



20 March 2024

Philippine Dealing & Exchange Corp.
29th Floor, BDO Equitable Tower,
8751 Paseo de Roxas,
Makati City 1226

Attention: **MR. ANTONINO A. NAKPIL**
President & CEO
Philippine Dealing & Exchange Corp.

Dear Mr. Nakpil:

In compliance with PDEx Rule 7.9.3, we enclose a copy of Cebu Landmasters, Inc.'s ("CLI" or the "Company") disclosure filing to The Philippine Stock Exchange, Inc.

We trust that this submission meets your requirements. If you have questions and/or clarifications, please feel free to contact the undersigned. Thank you.

Very truly yours,

CEBU LANDMASTERS, INC.

By:


ATTY. JOHN EDMAR G. GARDE
Legal Counsel and Compliance Senior Manager

SECURITIES AND EXCHANGE COMMISSION

SEC FORM 17-C

CURRENT REPORT UNDER SECTION 17 OF THE SECURITIES REGULATION CODE AND SRC RULE 17.2(c) THEREUNDER

1. Date of Report (Date of earliest event reported)
Mar 20, 2024
2. SEC Identification Number
CS200321240
3. BIR Tax Identification No.
227-599-320-000
4. Exact name of issuer as specified in its charter
CEBU LANDMASTERS, INC.
5. Province, country or other jurisdiction of incorporation
Philippines
6. Industry Classification Code(SEC Use Only)
7. Address of principal office
10TH FLOOR, PARK CENTRALE, B2 L3, JOSE MA. DEL MAR ST., CEBU IT PARK,
APAS, CEBU CITY
Postal Code
6000
8. Issuer's telephone number, including area code
(032) 2314914
9. Former name or former address, if changed since last report
N/A
10. Securities registered pursuant to Sections 8 and 12 of the SRC or Sections 4 and 8 of the RSA

Title of Each Class	Number of Shares of Common Stock Outstanding and Amount of Debt Outstanding
COMMON SHARES	3,465,201,467

11. Indicate the item numbers reported herein
other items

The Exchange does not warrant and holds no responsibility for the veracity of the facts and representations contained in all corporate disclosures, including financial reports. All data contained herein are prepared and submitted by the disclosing party to the Exchange, and are disseminated solely for purposes of information. Any questions on the data contained herein should be addressed directly to the Corporate Information Officer of the disclosing party.



Cebu Landmasters, Inc.

CLI

PSE Disclosure Form 4-30 - Material Information/Transactions
References: SRC Rule 17 (SEC Form 17-C) and
Sections 4.1 and 4.4 of the Revised Disclosure Rules

Subject of the Disclosure

FY2023 KEY HIGHLIGHTS

Background/Description of the Disclosure

1. SUSTAINED EARNINGS GROWTH MOMENTUM
-Consolidated NIAT up 29%, while NIAT to parent up by 13% to Php3.58Bn from last year's Php3.17Bn.
2. ROBUST TOP LINE GROWTH ACROSS ALL SEGMENTS
- Consolidated Revenue surged to Php18.8Bn from Php15.7Bn in FY 2022, recorded 20% growth.
3. OUTSTANDING SALES PERFORMANCE WITH 14% INCREASE TO Php 20.56Bn
-A growth of 14% driven by fresh inventory, with 93% sell out status across all stages of developments.
4. STEADY GROWTH IN ASSETS TO Php 102Bn.
- Asset growth was driven by progress in construction from sold units
5. PERSISTENT LAUNCH OF QUALITY PROJECTS
-Launched Php18.7Bn worth, offering 4,249 units.
6. CONTINUOUS BUILD UP OF LANDBANK TO 107 HECTARES
-Newly acquired land in Gensan bringing land bank to 107 ha worth Php9.7Bn.
7. DECLARED REGULAR DIVIDENDS OF Php0.15 PER SHARE , AND SPECIAL DIVIDENDS OF Php0.03 PER SHARE
- Record date of April 17, 2024
- Payment date of May 3, 2024

Other Relevant Information

None

Filed on behalf by:

Name	Clarissa Mae Cabalda
Designation	Corfin/Investor Relations Manager



FY 2023 INVESTORS AND ANALYSTS BRIEFING

March 20, 2024 | 3PM



Reminders



Participants are kept on mute during the webinar session.



For any questions, you may use the Q&A chat box provided. Indicate your name & organization.



All questions will be addressed during the Q&A session.



The meeting is recorded and can be accessed in the company's website.

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**FINANCIAL
PERFORMANCE**

02

**BUSINESS
UPDATES**

03

**SIGNIFICANT
MILESTONES**

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**2024
OUTLOOK**

Visit our Investor Relations website at
<https://ir.cebulandmasters.com/>

You may download the FY 2023 presentation materials and
Financial Reports by scanning the QR codes below.

Presentation
Materials



For inquiries you may e-mail ir@cebulandmasters.com

FY 2023 KEY HIGHLIGHTS

SUSTAINED
EARNINGS GROWTH
MOMENTUM



+29
YOY

Consolidated NIAT up 29%, while NIAT to parent up by 13% to ₱3.58 billion from last year's ₱3.17 billion.

ROBUST TOP LINE
GROWTH ACROSS
ALL SEGMENTS



+20%
YOY

Consolidated Revenue surged to ₱18.8 Bn from ₱15.7 Bn in FY 2022, recorded 20% growth.

OUTSTANDING SALES
PERFORMANCE



+14%
YOY

A growth of 14% driven by fresh inventory, with 93% sell out status across all stages of developments.

STEADY GROWTH IN
ASSETS



102 BN
IN ASSETS

Asset growth was driven by progress in construction from sold units

PERSISTENT LAUNCH OF
QUALITY PROJECTS



18.7 BN
NEW LAUNCHES

Launched ₱18.7Bn worth, offering 4,249 units.

CONTINUOUS BUILD
UP OF LANDBANK



107 HA
OF LAND

Newly acquired land in Gensan bringing land bank to 107 ha worth ₱9.7Bn.

01

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PERFORMANCE**

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**2024
OUTLOOK**

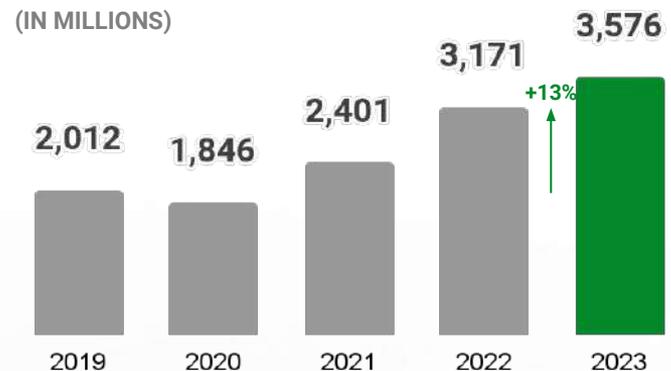
Sustained Earnings Growth Momentum

Posts 29% growth on Consolidated Earnings

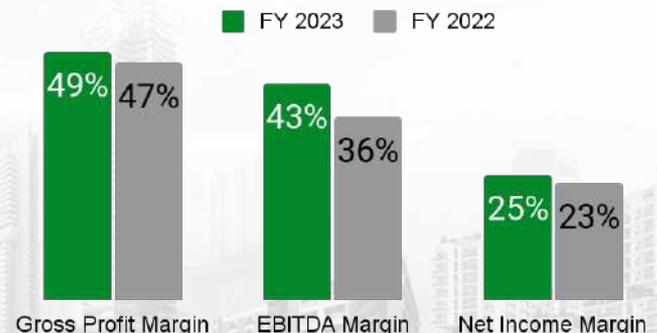
(₹ IN MILLIONS)	FY 2023 Actual	FY 2022 Actual	Movement	Movement (%)
Sale of real estates	18,508	15,439	3,069	20%
Hotel	139	83	55	66%
Leasing	112	79	33	42%
Management fees	59	55	4	7%
Total Revenues	18,818	15,657	3,161	20%
Cost of Sales	(9,640)	(8,368)	(1,273)	15%
Gross Profit	9,178	7,290	1,888	26%
Operating Expenses	(2,790)	(2,369)	(421)	18%
Interest Expense	(603)	(351)	(252)	72%
Other Operating Income	411	203	208	103%
Other Gains/Losses	(2)	(5)	3	-60%
Profit before tax	6,194	4,768	1,426	30%
Tax Benefit (Expense)	(1,551)	(1,160)	(391)	34%
Consolidated NIAT	4,643	3,608	1,035	29%
Non-Controlling Interest	1,067	437	630	144%
Parent NIAT	3,576	3,171	405	13%
EPS	1.03	0.92	0.12	13%
Weighted Ave. O/Shares (In Mn)	3,462	3,462		

