



## **THE PRESIDENT'S REPORT – PEOPLE. PROPERTY.PARTNERS.**

*Annual Stockholders Meeting 14 June 2024*

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

We are pleased to report that Sta. Lucia Land Inc. (SLI) registered gross revenues of ₱ 11.26 Billion resulting in a new high in net income of ₱ 3.73 Billion, an increase of 14.2% and 8.7% respectively compared to that of 2022. Our balance sheet continues to steadily grow as total assets increased by 7.8% to a record ₱ 61.89 Billion.

The company continues this growth momentum, through our landbanking initiatives as the shift to the provinces is driving growth in the country's residential market. For year 2023, SLI has continued to expand and build its core foundation through new land acquisitions and joint venture agreements totalling 4.835 million sqms which were approved by the board of directors in the following areas throughout the country:

1. General Trias, Cavite
2. Biñan, Laguna
3. Mabitac, Laguna
4. Bauan, Batangas
5. Lian, Batangas
6. Lipa City, Batangas
7. Nasugbu, Batangas
8. Sto. Tomas, Batangas
9. Antipolo City, Rizal
10. Baras, Rizal
11. Pililia, Rizal
12. Tanay, Rizal
13. Taytay, Rizal
14. Plaridel, Bulacan
15. Urdaneta, Pangasinan
16. Jaro, Iloilo
17. Koronadal South Cotabato
18. Polomolok, South Cotabato
19. City of Samal, Davao

As of year-end 2023, SLI is developing 110 on-going projects with 102 horizontal residential communities and 8 vertical towers in 17 provinces nationwide. As for future pipeline projects, the Company has 19 horizontal projects and 16 vertical projects planned for a total of 35 future projects in the next 2-3 years.

Our commercial properties adjacent to our residential communities are being studied for development partnerships with over 2.190 million square meters across the nation with the goal to increase recurring revenues for the group. The Sta. Lucia Group is also in the final phases of construction of another mall in Mindanao which is called the Sta. Lucia Mall Davao to further increase commercial rental revenues. Located across the Davao International Airport, it aims to be a lifestyle mall for surrounding residential communities and a transit area for local and international travellers in the Davao region.

Your Company was also recognized in the following local and international awards:

- DSHUD Region 4A Gawad Parangal 2023 – Special Award for Sta. Lucia Land Inc.
- Global Outlook Awards 2023 – Most Innovative Community Developer Philippines
- World Business Outlook Awards 2023 – Leading Real Estate Company and Leading Developer of Residential Communities Philippines
- APAC Insider (UK) South East Asia Business Awards – Most Trusted Property Investment Adviser Philippines

These awards are a continuing testament and results of our commitment to our core values of Service, Leadership and Integrity.

We were looking forward to an upward business growth trajectory and together we are steadily doing this. As our foundation remains solid, we will continue to build on the next level of success and performance to better serve our people, customers and partners.

Thank you to our hard working people, board members, senior management and our steadfast partners, who have been with us through the years as we continue to provide sustainable and quality real estate community developments to our clients here and around the world.

Thank you.

**MR. EXEQUIEL D. ROBLES**  
President