

Congratulations!

SLI recognized as one of the best by Lamudi in The Outlook Awards 2018

November 15, 2018



Listed property developer Sta. Lucia Land Inc. (SLI) was recently recognized by Lamudi in The Outlook - Philippine Buyer's Choice Awards 2018 held last November 15, 2018 at the Makati Shangri-La Hotel.

SLI was certified in the following categories together with the top real estate developers in the country:

- ✓ Best Developer of the Year 2018 in Luzon - SLI
- ✓ Best Premium Condo of the Year 2018 in Visayas/Mindanao - Arterra Cebu



This is another testament to the leadership of the board of directors led by its President - Mr. Exequiel Robles and Chairman - Mr. Vicente Santos, its management team, employees and partners.

Congratulations!

Year 2019: Very Positive Outlook per BSP

October 30, 2018



DBP, the Philippines Infrastructure Bank, invited key SLI officials to the 3rd quarter 2018 economic forum presented by BSP Deputy Governor Diwa Guinigundo who heads the monetary & economic sector of the Philippine Central Bank last October 23, 2018 at the DBP Makati Head Office - "Bulwagan ng Diwang Pilipino" Hall.

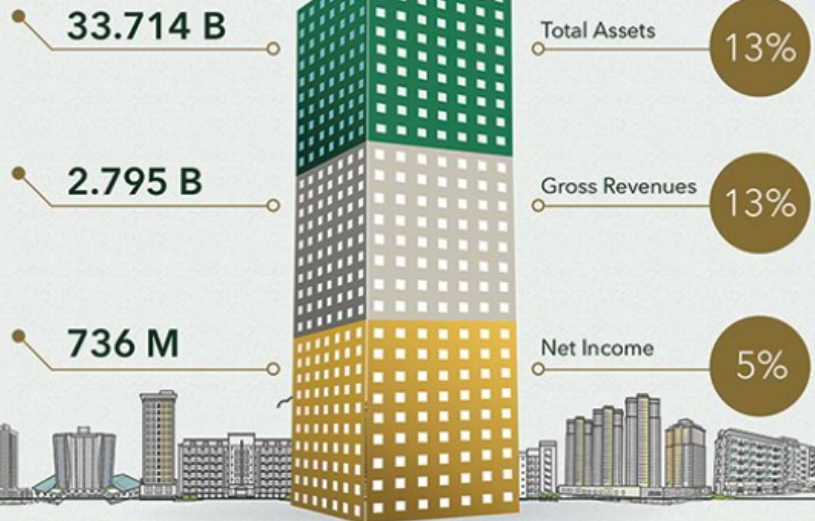
Mr. Guinigundo discussed the resilience of the Philippine economy due to its strong fundamentals despite the rise in inflation and decrease in the Philippine currency vs the US Dollar. It is projected that inflation will decrease in the next 2-3 years and growth rates will continue to rise as well. **Year 2019 promises to be a very positive year.**



3Q 2018 Financial Performance

November 19, 2018

Sta. Lucia Land Inc. (SLI) posted a net income of P 736 Million for the first half of the year, 5% higher than its year-ago level of P 700 Million while Gross Revenues increased from P 2.795 Billion to P 3.161 Billion which translates to a 13% increase. Total Assets increased by P 33.714 Billion up 13% from same period last year P 29.807 Billion.



Sta. Lucia Land Inc.

Reaffirms company rating of AA+ by CRISP



Credit Rating and Investors Services Philippines, Inc.


According to CRISP, Sta. Lucia is a Well Established Brand in its Market Segment. SLI is a widely recognized brand in the affordable and emerging middle class market segments which represents a sizable market in the country today.

Stable Revenue Growth. SLI's annual total revenue growth averaged 30.2% while its gross margin averaged 52.7% and its EBITDA margin averaged around 43% over the last five years. SLI's net income margin remained relatively stable averaging around 24.2% over the same period.

Timely Landbanking Initiatives. Aiming to strategically position itself as a major property developer nationwide, SLI continued to expand in key cities and provinces by acquiring 97 properties that totalled about 418 hectares in Pasig City, Bulacan, Cavite, Laguna, Batangas, Rizal, Palawan, Iloilo, Cebu, Zamboanga, General Santos City and Davao. SLI was also able to seal over 39 joint venture agreements for about 463 hectares in Pasig City, Pangasinan, Cavite, Laguna, Batangas, Rizal, Palawan, Iloilo, Cebu, Negros Occidental and Davao.

November 5, 2018

Sta. Lucia Land Inc. (SLI) was reaffirmed with an AA+ credit rating by Credit Rating and Investors Services Philippines, Inc. (CRISP) for its annual third-party evaluation and corporate governance initiative. Based on CRISP's evaluation of company's key risk areas and management quality, SLI has very strong capacity to repay debt obligations. The rating action was based on CRISP's assessment of the following SLI's credit strengths:

-  Strong market presence in the affordable and emerging middle class market segments.
-  Stable revenue growth
-  Timely landbanking initiatives

Rating History:

- ☒ 2015: 'AA+' Stable Outlook Assigned
- ☒ 2016: 'AA+' Stable Outlook Affirmed
- ☒ 2017: 'AA+' Stable Outlook Affirmed
- ☒ 2018: 'AA+' Stable Outlook Affirmed

CRISP rating is being led by its President Emmanuel A. Leyco and his team:



Emmanuel A. Leyco

President, Credit Rating and Investors Services Philippines, Inc.
Associate Professor of AIM - Department of Finance, Accounting and Economics
Master of Arts, Columbia University (USA), Master in Public Administration, Kennedy School of Government, Harvard University (USA) and Bachelor of Arts, De La Salle University (Philippines)
Undersecretary, DSWD
Consultant for Multilateral Agencies, Asian Development Bank, CIDA, USAID, World Bank/ Government Consultant, Department of Health, Department of Social Welfare and Development, Philippine Health Insurance Corporation
Credit Rating Specialist, Standard and Poor's, New York





The President's Report



SLI at SEC-PSE Corporate Governance Forum 2018

October 23, 2018

The SLI Board of Directors and senior management recently attended the 5th SEC-PSE Corporate Governance Forum with the topic "Ushering in the Era of Sustainability and Sustainable Business" at the PICC - Summit Hall C & D last October 23, 2018. Top management got to listen and learn about Environmental Social Governance (ESG) initiatives by representatives from the United Nations, International Finance Corporation (IFC), Philippine Stock Exchange (PSE), Securities and Exchange Commission (SEC), Philippine Dealing System (PDS), NEDA, ADB, HSBC, ING, Blackrock, etc.

As part of the commitment of SLI to good corporate governance, the Company has already started its ESG initiatives even prior to the forum through the establishment of the Sta. Lucia Foundation and launch of its projects.



SLI Top Management

(in pictures seated from left to right:

Crystal Prado - SLI Asst. CorSec, Exaltacion Joseph - SLR VP Finance, Aurora Robles - SLI Asst. Treasurer/Director, Pancho Umali - SLI Asst CorSec [standing], Hanani Palmon - SLI VP Controller, Orestes R. Santos - SLI Director, Mariza Santos-Tan - SLI Treasurer/Director, Jose Ferdinand R. Guiang - SLI Independent Director, David Dela Cruz - SLI EVP/CFO, Exequiel D. Robles - SLI President [standing], Vicente R. Santos - SLI Chairman [standing] and Osmundo C. De Guzman, Jr. - SLI Independent Director.)



SLI Officers with SEC Chairman Mr. Emilio Benito Aquino

(in pictures from left to right: Pancho Umali

- SLI Asst. CorSec, David Dela Cruz - SLI EVP/CFO, Jose Ferdinand R. Guiang - SLI Independent Director, Vicente R. Santos - SLI Chairman, Exequiel D. Robles - SLI President, Emilio Benito Aquino - SEC Chairman, Orestes R. Santos - SLI Director, Crystal Prado - SLI Asst. CorSec, Osmundo C. De Guzman, Jr. - SLI Independent Director, Mariza Santos-Tan - SLI Treasurer/Director, Hanani Palmon - SLI VP Controller and Jeremiah Pampolina - SLI VP IR)



Developer inspires young generations to become true stewards of land

Philippine Daily Inquirer / 05:55 AM October 27, 2018



Sta. Lucia takes to heart its duty to help protect the environment.

Trusted developer **Sta. Lucia Land Inc.** has taken to heart the duty to help protect the environment and ensure that there would be suitable land to build sustainable livable communities. It has long been creating developments that seamlessly intertwine with nature and the environment. Realizing the value of respecting the land where it builds, the company has made it its mission to help protect and preserve the environment in as many ways possible.

"As responsible stewards of land, it is our duty to protect and preserve the environment even if it means more work for us. We, at Sta. Lucia Land, don't just build homes. We work with the environment and preserve its beauty. We are consciously aware that sustainable development must not only benefit the people, it must respect the planet's ecological balance as well," said Sta. Lucia Land president, Exequiel Robles. "A responsible homebuilder's duty is to ensure that we have a healthy and pristine environment to leave the future generations. Our work doesn't stop with building homes and skyscrapers because at Sta. Lucia Land, our success is measured by how much work we put in to preserve the environment and make good with our commitment to sustainable and responsible property development," Robles explained.



As true warriors for the environment, the company, through the Sta. Lucia Foundation, held CAMP 101, a Youth and Values Integration Camp. Created in partnership with Experience Philippines, the two-day outreach program saw Sta. Lucia employees spending time with the people of Subic, Zambales while doing their share for the environment.

"This is our way of giving back. As a trusted company, we have the power to educate and empower the people, especially the younger generation. In CAMP 101, we share our story, learnings and wisdom and we hope that we all become better people and stewards of land," said Sta. Lucia Land chair Vicente R. Santos, who also sits as SLFI's president and executive director.

CAMP 101 was held at the Cabitaugan Elementary School in Subic earlier this month. Workshop speakers include The Plastic Solution PH's Fiona Faulkner, who shared her advocacy and taught participants how to turn the plastic problem into a plastic solution. There were 75 camp participants, from ages 9 to 12 years, who had a fun-filled learning experience. CAMP 101, a Project Pangarap program, is designed to provide education and experiences that help children frame and develop their character, competencies and leadership philosophies. It is a child-friendly, gender-sensitive, safe and motivating environment where families and communities are actively engaged to inspire children to build their dreams and realize their full potential to become ambassadors of the environment, community service and leadership and to contribute meaningfully in building the nation.



Sta. Lucia Project Feature



Own a 'piece of art' at The Hamptons Place

By the Manila Times November 28, 2018

It's the perfect setting for a growing family.