REVENUE. Fuelled by more construction progress and qualified units for revenue recognition
OPEX. Driven by the increase in Commissions and Incentives, Salaries and wages due to increase in headcount
TAX EXPENSE. Increased attributable to revenue

FY 2023 PARENT NIAT DROVE A SOLID 13% INCREASE



HEALTHIER MARGINS DURING THE YEAR



Robust top Line growth across all segments

Increased 20% driven by strong sales and project expansion

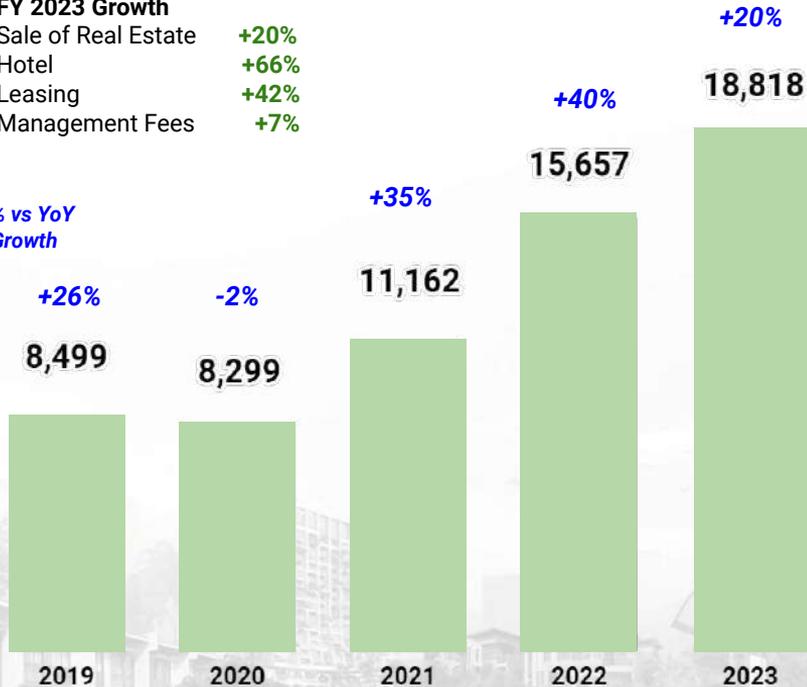
REALIZED REVENUE

(PH in Millions)

FY 2023 Growth

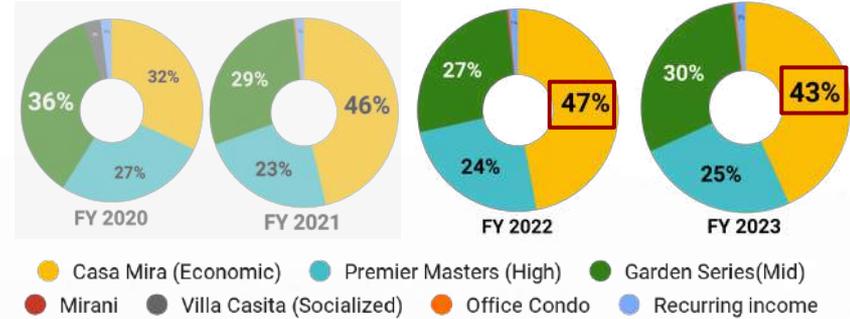
Sale of Real Estate	+20%
Hotel	+66%
Leasing	+42%
Management Fees	+7%

% vs YoY Growth



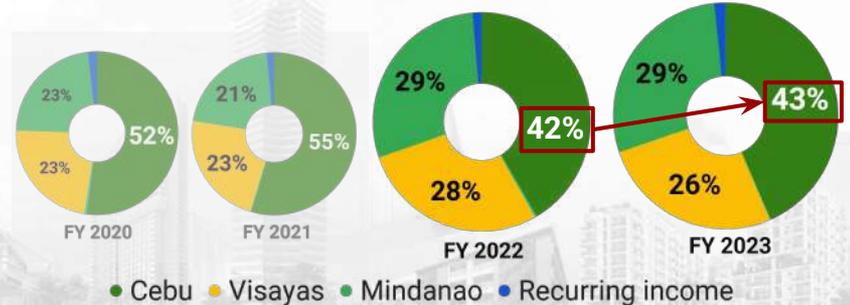
MARKET (Realized Revenue)

Strongly driven by economic housing



LOCATION (Realized Revenue)

Cebu continues to be the main driver in terms of location



CLI achieved record-breaking sales of PHP 20.6 billion

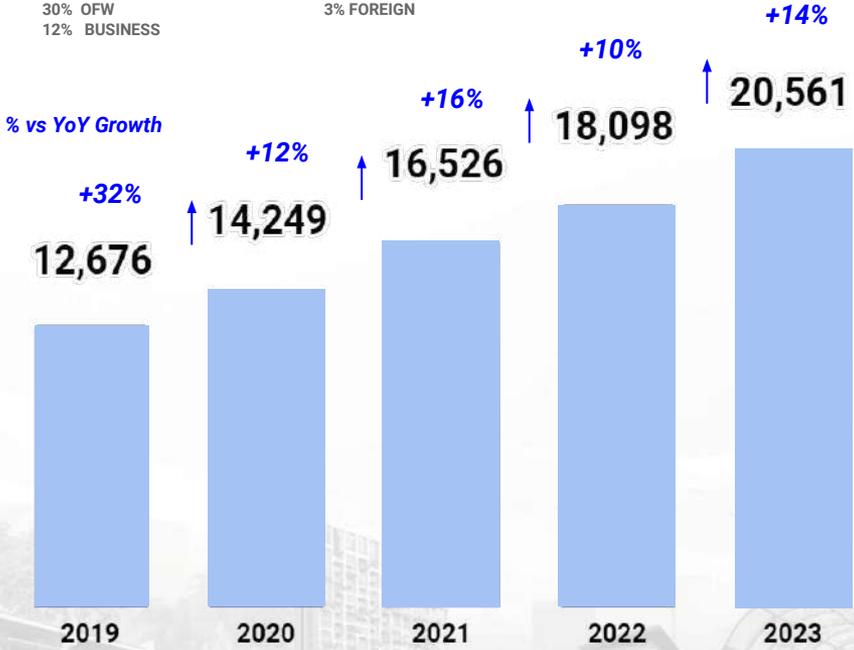
Marking a 14% increase YoY , Solidifying CLI's position as a leader in the industry

RESERVATION SALES

(PHP IN MILLIONS)

BUYERS' PROFILE:
58% LOCALLY EMPLOYED
30% OFW
12% BUSINESS

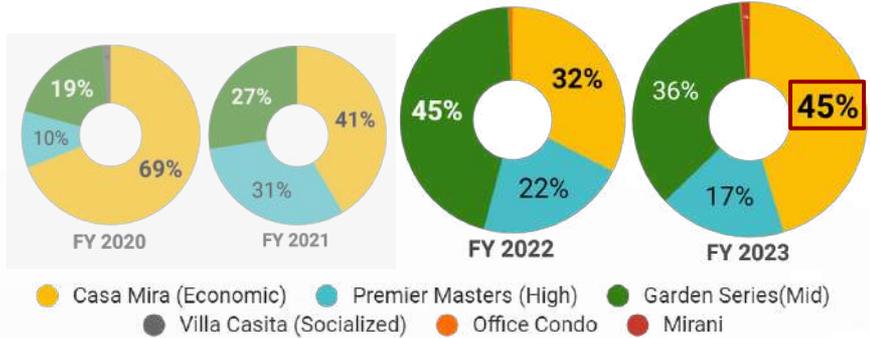
NATIONALITY:
97% FILIPINO
3% FOREIGN



Current delinquency rate at 3.27% and average cancellation rate of 6.09% with 87% sales recovery as of the quarter.

