rising middle class  
(per capita consumption of USD2-20/day)



STRATEGIC  
LOCATION



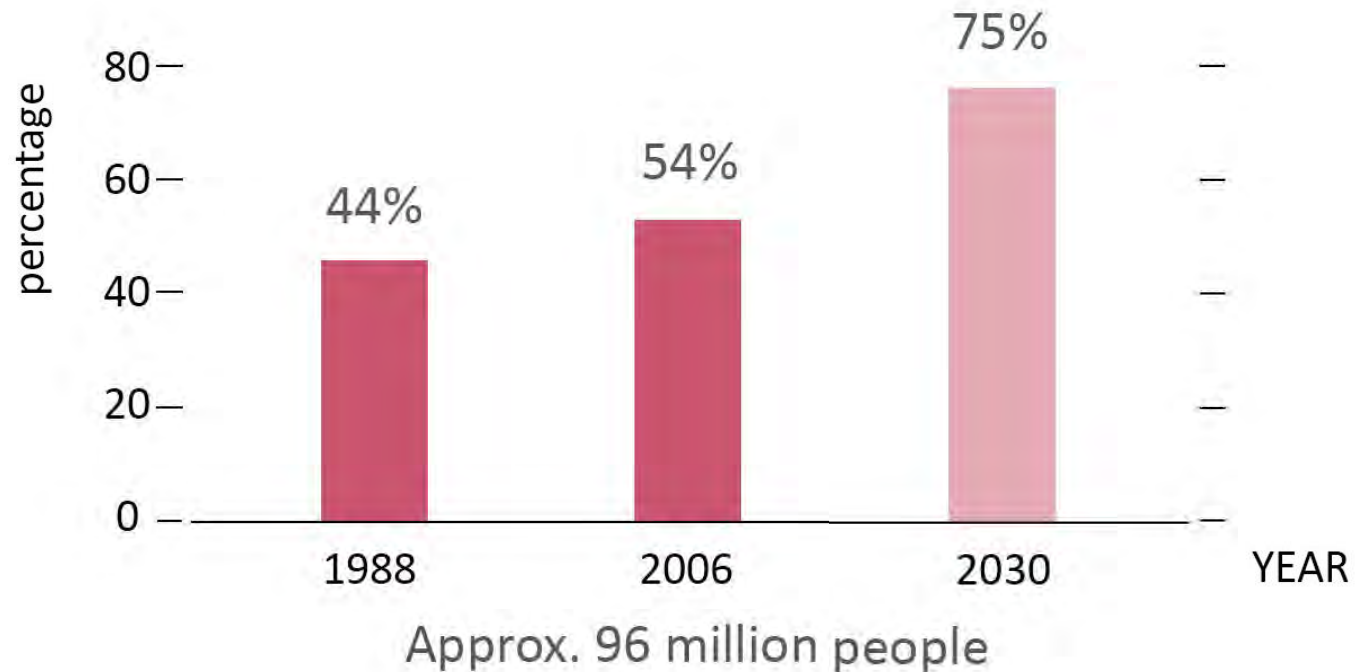
ECONOMIC  
GROWTH



RISING  
MIDDLE CLASS



Rising middle class  
(per capita consumption of USD2-20/day)



STRATEGIC LOCATION



ECONOMIC GROWTH



RISING MIDDLE CLASS



HOUSING GAP



## Affordable housing demands (current and forecast in millions of housing units)



STRATEGIC  
LOCATION



ECONOMIC  
GROWTH



RISING  
MIDDLE CLASS



HOUSING GAP



## Affordable housing demands

(current and forecast in millions of housing units)



STRATEGIC  
LOCATIONECONOMIC  
GROWTHRISING  
MIDDLE CLASS

HOUSING GAP



## Affordable housing demands

(current and forecast in millions of housing units)

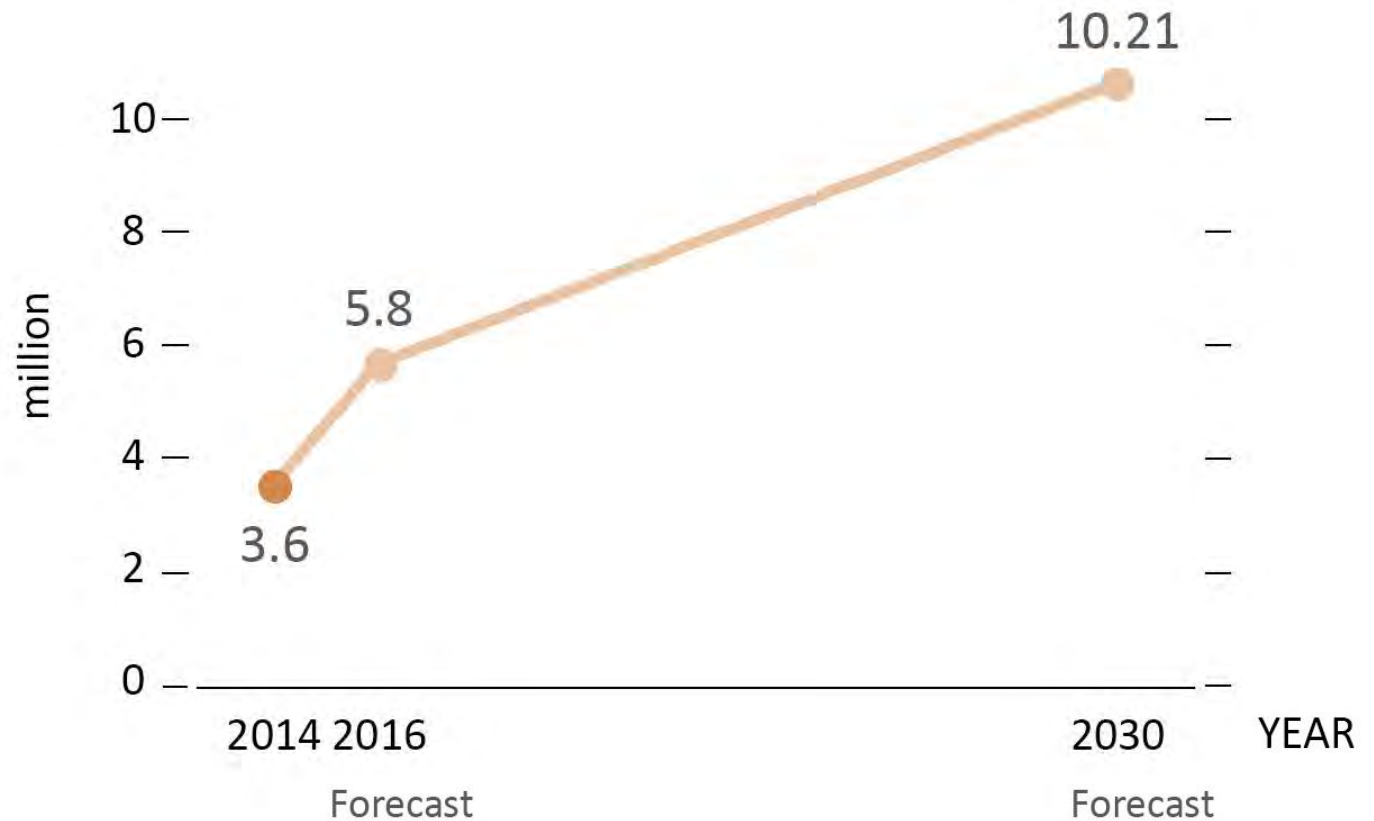




**STRATEGIC  
LOCATION****ECONOMIC  
GROWTH****RISING  
MIDDLE CLASS****HOUSING GAP**

## Affordable housing demands

(current and forecast in millions of housing units)



