

INVESTORS BRIEFING

SLI Annual Report 2020



Green Meadows Iloilo

Arterra Cebu



Nasacosta Nasugbu



Built to Last. A Continuing Legacy



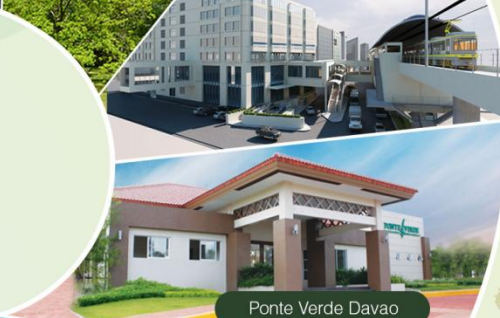
Collinas Verdes Bulacan

Sta. Lucia Homes

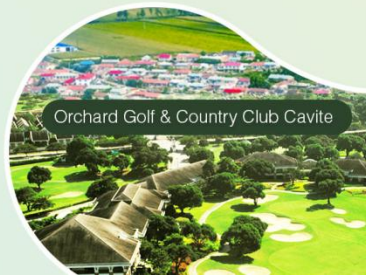


Sta. Lucia Mall

Sta. Lucia Business Center



Ponte Verde Davao



Orchard Golf & Country Club Cavite



Aquamira Cavite



Executive Summary

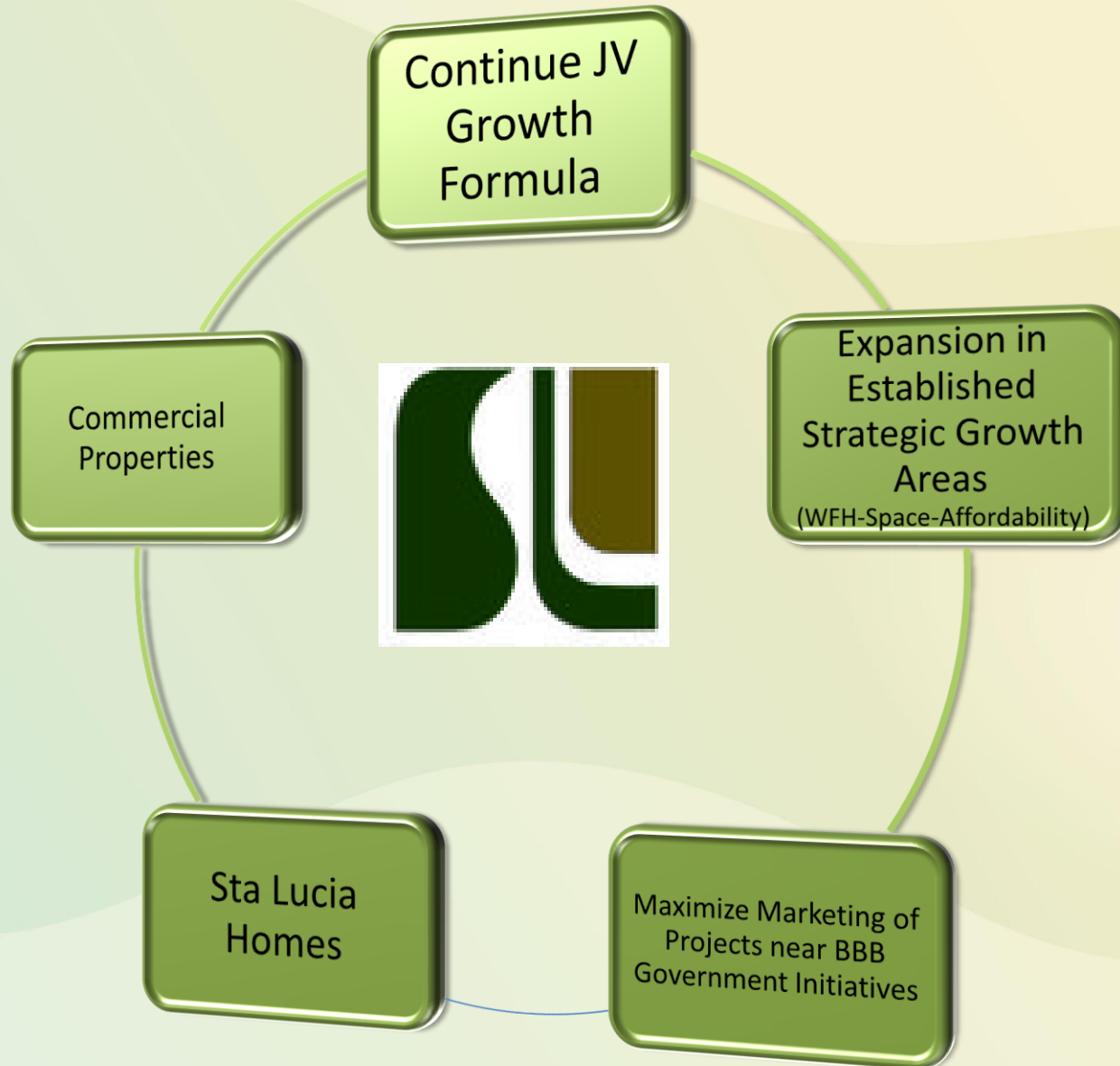


1.	Sta Lucia Realty and Development Inc., (SLRDI) has established its brand since the 1970's as a premier horizontal developer
2.	With minimal access to financing, SLRDI was able to develop over 10,000 hectares of land, including over 230 gated subdivisions, over 13 golf courses and a 200,000 GFA mall
3.	SLRDI partnered up with huge landowners via a JV (Joint Venture) model. They relied on its marketing arms to provide working capital via pre-selling. Today, marketing network stretches to over 120,000 covering over 7 countries
4.	It only decided to go Capital Markets in 2007 via a reverse merger with the then Zipporah Corp. Zipporah was eventually named Sta Lucia Land (SLI)
5.	After acquiring Zipporah Corp., SLRDI infused PHP 10 billion (US\$ 200M) worth of assets in exchange for 10 billion shares making SLRDI the majority owner of SLI.

Executive Summary

- | | |
|----|--|