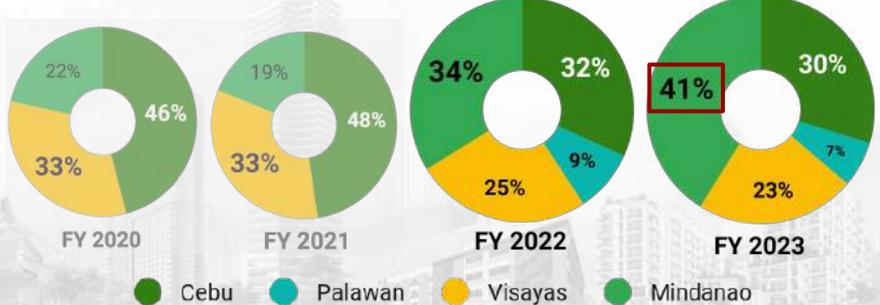
MARKET (Reservation Sales)

Strongly driven by economic housing



LOCATION (Reservation Sales)

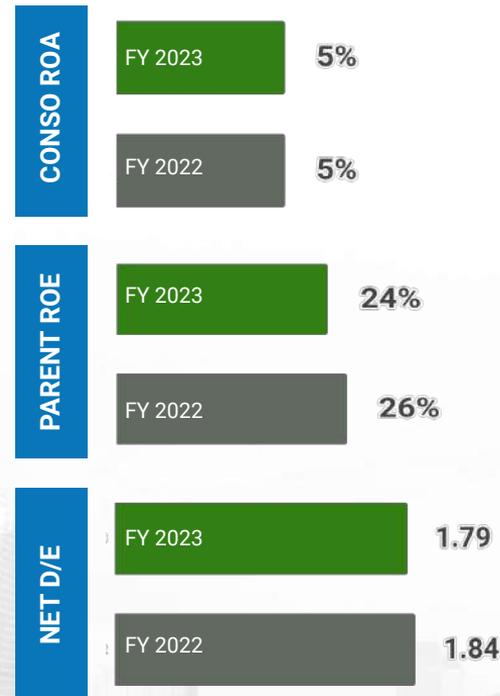
Expansion areas gained sales momentum



Solid and Healthy Financial Position with total Assets surpassing 100Bn marked

Driven by continued construction progress of units sold

(₱ IN BILLIONS)	As of Dec 31, 2023	As of Dec 31, 2022	Movement In Php	Movement %
Cash	1	1	(1)	(36%)
Accounts Receivables	2	4	(1)	(39%)
Contract Assets	45	32	13	41%
Real Estate Inventories	19	18	0	2%
Deposits on land for future dev	0	0	(0)	(88%)
Investment properties	18	18	1	3%
Other Current Assets	6	5	1	30%
Other Non-current Assets	10	7	4	52%
Total Assets	102	85	17	20%
Interest Bearing Liabilities	47	40	7	18%
Other Liabilities	29	24	5	21%
Total Liabilities	76	64	12	16%
Capital	5	5	0	0%
Treasury shares	(1)	(1)	0	0%
Revaluation reserves - net	(0)	(0)	(0)	31%
Retained earnings	12	9	3	33%
Non Controlling Interest	9	8	2	24%
Total Equity	26	21	5	19%
Total Liabilities and Equity	102	85	17	20%



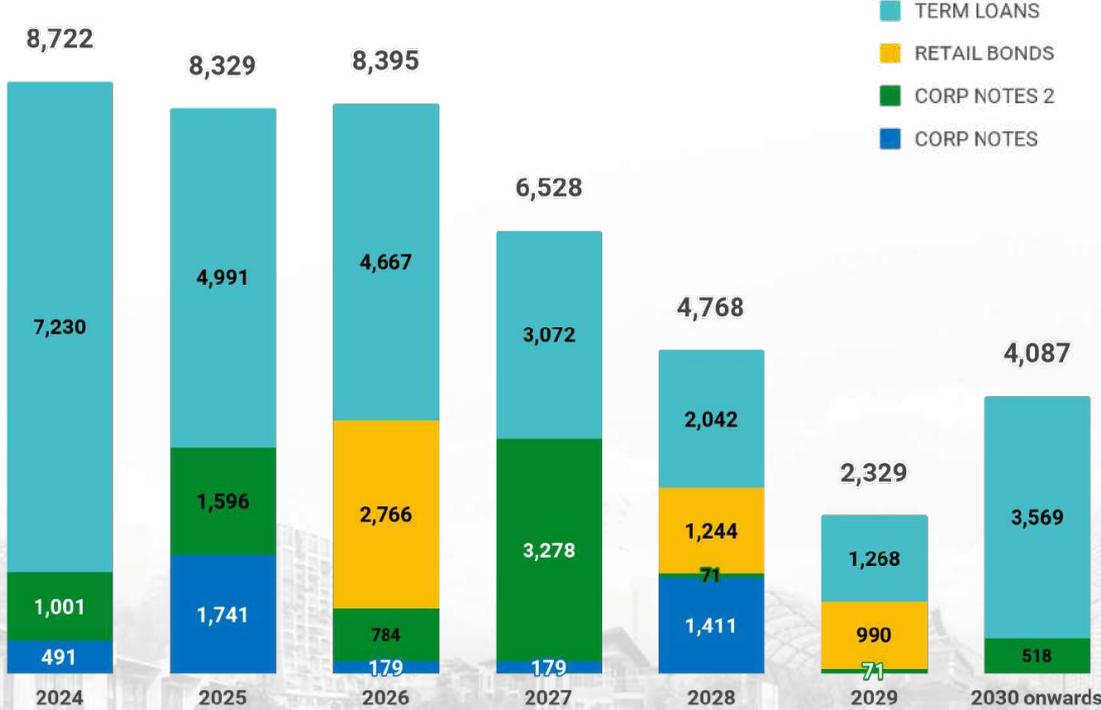
Treasury Shares. 158Mn shares

Dividends. Cumulative dividends paid amount at P2.5 Bn (2018-2023)

Conso | Debt Maturity Profile

Improved Net Debt to Equity to 1.79x

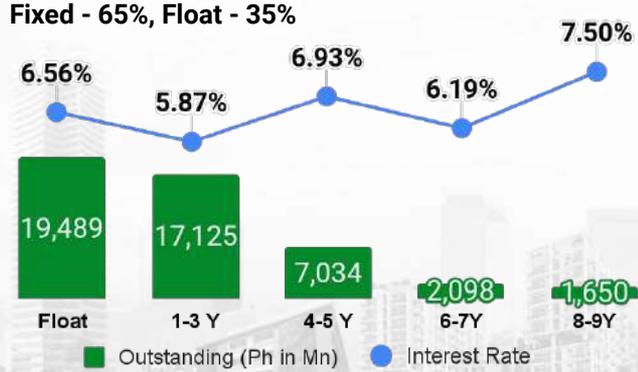
**OUTSTANDING LOANS
AS OF DECEMBER 31, 2023**
(PHP IN MILLIONS)



COST OF DEBT & NET D/E



**FLOAT AND FIXED
O/S LOANS AND RATES**



01

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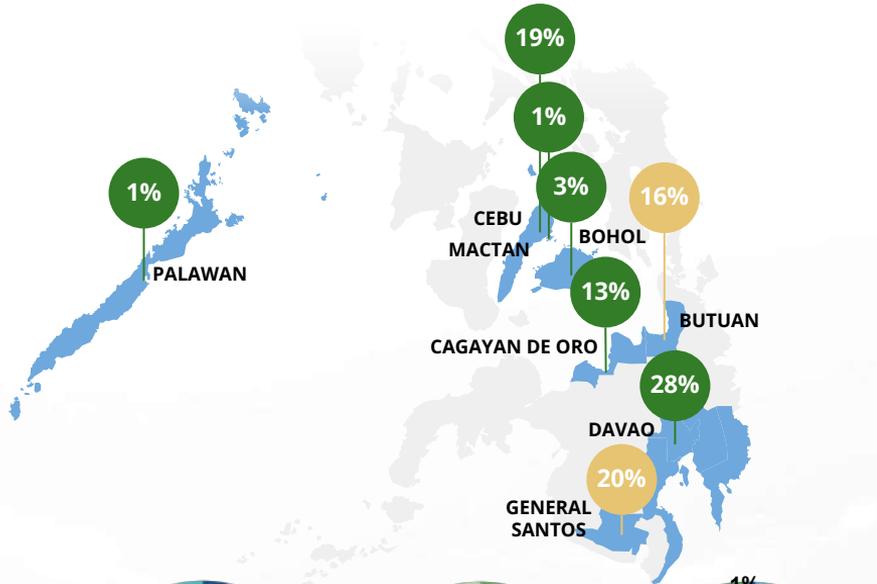
03

