



ANNUAL STOCKHOLDERS MEETING 2022

GOING BEYOND



BOARD OF DIRECTORS



Atty. M. Jasmine S. Oporto

Independent Director



Ma. Aurora Geotina-Garcia

Independent Director



Rufino Luis T. Manotok

Lead Independent Director



Stephen A. Tan
Director



Atty. Alan Fontanosa

(SYCIP LAW) Corporate Secretary



Joanna Marie Soberano-Bergundthal

Director, Senior Vice President & Marketing Director



B. Grant L. Cheng

Director & Chief Finance Officer



Jose Franco B. Soberano

Director, Executive Vice-President &
Chief Operating Officer



Ma. Rosario B. Soberano

Director, Executive Vice-President & Treasurer



Jose R. Soberano III

Chairman, President & Chief Executive Officer



ANNUAL STOCKHOLDERS MEETING 2022

GOING BEYOND





Jose R. Soberano III

Chairman, President & Chief Executive Officer

CERTIFICATION OF QUORUM AND NOTICE

ATTENDANCE

2,637,894,534 common shares

76.20%

of the total outstanding shares are present today

NOTICES OF MEETINGS

- ❑ **Notices of Meeting published in Philippine Daily Inquirer and Business World on 18 May 2022**
- ❑ **Preliminary and Definitive Information Statements distributed via PSE Edge on 2 May 2022 and 18 May 2022, respectively**

APPROVAL OF THE MINUTES OF THE PREVIOUS STOCKHOLDERS' MEETING

APPROVAL OF THE MINUTES OF THE PREVIOUS STOCKHOLDERS' MEETING HELD ON 27 MAY 2021



Minutes of CLI 2021 Annual Stockholders Meeting Held on 27 May 2021 In Cebu City via Zoom Videoconferencing

Attendance:

Members Present:

Jose R. Soberano III	Chairperson	Attending from Cebu City
Jose Franco B. Soberano	Director	Attending from Cebu City
Ma. Rosario B. Soberano	Director	Attending from Cebu City
Joanna Marie S. Bergundthal	Director	Attending from Cebu City
Beauregard Grant L. Cheng	Director	Attending from Cebu City
Rufino Luis T. Manotok	Independent Director	Attending from Makati City
Ma. Aurora D. Geotina-Garcia	Independent Director	Attending from Quezon City
Atty. M. Jasmine S. Oporto	Independent Director	Attending from Cebu City
Stephen A. Tan	Non-Executive Director	Attending from Mandaue City

I. CALL TO ORDER

The Chairman called the meeting to order at 9:33 AM.

II. CERTIFICATION OF NOTICE AND QUORUM

The Corporate Secretary certified that as of record date for this Annual Stockholders Meeting, CLI had a total of 15 stockholders holding 1,533,700,000 shares of stocks. Of this number, 8 stockholders represented by 20 proxies, holding 1,185,358,402 shares or 77.29% of total outstanding shares, were present either in person or remotely via Zoom, the videoconferencing platform used for this meeting. As such, the Corporate Secretary certified that the meeting had quorum to proceed.

He also certified that prior notice to stockholders was published with the Philippine Daily Inquirer issues on May 3 and 24, 2021 and that all materials for the annual meeting were made available on CLI's website in compliance with Securities and Exchange Commission Memorandum Circular No. 6 Series of 2020, which governs the conduct of stockholders meeting remotely via tele- and video-conference.

He further certified that the Preliminary and Definitive Information Statements were distributed via PSE EDGE on April 20, 2021 and May 12, 2021.

APPROVAL OF THE MINUTES OF THE PREVIOUS STOCKHOLDERS' MEETING HELD ON 27 MAY 2021

C. REPORT OF THE CHAIRMAN OF THE BOARD, PRESIDENT, AND CEO

Chairman, President and CEO Jose R. Soberano III stressed that the well-being of the employees, stakeholders and communities are CLI's utmost priority. Along this line, CLI increased its organic headcount to over 600 employees, supported VisMin communities by donating food packs and medical supplies to 18 cities and 30 barangays, and took part in the construction of quarantine centers. CLI also heavily invested in online platforms, extended flexible payment terms and established a new Customers Relation Department.

Mr. Soberano reported that with the value of homes becoming greater, CLI was able to seize the opportunity and has remained resilient in its performance as it completed about 5,300 units across key cities in Visayas and Mindanao.

As confirmed by Santos Knight Frank, for three consecutive years, CLI has sustained its market leadership in the VisMin areas. Also, as of Q3 of 2020, CLI recorded the largest market share at 12%.

In 2020, CLI adapted to necessary changes and seized the opportunities by increasing open spaces in condominiums and subdivisions, transforming open spaces in enclosed retail spaces and malls, incorporating clinics in properties and offering medical facilities.

For 2021, CLI envisions to rebound with an upside trajectory in sales from 15% to 20%. It has allocated ₱12 billion for capital expenditures to expand its landbank and increase its gross leasable area to 28,000 square meters.

A copy of the Chairman's Report may be requested from the Office of the Corporate Secretary.

Action Taken: On motion made and duly seconded, the stockholders or the proxies present unanimously approved the Chairman's Report.



