**COVER SHEET**

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(Business Address: No. Street/City/Province)

| Clarissa Mae A. Cabalda |
|---|
| Contact Person |

| 032-231-4870 |
|---|
| Company Telephone Number |

| 1 | 2 |
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| Month | |

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| Day | |

| 17-A |
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| Form Type |

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*Annual Meeting*

Secondary License Type, If Applicable

Dept. Requiring this Doc

Amended Articles

Number/Section

Total Amount of Borrowings

Total No. of Stockholders

Domestic

Foreign

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To be accomplished by SEC Personnel concerned

File Number

LCU

Document I.D.

Cashier

**SEC Number: CS200321240**
**File Number: _____**

**CEBU LANDMASTERS, INC.**

**(Company's Full Name)**

**10TH FLOOR, PARK CENTRALE, B2 L3,**
**JOSE MA. DEL MAR ST.,**
**CEBU IT PARK, APAS, CEBU CITY**

**(Company Address)**

**(032) 231-4914**

**(Telephone Number)**

**December 31, 2020**

**(Fiscal Year Ended)**

**SEC Form 17-A Annual Report**

**(Form Type)**

**-**

**(Amendments)**

**SECURITIES AND EXCHANGE COMMISSION**
**SEC FORM 17-A**
**ANNUAL REPORT PURSUANT TO SECTION 17**
**OF THE SECURITIES REGULATION CODE AND SECTION 141**
**OF THE CORPORATION CODE OF THE PHILIPPINES**

1. For the fiscal year ended **December 31, 2020**

2. SEC Identification Number **CS200321240**

3. BIR Tax Identification No. **227-599-320**

4. Exact name of issuer as specified in its charter **CEBU LANDMASTERS, INC**

5. Province, Country or other jurisdiction of incorporation or organization **CEBU CITY, CEBU, 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) 231-4914**

9. Former name, former address, and former fiscal year, if changed since last report **not applicable**

10. Securities registered pursuant to Sections 8 and 12 of the SRC, or Sec. 4 and 8 of the RSA

| Title of each class | Number of shares issued and outstanding |
|---|---|
| **COMMON SHARES** | **1,554,999,600** |

**11.** Are any or all of these securities listed on a Stock Exchange.

Yes [ X] No [ ]

If yes, state the name of such stock exchange and the classes of securities listed therein:

Stock Exchange: **Philippine Stock Exchange**
Securities listed: **Common shares**

12. Check whether the issuer:
(a) has filed all reports required to be filed by Section 17 of the SRC and SRC Rule 17.1 thereunder or Section 11 of the RSA and RSA Rule 11(a)-1 thereunder, and Sections 26 and 141 of The Corporation Code of the Philippines during the preceding twelve (12) months (or for such shorter period that the registrant was required to file such reports);
Yes [X] No [ ]

(b) has been subject to such filing requirements for the past ninety (90) days.
Yes [X] No [ ]

13. Aggregate market value of the voting stock held by non-affiliates: **₱1,867,856,614** as of December 31, 2020

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## PART I – BUSINESS AND GENERAL INFORMATION

### ITEM 1. BUSINESS

#### Background

Cebu Landmasters, Inc. ("CLI" or "Cebu Landmasters" or "the Company") was incorporated on September 26, 2003. On June 2, 2017, the Company was listed on the Philippine Stock Exchange (PSE) with "CLI" as its ticker symbol. A total of 430,000,000 shares were issued and fully subscribed at P5.00 per share.

After 17 years of operations, the Company has diversified its portfolio to better match the myriad demands of the Visayas and Mindanao (VisMin) property sector. As of date, CLI has a total of 77 projects in different stages of development, which include 23 residential subdivisions, 29 residential condominiums, 6 hotels, 7 retail locations, 5 offices, 5 mixed-use and 1 estate development.

CLI opened its first hotel development in September 2019—Citadines Cebu City. The 180-room condotel, is operated and managed by Ascott International Management Pte Ltd., one of the leading international lodging owner-operators. This is the first of several hotel developments being built by CLI that will be managed by Ascott and other world-renowned hotel operators.

A recent market study by Santos Knight Frank named CLI as the leading residential developer in the Visayas and Mindanao (VisMin) in 2020 with the largest market share from among real estate firms providing condominium and subdivision projects in the region. The study disclosed that CLI accounted for 18,683 units or 12% of the available 86,126 units in VisMin pulling ahead of developers operating nationwide.

CLI continues to expand its land bank to support its expansion plans. As of December 31, 2020, the Company has a total of 908,959 square meter (sq.m.) of developable land in 15 growth centers in VisMin. The Company has several strategic land acquisitions lined up in greater Cebu, Bacolod and Davao, with new expansion areas such as Ormoc, Palawan, Butuan and General Santos City also on the horizon.

#### CLI Visayas – Mindanao Presence

Since its incorporation, CLI has grown its portfolio to include residential subdivision and condominium, mixed-use, offices, hotels, retail locations and recently, estate and reclamation developments. The Company designs its projects to meet the needs of different market segments. Its brands are carefully planned and priced to provide excellent value for the particular segment it serves.

The Premier Masters include projects such as Base Line Premier, 38 Park Avenue, Astra Center and Paragon Center that are designed for world-class living in prime urban locations. The Garden Series brand, like Mivela Garden and Velmiro Greens Bohol cater to the middle market. The Casa Mira brand, on the other hand, is for the affordable economic housing segment while the Villa Casita brand is for the socialized housing market.

The Company's projects are discussed in detail in the succeeding sections.

In 2018, CLI started to venture into larger scale developments with the launch of Davao Global Township ("DGT"), a 22-hectare (ha) estate located in Matina, Davao. Site development is ongoing and the first project on the site is scheduled for launch in 2021.

Aside from DGT, the Company has ongoing negotiations with landowners in Cebu, Davao, Bohol, Bacolod , and Cagayan de Oro (CDO) for future estate and reclamation projects.

The Company endeavors to sustain its growth momentum by launching 15 new residential projects in 2021 across VisMin.

**Real Estate Development Overview**

Cebu Landmasters currently has 77 projects in various stages of construction spread across 15 major cities in VisMin.

To meet the demands of its market, CLI has extended its product offering from a single residential project in 2003 to include residential, office, hotel, retail, mixed-use, and estates. Similarly, the Organization works at varying market tiers, serving the residential demands of high-end, middle-income, low-income, and socialized housing groups.

Completed projects

In 2020, Cebu Landmasters was able to complete and turnover units in Mivesa Garden Residences (Phase 3), Latitude and Villa Casita North.

The Company's 32 completed developments are a mix of vertical and horizontal residential, mixed-use, office, hotel, and retail projects as enumerated below.

| No. | Project | Location | Construction | Type | Use | No. of Units | Sold Units | Completion |
|---|---|---|---|---|---|---|---|---|
| **1** | San Jose Maria Village – Balamban | Balamban, Cebu | Horizontal | Residential | Mid-Market | 231 | 201 | 2006 |
| **2** | San Jose Maria Village – Minglanilla | Minglanilla, Cebu | Horizontal | Residential | Mid-Market | 145 | 145 | 2008 |
| **3** | San Jose Maria Village – Talisay | Talisay City, Cebu | Horizontal | Residential | Mid-Market | 96 | 96 | 2012 |
| **4** | San Jose Maria Village – Toledo | Toledo City, Cebu | Horizontal | Residential | Mid-Market | 144 | 101 | 2010 |
| **5** | Villa Casita Balamban | Balamban, Cebu | Horizontal | Residential | Socialized | 101 | 101 | 2015 |
| **6** | Midori Plains | Minglanilla, Cebu | Horizontal | Residential | Mid-Market | 370 | 370 | 2014 |
| **7** | Asia Premier Residences | Cebu City | Vertical | Residential | High-End | 88 | 88 | 2012 |
| **8** | Base Line Residences | Cebu City | Vertical | Residential | High-End | 201 | 201 | 2013 |
| **9** | Midori Residences | Mandaue City, Cebu | Vertical | Residential | Mid-Market | 396 | 396 | 2014 |
| **10** | Park Centrale Tower | Cebu City | Vertical | Office | Office | 50 | 50 | 2015 |
| **11** | Mivesa Garden Residences (Phase 1) | Cebu City | Vertical | Residential | Mid-Market | 479 | 477 | 2016 |
| **12** | Mivesa Garden Residences (Phase 2) | Cebu City | Vertical | Residential | Mid-Market | 458 | 457 | 2016 |
| **13** | Velmiro Heights (Phase 1) | Minglanilla, Cebu | Horizontal | Residential | Mid-Market | 348 | 346 | 2016 |
| **14** | Casa Mira Linao (Phase 1 and 2) | Minglanilla, Cebu | Horizontal | Residential | Economic | 725 | 725 | 2016 |
| **15** | Casa Mira Towers Labangon Tower 1 | Cebu City | Vertical | Residential | Economic | 272 | 272 | 2018 |
| **16** | Casa Mira Towers Labangon Tower 2 | Cebu City | Vertical | Residential | Economic | 414 | 409 | 2019 |
| **17** | Casa Mira South Phase 1A | Naga, Cebu | Horizontal | Residential | Economic | 342 | 342 | 2018 |
| **18** | Casa Mira South Phase 1B | Naga, Cebu | Horizontal | Residential | Economic | 667 | 665 | 2018 |
| **19** | Casa Mira South Phase 2A | Naga, Cebu | Horizontal | Residential | Economic | 494 | 494 | 2019 |
| **20** | Casa Mira South Phase 2B | Naga, Cebu | Horizontal | Residential | Economic | 250 | 250 | 2019 |

| No. | Project | Location | Construction | Type | Use | No. of Units | Sold Units | Completion |
|---|---|---|---|---|---|---|---|---|
| **21** | MesaVerte Residences Tower 1 | CDO City, Misamis Oriental | Vertical | Residential | Mid-Market | 252 | 252 | 2019 |
| **22** | MesaVerte Residences Tower 2 | CDO City, Misamis Oriental | Vertical | Residential | Mid-Market | 252 | 252 | 2019 |
| **23** | Base Line Center | Cebu City | Vertical | Mixed-Use | Mixed-Use | - | - | - |
| **24** | Base Line Retail | Cebu City | Vertical | Retail | Retail | 5,918 sq.m. | | 2019 |
| **25** | Citadines Cebu City | Cebu City | Vertical | Hotel | Hotel | 180* | 71 | 2019 |
| **26** | Base Line HQ | Cebu City | Vertical | Office | Office | 54 | 52 | 2019 |
| **27** | Base Line Premier | Cebu City | Vertical | Residential | High-end | 379 | 378 | 2019 |
| **28** | MesaVerte Residences Tower 3 | CDO City, Misamis Oriental | Vertical | Residential | Mid-Market | 294 | 294 | 2019 |
| **29** | Guadalupe Pinamalayan Socialized Housing Project | Mindoro | Horizontal | Residential | Socialized | 338 | 312 | 2019 |
| **30** | Latitude Corporate Center | Cebu City | Vertical | Office | Office | 58 | 57 | 2020 |
| **31** | Villa Casita North | Bogo City, Cebu | Horizontal | Residential | Socialized | 686 | 663 | 2020 |
| **32** | Mivesa Garden Residences (Phase 3) | Cebu City | Vertical | Residential | Mid-market | 576 | 570 | 2020 |

Ongoing projects (under construction)

CLI has the following 45 ongoing projects in various stages of construction.

| No. | Project | Location | Construction | Type | Use | No. of Units | Sold Units | Compl-etion |
|---|---|---|---|---|---|---|---|---|
| 1 | Base Line Prestige | Cebu City | Vertical | Residential | High-end | 351 | 349 | 2023 |
| 2 | Base Line Lyf Hotel | Cebu City | Vertical | Hotel | Hotel | 153 | - | 2022 |
| 3 | Astra Center | Mandaue City, Cebu | Vertical | Mixed-Use | Mixed-Use | - | - | 2023 |
| 4 | Astra Corporate Center | Mandaue City, Cebu | Vertical | Office | Office | 15,906 sq.m. | | 2025 |
| 5 | Astra Lifestyle Mall | Mandaue City, Cebu | Vertical | Retail | Retail | 13,464 sq.m. | | 2022 |
| 6 | Radisson Red | Mandaue City, Cebu | Vertical | Hotel | Hotel | 146 | | 2023 |
| 7 | One Astra Place Residences 1 | Mandaue City, Cebu | Vertical | Residential | High-end | 478 | 475 | 2024 |
| 8 | One Astra Place Residences 2 | Mandaue City, Cebu | Vertical | Residential | High-end | 533 | 488 | 2025 |
| 9 | MesaTierra Garden Residences | Davao City | Vertical | Residential | Mid-market | 677 | 662 | 2021 |
| 10 | Casa Mira Coast | Sibulan, Negros Oriental | Horizontal | Residential | Economic | 543 | 542 | 2021 |
| 11 | MesaVirre Building A | Bacolod City, Negros Occidental | Vertical | Residential | Mid-market | 294 | 291 | 2021 |

| No. | Project | Location | Construction | Type | Use | No. of Units | Sold Units | Compl-etion |
|---|---|---|---|---|---|---|---|---|
| 12 | MesaVirre Building B | Bacolod City, Negros Occidental | Vertical | Residential | Mid-market | 442 | 432 | 2021 |
| 13 | MesaVirre Building C | Bacolod City, Negros Occidental | Vertical | Residential | Mid-market | 336 | 310 | 2023 |
| 14 | 38 Park Avenue Mixed-Use | Cebu City | Vertical | Mixed-Use | Mixed-Use | | | 2021 |
| 15 | 38 Park Avenue | Cebu City | Vertical | Residential | High-end | 764 | 736 | 2021 |
| 16 | The Park @ 38 Park Avenue | Cebu City | Vertical | Retail | Retail | 1,899 sq.m. | | 2021 |
| 17 | Casa Mira Towers Guadalupe Tower 1 | Cebu City | Vertical | Residential | Economic | 544 | 544 | 2021 |
| 18 | Velmiro Uptown CDO | CDO City, Misamis Oriental | Horizontal | Residential | Mid-Market | 396 | 394 | 2023 |
| 19 | Velmiro Plains Bacolod | Bacolod City, Negros Occidental | Horizontal | Residential | Mid-Market | 342 | 243 | 2023 |
| 20 | Casa Mira Bacolod | Bacolod City, Negros Occidental | Horizontal | Residential | Economic | 431 | 276 | 2023 |
| 21 | Davao Global Township | Davao City | Estate | Estate | Estate | | | |
| 22 | Davao Global Township - Mall | Davao City | Vertical | Retail | Retail | | | 2023 |
| 23 | Paragon Center | Davao City | Vertical | Mixed-Use | Mixed-Use | 6,650 sq.m. | | 2024 |
| 24 | One Paragon Convention Center | Davao City | Vertical | Retail | Retail | | | 2024 |
| 25 | Paragon Retail | Davao City | Vertical | Retail | Retail | | | 2024 |
| 26 | Citadines Paragon | Davao City | Vertical | Hotel | Hotel | 132 | 56 | 2024 |
| 27 | One Paragon Place | Davao City | Vertical | Residential | High-end | 554 | 515 | 2024 |
| 28 | Casa Mira Towers CDO Tower 1 | CDO City, Misamis Oriental | Vertical | Residential | Economic | 444 | 444 | 2023 |
| 29 | Casa Mira Towers CDO Tower 2 | CDO City, Misamis Oriental | Vertical | Residential | Economic | 542 | 540 | 2023 |
| 30 | Casa Mira Towers Mandaue (Phase 1) | Mandaue City, Cebu | Vertical | Residential | Economic | 821 | 738 | 2023 |
| 31 | Patria de Cebu | Cebu City | Vertical | Mixed-Use | Mixed-Use | | | |
| 32 | Patria de Cebu Retail | Cebu City | Vertical | Retail | Retail | 5,186 sq.m. | | 2024 |
| 33 | Patria de Cebu Office | Cebu City | Vertical | Office | Office | | | 2025 |
| 34 | Patria de Cebu Hotel | Cebu City | Vertical | Hotel | Hotel | | | 2024 |
| 35 | Citadines Bacolod | Bacolod City, Negros Occidental | Vertical | Hotel | Hotel | 200 | | 2022 |
| 36 | Mivela Garden Residences | Cebu City | Vertical | Residential | Mid-Market | 1,585 | 1,281 | 2023 |
| 37 | Velmiro Greens Bohol (Phase 1) | Dauis, Bohol | Horizontal | Residential | Mid-Market | 204 | 178 | 2023 |
| 38 | Casa Mira Iloilo | Iloilo City, Panay | Horizontal | Residential | Economic | 1,188 | 871 | 2023 |
| 39 | Casa Mira Towers Mandaue Tower 2 | Mandaue City, Cebu | Vertical | Residential | Economic | 407 | 214 | 2023 |
| 40 | Casa Mira South (Phase 3B) | Naga, Cebu | Horizontal | Residential | Economic | 453 | 453 | 2022 |
| 41 | Casa Mira Towers Guadalupe Tower 2 | Cebu City | Vertical | Residential | Economic | 234 | 224 | 2023 |
| 42 | Casa Mira Dumaguete (Phase 1) | Dumaguete City, Negros Oriental | Horizontal | Residential | Economic | 586 | 133 | 2024 |
| 43 | Casa Mira Towers LPU | Davao City | Vertical | Residential | Economic | 930 | 674 | 2024 |

| No. | Project | Location | Construction | Type | Use | No. of Units | Sold Units | Compl-etion |
|---|---|---|---|---|---|---|---|---|
| 44 | Casa Mira Linao (Phase 3) | Minglanilla, Cebu | Horizontal | Residential | Economic | 128 | 120 | 2024 |
| 45 | Casa Mira South (Phase 3A) | Naga, Cebu | Horizontal | Residential | Economic | 165 | 165 | 2022 |

