



PRESIDENT'S REPORT

Annual Stockholders Meeting 20 August 2020

Good morning to our stockholders, Sta. Lucia Land board of directors & officers and special VIP guests.

2019 was breakthrough year for Sta. Lucia Land Inc. as we went over and beyond our expectations.

Our business strategy of continued expansion and growth which we have been implementing the past 3 years has continued to reap rewards for the organization. SLI has continually focused on Growth through strategic landbanking, continuous nationwide real estate development and taking care of our customers and our people.

Another record breaking year in terms of our financial performance registered P 7.81 Billion in gross revenues resulting in a net income of P 1.74 Billion, a 94% and 63% increase respectively compared to that of 2018. We have continued to manage our balance sheet as total assets increased by 16%, from P 34.72 Billion to P 40.35 Billion.

As the Philippines has begun ramping up much needed infrastructure and development, SLI also continues to ramp up its growth plans. Last 2019, we increased our strategic landbank majority in the provinces through entering joint venture agreement and land bank acquisitions in the following areas:

1. Pasig City
2. Cavite
3. Laguna
4. Batangas
5. Rizal
6. Bulacan
7. Puerto Princessa, Palawan
8. Cebu
9. South Cotabato
10. Iloilo
11. Davao

Last August 2019, A. P. A. C. Magazine in the United Kingdom announced the 2019 South East Asia Business Awards Winners and Sta. Lucia Land Inc. was awarded as the Best Real Estate Development Company in 2019. Also, SLI was recognized as an Outstanding Developer in the Gold Category in the Visayas for one of its flagship projects - Arterra Cebu by F.I.A.B.C.I. Philippines, an internationally recognized federation based in Paris, France.

These seals of excellence are a continuing testament to the values that the company has instilled which are Service, Leadership and Integrity.

With regards to the Covid-19 and Community Quarantines, the Company has mitigated the effects in its operations by supporting our customers through proper sanitation, regular advisory updates, opening the supermarket to serve the needs of the public, condoned lease rental of mall tenants, amortized the mortgage payments to longer payment terms and strengthening our online payment channels.

For our people, we ensure proper protection for our frontliners, timely payment of salaries, work-from-home arrangements, providing access to relief funds and implementation of other pre-cautionary measures.

We will continue to monitor the socio-economic landscape and how it will affect our business. Meanwhile, we have been simulating models on how to be flexible in our financial management, particularly on how to balance our expansion plans in relation to our liquidity position. Rest assured that we will strive to continue our strong track record of excellence even amidst these difficult times.

We would like to thank our Board and our management team who are committed to provide quality real estate community developments to our clients and to our stakeholders.

Thank you.

MR. EXEQUIEL D. ROBLES
President