



BUILD TO LAST, A CONTINUING LEGACY

Over
40 Years

Finest Quality & Affordable Real Estate for every Filipino...
Luzon, Visayas, Mindanao.

Congratulations again!



Sta. Lucia Land named among the best companies in Southeast Asia

United Kingdom 2019 - APAC Insider Magazine has announced winners of the South East Asia Business Awards 2019. Listed property developer Sta. Lucia Land Inc. (SLI) was named among the best companies in the region at the 2019 Southeast Asia Business Awards presented by United Kingdom-based APAC Insider Magazine.

SLI was awarded Best Real Estate Development Firm in the Philippines, a recognition of its position as a leading developer of residential communities in the country.

"This is another validation of the hard work and commitment of SLI in providing quality residential communities nationwide. This is dedicated to our people, shareholders, partners, and customers who have continued to be loyal to the Sta. Lucia brand in providing projects that will be a legacy for future generations. We are just beginning in our continuous expansion plans for the organization." stated Mr. Exequiel D. Robles, President of SLI.

SLI is part of the Sta. Lucia Group with over 45 years track record of real estate development. The Sta. Lucia Group has completed over 250 projects and developed over 10,000 hectares of land across 72 cities and municipalities in 11 regions and 18 provinces across the Philippines. SLI's portfolio consists of developments that include residential, commercial, leisure and retail assets.

Speaking following the completion of the programme, Jazmin Collins, Awards Co-ordinator, commented on the success of their deserving winners: "It is with great pride that I showcase the exceptional companies from across Southeast Asia. Congratulations to all my winners, best of luck for the future."

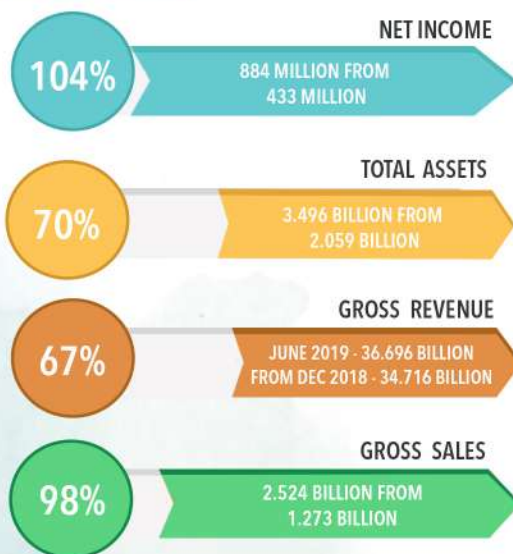
To find out more about these prestigious awards, please visit: <https://www.apac-insider.com/2019-sta-lucia-land-inc.>

About APAC Insider

Published quarterly, APAC Insider endeavours to bring you the latest need-to-know business content and updates from across the Asia Pacific Region Keeping pace with a vast array of ever-changing.

SLI 1H 2019 Net Income Up by 104%

AUGUST 15, 2019



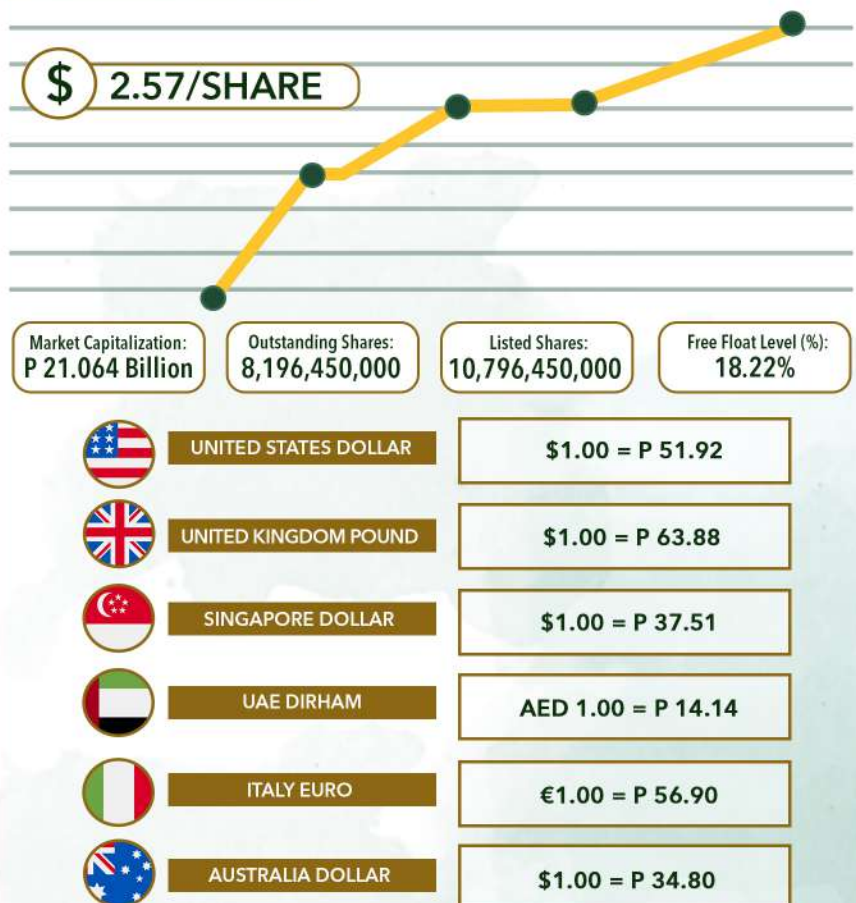
Sta Lucia Land Inc. (SLI) posted a net income of P 884 Million for the first half of the year, 104% higher than its year-ago level of P 433 Million. Gross Revenues grew to P3.496 Billion which increased 70% from P 2.059 Billion same period last year. Total assets grew to P 36.696 Billion as of June 2019 from P34.716 Billion as of December 2018 which is a 6% increase.