STRATEGIC LOCATION



ECONOMIC GROWTH



RISING MIDDLE CLASS



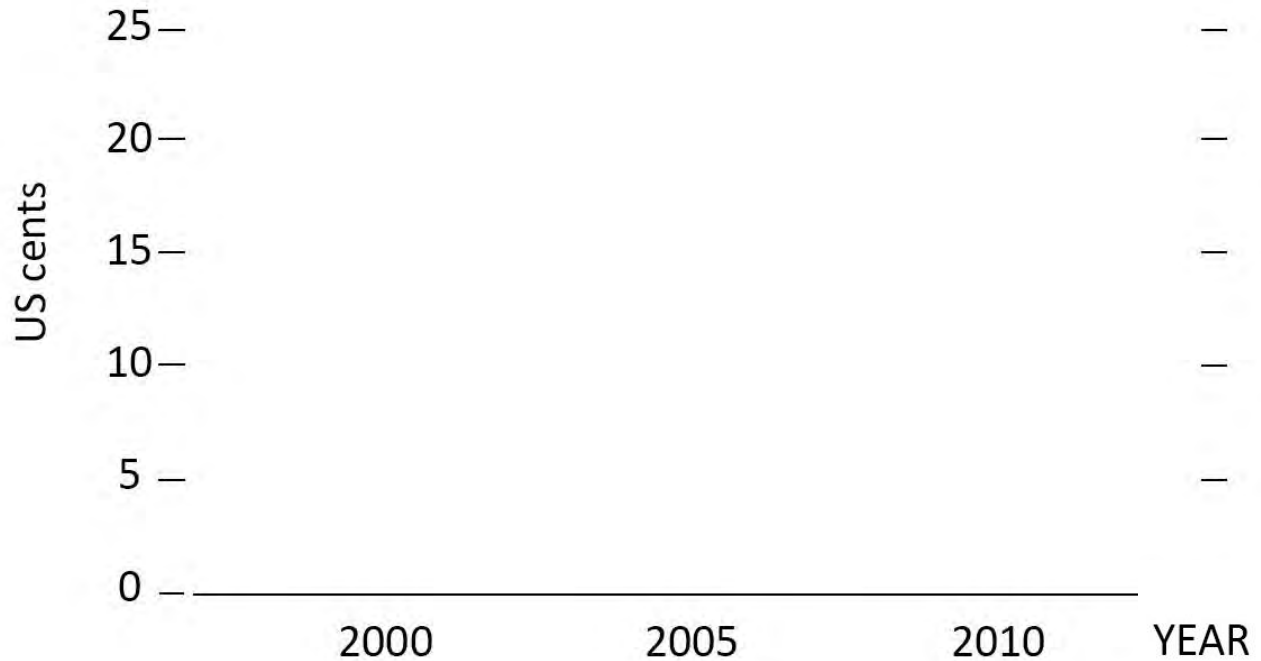
HOUSING GAP



POWER



Power rate cost  
(US cents/kWh - 2000 to 2010)



Source: Manila Electric Co. (MERALCO)