Built with all the essentials and elements needed to achieve the good life, The Hamptons Place in Angono, Rizal makes for a truly sound investment.

Set amid the culturally rich and renowned Municipality of Angono, The Hamptons Place has seamlessly captured the convenience of a modern lifestyle and the comforting bliss of a rustic setting.

With Angono dubbed as the "Art Capital of the Philippines," acquiring a property at The Hamptons Place means more than just buying a home for investment or for your family. A home in The Hamptons Place is like owning a valuable art piece and being a curator that preserves the rich cultural value of the place.

The Hamptons Place was designed to embody Angono's vibe as a paradise and haven for the artistic soul.

"A home in The Hamptons Place means being one with some of the brightest and most artistic Filipino talents. Here you are not just buying a piece of property but rather investing on the rich heritage of Angono," said Sta. Lucia Land President Exequiel Robles.

"In developing The Hamptons Place, we made sure that we will be one with the people of Angono in helping preserve the area's rich cultural heritage," he added.

"We believe that in order for us to truly meet and satisfy the needs of our market we must be able to deliver the kind of lifestyle that they want or are accustomed to. Also, we try as much as we can to raise the bar a notch higher so that comfort and convenience is guaranteed for every future homeowner," he said.



The Hamptons Place offers an array of amenities that allow one to have a more holistic, well balanced lifestyle.

The Hamptons Place was designed to embody Angono's vibe as a paradise and haven for the artistic soul.

The entire community evokes the calming and blissful beauty of nature and the mystifying allure of an urban setting.

A high quality project developed by Sta. Lucia Land Inc. in partnership with Maysun Realty Development Corp., The Hamptons Place is set to provide future residents an environment where they will get to enjoy the much-sought comfort, convenience and bliss.

The Hamptons Place has access to main thoroughfares and is near landmarks and institutions like Thunderbird Hotel and Resort, Assumption Antipolo, Antipolo Doctors Hospital, Robinsons Place Antipolo and the Our Lady of Peace and Good Voyage Church.



"The Hamptons Place serves as an ideal setting to raise a family. Also, its strategic location will allow future residents to enjoy the convenience of having modern day conveniences within their reach while allowing them to bask in the area's laidback and serene surrounding that makes for a perfect sanctuary where quality time with their loved ones is almost guaranteed," Robles explained.

Offering over 300 combined townhouse units and residential lots, The Hamptons Place is set to satisfy every homebuyer's wants and needs.

Each townhouse unit at The Hamptons Place is designed to accommodate the start-up families' evolving lifestyle.

Interested buyers may choose from The Valorie Townhouse's two well-thought-out layouts: The Edge Units and The Block.

Each townhouse unit at The Hamptons Place is designed to accommodate the start up families' evolving lifestyle.

The 164 townhouse units have floor areas from 67 to 68 square meters all of which are designed to meet the demands of today's homebuyers.

Adding value to this development is the fact that it has access to main thoroughfares and is near landmarks and institutions like Thunderbird Hotel and Resort, Assumption Antipolo, Antipolo Doctors Hospital, Robinsons Place Antipolo and the Our Lady of Peace and Good Voyage Church, all of which make for a truly convenient lifestyle.

"Here, homebuyers aren't just investing in their dream of owning a home. They are also investing on a particular lifestyle that's sure to provide their families satisfaction and pride. Given its strategic location, future residents are likewise guaranteed access to almost everything that they need to enjoy a comfortable lifestyle," Robles said.



Sotogrande Hotel Iloilo Now Open!

Rising within Green Meadows, Iloilo's first residential lake community, SotoGrande is a six-storey full-hotel development with a total of 149 hotel units. Strategically located inside a residential community flanked on four sides by key access roads, SotoGrande Iloilo makes it very convenient for residents to travel from the city proper to Pavia (via National Highway) on one end and to Jaro (via Circumferential Highway) on the other.

SotoGrande Iloilo offers a quiet retreat within the natural setting of a manmade lake and lush green surroundings. Facilities and amenities include the following: Swimming Pool, Four Bowling Lanes, Bar and Fine Dining Restaurant, Billiards, Gym, Basketball Court, Badminton Court and Jogging Path.

Set within 10 km of Calle Real in Iloilo City, Sotogrande Hotel has a fitness centre and a garden, as well as free WiFi. Located around 6 km from Iloilo Convention Center, the hotel is also 8 km away from Casa Real de Iloilo. Each room comes with a balcony.

All guest rooms are fitted with air conditioning, a flat-screen TV with satellite channels, a fridge, a kettle, a bath, free toiletries and a desk. The private bathroom is fitted with a bidet.

- ✔ All rooms have a wardrobe.
- ✔ Guests at the hotel can enjoy a buffet breakfast.
- ✔ Staff at reception can lend a hand around the clock with guidance on the area.
- ✔ The nearest airport is Iloilo International Airport, 13 km from Sotogrande Hotel.
- ✔ We speak your language!
- ✔ Sotogrande Hotel has been welcoming Booking.com guests since 4 Sept 2018.

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Sta. Lucia Nationwide Featured Projects

Cebu Projects



Cultural Festivities
SINULOG FESTIVAL

MAGELLAN'S CROSS
Historical Sites
MACTAN SHRINE

Top of mind place Investments
ARTERRA RESIDENCES
Mactan, Cebu

Cebu
The Queen of South

Fast Facts

Sta.Lucia was the first national developer in Cebu, having entered the market in September 1990 to sell Royale Cebu Estates, followed by Monte Verde, Golden Meadows, Alta Vista (the second Golf course in the province) and Sentinel (the company's first condominium project in the area).