Gross Sales from Real Estate Revenues continues to be the main driver of growth of SLI with a 98% growth of P2.524 Billion compared to same period last year of P1.273 Billion.

To sustain this growth momentum, the Company has over 90 ongoing projects as of June 30, 2019 all over the nation located in Quezon City, Marikina City, Cavite, Laguna, Rizal, Batangas, Bulacan, Dagupan City, Pangasinan, Tarlac, Nueva Ecija, Palawan, Iloilo, Silay City and Davao.

SLI Financial Snapshot

AS OF SEPTEMBER 30, 2019





The President's Report

PRESIDENT'S REPORT - Results of Annual Stockholders Meeting

JULY 01, 2019



SLI recently held its Annual Stockholder's Meeting last June 28, 2019 at Sta. Lucia - IL Centro Mall lobby. The following were the results of the meeting:

1. List of Elected Directors for the fiscal year 2018-2019

- Exequiel D. Robles
- Vicente R. Santos
- Mariza Santos-Tan
- Antonio D. Robles
- Orestes R. Santos
- Aurora D. Robles
- Simeon S. Cua

2. Election of Osmundo C. De Guzman, Jr. and Jose Ferdinand R. Guiang as independent directors of the Corporation for the year 2018-2019 pursuant to Rule 38 of the Securities Regulation Code.

3. List of Officers for the fiscal year 2018-2019

- Chairman: Vicente R. Santos
- President: Exequiel D. Robles
- Executive Vice President/CFO/CRO: David M. Dela Cruz
- Treasurer: Mariza Santos-Tan
- Assistant Treasurer: Aurora D. Robles
- Corporate Secretary: Patricia A. O. Bunye
- Assistant Corporate Secretary: Crystal I. Prado
- Assistant Corporate Secretary: Pancho G. Umali
- Internal Auditor/Data Privacy Officer: Ace Franziz D. Cuntapay
- Chief Compliance Officer: Jeremiah T. Pampolina

4. Appointment of Sycip Gorres & Velayo (SGV & Co.) as the Corporation's external auditor for the fiscal year 2019-2020.

5. Approval and ratification of all acts and resolutions of the Board of Directors and Management for the period from 21 June 2018 to 28 June 2019.

EDITORIAL TEAM:

Editorial Advisors:
Mr. Exequiel Robles & Mr. Vicente Santos

Editor-in-Chief:
Ms. Michelle Robles-De Castro

Managing Editor:
Mr. Jeremiah Pampolina

Special Features Director:
Ms. Ma. Rosario Santos

Layout Artist:
Ms. Thea Clarice Miranda

Coordinator:
Ms. Evangeline Godoy

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SLI's main man continues to deliver on his promise

DIN M. VILLAFUERTE FROM PDI | JULY 08, 2019



With Robles at the helm, SLI continues to create quality, affordable homes that are built to last. It has been providing Filipinos with homes that, aside from offering the best value for money, also uphold family values and raise the standards and quality of living. With over four decades in the real estate industry, Sta. Lucia Land has always made it its mission to bring forward quality residential developments which are built to last.

From lakeside developments and residential towers to golf and country clubs and masterplanned townships, long-standing Sta. Lucia Land continues to innovate through the years, especially to suit the changing needs and demands of every Filipino looking for a property to invest in. The company has even furthered its efforts to serve Filipinos working abroad by establishing offices outside the country.

It has offices in London, Singapore and Dubai. It also has accredited real estate brokers and sales personnel based in Ireland, Italy, France and Spain. And at the helm of one of the country's biggest and most trusted real estate developers is Sta. Lucia Land president Exequiel Robles whose strong leadership has helped the company stand strong through the challenges that came their way.

