



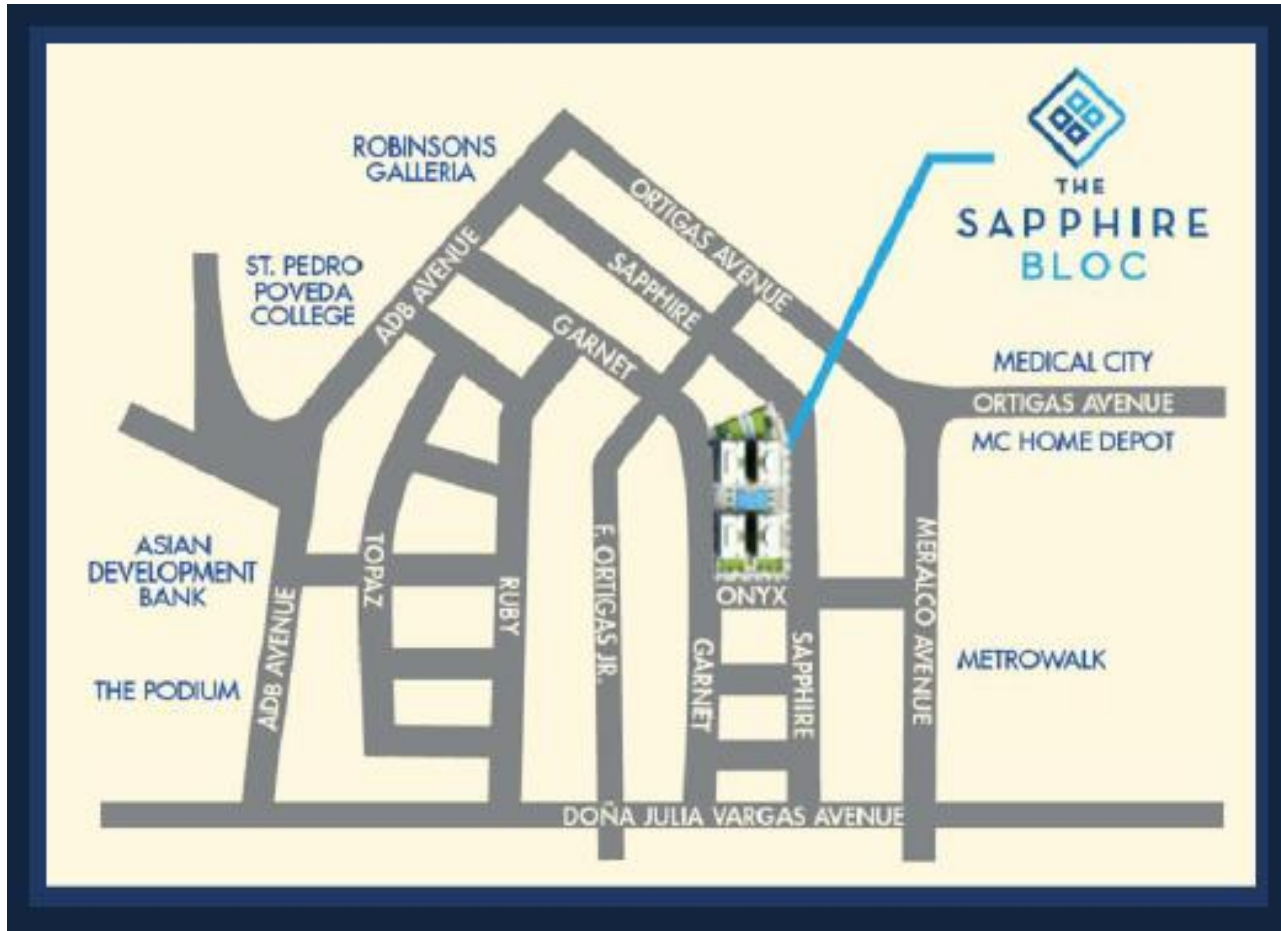
THE
SAPPHIRE
BLOC

SOUTH TOWER TECHNICAL BRIEFING



THE SAPPHIRE BLOC

VICINITY MAP



Sapphire, Garnet and
Onyx Roads, Ortigas
Center, Pasig City

THE SAPPHIRE BLOC

AMENITIES

PHASE 1

North Tower

- Function Rooms
- Private Theater
- Fitness Gym
- Game Room

West Tower

- Function Rooms
- Spa and Sauna Rooms
- Kids' Play Area

OUTDOOR AMENITIES

- Landscaped Areas
- Children's Playground
- Adult Lap Pool
- Kiddie Pool
- Pool Deck
- Basketball Shooting Area

PHASE 2

East Tower

- WiFi Lounge
- Fitness Facilities
- Indoor Play Area

South Tower

- READING NOOK
- FUNCTION ROOMS

INDOOR AMENITIES



FUNCTION ROOM
GAME ROOM




FITNESS GYM



PRIVATE THEATER

OUTDOOR AMENITIES



POOL AND DECK

PHASE 2 MAIN LOBBY



All details appearing herein are subject to change without prior notice and do not constitute part of any contract or offer.