Sta.Lucia has developed more than 20 subdivisions covering over 500 hectares of land in Cebu.

Aterra Residential units have been turned over this year. Three more projects are on the pipeline in Cebu namely Valle Verde Subdivision in Lapu-Lapu; third building in Residencia de Vistamar in Mactan; and another development in Lahug.

Batangas Projects



foodies' destination

Crispy Tawilis

Kapeng Barako

Bulalo

Agricultural Business

Industrial Business

scento destinations

Batangas

Fast Facts

Sta. Lucia entered the scene in Batangas as early as 1985.

Sta. Lucia has an exclusive footprint in Batangas. These project includes:

- Greenwoods; Costa Verde (Batangas City)
- Grand Villas; Catalina Lake (Bauan)
- Summit Point Golf & Residential Estates (Lipa)
- Cambridge Place (Tanauan City)
- South Coast Lake Residences (Lian)
- Nasa Costa (Nasugbu)
- Ponte Verde (Sto.Tomas)

NASACOSTA
RESORT & RESIDENCES

Sta. Lucia Nationwide Featured Projects

Subic Projects



CLUB MOROCCO
BEACH RESORT AND RESIDENTIAL ESTATES

Zambales



Fast Facts

- Experience adventurous weekend getaways at El Kabayo Waterfalls, Jest Camp and the Tree Top Adventure.
- Sta. Lucia established Club Morocco Beach Resort and Residential Estates inspired by the rich Moroccan Culture combining traditional Filipino Expertise in Subic, Zambales.
- Sta Lucia perfectly combines the luxury of a vacation hideaway and the conveniences and comforts of one's own abode in the three Mediterraza at Club Morocco.

Davao Projects



Rancho Pales Verdes

DAVAO CROCODILE PARK

Crocodile Park @ Waterfront

Davao



Fast Facts

- SLLI remains strong in Davao City, where it has 18 developments, including residential and recreational projects.
- SLLI believes that Davao City makes for an ideal investment site as it is generally peaceful and safe.
- SLLI is among the driving forces behind Davao's economic success story. While there maybe a stiff to be the biggest among the national developers in terms of land area.

Solegrande Davao

Davao Butterfly House



Sta. Lucia East Mall – New Offerings



Adrea Robles-Andres & Zaldy Santos

THERE is a new array of dining destinations on the eastern side of the metro. As it is, the City of Marikina and neighbouring areas in Rizal are already on many foodies' must-visit lists. From the larger food hubs and parks, to hole-in-the-wall restos, the east of the metropolis has managed to carve a name for itself as a foodie haven.

At the Sta. Lucia East Mall alone, one can find many unique, home-grown food concepts.

"As the pioneer in the mall industry in this side of town, Sta. Lucia East Mall houses a growing number of traditional and new concept restaurants. Our market is used to having quite a number of food options here and that's why we have to regularly give them something new to try and enjoy," explained Sta. Lucia East Mall VP - Operations Zaldy Santos and VP- Finance & Administration Annie Robles-Andres in a release.

"The goal really is to ensure that mallgoers will have enough choices given the highly dynamic environment that we are now seeing in the retail industry. At Sta. Lucia Mall, we make sure that whatever budget you have, there's always something for you to enjoy," they said.

The shopping center located at the intersection of the Marikina-Infanta Highway and Felix Ave. in Cainta, Rizal, opened in 1991 and has since become a landmark.

As the mall marked its 27th year, new restaurants have opened to provide fresh options to customers.

Among these are Estela and Kalye Unligrill.

Estela Restaurant Bar & Lounge is owned by celebrity couple Gladys Reyes and Christopher Roxas. Located along Brickroad, Estela serves a variety of cuisines, from Filipino and Italian, to Spanish and French. The casual dining restaurant's interiors have an industrial vibe.

At Kalye Unligrill, customers grill their own food Pinoy-style. It takes familiar street food such as isaw, to the next level, while offering this wide food assortment at affordable prices.

Then there is Maria's, a cozy nook that offers comfort food any time of the day. Located at Il Centro, Maria's serves breakfast, lunch, and dinner.

Other food choices at the mall include The Dimsum Place, Kuya J's, and Pedro and Coi.

For details visit Sta. Lucia Mall's Facebook page. <https://www.facebook.com/staluciamall/>





Aurora "Irene" Robles
President of Sta. Lucia Supermarket



Sta. Lucia Supermarket

Sta. Lucia East Supermarket located at the Basement Level, Phase 3 of Sta. Lucia East Grand Mall, started its operation on May 18, 1996 and has been in operations for the past 22 years. To cater to the growing number of its customers, another supermarket at Phase 1 opened on August 15, 2001.

"One can find everything from meat, fresh produce, dairy and baked goods to canned and packaged goods as well as various non-food items such as personal care products, hardware items, car accessories, school and office materials, pet supplies, household products and other essential staple items. Items in the store proudly bear the PS, ICC and Sangkap Pinoy marks," said Sta. Lucia Supermarket President Aurora "Irene" Robles.