*Notes:*
**Citadines Cebu City has total of 180 condotel units with 74 units in inventory for sale.*
***Mixed-use – individual components already describe its respective number of units, hotel keys and gross leasable area*
****Not applicable as the project relates to pure hotel operations*

Residential developments

The Company's brands are classified into four categories: Premier Masters, which are high-end residential developments with prices beginning at more than ₱3.0 million per unit; Garden Series, which are mid-market housing projects with prices starting at ₱2.0 million per unit; Casa Mira Series, which are affordable housing units with prices ranging from ₱480,000 to ₱3.0 million; and Villa Casita, which are socialized housing units with prices not exceeding ₱480,000.

The list below categorizes the projects according to market segments:

*a. Horizontal (Subdivision) Projects:*

Socialized: Villa Casita Bogo and Villa Casita Balamban in Cebu; Guadalupe Pinamalayan Socialized Housing Project

Economic: Casa Mira Linao and Casa Mira South in Cebu; Casa Mira Coast and Casa Mira Homes Dumaguete in Negros Oriental; Casa Mira Bacolod in Negros Occidental; and Casa Mira Iloilo in Panay

Mid-Market: San Jose Maria Villages, Midori Plains and Velmiro Heights in Cebu; Velmiro Uptown CDO in Misamis Oriental; and Velmiro Plains Bacolod in Negros Occidental; Velmiro Greens Bohol;

*b. Vertical (Condominium) Projects:*

Economic: Casa Mira Towers Labangon, Casa Mira Towers Guadalupe and Casa Mira Towers Mandaue in Cebu; Casa Mira Towers CDO in Misamis Oriental; and Casa Mira Towers LPU in Davao

Mid-Market: Midori Residences, Mivesa Garden Residences and Mivela Garden Residences in Cebu; MesaVerte Garden Residences CDO; MesaTierra Garden Residences in Davao; and MesaVirre Garden Residences in Bacolod

High-End: Asia Premier Residences, Base Line Residences, Base Line Premier, Base Line Prestige, 38 Park Avenue, and One Astra Place in Cebu; and One Paragon Place in Davao

Horizontal (Subdivision) Projects

*Villa Casita Balamban*

Launched in 2014, CLI's first socialized housing development is located at Buanoy, Balamban, Cebu. With a land area of 8,128 sq.m., it consists of 101 row house units having a lot area of 36 sq.m. and a floor area of 22.65 sq.m. Pre-sold units were priced at about ₱400,000. It is fully developed, completed and sold out.

*Villa Casita North*

The second project of the Company's Villa Casita brand offers its homeowners well-designed homes, well-planned site development, and sizable green spaces for parks and community facilities traditionally found only in mid-market or upscale developments. The development is designed to provide over 686 homes to families in the North of Cebu with a selling price of ₱480,000 per unit.

*Guadalupe Pinamalayan Socialized Housing Project*

This socialized housing project in Pinamalayan, Oriental Mindoro, was started in 2015 in collaboration with Habitat for Humanity. The 3.9-hectare initiative includes 337 single-story and detached units, with 77 of them going to Habitat for Humanity recipients.

*Casa Mira Linao*

Launched in 2015, Casa Mira Linao is CLI's first foray into economic housing development. The project is located in the hills of Linao-Lipata, Minglanilla, Cebu on a 12-ha property. Phase 1 and 2 comprises 725 townhouse units with floor areas ranging from 37 to 62 sq.m and average selling price starting from ₱900,000 to ₱1.40 million. It is fully developed, completed and sold out.

In 2020, CLI launched Casa Mira Linao Phase 3 composing 120 single-detached townhouse units with 59 sq.m. in floor areas at an average selling price of ₱3.50 million.

*Casa Mira South*

Launched in 2016, this economic housing development is located in the Naga City and the Municipality of San Fernando, both in Cebu. This 32-ha community built on a rolling terrain that allows for expansive views and generous open spaces and amenities is divided into four phases consisting of 3,338 townhouse units, with each unit having floor areas ranging from 36 to 59 sq.m. Average pre-selling price ranges from ₱1.10 million to ₱1.60 million. Phase 1 and 2 are completed and turnover to unit owners is almost complete. In 2018, it was awarded as the Best Housing Development in Cebu at the Philippine Property Awards.

In 2020, CLI launched Casa Mira South Phase 3A and Phase 3B with 618 units at an average pre-selling price of ₱1.20 million to ₱2.60 million. The expansion projects are both fully sold during the year while Phase 4 are still being marketed.

*Casa Mira Coast*

Casa Mira Coast, a residential economic subdivision located in Barangay Maslong, Sibulan, Negros Oriental, is a 5.3-ha project that consists of 543 townhouses selling at ₱1.60 million to ₱2.20 million. It offers amenities that are not only top of the line but also affordable. Apart from this, the project has a breathtaking view of the nearby coast and is only 2.0 km away from the Dumaguete Airport. The development is scheduled for completion and turn-over in 2021.

*Casa Mira Dumaguete*

Launched in 2020, the second Casa Mira project in Negros Oriental is located in a 7-ha land in Junob, Dumaguete City. Its modern architecture and design were inspired by the classic American Country Home. This development is split into two phases with a total of 586 house and lot units. Phase 1 was already launched during the year with selling prices ranging from ₱2.20 million to ₱3.70 million per house and lot while Phase 2 is currently in the planning stage. Average floor range is 60 to 135 sq.m.

*Casa Mira Bacolod*

Casa Mira Bacolod is the 7th Casa Mira project of CLI with 431 house and lot units. With its accessible location, homeowners enjoy more the conveniences brought by business establishments, malls, schools, churches and major institutions. The development offers generous open spaces and well-

planned amenities at an affordable price ranging from ₱1.70 million to ₱2.2 million. The well-designed houses range from 40 to 46 sq.m. in floor area.

*Casa Mira Homes Iloilo*

This 14-ha community features a contemporary mix of townhouses and single detached units inspired by the cultural evidence of the Spanish colonial era that has been part of our Philippine history. It's design and architecture mimic that of the Bahay na Bato that is one of the most iconic historical places in Iloilo. In 2020, CLI launched its first project in Iloilo City, Panay comprising 1,188 house and lots with a typical floor area of 48 sq.m. and average pre-selling price of ₱1.80 million to ₱2.7 million.

*San Jose Maria Villages ("SJMV")*

This series of villages located in the south and southwest of Cebu City paved the way for CLI in providing affordable mid-cost quality homes to the middle market segment. SJMV offered a mix of single-detached, semi-attached townhouses and lot-only choices to the buyers. SJMV-Balamban is a 3.0-ha development with 231 units launched in 2013 SJMV-Minglanilla is a 2.9-ha development with 145 units launched in 2007. SJMV-Toledo is a 3.0-ha development with 144 units launched in 2009. SJMV-Talisay is a 1.9-ha development with 96 units launched in 2010. Lots were pre-sold at ₱7,000 per sq.m., while house and lot units averaged at ₱1.40 million to ₱3.60 million. All SJMV projects are fully developed and completed, with both SJMV-Minglanilla and SJMV-Talisay sold out.

*Midori Plains*

Launched in 2011, this mid-market development is located in the Municipality of Minglanilla, Cebu. This 7.0-ha Asian-inspired subdivision south of Cebu City has 370 residential units ranging from townhouse units with 40-sq.m. floor areas to single-detached units with an area of 77 sq.m. each. It is fully developed, completed and sold-out.

*Velmiro Heights Cebu*

This mid-market development was launched in 2013 and is located on an 8.80-ha property in Tunghaan, Minglanilla, Cebu. This 428-unit development offers 11 different house models, ranging from townhouses to single-detached, two-storey units. Townhouses have 60-sq.m. floor areas, while the largest unit contained 131 sq.m. of living space. Townhouses were pre-sold at an average price of ₱1.70 million while the largest single-detached unit is about ₱5.30 million. Phase 1 is now fully developed, completed, and sold, while Phase 2's 81 units are still on the market.

*Velmiro Uptown CDO*

Launched in 2017, Velmiro Uptown is located in Upper Canituan, CDO City, providing easy access to various establishments in the city. This 14-ha mid-market residential subdivision has a total 396 house and lot units nestled at a prime spot in CDO City. The project offers a mix of units from townhouses to single detached houses with floor areas 60 to 106 sq.m., respectively. The average selling price ranges from ₱2.40 million to ₱5.0 million. The project is set to be completed by 2022.

*Velmiro Plains Bacolod*

Bringing new heights to the City of Smiles in 2019 is Velmiro Plains Bacolod. This 8.3-ha development is a modern mid-market residential community comprising 342 house and lot units with floor area ranging from 60 sq.m. to 106 sq.m. Located strategically at Granada, Bacolod City, the average selling price ranges from ₱2.60 million to ₱4.20 million per house and lot.

*Velmiro Greens Bohol*

CLI's first development in this 3.6 ha property in Dauis Panglao, Bohol is accessible to schools, places of worship, tourist spots, malls, beach resorts and other major establishments. The project offers a mix of units from townhouses to single detached houses with average floor area ranging from 48 sq.m. to 67 sq.m. Average prices range from ₱2.30 million to ₱3.6 million per house and lot.

Vertical (Condominium) Projects

*Casa Mira Towers Labangon*

Launched in 2016, this is CLI's primary venture in the economic segment of residential condominiums. The project is located in Labangon, Cebu City on a 3,681-sq.m. property that used to be the location of the old CLI headquarters. This two-tower development on top of a commercial podium has a total of 686 residential units. It offers 20-sq.m. studio units and 1-bedroom units averaging 37 sq.m. units pre-sold at ₱1.25 million to ₱1.43 million. Construction for the development started in 2016 and completed in 2018.

*Casa Mira Towers Guadalupe*

Located across the Fooda intersection of V. Ramos St., and V. Rama, is beautifully designed three-towered residential condominium offers quality living and an upgraded lifestyle. This three-tower residential condominium has a total of 1,231 condominium units and retail components. A studio room currently costs around ₱2.60 million from its pre-selling price at ₱1.58 million. Tower 1, with 544 condo units, is fully sold and is expected to be completed by 2021. Tower 2, with 234 units, was launched in 2020 while Tower 3 is expected to be launched in 2021.

*Casa Mira Towers Mandaue*

Launched in 2019, Casa Mira Towers Mandaue, a four-tower mid-rise condominium located in Marciano Quizon, St, Mandaue City, Cebu, is the 8th development of CLI's Casa Mira flagship housing community. The project offers a mix of studio and one-bedroom units with prices ranging from ₱75,000 to ₱80,000 per sq.m. Phase 1 and phase 2 development are allocated with 659 units while 736 units, respectively. The project is expected to be delivered and turned over by 2023.

*Casa Mira Towers CDO*

Located within the progressive city of Cagayan de Oro, Casa Mira towers CDO is a two-tower residential condominium with 986 units offering an upgraded lifestyle for the Filipino family. Launched in 2019, the development also has its own retail spaces on the ground floor area providing utmost convenience to its residents. With more space and more amenities, Casa Mira Towers CDO prides in giving its residents more value for their homes. The project had sold out in 2020, despite the nationwide community quarantines and the global pandemic.

*Casa Mira Towers LPU*

Located within minutes from Davao's Francisco Bangoy International Airport, Casa Mira Towers LPU is composed of two residential towers and retail at the podium with 930 condominium units. The project will have a retail component at the ground floor for retail and food outlets to cater students from Lyceum of the Philippines - Davao. This two-tower project is to support LPU Davao as a globally competitive university township – a one-stop development with not just a standalone university, but including supplementing components such as residential, hospitality, retail, and meetings, incentives, conventions, and exhibitions needs; and to position Davao as one of the country's up-and-coming bustling and vibrant destinations.

*Midori Residences*

This zen-inspired twin-vertical mid-market residential condominium development is located in Mandaue City, Cebu. Its 22-sq.m. studio and 40-sq.m. 1-bedroom units were pre-sold at an average of ₱1.30 million to ₱2.60 million. It is fully developed, complete and fully sold out a total of 396 units.

*Mivesa Garden Residences*

Located in Lahug, Cebu City and launched in 2013, this 1.8 hadevelopment is a home to seven mid-rise, mid-market residential buildings, and is designed as a garden-inspired community which has 60% open spaces within the prime property. This is a three-phase project with the first two phases covering the first five buildings. The first two phases offer 937 units consisting of studio, 1-bedroom and 2-bedroom units. Pre-selling started at ₱1.20 million for a 20-sq.m. studio unit, and up to ₱2.90

million for a 2-bedroom 48-sq.m. unit. Phase 1 and 2 are completed and delivered. Phase 3 with a total of 576 units is completed and started turn-over in 2020.

*MesaVerte Residences*

Launched in 2015, this is CLI's initial entry into the Mindanao market. It is located on an 8,740-sq.m. property in downtown CDO, Misamis Oriental, and 60% of the property is dedicated to open spaces. The project offers 20-sq.m. studio and 39-sq.m. 1-bedroom units which were pre-sold at ₱1.47 million and
₱2.88 million, respectively. The development is fully sold and is completed with turn-over to unit owners on-going.

*MesaTierra Garden Residences*

Located in Emilio Jacinto Extension, the heart of Davao City, this 5,094 sq m. mid-market condominium has a total of 677 residential units priced between ₱1.60 million to ₱3.40 million. This development has various amenities like swimming pools, a sky garden, a playground and work space. This condo project is expected to be turned over by 2021.