PHASE 2 FUNCTION ROOM



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FITNESS FACILITIES

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SOUTH TOWER

BUILDING FEATURES AND SERVICES

- Main entrance lobby (shared by East and South Tower) with reception counter at the Ground Floor, accessible from Sapphire and Garnet Roads
- Five (5) elevators (4 passenger elevators and 1 service elevator)
- CCTV monitoring of selected common areas
- Automatic smoke detectors, fire alarm and sprinkler system at all common areas
- Annunciator panel with emergency speaker at all floors
- Water is supplied by elevated water tank and underground cistern

SOUTH TOWER

BUILDING FEATURES AND SERVICES

- Standby power generator for common areas
- Individual mail boxes
- Garbage holding area per residential floor
- Centralized garbage holding room at Basement 1
- Building administration office
- Security room
- Transformer and genset room
- Sewage Treatment Plant
- Two (2) fire exits per building with well-lighted signage conforming to the Fire Code of the Philippines

SOUTH TOWER STACKING



Retail
*Upper Ground Parking
Ground Retail Units*

Residential Units (41 floors)
3/F to 44/F

Mezzanine Floor (1 floor)
*Indoor and Outdoor Amenities
Residential Units*

Ground Floor (1 floor)
*Main Lobby
Residential Parking
Basement 1 to 5*

SOUTH TOWER

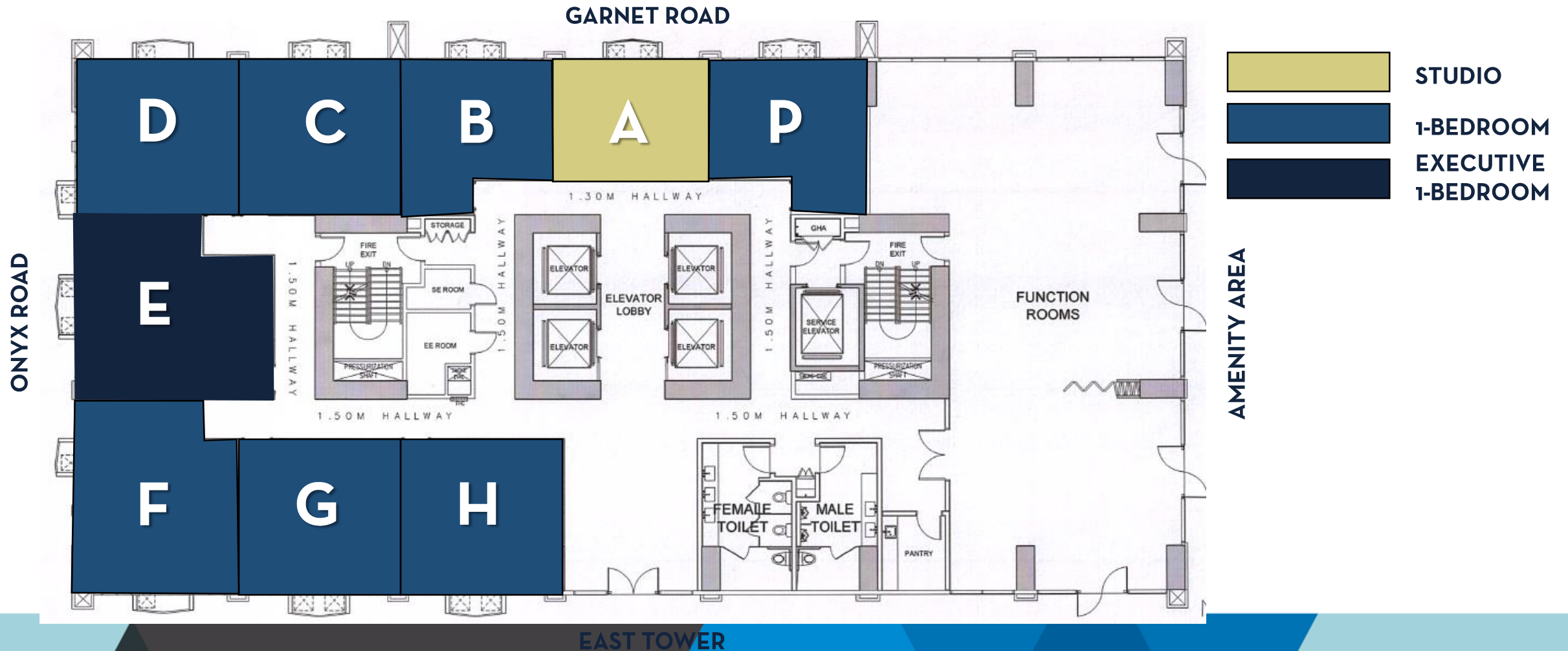
UNIT MIX

Unit Type	Size Range (in sq.m.)	Number of Units
Studio	28.00	42 units
1-Bedroom	32.00 - 45.00	540 units
Executive 1-Bedroom	49.00 - 49.50	83 units
TOTAL		665 units

Floor	No. of Units			Total Units per Floor
	Studio	1-Bedroom	Executive 1-Bedroom	
3 rd - 44 th	1	13	2	16 units
Mezzanine	1	7	1	9 units

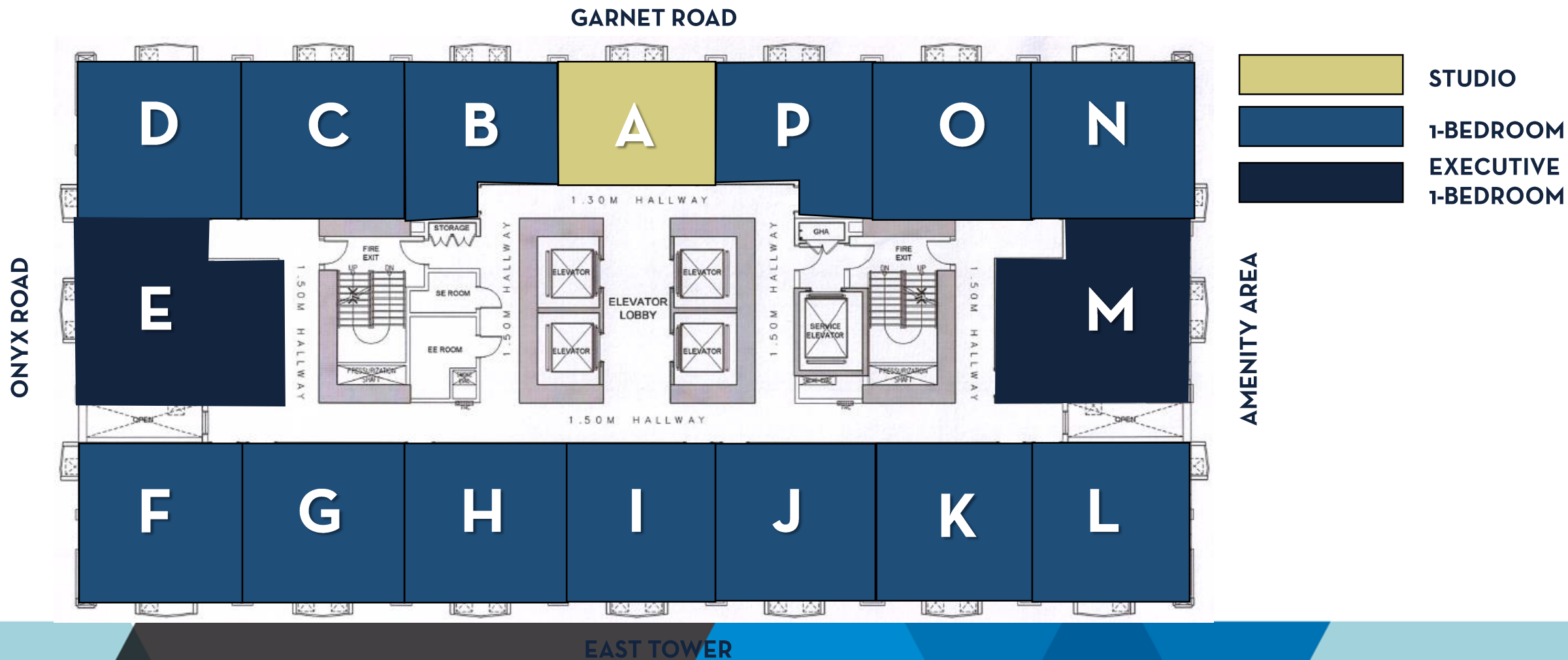
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MEZZANINE FLOOR PLAN