ANNUAL STOCKHOLDERS MEETING 2022

GOING BEYOND





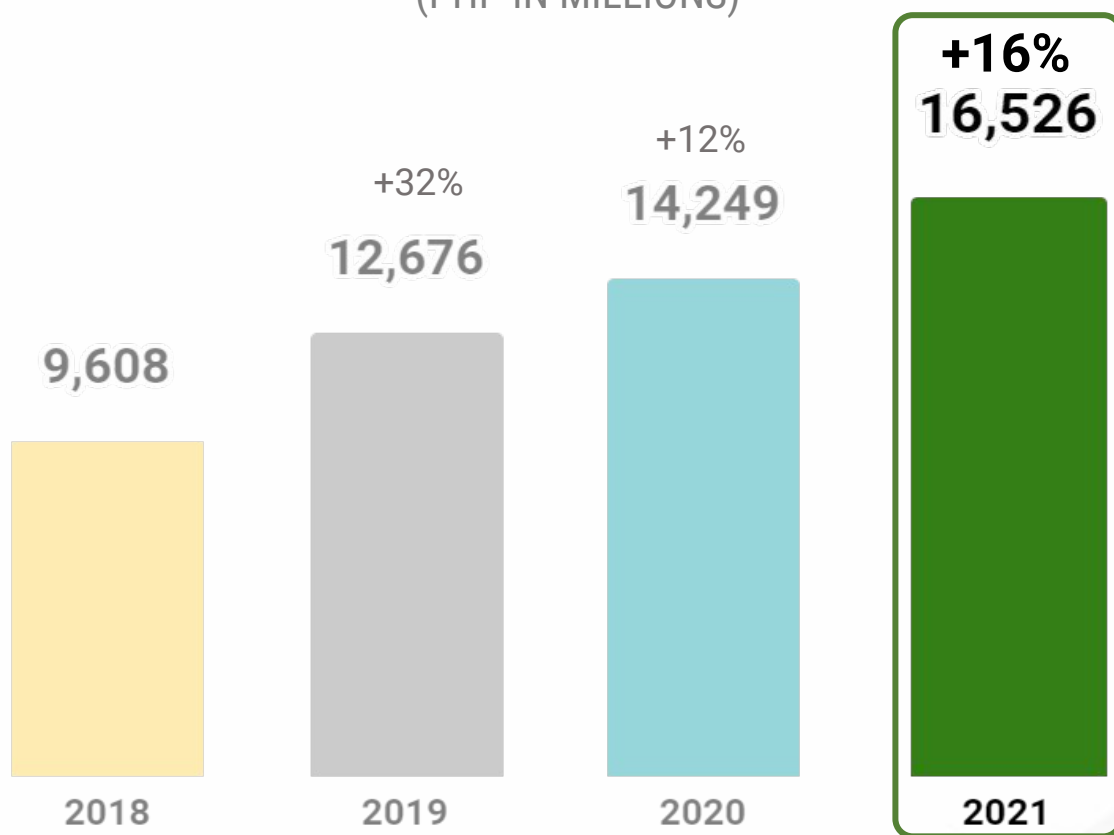
B. Grant L. Cheng

Director & Chief Finance Officer

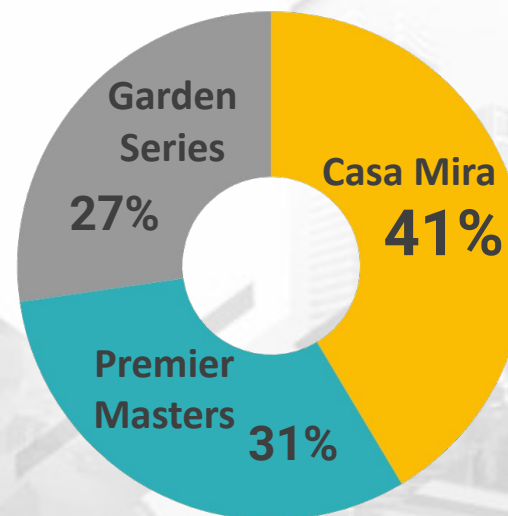
RECORD BREAKING SALES WITH 16% YOY INCREASE BACKED BY SOLID HOUSING DEMAND

RESERVATION SALES

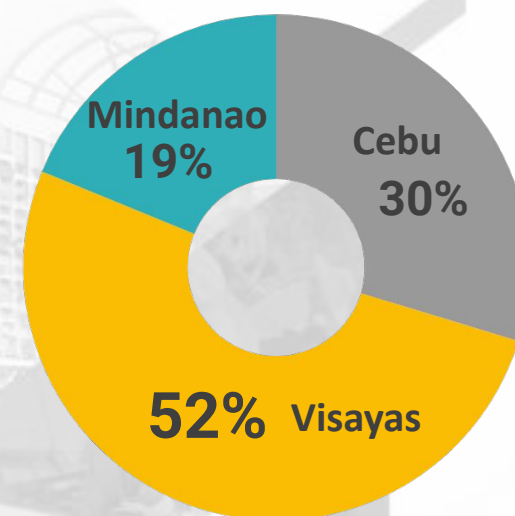
(PHP IN MILLIONS)