"Sta. Lucia East Supermarket accepts all major debit and credit cards and is an affiliate merchant partner of the SLE Card. Every purchase at any of the branches earns you a rewards point equivalent to Sta. Lucia gift checks. Other services include foreign exchange, package counter, gift wrapping, and paging systems. Photo services and pharmacies are added features for your shopping convenience," said Sta. Lucia East Supermarket GM Mr. Marcial Samson.

The two branches of Sta. Lucia East Supermarket are spacious and fully air-conditioned which makes shopping comfortable and convenient. Its floor plan design of gondolas and walkways were carefully studied and evaluated to provide a safe and efficient environment for its valued customers. The supermarket has a total number of twenty five (25) cashier stations and forty (40) gondolas for Phase 3 and twelve (12) cashier stations and thirty (30) gondolas for Phase 1. The warehouses of the two branches are also fully air-conditioned to maintain the freshness and quality of its products and grocery items.

As a socially committed business sector, Sta. Lucia East Supermarket takes responsibility in its role to conserve our natural resources. As a result, all recyclable materials such as paper, cartons, aluminium cans, plastic, PET bottles, busted fluorescent lamps and sacks are being collected and re-processed through different collectors for them to be used again. The company also provides support and sponsors the activities of Bantay Bata 163, Haribon Foundation and Caritas Foundation.

Visit our official Facebook account at <https://www.facebook.com/Sta.LuciaSupermarket/>



Sta. Lucia Cinema

Sta. Lucia Theatre Zone - bringing movie experience to a higher level

THEATER ZONE strengthens its stature as the movie destination in the city with ten movie houses to bring the latest state-of-the-art movie experience.

THEATER ZONE brings movie experience a step higher with the widest cinema screens, numerous comfortable reclining love seats, and Dolby Digital EX Surround System.

In bringing the movie-going public closer to the world of entertainment, Sta. Lucia East Theatre Zone holds the best standards when it comes to cinema facilities. As you enter the zone, lounge sofas will welcome you as you wait for the movies to start. Well-organized ticket booths will give you a glimpse of movies in the line-up.

You will surely get a warm welcome with the theatre's lush carpeting, individually designed lighting and special lasers to create an ethereal ambiance from the lounge area to the cinema.

Inside the theatre, neon footlights will guide you to your seats. Individual love seats will give you the comfort as you travel into the movie world. These love seats may be reclined or reconfigured to accommodate a family or group. You will also get to relax and stretch with the theatre's wide legroom and ample space.

As you settle in your nook in the theatre zone, you will marvel at the one of the largest screens in the local cinema. The Theatre Zonescreens measure 7.30 by 16.30 meters to fully immerse you in a one-of-a-kind movie experience of superior sights.



The sounds in the Theatre Zone offer a difference as well. With the Dolby Digital Surround EX system technology, you will experience dynamic and realistic sounds - from the tiniest pin drop to the loudest bomb explosions.

The movie dialogues will reverberate closer to you as new depth is being added with the directional audio that tells you where the sounds are coming from. The Theatre Zone's Dolby Digital Surround EXsystem uses 5.1 distinct channels composed of five speakers and one subwoofer, to add superiority to other cinemas that use only two analog channels.

The Cinema Snack Bar will add tastes to your movie experience. Located in the lobby, the food zone houses a wide selection of fast-food franchises and coffee shops. And to give you movie memorabilia and collectible items is the theatre's non-food zone.

Aside from movies, the Theatre Zone hosts a multitude of events and productions - sports, concerts, stage plays and musicals. And to add to this strong line-up of activities, the Theatre Zone is also a fitting venue to conferences.

Visit the Theatre Zone at the Sta. Lucia East Grand Mall and get the movie experience with the difference.

Visit our official Facebook account at <https://www.facebook.com/staluciacinema/>.



Chairman's Corner



Camp 101 Tree Planting

October 5-6, 2018

I woke up before the sun rises, had an early breakfast and by 6:30 in the morning, I am ready to plant a tree. Today is the second day of CAMP101, the pilot project of Sta. Lucia Foundation, Inc. (SLFI)

While SLFI had just been recently established, the Sta. Lucia group of companies is not new to outreach initiatives. For more than 45 years, we in Sta. Lucia have allowed many Filipinos and their families to realize a lifelong dream of owning high-quality, world-class home developments and have undertaken several programs that help improve the lives of the people in and around our development projects, as well.

Thus, Sta. Lucia Foundation, Inc. (SLFI) was born. Its goal is to institutionalize and continue the company's legacy and commitment to participate in government and non-government efforts to improve the quality of life of Filipinos, with long-term and sustainable programs focused on Community building, Health&Social Services, Environment, Education and Sports&Youth Development (CHEES).

It was enchanting to witness Sta. Lucia Land, Inc.'s officers, staff and the Sta. Lucia Lady Realtors, come together for a common purpose ---- to live up to our mission "Building Dreams" and make a difference in the lives of the students of Cabitaugan Elementary School and Brgy. Cawag, Subic, Zambales. It is my fervent hope that we have not only imparted stories, learnings and wisdom, but have empowered them to become better people and stewards of the land.

And today is the camp's highlight, a practical test, so to speak. We started our journey with a 5-kilometer drive to the DENR ENGP site. Orientation by the Community Environment and Natural Resources (CENRO), Olongapo City, followed thereafter. We were asked the question: "How many trees have you planted since 2012?" Apparently, Section 8 of Republic Act No. 10176, otherwise known as the Arbor Day Act of 2012,



states that "All able-bodied required to plant one (1) tree every year." Now that I know, I made a mental note to plant as many as 7 trees (2012 to 2018) to keep up with my duty to the land.