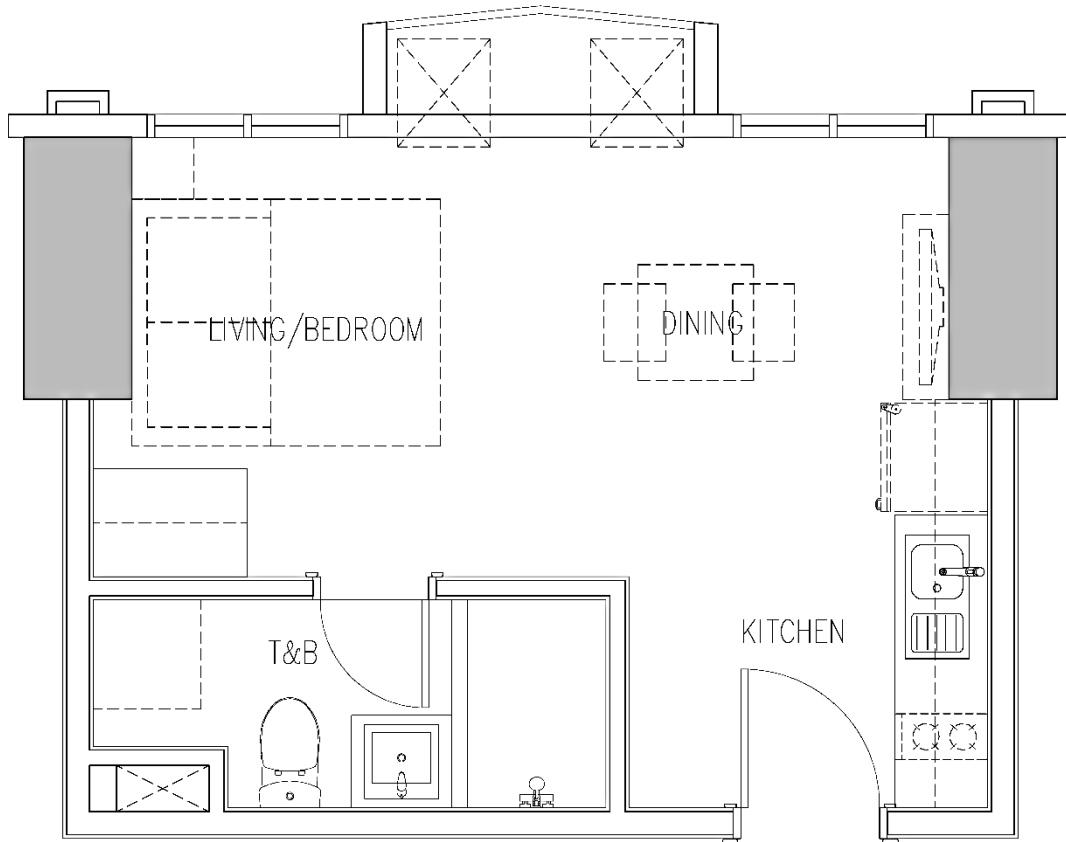
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TYPICAL FLOOR PLAN

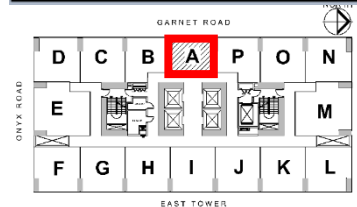


SOUTH TOWER

STUDIO UNIT (Unit A)