STRATEGIC LOCATION



ECONOMIC GROWTH



RISING MIDDLE CLASS



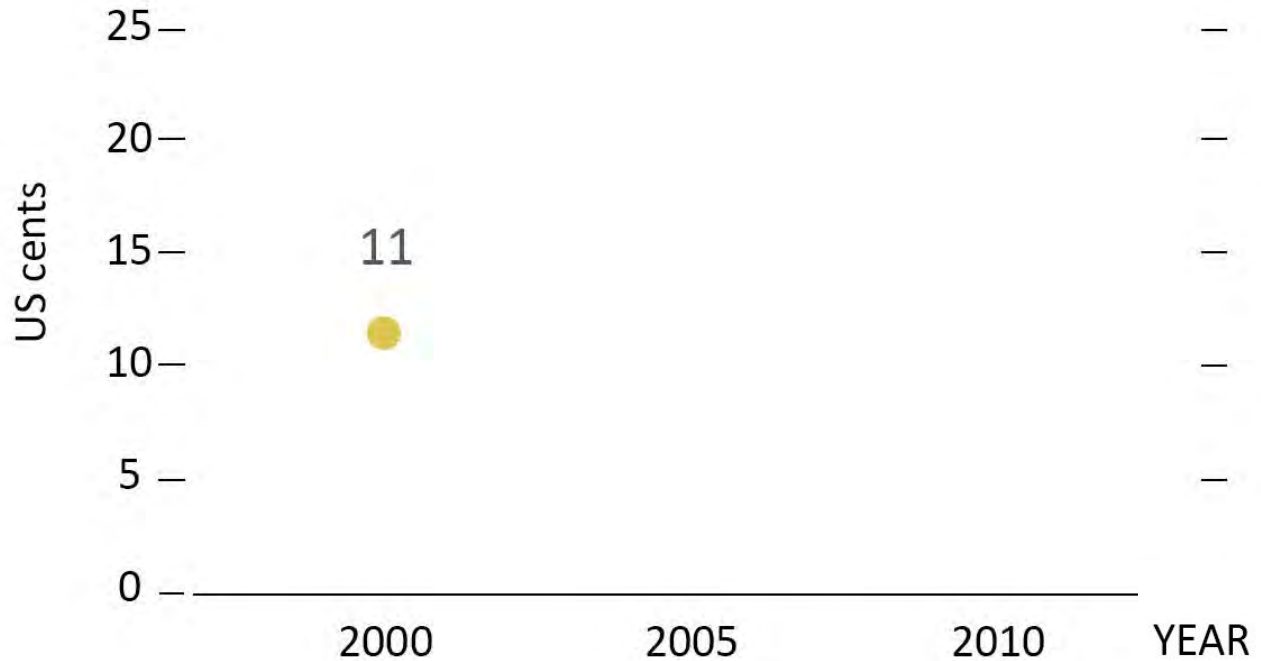
HOUSING GAP



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STRATEGIC LOCATION



ECONOMIC GROWTH



RISING MIDDLE CLASS



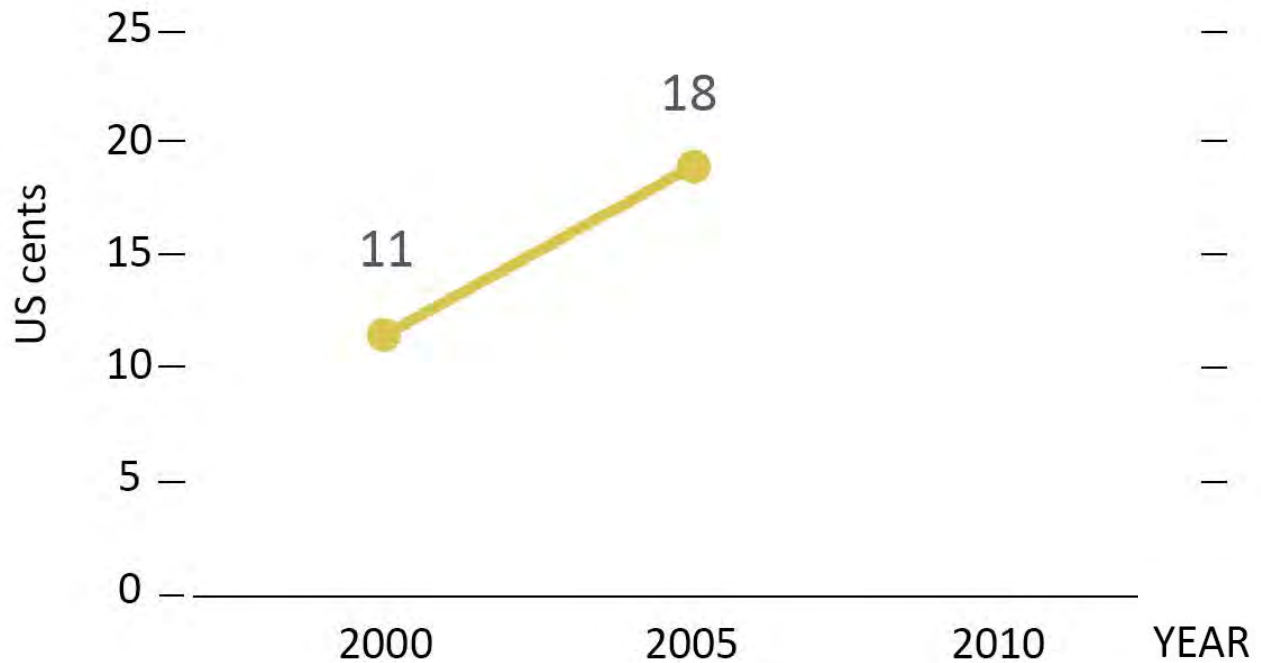
HOUSING GAP



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STRATEGIC LOCATION



ECONOMIC GROWTH



RISING MIDDLE CLASS



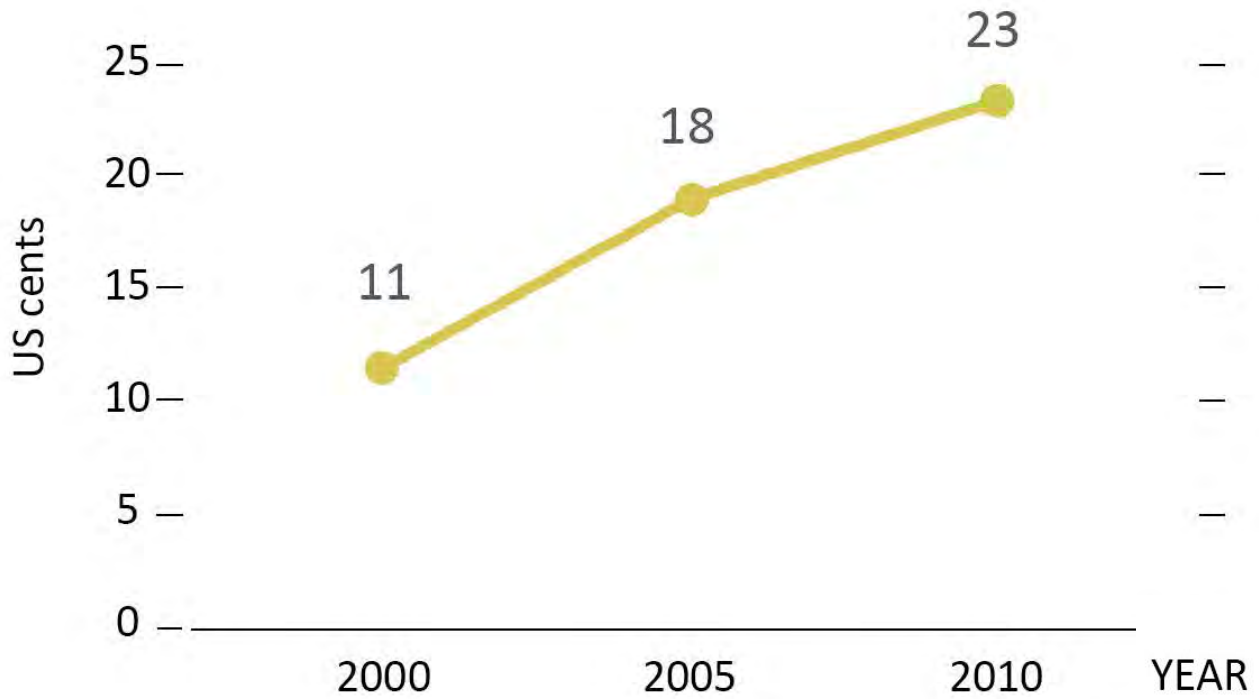
HOUSING GAP



POWER



Power rate cost  
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Source: Manila Electric Co. (MERALCO)

practice

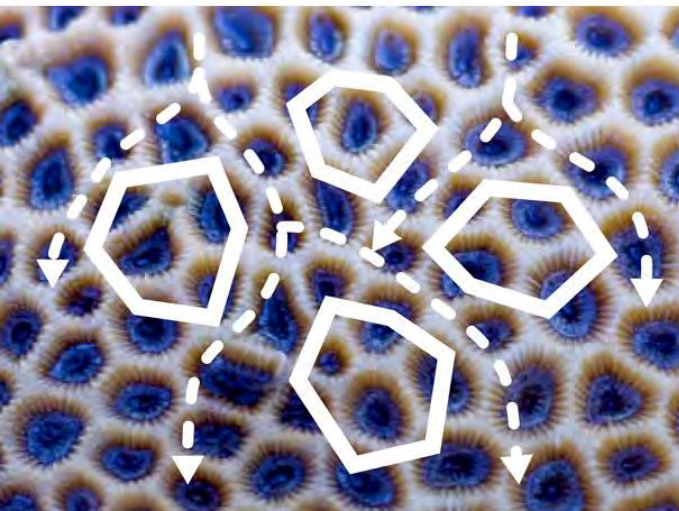




PRELIMINARY DESIGN

# CORAL CITY/2011

COMPETITION	Design Against the Elements (DAte) International Design Competition
AWARD	“Special Energy Award” Winner
LOCATION	Metro Manila
OBJECTIVES	Designing a housing project that will be able to provide solutions to the problems presented by climate change, such as increased risk of floods, stronger storms, higher temperatures, and changing landscapes.



Design Against  
the Elements

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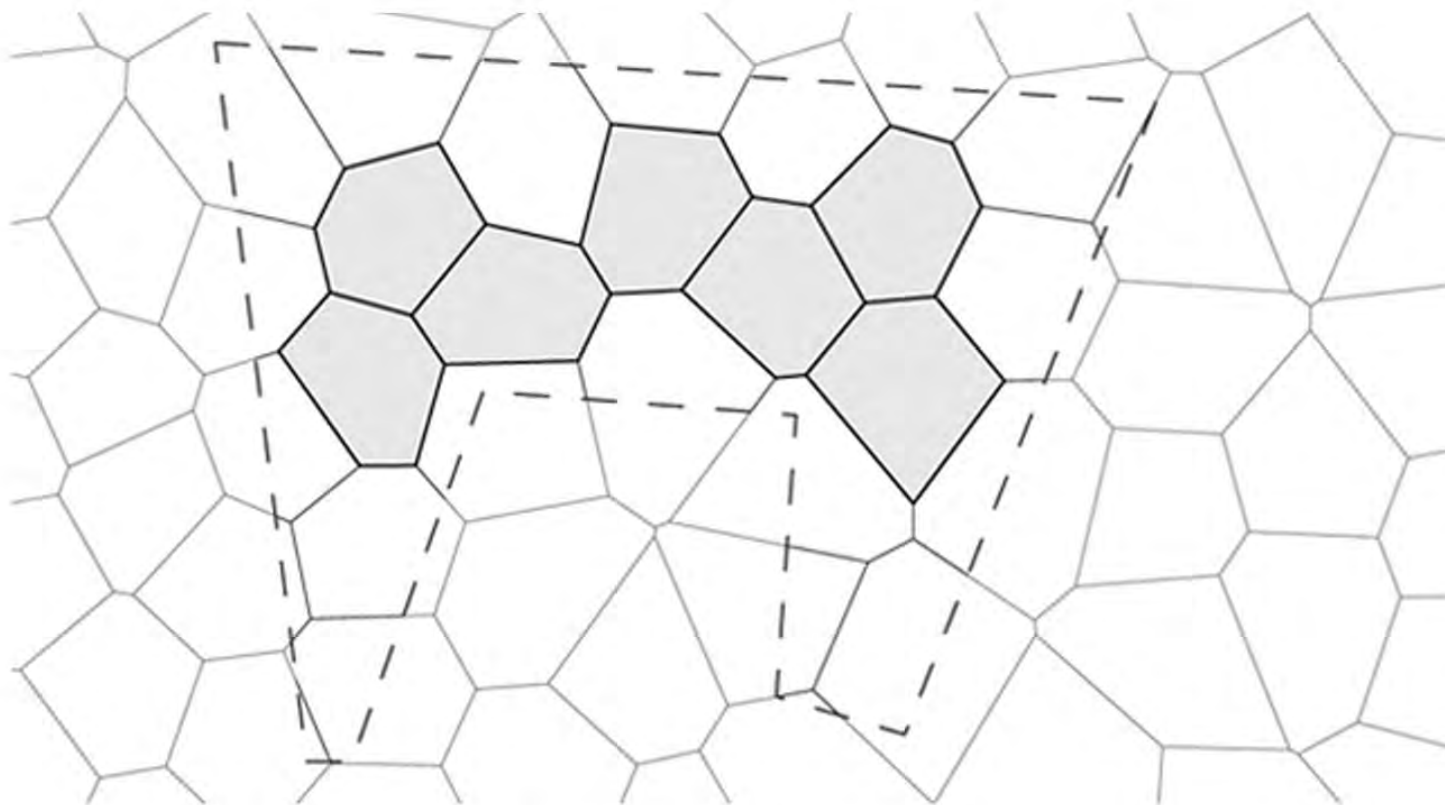
**WINNER**

---

Special Energy  
Award

2011





ADVANCED GEOMETRY  
Vorornoi Tassellation Diagram



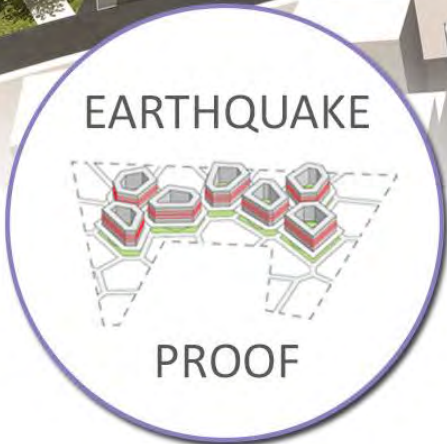






2

1



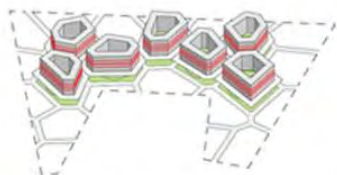
EARTHQUAKE

PROOF



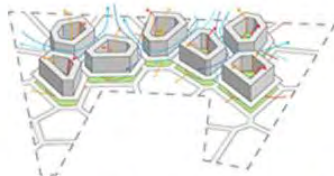


EARTHQUAKE



PROOF

TYPHOON

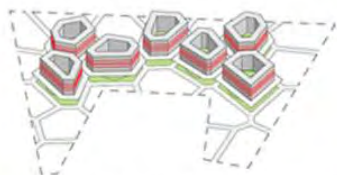


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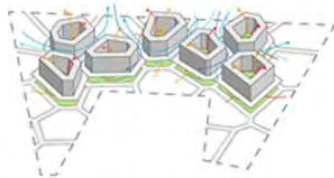


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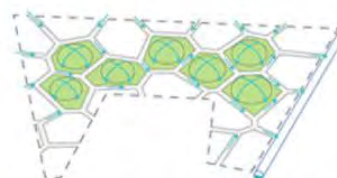
PROOF

