

COSTA DEL HAMILO, INC.
10TH Floor, One Ecom Center,
Harbor Drive, Mall of Asia Complex,
Pasay City, Philippines 1300

Gentlemen:

I / We,

Name:
Address:

hereby manifest my/our intention and offer to purchase from **COSTA DEL HAMILO, INC.** (the "Seller") the following shares of stock (the "Share") in **PICO DE LORO BEACH & COUNTRY CLUB, INC.** and request that the Shares be reserved for my/our purchase:

Type of Share	Number of Shares	Preferred Payment Scheme	Purchase Price per Share
<input type="checkbox"/> Individual Class A		See Annex A	See Annex A
<input type="checkbox"/> Corporate (2 nominees) Class B			

For the purchase price of PESOS: _____
(Php _____), Philippine Currency (the "Purchase Price"), and other charges, to be paid by me/us in accordance with the Payment Scheme hereto attached Annex A. I/We understand that the Purchase Price as aforesaid is valid only for the preferred payment scheme which I/we have selected herein and for the manner of payment stated in Annex A. Should I/we decide to change the manner of payment chosen by me/us, such change will be effective only upon the written approval of the Seller, and will also result in a change in the Purchase Price and an amendment of the attached Annex A. I/We hereby request that the Shares be reserved for me/us and for this purpose, I/we enclose herewith the amount of Pesos: _____ (Php _____), as reservation deposit (the "Reservation Deposit"), exclusive of value added tax.

TERMS AND CONDITIONS

- The reservation for the Shares specified above is good only for a period of 30 calendar days from my/our payment of the Reservation Fee or up to (the Reservation Period)". I / We understand that the Reservation Deposit is non-refundable should I /we discontinue with this reservation or otherwise fail to submit all documentary requirements, including this Reservation Agreement, for the approval of my/our reservation, after the lapse of thirty (30) days from date of payment of the Reservation Deposit, and will hold Seller free and harmless for thereafter releasing and offering the Shares to other interested buyers.

It is understood that said reservation deposit shall form part of the required downpayment, if and when this reservation is accepted and/or approved by the Seller. Subject to the Seller's approval, this reservation may be extended upon my/our request for extension of period of not more than fifteen (15) days within which to make the downpayment; provided, however, that I/we shall incur a penalty charge of two point five percent (2.5%) per month (or fraction thereof).

Thereafter, I/we shall remit to the Seller my/our downpayment of PESOS: _____
(Php _____), equivalent to _____ % of the Purchase Price, net of reservation deposit, in accordance with the Payment Scheme (inclusive of other charges) attached hereto as Annex A, without need of further demand. The Contract to Sell shall be executed by me/us within sixty (60) days from date of remittance of the downpayment.

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I / We shall further remit to you the balance of the Purchase Price in the sum of PESOS: _____
_____(Php_____), in accordance with Annex A, without need of further demand.