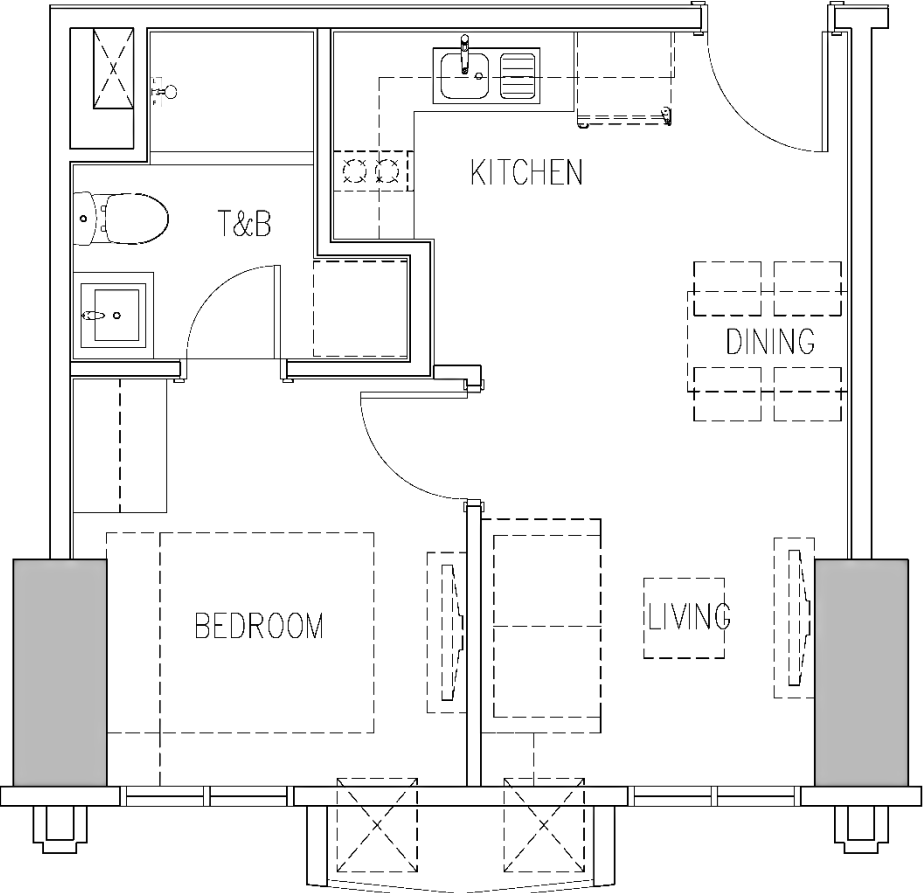


Area	Size Range (in sq.m.)
Living/ Dining	± 18.81
Kitchen	± 3.70
Master Bedroom	-
Master T&B	± 5.49
Utility with T&B	-
TOTAL	± 28.00

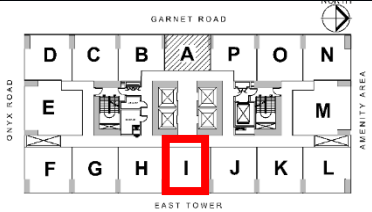


SOUTH TOWER

1-BEDROOM UNIT (Unit I)