TYPHOON



PROOF

FLOOD-PROOF

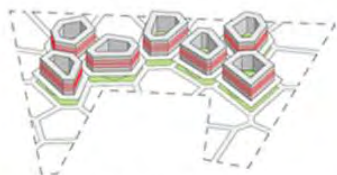


RECYCLE H2O



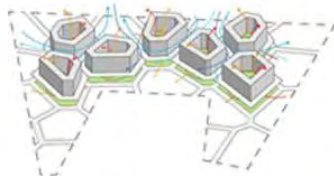


EARTHQUAKE



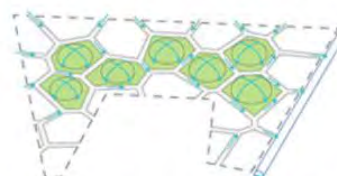
PROOF

TYPHOON



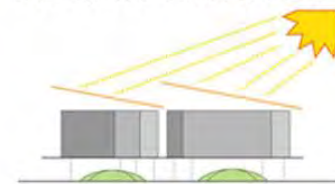
PROOF

FLOOD-PROOF

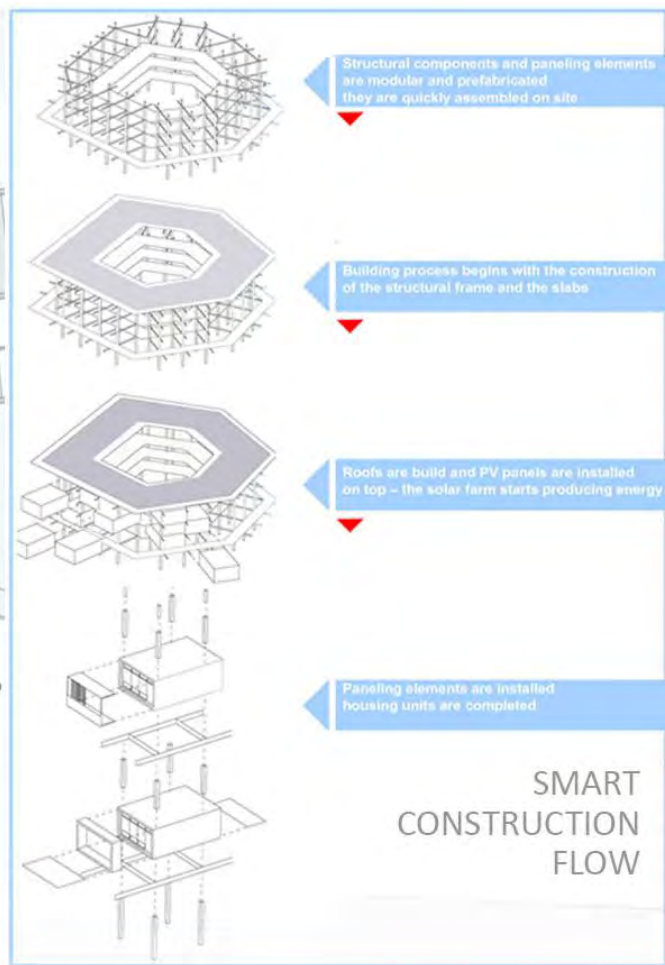


RECYCLE H2O

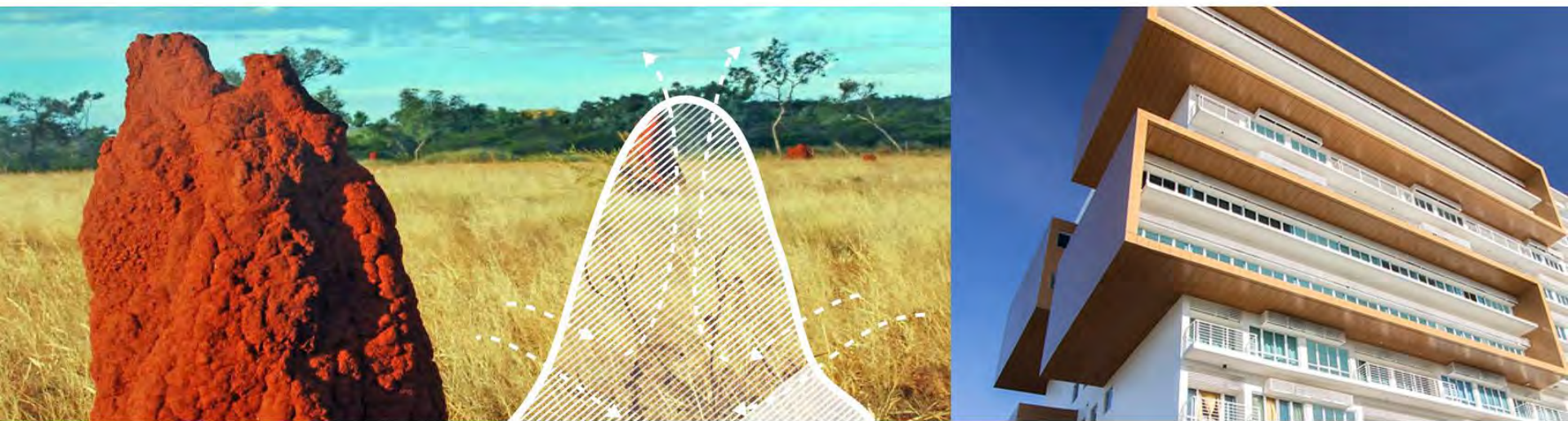
SOLAR ENERGY



PV PANELS

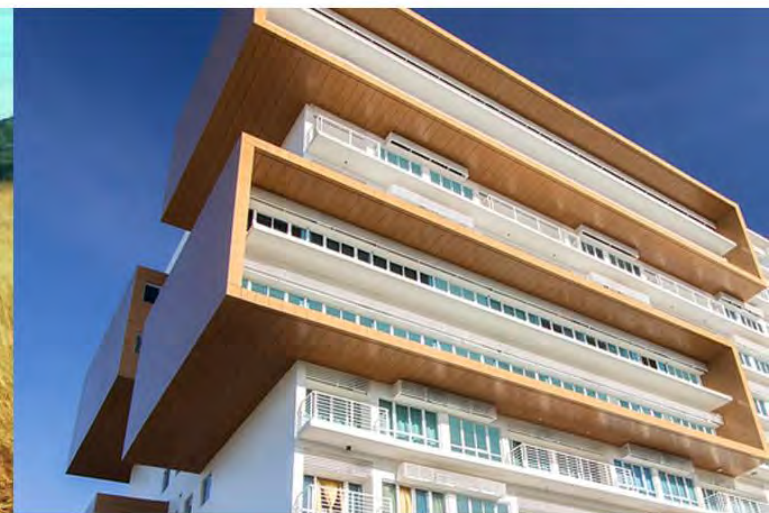






# PRIMAVERA RESIDENCES/2010

NATURE OF ENGAGEMENT	Design and development
AWARDS	“Mixed-use Development Award” Winner - International Property Awards 2014/2015 (Malaysia); Highly commended as “Best Condo Development in the Philippines” - Southeast Asia Property Awards 2011 (Singapore); “Most Promising Clean Energy Investment Opportunity of the Year” Finalist – CTI PFAN (with USAID and ADB) 2010 (Philippines)
LOCATION	Cagayan de Oro
OBJECTIVES	Affordable and sustainable mixed-use developments







International  
Property Awards

---

**WINNER**

---

Mixed-use Dev't  
Award

2014-2015

Southeast Asian  
Property Awards

---

**HIGHLY  
COMMENDED**

---

Best Condo  
Development

2011





International  
Property Awards

---

**WINNER**

---

Mixed-use Dev't  
Award

2014-2015

Southeast Asian  
Property Awards

---

**HIGHLY  
COMMENDED**

---

Best Condo  
Development

2011

CTI Private  
Financing Advisory  
Network

---

**FINALIST**

---

Most Promising  
Clean Energy  
Investment Opp.