SIGNIFICANT
MILESTONES

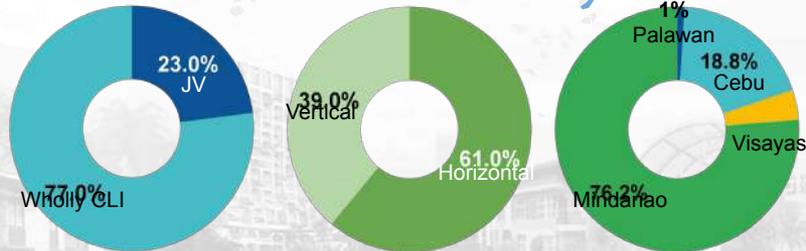
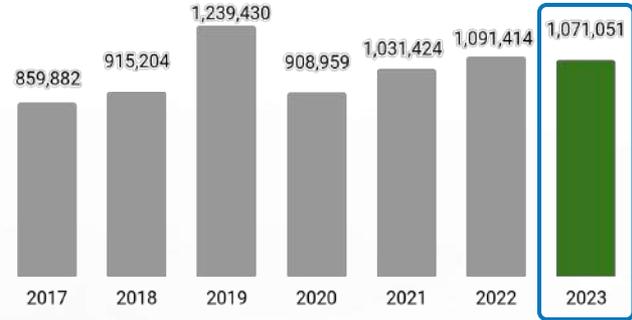
04

2024
OUTLOOK

Continuous Expansion of Landbank to 107 Hectares with New Expansion Site in General Santos



LANDBANK (IN SQ.M)





₱9.7 Bn
LAND VALUE



21 Ha
PURCHASED



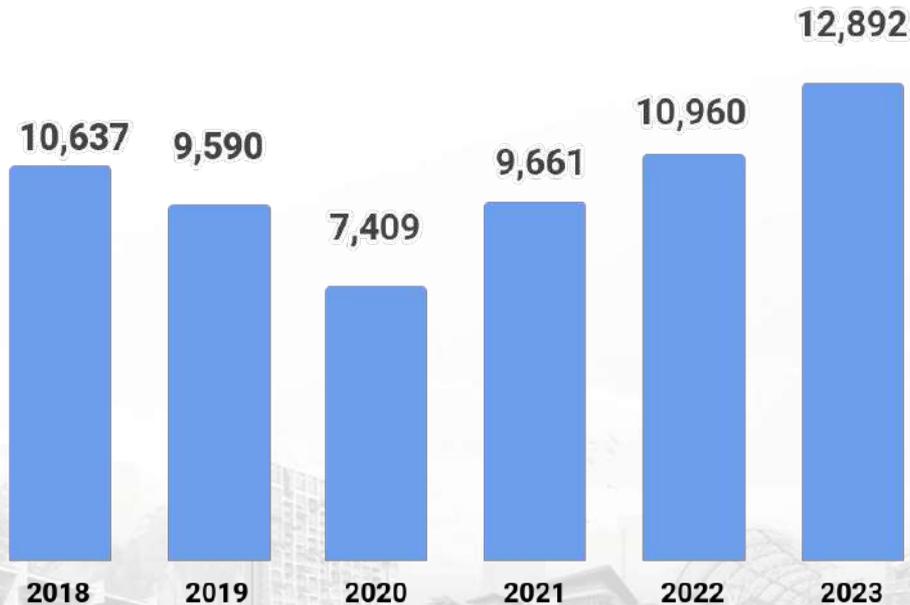
100 Ha
FOR RECLAMATION



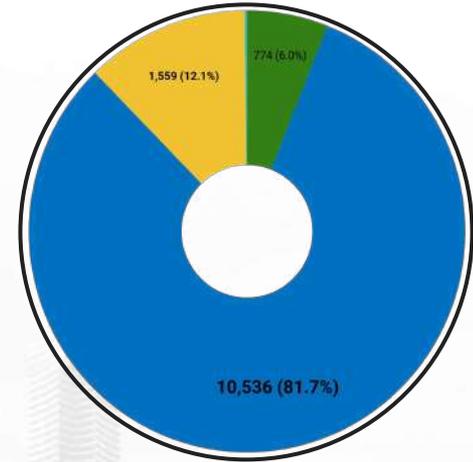
23 Ha
DEVELOPED

Spent ₱13 Bn in Capital Expenditures as targeted Mainly for Property Development

CAPITAL EXPENDITURE
(₱ IN MILLIONS)



CAPEX SPENDING



- Lot Acquisition
- Investment Property
- Residential Development
- Others

Diversified Portfolio of Real Estate Projects

Expanded Residential while Setting Groundwork for Recurring Business



90

RESIDENTIAL

6

OFFICES

10

HOTELS

10

MIXED-USE

3

ESTATES



REAL ESTATE SALES

Continues to make up majority of CLI's portfolio as the Company addresses demand for quality-built, cost-effective, value-for-money housing and well-planned communities.



20% ↑

₱18.51 billion real estate sales revenue ¹



93%

Sold out units across all stages



₱18.7 Bn

Project Sales value launched

¹ Growth for the nine months ending December 31, 2023 vs December 31, 2022

Healthy Sell Out Rate of 93%

Projects Across Various Stages of Development

	TOTAL PORTFOLIO	COMPLETED	ONGOING CONSTRUCTION	2023 NEW LAUNCHES
NO. OF PROJECTS	94	45	39	10
*TOTAL UNITS	38,259	16,282	17,728	4,249
TOTAL PROJECT VALUE	₱127.97 Bn	₱44.78 Bn	₱64.52 Bn	₱18.66 Bn
LAND AREA	228.21 Ha	142.17 Ha	62.93 Ha	23.11 Ha
% SOLD	93%	97%	96%	63%
UNITS SOLD	35,416	15,771	16,969	2,676
TOTAL SALES VALUE	₱112.43 Bn	₱41.70 Bn	₱58.71 Bn	₱12.01 Bn

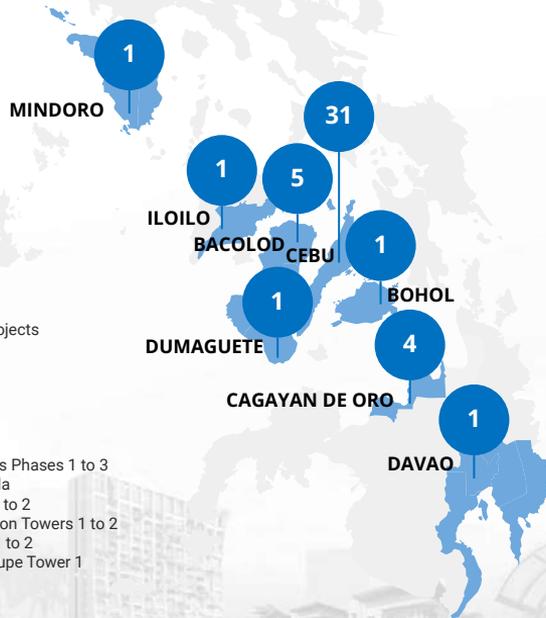
Note: Data above only pertains to projects with real estate sales (residential & office units) as of Dec 2023

*Exclude parking units

Real Estate Sales

Completed Projects

45 COMPLETED PROJECTS WITH **142.17** HECTARES,
16,282 UNITS WORTH **₱44.78 Bn** SALES VALUE AS OF FY 2023,
97% SOLD **15,771** UNITS WORTH **₱41.7 Bn** IN SALES VALUE



Cebu

- San Jose Maria Village projects
- Villa Casita Balamban
- Midori Plains
- Asia Premier Residences
- Base Line Residences
- Base Line HQ
- Midori Residences
- Mivesa Garden Residences Phases 1 to 3
- Velmiro Heights Minglanilla
- Casa Mira Linao Phases 1 to 2
- Casa Mira Towers Labangon Towers 1 to 2
- Casa Mira South Phases 1 to 2
- Casa Mira Towers Guadalupe Tower 1
- Villa Casita North



