

**THE EAST TOWER AT ONE SERENDRA**  
**Payment Terms as of March 2008**

PARTICULARS	Only applicable to the 2nd to 12th Floor		
	CASH 95-5	IN-HOUSE FINANCING*	
		20/80 CATCH-UP*	10/20/70 CATCH-UP*
<b>DISCOUNT/ INTEREST</b>	<b>11% DISCOUNT</b>	<b>0% INTEREST</b>	<b>7% INTEREST</b>
<b>RESERVATION FEE</b>	50,000	50,000	50,000
<b>a) Downpayment</b>			
<i>Amount</i>	95% purchase price (net of reservation)	20% (net of reservation fee)	10% (net of reservation fee)
<i>Due Date</i>	45 days after reservation	45 days after reservation	45 days after reservation
<i>Terms</i>	Peso Post Dated checks required to be submitted 7 days after reservation	Peso Post Dated checks required to be submitted 7 days after reservation	Peso Post Dated checks required to be submitted 7 days after reservation
<b>b) Monthly Payments</b>			
<i>Amount</i>		80%	20%
<i>Due Date</i>		30 days after downpayment	30 days after downpayment
<i>Interest</i>		0%	7%
<i>Terms</i>		In monthly installments up to June 2012 Peso Post Dated Checks required	In monthly installments up to May 2012 Peso Post Dated Checks required
<b>c) Balance</b>			
<i>Amount</i>	5% lump sum		70% lump sum
<i>Due Date</i>	180 days after DP		June 2012 (full payment required prior to turnover)
<i>Interest</i>			7%
<i>Terms</i>	Peso Post Dated Check required		Peso Post Dated Check required
<b>VAT **</b>	45 days after reservation	Upon exceeding 25% of cumulative payments, if reached in 2008	spread throughout the payment period
<b>OTHER CHARGES</b>	45 days after reservation	together with the 2nd to the last monthly installment  Subject to in-house credit evaluation Peso post dated checks required Credit life insurance required*	together with the last monthly installment  Subject to in-house credit evaluation Peso post dated checks required Credit life insurance required*

**NOTE:**

- 1/ \* ALL IN-HOUSE AND BANK FINANCING SCHEMES ARE SUBJECT TO IN-HOUSE OR BANK CREDIT EVALUATION AS APPLICABLE, AND ARE REQUIRED TO SUBMIT PESO POST DATED CHECKS AND CREDIT LIFE INSURANCE.
- 2/ \*\*ANY INCREASE IN VAT RATE SHALL BE FOR THE ACCOUNT OF THE PURCHASER.
- 3/ ISSUANCE OF DOWNPAYMENT DOES NOT GUARANTEE APPROVAL OF IN-HOUSE FINANCING. IN THE EVENT THAT THE INSTALLMENT PURCHASE APPLICATION (IPA) FOR IN-HOUSE FINANCING IS DISAPPROVED, THE RESERVATION FEE AND DOWNPAYMENT WILL BE REFUNDED IN FULL BUT WITHOUT INTEREST.
- 4/ PENALTIES WILL STRICTLY APPLY FOR LATE PAYMENT
- 5/ TERMS ARE SUBJECT TO CHANGE WITHOUT PRIOR NOTICE

**IMPORTANT: This table, generated as of March 4, 2008 is for information purposes only.**

No contract shall be deemed established between the recipient hereof and Ayala Land, inc. based on the information given.

The schemes, terms of payment and interest rate, specified in this table, may be changed without prior notice. Interested parties are requested to verify with Ayala Land Premier - Sales

2/F Tower One, Ayala Triangle, Ayala Avenue, Makati City, Philippines all information, terms and conditions relating to the sale of the product referred herein on the date of the proposed purchase.

Approved by: \_\_\_\_\_

**THE EAST TOWER AT ONE SERENDRA**  
**Payment Terms as of March 2008**

PARTICULARS	Only applicable to the 14th to 23rd Floor		
	CASH 95-5	IN-HOUSE FINANCING*	
		20/80 CATCH-UP*	10/20/70 CATCH-UP*
<b>DISCOUNT/ INTEREST</b>	<b>11.5% DISCOUNT</b>	<b>0% INTEREST</b>	<b>7% INTEREST</b>
<b>RESERVATION FEE</b>	50,000	50,000	50,000
<b>a) Downpayment</b>			
<i>Amount</i>	95% purchase price (net of reservation)	20% (net of reservation fee)	10% (net of reservation fee)
<i>Due Date</i>	45 days after reservation	45 days after reservation	45 days after reservation
<i>Terms</i>	Peso Post Dated checks required to be submitted 7 days after reservation	Peso Post Dated checks required to be submitted 7 days after reservation	Peso Post Dated checks required to be submitted 7 days after reservation
<b>b) Monthly Payments</b>			
<i>Amount</i>		80%	20%
<i>Due Date</i>		30 days after downpayment	30 days after downpayment
<i>Interest</i>		0%	7%
<i>Terms</i>		In monthly installments up to September 2012 Peso Post Dated Checks required	In monthly installments up to August 2012 Peso Post Dated Checks required
<b>c) Balance</b>			
<i>Amount</i>	5% lump sum		70% lump sum
<i>Due Date</i>	180 days after DP		September 2012 (full payment required prior to turnover)
<i>Interest</i>			7%
<i>Terms</i>	Peso Post Dated Check required		Peso Post Dated Check required
<b>VAT **</b>	45 days after reservation	Upon exceeding 25% of cumulative payments, if reached in 2008	spread throughout the payment period
<b>OTHER CHARGES</b>	45 days after reservation	together with the 2nd to the last monthly installment  Subject to in-house credit evaluation Peso post dated checks required Credit life insurance required*	together with the last monthly installment  Subject to in-house credit evaluation Peso post dated checks required Credit life insurance required*