2010

Cagayan de Oro City



Island of Mindanao

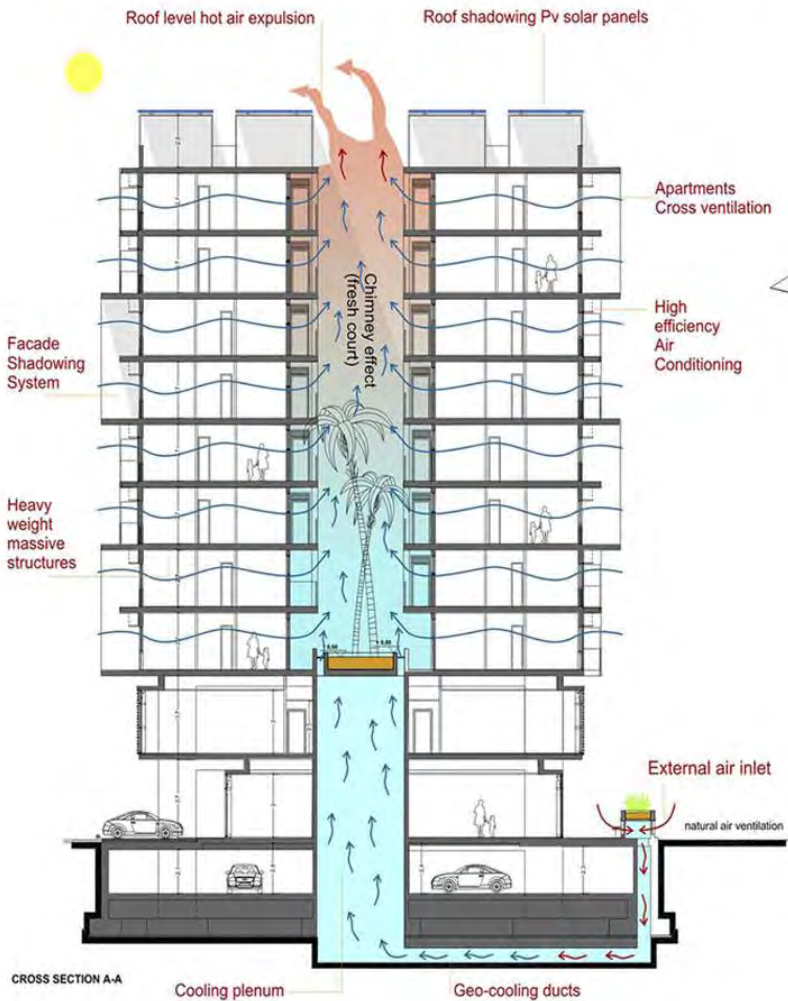




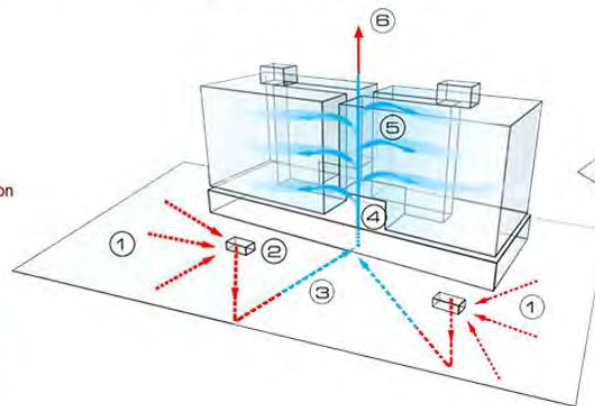




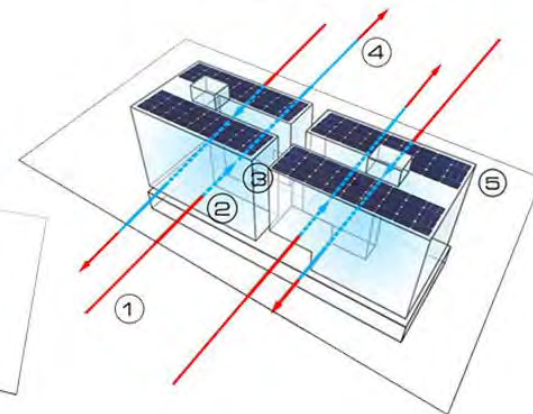
# PASSIVE GREEN ENERGY STRATEGIES



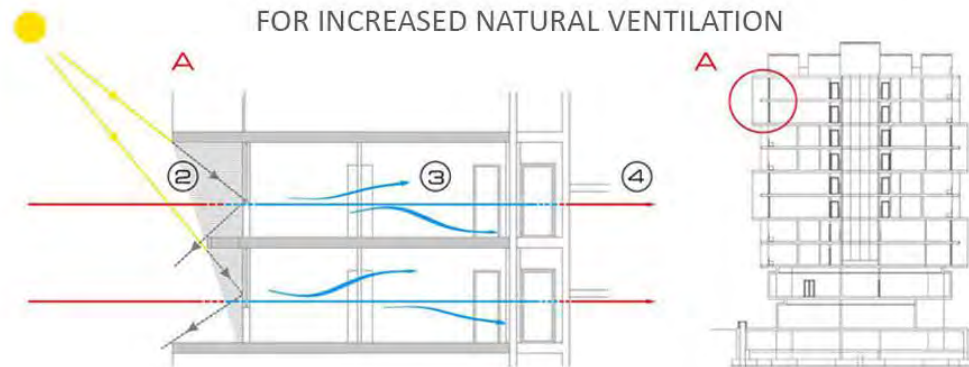
NATURAL CHIMNEY



UNITS CROSS-VENTILATION



FOR INCREASED NATURAL VENTILATION





## Energy Simulation Results: Philippine Eco- Residential Buildings Project

### Reference case

#### MONTHLY HEATING/COOLING LOADS

Zone: Zone 2

Operation: Weekdays 00-24, Weekends 00-24

Thermostat Settings: 18.0 - 26.0 C

Max Heating: 0.0 C - No Heating.

Max Cooling: 4014 W at 15:00 on 28th June

MONTH	COOLING (Wh)
Jan	586195
Feb	616752
Mar	919864
Apr	1079760
May	1174174
Jun	924743
Jul	827384
Aug	696630
Sep	720158
Oct	712726
Nov	720833
Dec	566824
<b>TOTAL</b>	<b>9548064</b>
<b>PER M<sup>2</sup></b>	<b>224396</b>

**kWh/mq Year**

**224,4**

### Real case simulation - Standard Apartment

#### MONTHLY HEATING/COOLING LOADS

Zone: AptCalcolo

Operation: Weekdays 00-24, Weekends 00-24

Thermostat Settings: 18.0 - 26.0 C

Max Heating: 0.0 C - No Heating.

Max Cooling: 2975 W at 15:00 on 28th June

MONTH	COOLING (Wh)
Jan	379763
Feb	403536
Mar	627060
Apr	745412
May	806714
Jun	634898
Jul	568810
Aug	476928
Sep	490343
Oct	483679
Nov	481448
Dec	373096
<b>TOTAL</b>	<b>6471686</b>
<b>PER M<sup>2</sup></b>	<b>152096</b>

**kWh/mq Year**

**152,1**

**Cooling energy reduction**

**32%**



ACTUAL PHOTOS





ACTUAL PHOTOS



ACTUAL PHOTOS





ACTUAL PHOTOS



ACTUAL PHOTOS





ACTUAL PHOTOS

# PRIMAVERA RESIDENCES

TRACK RECORD

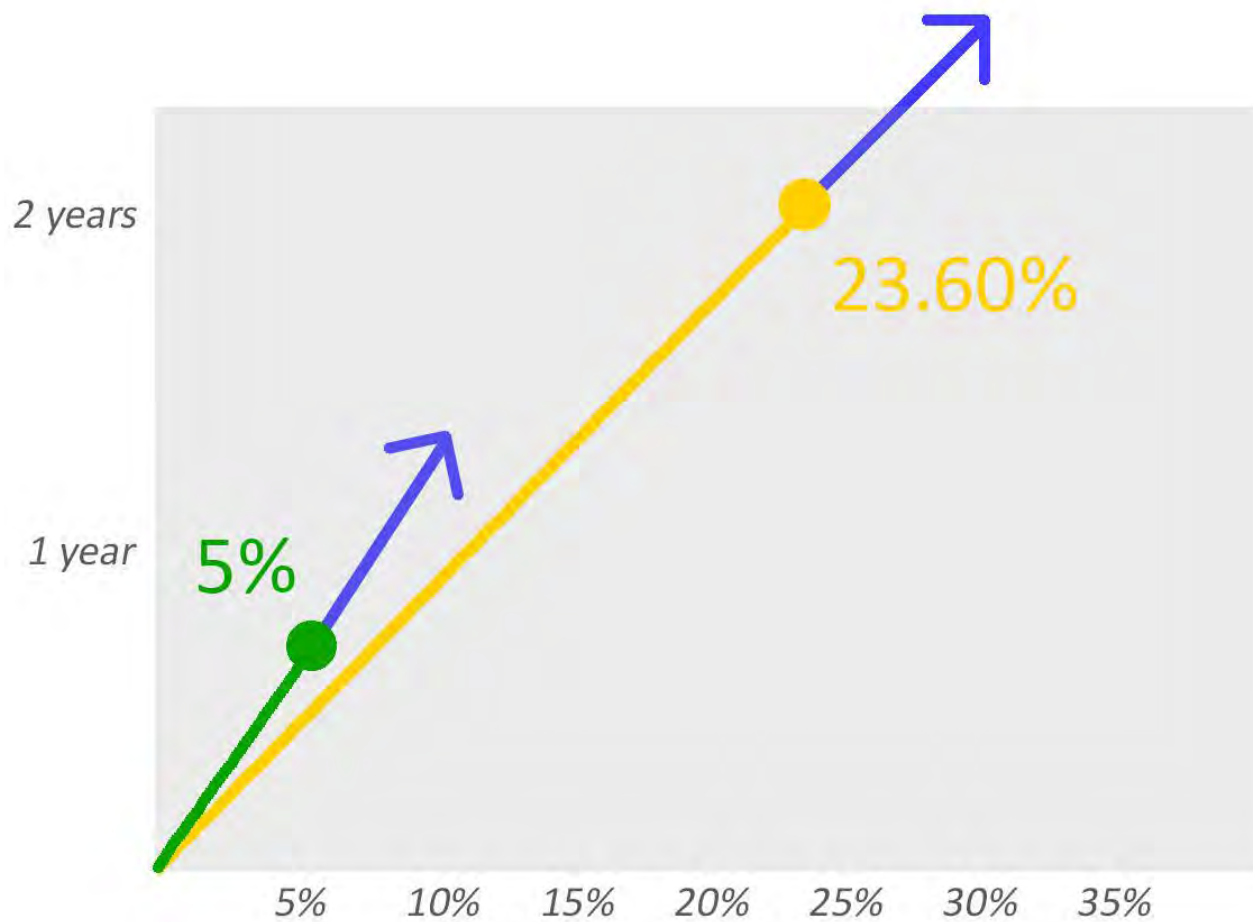






In **four** years, as a start-up company,  
we have sold around **250 units** for  
a total value of about **USD 10 million** (PHP 450 million).