| 6. | <p>After raising its maiden unsecured PHP 4 Billion (US\$ 80M) retail bond in 2015,</p> <ul style="list-style-type: none">▪ Assets went from PHP 12.88 Billion (US\$258M) 2010 to PHP45.53 Billion (US\$ 948M) in 2020▪ Net Income went from PHP 146 Million (US\$ 3M) in 2010 to PHP 1.62 Billion (US\$ 34M) in 2020▪ NAV went from PHP 10 billion (US\$ 200M) in 2010 to just over PHP 57 B (US\$ 1.14B) in June 2019. |
| 7. | <p>Growth came from landbanking, faster turnarounds of projects and increased marketing efforts.</p> |
| 8. | <p>SLI to tap the equity markets via a FOO by 2021 to further grow its balance sheet. Growth will come from:</p> <ul style="list-style-type: none">▪ Aggressive Landbanking▪ SLI currently has over 106 hectares of developed commercial lots in its balance sheet▪ Sta Lucia Homes |

Growth Strategy



Financials Highlights (Income Statement)

In PHP Millions	Year 2019	Year 2020	% Change
GROSS REVENUES	7,810	6,853	-12%
Real Estates Sales	5,871	5,383	-8%
Rental Income	898	535	-40%
Interest Income	647	480	-26%
Other Income	394	456	16%
GROSS PROFIT	3,539	3,524	-0.42%
Gross Profit Margin	52%	60%	15%
OPEX	1,262	1,067	-15%
EBITDA	3,470	3,538	2%
EBITDA Margin	44%	52%	18%
NET INCOME	1,736	1,707	-2%
RESERVATIONS SALES	11,884	9,779	-17%

Financials Highlights (Balance Sheet)



In PHP Millions	Year 2019	Year 2020	% Change
Cash and Investments	903	943	4%
Total Receivables	2,369	3,495	47%
Real Estate Inventories	21,870	24,931	14%
Investment Properties	5,597	5,712	2%
TOTAL ASSETS	40,352	45,786	13%
TOTAL LIABILITIES	24,238	28,088	16%
Debt	14,986	17,179	15%
EQUITY	16,114	17,698	10%
Book Value/Share	1.97	2.16	10%
Net Asset Market Value/Share*	6.944	5.586	-20%
Market Capitalization	20,327	16,229	-20%