At about 730 in the morning, we started our hike towards the tree-planting site. What I thought would be an easy few kilometres walk, turned out to be a challenging uphill trek. While crossing a stream is refreshing, the bald mountains and the hot-scorching sun kept on reminding us why we need to plant trees.

For a city rat like myself, going up a mountain under the punishing heat of the sun is a daunting task. There were moments that I wanted to stop and let the younger staff continue and complete the challenge. But the site of the students and the volunteers joking among themselves, laughing and beaming with so much energy as they ran uphill, kept me going, physically and mentally.

I took rest once in a while and I kept going up with the 5 narra seedlings in my hands, until I reached the top and joined the rest of the younger crew planting trees. I started planting the trees and I felt an exhilarating rush of emotions. I was inexplicably happy, I kissed my tree. I once read, "He who plants a tree, plant a hope" so I pray that we have planted the seed of hope and dreams to the 75 camp participants, the volunteers and the whole community and we will all grow together as responsible and passionate Filipinos and become ambassadors of the environment, community service and leadership and contribute meaningfully in building the nation.

See you in the next camp.





United Nations (UN) Sustainable Development Goals (SDG)

During the SEC-PSE Corporate Governance Forum, the panel encouraged companies to support and adopt the UN Sustainable Development Goals which is about building on the principle of "leaving no one behind". The UN-SDG emphasizes a holistic approach to achieving sustainable development for all.



- ☒ GOAL 1: No Poverty
- ☒ GOAL 2: Zero Hunger
- ☒ GOAL 3: Good Health and Well-being
- ☒ GOAL 4: Quality Education
- ☒ GOAL 5: Gender Equality
- ☒ GOAL 6: Clean Water and Sanitation
- ☒ GOAL 7: Affordable and Clean Energy
- ☒ GOAL 8: Decent Work and Economic Growth
- ☒ GOAL 9: Industry, Innovation and Infrastructure
- ☒ GOAL 10: Reduced Inequality
- ☒ GOAL 11: Sustainable Cities and Communities
- ☒ GOAL 12: Responsible Consumption and Production
- ☒ GOAL 13: Climate Action
- ☒ GOAL 14: Life Below Water
- ☒ GOAL 15: Life on Land
- ☒ GOAL 16: Peace and Justice Strong Institutions
- ☒ GOAL 17: Partnerships to achieve the Goal and Infrastructure



Our People

SLI Christmas Party 2018

December 20, 2108



The year 2018 was a banner year and top management celebrated with its people in the annual SLI Christmas Party last December 20, 2018 Thursday at the Penthouse of the Sta. Lucia Mall.

Congratulations!

The following employees of SLI were recognized during the SLI Christmas Party 2018 for being with Company for the past 10 years and 5 years respectively. Let us all congratulate and acknowledge the following for their continued service and loyalty to the Sta. Lucia family:

5 Years Awardees



MICHELLE ROBLES-DE CASTRO



MA. TERESITA OLAGUER

10 Years Awardees



JAYSON ROBLES



LOUDETTE CONCEPCION



RIA RIVADENEIRA



KARMELA BAYOT

5 Years Awardees


JEREMIAH PAMPOLINA

NEMIA DURAN

JOSELLE MESA

KAIRA VELASCO

JOY OROGO

ARNOLD ANGELES


SLI Signages – Renaming of Head Office Rooms

SLI recently renamed the facilities in its head office at Penthouse Bldg. 3, Sta. Lucia Mall, Marcos Highway cor. Felix Ave., Cainta, Rizal. Through the initiative of our Chairman Mr. Vicente Santos & VP-HR Ms. Tes Olaguer and execution of Mr. Ace Guevarra, the 4 office rooms were named in honour of the founding family members of the Robles-Santos clan namely:

Office 1 - Felipe Room: In honour of Atty Felipe Santos where the Office of the EVP/CFO, Investor Relations, Corporate Planning, Compliance Office and Internal Audit are located.

Office 2 - Buenventura Room: In honour of Buenaventura Robles where the office of Advertising (Creative Flair), Hotel Reservation, Legal, MIS (Management Information Systems), Project Development, Purchasing and Sales are stationed.

Office 3 - Marcela Room: In honour of Marcela Santos where the Commercial Business Group, Finance, HR, Sta. Lucia Sports, Sta. Lucia Leisure and Sta. Lucia Homes are housed.

Office 4 - Dominga Room: In honour of Dominga Robles where Accounting, Collections, Controllorship, Documentation and Treasury are accounted for.

This will now make it easier for guests, customers, VIPs, investors, etc. visiting our head office to direct them to the right office.



SLI Departments

In this section, we would like to acknowledge and feature our SLI Department Heads and their team members.



Key Executive Officers



(From left to right: Vicente Santos - Chairman, Exequiel Robles - President and David Dela Cruz - EVP/CFO)



Sales



Leader: Paul Michael Robles - SVP (far right) & Team Members



Finance



Leader: Davies Santos - SVP (middle) & Team Members



Project Management & Purchasing



Leaders: Jayson Robles - VP (far right) and Vincent Santos - VP (far left) & Team Members



Liaison Department

Leader: Mardon Santos - VP (far right) & Team Members



Treasury & Administration

Leader: Kristine May Robles-Ordiz - VP (standing middle) & Team Members



TREASURY DEPT.