*MesaVirre Garden Residences*

Launched in the first quarter of 2018, MesaVirre Garden Residences, a three-tower mid-market condominium with 1,072 condo units, is CLI's first project in Bacolod. The project is only 17 minutes away from the airport, 3 km from the Riverside hospital and situated near a number of malls. Building construction is expected to be finished by the end of 2021.

*Mivela Garden Residences*

Mivela Garden Residences is a ₱5.3 billion project, located in Banilad, Cebu City, with four-towers and 1,585 condo units. The Best-Selling Garden Series development has generated overwhelming buyer interest as it is 80% sold out after 3 weeks of selling. The project is close to major establishments providing urban comforts within near distance while maintaining its serene and refreshing ambiance. Construction immediately started and will be completed by the first half of 2023.

*Asia Premier Residences*

Launched in 2010, CLI's first vertical high-end residential condominium project is located at the Cebu IT Park, Cebu City. The development is also the first residential development in the area. The units ranged from studio units sized at 28 sq.m. and 3-bedroom units measuring 109 sq.m. It is fully developed and completed and has since sold out its 88 units.

*Base Line Residences*

This 201-unit residential condominium project is located in uptown Cebu City on Juan Osmeña Street. The project offered 23-sq.m. studio units at a pre-selling price of ₱1.59 million, while its 41-sq.m. 1-bedroom unit pre-sold at ₱3.15 million. The project was launched in 2011, and is fully developed and completed, with its 201 units having been sold out.

*Base Line Premier*

This development was launched in 2015 as the residential component of Base Line Center, a one-hectare mixed-use development located along Juan Osmeña Street, Cebu City and right beside another CLI project, Base Line Residences. It has 379 units consisting of 24-sq.m. studio and 45-sq.m. 1-bedroom units. Studio units pre-sold at ₱2.22 million, while 1-bedroom units pre-sold at ₱4.16 million. Construction started in March 2016 and was completed in 2018.

*38 Park Avenue*

38 Park Avenue was launched last 2017 with a total of 764 units. This 38-floor New York inspired condominium is designed to be the highest building in Cebu I.T. Park offering an exclusive and breath-taking 360 view of the city. 38 Park Avenue presents five (5) types of condo residences: studio (24

sq.m.), one-bedroom (54 to 56 sq.m.), two-bedroom (80 sq.m.), three-Bedroom (111 to 137 sq.m.) and penthouse (320 to 420 sq.m.). The project is expected to be completed by end of 2022.

*Base Line Prestige*

Located in Juana Osmena St., Kapmuthaw Cebut City, this high-end residential condominium is the final tower to rise in the Base Line Center. With 351 units, each unit is designed to be spacious and accessible to various establishments. This tower has a wide range of amenities, from retail podiums, fitness gyms, pools and playgrounds. Units for this project are being sold for ₱2.0 million to ₱10.0 million. The project is set to be completed by 2023.

*One Astra Place Residences*

Situated in the heart of A.S. Fortuna Street, the lifestyle avenue of Mandaue City, One Astra Place is the residential component of Astra Centre, a mixed-use development that carries astounding design of residential towers, upscale lifestyle mall, world-class hotel and modern office spaces. One Astra place is a 15-storey condominium at 99% take-ups that comes with a wide range of world-class amenities and features. The second residential tower was launched in 2019 with 92% take-up as of December 31, 2020. The project is scheduled to be completed by 2024.

*Office Projects*

CLI capitalized on the growth of the BPO sector in Cebu when it launched its first office project, Park Centrale in IT Park Cebu way back in 2013. Today, part of CLI's strategy is to significantly grow its recurring income projects to deliver 200,000 sq.m. of gross leasable area (GLA) in the next five years. In 2020, the Company turned over Latitude Corporate Center, a Grade A office tower at the Cebu Business Park with a Gross Floor Area (GFA) of 21,000 sq.m. Building development for Astra Corporate Center (18,823 sq.m. GFA) and Patria de Cebu Office (4,562 sq.m. GFA) are currently ongoing.

Office Buildings: Park Centrale Tower, Base Line HQ, Latitude Corporate Center, Astra Corporate Center, Patria de Cebu Office and Masters Tower Cebu Office

*Park Centrale Tower*

Park Centrale Tower is CLI's first office development. Located at the Cebu IT Park, the 19-storey Grade B office tower was launched in 2013 with total GFA of 11,920 sq.m. and was completed in only two years of construction. The project was positioned to cater to both BPOs and executive offices. 60% of the office spaces were offered for lease, while the rest were fully sold as office condo units. In 2014, the project was awarded as the Best Commercial Development (Cebu) during the 2014 Philippines Property Awards.

*Base Line HQ*

This project is the office component of the Base Line Center, a major mixed-used development of CLI. Similar to the Company's successful Park Centrale, the said project also caters to both BPOs and executive offices. CLI offers for sale 70% of the 74 office units, while 40% was retained for the Company's growing leasing business. The strategic location attracted customers in the medical, legal, government and outsourcing services.

*Latitude Corporate Center*

Latitude is a green building project registered with BERDE, the nationally accepted green building rating system used to measure, verify and monitor the environmental performance of buildings that exceed existing mandatory regulations and standards in the Philippines. This 21,000-sq.m. (in GFA) development is a project of BL CBP Ventures, Inc., a joint venture company of CLI and Borromeo Bros, Inc. At 24-storeys, Latitude will be the tallest office development at the Cebu Business Park. As the project developer and manager, CLI uniquely positioned this project as a three-product office development with BPO, enterprise and executive office offerings. With its iconic design and green building features, the project is aiming for a 3-star BERDE certification. The BERDE project was completed in 2020 with ongoing turn-over.

*Astra Corporate Center*

Part of the mixed-use project in AS Fortuna, is Astra Corporate Center, the office leasing component of Astra Centre. The Office building is 15-storey high with a total of 18,823 sq.m. of GFA. The project is expected to be completed and be a source of leasing income of the Company by 2025.

*Patria de Cebu Office*

In 2018, Cebu Landmasters announced its partnership through a 40-year lease with the Archdiocese of Cebu to develop and operate a mixed-use project in the 6,670 sq.m. property. The project will be a redevelopment of the existing Patria de Cebu, an old Spanish establishment to accommodate hotel, retail and offices. It will have approximately 21,000 sq.m. of GFA, with 4,562 sq.m. (GFA) of office spaces. The project is expected to be completed and fully operational by year 2025.

*Masters Tower Cebu Office*

On February 19, 2021, the Company unveiled its ₱4-billion skyscraper that is set to open in 2025. This mixed-use tower located on a 2,840 sq.m. area in the Cebu Business Park will have an iconic office component in anticipation of a robust economic recovery in the next few years.

The tower's office spaces from the 8th to the 12th floor anticipate the needs of locators who value efficiency and sustainability and keenly follow global trends. The spaces will highlight horizontal louvers to reduce solar heat by almost 70% and to create a comfortable work environment. In addition to the louvers that reflect Cebuano craftsmanship, sky gardens in every floor and throughout the LEED-registered building will enhance the well-being of its occupants.

*Hotel and recreational development*

In addition to its residential and office developments, CLI has recently entered the hospitality business starting with the completion of its' first hotel, Citadines Cebu City in September 2019.

| | |
|---|---|
| Hotel: | Citadines Cebu City, Radisson Red, Base Line Lyf Hotel, Citadines Paragon Davao, Citadines Bacolod, Patria de Cebu Hotel, Abaca Resort Mactan Cebu, and Sofitel Cebu City |

*Citadines Cebu City*

Started operations in September 2019, the project is an international serviced residence with 180 rooms of which 74 units were offered for sale and 106 units were retained by the Company for recurring revenue. Citadines Cebu City is part of the mixed-use Base Line Center located in Juana Osmeña St, Cebu City, Cebu. It complies with international hospitality standards as it operates under the management of The Ascott Limited, the world's largest international serviced residence owner-operator.

*Radisson Red*

Cebu Landmasters expands partnership with international hotel brands by signing a management contract with Radisson Hotel Group, one of the world's largest and most dynamic hotel groups, for the first Radisson RED in the Philippines. Radisson RED will be part of the Astra Centre, a major mixed-use development of the Cebu Landmasters, Inc. along A.S. Fortuna St. in Mandaue City, Cebu. The 146 guest rooms of Radisson RED, with its unique design and upscale select service offering, injects life into the hotel through informal services. The development is scheduled for completion and operations by 2023.

*Base Line Lyf Hotel*

Portion of the 3rd tower in Base Line Center project is Base Line Lyf Hotel. This 153-room serviced residence project targets the booming local and foreign millennial market in Cebu City. The hotel will be managed by Ascott Limited, one of the world's leading international serviced residences. This project is set to be completed by 2022.

*Citadines Paragon Davao*

Located at General Douglas Mcarthur Highway, Bucana Tolomo, Davao City, Citadines Riverside is an apartment hotel which will be managed by Ascott. The hotel is designed to provide guests its world class amenities, such as a fully-equipped kitchen, home entertainment, dining and retail outlets. Citadines Paragon is set to open by 2024.

*Citadines Bacolod*

Citadines Bacolod will be the first internationally branded hotel of Bacolod managed by Ascott Limited. The international hotel will provide 200 hotel units, an events hall, function rooms, meeting rooms, restaurants, bar and various hotel amenities within a 4,502 sqm property. The project is scheduled to open and start contributing to hotel revenue by 2022.

*Patria de Cebu Hotel*

In 2018, Cebu Landmasters announced its partnership through a 40-year lease with the Archdiocese of Cebu to develop and operate a mixed-use project in the 6,670 sq.m. property. The project will be a redevelopment of the existing Patria de Cebu to accommodate hotel, retail and offices. This Filipino-Spanish inspired hotel development will cater to 167 guest rooms and is expected to be completed and fully operational by year 2025

*Abaca Resort Mactan Cebu*

The all-suite Abaca Resort Mactan is a luxury resort in the Punta Engano area of Mactan island that has received the highest ratings from global travel experts. With a footprint of 4,328 sqm., the property is one of the few remaining prime properties in the area with an attractive oceanfront and just a short drive from the Mactan Cebu International Airport. CLI envisions the Abaca Resort Mactan to expand to a 100-room all-suite luxury development from its current nine rooms, to be completed in 2025.

In 2020, Abaca Boutique Resort in Cebu has been nominated as Asia's Leading Boutique Beach Resort 2020 and Asia's Leading Boutique Resort 2020 in the 27th World Travel Awards.

*Sofitel Cebu City*

The first five-star luxury hotel in the Queen City of the South will rise on a 2,840 sqm property considered to be the remaining prime corner lot in the Cebu Business Park, Cebu City's prestigious central business district. Sofitel Cebu City will be operated by multinational chain Accor, a world leading hospitality group headquartered in France. The sustainability of this LEED-registered building will be reflected in the design of the 14th to the 32nd floors which will house the luxury hotel with 195 guest rooms, a grand ballroom, 2 restaurants, executive lounge, meeting rooms, roof deck, swimming pool, gym and spa.

*Mixed-use developments and Townships*

With its growing brand, experience and portfolio, CLI pursued larger scale developments in prime urban locations.

| | |
|---|---|
| Mixed-Use and Township: | Base Line Center, Astra Center, 38 Park Avenue, Paragon Center, Patria de Cebu, Davao Global Township and Masters Tower Cebu |

*Base Line Center*

CLI's first major mixed-use development is the Base Line Center, a 1.6-ha modern redevelopment in the heart of midtown Cebu. The Company removed the existing structures in the old Base Line, a well-known favorite gathering place of Cebuano families, and built a mixed-use development. The project was completed in 2019.

*38 Park Avenue*

CLI, through its joint venture, El Camino, also acquired a 1.18-hectare property inside the Cebu IT Park, the largest remaining private property inside the prestigious address. This property called 38 Park Avenue at the Cebu IT Park, will be transformed into a mixed-use urban park with a 38-storey residential tower, BPO office, hotel and retail boulevard.

*Astra Center*

In 2017, CLI launched another major mixed-used development, the Astra Center, in the bustling AS Fortuna Mandaue area, a growing commercial district and the major thoroughfare that connects Cebu and Mandaue. This medium-density project will house a hotel, residential, office and boutique mall.

*Paragon Center*

Another mixed-use development by CLI is the Paragon Center, a joint venture project in Davao that was launched in 2018. The development comprises of the premier condominium, One Paragon Place, Citadines Davao Hotel, a convention center and a lifestyle retail strip.

*Patria de Cebu*

In 2018, Cebu Landmasters announced its partnership through a 40-year lease with the Archdiocese of Cebu to develop and operate a mixed-use project in the 6,670 sq.m. property. The project will be a redevelopment of the existing Patria de Cebu, an old Spanish establishment to accommodate hotel, retail and offices. It will have approximately 21,000 sq.m. of GFA and is expected to be completed and fully operational by year 2025.

*Davao Global Township*

CLI also entered into another joint venture to develop a central business district in Matina, Davao. The 22-hectare estate, called Davao Global Township will be developed into a large-scale self-contained community with office, residential, mall and institutional uses.

*Masters Tower Cebu*

Set to be completed in 2025, will offer prime office and retail spaces and the first five-star luxury hotel in the Queen City of the South. Sofitel Cebu City will be operated by multinational chain Accor, a world leading hospitality group headquartered in France. The tower is Cebu Landmasters' most iconic architectural structure to date, building a towering crown-like structure to represent the “Queen City of the South”.

The architectural masterpiece will top-off at 192 meters above sea level and will be among the top three tallest structures in the metropolis. It will have a structural height of 172 meters high, with an architectural design inspired by the best of Cebuano creativity and craftsmanship, and with sustainability as one of its cornerstones having been conceptualized to use energy and resources efficiently and responsibly. Groundbreaking of the LEED-registered Masters Tower Cebu is slated for the second quarter of 2021. CLI is aiming for the building’s LEED Gold certification.

*Ming-mori Reclamation Project*

CLI is currently working on Ming-mori Reclamation Project in its pipeline projects. This master planned reclamation development covering 100 ha was issued an ECC by the Department of Environment and Natural Resources (DENR) on July 22, 2020 following a comprehensive two-year review. This project is a joint venture among the local government of Minglanilla and private consortium partners Ming-Mori Development Corp. The techno business hub will be a township project to house light industrial facilities with residential, commercial areas and an integrated port facility and to generate over 75,000 jobs in the municipality while meeting sound environmental guidelines.

**Competitive strengths**

**Leading property developer in VisMin with a distinguished brand and reliable track record of project execution**

CLI is the leading VisMin property developer with its unique regional expertise, sound "acquire-to-develop" strategy, a strong relationship with the local broker community, a trusted brand by its buyers and end-users, and a preferred partner of landowners as demonstrated by its successful JV partnerships.

CLI has a 12 percent market share in the Visayas and Mindanao in terms of overall supply of residential units for both vertical and horizontal developments, according to a survey undertaken by Santos Knight Frank (SKF) in 2020. As a result, CLI is now the leading residential developer in VisMin region.

CLI has responded well to the increasing market demands of VisMin, outpacing other developers in finishing construction and delivering completed units to its customers. On the average, CLI can convert raw land to a turned-over project in less than two to three years, depending on the project size. CLI's condominium developments Base Line Residences, Park Centrale Tower, Mivesa Garden Residences, Midori Residences, and Casa Mira Labangon were delivered to the buyers in two years, as committed by the Company in its marketing materials.

The Company adopted a rigorous project management team approach, wherein key personnel from each business unit are given a regular platform to monitor project milestones, and discuss important synergies and shared deliverables among business units.