RESERVATION SALES PER SEGMENT



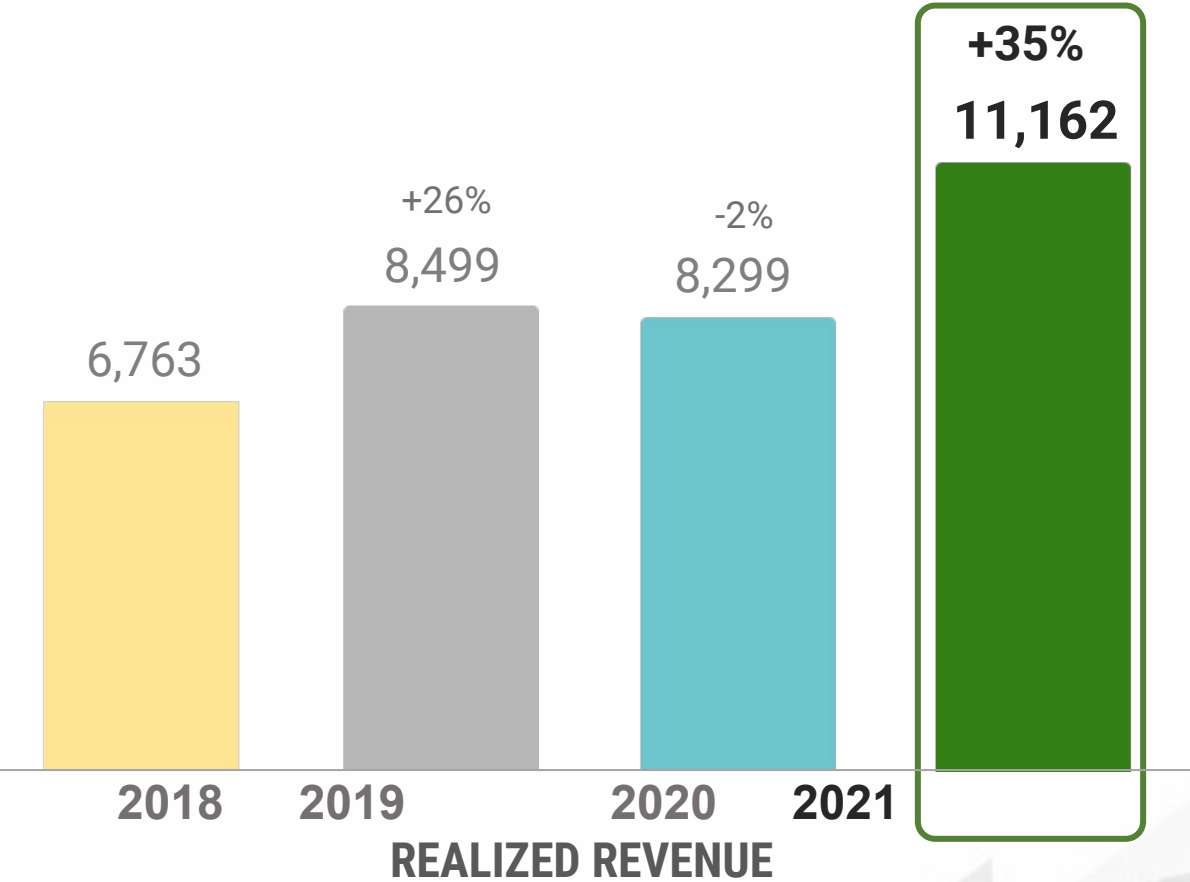
MARKET



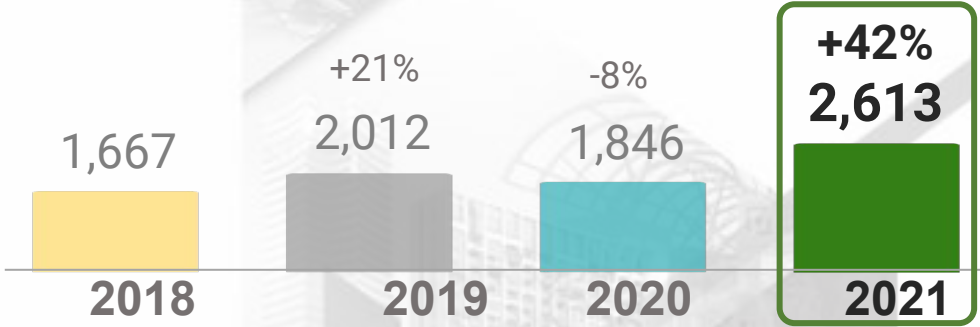
LOCATION

OUTSTANDING TOP LINE GROWTH OF 35%
WITH 42% Y-O-Y INCREASE IN PARENT NIAT

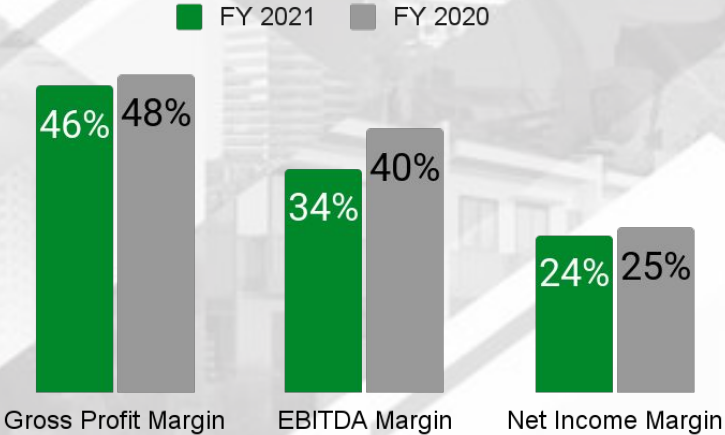
REVENUE vs PARENT NIAT
FY 2018 TO FY 2021
(PHP IN MILLIONS)



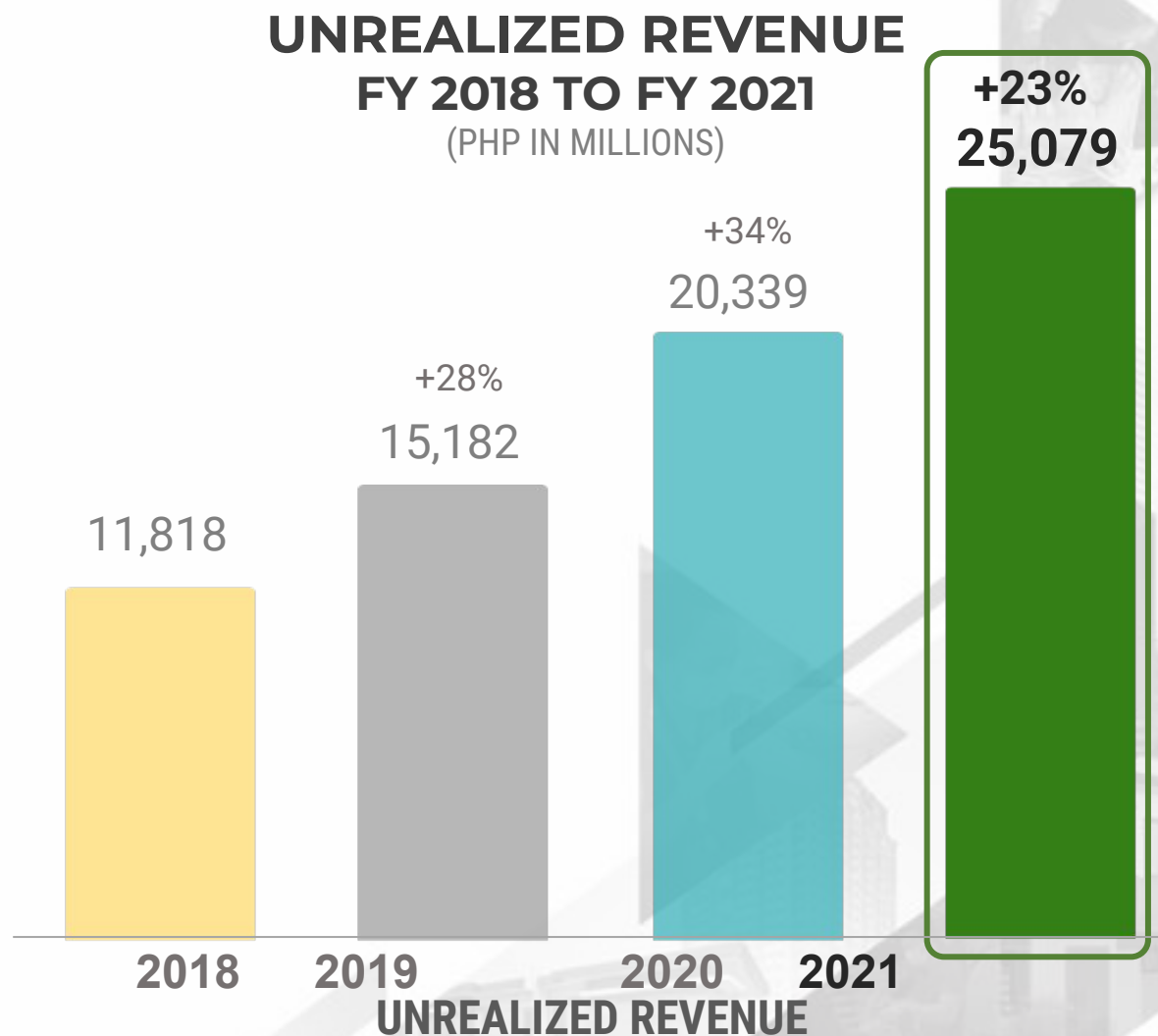
FY 2021 PARENT NIAT
SURPASSES PRE-PANDEMIC PERFORMANCE



MARGINS REMAIN HEALTHY



UNREALIZED REVENUE FROM SALES CONTRACT REACHED A RECORD OF P25 Bn BY YE2021



SOLID AND HEALTHY FINANCIAL POSITION

WITH ₱66.6Bn TOTAL ASSETS

DRIVEN BY CONSTRUCTION PROGRESS & BUILD UP OF RECURRING BUSINESS SEGMENT

(₱ IN MILLIONS)	As of Dec 31, 2021	As of Dec 31, 2020	Movement In Php	Movement %
Cash	1,096	797	299	37%
Accounts Receivables	6,006	6,142	(136)	(2%)
Contract Assets	20,290	13,857	6,434	46%
Real Estate Inventories	18,709	13,398	5,311	40%
Deposits on land for future dev	0	700	(700)	(100%)
Investment properties	13,240	10,094	3,146	31%
Other Current Assets	4,795	3,042	1,753	58%
Other Non-current Assets	2,517	2,061	455	22%
Total Assets	66,652	50,091	16,562	33%
Interest Bearing Liabilities	32,022	23,794	8,228	35%
Other Liabilities	16,698	10,769	5,929	55%
Total Liabilities	48,720	34,563	14,157	41%
Capital	5,232	3,323	1,910	57%
Treasury shares	(748)	(733)	15	2%
Revaluation reserves - net	(14)	(13)	1	5%
Retained earnings	6,369	6,054	315	5%
Non Controlling Interest	7,092	6,896	197	3%
Total Equity	17,932	15,527	2,405	15%
Total Liabilities and Equity	66,652	50,091	16,562	33%

CONSO ROA

FY 2021

5%

FY 2020)