Robles was thrust into the business at the young age of 15, when he helped in the family business then called Buen-Mar Realty, a small scale property developer founded by Robles' father Buenaventura Robles and aunt Marcela Robles-Santos. "I was around 15 years old when I started helping and assisting in the family business," Robles shared. "Being the eldest among the brood I was somehow tasked to study and understand the ropes of the real estate industry. My first task was to take charge and assist in the filling of papers in the register of deeds," he recalled.

When his father passed away four years later, followed by his aunt, the young Robles was left with no choice but to help run the business. Robles was the recipient of the Prix D'Excellence Award-Property Man of the Year and the Diplome in Real Estate. "I was only 19 years old when my father passed away and being the eldest in the brood of eight, I felt that I had the responsibility to take over the business if only to ensure the future of my siblings and keep my father's vision and dream alive," Robles shared. "It was not something that was forced upon me. I just felt the need and the desire to do it and carry on with the task," he added.

Serving as a testament to Robles' significant contributions to the local property industry are two awards accorded him by the recently concluded 2019 Property and Real Estate Excellence Awards. The Sta. Lucia Land president was the recipient of the Prix D'Excellence Award-Property Man of the Year and the Diplome in Real Estate. The distinctions were conferred by the Philippine chapter of the International Real Estate Federation or Fiaeci-Philippines. "Indeed, these awards are a fitting tribute to all the hard work, expertise and innovations we have put in for more than four decades now," Robles said as he expressed his gratitude to Fiaeci-Philippines for the recognition. "These will surely inspire us to create, for our aspiring homebuyers, more quality, affordable homes that are built to last," he added. According to Robles, the homes and communities that Sta. Lucia Land has created do not only provide shelter, but more importantly, these help uplift the quality of life of the Filipinos who have chosen to call a Sta. Lucia Land development their home.

By continuing his father's and aunt's legacy, Robles—and the entire Sta. Lucia Land team—is enabling more and more Filipinos to create and leave their own legacy for their families as well.

Source: <https://business.inquirer.net/272183/slis-main-man-continues-to-deliver-on-his-promise>

Sta. Lucia sets P8.4-B follow-on offering

AUGUST 30, 2019



Riding on the buoyant local property market, Sta. Lucia Land Inc. (SLI) is planning to raise as much as P8.4 billion from a follow-on or re-initial public offering (re-IPO) of shares this November. The 45-year-old property developer has filed with the Securities and Exchange Commission (SEC) a prospectus for the offering of up to 2.7 billion primary shares plus an extra allotment of up to 300 million shares in case of excess demand.

The shares will be offered for at least P2.26 to as much as P2.80 per share and listed on the main board of the Philippine Stock Exchange (PSE), based on the prospectus dated Aug. 22.

The fresh capital will be used to fund capital expenditures for ongoing projects, strategic land banking and other general corporate purposes. SLI will not use any of it to repay debt.

China Bank Capital was mandated to underwrite the offering, which will comprise 26.79 percent of SLI's shares after the re-IPO. The plan is to hold the offering from Nov. 18 to 29 and list the new shares on Dec. 9—all subject to the approval of the SEC and the PSE. SLI, which is led by businessman Exequiel Robles, became a public company through the backdoor listing route in 2007. It is currently valued by the stock market at P20 billion. —DORIS DUMLAO-ABADILLA

Source: <https://business.inquirer.net/277838/sta-lucia-sets-p8-4-b-follow-on-offering>



Chairman's Corner

SLI Milestones 2019

PSE revamps sectoral indices to admit Sta. Lucia, Phinma Energy and DM Wenceslao

KRIZ JOHN ROSALES FROM BUSINESS WORLD | AUGUST 9, 2019

THE Philippine Stock Exchange revamped its sectoral indices, admitting three new companies and removing one, while leaving the benchmark 30-member PSE index (PSEi) intact. The bourse said in a statement Friday it has updated the list of index members following its regular index composition review that covered the July 2018 to June 2019 period. Phinma Energy Corp. will now be added to the industrial index. Sta. Lucia Land, Inc. and D.M. Wenceslao and Associates, Inc. will join the property index, from which Philippine Realty Holdings Corp. will exit.

"Our periodic review of the PSEi ensures that the index members continue to be the top companies among those that meet the Exchange's standards on free float level, liquidity and market capitalization," PSE President and Chief Executive Officer Ramon S. Monzon said in the statement. "This exercise gives us the most suitable representatives of the Philippine stock market's main barometer," he added.