**Strategic location selection to provide value-for-money proposition to customers**

The criteria for choosing a location at CLI are very rigid. The Company is still on the lookout for properties of high value appreciation potential. CLI's site quality has always been a catalyst for its excellent sales success, whether for a high-end condominium project or an affordable housing project. CLI has projects in some of Cebu City's most valuable real estate areas, including Cebu IT Park, Cebu Business Park, Salinas Drive (Lahug), AS Fortuna (Mandaue), Base Line (midtown Cebu), and Mactan. The Company looks at locations within a two-kilometer radius of the closest highway for its mid-market and affordable housing developments. The Company has enhanced the facilities in the neighborhoods where its housing developments are located. This has always proved to be a win-win environment for the residents as well as the local neighborhood.

CLI's experience with the city and its communities, as a native developer, allows the company to choose the best locations for its projects and to cater to the market's needs and tastes. San Jose Maria Village - Balamban, CLI's first project, was established when CLI's founder, Mr. Jose R. Soberano III, recognized that there was a ready demand for affordable housing among employees of Balamban's manufacturing companies.

Because of CLI's proven track record, landowners who wish to sell or develop their properties find it easier to approach and work together with the Company. This is evidenced by the number of proposals from landowners regularly received by CLI to buy or develop their properties.

CLI gives its clients more value for their investment. Its properties are distinguished by the quality of its locations, award-winning planning and design, generous amenities, timely and quality construction, and industry-best customer service, after-sales and property management support at very competitive prices. The Company has a strong pipeline in various affordability levels, and will strive to continuously improve its products' value proposition. As a success criterion and as practiced, CLI has always projected its initial pre-selling prices to appreciate by at least 20-25% by the time the construction is completed. As an indication of the positive market response, a number of its projects have set selling records in the markets they are launched. 98% of the inventory from its completed projects have been sold out. CLI's MesaVirre Garden Residences in Bacolod, and Mivela Garden Residences in Cebu for example, were respectively 100% and 80% sold out in three weeks.

**Highly diversified and expanding project portfolio and socio-economic markets**

From its first project in Balamban Cebu, CLI is now a fully integrated real estate developer with a highly and diversified expanding portfolio of residences, offices, retail spaces, hotels, mixed use developments and a township across VisMin.

2020 growth in revenue was mainly driven by its Garden Series (mid-market segment), followed by the Casa Mira Series (economic segment), representing 36% and 32% of this year's revenue.

Because of the Company's diverse portfolio of projects addressing the needs of customers from all socioeconomic classes, the Company should be less affected by negative economic trends that impact a certain segment of the market. The Company is also able to harness the full potential of the market with its capability and passion to supply the market demands.

**Experienced management team and organizational culture**

The Company aims to grow its workforce in line with high standards of professionalism, as it has over the last 17 years. The Company has grown from two employees to a dynamic team of 574 executives, managers, officers and staffs, who have contributed to the Company's culture of excellence and strong corporate governance values. CLI's customer-first attitude and family-oriented team enables the Company to achieve high stakeholder satisfaction and establish strong brand equity.

CLI is led by a family of real estate professionals. Its founder, Chairman of the Board of Directors, President and CEO Jose R. Soberano III, was a former executive at Ayala Land, where he played an integral role in the development of Cebu Business Park and Cebu IT Park, the two most valuable commercial districts in Cebu City up to this day. CLI has grown its talent pool with the addition of knowledgeable accounting and finance, business development, engineering, legal, marketing, and sales professionals with extensive experience and success in their respective professional careers. CLI's key executives have had prior experience in reputable companies from related industries such as real estate development, construction, power, banking, business process outsourcing, consulting and others.

In 2016, CLI has launched a new marketing push for its brand with the tagline "We Build With You in Mind". This captures the customer-centric focus the Company has adopted since its incorporation in 2003 and shows how CLI personnel perform in every phase of the development cycle from project planning to turnover. The customer service department extends post-turnover services by assisting the tenants and unit owners in title processing and payment of their unit's real property taxes.

CLI's 2017 campaign, "With You Every Step of the Way" encapsulates the solid partnership between CLI and the buyer in every stage leading to the creation of Cebu Landmasters Property Management, Inc. ("CLPM"), the property management arm of Cebu Landmasters. CLPM offers integrated property management services including building administration, subdivision maintenance, and special technical services.

In 2018, CLI announced its new marketing campaign dubbed "live extraordinarily" a promise that the Company gives to its stakeholders. This campaign aims to embrace the Company's hands-on service, value-added amenities, VisMin expertise and the wide-range of developments that we offer to our customers. As the leading local developer in VisMin, the Company have grown through the trust and satisfaction of our clients.

**Socially responsible development**

CLI is committed to demonstrate responsible planning and development. Wherever the Company develops, community and infrastructure improvements within the neighborhood are integral parts of the development plans. CLI has partnerships with various barangays, local government units and institutions, including Habitat for Humanity ("Habitat").

For partnerships with barangays, a fine example is the community improvements done in Barangay Lahug, Cebu City as part of its Mivesa Garden Residences project. As its gesture of goodwill for the barangay and its constituents, the Company upgraded various barangay infrastructures including the widening of the Salvador Ext. barangay road, installation of new drainage lines, and the construction of a three-storey public market in 2013. The previous market was located along the sidewalk, so the developer provided a more stable, hygienic and secure facility. This was well received by the local community and serves as a testament that private development can also generate good social works.

Cebu Landmasters also developed a tricycle terminal for Barangay Quijada Guadalupe, right beside Casa Mira Towers Guadalupe. The terminal was built to alleviate traffic in the area caused by the loading and unloading of tricycle passengers. The new establishment provides safety and security to both passengers and operators of Guadalupe.

Additionally, CLI collaborated with Habitat for the Pinamalayan Socialized Housing Project and Bastikville 4 Socialized Housing Project in Quezon City, where CLI served as the developer of over 338 socialized units and 94 walk-up apartments, respectively. Aside from this, the Company generously contributed to the Habitat Bohol Rebuild Program in 2015, which aimed to rebuild over 8,000 homes affected by the October 2013 earthquake.

For its partnership with Ramon Aboitiz Foundation,Inc (RAFI), CLI's current tree growing program includes over 202,436 native seedlings planted over 43 hectares. CLI collaborates with RAFI as part of its responsible compliance to Environmental Compliance Certificate (ECC) requirements for its growing number of projects.

CLI is also an advocate of green building standards with some of its projects incorporating important green building and environmentally friendly features. Its Latitude Corporate Center office project is marked to be the first registered project in Cebu Business Park under BERDE, the Philippines' green building rating system that aims to promote sustainable design and operations.

In 2020, when the Covid-19 pandemic hit the country, CLI was in the forefront to nurture partnerships despite the health crisis.

CLI was proactive in supporting the healthcare community. The Company turned over medical supplies and relief packs to 18 local government units and 30 barangays around VisMin where CLI is present. And through Its partners from The Abaca Group and Citadines Cebu City, CLI provided food packs to frontliners and health care providers in Cebu.

In cooperation with the Cebu City Government, CLI likewise donated two-unit fully air conditioned collapsible vans situated at the Cebu City Quarantine Center in the North Reclamation Area. These served as temporary sleeping quarters for doctors, nurses, and medical personnel during the pandemic.

The Company highly value the services of its frontliners and third-party contractors, especially during the global crisis. To help them and their families, CLI provided weekly financial assistance to those who worked during the pandemic. A total of ₱12.5 million cash aid was extended to the Company's construction workers, security personnel, housekeeping and maintenance employees, and other suppliers.

**Strategic joint venture partnerships**

CLI takes pride in its ability to collaborate with and deliver great value to its joint venture (JV) partners. CLI is the project manager and developer in all its joint ventures. These joint ventures enable the Company to position itself in strategic locations such as Cebu Business Park through BL CBP Ventures, Inc., and Cebu IT Park through El Camino Developers Cebu, Inc.

CLI's JV partnerships are typically of a closer and more collaborative nature than the norm, where it treats its JV partners as true and equal business partners. Its collaboration results in better-suited products in the markets they are launched in, while benefiting from the market intelligence of its partners. Product execution and delivery are also improved by leveraging on the professional and regulatory networks of its partners.

Collaborating with a joint venture partner also facilitated the Company's forays into new markets such as Davao, Bacolod and Iloillo. After the success of MesaTierra, the Company entered into new partnerships with YHES Inc. to develop Paragon Center and with YHEST Realty Dev't Corp. to develop Davao Global Township, both in Davao.

In 2019, Cebu Landmasters signed a joint venture agreement with an Aboitiz company. The JV company, Cebu Homegrown Developers, Inc., is set to develop a mid-market, mixed-use, multi-tower condominium project in Mandaue City, Cebu as its first project.

After the success of Latitude Corporate Center, CLI and Borromeo Bros. partnered afresh to develop another project in another prime location within Cebu City. Cebu BL-Ramos Ventures, Inc. was incorporated in 2020 to develop a mixed-use multi-tower residential condominium in Ramos Cebu City.

Additionally, CLI recently signed a joint venture agreement with prominent Iloilo businessman Alfonso Tan, chairman of International Builders Corporation, for a high-rise residential tower on a prime corner lot in Iloilo City's downtown area. The tower will be the first condominium offering in the highly accessible location.

The Company's successful JV partnerships in its past and present projects underscores CLI's prominence as a preferred JV partner because of the priority it gives to its partners, its transparency in terms of project planning and accountability, and its quick execution and delivery of projects. The fast business development cycle it implements makes the Company attractive to its current and future JV partners.

**Financial strength: Strong profitability, prudent financial management and healthy balance sheet**

Throughout its growth, the Company has consistently demonstrated strong profitability and prudent financial management. CLI's gross profit and net income posted steady growth while maintaining healthy margins and practicing prudence in its debt management. As of December 31, 2020, CLI's balance sheet remained healthy despite the global pandemic with current ratio at 2.41x and net debt to equity ratio at 1.48x.

For the year ended December 31, 2020, CLI reported consolidated gross profit margin of 48% and net income margin of 25%. Bottom-line decline was brought about by the impact of the coronavirus disease (COVID-19) global pandemic. With the rapid increase of COVID-19 cases in the VisMin region, the government implemented community quarantine to contain the spread of infection temporarily. Company's construction and transportation of resources gradually renormalized to 90% in the starting the second half of the year from a 50% decline during the height of the pandemic in VisMin regions where CLI operates.

The Company also prides itself in its cost discipline. While CLI hires contractors for its projects, it purchases its own raw materials to ensure that the quality and cost are according to the Company's specifications.

Moreover, CLI has one of the most disciplined and responsive accounts receivable and customer service teams. During the lockdown, the Company granted grace period to customers who requested to defer their equity payments due to the pandemic. Despite this, delinquency rate remains low at 5.5%,

which can be attributed to CLI's proactive approach in managing its accounts receivable. With this the Company was able to manage a net sales cancellation rate of 4%. For the year ending December 31, 2020, the Company's net cancellation effect in revenue is at ₱103 million with recovery rate of 89%.

CLI also has a dedicated accounts management team who facilitates the take-out process, whether through a bank mortgage or a cash payout for the contract balance.

**Operational excellence**

CLI has a fully integrated real estate set-up encompassing different areas, namely, acquisitions, business development, technical planning, engineering and project management, sales and marketing, documentation and licensing, legal services, customer service, and property management. The Company prides itself on its hands-on and personalized approach, which allows itself to respond effectively to its clients and industry partners.

Construction

For each horizontal and vertical development, CLI engages various general and specialty contractors with both local and national experience. With over 121 engineers in its roster, CLI handles the project and construction management aspect of every project, and manages the various contractors and sub-contractors that are utilized. As the project manager, CLI controls the delivery of its projects with priority on promptness, quality and professionalism. CLI does not have any in-house construction or any affiliated general contracting business.

Sales

CLI has one of the industry-leading sales support teams. With over 55 sales support personnel, this team collaborates, coordinates and supports the over 11,000-strong accredited broker/agent network of CLI. This is CLI's strategy in working harmoniously with the seller community by assisting the brokers 24/7 from sales origination to closing. CLI works alongside brokers in addressing the client inquiries until closing.

**Key Strategies**

**Expansion to key cities in the Visayas and Mindanao**

Regional Developments:

| | |
|---|---|
| Bohol | : Velmiro Plains Bohol |
| Dumaguete | : Casa Mira Coast, Casa Mira Dumaguete |
| Bacolod | : MesaVirre Garden Residences, Casa Mira Granada, Velmiro Plains |
| Iloilo | : Casa Mira Iloilo |
| CDO | : MesaVerte Garden Residences, Velmiro Uptown CDO, Casa Mira Towers CDO |
| Davao City | : MesaTierra Garden Residences, The Paragon Center, Davao Global Township, Casa Mira Towers LPU |

In 2015, CLI embarked on its regional expansion when it launched MesaVerte Residences in CDO. This is the mid-market condominium offering of CLI with three 15-storey residential towers having a total of 798 units which almost sold out in less than a year of pre-selling. In 2018, the Company then introduced its mid-market horizontal project in the same city – Velmiro Uptown CDO. The subdivision's master plan shows an inventory of 396 units intended to meet the housing demand in the area.

In CDO, the Company set up its first satellite sales, administrative and engineering offices. The Company finds a unique advantage in being homegrown, as it can distinguish itself further in these new regional markets with similar local dynamics as Cebu.

In 2016, CLI successfully set its foothold in Davao by launching MesaTierra Garden Residences, a 22-storey residential condominium.

In 2017, CLI strengthened its market presence in Davao by entering into two new joint ventures to develop the Paragon Center and Davao Global Township, a 22-hectare estate project. The Company then launched Casa Mira Coast, a five-hectare property in Sibulan, Negros Oriental. After the successful launch of its first Casa Mira brand outside Cebu, CLI expanded its footprint from Negros Oriental to Negros Occidental by introducing MesaVirre Garden Residences, a three-tower residential condominium project in Bacolod City.

In 2018, the Company launched Astra Center, its first mixed-used building in Mandaue, Cebu. The Astra Centre is composed of Astra Centre Mall, Radisson RED, One Astra Place and Astra Corporate Centre.

In 2019, the Company acquired Abaca Resorts Mactan and Lowaii Marine Cebu Resort in Mactan, Cebu to increase revenues from its hotel segment. CLI entered into a joint venture with an Aboitiz Company, to develop Mandtra Residences, a mid-market, mixed-use, multi-tower condominium project in Mandaue City, Cebu.

In 2020, CLI sets footprint in Bohol and Iloilo with the successful launching of Velmiro Greens Bohol, a 3.6-hectare modern mid-market horizontal development in Jaro Dauis, Panglao, Bohol, and Casa Mira Iloilo, 14.4-hectare economic subdivision project in Jaro, Iloilo City with 1,188 housing units. With the fully take-up Casa Mira Coast in Sibulan, Negros Oriental, the Company launched Casa Mira Dumaguete, a 6.1-hectare project to develop 586 economic horizontal housing units. CLI also launched Casa Mira Towers LPU, a 930-unit economic condominium project, as a housing options for students in Lyceum of the Philippines University.

CLI has several strategic land acquisitions lined up in greater Cebu, Bacolod and Davao, with new expansion areas such as Ormoc, Palawan, Butuan and General Santos City also on the horizon.
CLI continues to pursue its aggressive plans to establish and deliver quality developments across the VisMin region.

**Building recurring income developments**

As CLI sets its sight on a long-term growth trajectory, the Company is committed to growing its recurring income portfolio. In 2013, CLI launched its first office building in Cebu IT Park. The project, Park Centrale Tower, was designed to host both BPO and executive offices (office condominium units). With its Grade A design and features, Park Centrale Tower was awarded as the Best Commercial Development in Cebu in the 2014 Philippines Property Awards.