2. The Reservation Deposit and all such sums that I / we shall remit to the Seller under this Agreement (other than for other charges) shall be applied against the Purchase Price of the Shares. However, should I/we fail to remit any of the sums or make any of the payments stipulated herein on or before the due dates stated above or otherwise comply with any term or condition of this Reservation, the Seller shall have the right to cancel this Reservation Agreement and forfeit all payments made as liquidated damages or seek specific performance of my/our obligations herein and charge interest at the rate of two point five percent (2.5%) per month (or fraction thereof) of the unpaid amount, for every month (or fraction thereof) of delay in remitting to you the amount due. Late payments will only be accepted upon payment of interest and penalty charges. Should there be a cancellation of this reservation, the same shall automatically vest upon the Seller full authority to sell and dispose of the Shares subject of this Reservation Agreement.
3. I / We understand and agree that this Agreement only gives me/us the right to reserve for purchase the Shares subject to the fulfillment of the conditions herein stated. No other right, title or ownership is vested upon me/us by the execution of this Agreement. The Seller retains title and ownership of the Shares until I/we shall have fully paid all amounts due to the Seller by reason of my/our purchase of the Shares.
4. I / We agree and understand that my/our purchase of the Shares is subject to the acceptance and approval of the Board of Directors of the PICO DE LORO BEACH & COUNTRY CLUB, INC. with whom I/we shall accordingly apply for membership. I / We agree and understand that should PICO DE LORO BEACH & COUNTRY CLUB, INC. withhold or reject my/our application for membership for whatever reason, the Reservation Agreement, Contract to Sell, and Deed of Absolute Sale over the Shares shall automatically be deemed rescinded, and I / we shall have no other right or claim against the Seller, its directors, employees, agents or representatives except for a refund of all amounts paid pursuant to this Agreement and the Contract to Sell/Deed of Absolute Sale as maybe applicable.
5. I / We warrant that the information which I/we provided herein, whether personal or corporate, is true and correct as of the date hereof and agree to directly and personally inform the Seller in writing of any changes in my/our personal data such as but not limited to name, address and/or status. It is understood that the Seller shall have the right to solely rely on the information provided by me/us and shall not be held responsible for any error, non-communication or miscommunication in the personal information given by me/us. I/We also warrants that the funds used and to be used in purchasing the Shares is, has been and will be obtained through legitimate means and do not and will not constitute all or part of the proceeds of any unlawful activity under applicable laws. I/We hereby hold the Seller free and harmless from any incident, claim, action or liability arising from the breach of my/our warranties herein, and hereby authorize the Seller to provide to any government body or agency any information pertaining to this sale and purchase transaction if so warranted and required under existing laws.
6. I/We understand and agree that by signing below or, in case of online or electronic processes, upon clicking the applicable icon or button, I am/we are giving my/our full consent to the Company and its subsidiaries and affiliates, as well as its partners and service providers, if any, to collect, store, access and/or process my/our Personal Data, such as my/our name, IDs, age, contact details, and other personal data, whether manually or electronically, for the period allowed under the applicable law and regulations, for the purposes of documentation, billing and collection, titling and registration, profiling, direct marketing, data sharing and/or receipt of notices, updates, service or administrative announcements related to the property and/or club share purchase and other discounts, promos, sales, advertisements, events, marketing activities and commercial communications of the Company, as well as to the publication of my/our name should I/we win any promotion. I/We acknowledge that the collection and processing of my/our personal data is necessary for such purposes. I am/We are aware of my/our right to be informed, to access, to object, to erasure or blocking, to damages, to file a complaint, to rectify and to data portability, and I/we understand that there are procedures, conditions and exceptions to be complied with in order to exercise or invoke such rights.

I/We further authorize the Company to provide to any government body or agency and/or private entities any information submitted and pertaining to this sale and purchase, if so warranted and required under existing laws and/or as may be necessary or related to the fulfillment of this sale and purchase, for the availment of certain benefits granted by the SM Group of Companies, and for purposes of providing services or for other reasonable purposes which are related to the services that the Company provides or improvements/upgrades in its systems and business processes, including but not limited to data analytics and automated processing, and hereby hold the Company free and harmless from any incident, claim, action or liability arising therefrom. I/We further authorize the Company to endorse my/our Contract to Sell (CTS)/Account to its accredited banks pertaining to the club share purchased with the Company for possible end-user financing and/or for availment of CTS financing, to take out the remaining balance of my/our CTS and fully pay my/our balance with the Company.

By signing herein, I/we hereby certify that all information disclosed and submitted are true and correct and no further verification is needed. However, if in case there is a need to verify certain information, I/we fully give my/our consent to the Company or to the accredited banks for further verification.

(Buyer's signature over printed name)

(Date)

(Address)

(Contact number and E-mail address)

The Board of Directors
Pico de Loro Beach & Country Club, Inc.

Gentlemen:

I hereby apply for membership with the Pico de Loro Beach & Country Club, Inc. ("Club") and submit herewith this application for membership duly accomplished.