5%

PARENT ROE

FY 2021

28%

FY 2020

23%

NET D/E

FY 2021

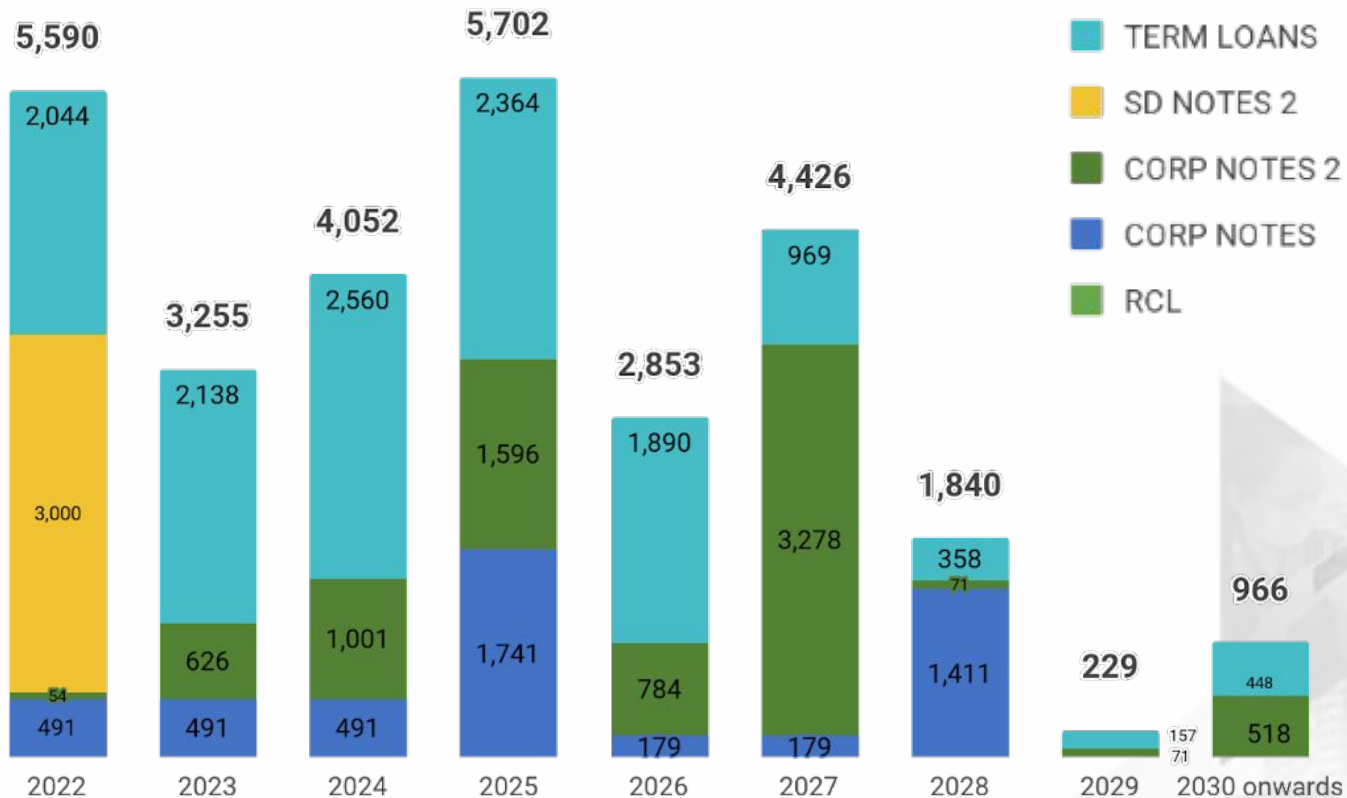
1.72

FY 2020

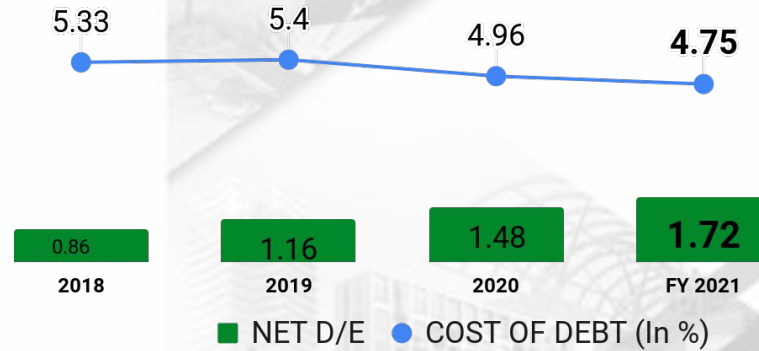
1.48

PRUDENT DEBT MANAGEMENT WHILE LOWERING DOWN COST OF BORROWING

OUTSTANDING LOANS AS OF DEC 31, 2021 (PHP IN MILLIONS)