In 2015, CLI made another significant step in growing its recurring income portfolio when it launched its Phase 1 of Base Line Center, a redevelopment of one of the largest remaining properties in the prime midtown Cebu area. The project is a mix of retail, office, hotel and residential project.

In 2016, CLI launched Latitude Corporate Center, a joint venture development under BL CBP Ventures Inc. This is a 24-storey Grade A office building offering future-ready spaces for businesses with a 13,000 sq.m. GLA.

In 2017, the Company launched 38 Park Avenue, a residential high-rise project with 3,000 sq.m of retail space located in the last 1.18-hectare patch of green in Cebu I.T. Park, one of the Philippines' top 20 prime real estate property.

In 2018, the Company launched Astra Center, a mixed-use development located in Mandaue City designed to have a boutique mall, hotel, office and residential tower adding over 30,000 sq.m. GLA.

The first hotel business of the Company started operations in September 2019 allowing CLI to recognize a new stream of revenue from the segment. Citadines Cebu City, the 180-room condotel, is operated and managed by Ascott International Management Pte Ltd., the world's largest international serviced residence owner-operator.

CLI's current recurring income assets include BPO floor space, executive office space, residential units, and various commercial and retail units in its condominium projects. These assets are now delivering an annual lease income to CLI of close to ₱55.20 million with their combined GLA of 14,536 sq.m. At present, the Company's rental occupancy rate is at 79%, a minor decline from 82% as of December 31, 2019 with several ongoing commercial developments that will further boost its recurring income. This includes Astra Center, Patria de Cebu and Masters Towers Cebu.

The new developments in Davao, Phase 1 of Davao Global Township and Paragon Center, are also designed to boost the recurring income of the Company by 2025 by integrating a hotel, commercial center, office and residential tower into one development.

**Vertical integration – property management**

On April 20, 2017, Cebu Landmasters Property Management, Inc. ("CLPM"), a wholly-owned subsidiary of the Company, was incorporated to provide property management services to housing, condominium and office projects developed by the Company. With the goal of making CLPM a self-sustaining and revenue generating business unit, CLPM is envisioned to eventually offer and expand its services to outside clients. Currently, CLPM is managing 32 projects with revenue for the period ending December 31, 2020, 2019 and 2018 are ₱42.60 million, ₱36.80 million, and ₱12.30 million.

**Growth of economic housing brand (Casa Mira)**

The Casa Mira brand of Cebu Landmasters is designed to answer the underserved demand in the affordable housing sector. And even after the pandemic, Casa Mira remained CLI's fastest selling and most sought-after brand. Unit prices range from ₱1.80 million to ₱3.0 million. Correspondingly, the monthly amortizations range from as low as ₱6,000 to as high as ₱15,000. This caters to households with monthly incomes of ₱15,000 to ₱30,000.

Despite the pandemic, residents in VisMin purchased a record number of housing units from Casa Mira which altogether accounted for 69% of CLI's reservation sales that reached ₱14.23 billion, it said.
Currently, there are 11 Casa Mira communities and a total of over 10,500 housing units in VisMin namely: (1) Casa Mira Linao, (2) Casa Mira South, (3) Casa Mira Towers Guadalupe, (4) Casa Mira Towers Labangon, (5) Casa Mira Towers Mandaue, (6) Casa Mira Coast, (7) Casa Mira Bacolod, (8) Casa Mira Towers CDO, (9) Casa Mira Iloilo, (10) Casa Mira Dumaguete, and (11) Casa Mira Towers LPU. In 2021, CLI will roll out this brand in Ormoc, Davao, Bacolod and Palawan.
The Company sees this as a great opportunity to tap into the class B, C and D markets where most of the working population belongs. With the Philippines' young and growing workforce, the need for affordable permanent housing options will continue to escalate.

**Capitalizing on pipeline projects**

CLI has positioned itself well for the next two years with healthy pipeline of over 25 projects: 18 residential and 7 recurring business projects in Metro Cebu, and key cities in VisMin. CLI intends to grow its current product offerings with new vertical residential and mixed-use developments across VisMin, which are expected to generate revenues and recurring income for the Company.

The Company's envisions to launched 15 residential projects with sales value worth ₱19.0 billion including untapped market such as Puerto Princess and Ormoc.

**Establish and leverage strategic partnerships, alliances joint ventures and cooperation**

CLI will also continue to pursue local partnerships that will serve to enhance its expansion plans. The Company has proven that strategic alliances can provide a winning formula for securing strategic locations and entering new markets for as long as the joint ventures are executed with best practices. Its existing joint venture are CLI Premier Hotels Int'l. Inc. (CPH), BL CBP Ventures, Inc. (BL Ventures), Yuson Excellence Soberano, Inc. (YES), Mivesa Garden Residences, Inc. (MGR), Yuson Huang Excellence Soberano, Inc. (YHES), YHEST Realty and Development Corporation (YHEST), CCLI

Premier Hotels, Inc. (CCLI), El Camino Developers Cebu, Inc. (El Camino), Cebu Homegrown Developers, Inc. (CHDI), and YHES Premier Hotel Inc. (YHESPH).

In 2020 CLI's new joint venture partnerships are Cebu BL-Ramos Ventures Inc. (CBLRV) and GGTT Realty Corporation (GGTT).

**Corporate Organization**

CLI is presently engaged in real estate-related activities such as real estate development, sales, leasing and property management. Its real estate portfolios include residential condominium units, subdivision house and lots, and townhouses as well as hotels, office projects, retail spaces and townships.
In 2016, A B Soberano Holdings Corp. ("ABS"), formerly A B Soberano International Corporation, one of CLI's stockholders, assumed control of CLI by acquiring additional 400,000,000 shares of CLI and became the parent company of CLI. ABS is a holding company and is incorporated and domiciled in the Philippines. The registered office and principal place of business of ABS is located at 2nd Street Villa San Lorenzo, Quijada Street, Barangay Guadalupe, Cebu City.

On January 6, 2017, the board of directors approved CLI's application for the registration of 1,714 million of its common shares with the SEC and application for the listing thereof in the PSE. The board of directors' approval also covered the planned initial public offering of 430 million unissued common shares of CLI. CLI's shares were listed in the PSE on June 2, 2017.

On February 26, 2021, the Company increased the authorized capital stock to P10.0 billion common shares and P1.0 billion voting preferred shares.

**Subsidiaries and Affiliates**
The Company holds ownership interests in the following subsidiaries and associates:

| | Effective Percentage of Ownership | |
|---|---|---|
| **Entity** | **2020** | 2019 |
| *Subsidiaries* | | |
| CLI Premier Hotels Int'l. Inc. (CPH) | 100 | 100 |
| Cebu Landmasters Property Management, Inc. (CPM) | 100 | 100 |
| A.S. Fortuna Property Ventures, Inc. (ASF) | 100 | 100 |
| BL CBP Ventures, Inc. (BL Ventures) | 50 | 50 |
| Yuson Excellence Soberano, Inc. (YES) | 50 | 50 |
| Yuson Huang Excellence Soberano, Inc. (YHES) | 50 | 50 |
| YHEST Realty and Development Corporation (YHEST) | 50 | 50 |
| CCLI Premier Hotels, Inc. (CCLI) | 50 | 50 |
| YHES Premier Hotels Inc. (YHESPH) | 50 | 50 |
| Mivesa Garden Residences, Inc. (MGR) | 45 | 45 |
| El Camino Developers Cebu, Inc. (El Camino) | 35 | 35 |
| Cebu Homegrown Developers, Inc. (CHDI) | 50 | 50 |
| Cebu BL-Ramos Ventures, Inc. (CBLRV) | 50 | - |
| *Associates* | | |
| Magspeak Nature Park, Inc. (Magspeak) | 25 | 25 |
| Ming-mori Development Corporation (MDC) | 20 | 20 |
| Icom Air Corporation (ICOM) | 20 | - |

CLI Premier Hotels Intl., Inc., a wholly owned subsidiary of the Company, was incorporated on August 26, 2016 to take charge of Citadines Cebu City and the Company's future hotel developments. The commercial operations started on September 14, 2019. Its principal office address is at 10th Floor, Park Centrale Tower, J.M. Del Mar St., Cebu IT Park, Brgy. Apas, Cebu City.

Cebu Landmasters Property Management, Inc., a wholly owned subsidiary of the Company, was incorporated on April 20, 2017 to provide property management services initially to housing and

condominium projects developed by the Company. It is envisioned to eventually offer and expand its services to outside clients. The started commercial operations on September 1, 2017. Its principal office address is at 10th Floor, Park Centrale Tower, J.M. Del Mar St., Cebu IT Park, Brgy. Apas, Cebu City.

A.S. Fortuna Property Ventures, Inc. was incorporated as a joint venture on March 9, 2017 to facilitate the acquisition of a 9,989-sq.m. property along AS Fortuna Avenue for the development of the Astra Center Mandaue, a mixed-use development in the AS Fortuna Mandaue area that will house a hotel, residential and office development and a boutique mall. CLI acquired all the ownership interest of its business partners at the end of 2017 which made ASF its wholly owned subsidiary as of December 31, 2017. Its principal office is located 10th Floor, Park Centrale Tower, Josemaria del Mar St., Cebu IT Park, Brgy. Apas, Cebu City.

BL CBP Ventures, Inc. was incorporated on February 3, 2016 to develop Latitude Corporate Center, a 24-storey office development at the Cebu Business Park. BL CBP Ventures, Inc. was a joint venture of the Company and Borromeo Bros, Inc. Its principal office address is at AB Soberano Bldg., Salvador Ext., Labangon, Cebu City.

YES, Inc. was incorporated on December 15, 2016 to mark the Company's entry into the Davao market. It is a joint venture between the Company and Yuson Comm. Investments Inc. to undertake the development of MesaTierra Garden Residences, a 21-storey residential condominium, and two other mixed-use projects in Davao City. It will also engage in real estate brokering to facilitate the marketing and sale of the joint venture developments in Davao. Its principal office address is at Suite A, 204 Plaza De Luisa Complex, 140 R. Magsaysay Ave. in Davao City.

YHES, Inc. was incorporated on November 10, 2017 to develop the Paragon Davao, a 1.9-hectare property in Riverside Davao. The development will become a mixed-use real estate which will include a residential, retail, hotel and convention center. YHES Inc., is a joint venture of CLI, Yuson Strategic Holdings Inc., and Davao Filandia Realty Corp. Its principal office is located at MesaTierra Garden Residences Showroom, E. Quirino Avenue in Davao City.

YHEST Realty and Development, Inc was incorporated on August 10, 2018 to develop the Davao Global Township. YHEST Realty and Development is a joint venture between CLI, Yuson Strategic Holdings Inc., Davao Filandia Realty Corp., Plaza De Luisa Development Inc., Yuson Newtown Corp., and Davao Primeland Properties Corp. Its principal address is at MesaTierra Garden Residences Showroom, E. Quirino Avenue in Davao City.

CCLI Premier Hotels, Inc. was incorporated on November 12, 2018 as an undertaking between CLI and Capitaine, Inc. for the development of Citadines hotel in Bacolod City. The Citadines hotel is planned to be managed by Ascott. The principal place of business of CCLI is located at 2nd floor MesaVirre showroom in Bacolod City.

Mivesa Garden Residences, Inc. was incorporated on March 13, 2017 to develop Towers 6 and 7 (Phase 3) of Mivesa Garden Residences, a real property development project located on a 3,000-sq.m. property to be registered in the Company's name. Its principal office is located 10th Floor, Park Centrale Tower, Josemaria del Mar St., Cebu IT Park, Brgy. Apas, Cebu City. CLI holds a 45% stake in MGR.

EL Camino Developers Cebu, Inc. was incorporated on August 15, 2016 to develop a 1.17-hectare property inside the Cebu IT Park, and to construct (1) 38 Park Avenue at the Cebu IT Park, a 38-storey high-end residential condominium, and (2) Park Avenue Corporate Center, a Grade A office building with over 20,000 sq.m. of leasable area. Its principal office address is at Base Line Center, Juana Osmeña St., Brgy. Kamputhaw, Cebu City. The Company has a 35% stake in El Camino.

YHES Premier Hotels Inc. was incorporated on October 28, 2019 as a wholly owned subsidiary of YHES that will engage in hotel business. Its ultimate parent is CLI which owns 50% of YHES. YHESPH has not yet started its commercial operations.

Cebu Homegrown Developers, Inc., a joint venture of Aboitizland and CLI, was recently incorporated on December 5, 2019 to develop a high-rise mixed-use condominium complex, with sellable and leasable units, in a 12,405 sq.m. lot area in Mandaue City, Cebu. The Company has a 50% stake in Aboitiz CLI Cebu Developers, Inc.

CBLRV was incorporated on February 21, 2020 as an undertaking between CLI and BBEI and is engaged in the development of a mixed-use condominium tower in Cebu City. Its principal place of business also is located in Cebu City.

Magspeak. was incorporated on October 21, 2011 to acquire, lease and develop lands into nature and eco-tourism parks in Balamban Cebu, and to manage and operate the same. CLI holds a 25% stake in Magspeak.

MDC was incorporated on August 1, 2013 to undertake and execute land reclamation projects, submit bids and accept awards for reclamation projects, and manage, hold and sell reclaimed land and other real property. MDC is the private consortium that has proposed to undertake the Ming-Mori Reclamation Project of the Municipality of Minglanilla, which involves the development of the Minglanilla TechnoBusiness Hub, a 100-hectare techno-business park in the progressive town of Minglanilla, a mere 30 minutes away from Cebu City. The Company has subscribed to 20% in Ming-Mori Development Corporation.

TWDC was incorporated on July 4, 2019 as a joint undertaking for the development of a reclamation project in Bohol. CLI holds an 18% stake in TWDC.

ICOM was incorporated on December 2020 as an undertaking of CLI and various individual stockholders to import aircraft(s) and operate a transportation business in the Philippines. ICOM's principal place of business is located in Iloilo City.

*As a result of the above-described transactions, please refer to Item 14 Index Audited Financial Statements for CLI's corporate structure as of date.*

**Competition**

In 2019, a real estate market study by SKF reveals that CLI is the number 1 developer of residential projects in VisMin. The SKF market study that covered 10 key cities and included both national and local developers in the VisMin areas named CLI as "the leading residential developer in VisMin".

In 2020, a recent market study by SKF, CLI retained the position as "the leading residential developer in VisMin" with the largest market share from among real estate firms providing condominium projects and subdivisions in the region. The 2020 study shows that CLI leads the residential market with a 12% market share, delivering close to 18,683 units, of the available 86,126 units in VisMin. These are based on actual and current market supply offering. The listed company bested Sta. Lucia Realty and Development and Camella Homes, at 11,897 units and 11,768 units, respectively.

In Metro Cebu, CLI has the largest market share of vertical residential developments at 23%, according to the SKF study. The company's absorption rate registered at 96% or significantly above the 80% industry average in Metro Cebu indicating high demand for its products. Recently, for instance, it launched Mivela Garden Residences, which sold out more than 80% of units in less than three weeks from market launch.

The firm's average take-up rate at 210 per month and absorption rate at 83% is way above the industry average in the market. The condominium and subdivision absorption rate is at 86% and 82%, respectively.

To leverage itself against competition, CLI draws its advantage on its core strengths – its hands-on personalized service, local (i.e., VisMin) real estate expertise, stringent location selection, and responsible development as well as in its aggressiveness, speed to market and best value projects.