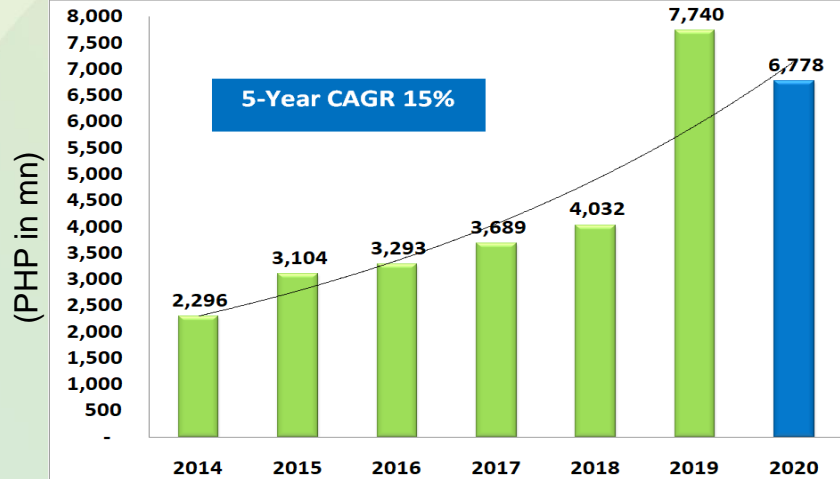
* Colliers International (as of June 2019)

Financial Highlights (Ratios/Gearing)

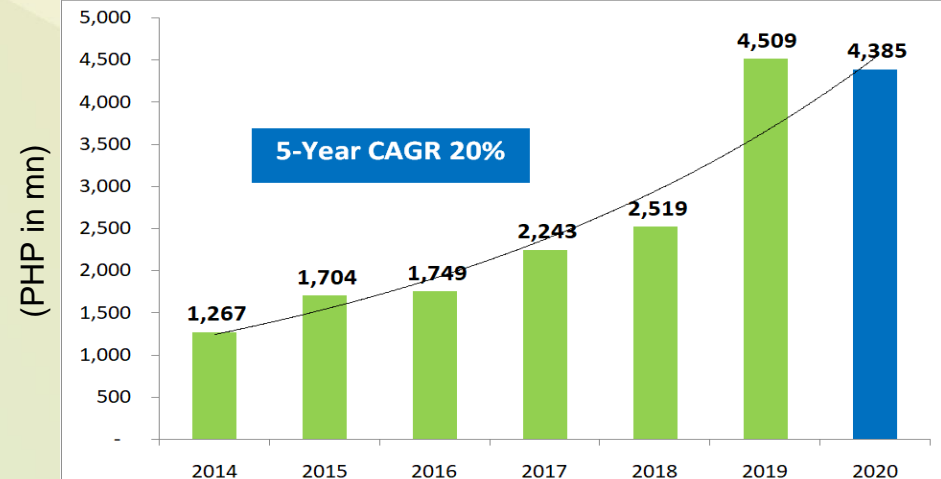
In PHP Millions	Year 2019	Year 2020	% Change
Debt	14,986	17,179	15%
Cash and Investments	903	942	4%
Net Debt	14,083	16,237	15%
Equity	16,114	17,698	10%
Debt to Equity	0.93	0.97	4%
Net Debt to Equity	.87	.92	6%
Current Ratio	2.68	2.00	-25%
Debt Service Ratio	3.19	3.19	-
Bank Debt to Equity Ratio	0.93	0.97	4%
Total Debt to Equity Ratio	1.50	1.59	6%