Note: Units sold comprise residential units (studio, 1 bedroom, 2 bedroom)  
office and commercial units, and parking slots.



PRIMAVERA RESIDENCES  
REAL ESTATE PRICE  
APPRECIATION

● TOWER A

● TOWER B

## BUYER'S PROFILE: TOWER A



43% Businessmen



39% Overseas Filipino Workers



10% Medical Professionals



4% Private Employees

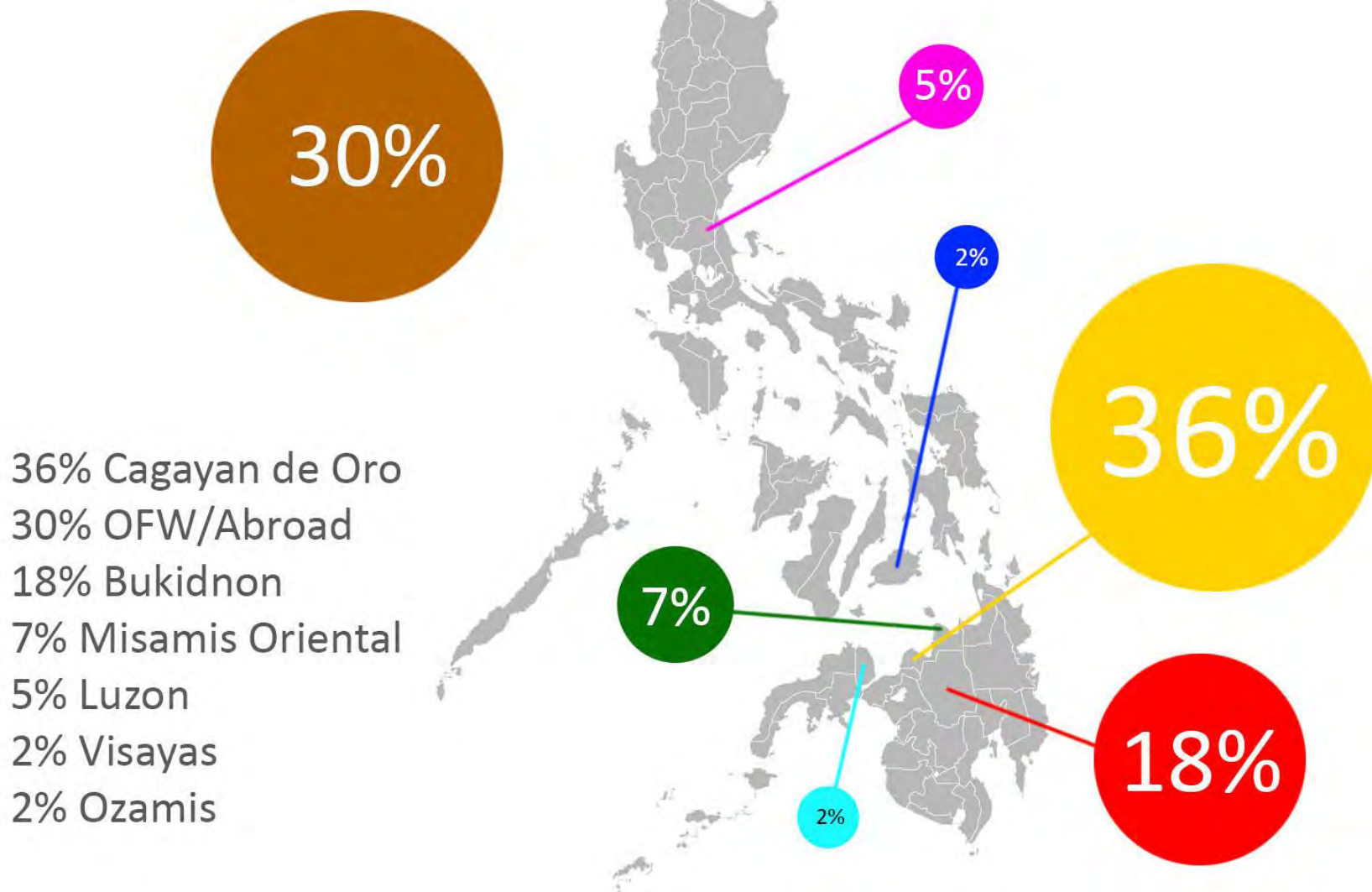


2% Government Employees



2% Foreigners

## BUYER'S PLACE OF RESIDENCE: TOWER A







# PRIMAVERA CITY/2013

NATURE OF ENGAGEMENT	Design and development
AWARDS	“Most Promising Clean Energy Investment Opportunity in the Philippines” Finalist – Climate Technology Institute Private Financing Advisory Network (with USAID and ADB) 2013 (Singapore)
LOCATION	Cagayan de Oro City
OBJECTIVES	Affordable and sustainable mixed-use developments





Cagayan de Oro City



Island of Mindanao







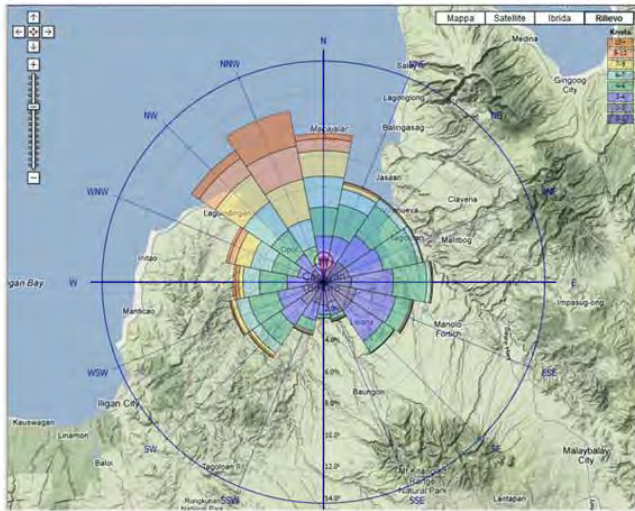








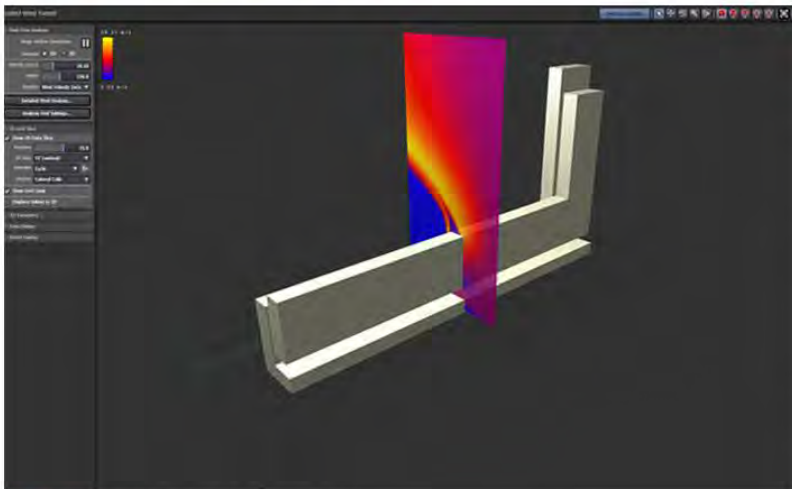
# PASSIVE GREEN ENERGY STRATEGIES



◀ WIND DATA  
Windrose indicating wind strengths and frequency in Cagayan de Oro

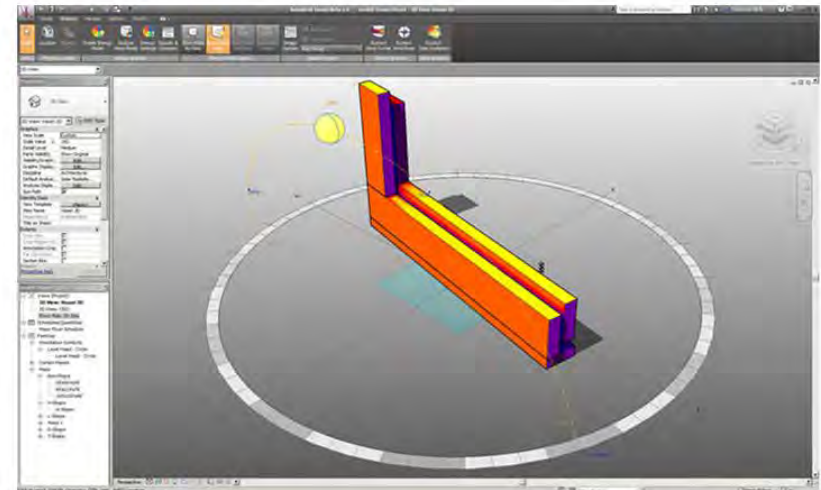
▼ TEMPERATURE DATA  
Annual temperature distribution chart in Cagayan de Oro

Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Peak high °C	37	38	39	39	39	39	38	38	36	37	39	37
Average high °C	30	31	31	32	33	32	32	32	32	32	31	31
Average low °C	23	23	24	25	26	25	24	24	24	24	24	24
Peak low °C	18	18	19	20	22	19	18	22	22	19	20	19



▲ VENTILATION ANALYSIS  
Air flow simulations caused by local breeze in the internal court of the building

▼ SHAPE PERFORMANCES  
Simulations of the sun's movement around the building for the best layout for solar panels





**GREEN CONCEPT DATA  
PASSIVE COOLING SIMULATION  
ENERGY SAVING SUMMARY**

**REFERENCE CASE APARTMENT**

- Total cooling energy consumption: 231 kWh/m<sup>2</sup>
- Service hot water (electric boiler): 137 kWh/m<sup>2</sup>
- Lighting and appliances: 28 kWh/m<sup>2</sup>

**TOTAL ENERGY CONSUMPTION: 396 kWh/m<sup>2</sup>**

**STANDARD PROJECT APARTMENT**

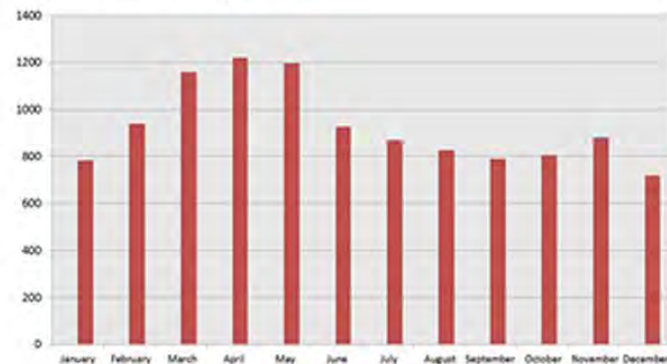
- Total cooling energy consumption: 167 kWh/m<sup>2</sup>
- Energy saving contributions
- Bioclimatic passive cooling strategies: 64 kWh/m<sup>2</sup>
- High efficiency equipments (cooling, lighting and water heating): 23 kWh/m<sup>2</sup>
- Photovoltaic panels energy contribution: 24 kWh/m<sup>2</sup>

**TOTAL ENERGY CONSUMPTION: 285 kWh/m<sup>2</sup>**

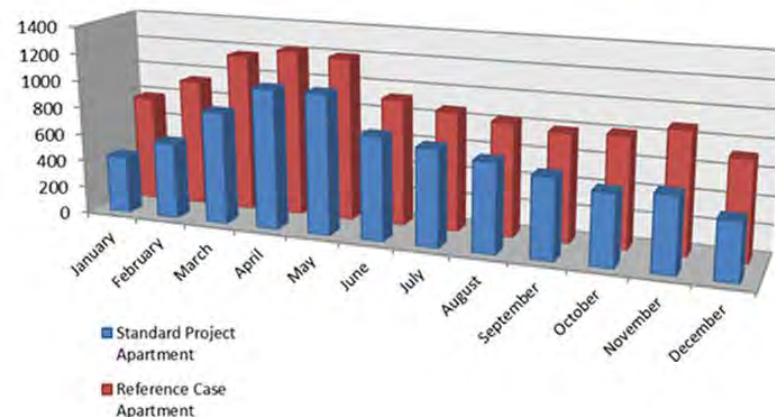
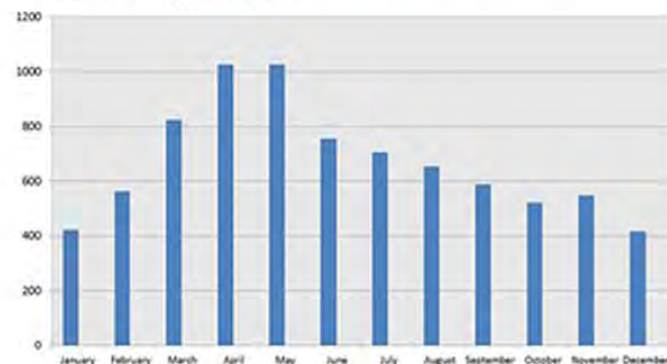
**ENERGY SAVING: -111 kWh/m<sup>2</sup>**

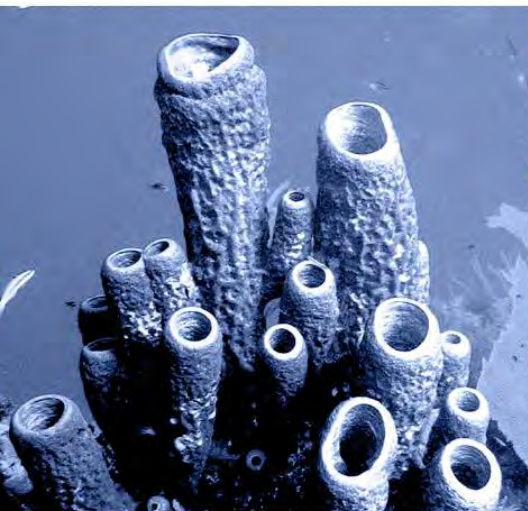
**REDUCTION: 28%**

Reference Case Apartment



Standard Project Apartment





# MIRAMONTI/2014

NATURE OF ENGAGEMENT

Design and development

LOCATION

Sto. Tomas, Batangas

OBJECTIVES

Affordable and sustainable mixed-use developments









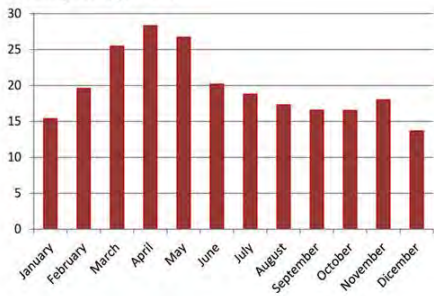




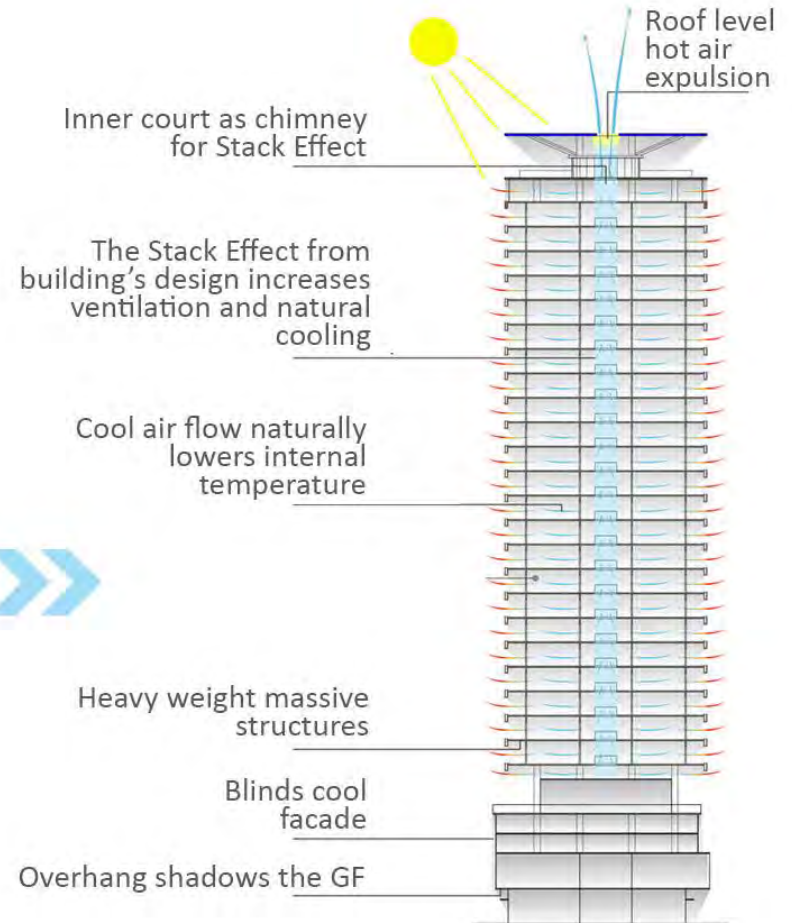
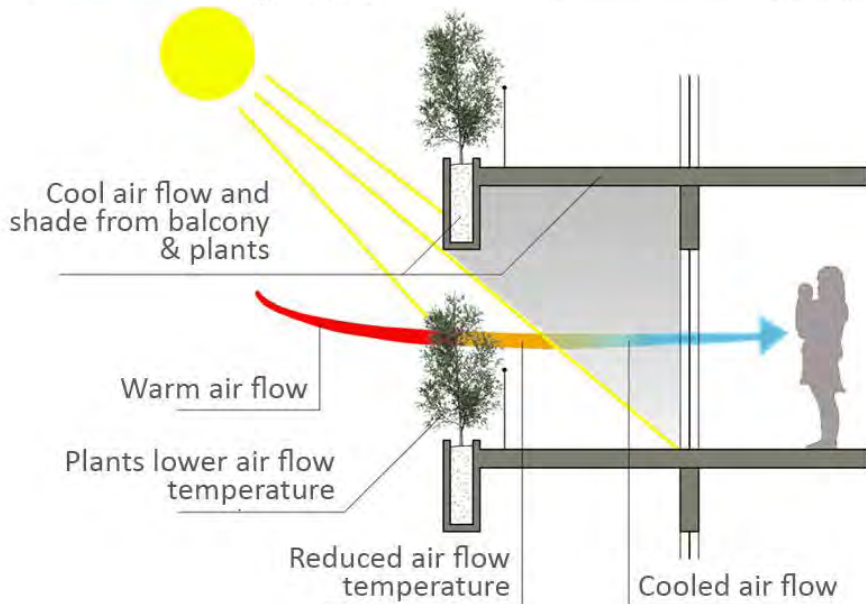
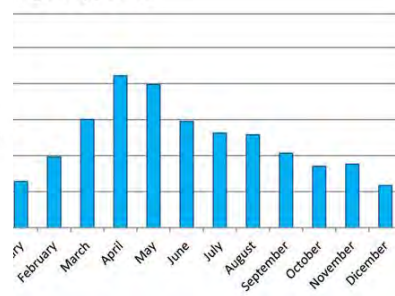