BASE LINE PREMIER (CEBU CITY)
 ₱1.6 Bn | 379 UNITS | 100% SOLD



MESAVERTE RESIDENCES T1-T3 (CDO)
 ₱2.0 Bn | 798 UNITS | 99% SOLD



CASA MIRA ILOILO
 ₱3.3 BILLION | 1,109 UNITS | 91% SOLD



MESAVIRRE GARDEN RESIDENCES A,B&C (BACOLOD)
 ₱3 BILLION | 1,072 UNITS | 95% SOLD



38 PARK AVENUE
 ₱6.11 BILLION | 764 UNITS | 95% SOLD



CASA MIRA COAST (SIBULAN)
 ₱1.1 BILLION | 543 UNITS | 100% SOLD



VELMIRO GREENS BOHOL
 ₱748 MILLION | 204 UNITS | 97% SOLD

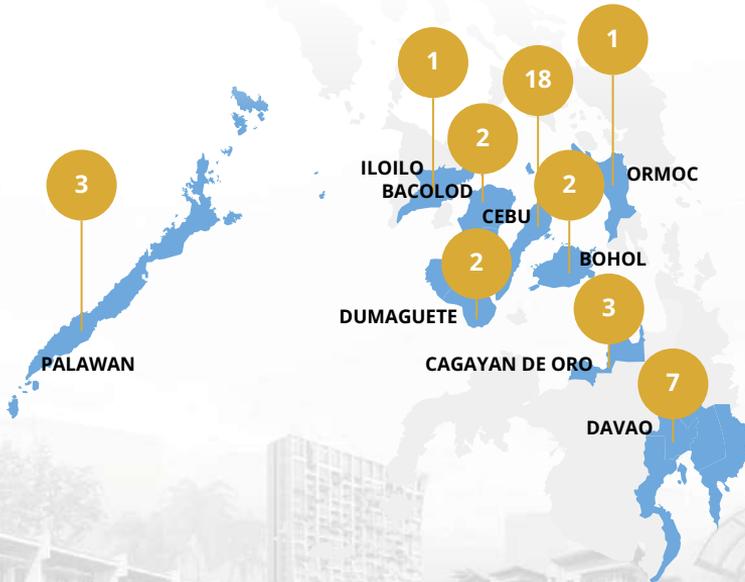


MESATIERRA GARDEN RESIDENCES (DAVAO)
 ₱1.9 Bn | 677 UNITS | 98% SOLD

Real Estate Sales

Construction in Progress

39 PROJECTS IN PROGRESS WITH **62.93** HECTARES,
17,728 UNITS WORTH **₱64.52 Bn** SALES VALUE AS OF FY 2023,
96% SOLD **16,969** UNITS WORTH **₱58.71 Bn** IN SALES VALUE



ONE ASTRA PLACE 1&2
 ₱4.03 BILLION | 1,011 UNITS | 100% SOLD



CASA MIRA HOMES ORMOG - APR 2021
 ₱1.9 BILLION | 685 UNITS | 100% SOLD



VELMIRO HEIGHTS CDO
 ₱2.0 BILLION | 518 UNITS | 94% SOLD



CASA MIRA HOMES DUMAGUETE
 ₱1.45 BILLION | 517 UNITS | 100% SOLD

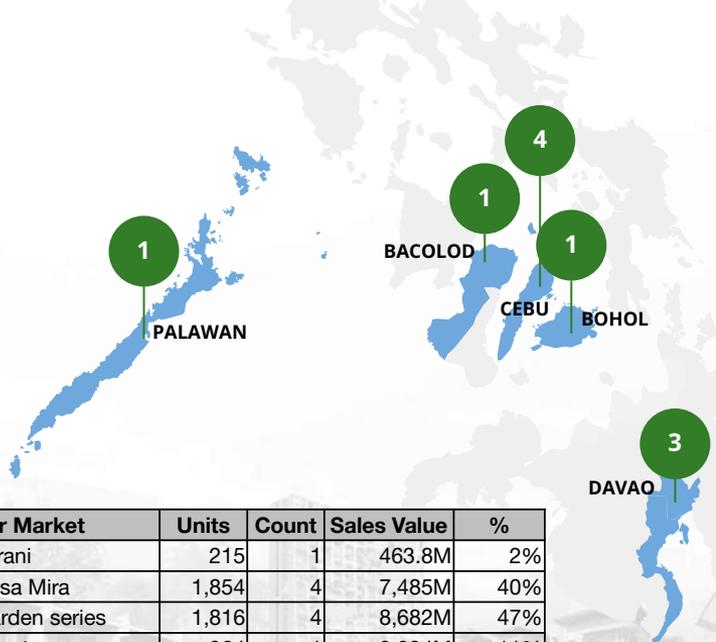


ONE PARAGON PLACE
 ₱2.1 BILLION | 554 UNITS | 98% SOLD

Real Estate Sales

2023 New Launches

10 RECENTLY LAUNCHED PROJECTS WITH 23.11 HECTARES,
 4,249 UNITS WORTH ₱18.66 Bn SALES VALUE AS OF FY 2023,
 63% SOLD 2,676 UNITS WORTH ₱12.01 Bn IN SALES VALUE



per Market	Units	Count	Sales Value	%
Mirani	215	1	463.8M	2%
Casa Mira	1,854	4	7,485M	40%
Garden series	1,816	4	8,682M	47%
Premier	364	1	2,034M	11%
Total	4,249	10	18,665M	100%

CM Homes Davao sells out
85% in 3 weeks

CASA MIRA HOMES DAVAO JUNE 2023
 ₱3.7 BILLION | 836 UNITS | 95% SOLD

CASA MIRA TOWERS PALAWAN T4 MAY 2023
 ₱1.3 BILLION | 384 UNITS | 62% SOLD

Mindara Residences promptly sold-out
P2.5 billion in less than a week

MINDARA RESIDENCES JULY 2023
 ₱2.6 BILLION | 546 UNITS | 99% SOLD

CASA MIRA TOWERS BACOLOD T4 MAY 2023
 ₱1.5 BILLION | 378 UNITS | 68% SOLD

MIRANI Steps
 ₱464 MILLION | 215 UNITS
 50% SOLD

Danao
July 2023

NEW CLI PRODUCT LINE

COSTA MIRA BEACHTOWN PANGLAO JUN 2023
 ₱2.1 BILLION | 364 UNITS | 48% SOLD

OFFICE AND RETAIL PROJECTS

Expansion of recurring revenue through strong pipeline of leasing projects - office buildings and commercial spaces to compliment its residential segment.



35K^{SQM}

in GLA completed



110K^{SQM}

in GLA the next 5 years



42% ↑

Revenue from leasing growth ¹



75K^{SQM}

in GLA under construction

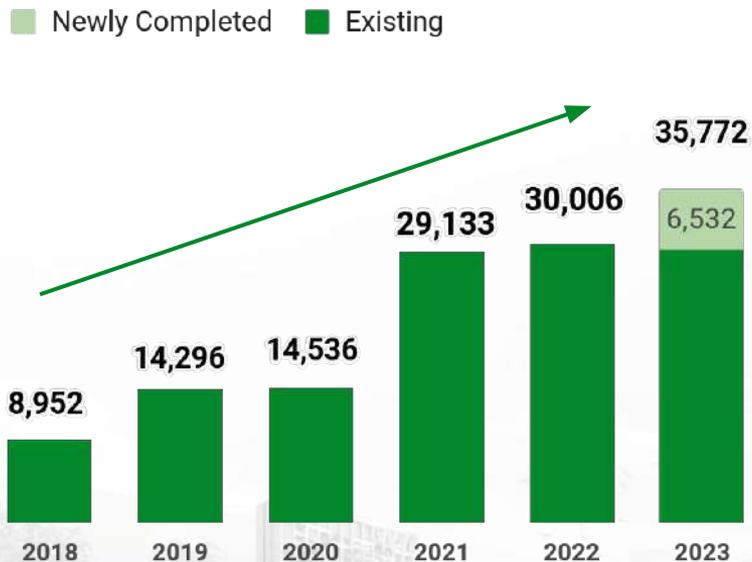
¹ Growth for the nine months ending December 31, 2023 vs December 31, 2022



Strong Pipeline of Leasing Projects

Continue To Build-up Recurring Income Portfolio

ADDITIONAL GLA FROM NEWLY COMPLETED OFFICE AND RETAIL PROJECTS



GROWING ROSTER OF NOTABLE TENANTS

RETAIL

CEBU	DAVAO

OFFICE

--	--

RESIDENTIAL

--	--

Newly Completed Leases



DGT DRIVE THRU (2023)
3,708 GLA | 100% LEASED OUT



BANILAD HIGH STREET (2023)
1,251 GLA | 70% LEASED (BLDG A&B)



BASE LINE CENTER NEW WING (2023)
1,573 GLA | 54% LEASED OUT



38 PARK AVENUE (2022)
921 GLA | 100% LEASED OUT



CASA MIRA TOWERS GUADALUPE
1,611 GLA | 100% LEASED OUT

HOTEL AND RECREATIONAL DEVELOPMENT

Portfolio of hotels, co-living spaces and resorts, some of which are managed by well-known hotel management companies.