Financial Highlights

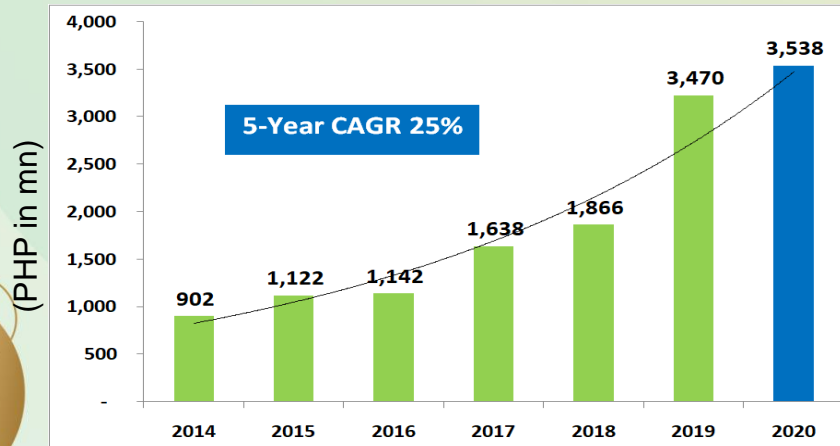
Gross Revenues



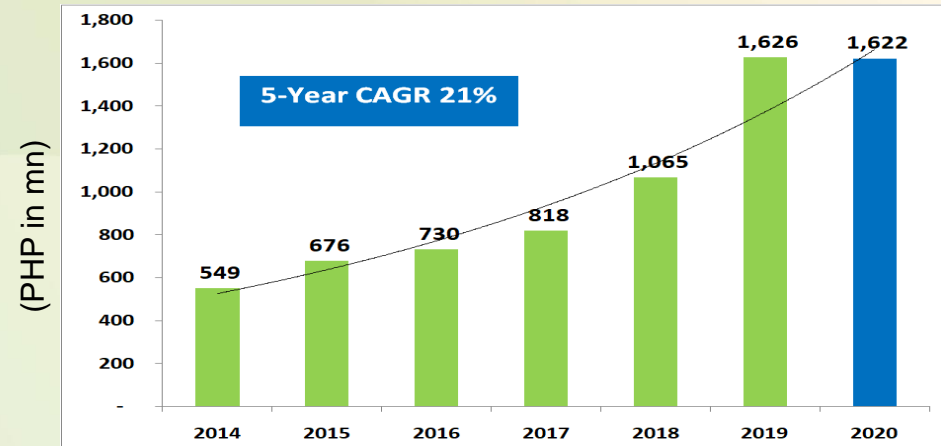
Gross Profit



EBITDA

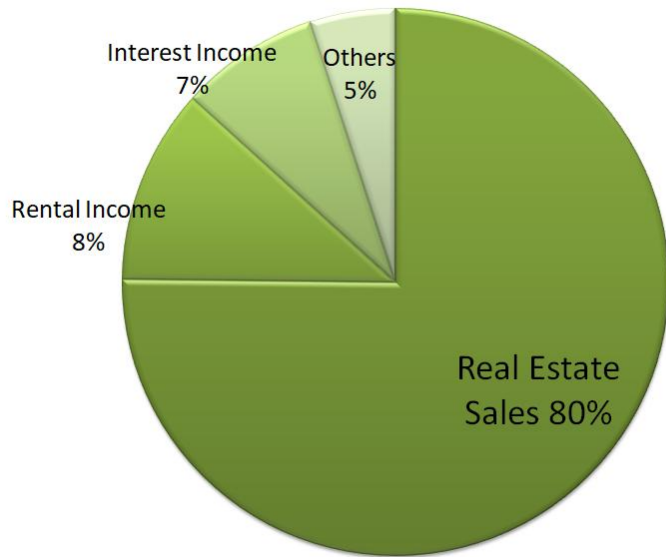


Net Income

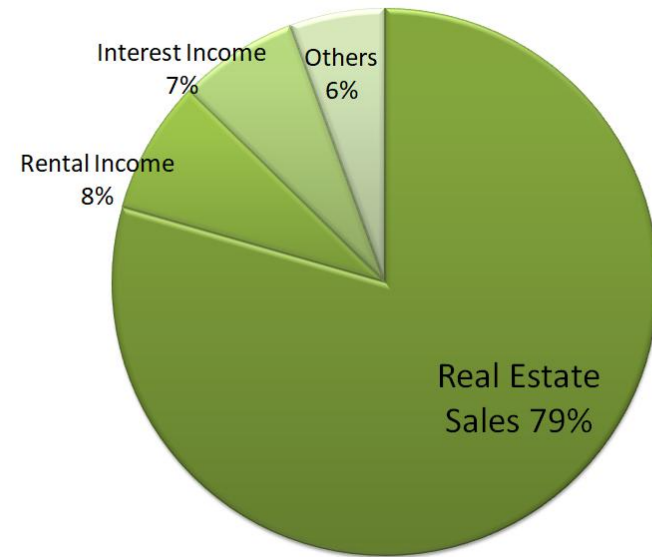


Revenue Contribution

Revenue Contribution Year 2019 (Pie Chart)



Revenue Contribution Year 2020 (Pie Chart)



Debt Profile

Funding Sources

Internally Generated Funds

Corporate Note Php 7 Billion with the ff banks:

RCBC, BPI, BDO, UnionBank, Robinsonsbank and DBP (March 2021)

FOO – Offer up to 3 Billion shares (3Q 2021)

Strategic Investors – Offer up to 2.3 Billion Treasury Shares (Ongoing)

Debt Maturity Profile

P 3.1 Billion 10 Year Corporate Note (Apr 2017)

P 5 Billion 7 Year Corporate Note (Mar 2018)

P 2 Billion 5 Year Retail Bond (Dec 2016)
FULLY PAID – March 2021

Short Term Lines with Other Banks:

ChinaBank

BDO

BPI

MIB

Bank of Commerce

Ongoing Projects

List of Ongoing Projects (as of Dec 2020)

PROJECT NAME - LOCATION		PROJECT NAME - LOCATION		PROJECT NAME - LOCATION	
1	Acropolis Loyola - Quezon City & Marikina City	35	Greenwoods Executive Ph. 8F6 Pasig/Rizal	66	Orchard Residential Davao Digos City
2	Almeria Verde Ph. 1A Pangasinan	36	Greenwoods Executive Ph. 9D1 Pasig/Rizal	67	Oro Vista Grande Rizal
3	Altea Ciudades Davao Davao	37	Greenwoods Executive Ph. 9F Pasig/Rizal	68	Palo Alto Executive Village Ph. 2 Rizal
4	Altezza @ Evergreen Panabo Davao	38	Greenwoods South Ph. 4A Batangas	69	Palo Alto Executive Village Ph. 3 Rizal
5	Blue Mountains Comm'l & Res Est Rizal	39	Hacienda Verde Iloilo Iloilo	70	Ponte Verde Davao Ph. 1 Davao
6	Blue Ridge At Monterosa Iloilo	40	Hamptons Residences Angono Rizal	71	Ponte Verde Davao Ph. 2 Davao
7	Cainta Greenland Ph. 4C1 Rizal	41	Industrial Estates (Solana) Tagum City	72	Ponte Verde Davao Ph. 3 Davao
8	Cambridge Place Batangas Batangas	42	La Alegria Negros Occidental Bacolod City	73	Ponte Verde Davao Ph. 4 Davao
9	Catalina Lake Bauan Batangas	43	La Huerta Calamba Ph. 1 Laguna	74	Ponte Verde De Sto Tomas Batangas Batangas
10	Catalina Lake Palawan Palawan	44	La Huerta Calamba Ph. 2 Laguna	75	Seville Davao Davao
11	Colinas Verdes Bulacan Ph. 1A Bulacan	45	Las Colinas @ Eden Davao	76	Soller Mandug Davao Davao
12	Colinas Verdes Bulacan Ph. Estate Lots Bulacan	46	Los Rayos Tagum Tagum City	77	Sonoma Place Palawan
13	Costa Mesa @ Evergreen Panabo Davao	47	Marbella Davao Davao	78	Sotogrande Katipunan Quezon City
14	Costa Verde Alangilan Batangas	48	Metropolis East - Binangonan Ph. 1D Rizal	79	South Coast Batangas Ph. 1 Batangas
15	Golden Meadows Binan Ph. 2C Laguna	49	Metropolis East - Binangonan Ph. 2A Rizal	80	South Coast Batangas Ph. 1A Batangas
16	Golden Meadows Palawan Palawan	50	Metropolis Iloilo Iloilo City	81	Spring Oaks Residence Ph. 4 Laguna
17	Golden Meadows Sta Rosa 1A Laguna	51	Mira Verde Bulacan Ph. 3 Bulacan	82	St. Charbel Dasmarias Cavite
18	Golden Meadows Sta Rosa 2E Laguna	52	Mira Verde Bulacan Ph. 3a Bulacan	83	Summit Point Golf & Res Estate Ph. 3 Batangas
19	Green Meadows Bauan Batangas Batangas	53	Monte Verde Davao Ph. 1 Davao	84	Summit Point Golf & Res Estate Ph. 3A Batangas
20	Green Meadows at the Orchard Ph. 2 Cavite	54	Monte Verde Davao Ph. 2 Davao	85	Summit Point Golf & Res Estate Ph. 3B Batangas
21	Green Meadows at the Orchard Ph. 2A Cavite	55	Monte Verde Davao Ph. 3 Davao	86	Summit Point Golf & Res Estate Ph. 3C Batangas
22	Green Meadows Digos Davao	56	Monte Verde Davao Ph. 4 Davao	87	Summit Point Golf & Res Estate Ph. 3D Batangas
23	Green Meadows Iloilo Ph. 2 Iloilo	57	Monte Verde Davao Ph. 4 Davao	88	Summit Point Golf & Res Estate Ph. 3E Batangas
24	Green Meadows Iloilo Ph. 3 Iloilo	58	Monte Verde East Montalban Rizal	89	Summit Point Golf & Res Estate Ph. 4 Batangas
25	Green Peak Heights Ph. 2 Rizal	59	Monte Verde Executive Ph. 4A Rizal	90	Sunnyvale @ Evergreen Panabo Davao
26	Green Peak Palawan Ph. 1 Palawan	60	Monte Verde Executive Ph. 4B Rizal	91	Tierra Verde Digos City
27	Green Peak Palawan Ph. 2 Palawan	61	Monte Verde Executive Ph. 4C Rizal	92	Valencia Homes Palawan
28	Greenridge Executive Ph. 4A Rizal	62	Montebello @ Evergreen Panabo Davao	93	Valle Verde Davao Ph. 1 Davao
29	Greenridge Executive Ph. 4B Rizal	63	Monterey @ Evergreen Panabo Davao	94	Valley View Executive Rizal
30	Greenwoods Executive Ph. 1A2 Pasig/Rizal	64	Nasacosta Cove Batangas Batangas	95	Vermont Park Executive Ph. 4I Rizal
31	Greenwoods Executive Ph. 540 Pasig/Rizal	65	Orchard Res Estate & Golf Country Club Ph. 1A2 Cavite	96	Villa Chiara Tagaytay Ph. 1A&1B Rizal
32	Greenwoods Executive Ph. 6S9 Pasig/Rizal			97	Wood Ridge Iloilo Iloilo
33	Greenwoods Executive Ph. 8D6 Pasig/Rizal			98	Woodside Garden Village Pangasinan
34	Greenwoods Executive Ph. 8D7 Pasig/Rizal			99	Yanarra Seaside Residences Ph. 1A Batangas
				100	Yanarra Seaside Residences Ph. 2A Batangas