I am aware that membership to the Club is a privilege. I have made a reservation for a share of stock in the Club ("Share") and I understand that the approval of my membership application is a requirement for the purchase of the Share. I understand and acknowledge that the information provided in this Application for Membership constitutes the same information that is necessary for the evaluation of my membership application with the Club.

I hereby certify that the information provided in the Application for Membership is true and accurate. I further declare that I have disclosed all the information required and have not withheld nor concealed any material fact or information which would render any information contained therein untrue. I undertake to submit such additional documents of information necessary or required by the Membership Committee and Board of Directors of the Club in order to fully evaluate my application for membership. I further agree that if this declaration is in any part false or incorrect, the Membership Committee or the Board of Directors of the Club may use it as grounds to disapprove my application to the Club or impose appropriate sanctions on my membership in the Club, if already accepted as member in the Club.

I understand that the Board is not, in any way, under obligation to elucidate or justify the reasons or considerations for the approval or disapproval of an application. In the event that my application is disapproved, I hold the Club, its members, officers and directors, free and harmless of any claim, liability, litigation on or any similar action. On the other hand, if accepted, I undertake to respect and faithfully abide by the provisions of the Articles of Incorporation and By-laws of the Club and the rules and regulations that may be promulgated or approved by the Board of Directors and Management of the Club.

Signature of Applicant

Date

For Membership Committee Use Only

Date Received: _____

Recommending: Approval Disapproval

Committee Members:

- 1.
- 2.
- 3.
- 4.
- 5.

Documentary Requirements

The following requirements are to be submitted by the buyer prior to the execution of the Contract to Sell, as applicable:

For INDIVIDUAL APPLICANTS please submit the following:

1. Reservation Agreement
2. Application for Membership
3. Photocopy of applicant's Birth Certificate. Passport, or any government issued identification card
4. Photocopy of TIN card (in the absence of a TIN card a duly accomplished BIR Form 1904)
5. Photocopy of Passport and I-Card/ACR (for foreign applicants)

For CORPORATE APPLICANTS, please submit the following, In addition to the foregoing:

1. SEC Certificate of Registration
2. Articles of Incorporation and By-Laws
3. Company's latest General Information Sheet
4. Board resolution and/or Secretary's Certificate indicating the following:
 - a. Resolution to purchase a share at the Pico de Loro Beach & Country Club
 - b. Resolution appointing the authorized officer to sign for the purchase
 - c. Resolution appointing the official designee member and his/her position in the company
 - d. Percentage of applicant's Capital Stock held by foreign owners
5. Photocopy of TIN of the company and Community Tax Certificate number
6. Photocopy of ITR or audited Financial Statements of past two (2) years

Kindly issue cheques for the share purchase in favor of COSTA DEL HAMILO, INC.

Pico de Loro Beach & Country Club, Inc. / Costa del Hamilo, Inc. reserves the right to require the presentation of additional documents as it deems necessary. Inability to comply with any requirement may be used as grounds to disapprove an application.

Purchaser's Profile

We would like to know more about you and thereby be able to develop the Pico de Loro Beach & Country Club to meet your needs and expectations.

What is your primary occupation?

- | | |
|---|---|
| <input type="checkbox"/> Businessman | <input type="checkbox"/> Government / LGU |
| <input type="checkbox"/> Senior Executive | <input type="checkbox"/> Housewife |
| <input type="checkbox"/> Manager | Please indicate position: _____ |
| <input type="checkbox"/> Staff / Employee | |
| <input type="checkbox"/> Lawyer | |
| <input type="checkbox"/> Doctor | |
| <input type="checkbox"/> Retiree | |

Which of the following best describe you/your household?

- Single, living alone
- Single, living with parents
- Married, please specify number of children for each category:
- _____babies / toddlers
- _____in elementary
- _____in high school
- _____in college
- _____in graduate school
- _____working, living in same house
- _____working, living in another house
- Others, please specify _____

Which of the following best describes your household Income segment?

