

# INVESTORS BRIEFING

## SLI Quarterly Report 1Q 2021



Green Meadows Iloilo

Arterra Cebu



Nasacosta Nasugbu



Built to Last. A Continuing Legacy



Collinas Verdes Bulacan

Sta. Lucia Homes

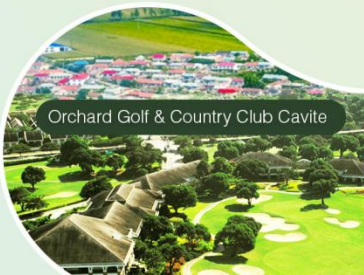


Sta. Lucia Mall

Sta. Lucia Business Center



July 6, 2021



Orchard Golf & Country Club Cavite

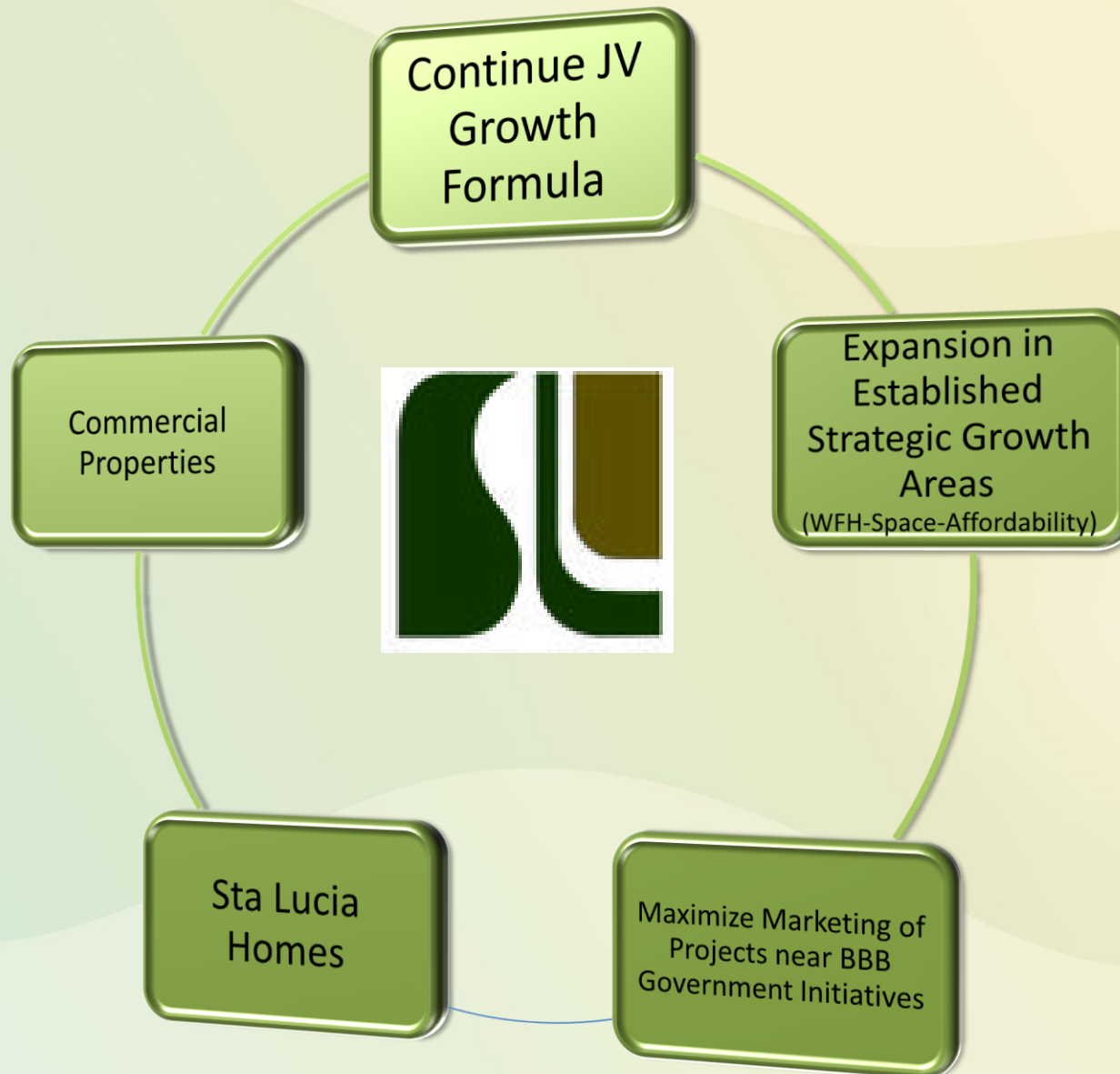


Aquamira Cavite



Ponte Verde Davao

# Growth Strategy



# Financials Highlights (Income Statement)



In PHP Millions	1Q 2020	1Q 2021	% Change
<b>GROSS REVENUES</b>	<b>1,835</b>	<b>2,290</b>	<b>25%</b>
Real Estates Sales	1,409	1,906	35%
Rental Income	198	142	-28%
Interest Income	119	112	-6%
Other Income	109	130	19%
<b>GROSS PROFIT</b>	<b>950</b>	<b>1,229</b>	<b>29%</b>
Gross Profit Margin	59%	60%	2%
<b>OPEX</b>	<b>263</b>	<b>344</b>	<b>31%</b>
<b>EBITDA</b>	<b>1,146</b>	<b>1,383</b>	<b>17%</b>
EBITDA Margin	62%	60%	-3%
<b>NET INCOME</b>	<b>485</b>	<b>924</b>	<b>90%</b>
<b>RESERVATION SALES</b>	<b>2,503</b>	<b>2,936</b>	<b>17%</b>