180

Rooms completed



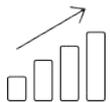
1,543

Room keys under construction



10

Projects in portfolio



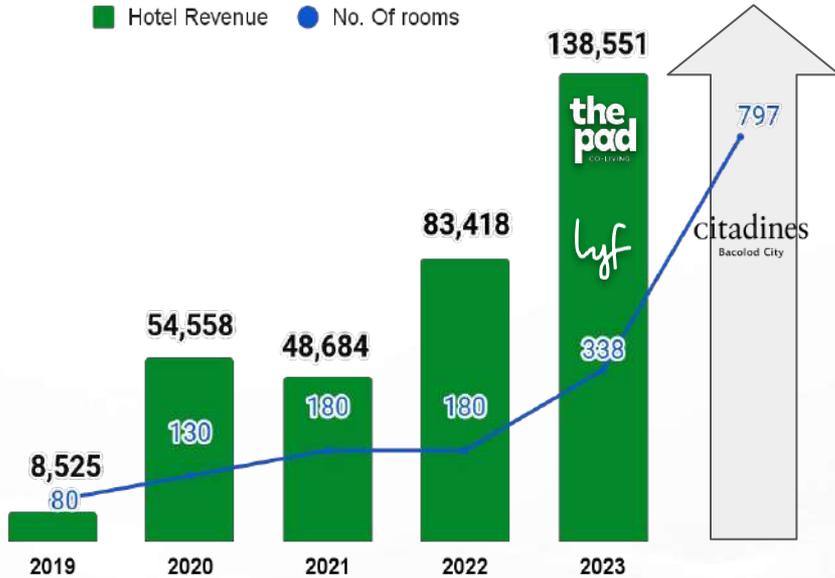
66% ↑

Hospitality revenue growth ¹

¹ Growth for the nine months ending December 31, 2023 vs December 31, 2022

Hotel and Recreational Development

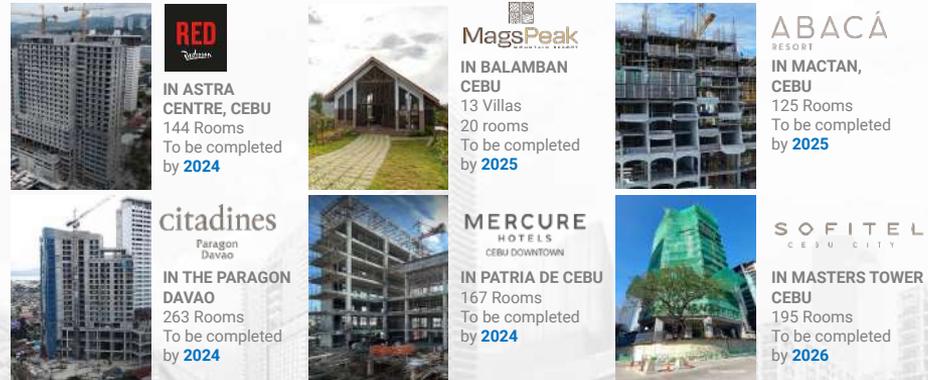
Promising Growth Of Hotel Portfolio



TO GROW NEARLY 800 ROOM KEYS



HOSPITALITY PROJECTS UNDER CONSTRUCTION TO BOOST UP RECURRING INCOME PORTFOLIO



International brands



CLI brands



CLI Hotels & Resorts

Turnovered of 2 New Projects in 2023



Opened Nov 2023
78 Rooms

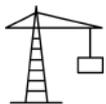


Opened Dec 2023
80 Rooms



MIXED-USE AND TOWNSHIPS

Strengthening its township ventures and large scale developments in prime urban locations within the region.



121

Hectares of land for development



3

Existing planned sites



10

Mixed-use projects in portfolio



4K^{SQM}

Expected GLA from completed Phase 1 in Davao Global Township (DGT)





DAVAO GLOBAL TOWNSHIP | 22 HECTARES | 100% LAND DEVELOPMENT

Phase 1 includes 6 residential towers, 4.7 hectares of commercial lot, Central Park, Drive Thru, City Center & Pavillion

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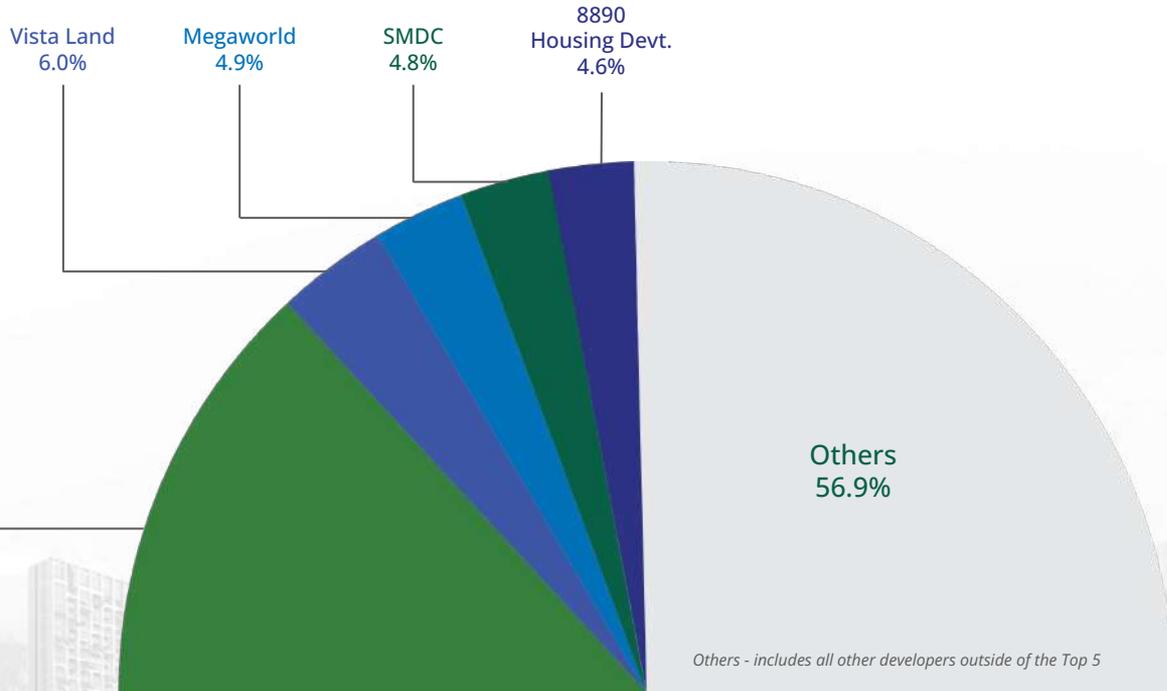
2024
OUTLOOK

Strengthening VisMin Leadership

#1 VisMin Developer with 23% Market Share



22.8%



Others - includes all other developers outside of the Top 5

Cebu Landmasters is the leading developer in VisMin

H2 2022 - H1 2023
Real Estate Market Study



CLI partners with NTTUD Asia

First international partnership with Japan real estate firm



CLI welcomes new partner NTTUDA, an international developer known for commercial properties, including office buildings, residences, and mixed-use development in Southeast Asia. This joint venture is geared towards the development of premium-grade residential towers in the heart of Cebu City. The CEO to CEO visit aims to forge a strong commitment to a long-term partnership.