**Suppliers**

CLI sources construction materials and services from third party suppliers and service providers both in the local and national level who meet the Company's strict quality standards through a pre-qualification and a bidding process. There is no shortage of raw materials or services that the Company needs for its day-to-day business as these are readily available in the market. Hence, the CLI is not dependent on any single supplier or service provider.

Through its purchasing team, evaluates suppliers who can provide the best value at the highest quality with the least cost, can guarantee safe and on time deliveries, and have the capacity to improve and innovate to meet the Company's requirements. At the same time, the Company has the necessary internal controls, organizational structure and financial viability to assure the continuous delivery of the raw materials by the supplier.

The Company engages contractors to undertake land development and construction on a per project basis. While the Company mostly outsources architectural and engineering services for its projects, this year, CLI has started doing engineering and design in-house.

The following are the Company's top contractors and suppliers:

| Supplier | Product / Service |
|---|---|
| Steelasia Manufacturing Corporation | General Contractor |
| Vic Enterprises | General Contractor |
| APO Cement Corporation | General Contractor |
| JLR Construction and Aggregates Inc. | General Contractor |
| Maxima Steel Mills Corporation | General Contractor |
| Phelps Dodge Philippines Energy Products Corp | General Contractor |
| Cebu Oversea Hardware Co., Inc | General Contractor |
| Metro Bacolod Pentalink, Inc. | General Contractor |
| Nitronne Trade | General Contractor |
| Matimco Incorporated | General Contractor |
| Castcrete Builders Inc | Supplier |
| Cigin Construction & Development Corp | Supplier |
| J. E. Abraham C. Lee Construction Inc | Supplier |
| Dakay Construction & Development Corp. | Supplier |
| PLD Construction and Development Inc. | Supplier |
| Young Builders Corporation | Supplier |
| Kevlar Development Corporation | Supplier |
| Carwill Construction Incorporated | Supplier |
| DVS Construction Supplies and Services | Supplier |
| Techno Stress System Corporation | Supplier |

**Customers**

CLI caters to several real estate categories – residential, retail, offices and hotels. Among the four categories, the Company's experience in the industry has been primarily focused on residential development which comprises 98% of total current projects.

Of the Company's developments, 36% of CLI's horizontal and vertical projects serve the need of the mid-market. Fast-selling projects like Midori Residences, Midori Plains, Velmiro Heights, Mivesa Residences, MesaVerte Garden Residences, Velmiro Uptown CDO and Mivela Garden Residences show the growing demand for new, well-built, well-planned and strategically located homes for the mid-market segment. CLI's mid-market clients are those who can afford a monthly equity payment of ₱8,000 to ₱15,000 and an annual income of ₱400,000 to ₱800,000.
The Company also caters to a small portion belonging to the upper-mid market segment who can afford a monthly equity of ₱15,000 to ₱20,000 and earning ₱1.0 million to ₱3.0 million annually. These mid-market segments prefer units at a price range of ₱2.0 million.

Casa Mira, CLI's best-selling product offering, comprise of 36% of the Company's reservation sales as of date. High-end residential developments are at 24%, with successful projects such as Asia Premier Residences, Base Line Residences, Base Line Premier, 38 Park Avenue, One Astra Place and One Paragon Place. Office sales comprise of 3%, while socialized housing comprises only 1%, with two projects to date.

| Employment Profile | % | Citizenship | % | Marital Status | % |
|---|---|---|---|---|---|
| Local | 58% | Filipino | 95% | Married | 43% |
| OFW | 30% | Foreigner | 5% | Single | 50% |

| | | | | |
|---|---|---|---|---|
| Self-Employed | 9% | | Others | 7% |
| Entrepreneur | 4% | | | |

For its leasing business, the Company's top lessees include a BPO company, a supermarket store, service providers and food establishments.

CLI is committed to continuously address the growing needs and demand of the market in each segment the Company caters to. CLI aims to constantly innovate, and remain consistent with the quality of the developments, the selection of location and the hands-on service that goes along with it.

**Transactions with related parties**

Please refer to Item 12 of this report ("Certain Relationships and Related Transactions").

**Government approvals/regulations**

The Company secures various government approvals such as the environmental compliance certificate, development permits, license to sell, etc. as part of the normal course of its business.

**Employees**

The Company has a total of 574 employees, broken down in entities and department as follows:

| Department/Company | Employees |
|---|---|
| **Parent Company** | |
| Engineering | 121 |
| Sales | 55 |
| Accounting and Finance | 51 |
| Treasury | 46 |
| Business Development | 29 |
| Permits & Licenses | 25 |
| Property Management | 22 |
| Accounts Management | 19 |
| Customer Care | 19 |
| Human Resources & Admin | 17 |
| Tax | 13 |
| Marketing | 12 |
| Purchasing | 12 |
| Corporate Finance | 9 |
| IT | 9 |
| Legal | 5 |
| Internal Audit | 4 |
| Leasing | 3 |
| Top Management | 5 |
| **Subsidiaries** | |
| CLPM | 60 |
| CPH | 38 |

## ITEM 2. PROPERTIES

**Land Inventory**

Using its location selection criteria, the Company, its joint ventures and associates ("**Company and its Related Entities**") have invested in properties located in strategic areas in VisMin which the Company and its Related Entities believe to have high future appreciation potential for its existing and future

development projects. The table below enumerates the parcels of land owned by the Company and its Related Entities.

| Location | Primary Use | Ownership | Total Area (In sq.m.) |
|---|---|---|---|
| Magtuod, Davao | Residential | Parent Company | 285,842 |
| Matina, Davao | Mixed-use | YHEST | 220,000 |
| Teakwood CDO | Residential | Parent Company | 121,915 |
| Ormoc, Leyte | Residential | Parent Company | 94,000 |
| Casa Mira South, Cebu | Residential | Parent Company | 24,627 |
| Mandaue, Cebu | Residential | CHDI | 24,623 |
| Puerto Princesa, Palawan | Residential | Parent Company | 20,974 |
| Lowaii Mactan, Cebu | Mixed-use | Parent Company | 18,413 |
| Minglanilla, Cebu | Residential | Parent Company | 18,369 |
| Dauis Panglao, Bohol | Residential | Parent Company | 12,518 |
| Mandaue, Cebu | Residential | CHDI | 12,405 |
| Lacson, Bacolod | Residential | Parent Company | 11,209 |
| Junob, Dumaguete | Residential | Parent Company | 11,181 |
| Paragon, Davao | Mixed-use | YHES | 10,201 |
| Ramos, Cebu | Residential | CBLRV | 5,539 |
| Mactan Abaca, Cebu | Hotel | Parent Company | 4,328 |
| Lyceum Property, Davao | Residential | Parent Company | 3,672 |
| Cebu IT Park, Cebu | Mixed-use | El Camino | 3,389 |
| Arroyo, Iloilo | Residential | GGTT | 2,539 |
| Guadalupe, Cebu | Residential | Parent Company | 1,915 |
| Baseline, Cebu | Mixed-use | Parent Company | 913 |
| AS Fortuna Mandaue, Cebu | Mixed-use | ASF | 387 |
| **Total** | | | **908,959** |

**Other Assets**
As of December 31, 2020, the Company's other properties consist of Property and Equipment and Investment Property amounting to ₱643.40 million and ₱10.1 billion, respectively.

*For the carrying amounts and movements of the Company's Other Assets, please refer to Item 14 Index Audited Financial Statements.*

**Rental Properties**

In addition to its land inventory, the Company owns several rental properties, including available commercial and retail spaces in its completed projects, which are currently used by the Company, or leased out to third parties to generate recurring income.

Among the projects with commercial spaces leased out to tenants are:

| Project | Location | Type | GLA (In sq.m.) |
|---|---|---|---|
| Base Line Center | Juana Osmeña St., Cebu | Office and Retail | 7,086 |
| Park Centrale | Cebu IT Park, Cebu | Office and Retail | 4,920 |
| Casa Mira Towers Labangon | Labangon, Cebu | Retail | 877 |
| Asia Premier Residences | Cebu IT Park, Cebu | Residential and Retail | 780 |
| Mivesa Residences | Lahug, Cebu | Residential and Retail | 365 |
| Base Line Residences | Juana Osmeña St., Cebu | Residential and Retail | 265 |
| MesaVerte Residences | Osmeña Ext., CDO | Retail | 158 |
| Midori Residences | AS Fortuna Mandaue, Cebu | Residential and Retail | 85 |
| **TOTAL** | | | **14,536** |

The Company's residential leases have an average term of one year, while the Company's commercial leases have an average term of three to five years, both renewable upon mutual agreement of parties. Sixty days' notice is required from tenants for the extension or pre-termination of their leases, and a two-month security deposit is paid at the commencement of the lease. The Company charges rent as a fixed rent per sq. m., which may be subject to an escalation clause.

In its leases with its Related Entities, the Company observes arm's length commercial terms and considers the current rentals payable by tenants of the condominium units and parking slots that are operational at present reflect prevailing market rents.

**Leased Properties**

The Company leased properties for use as office space and staff houses of its employees and for project development.

In 2019, with the approval of the National Historical Commission of the Philippines, CLI entered into a 40-year lease contract with the Archdiocese of Cebu to redevelop Patria de Cebu, a 6,670 sq.m. property in downtown Cebu. This mixed-use development's concept and designed is inspired by Filipino-Spanish culture, history and architecture.

In 2020, the Company signed a 43-year lease contract to develop Masters Tower Cebu, a mixed-use tower located at Cebu's preferred business address, Cebu Business Park. The project will rise on a 2,840 sqm property and will offer prime office and retail spaces and the first five-star luxury hotel in Cebu City. Sofitel Cebu City will be operated by multinational chain Accor, a world leading hospitality group headquartered in France.

*For the carrying amounts and movements of the Company's Right-of-use Assets, please refer to Item 14 Index Audited Financial Statements.*

**Mortgage, Liens And Encumbrances**

In pursuit of its business, the Company has entered into various mortgage agreements covering certain parcels of land and improvements for the purposes of securing development loans or credit facilities extended by financial institutions. The cost of such projects aggregating to ₱7.85 billion and ₱10.23 billion, respectively.

Under Section 18 of Presidential Decree No. 57, no mortgage on any unit or lot shall be made by the owner or developer without prior written approval of the HLURB. Accordingly, before the Company can mortgage properties being used for its condominium or subdivision projects, it should ensure compliance with the said law and its implementing regulations.

Properties of the Company and its Related Entities in which particular projects have been developed are also subject to restrictions arising from the nature of such projects. For instance, certain properties over which a condominium building project has been constructed would have restrictions annotated on the title of such property arising from the Master Deed restrictions on the use of the property for condominium use.

Likewise, properties being leased by the Company are subject to typical lease-related limitations on usage, e.g., for office use only.

**Insurance**

CLI procures insurance coverage required by relevant laws and regulations for its real and personal properties and requires contractors to submit performance bonds, marine insurance policies, and other sureties for its covered activities. Throughout the construction stage, the Company also maintains Contractor's All-risk Insurance for each of its projects, subject to customary deductibles and exclusions. For completed projects, CLI also requires homeowner's associations and condominium corporations to obtain fire and allied risks insurance as part of the master deed for these projects.

## ITEM 3. LEGAL PROCEEDINGS

The Company and its subsidiaries are not a party to, nor any of the Company's properties are the subject of any pending material litigation, arbitration or other legal proceeding, and no litigation or claim of material importance is known to the management and the directors to be threatened against the Company, its subsidiaries or any of its properties.

## ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

No matter was submitted during the fourth quarter of the fiscal year covered by this report to a vote of security holders, through the solicitation of proxies or otherwise.

## PART II – OPERATIONAL AND FINANCIAL INFORMATION

### ITEM 5. MARKET FOR REGISTRANT'S COMMON EQUITY AND RELATED STOCKHOLDER MATTERS

**Market information**

Cebu Landmasters, Inc. listed its common shares with the Philippine Stock Exchange last June 2, 2017.

Philippine Stock Exchange
Prices (in ₱/ share)

| | High | Low | Close |
|---|---|---|---|
| | | | |
| **2017** | | | |
| Second Quarter (month of June only) | 5.98 | 5.13 | 5.34 |
| Third Quarter | 5.51 | 4.58 | 5.07 |
| Fourth Quarter | 5.17 | 4.59 | 4.88 |
| **2018** | | | |
| First Quarter | 5.12 | 4.21 | 4.70 |
| Second Quarter | 5.06 | 4.48 | 4.58 |
| Third Quarter | 4.73 | 4.27 | 4.42 |
| Fourth Quarter | 4.59 | 3.60 | 4.14 |
| **2019** | | | |
| First Quarter | 4.29 | 4.19 | 4.20 |
| Second Quarter | 4.89 | 4.80 | 4.83 |
| Third Quarter | 4.75 | 4.70 | 4.74 |
| Fourth Quarter | 4.83 | 4.67 | 4.83 |
| **2020** | | | |
| First Quarter | 3.80 | 3.70 | 3.72 |
| Second Quarter | 5.10 | 4.35 | 4.69 |
| Third Quarter | 4.92 | 4.83 | 4.90 |
| Fourth Quarter | 5.05 | 4.99 | 5.05 |

The market capitalization of CLI as of December 31, 2020, based on the closing price of ₱5.05/share, was approximately ₱7.85 billion.

**Stockholders**

The following are the list of ***registered holders*** of the common equity securities of the Company as of December 31, 2020:

| | **Stockholder Name** | **No. of Common Shares** | **Percentage (of common shares)** |
|---|---|---|---|
| 1 | AB Soberano Holdings Corp. | 1,011,330,197 | 59.00% |
| 2 | PCD Nominee Corp. (Filipino) | 675,436,329 | 39.41% |
| 3 | Jose R. Soberano III | 14,000,000 | 0.82% |
| 4 | PCD Nominee Corp. (Non-Filipino) | 5,428,421 | 0.32% |
| 5 | Jose Franco B. Soberano | 3,250,000 | 0.19% |
| 6 | Janella Mae B. Soberano | 2,250,000 | 0.13% |
| 7 | Joanna Marie B. Soberano | 2,250,000 | 0.13% |

| | Stockholder Name | No. of Common Shares | Percentage (of common shares) |
|---|---|---|---|
| 8 | Myrna P. Villanueva | 10,000 | 0.00% |
| 9 | Milagros P. Villanueva | 10,000 | 0.00% |
| 10 | Marietta V. Cabreza | 10,000 | 0.00% |
| 11 | Lolita Siao-Ignacio | 10,000 | 0.00% |
| 12 | Myra P. Villanueva | 15,000 | 0.00% |
| 13 | Owen Nathaniel S Au Itf: Li Marcus Au | 50 | 0% |
| 14 | Jesus N. Alcordo | 1 | 0% |
| 15 | Ma. Aurora D. Geotina-Garcia | 1 | 0% |
| 16 | Rufino Luis T. Manotok | 1 | 0% |
| | **TOTAL** | **1,714,000,000** | **100%** |

The following are common shares held by the Company's Board of Directors lodged with PCD Nominee Corporation:

| | Stockholder Name | No. of Common Shares | Percentage (of common shares) |
|---|---|---|---|
| 1 | Jose R. Soberano III | 61,625,000 | 3.96% |
| 2 | Ma. Rosario B.Soberano | 59,125,000 | 3.80% |
| 3 | Jose Franco B. Soberano | 5,741,700 | 0.37% |
| 4 | Janella Mae B. Soberano | 5,231,700 | 0.34% |
| 5 | Joanna Marie B. Soberano | 5,231,700 | 0.34% |
| 6 | AB Soberano Holdings, Inc | 23,360,004 | 1.50% |
| | **TOTAL** | 160,315,104 | 10.31% |

**Dividends**
The Company has declared the following cash and stock dividends.

*Cash Dividends*

| Year of Dividend Declaration | Rate of Dividend Declared per Share (in ₱) | Record Date | Amount Paid (in ₱) |
|---|---|---|---|
| 2014 | 12.50 | November 3, 2014 | 48,000,000 |
| 2015 | 7.19 | February 28, 2015 | 42,000,000 |
| 2015 | 10.27 | June 15, 2015 | 60,000,000 |
| 2015 | 8.56 | October 15, 2015 | 50,000,000 |
| 2015 | 5.66 | December 15, 2015 | 50,000,000 |
| 2016 | 2.26 | March 31, 2016 | 20,000,000 |
| 2016 | 5.99 | August 31, 2016 | 52,943,457 |
| 2016 | 4.32 | September 15, 2016 | 38,150,000 |
| 2016 | 1.70 | September 30, 2016 | 15,000,000 |
| 2016 | 0.74 | November 21, 2016 | 650,000,000 |
| 2016 | 0.05 | December 1, 2016 | 40,000,000 |
| 2016 | 0.03 | December 1, 2016 | 40,000,000 |
| 2018 | 0.15 | March 23, 2018 | 235,186,980 |
| 2019 | 0.20 | March 26, 2019 | 332,590,000 |
| 2020 | 0.25 | April 3, 2020 | 414,795,000 |

| Year of Dividend Declaration | Rate of Dividend Declared per Share (in ₱) | Record Date | Amount Paid (in ₱) |
|---|---|---|---|
| 2021 | 0.25 | April 16, 2021 | (est.) 388,749,900 |

*Stock Dividends*

| Year of Dividend Declaration | Rate of Dividend Declared per Share | Record Date | No. of Shares |
|---|---|---|---|
| 2014 | 0.5208 | November 30, 2014 | 2,000,000 |
| 2015 | 0.3394 | December 15, 2015 | 3,000,000 |
| 2021 | 1.23 | TBA | TBA |

*Recent Sale of Securities*
There was no sale of the Company's securities during the reporting period.