**NOTE:**

1/ \* ALL IN-HOUSE AND BANK FINANCING SCHEMES ARE SUBJECT TO IN-HOUSE OR BANK CREDIT EVALUATION AS APPLICABLE, AND ARE REQUIRED TO SUBMIT PESO POST DATED CHECKS AND CREDIT LIFE INSURANCE.

2/ \*\*ANY INCREASE IN VAT RATE SHALL BE FOR THE ACCOUNT OF THE PURCHASER.

3/ ISSUANCE OF DOWNPAYMENT DOES NOT GUARANTEE APPROVAL OF IN-HOUSE FINANCING. IN THE EVENT THAT THE INSTALLMENT PURCHASE APPLICATION (IPA) FOR IN-HOUSE FINANCING IS DISAPPROVED, THE RESERVATION FEE AND DOWNPAYMENT WILL BE REFUNDED IN FULL BUT WITHOUT INTEREST.

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2/F Tower One, Ayala Triangle, Ayala Avenue, Makati City, Philippines all information, terms and conditions relating to the sale of the product referred herein on the date of the proposed purchase.

Approved by: \_\_\_\_\_

**THE EAST TOWER AT ONE SERENDRA**  
**Payment Terms as of March 2008**

PARTICULARS	Only applicable to the 24th to 41st Floor		
	CASH 95-5	IN-HOUSE FINANCING*	
		20/80 CATCH-UP*	10/20/70 CATCH-UP*
<b>DISCOUNT/ INTEREST</b>	<b>12.5% DISCOUNT</b>	<b>0% INTEREST</b>	<b>7% INTEREST</b>
<b>RESERVATION FEE</b>	50,000	50,000	50,000
<b>a) Downpayment</b>			
<i>Amount</i>	95% purchase price (net of reservation)	20% (net of reservation fee)	10% (net of reservation fee)
<i>Due Date</i>	45 days after reservation	45 days after reservation	45 days after reservation
<i>Terms</i>	Peso Post Dated checks required to be submitted 7 days after reservation	Peso Post Dated checks required to be submitted 7 days after reservation	Peso Post Dated checks required to be submitted 7 days after reservation
<b>b) Monthly Payments</b>			
<i>Amount</i>		80%	20%
<i>Due Date</i>		30 days after downpayment	30 days after downpayment
<i>Interest</i>		0%	7%
<i>Terms</i>		In monthly installments up to January 2013 Peso Post Dated Checks required	In monthly installments up to December 2012 Peso Post Dated Checks required
<b>c) Balance</b>			
<i>Amount</i>	5% lump sum		70% lump sum
<i>Due Date</i>	180 days after DP		January 2013 (full payment required prior to turnover)
<i>Interest</i>			7%
<i>Terms</i>	Peso Post Dated Check required		Peso Post Dated Check required
<b>VAT **</b>	45 days after reservation	Upon exceeding 25% of cumulative payments, if reached in 2008	spread throughout the payment period
<b>OTHER CHARGES</b>	45 days after reservation	together with the 2nd to the last monthly installment  Subject to in-house credit evaluation Peso post dated checks required Credit life insurance required*	together with the last monthly installment  Subject to in-house credit evaluation Peso post dated checks required Credit life insurance required*

**NOTE:**

- 1/ \* ALL IN-HOUSE AND BANK FINANCING SCHEMES ARE SUBJECT TO IN-HOUSE OR BANK CREDIT EVALUATION AS APPLICABLE, AND ARE REQUIRED TO SUBMIT PESO POST DATED CHECKS AND CREDIT LIFE INSURANCE.
- 2/ \*\*ANY INCREASE IN VAT RATE SHALL BE FOR THE ACCOUNT OF THE PURCHASER.
- 3/ ISSUANCE OF DOWNPAYMENT DOES NOT GUARANTEE APPROVAL OF IN-HOUSE FINANCING. IN THE EVENT THAT THE INSTALLMENT PURCHASE APPLICATION (IPA) FOR IN-HOUSE FINANCING IS DISAPPROVED, THE RESERVATION FEE AND DOWNPAYMENT WILL BE REFUNDED IN FULL BUT WITHOUT INTEREST.
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