# Financials Highlights (Balance Sheet)



In PHP Millions	Year 2020	1Q 2021	% Change
Cash and cash equivalents	943	873	-7%
Total Receivables	7,087	8,081	-14%
Real Estate Inventories	24,931	26,298	5%
Investment Properties	5,712	5,700	-
<b>TOTAL ASSETS</b>	<b>45,786</b>	<b>46,933</b>	<b>3%</b>
<b>TOTAL LIABILITIES</b>	<b>28,088</b>	<b>28,409</b>	<b>1%</b>
<b>Debt</b>	<b>17,179</b>	<b>17,408</b>	<b>1%</b>
<b>EQUITY</b>	<b>17,698</b>	<b>18,524</b>	<b>5%</b>
<b>Book Value/Share</b>	<b>2.16</b>	<b>2.26</b>	<b>5%</b>
<b>Market Capitalization</b>	<b>16,229</b>	<b>18,934</b>	<b>17%</b>

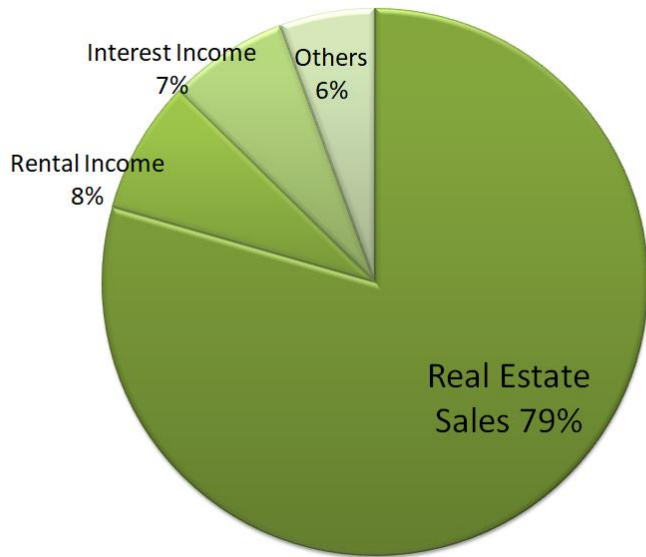
\* Colliers International (as of June 2019)

# Financial Highlights (Ratios/Gearing)

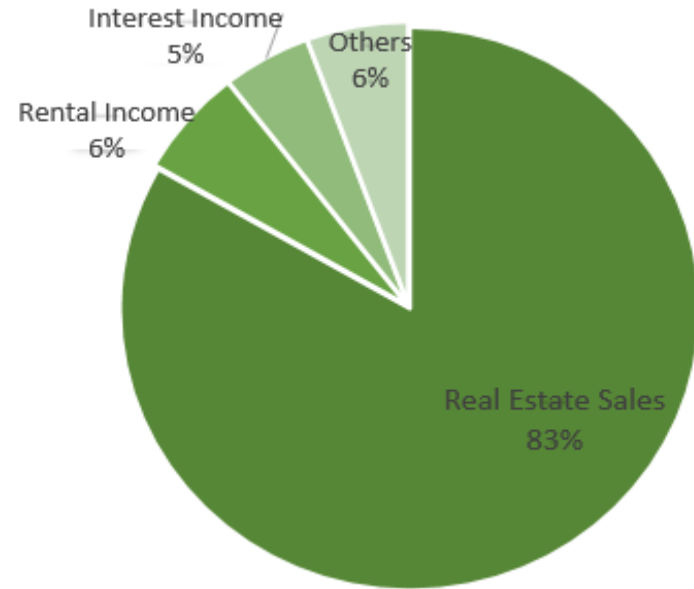
In PHP Millions	Year 2020	1Q 2021	% Change
<b>Debt</b>	<b>17,179</b>	<b>17,408</b>	<b>1%</b>
<b>Cash and Cash Equivalents</b>	<b>943</b>	<b>873</b>	<b>-7%</b>
<b>Net Debt</b>	<b>16,237</b>	<b>16,535</b>	<b>2%</b>
<b>Equity</b>	<b>17,698</b>	<b>18,524</b>	<b>5%</b>
Debt to Equity	.97	.94	-3%
Net Debt to Equity	.92	.89	-3%
<b>Current Ratio</b>	<b>2.01</b>	<b>2.12</b>	<b>5%</b>
Debt Service Ratio	3.19	4.40	.38
<b>Bank Debt to Equity Ratio</b>	<b>.97</b>	<b>.94</b>	<b>-3%</b>
Total Debt to Equity Ratio	1.59	1.53	-4%

# Revenue Contribution

## Revenue Contribution Year 2020 (Pie Chart)



## Revenue Contribution 1Q 2021 (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 March 2021)

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

<b>Total Land Area (in ha)</b>	<b>As of March 2021</b>
Land Acquired	1,371.44
Joint Venture (Company Share)	1,159.99
<b>Total Landbank for Development</b>	<b>2,531.40</b>

# Capital Expenditures

<b>Total CAPEX (in PHP Millions)</b>	<b>Year 2020</b>	<b>1Q 2021</b>	<b>% Change</b>
Land Development & Construction/General Working Capital	P 3,834	P 772	-80%
Land Acquisition	P 1,377	P 224	-84%
<b>TOTAL</b>	<b>P 5,211</b>	<b>P 996</b>	<b>-81%</b>



 **STA. LUCIA**  
**LAND INC.**

End of Presentation