Commercial Business Group



Leader: Rose Santos - VP (middle) & Team Members



Advertising & Branding (Creative Flair)



Leader: Michelle Robles-De Castro - VP (middle) & Team Members



Executive Office, Controller, HR, Internal Audit, Legal and Corporate Planning & Investor Relations



(From left to right) Jingle Punzalan - Executive Secretary, Myla Lucasan - CorPlan, Jeremiah Pampolina - VP CorPlan/IR, Ma. Teresita Olaguer - VP HR, Hanani Palmon - VP Controller, Ace Cuntapay - Internal Audit and (seated) Atty Crystal Prado - Legal Head



Accounting



(Leader: Carina Flor Ubando - VP (middle) & Team Members)



Sta. Lucia Leisure

Leader: Jasyon Robles - VP (far right) & Team Members



MIS

Leader: Mardon Santos- OIC (not in pic) & Team Members



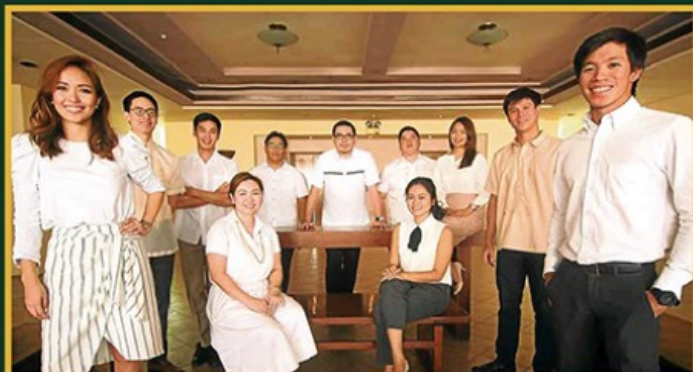
Sta. Lucia Homes

Leader: Ria Rivadeneira - AVP (far right) & Team Members

Collections & Documentation



Leader: Mardon Santos - VP (seated center) & Team Members



(Standing from left to right): Michelle Robles-De Castro, Jayson Robles, Jason Santos, Vincent Santos, Michael Robles, Mardon Santos, Rose Santos, Mickey Tan and Carlos Tan
(Seated from left to right): May Robles-Ordiz and Kaye Joseph

MAYBANK ECONOMIC FORUM

November 6, 2018

One of the largest bank in ASEAN, Maybank, invited key SLI officers to the Maybank Executive Forum entitled 2019 Economic Outlook - Seizing Opportunities and Overcoming Economic Challenges held last Nov 6, 2018 at the Makati Shangri-La.



SLI Officers with Maybank Top Management
(2nd from left Mannix Bosano - Maybank Head of Global Banking, 3rd from left Maybank President & CEO Choong Wai Hong and last person from the right Jennifer Capistrano - Maybank RM)

Infrastructure Bank of the Philippines (DBP) lunch with SLI Officers

November 14, 2018



(Seated From Left to Right: DBP SVP Lilia Baun, SLI President Exequiel Robles, DBP EVP Anthony Robles, SLI EVP/CFO David Dela Cruz)
(Standing From Left to Right: SLI SVP Mr. Michael Robles, SLI VP Jeremiah Pampolina, DBP SAVP Racquel Atienza, SLI VP Rose Santos, SLI VP Hanani Palmon and DBP Manager PJ Dizon)

Last November 14, 2018, SLI Senior Officers had lunch with DBP Top Management at Makati to discuss the latest developments and projects of the Company. DBP mentioned that Sta. Lucia is one of the most established brands in the country and was glad that DBP can be a part of the countryside development of the Robles-Santos family as the mandate of DBP to be the infrastructure bank of the Philippines. Last March 21, 2018 together with other banks, DBP lent SLI P 2 Billion for a 7-year corporate note to fund the Company's expansion plans.





Budgeting 102

By. Mark Davies Santos - VP Finance

Our previous article was all about establishing your financial position. This time, let's focus on managing your income and expenses to help you become more financially stable.



1. SET A TARGET. What are you saving for? Whether it's for an emergency fund, retirement or the latest smartphone, it's important to have a target that is time-bound. Having a direction for your savings will help you stay focused.

2. ALLOT and SAVE. I suggest setting up 3 bank accounts to automatically delineate your funds:

- ✓ A Deposit Account - for all your income
- ✓ An ATM/Checking Account - for your day-to-day expenses
- ✓ A Savings Account - Think of this as your modern-day piggy bank. Each payday, you will make it a habit to automatically roll-over an amount in this account. The bank can help do this for you. After some time, you'll be surprised at how much you've saved.

3. INVEST. Now that you've put away some savings, it's wise to invest in something that can make it grow -- especially with the bonus season in

tow. Write down your financial goals and when you'd like to achieve them. Research on varied investment tools, which can come in different forms -- from small businesses, government bonds, the stock market, or mutual funds. Put in the time to research and speak to reputable investment firms and financial advisors on how you can make your money grow and work harder for you.

4. MANAGE YOUR COSTS. The key here is to spend within your means. Focus on the NEED not the WANT. You may WANT that new pair of shoes, but honestly ask yourself, do you really NEED another pair? The moment you control your spending, it will be easier for you to increase your savings.