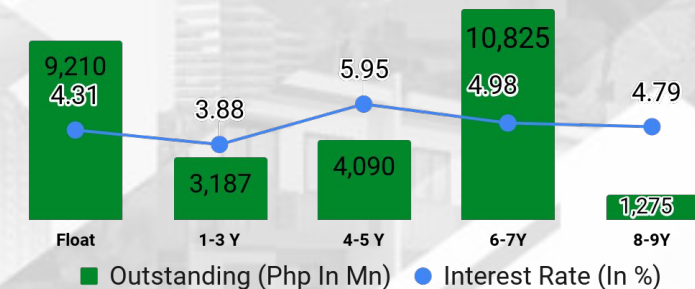


COST OF DEBT & NET D/E



FLOAT AND FIXED O/S LOANS AND RATES

Fixed - 68%, Float - 32%



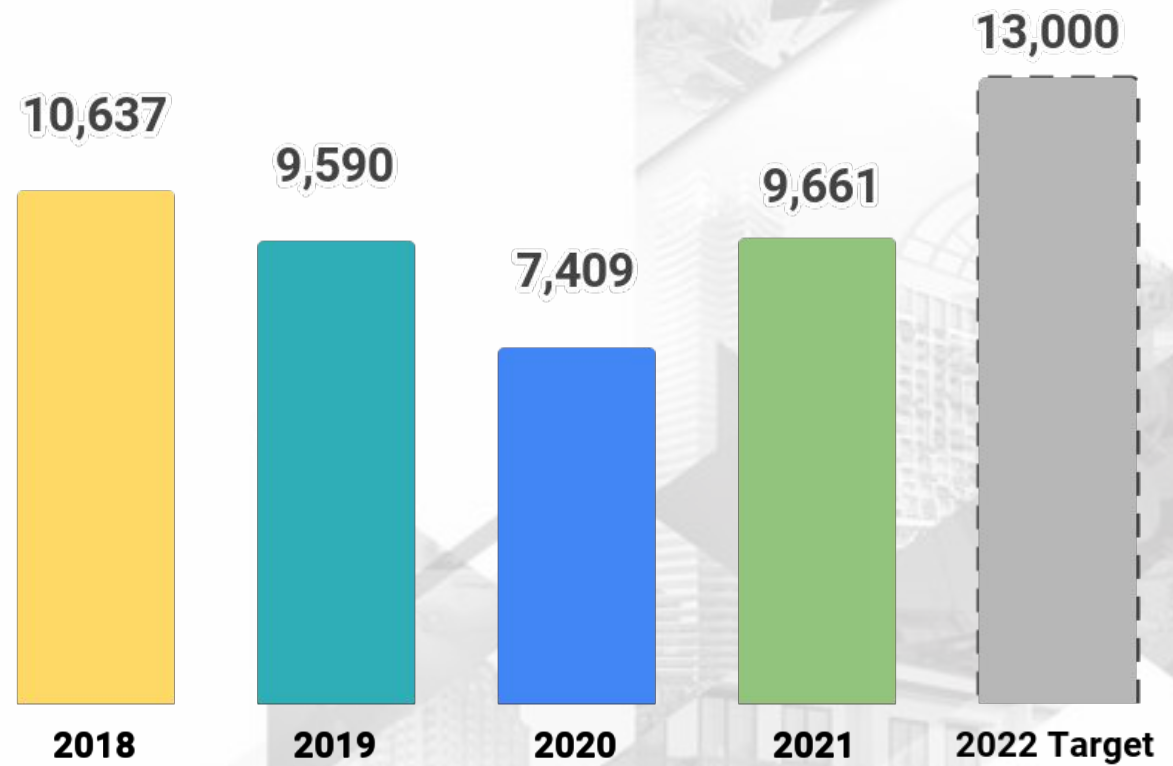
BANK AND FUNDING PARTNERS



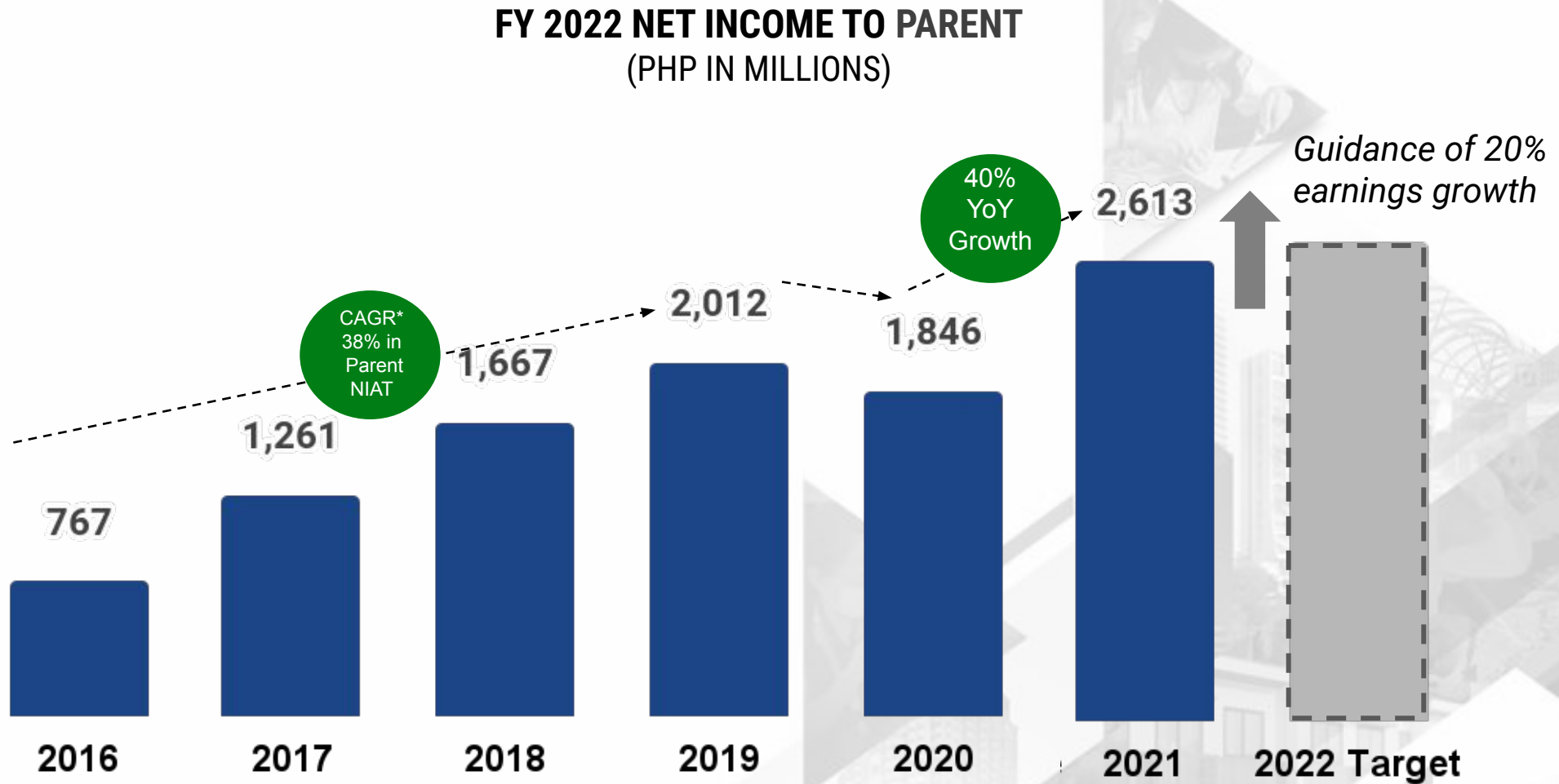
**TO SPEND OVER
13Bn IN CAPITAL
EXPENDITURES IN
2022**

CAPITAL EXPENDITURE

(PHP IN MILLIONS)



TO CARRY ON CLI GROWTH TRAJECTORY IN 2022 SUPPORTED BY SOLID GROWTH DRIVERS



RESIDENTIAL

11 Bn

REAL ESTATE REVENUE
(35% HIGHER YOY)

18 Bn

PROJECT LAUNCHES
(57% HIGHER YOY)

16.5 Bn

RES SALES TAKE-UP
(16% HIGHER YOY)

89%

SOLD OUT STATUS
ACROSS ALL STAGES

	TOTAL PORTFOLIO	LAUNCHED IN 2021	CONSTRUCTION IN PROGRESS	COMPLETED
NO. OF PROJECTS	63	10	24	29
TOTAL UNITS	29,316	5,696	12,839	10,781
TOTAL PROJECT VALUE	₱86.2 Bn	₱18 Bn	₱45.6 Bn	₱22.6Bn
LAND AREA (IN Ha)	172 Ha	27 Ha	67 Ha	78 Ha
% SOLD	89%	68%	93%	97%
UNITS SOLD	26,193	3,865	11,916	10,412
TOTAL SALES VALUE	₱73.6 Bn	₱12.7 Bn	₱39.2 Bn	₱21.7 Bn



BASELINE PREMIER (CEBU CITY)
₱1.6 BILLION | 379 UNITS | 98% SOLD

SAN JOSE MARIA VILLAGES (4)
VILLA CASITA BALAMBAN
MIDORI PLAINS
ASIA PREMIER RESIDENCES
MIDORI RESIDENCES
MIVESA GARDEN RESIDENCES PH1-3 (3)
VELMIRO HEIGHTS MINGLANILLA
CASA MIRA LINAPO PH1-2
CASA MIRA TOWERS LABANGON T1-T2
CASA MIRA SOUTH PH 1-2 (4)
VILLA CASITA NORTH



CASA MIRA COAST (SIBULAN)
₱1.1 BILLION | 543 UNITS | 96% SOLD



MESAVIRRE BUILDING A (BACOLOD)
₱655 MILLION | 294 UNITS | 100% SOLD




MESAVERTE GARDEN RESIDENCES T1-T3 (CDO)
₱2.0 Bn | 798 UNITS | 100% SOLD



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

<https://ir.cebulandmasters.com/>




CEBULANDMASTERS

We Build with You in Mind

[ABOUT US](#)
[PROJECTS](#)
[CONSTRUCTION UPDATES](#)
[VIRTUAL TOURS](#)
[INVESTOR RELATIONS](#)
[WHAT'S NEW](#)

INVESTOR RELATIONS INFORMATION

We provide our investing public with necessary information on the company's financial progress and stock performance.