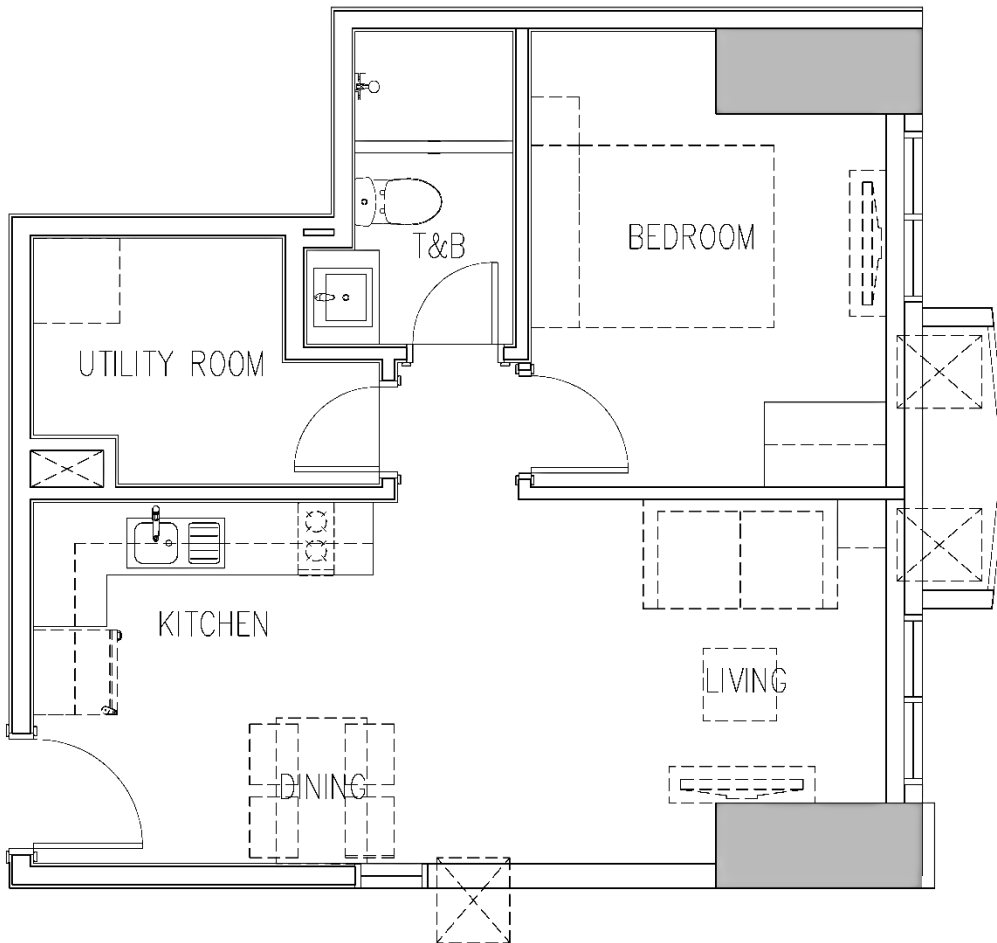


Area	Size Range (in sq.m.)
Living/ Dining	± 15.60
Kitchen	± 4.22
Master Bedroom	± 10.15
Master T&B	± 6.03
Utility with T&B	-
TOTAL	± 36.00

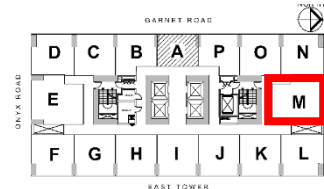


SOUTH TOWER

Executive 1-BEDROOM UNIT (Unit M)



Area	Size Range (in sq.m.)
Living/ Dining	±21.72
Kitchen	±3.97
Master Bedroom	±12.84
Common T&B	±4.67
Utility T&B	±6.30
TOTAL	±49.50



SOUTH TOWER

UNIT DELIVERABLES

AREA	LIVING/ DINING	BEDROOM	KITCHEN	TOILET AND BATH
Floor	Homogeneous Tiles	<u>ENGINEERED WOOD</u>	Homogeneous Tiles	
Wall	Painted Plastered Wall			Combination of Painted Plastered Wall and Homogeneous Tiles
Ceiling	Painted Slab Soffit (no ceiling)		Painted Gypsum Board	
Other Deliverables	N/A	Bedroom Closet	Single-Point Water Heater Provision (Water Heater Excluded)	Multi-Point Water Heater Provision (Water Heater Excluded)
			Granite Countertop and Splashboard	Lavatory with Granite Countertop
			Overhead and Undercounter Cabinets	<u>GLASS SHOWER ENCLOSURE</u>

SOUTH TOWER

ADDITIONAL UNIT DELIVERABLES

PARTICULARS	
Appliance Deliverable	Gift Certificate worth PhP 100,000.00 given to unit owners upon unit turnover
Smart Home Devices*	Audio Video Intercom Lights Control Socket Control Lockset

**actual deliverable will depend on the availability of the devices prior to unit turnover*

SOUTH TOWER PRICING APPRECIATION

2010

Phase 1 Launched Price
95,000.00 sq.m.

↑ **142%**
→

2020

South Tower Current Price
230,000.00 sq.m.

SOUTH TOWER

PRICING (as of January 13, 2020)

UNIT TYPE	UNIT SIZES (in sq.m.)	PRICE RANGE (in PhP)*
Studio	28.00	6.56 – 6.63M
1-Bedroom	32.00 – 45.00	7.40 – 10.60M
Executive 1-Bedroom	49.00 and 49.50	11.17 – 11.41M

**opened inventory for Retail accounts (MZ to 10th floor)*

BASEMENT LEVEL	REGULAR PARKING SLOT PRICES (in PhP)
Basement 1	1,600,000.00
Basement 2	1,400,000.00
Basement 3	1,300,000.00
Basement 4	1,150,000.00
Basement 5	1,000,000.00

SOUTH TOWER

PAYMENT SCHEMES

RESERVATION FEE	PAYMENT SCHEMES		MAX. DISCOUNT FOR ALL UNITS
	DOWNPAYMENT	RETENTION	
SPOT CASH within 30 DAYS			
50,000.00	Spot Cash within 30 days	<u>50,000.00 on the 73rd month</u>	15.00% of Gross TCP
SPOT CASH within 60 DAYS			
50,000.00	Spot Cash within 60 days	<u>50,000.00 on the 73rd month</u>	14.00% of Gross TCP
SPOT CASH within 90 DAYS			
50,000.00	Spot Cash within 90 days	<u>50,000.00 on the 73rd month</u>	13.00% of Gross TCP