The changes in the indices will take effect Aug. 19. The composition of the financials, holding firms, services and mining and oil indices will remain unchanged. The sectoral indices are made up of companies that meet the PSE's float requirement of 15% and are among the top 50% in median daily trades per month during the review period. Nine firms make up the financials index, 25 the industrial index, 14 the holding firms index, 19 the property index, 23 the services index and seven the mining and oil index. – Denise A. Valdez

Source: <https://www.bworldonline.com/pse-revamps-sectoral-indices-to-admit-phinma-energy-dm-wenceslao-sta-lucia/>

5 Best Performing Stocks This Year That Gained Up to 155% in 8 months and How to Profit from Them by Esquire Magazine

HENRY ONG FROM ESQUIRE MAGAZINE | AUGUST 13, 2019



Despite the low returns of the market, there are stocks that still managed to outperform the PSE Index.

It has been a volatile ride so far for the Philippine stock market. Only a few weeks ago, the PSE Index broke out of its long-term resistance at 8,150, which sent the market to reach a 52-week high at 8,419. Just as everyone thought that the bulls were finally back, the PSE Index started to correct sharply, falling as much as 650 points to a low of 7,720 in less than a month. Although the PSE Index has recovered about one third of the losses, there seems to be strong pressure for the market to fall further. Persistent fears of intensifying trade wars between the US and China continue to hound the market amidst falling interest and inflation rates in the local scene.

For the first eight months of the year, the PSE Index has hardly advanced with only 5.2 percent gain so far. Despite the low returns of the market, there are stocks that still managed to outperform the PSE Index. In fact, about 25 percent of all listed companies made double-digit returns of at least 10 percent. What are the best performing stocks so far? How promising are these companies in terms of growth? Are they still worth buying at this point? Sta Lucia Land (PSE:SLI) is the leading developer of residential communities in the country with over 10,000 hectares of completed land development in the last 45 years.

SLI's revenues, which mainly comes from the sale of real estate properties have grown more than five times in 10 years, from P603 million in 2008 to P3.7 billion in 2017, with an average growth rate of 20 percent per year. This growth translated to a 39-percent annual growth in net income from P31 million in 2008 to P817 million in 2017. Last year, SLI reported that its net income grew by 30 percent to P1.1 billion from P817 million in 2017 on the strength of a 15-percent growth in real estate sales. Net earnings continued to grow this year. For the first three months of the year, SLI disclosed that its net income increased by 27 percent to P338 million from P265 million in the same period last year as total sales jumped by 32 percent to P1.1 billion.

Despite the stock's spectacular rise this year, SLI remains to be one of the cheapest property stocks in the market, with Price-to-Earnings (P/E) ratio of only 14 times, which is 18 percent below market average. It is also trading at a deep 45-percent discount to its net asset value per share of P3.90. The Philippine Stock Exchange has recently revamped its property index by adding SLI into the list. This recognition by PSE on SLI having met the exchange's standards on free float, liquidity and market capitalization should support the stock's further appreciation in the medium term.

Source: <https://www.esquiremag.ph/money/capital/best-performing-stocks-philippines-so-far-2019-a2334-20190813-lfrm>

Our People



HR Announcement | Welcome!

January 2019



Alcantara, Mary Kathleen J.
Co-Head/Asset Management
Date Hired: January 2, 2019



Ekong, Pryzm Mina L.
Marketing Staff/Advertising
Date Hired: January 4, 2019



Calubaquib, Alberto T.
Internal Auditor/Office of the EVP
Date Hired: January 7, 2019



Del Rosario, Milzen Rose F.
Accounting Staff/Accounting
Date Hired: January 14, 2019



Duran, Claudette Anne D.
Documentation Assistant/Asset
Management - Iloilo
Date Hired: January 16, 2019



Jaranilla, Mary Clarens M.
Administrative Assistant/
Accounting - Palawan
Date Hired: January 16, 2019

February 2019



Agbayani, Kleyr Pearl R.
Accounting Staff/
Accounting - Davao
Date Hired: February 1, 2019



Pamat, Anna Mae Diana
Internal Auditor Associate/Internal
Audit - Davao
Date Hired: February 1, 2019



Manahan, Thea Klareen R.
Co-Head/Asset Management
Date Hired: February 7, 2019



Bacea, Ma. Mercedes M.
Sales Assistant/Sales and Marketing-
Davao
Date Hired: February 1, 2019



Ceballos Jr., Dominador P.
Project Checker/Project
Development - Davao
Date Hired: February 1, 2019



Singca, Alyssa
Account Associate/
Sta. Lucia Leisure Corp.
Date Hired: February 18, 2019



Bacarro, John Chris G.
Project Engineer/
Project Development - Davao
Date Hired: February 1, 2019



Pinero, Joseph M.
Project Checker/
Project Development - Davao
Date Hired: February 1, 2019



Muanag, Christine D.
Collection Asstt/Asset Management
Date Hired: February 21, 2019



Balingit, Christian Rey M.
Project Engineer/
Project Development - Davao
Date Hired: February 1, 2019



