



PRESIDENT'S REPORT

Annual Stockholders Meeting 25 June 2021

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

Year 2020 saw the deepest recession in the global economy. Philippine GDP contracted by 9.5%, its first contraction since the Asian financial crisis in 1998. It was a year of extreme challenges for all companies, including Sta. Lucia Land Inc.

The pandemic has realigned the economy's landscape. The reduction in mobility and the "Work and School" from home practice saw the rise in electronic commerce which resulted to an increase in internet capacities. This has partially resulted to a shift within the real estate sector as the new normal has prompted the economy to revisit residential and commercial areas outside the Central Business Districts.

According to a Colliers International Report, landbanking in areas outside Metro Manila could result to a repositioning from the urban core to the major rural areas. This will lead to a much needed decentralization in key cities and provinces.

Our 2020 financial performance has reflected this shift. Despite the GDP decline, we were able to generate gross revenues of P 6.778 Billion along with a net income of P 1.622 Billion, a mere 12% and 2% decline respectively compared to that of 2019. We have managed our balance sheet well, as total assets increased by 13%, from P 40.352 Billion to P 45.786 Billion.

SLI has continued to capitalize on its key strengths of developing horizontal assets. In 2020, we continued to expand our presence in the following areas:

1. Batangas
2. Laguna
3. Rizal
4. Bataan
5. Pangasinan
6. Bulacan

7. Pampanga
8. Zambales
9. Palawan
10. Iloilo
11. Davao
12. Surigao Del Norte

Last February 2020, your Company was awarded a Silver Quality Service Award by Readers Digest for excellence in service and customer satisfaction. This is a testament to our continuous improvement and development in our aim to serve our customers with the highest standard of excellence.

It was an unprecedented time for the company and the country. With the worse seemingly behind us, we look forward to a recovery and an even stronger 2021 and forward.

We would like to thank our Board, our management team and partners, who have been with us as we continue to provide quality real estate community developments to our clients.

Thank you.

MR. EXEQUIEL D. ROBLES
President