SOUTH TOWER

PAYMENT SCHEMES

RESERVATION FEE	PAYMENT SCHEMES			MAX. DISCOUNT FOR ALL UNITS
	DOWNPAYMENT	MONTHLY AMORTIZATION	RETENTION	
100% in 73 months				
50,000.00	N/A	<u>100% of TCP in 73 months</u>	N/A	8.00% of Gross TCP
20/20(71)/60				
50,000.00	20% of TCP in 1 month	<u>20% of TCP in 71 months</u>	<u>60% of TCP on the 73rd month</u>	3.00% of Gross TCP
10/30(71)/60				
50,000.00	10% of TCP in 1 month	<u>30% of TCP in 71 months</u>	<u>60% of TCP on the 73rd month</u>	2.00% of Gross TCP

SOUTH TOWER

PAYMENT SCHEMES

RESERVATION FEE	PAYMENT SCHEMES			MAX. DISCOUNT FOR ALL UNITS
	DOWNPAYMENT	MONTHLY AMORTIZATION	RETENTION	
05/35(71)/60**				
50,000.00	5% of TCP in 1 month	<u>35% of TCP in 71 months</u>	<u>60% of TCP on the 73rd month</u>	No Discount
00/40(72)/60*				
50,000.00	N/A	<u>40% of TCP in 72 months</u>	<u>60% of TCP on the 73rd month</u>	No Discount

**Base payment scheme for Filipino buyers*

***Base payment scheme for foreign national buyers*

SOUTH TOWER

PRE-LAUNCH DISCOUNT

1. Booking date and corresponding additional discount as follows:

Sales Booking Date	Additional Discount
For the month of January 2020	5.00%

2. Additional discount is applicable to unit sales only. No discount shall be given for sale of parking slots.
3. Units must be booked under the project's standard payment schemes.
4. No event discount will be given for this project.

SOUTH TOWER

SPOT CASH WITHIN 30 DAYS

PARTICULARS	STUDIO	1-BEDROOM	EXECUTIVE 1-BEDROOM
GROSS UNIT PRICE	6,566,425.00	7,401,213.00	11,174,971.00
<i>less: Standard Discount (15.00%)</i>	<i>(984,963.75)</i>	<i>(1,110,181.95)</i>	<i>(1,676,245.65)</i>
<i>less: Prelaunch Discount (5.00%)</i>	<i>(328,321.25)</i>	<i>(370,060.65)</i>	<i>(558,748.55)</i>
NET UNIT PRICE	5,253,140.00	5,920,970.40	8,939,976.80
Reservation Fee	50,000.00	50,000.00	50,000.00
Spot Cash within 30 days	5,153,140.00	5,820,970.40	8,839,976.80
Retention	50,000.00	50,000.00	50,000.00

SOUTH TOWER

100% in 73 months

PARTICULARS	STUDIO	1-BEDROOM	EXECUTIVE 1-BEDROOM
GROSS UNIT PRICE	6,566,425.00	7,401,213.00	11,174,971.00
<i>less: Standard Discount (8.00%)</i>	(525,314.00)	(592,097.04)	(893,997.68)
<i>less: Prelaunch Discount (5.00%)</i>	(328,321.25)	(370,060.65)	(558,748.55)
NET UNIT PRICE	5,712,789.75	6,439,055.31	9,722,224.77
Reservation Fee	50,000.00	50,000.00	50,000.00
100% in 73 months	5,662,789.759	6,389,055.31	9,672,224.77
MONTHLY AMORTIZATION	77,572.46	87,521.31	132,496.23

SOUTH TOWER

20/20(71)/60

PARTICULARS	STUDIO	1-BEDROOM	EXECUTIVE 1-BEDROOM
GROSS UNIT PRICE	6,566,425.00	7,401,213.00	11,174,971.00
<i>less: Standard Discount (3.00%)</i>	<i>(196,992.75)</i>	<i>(222,036.39)</i>	<i>(335,249.13)</i>
<i>less: Prelaunch Discount (5.00%)</i>	<i>(328,321.25)</i>	<i>(370,060.65)</i>	<i>(558,748.55)</i>
NET UNIT PRICE	6,041,111.00	6,809,115.96	10,280,973.32
Reservation Fee	50,000.00	50,000.00	50,000.00
20% SPOT PAYMENT	1,158,222.20	1,311,823.19	2,006,194.66
20% in 71 months	1,208,222.20	1,361,823.19	2,056,194.66
MONTHLY AMORTIZATION	17,017.21	19,180.61	28,960.49
60% Retention	3,624,666.60	4,085,469.58	6,168,583.99