Navarez, Justine Wendell S.
Project Engineer/
Project Development - Davao
Date Hired: February 1, 2019

March 2019



Uy, Patricia Louise D.
Collection Assistant/Asset Management - Palawan
Date Hired: March 18, 2019

May 2019



Solina, Junrey P.
Project Checker/
Project Development - Davao
Date: May 2, 2019



Lotec, Anikka R.
Sales Assistant/Sales & Marketing
Date Hired: May 3, 2019



Gendoma, Miko G.
Treasury Assistant/Treasury
Date Hired: May 15, 2019

July 2019



Tan, Danielle Franchesca T.
Accounting Staff/Accounting
Date Hired: July 1, 2019



De Leon, Michelle G.
Collection Assistant/
Asset Management - Cavite
Date Hired: July 8, 2019



Paderna, Lester Pol S.
Liaison Officer/
Asset Management - Bacolod
Date Hired: July 16, 2019



Gamboa, Hayden Shire V.
Motorized Messenger/
Treasury & Admin
Date Hired: July 5, 2019



Domingo, Kevin Paul A.
Collection Assistant/
Asset Management
Date Hired: July 9, 2019

August 2019



Sansolis, Stella Marie P.
Accounting Staff/Accounting
Date Hired: August 14, 2019



Taboada, John Paul L.
Project Engineer/
Project Development - Davao
Date Hired: August 27, 2019



Santos, Rowell L.
Liaison Officer/
Asset Management - Ortigas
Date Hired: August 27, 2019



Lucas, Raquel C.
Commission Processing Asst./
Internal Audit - Ortigas
Date Hired: August 27, 2019

Let us welcome them to our team and give them full support!



Sta. Lucia Projects Nationwide

Luzon Projects

BAGUIO

1. Pinewoods (Baguio)
2. Sotogrande Tower 1 & 2 (Baguio)

PANGASINAN

1. Woodside Garden Village (Urdaneta)
2. Almeria Verde (Dagupan)

TARLAC

1. Greenmeadows (Paniqui)
2. El Pueblo Verde (Gerona)

ZAMBALES

1. Alta Vista de Subic (Wawa, Subic)

QUEZON CITY

1. Soto Grande Katipunan
2. Soto Grande Neopolitan
3. The Tribute
4. La Breza Tower
5. Sta. Barbara Royale Ph. 1A
6. Neopolitan Condominium
7. Metropoli Residencia
8. Neopolitan Business Park
9. Acropolis Loyola
10. Sierra Vista Ph. 2A

NEUEA ECIJA

1. Lakewood City (Cabanatuan)
2. Greenwoods North (Gapan)

BULACAN

1. Colinas Verdes Ph. 3.3A&3B (San Jose del Monte)
2. Colinas Verdes Estate Lots

PASIG CITY

1. Greenwoods Executive (Mercedes)
2. Orchard Towers

PAMPANGA

1. Beverly Place Ph. 9H

METRO MANILA

1. Palm Coast Marina Bayside (Panaque)

PALAWAN

1. Green Peak Heights
2. Marbella
3. Catalina Lake Residences
4. Crown Residence at Harbor Springs Resort
5. Nottingham Villas
6. Soto Grande

CAVITE

1. Costa Verde (Rosario)
2. Metropolis Greens (General Trias)
3. South Fields Exe. Vill. (Imus)
4. Eagle Ridge Golf and Residential Estates (General Trias)
5. Royal Tagaytay (Alfonso)
6. Greenmeadows at The Orchard (Dasmariñas)
7. Orchard Residential Estates Ph. 1A2 (Dasmariñas)
8. Rockville Residences
9. Soto Grande Ph. 2 & 3 (Tagaytay)
10. Sugarland Estates (Trece Martires)
11. Villa Chiara (Tagaytay)
12. Luxurri Residences (Alfonso)
13. Pueblo Del Sol Ph. 2 (Tagaytay)
14. Mesilo Residences: Nueva Vida (Dasmariñas)
15. Aqua Mira Resort and Residences (Tanza)
16. Pueblo Del Sol Ph. 1

LAGUNA

1. South Spring Expansion (Biñan)
2. Caliraya Springs (Lagos, Calamba)
3. Golden Meadows 2C, 2D, 2E and 2D1 (Binan)
4. La Huerta (Calamba)
5. Lakewood Executive (Los Banos)