- Total monthly household income higher than P500k
- Total monthly household income of P250k to P499k
- Total monthly household income of P150k to P249k
- Total monthly household income of P70k to P149k
- Total monthly household income below P70k

What is the primary purpose of your Pico de Loro Beach & Country Club purchase? Please choose one.

- Family bonding / vacation
- Gift for children / inheritance
- Personal rest and relaxation
- Retirement
- Others, please specify: _____

How did you first know about this development? Please select top 3.

- Relative / friend
- SM seller / broker, who? _____
- SM group employee, who? _____
- Print Ad, where? Inquirer Star Others
- Newspaper article, where? Inquirer Star Others
- Brochure
- Flyer
- Website
- Cinema Advertisement
- TV Advertisement Exhibit
- booth, where? _____

Which of the following assets do you currently own? Please indicate name and location.

- Club Share(s): _____
- House & Lot(s): _____
- Commercial Lot(s): _____
- Condominium(s): _____
- Others: _____

Please select which statements best describe you / your family's lifestyle and preferences.

- We** go out-of-town for recreation/vacation at least once a month.
- We** are avid golfers and will travel more than 2hours to play golf.
- We** believe that membership in an exclusive club is an indication of success.
- We** engage in sports at least once a week.
- We** prefer vacationing by the sea.
- We** prefer vacationing in a cool mountain setting.
- We** prefer to spend quiet time at home rather than go out of town on weekends.
- We** are willing to pay a premium for property that is exclusive and classy.
- We** like good cuisine and are willing to pay extra for it.

- We** enjoy outdoor/adventure activities i.e. hiking, biking, camping, etc.
- We** are avid watersports enthusiasts and will travel more than 2 hours to engage in watersports.
- We** are willing to pay extra on developments that offer property management services like landscaping, housekeeping, etc.
- We** believe that a vacation home is an indication of success.
- We** will not play golf unless it's a championship course.
- We** are willing to pay a premium for a vacation home which is built and ready to move into.
- We** do not play golf but are willing to pay a premium for the improved views/scenery provided by a golf course.

CLUB A SHARE- INDIVIDUAL PURCHASERS:

Please accomplish this form completely. Incomplete forms will not be processed.

PURCHASER (regular member applicant)		
<i>Last Name</i>	<i>First Name</i>	<i>Middle Name</i>
<i>Citizenship</i>	<i>Civil Status</i>	<i>Birthdate (mm / dd / yyyy)</i>
<i>Driver's License</i>	<i>Tax Identification No.</i>	<i>Passport No./Date & Place Issued</i>

SPOUSE (dependent) *Attach Marriage Certificate		
<i>Last Name</i>	<i>First Name</i>	<i>Middle Name</i>
<i>Citizenship</i>	<i>Civil Status</i>	<i>Birthdate (mm / dd / yyyy)</i>
<i>Driver's License</i>	<i>Tax Identification No.</i>	<i>Passport No./Date & Place Issued</i>

CHILDREN (dependent) *Attach Birth Certificate *Only unmarried legitimate children 30 years and below will be considered as dependents at anytime			
<i>Full Name(s)</i>	<i>Birthdates (mm/dd/yyyy)</i>	<i>Civil Status</i>	<i>School / Place of Work</i>
1.	1.	1.	1.
2.	2.	2.	2.
3.	3.	3.	3.
4.	4.	4.	4.

Contact Details		
<i>Residence Address</i>	<i>Telephone Number/s</i>	<i>Mobile Phone Number/s</i>
	<i>Email Address/es</i>	<i>Fax Number/s</i>
<i>Company Name</i>	<i>Nature of Business</i>	<i>Telephone Number/s</i>
<i>Office Address</i>	<i>Email Address/es</i>	<i>Fax Number/s</i>
If not based in the Philippines, please indicate contact in the Philippines		
<i>Name</i>	<i>Address</i>	<i>Telephone/fax Nos.</i>