# SUSTAINABLE ENERGY FEATURES

Cooling Energy Chart



Heating Energy Chart



**ENERGY SAVING: -90 kWh/m<sup>2</sup>**  
**REDUCTION: 38%**



# SUSTAINABLE ENERGY FEATURES

## VENTILATION 2x air circulation



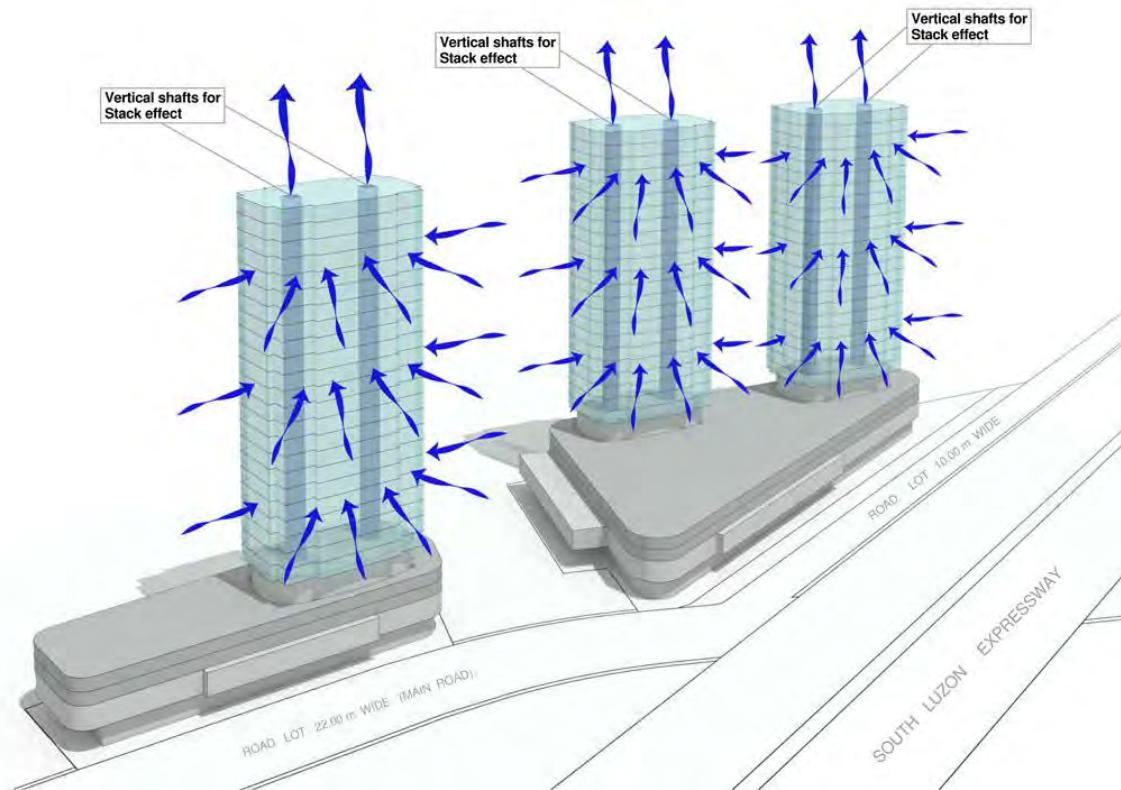
Breeze



Cooling



Financial savings





# SUSTAINABLE ENERGY FEATURES

## SHADING

38% energy savings



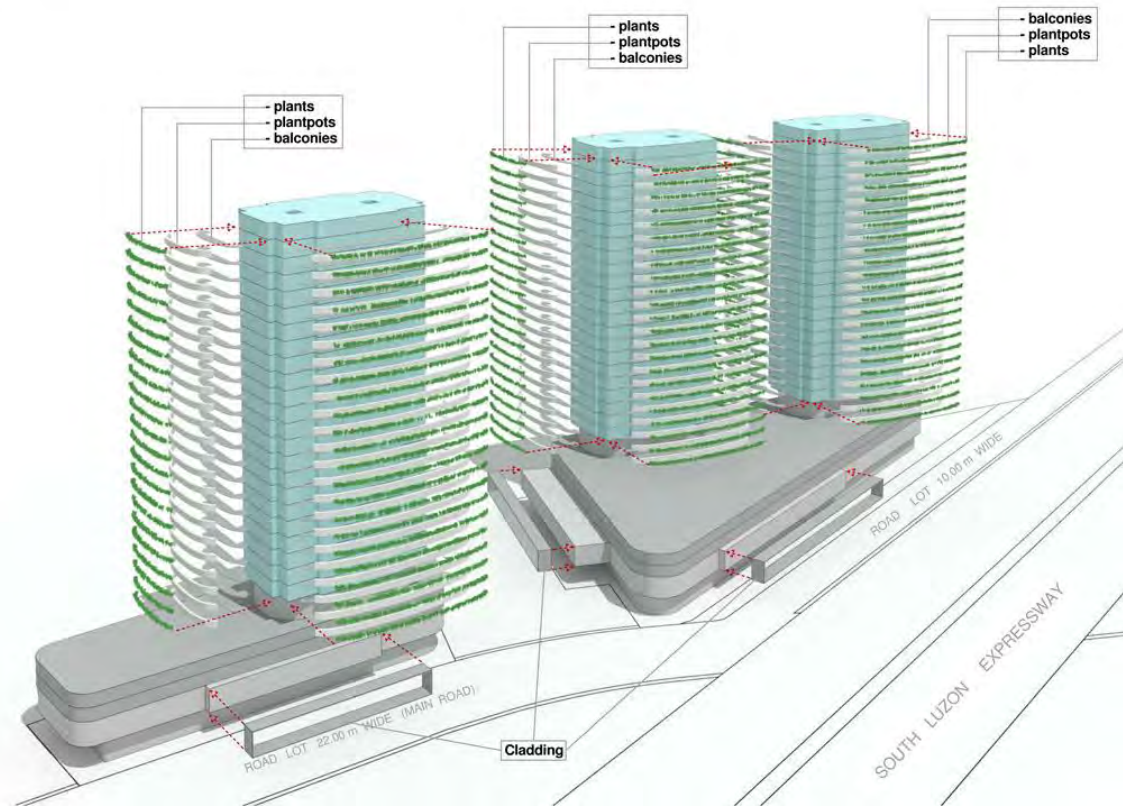
Shading



Cooling



Financial savings



our future  
plans



Increase our Authorized Capitalization to  
\$25 million by the 4th quarter of 2015.

# IPO

Have the Initial Public Opening (IPO) by 3Q 2015.



# \$200M

Develop at least \$200M worth of projects within 6 years.



Strengthen our position as leaders in sustainable development in the Philippines  
(in real estate, renewable energy, and natural resources)

“The best way to predict the future  
is to design it.”

- Buckminster Fuller

# THANK YOU

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