RIZAL

1. Palo Alto Ph. 1 & 2 (Baras)
2. Monte Verde (Taytay)
3. Rizal Technopark (Taytay)
4. Blue Mountains Ph. 2 (Antipolo)
5. East-Bel Air 1, 3 & 4 (Cainta)
6. Stradella (Formerly East Bel-Air 2)
7. Green Peak Heights Ph. 1, 2 and 3 (Baras)
8. Green Ridge Ph. 4-A (Binangonan)
9. Hamptons Residences
10. Metropolis East (Binangonan)
11. Monte Verde Royale (Expansion)
12. Summer Hills Ph. 4, Ph. 4A & 4B (Antipolo)
13. Santorini (Cainta)
14. Vermont Park (Antipolo)
15. Greenland Newtown (San Mateo)
16. Glenrose Ph. 2B (Taytay)
17. Nottingham Villas (Taytay)
18. Monte Carlo (Cainta)
19. Greenwoods Executive (Taytay)
20. Greenland (Antipolo)
21. Cainta Greenland (Cainta)

BATANGAS

1. Catalina Lake Residences
2. Costa Verde (Alangilan)
3. Greenmeadows
4. Greenwoods South Ph. 4A and 6 (Sampaga & Pollocan)
5. Nasacosta Peaks (Nasugbu)
6. Ponte Verde (Sto. Tomas)
7. South Coast
8. Summit Point (Lipa City)
9. St. Charbel (Dasmariñas)
10. Yanarra Seaside Residences
11. Splendido Taal Tower 1 & 2 (Laurel)
12. Bauan Grand Villas (Bauan)
13. Cambridge Place Ph. 1A
14. Nasacosta Cove

Visayas Projects

ILOILO

1. Green Meadows Ph. 1A & Ph. 2 (Pavia and Jaro)
2. Soto Grande (Pavia and Jaro)
3. Costa del Sol (Arevalo District)
4. Aldea Residences
5. Blue Ridge
6. Hacienda Verde
7. Metropolis (Bo, Tagbac, Jaro)
8. Nottingham Villas
9. Valencia Townhomes
10. Woodridge

CEBU

1. Nivel Hills
2. Valle Verde
3. La Mirada Tower (Mactan)
4. Vista Mar Residential Estates
5. Alta Vista (Pardo)
6. Glenrose Park (Carcar)
7. Nivel Hills
8. Arterra (Mactan)

NEGROS OCCIDENTAL

1. Manville Royale (Bacolod)
2. La Alegria Residential Estates (Silay City)

Mindanao Projects

DAVAO

1. South Pacific (Catalunan, Pequeno)
2. Altea at Ciudades (Davao City)
3. Centropolis (Sun City)
4. Evergreen (Panabo)
 - Alceza
 - Costamesa
 - Monterey
 - Montebello
 - Sunnyvale

5. Las Colinas (Eden)
6. Los Rayos (Tagum)
7. Marbella
8. Monte Verde Ph. 1 and 2 (Digos)
9. Ponte Verde (Panacan)
10. Seville
11. Sollier
12. Soto Grande (Davao City)
13. Valle Verde
14. South Grove (Quimpo Blvd.)
15. Davao Riverfront



Fun things to do during Rainy Season

Get your umbrellas ready as the rainy season has officially started. Though it may seem like it's all grey and dull, the wet weather can be an opportunity to have fun and enjoy your time. Here are some interesting activities for you to escape that much undesired boring moments.



Shop your time away without the hassle of going as Santorini is literally just a doorstep away from the mall.



Enjoy the indoor while reading your favorite book the very comfortable living room designs and others lush furnishing East Bel-Air.



Staying inside has never been more exciting with different indoor sports and recreation activities at Aqua Mira Hotels and Resorts.



Have a nice warm cup of coffee with the fresh breeze of the Tagaytay Mountains within the comforts of your room at Splendido Hotel.

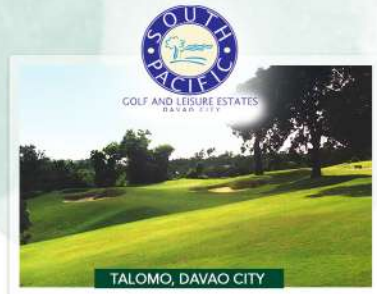


Be one with nature and engage your series at your own personal and secluded retreat at Club Morocco.



Witness the beauty of nature beyond the gray clouds with a view of the majestic Cebu Sea at the Arterra Hotel.

Sta. Lucia Golf Nationwide Projects



Joselito Ortiz, Client from Dubai



Customer Testimonials - Ode to Our Clients

Joselito Ortiz has been working abroad for over 18 years. But he is hoping to retire within the next 3 years and come back to the Philippines to start a small business. Mr. Ortiz who has been in Saudi Arabia since 2001, is one of the many Overseas Filipino Workers who know very well that working abroad is sometimes isn't permanent and as such one must be able to invest wisely in assets whose value appreciates over time.

"The Sta. Lucia property was our first home investment. I already had an idea about Sta. Lucia long time back. In fact, there is a subdivision developed by Sta. Lucia which is the Royale Estate very close to where I lived in Las Pinas City along Naga Road. We have family and friends residing in Royale Estate what we visit sometime." Mr Ortiz shared.