Landbank

Total Land Area (in ha)	As of Dec 2020
Land Acquired	1,429
Joint Venture (Company Share)	1,130
Total Landbank for Development	2,559

Capital Expenditures

Total CAPEX (in PHP Millions)	Year 2019	Year 2020	% Change
Land Development & Construction/General Working Capital	P 6,422	P 3,834	- 40%
Land Acquisition	P 3,282	P 1,377	-58%
TOTAL	P 9,704	P 5,211	-46%

Digital Initiatives

Digital Initiatives	Year 2020 - Present
Website/Social Media	<ul style="list-style-type: none">▪ Project updates, announcement and tips in website and social media accounts – Facebook, Instagram, LinkedIn and Youtube.
Expanded & Promote Online Payment Channels	<ul style="list-style-type: none">▪ https://stalucialand.com.ph/payment-channels/▪ Partner Banks: RCBC, ChinaBank, BDO and Security Bank

ESG Initiatives

ESG Initiatives	Year 2020 - Present
Environment	▪ Creation of Sustainability Unit
Social	▪ SLI CSR Program - https://stalucialand.com.ph/corporate-governance/corporate-social-responsibility/
Governance	▪ Nomination of 2 new independent directors ▪ Registration with Anti-Money Laundering Council ▪ Creation of Data Privacy Unit

Recent Developments

Recent Developments	Year 2020 - Present
COVID-19 Measures	<ul style="list-style-type: none">▪ Periodic Testing of Employees▪ Social Distancing and Safety Protocols▪ Employee Vaccination Program
Fund Raising Activities	<ul style="list-style-type: none">▪ Corporate Note: Raised P7B with the ff banks: RCBC, BPI, BDO, UnionBank, Robinsons Bank and DBP. ▪ FOO: Target to offer up to 3 Billion shares by 3Q 2021
Others	<p>Creation of New Units:</p> <ol style="list-style-type: none">1. Internal Audit2. Sta. Lucia Homes3. Commercial Business Group4. Data Protection5. Sustainability6. Customer Service Group



 **STA. LUCIA**
LAND INC.

End of Presentation