Cebu Landmasters @ 20: Two Decades of Masterful Development

A journey that began with 1 subdivision in Cebu in 2003, to now over 100 projects

From its first three-million-peso housing project to a multi-billion-peso listed company

**GREW FROM 1 SUBDIVISION
TO 119 PROJECTS IN 2023**

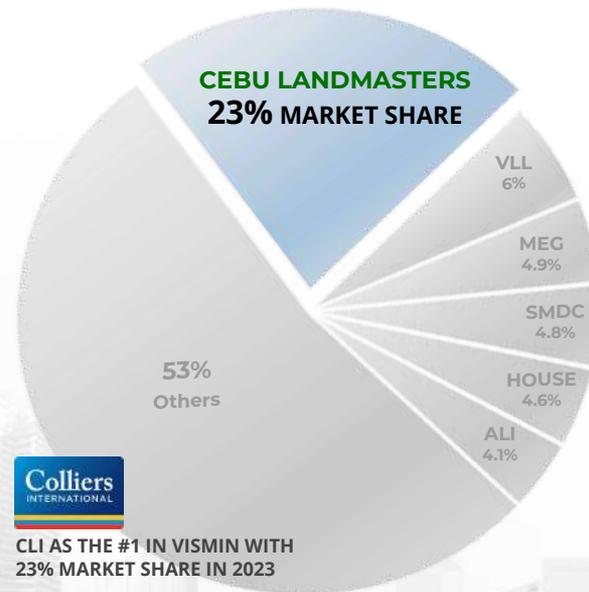


FROM 2 TO 900-STRONG CLI EMPLOYEES



"Every land is the same, but what we do with it separates a builder from a master"

STRENGTHENED LEADERSHIP IN VISMIN



**CLI AS THE #1 IN VISMIN WITH
23% MARKET SHARE IN 2023**

CLI sustained its market leadership with 23% market share in terms of net take-up. As it starts a new decade, CLI aims not only to strengthen its leadership in VisMin but also pursue its strategic expansion in Luzon.

GROWING SHAREHOLDER VALUE DECLARED 0.18 CASH DIVIDEND

₱0.15

PER SHARE

**REGULAR CASH
DIVIDENDS**

Declaration date: March 19, 2024
Record date: April 17, 2024
Payment date: May 3, 2024

₱0.03

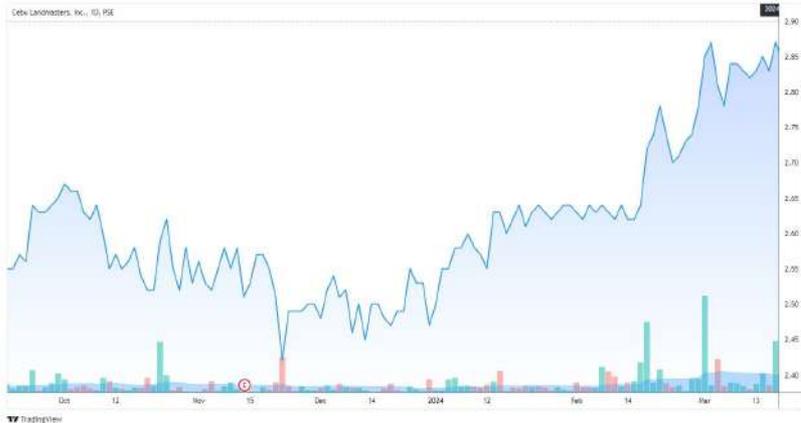
PER SHARE

**SPECIAL CASH
DIVIDENDS**

Declaration date: March 19, 2024
Record date: April 17, 2024
Payment date: May 3, 2024

₱733Mn

158Mn Treasury Shares



	2017	2018	2019	2020	2021	2022	2023	2024
EPS (Adj after split)	0.34	0.45	0.54	0.51	0.75	0.92	1.03	-
BV/share	1.27	1.62	2.08	2.39	3.31	3.90	4.75	-
Cash dividends	-	0.15	0.20	0.25	0.25 0.112 (adj)	0.33(adj) 0.15	0.40(adj) 0.18	0.40(adj) 0.18
Stock dividends	-	-	-	-	123%	-	-	-

₱2.85

PER SHARE

STOCK PRICE

PSE

As of Mar 19, 2023

₱9.88

BILLION

**MARKET
CAPITALIZATION**

PSE

0.60x

**PRICE TO
BOOK VALUE**

2.77x

**PRICE TO
EARNINGS
(TRAILING EPS)**

01

FINANCIAL
PERFORMANCE

02

BUSINESS
UPDATES

03

SIGNIFICANT
MILESTONES

04

2024
OUTLOOK

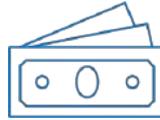
2024 OUTLOOK: Maintaining Sustainable Development Supported by Solid Growth Drivers



Project Launches

27.6Bn

Worth of 11 pipeline projects to drive reservation sales for the year



Capital Expenditure

14.5Bn

Mainly for project development (83%), Land acquisition (11%)



Leasing

48,590sqm

of additional GLA and new leases joining CLI's roster of notable tenants



Collections

13Bn

of potential takeouts from newly completed projects during the year



Hospitality

459keys

From 3 new hospitality projects increasing top-line contribution of the business



Financial Performance

Continued growth in financial performance in 2024

Strengthening VisMin Leadership

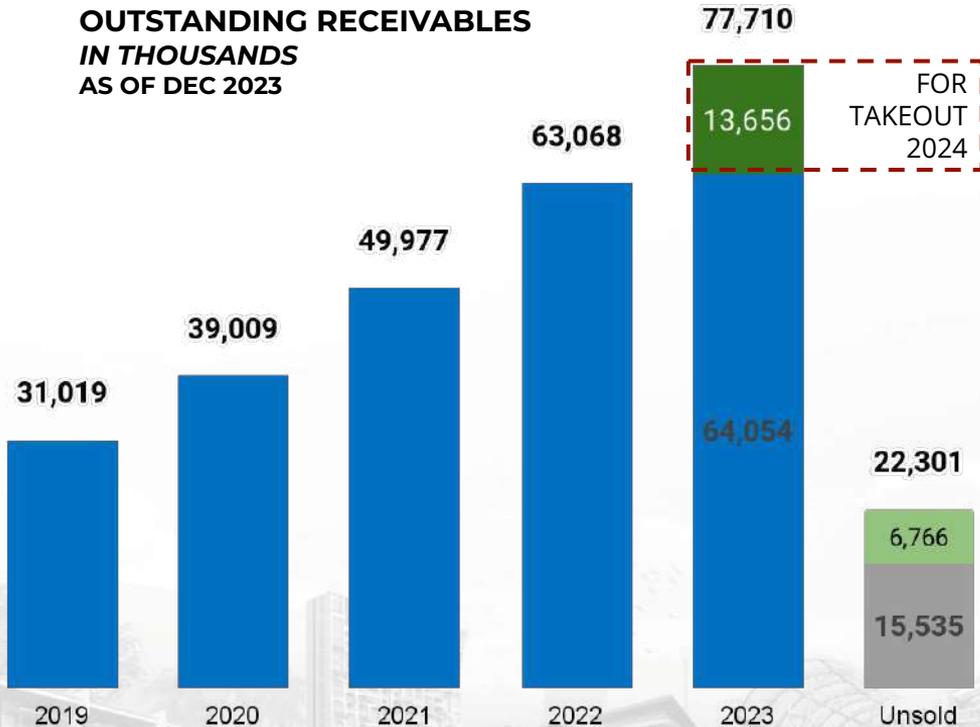
2024 Pipeline Projects



PROJECTS	MARKET	LOCATION	UNITS	Value
Casa Mira Homes Butuan ✓	Casa Mira	Butuan	676	2.1Bn
North Village	Garden Series	Cebu	1,029	3.4Bn
Manresa Residences T1-T3	Garden Series	CDO	939	4.5Bn
Velmiro Homes Magtuid	Garden Series	Davao	362	2.3Bn
Casa Mira South Ph4A	Casa Mira	Cebu	130	0.3Bn
Velmiro Consolacion Ph2	Garden Series	Cebu	211	1.2Bn
Mirani Homes Bogo	Mirani	Cebu	562	1.4Bn
CMT Palawan T5	Casa Mira	Palawan	335	1.1Bn
Casa Mira South Ph3A.3	Casa Mira	Cebu	317	0.9Bn
The West Village (T1-T4)	Garden Series	Davao	1,485	7.1Bn
CLI NUD Ventures T1	Premier	Cebu	504	3.2Bn
TOTAL			6,550	27.6Bn

Accumulated 77.7Bn of receivables with 13.6Bn due for takeout in 2024

**OUTSTANDING RECEIVABLES
IN THOUSANDS
AS OF DEC 2023**



TO RAISE 5BN FROM PREFERRED SHARES MAINLY TO BE USED FOR PROJECT DEVELOPMENT

BE PART OF VISMIN'S GROWTH

INVEST IN CEBU LANDMASTERS PREFERRED SHARES!