Cebu Landmasters Inc

2.70 PHP 0.02 (0.75%) ↑

06/06/2022 12:30

1 Day

5 Days

1 Month

6 Month

1 Year

Time	Price (PHP)
07:00	2.70
08:00	2.67
09:00	2.64
10:00	2.70
11:00	2.70
12:00	2.70

Open	2.70	Volume	186,000
High	2.70	52-wk high	4.45
Low	2.64	52-wk low	2.50

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Contact Us

For inquiries or concerns, reporting of complaints or violation of stakeholder rights, please use contact form below.

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Your Email Address

Your Message Here

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Investor Communications and Compliance

B. Grant L. Cheng

Chief Finance Officer

grant@acebulandmasters.com

Clarissa Mae A. Cabalda

Sr. Corporate Finance and IR Manager

clarissacebulandmasters.com

Atty. John Edmar Garde

Compliance officer

jpg@acebulandmasters.com

Officer of the Corporate Secretary

Atty. Allan Fontaniza

Corporate Secretary

Atty. Larin-Ril Veloso

Assistant Corporate Secretary

corporate.secretary@acebulandmasters.com

CebuLandmasters, Inc.

12th Floor, Park Central Tower, J.M. del Mar Sr., Cebu I.T. Park, Cebu City, Philippines

View Map

Hotline Nos. +63 32 231-4870 / 231-4934

Hotline +63 32 234-1234

Shareholder Services and Assistance

For inquiries regarding dividend payments, change of address and account status, lost or damaged stock certificates, please contact:

BDO Securities Services & Corporate Agencies

c/o Ms. Rame Carpio

Hot. Nos. +63 2 878-4965

bdo-stock-transfer@bdo.ph

A horizontal navigation bar with three sections: 'News and Updates', 'Disclosures', and 'IR Calendar'. The 'News and Updates' section is highlighted with a green background and features a small image of a modern building. The 'Disclosures' and 'IR Calendar' sections have white backgrounds. Each section contains a title, a date, and a 'Read more' button.



ANNUAL STOCKHOLDERS MEETING 2022

GOING BEYOND



APPROVAL OF THE CFO'S REPORT



ANNUAL STOCKHOLDERS MEETING 2022

GOING BEYOND





Jose Franco B. Soberano

Director, Executive Vice-President &
Chief Operating Officer



LIVE VIDEO FEED

2021

surpassed pre-pandemic financial
performance by an industry-leading

30%

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER



LIVE VIDEO FEED

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER

ANNUAL STOCKHOLDERS MEETING 2022

JUNE 2017

over 11,000 units

residential units in various stages
of development

END-DECEMBER 2021

30,000 units

accompanied by a growing office,
retail, hospitality, mixed-use and
township portfolio

over **15** of the most strategic
VisMin hubs



LIVE VIDEO FEED

30,000 units

90% sold out of the
P86.2 billion (Total Project Value)

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER



LIVE VIDEO FEED

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER

10 new projects launched
6,000 **new units** in Cebu, Iloilo, Mandaue,
Lapu-Lapu, Bacolod, Ormoc
and Cagayan de Oro

over

P12.7 billion

of **new reservation sales**
were generated which contributed
to a record total of