"The surroundings are good as there were lots of trees. The amenities are very nice and well maintained. The security is good as well. And it so happened that I met a very persistent sales agent of Sta. Lucia in Dubai who gave me an offer I couldn't refuse." he said.

"Its always a balance of what I like and what I can afford. And Sta. Lucia gave us just that - a safe location, good environment and reasonable price. Right now, I am very happy about the home I bought from Sta. Lucia. With the ongoing developments happening in San Jose Del Monte Bulacan, I can only look forward to retiring in the Philippines."

Laying the groundwork for an eastern biz hub

THERESA S. SAMANIEGO FROM PDI | JULY 20, 2019

Its landmark developments have not only helped improve lives, but have also enhanced the way businesses are done.

Having established its foothold in the eastern part of the metro way before everyone else, esteemed property developer Sta. Lucia Land Inc. has long served and satisfied the needs and whims of its discerning clientele and investors. For more than four decades now, it has helped many hardworking individuals to achieve their dream of owning a home through the company's innovative residential developments. It thus comes as no surprise that Sta. Lucia Land has long established a strong foothold and is now regarded as one of the prime movers in the Philippine real estate sector.

"If our only goal is to build a home, then I must say mission accomplished. But we know it doesn't end there. Over the past decades, we have managed to create and deliver various project models, all of which are meant to satisfy the needs of the market that time. In recent years, however, we have seen the rising popularity of mixed use developments and the high demand for quality office space and thus, we are making sure that we have a healthy inventory of such developments in our portfolio," he added.

Indeed, the timing couldn't have been better for Sta. Lucia Land as it takes an aggressive, ambitious stab at creating what could be the first central business district in the eastern side of the metro. As the area continues to experience an increasingly brisk economic activity, it only seems right for Sta. Lucia Land to be more bullish in providing investors and locators the perfect venue to set up shop and do their trade.

Soon enough, fresh spaces will be made available within the sprawling Sta. Lucia shopping complex as the company takes its initial foray into the office property market. "With the demand for office space now also felt in this side of the metro, Sta. Lucia Land believes that now more than ever is the best time for the company to go into this market segment. Given Sta. Lucia shopping complex's strategic location, we believe that what we have on hand is truly a premium investment, one that could help further stir economic activity in the area," Robles shared.

Upon completion, the six-storey Sta. Lucia Business Center will offer over 10,000 sqm of leasable office space which can cater to various industries including business process outsourcing firms (BPOs). It is envisioned to help jumpstart the development of Cainta as a business hub. 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 floors will be leased out as offices.

"With the completion of the business center, investors can now consider the eastern part of the metro as an ideal home for their business. By expanding our portfolio, bringing our expertise in creating homes, to building offices, we not only hope to tap and cater a new market segment but also help stir economic activity in the area," Robles concluded.



Source: <https://business.inquirer.net/275038/laying-the-groundwork-for-an-eastern-biz-hub>



Sta. Lucia Sports

Breakthrough after breakthrough, Pasig keeps thriving under Sta. Lucia banner

JONAS EGAN REYES FROM FOX SPORTS | AUG 4, 2019



Buddy Encarnado couldn't help but stay still and stare as fans spilled over the floor of the Pasig Sports Center. Who can blame the amiable team manager and basketball lifer? His vision for Pasig's MPBL ballclub is slowly coming to life, and at a much early phase in the tournament.

The city of Pasig hosted the MPBL Lakan Season for the fifth time inside the Pasig Sports Center Friday night, with the Sta. Lucia-backed Realtors testing the mettle of expansion squad SOCCSKSARGEN Marlins. Behind the exploits of Pasig's "Big Three" of Jeric Teng, Josan Nimes, and Robbie Manalang, the Realtors outclassed the Marlins, 89-77, to clinch their fourth consecutive victory and fifth overall in the tournament.

Not bad for a team that won just four games last season. During the 2018-19 Datu Cup, the squad, then known as the Pasig Pirates, lost their first six matches and eventually ended the season with a 4-21 win-loss card. Encarnado, best remembered for his tenure with the Sta. Lucia Realty basketball team in the PBA, was given just two weeks prior to the opening of the 2019-20 season to reorganize a Pasig squad for the MPBL. With the Realtors' current progress, most league observers believe that Encarnado still has that "magic touch".

"It means so much to me. It proves na yung style ko, hindi pa passe. I've been in basketball for the past 36 years. I rely on my instinct and my eye on talent," said Encarnado, who was once again tasked by Sta. Lucia chief Exie Robles to manage the real estate giant's basketball team. "This is beyond my expectation. Ang nasa ulo ko noon, decent fight. Ayoko lang na matambakan kami. But I think I did the right fine-tuning. Look at what they have been doing. They outdid themselves for a bunch of non-entities. Mga walang pangalan, except for Jeric Teng probably," he added.

