

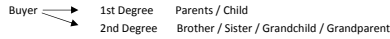
BUYER'S PROMO

Sep to Dec 2010

GENERAL GUIDELINES:

- 1 Reservation, Committed, and Booking Promo are all in the form of discounts to be deducted from the Selling Price
- 2 Promo entitlement per Peso Value shall be based on the Gross Selling Price
- 3 "Global Pinoy" Balikbayan Promo shall be in the form of Sodexo
- 4 Additional Reservation and Booking promo shall also be in the form of items
- 5 All regular commercial sales are included in the promo
- 6 Parking units are not included in the promo
- 7 Availment and release of promo shall be upon clearance of payments and submission of appropriate documents and requisites
- 8 Includes ALL PROJECTS

Description for 1st and 2nd Degree of Consanguinity



I. RESERVATION PROMO

- Promo shall be in the form of discount to be deducted from the Selling Price
- Peso Value below is based on the Gross Selling Price inclusive of VAT

PESO VALUE	Sep 1 to 15	Sep 16 to 20	Sep 21 to Sep 25	Sep 26 to Oct 15	Oct 16 to 20	Oct 21 to 25	Oct 26 to Nov 15	Nov 16 to 20	Nov 21 to 25	Nov 26 to Dec 15	Dec 16 to 20	Dec 21 to 24	Dec 25 to 31
650,000 & Below	5,000	4,400	4,000	3,600	2,800	2,400	2,000	1,400	1,200	800	600	400	200
650,001 to 1,000,000	7,500	6,600	6,000	5,400	4,200	3,600	3,000	2,100	1,800	1,200	900	600	300
1,000,001 to 1,500,000	10,000	8,800	8,000	7,200	5,600	4,800	4,000	2,800	2,400	1,600	1,200	800	400
1,500,001 to 2,000,000	12,500	11,000	10,000	9,000	7,000	6,000	5,000	3,500	3,000	2,000	1,500	1,000	500
2,000,001 to 2,500,000	15,000	13,200	12,000	10,800	8,400	7,200	6,000	4,200	3,600	2,400	1,800	1,200	600
2,500,001 to 3,000,000	17,500	15,400	14,000	12,600	9,800	8,400	7,000	4,900	4,200	2,800	2,100	1,400	700
3,000,001 to 4,000,000	22,500	19,800	18,000	16,200	12,600	10,800	9,000	6,300	5,400	3,600	2,700	1,800	900
4,000,001 to 5,000,000	25,000	22,000	20,000	18,000	14,000	12,000	10,000	7,000	6,000	4,000	3,000	2,000	1,000
5,000,001 to 6,000,000	27,500	24,200	22,000	19,800	15,400	13,200	11,000	7,700	6,600	4,400	3,300	2,200	1,100
6,000,001 to 10,000,000	32,500	28,600	26,000	23,400	18,200	15,600	13,000	9,100	7,800	5,200	3,900	2,600	1,300
10,000,001 & up	62,500	55,000	50,000	45,000	35,000	30,000	25,000	17,500	15,000	10,000	7,500	5,000	2,500

II. ADDITIONAL RESERVATION PROMO

Please see official mechanics

III. PAYTERM AVAILMENT

Avida Limited Edition Bag for those 24 months payterm

IV. CS DISCOUNT

- Promo is applicable on Reserved & Committed within the same month only for stretched payment
- Standard 25% discount on 1st DP (equivalent to 20% DP less Reservation Fee divided by 12 months) shall apply to be deducted from the Selling Price

V. BOOKING/CATCH UP PROMO

Sep to Dec

PESO VALUE	Sep 1 to 15	Sep 16 to 20	Sep 21 to Sep 25	Sep 26 to Oct 15	Oct 16 to 20	Oct 21 to 25	Oct 26 to Nov 15	Nov 16 to 20	Nov 21 to 25	Nov 26 to Dec 15	Dec 16 to 20	Dec 16 to 24	Dec 25 to 31
650,000 & Below	15,000	13,000	12,200	11,400	9,400	8,600	7,800	5,800	5,000	4,200	2,200	1,400	600
650,001 to 1,000,000	22,500	19,500	18,300	17,100	14,100	12,900	11,700	8,700	7,500	6,300	3,300	2,100	900
1,000,001 to 1,500,000	30,000	26,000	24,400	22,800	18,800	17,200	15,600	11,600	10,000	8,400	4,400	2,800	1,200
1,500,001 to 2,000,000	37,500	32,500	30,500	28,500	23,500	21,500	19,500	14,500	12,500	10,500	5,500	3,500	1,500
2,000,001 to 2,500,000	45,000	39,000	36,600	34,200	28,200	25,800	23,400	17,400	15,000	12,600	6,600	4,200	1,800
2,500,001 to 3,000,000	52,500	45,500	42,700	39,900	32,900	30,100	27,300	20,300	17,500	14,700	7,700	4,900	2,100
3,000,001 to 4,000,000	67,500	58,500	54,900	51,300	42,300	38,700	35,100	26,100	22,500	18,900	9,900	6,300	2,700
4,000,001 to 5,000,000	75,000	65,000	61,000	57,000	47,000	43,000	39,000	29,000	25,000	21,000	11,000	7,000	3,000
5,000,001 to 6,000,000	82,500	71,500	67,100	62,700	51,700	47,300	42,900	31,900	27,500	23,100	12,100	7,700	3,300
6,000,001 to 10,000,000	97,500	84,500	79,300	74,100	61,100	55,900	50,700	37,700	32,500	27,300	14,300	9,100	3,900
10,000,001 & up	187,500	162,500	152,500	142,500	117,500	107,500	97,500	72,500	62,500	52,500	27,500	17,500	7,500

VI. ADDITIONAL BOOKING PROMO

Please refer to the official mechanics

VII. GLOBAL PINOY

- Applicable to all sales generated abroad "The principal buyer's main source of income should be based abroad" or is considered an OFW
- for sales generated locally a proof of arrival date covering the promo period should be submitted
- Proof of income source should be submitted and consularized
- The "Balikbayan" promo shall be in the form of Gift Check

Milestone	Values	Equivalent
Reservation	2,000	Gift Basket
Booking	8,000	Sodexo

VIII. BS QUARTERLY/ANNUAL RAFFLE

Please refer to the official mechanics