## ITEM 6. MANAGEMENT'S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION

**Company Milestones**

Cebu Landmasters, Inc. ("CLI" or the "Company") is the leading real estate developer in Visayas and Mindanao currently located in 15 key cities.

Despite the crisis brought about by the COVID-19 pandemic, CLI continues to establish strength and leadership. In 2020, the Company launched nine projects worth ₱11.4 billion, with a total of 4,300 homes, namely:

a. Velmiro Greens Bohol
b. Casa Mira Iloilo
c. Casa Mira South Phase 3B
d. Casa Mira Towers Mandaue Tower 2
e. Casa Mira Towers Guadalupe Tower 2
f. Casa Mira Towers - LPU
g. Casa Mira Linao Phase 3
h. Casa Mira South Phase3A
i. Casa Mira Dumaguete

The Company posted a 12% year-on-year (y-o-y) increase in its reservation sales to ₱14.25 billion driven by increased demand from end-users of affordable homes.

Until the end of 2019, 40% of CLI buyers were mostly OFWs. In 2020, the company's share of OFW buyers dropped to 30% while local buyers' share now increased to 58% from 40% in 2019.

On February 21, 2020, Cebu BL-Ramos Ventures, Inc. was incorporated as an undertaking between CLI and BBEI and engaged in the development of a mixed-use condominium tower in Ramos, Cebu City.

On March 5, 2020, to fund CLI's expansion plans, the Company entered into a notes facility agreement with several financial institutions wherein the Company issued a five-year corporate notes amounting to ₱1.3 billion; seven-year corporate notes amounting to ₱5.7 billion; and 10-year corporate notes amounting to ₱1.0 billion at an average fixed rate of 4.15%. Proceeds of the notes will be used to finance capital expenditures and general corporate purposes. Institutions which participated in the exercise were Bank of the Philippine Islands, China Banking Corporation, Development Bank of the Philippines, Land Bank of the Philippines, Rizal Commercial Banking Corporation and Social Security System. The issuance was jointly arranged by BPI Capital Corp. and China Banking Corp.

On June 16, 2020, CLI acquired 50% ownership and obtained controlling interest in GGTT Realty Corporation. GGTT is engaged to construct a mid-market residential condominium project in downtown Iloilo City.

On July 22, 2020, the Company's Ming-Mori Minglanilla Reclamation Project covering 100 hectares was issued an ECC by the following a comprehensive two-year review. The joint venture among the local government of Minglanilla and private consortium partners Ming-Mori Development Corp. The techno business hub will be a township project to house light industrial facilities with residential, commercial areas and an integrated port facility.

After regular review and monitoring of CLI's financial performance and position, Philratings has maintained its initial rating of PRS Aa with Stable outlook to Cebu Landmasters. Obligations rated PRS Aa are of high quality and are subject to very low credit risk and capacity to meet financial commitments is very strong. The rating and outlook reflect the following key considerations: (1) Sound management and strategy, with a sustained competitive advantage in the Visayas and Mindanao markets as evidenced by its growth over the last few years; (2) Sustained growth in the past years although the pandemic is seen to temper growth momentum in the medium term; (3) Good coverage of interest and current debt, complemented by an adequate capital structure, which are seen to provide a satisfactory buffer for debt servicing during the pandemic; and (4) Threats from a highly competitive market, with peers having access to significant capital and a substantial landbank, counterbalanced by the Company's ability to form strategic joint venture partnerships.

Furthermore, the Board of Directors and stockholders approved on November 24, 2020 and February 26, 2021, respectively, the declaration of stock dividend of 123% on the outstanding capital stock of CLI or a total of 1,912,649,508 new common shares. The stock dividends shall be sourced from the increase in authorized capital stock of the Corporation, and payable to stockholders of record as of a record date to be fixed and approved by the SEC, on such payment date to be fixed by the Board.

With the Company's stellar performance and resilience despite disruptions brought about by the pandemic, the Board declared cash dividend of ₱0.25 per share on March 16, 2021 with a total estimated amount of ₱388.75 million to stockholders on record as of April 16, 2021. Such dividend will be paid on May 10, 2021.

**Review on the Company's Results of Operation**

**FY 2020 vs FY 2019**

For the period ending December 31, 2020, CLI generated Parent Company NIAT is at ₱1.85 billion, a slight decline of 8% y-o-y from ₱2.01 billion. A decline in the Company's bottom line numbers was due to the stringent lockdown measures imposed by the government during the period. This translates to an earnings per share of ₱1.15.

CLI bounced back and posted a strong financial growth as restrictions eased during the second half of 2020. The Company's consolidated NIAT during the second half of the year is at ₱1.16 billion, 26% higher as compared to the first half. Parent NIAT during the second half of 2020, on the other hand, is at ₱1.05 billion, 33% higher than the first half.

**Revenues**

For the period ending December 31, 2020, CLI generated consolidated revenue of ₱8.30 billion, a slight decline of 2% y-o-y from ₱8.50 billion. In the fourth quarter of the period, consolidated revenue registered at ₱2.59 billion, 18% growth from ₱2.20 billion in the third quarter of 2020, as travel restrictions eases and as operations and construction recuperate.

***Real estate sales***

Revenue from sale of real estate reached ₱8.15 billion, 3% y-o-y slight decline from ₱8.39 billion in 2019, driven by Garden Series (36%), followed by Casa Mira Series (32%) and Premier Masters (27%). In the same period of 2019, Garden Series generated 37% of the total revenues, followed by Casa Mira

(30%) and Premier Masters (30%). In terms of location, CLI's presence in Cebu remains to be strong, representing 52% of the total revenues, followed by CDO (16%) and Bacolod (11%), for both periods ending December 31, 2020.

*Premier Masters (Premier market)*, at ₱2.22 billion, declined by 13% y-o-y from ₱2.54 billion, with the construction slowdown of 38 Park Avenue due to the pandemic.

*Garden Series (Mid-market)*, at ₱2.99 billion, slightly declined by 6% y-o-y from ₱3.12 billion, driven by Mivela Garden Residences, Velmiro Plains Bacolod and, the recently launched, Velmiro Greens Bohol.

*Casa Mira Series (Economic market)***,** at ₱2.67 billion, grew by 6% y-o-y from ₱2.51 billion, mainly from newly launched projects during the year: Casa Mira Iloilo and Casa Mira South Phase 3B.

During the second half of 2020, CLI posted a 38% growth as compared to the first half. The robust growth was driven by the easement of quarantine across VisMin sites increasing construction efficiency to 90% from 70% in the 2nd quarter. Collections on the other hand has also improved with more accounts qualifying for revenue recognition in the last two quarters.

***Hotel operations***
Launched on September 14, 2019, Citadines Cebu City posted ₱54.56 million for the period ending December 31, 2020. With hotel revenues driven from BPO companies that housed their employees during the lockdown.

***Leasing***
The Company offered rental concessions and holidays to support local businesses during lockdown decreasing its rental revenue by 13% y-o-y to ₱55.24 million from ₱63.16 million. GLA increases by 2% y-o-y to 14,536 sq.m. from 14,296 sq.m. with the completion of retail spaces in residential projects. As of December 31, 2020, rental occupancy rate is at 79%, a minor decline from 82% as of December 31, 2019.

***Property Management***
Revenue from property management fees is at ₱42.59 million, 16% y-o-y increase from ₱36.84 million mainly from continuous turn-over of completed projects during the year—Casa Mira South Phase 1 and 2, MesaVerte Residences, and Mivesa Garden Residences Phase 3.

**Cost and Expenses**

The Company's cost of sales for the period ended December 31, 2020 is at ₱4.28 billion, from ₱4.30 billion in line with the slim decrease in revenue.

Total operating expenses during the period amount to ₱1.27 billion, 11% y-o-y increase from ₱1.15 billion mainly from increase in commissions and incentives to ₱429.73 million with the implementation of PFRS 15. Salaries and employee benefits also grew by 18% to ₱352.75 million due to an increase in the Group's manpower to 574 employees from 475 employees to support CLI's expansions across VisMin. Despite the digitalization of the Company's sales and marketing, other operating expenses likewise increased as the Company implemented and heightened safety and health protocols in the workplace.

During the year, borrowing costs amount to ₱460.13 million with average borrowing rate of 4.96% representing the costs on bank loans and corporate notes to fund the Company's project developments. This includes the ₱8.0 billion corporate notes issued during the year.

**FY 2019 vs FY 2018**

CLI posted a consolidated NIAT growth of 12%, from ₱2.17 billion to billion ₱2.44 billion. Parent NIAT likewise increases to ₱2.01 billion, solid earnings growth of 21% y-o-y as compared to the ₱1.67 billion in 2018. The favorable result is driven from the construction progress of the following ongoing projects: MesaVirre Garden Residences in Bacolod, Velmiro Uptown in CDO, 38 Park Avenue and Casa Mira South in Cebu, and MesaTierra Garden Residences in Davao.

For 2019, CLI registered an EPS of ₱1.21 per share, a notable 24% increase from the ₱0.98 EPS in 2018.

**Revenues**

For the period ending December 31, 2019, total consolidated revenues reached ₱8.50 billion, 26% higher than from ₱6.76 billion reported y-o-y. The growth was mainly driven by its Garden Series, a mid-market segment, representing 37% of revenue, 30% for Premier Masters, a high-end segment, and 30% for Casa Mira, an economic housing segment. In 2018, Garden series represented 45% of the total revenue, 28% from Casa Mira Series and 19% from Premier Masters.

In 2019, 38 Park Avenue, a high-end segment project in Cebu, posted the highest revenue growth in 2019, followed by Casa Mira South, an economic housing project, and MesaVirre Garden Residences and Velmiro Uptown CDO, both mid-market projects.

In terms of location, the CLI's real estate revenue presence in Cebu remains to be strong representing 56% of the total revenues, followed by CDO's revenue of 14% and Bacolod of 12%. In 2018, Cebu's real estate revenue generated 64% of the total revenues, while Davao and CDO posted significant contributions of 12% and 11%, respectively. The Company expects to grow revenue contribution of its expansion areas such as Iloilo, Davao, Bohol and Puerto Princesa in 2020.

The rental revenue grew by 10% y-o-y to ₱63.16 million from ₱57.48 million. This is attributable to the Company's 60% increase in GLA to 14,296 sq.m. with the recent turnover of Base Line Retail (5,216 sq.m. GLA), Base Line HQ (1,721 sq.m. GLA) and Casa Mira Towers Labangon (1,124 sq.m. GLA) in Cebu.

**Cost and Expenses**

CLI reported a total cost of sales of ₱4.30 billion in 2019, a 37% y-o-y increase from the prior year of ₱3.14 billion. The increase is in line with the growth of the Company's revenue.

Total operating expenses for the year amounted to ₱1.15 billion, a 28% increase from ₱893.89 million in 2018 to support the Company's expansion. The increase is primarily attributed to higher commissions and incentives and transfer taxes which resulted from the stronger sales performance as 13 projects were launched during the year. Salaries and employee benefits posted 40% growth due to increase manpower to support the CLI's increase in operations.

Borrowing costs, both booked as cost of real estate sale and outright expense, for the year decrease from ₱176.95 million to ₱169.53 million due to interest cost savings during 2019. Total interest cost capitalized as real estate inventory amounted to ₱802.55 million, from ₱242.24 million y-o-y, as more debt was availed in 2019 to support the Company's planned capital expenditures including land banking initiative and project development. This includes the ₱2.0 billion corporate notes issued in 2019 and ₱5.00 billion corporate notes issued in 2018.

**Review on the Company's Financial Condition**
**As of December 31, 2020 vs December 31, 2019**

CLI's balance sheet remained to be solid and healthy to support construction and expansion plans. As of December 31, 2020, CLI's consolidated assets reported a 31% y-o-y growth to ₱50.09 billion from ₱38.28 billion driven by increase in contract assets and investment properties.

**ASSETS**
*13% decrease in Cash and Cash equivalents*
Decrease to ₱797.18 million from ₱917.17 million due to additional safety and health equipment, rapid testing and donations to aid the Company's customers, employees and community during COVID.

*5% increase in Accounts receivable (including non-current portion)*
Increase to ₱6.14 billion from ₱5.88 billion mainly due to reclassification of customer's outstanding receivable on fully completed units in Mivesa Garden Residences, Latitude and Villa Casita North from contract assets to accounts receivable.

*56% increase in Contract assets (including non-current portion)*
Increase to ₱13.86 billion from ₱8.89 billion mainly from installment contracts on existing and newly launched projects during the year that continue to recognize real estate sales revenue as construction progresses.

*42% increase in Real estate inventory*
Increase to ₱13.40 billion from ₱9.45 billion driven by unsold inventory on newly projects launched during the year and ₱1.46 billion fully paid raw land reclassified from deposits on land to real estate inventory.

*46% decrease in Deposits on land for future development (including non-current portion)*
Decrease to ₱699.77 million from ₱1.29 billion as fully paid land purchases were reclassified to raw land inventory. Additional deposits on land for the year amount to ₱868.10 million.

*121% increase in Due from related parties*
Transactions paid by the Parent Company on behalf of its related parties increase to ₱21.95 million from ₱9.95 million mainly from cash advances to shareholders, entities under common ownership and associates.

*33% increase in Prepayments and other current assets*
Increase to ₱3.02 billion from ₱2.27 billion coming from advances to suppliers and subcontractors; prepaid commissions and related input Value Added Tax on construction materials purchased.

*693% increase in Associates*
Increase to ₱129.85 million from ₱16.38 million mainly from investment to Icom Air Corporation during the year amounting to ₱96.49 million.