Offer in the Philippines of 3,000,000 Series "A-1" Preferred Shares
with an Oversubscription Option of up to 2,000,000 Series "A-2" Preferred Shares

At an Offer Price of P1,000.00 per Preferred Share to be listed and traded on the Main
Board of The Philippine Stock Exchange, Inc.

CLI Preferred shares offer competitive returns with 7.5850% for 4 year Series A-1
and 8.2500% for 7 year Series A-2.

Offer Period: March 19 to April 2, 2024

Joint Issue Managers



Joint Lead Underwriters and Joint Bookrunners



Selling Agents

Trading Participants of The Philippine Stock Exchange, Inc.

Issue Date:

April 12

Minimum Subscription:

Minimum of P50,000.00 (50 Offer Shares) and in
increments of P10,000.00 (10 Offer Shares) thereafter

Dividend Payment:

Quarterly

SOCIALLY RESPONSIBLE DEVELOPMENT

CLI is committed to creating long-term value for its business and stakeholders by driving innovation and improving the quality of life its people, customers and communities while CLI strives to manage the environmental impacts responsibly, ethically and with transparency

ECONOMIC

DEVELOPING SUSTAINABLE AND RESILIENT SPACES

- 4.8% (2,725) of 5,694 residential units dedicated to economic housing segment from 10 new residential projects
- total of 63 residential projects across 112 hectares with a project value of P86.2 billion by end of 2021
- construction of 100-unit socialized housing building for the bottom of the pyramid sector in Cebu City
- Latitude Corporate Center, first commercial building in Cebu with a 5-star rating for sustainable design and construction awarded by BERDE

GROWING THE BUSINESS AND SUPPORTING LOCAL MARKETS

- P2,612 Billion YOY growth in Net Income
- Robust Sales Take up YOY to P16,526 Bn
- P7.13 Billion Payments to Contractors, Suppliers, and Consultants
- 70% sold to Veterans-Merit-based sources
- 90% sold to Filipino suppliers across the country
- P390 Million Dividends given to stockholders and interest payments to loan providers
- P11.162 Billion revenues
- 35% growth YOY
- P2.612 Billion in Net Income to parent
- 42% increase in asset and/or economic levels (2019) by 30%
- Job Generation 12,217
- P450 Million Salaries and Benefits
- P1.68 Billion Payments to Creditors
- P350 Million Taxes paid to government

Aside from our excellent financial performance, CLI achieved significant milestones in our environmental, social, and good governance programs and efforts.

ENVIRONMENT

CONSERVING RESOURCES, MANAGING IMPACTS AND PROTECTING ECOSYSTEMS

- MATERIALS USED**
 - 52.4 million cu.m of sand
 - 38.9 million cu.m of gravel
 - 72,831 tonnes of steel (rebar)
 - 323,848 tonnes of cement
 - 38,450 sqm of glass
 - 70% increase in rebar used (kg)
 - 326% increase in the cement used (kg) for steel-coupled materials
- ENERGY**
 - 68,009.41 GJ direct and indirect energy from corporate offices, showrooms, managed properties and construction projects
- BIODIVERSITY**
 - 6,000 native trees (of native tree species) planted in Maguibo Natural Park in Brgy. Sunog in Balabitan in partnership with the farmers of BUKID-MPC
- EMISSIONS**
 - 3,764.59 MTCO₂e Scope 1 (fuel used)
 - 3.87 MTCO₂e Scope 2 (purchased electricity)
 - 4.45 MTCO₂e Scope 3 (emission of tenants/ unit owners)
 - 3,685.78 MTCO₂e Total Emissions
- WATER WITHDRAWAL**
 - 1,173,265.68 cu.m used in corporate offices, showrooms, managed properties and construction projects

SOCIAL

ENGAGING AND INVESTING IN OUR PEOPLE

- 11.9 gender ratio all organic employees
- P1.43 Million spent on employee engagement activities
- 2,370 vaccines administered to employees and their dependents
- 14% higher entry-level wage vs. local minimum wage
- Launch of CLI Behavioral Competencies
- Daily Shrine Service for commuting employees to reduce COVID exposure
- P9.0 Million spent on seminars and trainings
- P15.4 Million Health and wellbeing investments
- Flexible Work Arrangement

ENGAGING AND INVESTING IN OUR CUSTOMERS

- 1,785 total number of brokers/ sellers engaged
- P403.1 Million in brokers' sellers' commissions and incentives
- CLI continued to extend promotions to sellers and buyers, provided stretched contract terms, and amnesty on penalties for late payments. Customers were provided deferral plans which allowed them to pay their arrears for an extended period

ENHANCEMENTS IN DIGITAL PLATFORMS AND CUSTOMER MANAGEMENT STRATEGIES

- Big-4-Name initiative to provide sales partners quick access to new project information and promotions
- MyHome Portal application for homeowners to track their payment status, get CLI contact, action updates and prices, and
- Facebook chatbot for 24/7 response to general inquiries.
- Online Reservation Process
- CLI Elite Circle: Buyers' Rewards & Loyalty Program
- Flagship Sales Office Opening & New Features: Digital, Location, Services, 1-on-1, Coaching, Seminars, Guest Counter, Interactive screens
- Virtual Launches/Events
- Virtual Turn over Experience

ENGAGING AND INVESTING IN OUR PARTNER COMMUNITIES

- TYPHOON ODETTIE RESPONSE**
CLI responded to the needs of its host communities after the typhoon. CLI provided food packs, water, roofing materials and solar lamps to over 4,000 families in 22 barangays
- CONTINUING PANDEMIC RESPONSE**
CLI contributed P1 million in allowances for nurses in COVID wards in SM (S) partner hospitals in Cebu City
- COMMUNITY ENGAGEMENT**
Engaged women's organizations and Fisherfolk associations in Cebu, Cebu City, Tangal and Lungao, Municipality of Maguililla

GOVERNANCE

ACHIEVING ORGANIZATIONAL EFFICIENCY AND GOOD CORPORATE GOVERNANCE

- 3 INDEPENDENT DIRECTORS in the CLI Board: Independent Director Obed R. Devesiga, Audit, Nominations, Related Party Transactions and Corporate Governance Committees of the Board
- ROBUST OUT/CASCADED POLICIES AND PROGRAMS on: CLI's Handbook on Employee Discipline, Traveling Policy, Anti-Money Laundering and Terrorist Financing prevention
- As of year-end, 19 CLI-owned entities and joint ventures companies are registered with the Anti-money Laundering Council pursuant to RA 11521
- CLI ENTERPRISE RISK MANAGEMENT COMMITTEE IN PLACE
- 100% COMPLIANCE to all regulatory requirements of the PSE and SEC
- CLI received SPECIAL RECOGNITION IN ENVIRONMENTAL, SOCIAL AND GOVERNANCE (ESG) in the PH Home Property Awards in 2021
- DIGITAL INITIATIVES to strengthen organizational efficiency and optimize internal business processes

SUSTAINABLE DEVELOPMENT GOALS

- 11 SUSTAINABLE CITIES AND COMMUNITIES
- 8 DECENT WORK AND ECONOMIC GROWTH
- 9 INDUSTRY, INNOVATION AND INFRASTRUCTURE
- 10 REDUCED INEQUALITIES
- 5 GENDER EQUALITY
- 3 GOOD HEALTH AND WELL-BEING
- 6 CLEAN WATER AND SANITATION
- 12 RESPONSIBLE CONSUMPTION AND PRODUCTION
- 17 PARTNERSHIPS FOR THE GOALS
- 13 CLIMATE ACTION
- 15 LIFE ON LAND
- 14 LIFE BELOW WATER

Questions & Answers





INTEGRATED REPORT 2022

Scan the QR code to view





THANK YOU!