5. MONITOR YOUR PROGRESS. Regularly track your savings and spending by doing a monthly accounting. Check if you are able to stick to your targets and see if there is anything to adjust or fine-tune.

I hope these points help in keeping your financial position in very good condition. Knowing that you have savings can give you stability and peace of mind. Happy Holidays!

Tips

5 TRICKS THAT WILL MAKE YOUR SPACE LOOK BIGGER

#stalucialandinc #buildingdreams

1 KEEP YOUR AREA CLUTTER FREE



#stalucialandinc #buildingdreams

2 PUT UP BRIGHT LIGHTS



#stalucialandinc #buildingdreams

3 USE NEUTRAL COLORS TO BRIGHTEN THE SPACE



#stalucialandinc #buildingdreams

4 INSTALL MIRRORS



#stalucialandinc #buildingdreams

5 BUY SPACE SAVING, MULTI FUNCTIONAL FURNITURE



#stalucialandinc #buildingdreams

Happy Feast Day of Saint Lucia – December 13

Did you know that Saint Lucia of which our company name Sta. Lucia is based on is celebrating her feast day on December 13, 2018?

Saint Lucia's Day, also called the Feast of Saint Lucia, is a Christian feast day celebrated on 13 December in Advent, commemorating Saint Lucia, a 3rd-century martyr under the Diocletianic Persecution, who according to legend brought "food and aid to Christians hiding in the catacombs" using a candle-lit wreath to "light her way and leave her hands free to carry as much food as possible". Saint Lucia whose name means 'light', is the patron saint of the blind. She was born in 283 AD in Syracuse, Sicily, and was killed there in 303 AD during Roman persecution under the Emperor Diocletian.



Ensuring a Strong Foothold

By: Amy R. Remo for PDI November 03, 2018

How does a brand remain relevant to its market? With the influx of new players wanting to be part of the Philippine economic growth story, what can veteran brands do to cement their position in the market? How do you ensure your brand is built to last? For a long time property developer like Sta. Lucia, innovation and an astute knowledge of the market's changing preferences allowed it to remain relevant and to thrive for more than four decades as a group, and 10 years as a publicly listed company through Sta. Lucia Land Inc. Over that span of time, it has built over 250 pioneering, innovative projects spanning across 10,400 hectares in 15 provinces, in 10 regions. These landmark developments were built, having aptly anticipated the changing needs of its residents and locators.

Transforming Land

It comes as no surprise that Sta. Lucia Land remains top-of-mind for many Filipinos living both here and abroad. Overseas Filipino workers (OFWs) in fact comprise the bulk of Sta. Lucia's buyers, proving that the brand continues to have a strong recall despite the entry of new players in a highly cutthroat real estate industry in the Philippines. How did Sta. Lucia achieve such a strong recall? Officials point again to innovation. Sta. Lucia Land was able to transform idle lands into thriving premium residential and commercial communities, while helping improve the lives of many Filipinos across generations, and spurring progress in the areas where it is present. Among Sta. Lucia's most renowned innovations include world class golf courses such as the Orchard Golf and Country Club, the site of several prestigious international golfing events, including the Johnnie Walker Golf Classic in 1995; the Sta. Lucia East Grand Mall, the first and most comprehensive commercial mall in the eastern side of the metro; resort-themed communities; lake developments; hotels; and residential condominium and condotel projects, among others.

Sta. Lucia has pioneered lake developments in the country.

New Ventures

And by the end of this year, Sta. Lucia will be marking its initial foray in office space development with the expected completion of the six-storey Sta. Lucia Business Center. The said business center, which will offer over 10,000 sqm of leasable office space, formed part of the



development. The Sta. Lucia Business Center, which will be connected to the ongoing LRT-2 extension project, is located along Marcos Highway. The first two floors would be dedicated for retail shops while the third to sixth floor will be leased out as offices. This center is envisioned to jumpstart the development of Cainta as a business hub eventually. An added bonus is the fact that most of Sta. Lucia's developments both in the metro and in the provinces complement the government's thrust for decentralization and its ambitious "Build, Build, Build" infrastructure initiative which is expected to further unlock land values in the various project areas.

Strong Financials

Of course, there's no better proof that Sta. Lucia continues to be just as relevant today as it was 45 years ago than its stellar financial performance. Last year, Sta. Lucia chalked up a record high P29.8 billion in total assets; P3.689 billion in gross revenues; P817 million in net income. Over the past five years, Sta. Lucia also posted over 20 percent in compounded annual growth rate (CAGR) in gross sales and net income. And there is no doubt that Sta. Lucia remains well poised to sustain such a growth and retain a healthy position in the Philippine real estate market.

What's important to note is that through all the different developments it has built over the decades, Sta. Lucia has shown exactly what it takes to cement its position in a highly competitive industry and still remain relevant as a brand, even across generations.





Sta. Lucia Sports



Sta. Lucia Land Inc. was one of the major sponsors of the Chairman's Cup last September 22, 2018 at the Palmer Course of the Orchard Golf & Country Club Cavite in honour of SLI Chairman Mr. Vicente R. Santos.



Testimonials

I am more happy to have acquired a property from a trusted developer like Sta.Lucia, as this gives my family the assurance that what we have in our hands are investments well worth our hard earned money.

Jennifer Lamug, Client from London



STA.LUCIA LAND INC. LEGACY



*to our Sta. Lucia Family!
More blessings to you and
your family.*



Opening Soon!



New Project!