Joining Teng, Nimes and Manalang in the Realtors' current roster is an interesting mix of talents coming from different backgrounds - and age groups. Collegiate standouts Argel Mendoza (EAC), Wilson Bartolome (UE), Jonathan Ballon (Adamson), Jeric Serrano (LPU), Jesper Bautista (Mapua) and Eddor Marata (LPU) signed up with the Bong Dela Cruz-mentored Realtors in the offseason. PBA veterans Nic Belasco and Francis "Kiko" Adriano also made their return to competitive hoops through the Realtors. Also given roster spots were Pasig Catholic College (PCC) products Richard Velchez, Marc Tamayo, Lander Canon, Al Darwin Chavenia and Tristan Medina.

"Ang nakuha kong players, wala akong malaking tao. But in basketball, it's not how big you are. But how big you play. That's what I keep telling my player. Don't look at yourselves as leftovers. I got you simply because I believe in you and look at what they have been doing," beamed Encarnado. "I have no stars and I kept telling them, 'You can be the stars that we all look for. It's just a question of you playing your best and we give you the support.' But everything will be anchored on defense, hard work, perseverance and commitment to your passion of basketball."

Next up for the rejigged Pasig quintet is a string of four games for the remainder of August. The Realtors test their newfound resolve against Parañaque (August 10), Batangas City (August 16), Quezon City (August 21) and Nueva Ecija (August 28). Encarnado, though, is unperturbed with the task at hand for his Realtors. The schedule may be tough but with his team's confidence on a high, Encarnado is optimistic that his boys can compete.

"I keep telling them, let's have the confidence to fight. We fought Bacoor, one of the most talented teams. Up to the last minute, ang lamang lang sa amin three points. We've had several games already. You can just imagine the confidence level now of everybody. I keep telling them that the key to our success is finding the open man, trusting one another, believing the system, trusting your coach and trusting your management," Encarnado quipped.

Source: <https://www.foxsports.ph/basketball/mpbl/1029204/mpbl-breakthrough-after-breakthrough-pasig-keeps-thriving-under-sta-lucia-banner>

"Bossing ng Pasig" | Newly-elected Mayor Vico Sotto graces Realtors' first home game

JULY 04, 2019



Make way for Pasig's staunchest supporter. Víctor Ma. Regis "Vico" Sotto, who in May was elected as the city mayor of Pasig, graced the Tuesday night triple-header of the Maharlika Pilipinas Basketball League (MPBL) Lakan Season. The home team, the Pasig Sta. Lucia Realtors, were slated to face the Bacoor City Strikers in the main game of the three-game bill held inside the Pasig Sports Center.

For this special night, the 30-year old chief executive joined the people of Pasig who filled up the famed Caruncho Avenue sporting venue as early as the 4 PM curtain-raiser, which featured the Biñan City Laguna Heroes and the Cebu City Sharks. A self-confessed basketball fan, Sotto came in with the other Pasig officials as early as the second game, which pitted the Bicol Volcanoes against the Marikina Shoemasters.

A day after celebrating the city's 446th founding anniversary, Pasig had its chance to host the league for the first time this season. The Exie Robles-owned franchise split its first two games, both played on the road. "Maganda (ang turnout). I'm very happy that a lot of the fans, not just from the Pasig team, but from all the teams that are playing, came to support. We're happy to host it tonight," said Sotto, the son of comedian Vic Sotto and actress Coney Reyes. Prior to Tuesday's offering, Sotto admitted to have witnessed some MPBL games in the past seasons, but only on television. "Sa TV minsan. Pero live, it's my first time to watch. It's very exciting. Maganda na may liga na tayo na ganito," Sotto shared.

"Very high energy, very intense. Talagang all-out yung mga players," he added. With the 2019-20 season still in its first month, Sotto shared his excitement and renewed hope for the Pasig squad - who first broke into the league in 2018. "Para sa ating Pasig Sta. Lucia Realtors, good luck. I'm very excited for the new team. I'm wishing for the best. I hope they represent Pasig well," Sotto quipped. "Actually, excited ako para sa Pasig team, kasi bago yung mukha ng team ngayon e."

Source: <https://www.foxsports.ph/basketball/mpbl/1020385/mpbl-newly-elected-mayor-vico-sotto-graces-realtors-first-home-game/>



Celebrating Pride Month

JUNE 2019

We are one with the world in celebrating YOU for being YOU! How you identify and who you love should never be a basis on whether or not you will get the job, earn a promotion, or succeed in life, in general. Let people live. Let people love. This is what we stand for, this is what we live by as a volleyball team and as a company that embraces diversity.

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