SOUTH TOWER

05/35(71)/60

PARTICULARS	STUDIO	1-BEDROOM	EXECUTIVE 1-BEDROOM
GROSS UNIT PRICE	6,566,425.00	7,401,213.00	11,174,971.00
<i>less: Standard Discount</i>	-	-	-
<i>less: Prelaunch Discount (5.00%)</i>	(328,321.25)	(370,060.65)	(558,748.55)
NET UNIT PRICE	6,238,103.75	7,031,152.35	10,616,222.45
Reservation Fee	50,000.00	50,000.00	50,000.00
5% SPOT PAYMENT	261,905.19	301,557.62	480,811.12
35% in 71 months	2,183,336.31	2,460,903.32	3,715,677.86
MONTHLY AMORTIZATION	30,751.22	34,660.61	52,333.49
60% Retention	3,742,862.25	4,218,691.41	6,369,733.47

SOUTH TOWER

00/40(72)/60

PARTICULARS	STUDIO	1-BEDROOM	EXECUTIVE 1-BEDROOM
GROSS UNIT PRICE	6,566,425.00	7,401,213.00	11,174,971.00
<i>less: Standard Discount</i>	-	-	-
<i>less: Prelaunch Discount (5.00%)</i>	(328,321.25)	(370,060.65)	(558,748.55)
NET UNIT PRICE	6,238,103.75	7,031,152.35	10,616,222.45
Reservation Fee	50,000.00	50,000.00	50,000.00
40% in 72 months	2,445,241.50	2,762,460.94	4,196,488.98
MONTHLY AMORTIZATION	33,961.69	38,367.51	58,284.57
60% Retention	3,742,862.25	4,218,691.41	6,369,733.47

SOUTH TOWER

Competitor Scan

DEVELOPER	PROJECT	STATUS	AVERAGE TCP PER SQM	PAYMENT SCHEME	MONTHLY AMORTIZATION
Robinsons Land	The Sapphire Bloc - South Tower	Pre-Selling	230,000	00/40(72)/60	33,870
Ortigas and Company	The Empress at Capitol Commons	Pre-Selling	280,000	10/40(72)/50	46,667
JV of ALP and Eton	Parklinks South Tower	Pre-Selling	270,000	10/40(84)/50	108,000
	Parklinks North Tower	Pre-Selling	250,000	10/20(63)/70	52,239
Alveo Land	The Lattice	Pre-Selling	250,000	10/40(76)/50	42,105
	Ametrine at Portico	Pre-Selling	220,000	10/40(68)/50	39,206
Federal Land	The Grand Midori Ortigas	Pre-Selling	250,000	00/20(60)/80	29,583

SOUTH TOWER

Development Timeline

PRE-SELLING
January 2020



TARGET TURNOVER
In tranches starting Q1 2026

SOUTH TOWER

LOI Guidelines

A. AVAILABLE INVENTORY

1. Reservation of units through LOI is open from the **Mezzanine to the 10th floor only.**
2. Sellers are provided the following support materials:
 - a. Mezzanine and Typical Floor Plans
 - b. Pricelist and Payment Scheme
 - c. Fact Sheet

B. SALES CHANNEL

This is **open to all sales** channels.

SOUTH TOWER

LOI Guidelines

C. QUALIFICATIONS

1. Only completely filled-out LOI forms (Annex C) shall be qualified for submission and queuing.
2. Clients shall have three (3) unit/s options in the LOI form, ranked in order of priority.
3. A photocopy of the reservation check/s corresponding to the number of intended unit/s to purchase must be submitted. For example, if the client wants to purchase three units, total check amount he should issue is Php 150,000.00.
4. Robinsons Residences Sales Management Group shall start accepting LOI from **January 2 to January 17, 2020, unless shortened or extended**. The said group shall handle assignment / queuing of units on a **first-come, first-serve** basis, depending on unit availability.

SOUTH TOWER

Booking Schedule

January 02, 2020 – Start of LOI and Bulk Sale Submission

January 14, 2020 – TSBS Technical Briefing

January 17, 2020 – LOI (Retail Accounts) Deadline

January 20, 2020 – Bulk Sale Accounts Conversion

January 24, 2020 – TSBS Property Preview and LOI Sale Conversion

February 04, 2020 – Start of c-reservation



THANK YOU