P16.5 billion in

new reservation sales in 2021,
16% more than the previous year



LIVE VIDEO FEED

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER

ANNUAL STOCKHOLDERS MEETING 2022

**Davao
Cagayan de Oro
Dumaguete
Iloilo
Bacolod
Bohol
Ormoc
Palawan**

LIVE VIDEO FEED



**PATRIA
DE CEBU**

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER

ANNUAL STOCKHOLDERS MEETING 2022



LIVE VIDEO FEED

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER

ANNUAL STOCKHOLDERS MEETING 2022



TERRANZA

♦ RESIDENCES ♦





LIVE VIDEO FEED

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER

ANNUAL STOCKHOLDERS MEETING 2022



LIVE VIDEO FEED

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER

ANNUAL STOCKHOLDERS MEETING 2022



**MASTERS
TOWER CEBU**
BY CEBU LANDMASTERS





LIVE VIDEO FEED

Xavier University

Masterson Campus

Manresa Town

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER



LIVE VIDEO FEED

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER

ANNUAL STOCKHOLDERS MEETING 2022

**the
pad**
CO-LIVING AT
BANILAD HIGH STREET


**CEBULAND
MASTERS**
We Build with You in Mind



LIVE VIDEO FEED

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER

ANNUAL STOCKHOLDERS MEETING 2022

38 PARK AVENUE
AT THE CEBU I.T. PARK





LIVE VIDEO FEED

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER

ANNUAL STOCKHOLDERS MEETING 2022

LATITUDE
CORPORATE CENTER

LIVE VIDEO FEED

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER

ANNUAL STOCKHOLDERS MEETING 2022



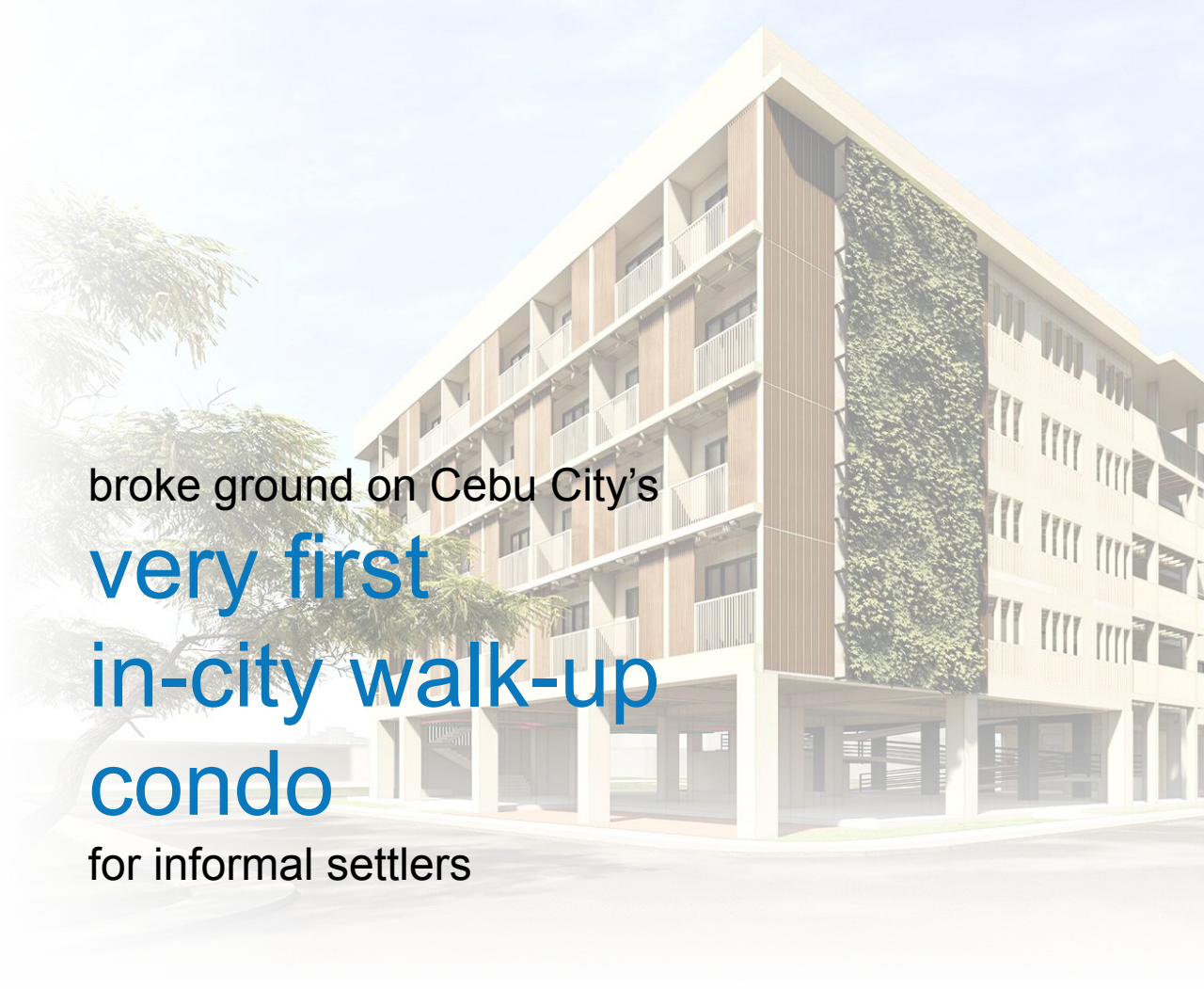


LIVE VIDEO FEED

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER

ANNUAL STOCKHOLDERS MEETING 2022



broke ground on Cebu City's
very first
in-city walk-up
condo
for informal settlers



LIVE VIDEO FEED

**safety of our employees,
homeowners, industry
partners and communities**

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER



LIVE VIDEO FEED

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER

safety of our employees,
homeowners, industry partners
and communities

**immediate mobilization
to provide support and
assistance**



LIVE VIDEO FEED

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER

safety of our employees,
homeowners, industry partners
and communities

immediate mobilization
to provide support and assistance

**announced a commitment
to repair damaged roofs of
homeowners affected by the
Category 5 typhoon**



LIVE VIDEO FEED

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER

ANNUAL STOCKHOLDERS MEETING 2022

safety of our employees,
homeowners, industry partners
and communities

immediate mobilization
to provide support and assistance

**announced a commitment
to repair damaged roofs of
homeowners affected by the
Category 5 typhoon**

A total **OF P30+ MILLION** was immediately
deployed and within a few days after the
typhoon, repair work was already underway





LIVE VIDEO FEED

5th year anniversary
as a publicly listed company

IN JUNE 2022

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER

ANNUAL STOCKHOLDERS MEETING 2022





LIVE VIDEO FEED

2022
21 NEW PROJECTS
worth over P31.5 Bn

JOSE FRANCO B. SOBERANO

DIRECTOR, EXECUTIVE VICE-PRESIDENT & CHIEF OPERATING OFFICER



ANNUAL STOCKHOLDERS MEETING 2022

GOING BEYOND



APPROVAL OF THE COO'S REPORT



ANNUAL STOCKHOLDERS MEETING 2022

GOING BEYOND





Jose R. Soberano III

Chairman, President & Chief Executive Officer



LIVE VIDEO FEED

**extraordinary year
of growth**

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022





LIVE VIDEO FEED

fundamentals of our
business are stronger and
healthier than ever

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022



LIVE VIDEO FEED

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022

BOARD APPROVED

33.8% INCREASE

in this year's cash dividends

P519.2 million

from P388.75 million in 2020

15 centavos per share

distributed on May 17 to all stockholders
on record as of April 22





LIVE VIDEO FEED

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022

**turn challenges
into opportunities**

**heightened our focus
on sustainability**

**2022
prospects & beyond**



LIVE VIDEO FEED

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022

turn challenges
into opportunities

heightened our focus
on sustainability

2022
prospects & beyond





LIVE VIDEO FEED

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022

**turn challenges
into opportunities**

**heightened our focus
on sustainability**

**2022
prospects & beyond**



LIVE VIDEO FEED

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022

**turn
challenges
into
opportunities**



LIVE VIDEO FEED

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022


CLI Masters Portal

 CLI 360
VIRTUAL
TOUR


NEW HOME
NEW Hope

2021
continued investing
in **digital channels**

 CLI DIGITAL
TURNOVER
EXPERIENCE

CLIO
your CLI Chat Assistant.


**CEBULAND
MASTERS**
We Build with You in Mind



LIVE VIDEO FEED

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022



**new
business
segments**



LIVE VIDEO FEED

focus on
sustainability

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022



LIVE VIDEO FEED

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022

10 • **P18** • **5,696**
projects billion worth housing units

designated
for economic
housing

48 / **2,725**
percent units





LIVE VIDEO FEED

**immediately helped
rebuild affected
communities**

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022





LIVE VIDEO FEED

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022

12,000 jobs

many of which are in construction, and paid P451 million in salaries and benefits

P7.13 billion disbursed

to contractors, suppliers, and consultants, more than 70% of which were paid to partners in Visayas and Mindanao

P983.4 million in taxes

an increase of 112% from the total taxes paid in 2021





LIVE VIDEO FEED

2021

began developing a system to track and manage the materials, water, and energy we consume

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER



LIVE VIDEO FEED

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022

**Philippine Green Building Council
(PHILGBC)**

**In-house Certified Green Building
practitioners**

BERDE professionals who have
undergone rigorous training and
qualifying exams to ensure world-class
green-building standards

LIVE VIDEO FEED

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022



creates value not just for our business
but also for our **communities**





LIVE VIDEO FEED

5 PILLARS

of our sustainability framework

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022





LIVE VIDEO FEED

BEYOND 2021

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022



LIVE VIDEO FEED

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022

expanded landbank

to aid growth targets by acquiring
41 hectares of high-value land

**103 hectares
worth P12 billion**

total land bank

LIVE VIDEO FEED

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022

BEYOND
2021

We are also set to launch

21 Pipeline Projects

worth P31.5 billion



**Manresa
Town**



VELMIRO





LIVE VIDEO FEED

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022

integrity
foresight
discipline



LIVE VIDEO FEED

**Grow our communities
in ways that inspire the
best in each of us**

JOSE R. SOBERANO III

CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

ANNUAL STOCKHOLDERS MEETING 2022





ANNUAL STOCKHOLDERS MEETING 2022

GOING BEYOND



APPROVAL OF THE CHAIRMAN'S REPORT

ANNUAL STOCKHOLDERS MEETING 2022



ANNUAL STOCKHOLDERS MEETING 2022

GOING BEYOND



APPROVAL OF THE AUDITED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2021

RATIFICATION OF ALL ACTS OF THE BOARD OF DIRECTORS DURING THE 2021 – 2022 TERM

ACTS OF THE BOARD OF DIRECTORS IN THE 2021 - 2022 TERM

FOR STOCKHOLDERS' RATIFICATION

- Acquisition of an 8-hectare property in Danao City, Cebu, from the Durano Family amounting to P296 Million;
- Acquisition of a 10-hectare property in Consolacion, Cebu from the King Family amounting to P177.6 Million;
- Acquisition of expansion areas for Casa Mira South and Villa Casita subdivision projects in Cebu;
- Road-lot acquisition for Base Line Centre mixed-use development.
- Investment of ₱750,000,000.00 more or less, into a joint venture company with Lite Properties, Inc., to acquire and develop a beach property in Dawis, Panglao Bohol;
- Acquisition of additional 12.5% shares in the joint venture with Lite Properties, Inc. at ₱126 Million for a 50% downpayment with the remaining balance paid quarterly until full satisfaction;

ACTS OF THE BOARD OF DIRECTORS IN THE 2021 - 2022 TERM

FOR STOCKHOLDERS' RATIFICATION

- Approval and ratification CLI's acquisition of Ming-Mori shares at 2.50x the par value;
- Infusion of P923,545,800.00 to Cebu Homegrown Developers, Inc., a joint venture with the family of Erramon Aboitiz, to acquire a portion of Prisitina North development from Aboitiz Land, Inc.;

ACTS OF THE BOARD OF DIRECTORS IN THE 2021 - 2022 TERM

FOR STOCKHOLDERS' RATIFICATION

- Approval of CLI's Executive Stock Option Plan;
- Amendment of the Corporate Governance Committee Charter to create a separate Compensation and Benefits Committee, composed of Dir. Stephen Tan as Chairperson with Dirs. Joanna Marie S. Bergundthal and Ma. Rosario B. Soberano as members;
- P100 Million donation to Xavier University (Ateneo De Cagayan) as part of a MOA to develop a new campus and university town;
- Declaration of regular cash dividend of Php0.112 per share and a special cash dividend of ₱.038 per share with an ex-date on 20 April 2022, record date on 22 April 2022, and payment date on 17 May 2022;

ELECTION OF THE BOARD OF DIRECTORS FOR THE 2022-2023 TERM



Rufino Luis T. Manotok

Lead Independent Director

NOMINEES TO THE **BOARD OF DIRECTORS**



Jose R.
Soberano III



Ma. Rosario B.
Soberano



Jose Franco B.
Soberano



Joanna Marie
Soberano-Berg
undthal



B. Grant L.
Cheng



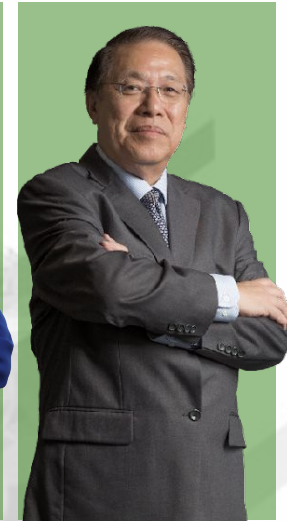
Stephen Tan



Ma. Aurora
Geotina-Garcia

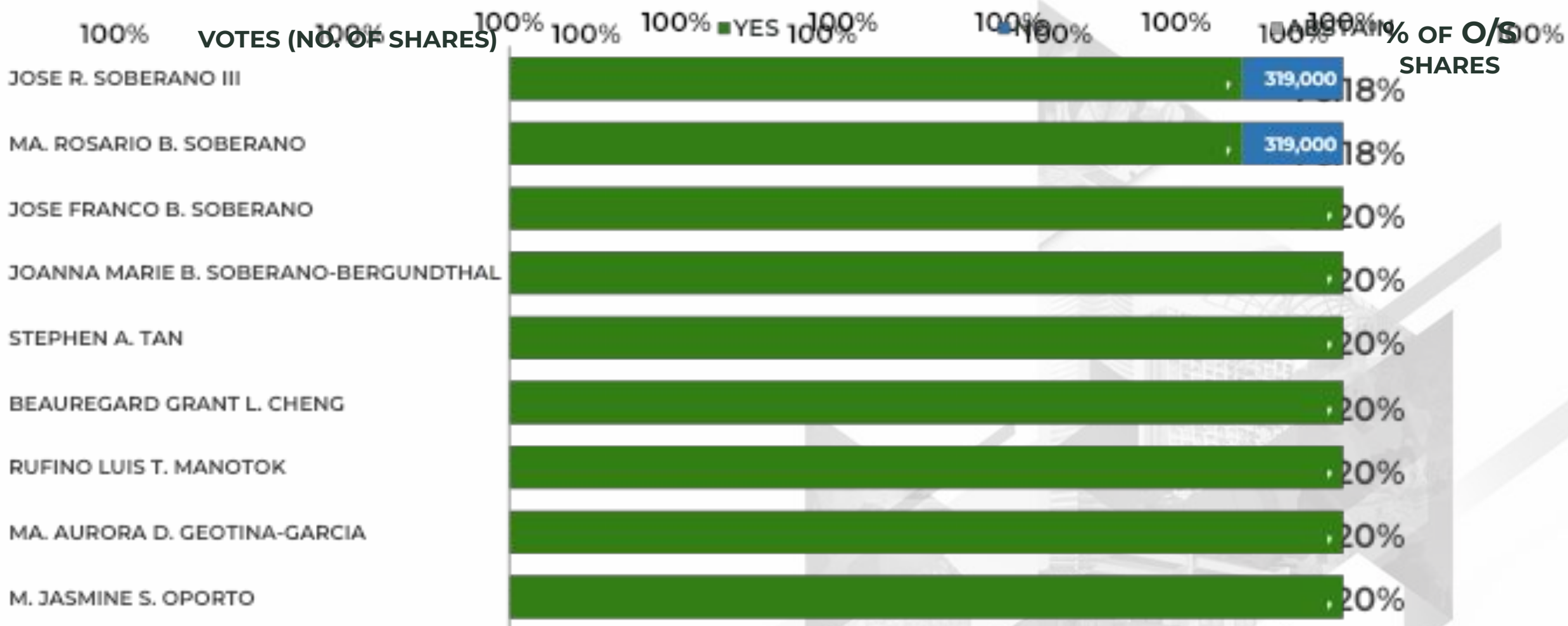


Ma. Jasmine S.
Oporto



Rufino Luis T.
Manotok

SUMMARY OF VOTES FOR ELECTION OF DIRECTORS



APPOINTMENT OF INDEPENDENT AUDITOR FOR FISCAL YEAR 2022



Ma. Aurora Geotina-Garcia

Independent Director



ANNUAL STOCKHOLDERS MEETING 2022

GOING BEYOND



OTHER MATTERS



ANNUAL STOCKHOLDERS MEETING 2022

GOING BEYOND