*81% increase in Property and equipment*
Increase to ₱ 643.39 million from ₱355.12 million with the construction of new offices and branches to support CLI's expanding developments.

*13% increase in Investment properties*
Increase to ₱10.09 billion from ₱8.90 billion attributed to ongoing construction on recurring income projects and businesses.

*444% increase in Right-of-use asset and 495% increase in Lease liabilities*
Right-of-use asset and Lease liability increase to ₱950.90 million and ₱834.73 million, respectively, with recognition of the high-value leasehold rights acquired on the 43-year land lease for Cebu Business Park Office during the year.

**LIABILITIES**

*41% increase in Interest-bearing loans and borrowings (including non-current portion)*
Increase to ₱23.79 billion from ₱16.85 billion mainly from the ₱8.0 billion Corporate Notes issued during the year.

*29% increase in Trade and other payables (including non-current portion)*
Increase to ₱7.48 billion from ₱5.78 billion representing outstanding obligations to subcontractors and suppliers of construction materials.

*50% increase in Deferred Tax Liabilities*
Increase to ₱1.69 billion from ₱1.12 billion due to additional recognized tax liability on taxable temporary differences.

**EQUITY**

*196% increase in Treasury Shares*
On March 27, 2020, the Board of Directors (BOD) of the Parent Company approved an additional ₱500.0 million stock buy-back program to support CLI's stock price and take advantage of the current

low valuation for the next two years. Treasury shares purchased during the period amount to ₱485.66 million.

*105% increase in Revaluation reserves*
Increase to ₱12.88 million from ₱6.59 million due to increase in estimated loss on remeasurement of post-employment defined benefit obligation.

*15% increase in Non-Controlling Interest*
Increase to ₱6.90 billion from ₱6.06 billion significantly from additional paid-in capital during the year to Cebu Homegrown Developers, Inc. (CHDI), Cebu BL Ramos Ventures (CBLRV), and GGTT Realty Corporation (GGTT).

**Key Performance Indicators**

The Company uses a range of financial and operational key performance indicators ("**KPIs**") to help measure and manage its performance. These KPIs reflect the Company's continuous focus on efficiency, cost control and profitability across all its operations. The management considers the following as KPIs:

| | **2020** | **2019** | **2018** |
|---|---|---|---|
| Gross Profit Margin[1] | 48% | 49% | 54% |
| Net Income Margin[2] | 25% | 29% | 32% |
| EBITDA[3] | ₱3.36 billion | ₱3.42 billion | ₱2.88 billion |
| EBITDA Margin[4] | 40% | 40% | 41% |
| Return on Average Assets[5] | 5% | 8% | 11% |
| Return on Average Equity (Parent)[6] | 23% | 29% | 31% |
| Current Ratio[7] | 2.41 | 2.56 | 3.66 |
| Debt to Equity Ratio[8] | 1.53 | 1.23 | 0.94 |
| Net Debt to Equity Ratio[9] | 1.48 | 1.16 | 0.86 |
| Interest Coverage Ratio[10] | 2.89 | 4.11 | 9.45 |

[1] *Gross Profit Margin is gross profit as a percentage of revenues*
[2] *Net Income Margin is net income as a percentage of revenues*
[3] *EBITDA is defined as earnings before interest, tax, depreciation and amortization from continuing operations and before exceptional items.*
[4] *EBITDA margin is EBITDA as a percentage of revenues*
[5] *Return on Average Assets is net income as a percentage of the average assets as at year-end and assets as at end of the immediately preceding year.*
[6] *Return on Average Equity is net income as a percentage of the average of the equity as at year-end and equity as at end of the immediately preceding year.*
[7] *Current Ratio is current assets divided by current liabilities*
[8] *Debt to Equity Ratio is interest bearing debt over total equity*
[9] *Net Debt to Equity Ratio is interest bearing debt less cash and cash equivalent over total equity*
[10] *Interest Coverage ratio is EBIT divided by interest paid*

**ITEM 7. FINANCIAL STATEMENTS**

The Company's consolidated financial statements as of and for the periods ending December 30, 2020 and 2019 are incorporated in the accompanying *Index to Exhibits*.

## ITEM 8. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE

The Company has engaged the services of Punongbayan and Araullo (P&A) Grant Thornton. There were no disagreements with the firm on any matter of accounting and financial disclosure.

# PART III – CONTROL AND COMPENSATION INFORMATION

## ITEM 9. DIRECTORS, EXECUTIVE OFFICERS AND KEY PERSONNEL OF THE REGISTRANT

The overall management and supervision of the Company is vested in its board of directors. The Company's officers and management team cooperate with its Board by preparing relevant information and documents concerning the Company's business operations, financial condition, and results of operations for its review and action. At present, the Board consists of nine members, including three independent directors in accordance with the requirements of the SRC and the SEC's New Code of Corporate Governance for Publicly Listed Companies. All of the Company's directors were elected at the Company's annual stockholders' meeting held on June 3, 2020.

**Members of the Board of Directors**

| Name | Age | Position | Citizenship |
|---|---|---|---|
| Jose R. Soberano III | 65 | Chairman of the Board, CEO and President | Filipino |
| Ma. Rosario B. Soberano | 62 | Director, Treasurer and Executive Vice-President | Filipino |
| Jose Franco B. Soberano | 35 | Director, Chief Operating Officer and Executive Vice-President | Filipino |
| Joanna Marie B. Soberano-Bergundthal | 33 | Director, Vice President for Marketing | Filipino |
| Beauregard Grant L. Cheng | 39 | Director, Chief Finance Officer | Filipino |
| Stephen A. Tan | 64 | Director, Assistant Treasurer | Filipino |
| Rufino Luis Manotok | 70 | Independent Director | Filipino |
| Ma. Aurora D, Geotina-Garcia | 68 | Independent Director | Filipino |
| Atty. M. Jasmine S. Oporto | 61 | Independent Director | Filipino |

***Jose R. Soberano III*** has been the Company's Chairman, CEO and President since its incorporation. He obtained a Bachelor of Arts degree in Economics from the Ateneo De Manila University in 1976, and completed the Strategic Business Economics Program at the University of Asia and Pacific in 2000. In 2015, he completed the Advanced Management Development Program in Real Estate from the Harvard University Graduate School. He previously worked for the Ayala Group of Companies for over 23 years, including various stints in Ayala Investment, Bank of the Philippine Islands, and in Ayala Land. Inc., where he was appointed Senior Division Manager in 1997. He was Vice-President of Cebu Holdings, Inc., the pioneer Ayala Land subsidiary in Cebu City when he resigned in 2000 from Ayala. He served as President of the Rotary Club of Cebu 2011, and President of the Chamber of Real Estate Builders Association-Cebu (CREBA-Cebu) in 2010. He is currently Chairman of the Board of the Center for Technology and Enterprise, a socially-oriented instruction that offers technical training to less privileged youth. Mr. Jose R. Soberano III has more than 20 years of experience in managing and heading companies engaged in real estate development.

***Ma. Rosario B. Soberano*** has served as the Director, Treasurer and Executive Vice President of the Company since 2003. Ms. Ma. Rosario B. Soberano received a Bachelor of Science major in Accountancy degree (1979*, summa cum laude)* from St. Theresa's College in Cebu, and is a Certified

Public Accountant. She obtained a Master's Degree in Business Administration from the University of the Philippines – Cebu in 1983.

***Jose Franco B. Soberano*** has served as Director of the Company since 2010 and joined the Company as Chief Operating Officer and Senior Vice-President in 2010. He received a Bachelor of Science degree in Management, major in Legal Management and minor in Finance, from the Ateneo de Manila University in 2007. In 2012, he obtained a Master's Degree in Real Estate Development from Columbia University in New York City. Prior to joining the Company, he was a project manager at Hewlett-Packard Asia Pacific (HK). Ltd. He is a founding member of the Global Shapers – Cebu Hub, an initiative of the World Economic Forum and is President of the Sacred Heart School – Ateneo de Cebu Alumni Association since 2014.

***Joanna Marie B. Soberano-Bergundthal*** has served as Director of the Company since 2010, and joined the Company as Vice President and Marketing Director in July 2016. She earned from the University of Asia and the Pacific both her Bachelor and Master of Arts in Communication, Major in Integrated Marketing Communication in 2008 and 2009 respectively. She was Top 1 of her Batch 2008. Prior to joining the Company, she was a Marketing Manager of the Global Team of Nestle based in Switzerland from June 2014 to August 2015 and was Marketing Project Manager based in Thailand from August 2015 to June 2016. In October 2013 to May 2014, she worked as a Marketing Manager of Nestle Philippines.

***Beauregard Grant L. Cheng*** is currently the Chief Finance Officer of Cebu Landmasters. Before joining CLI, he was a Senior Deal Manager with a rank of Vice-President at BDO Capital & Investment Corporation. He led his project teams in managing various complex capital market transactions and advised companies in a broad array of industries on corporate restructuring and reorganization. Previously, he was a private banker based in Singapore handling accounts for high net worth individuals and institutions. Grant is a registered CFA Charter holder and is a member of the CFA Philippines Society. He earned his Bachelor of Science in Manufacturing Engineering and Management as a Star Scholar from De La Salle University Manila and graduated Magna Cum Laude. He was awarded as one of the Top Ten Outstanding Students of the Philippines by the Philippine President. He earned his Masters of Science in Wealth Management with distinction from Singapore Management University and Swiss Finance Institute in Zurich.

***Stephen A. Tan*** is a Certified Public Accountant and a holder of Master in Business Administration, with distinction, from Kathlioke Universiteit te Leuven in Belgium and a Bachelor of Science in Management Engineering from Ateneo de Manila University. Stephen is also a Hubert H. Humphrey (Fulbright) Fellow in Agricultural Economics at the University of California, Davis. He earned his degree in Accounting from the University of San Carlos. Prior to retiring from CLI as Chief Finance Officer in May 2019, Stephen has also served as Chief Finance Officer/Treasurer at various companies engaged in real estate development, construction, food, and shipbuilding, among others. For more than 30 years, he has been a part-time MBA professor in leading universities in Cebu City.

***Atty. M. Jasmine S. Oporto*** joined the Board of Directors of Cebu Landmasters as an Independent Director in August 2018. She obtained her Bachelor of Laws (LLB) from the College of Law of the University of the Philippines, and Bachelor of Landscape Architecture from the same university. Atty. Oporto has also attended Comparative International and American Law Program of the Center for American and International Law. She is an experienced Chief Legal Officer, Chief Compliance Officer, and Corporate Secretary and has worked in said capacity with publicly listed companies like Aboitiz Equity Ventures, Inc. and Aboitiz Power Corporation. In her legal practice, Atty. Oporto has intensive experience in working with wide network of external and in-house legal counsels for labor, commercial litigation, securities law, power industry regulation, land, infrastructure capital, and general corporate law.

***Rufino Luis Manotok*** joined as one of the Company's Independent Directors in February 2017. He finished Advanced Management Program of Harvard Business School in 1994. He earned his Master of Business Management degree from the Asian Institute of Management in 1973, and Bachelor of Arts, major in Economics by Ateneo de Manila University in 1971. He is currently an Independent Director of First Metro Investment Corporation and was the Chairman and President of Ayala Automotive Holdings Corporation from 2009 to 2012. From 2007 to 2009, he was Ayala Corporation's Senior Managing Director, Chief Financial Officer and Chief Information Officer. He was Managing Director, heading Strategic Planning Group of Ayala Corporation from 1998 to 2006.

***Ma. Aurora D Geotina-Garcia*** joined as one of the Company's Independent Directors in February 2017. She received her Bachelor of Science in Business Administration and Accountancy degree from the University of the Philippines in 1973. She completed her Master of Business Administration from the same university in 1978. She headed SGV & Co.'s Global Corporate Finance Division from 1992 until her retirement from the partnership in 2001. She was a Senior Adviser to SGV & Co from the time of her retirement until September 2006. She has served as a consultant to businesses and the government for over 30 years in the area of corporate finance. She is presently the President of Mageo Consulting Inc. since March 2014 and CIBA Capital Philippines Inc. since December 2008.

**Executive Officers and Key Personnel**

| Name | Age | Position | Citizenship |
|---|---|---|---|
| Jose R. Soberano III | 65 | President and CEO | Filipino |
| Ma. Rosario B. Soberano | 62 | Treasurer and Executive Vice-President | Filipino |
| Jose Franco B. Soberano | 35 | Chief Operating Officer and Executive Vice-President | Filipino |
| Joanna Marie Soberano-Bergundthal | 33 | Vice-President for Marketing | Filipino |
| Mathias Ralf Bergundthal | 39 | Director of Assets for CLI Premier Hotels | Swiss |
| Janella Mae B. Soberano | 29 | Corporate Communications and Customer Relations Head | Filipino |
| Beauregard Grant L. Cheng | 39 | Chief Financial Officer | Filipino |
| Jessel M. Kabigting | 51 | Vice-President for Operations | Filipino |
| Larri-Nil G. Veloso | 42 | Vice-President for Legal | Filipino |
| Pedrito A. Capistrano, Jr. | 57 | Vice-President for Engineering | Filipino |
| Connie N. Guieb | 42 | Vice-President for Accounting and Financial Comptroller | Filipino |
| Marie Rose C. Yulo | 52 | Vice-President for Sales | Filipino |
| Sylvan John M. Monzon | 45 | Vice-President for Business Development | Filipino |
| Mark Leo Chang | 42 | Assistant Vice-President for Permits and Licenses, Registration and Strategic Landbanking | Filipino |
| Julieta R. Castanos | 41 | Assistant Vice-President for Business Development | Filipino |

**Janella Mae B. Soberano** joined the Company as Corporate Communications and Customer Relations Head in January 2020. She obtained her Bachelor of Arts in Integrated Marketing Communications degree from the University of Asia and the Pacific, Manila in 2013 and completed her Master of Science in Strategic Communications at Columbia University, New York in 2020. Prior to graduate school, she worked for the Company as Marketing Manager from 2017 to 2018 and United Laboratories (UNILAB) as Brand Manager from 2013 to 2017. She is the daughter of Jose R. Soberano III and Ma. Rosario Soberano.

**Mathias Ralf Bergundthal** joined the company as Director of Assets for CLI Premier Hotels in April 2019. He obtained his Master's degree at the Graduate Institute of International and Development studies in Geneva and completed his executive MBA in hospitality management at the Ecolière hôtel de Lausanne (EHL). Mr. Bergundthal previously held various functions at Nestle Switzerland, including Senior Public Affairs Manager from 2017 to 2019, Public Affairs Manager from 2014 to 2017, and Economist from 2009 to 2014. He is the husband of Dir. Joanna Marie B. Soberano-Bergundthal.

**Jessel M. Kabigting** is the Vice-President for Operations of the Company. He finished Civil Engineering from the University of Santo Tomas and is the Gold Medalist in the Ateneo-Regis University MBA Program with a specialization in Marketing and Finance. Mr. Kabigting worked for 25 years in construction, real estate, and in outsourcing companies prior to joining the Company. He managed the planning, construction, procurement, and operations of various residential, office, retail, and mixed-use projects in the Philippines under Ayala Land and MDC. He also previously worked at Accenture for 6 years and served as Service Transition Executive and Solution Architect for the Philippines. During this time, he led outsourcing and sales engagements for Philippines and India and worked with clients from the USA and Europe. He used to manage day-to-day business operations for three firms before joining the Company. He is not related within the fourth civil degree either by consanguinity or affinity to any of the directors or fellow executive officers in the Company.

**Larri-Nil G. Veloso** is the Vice-President for Legal and serves as the Company's Assistant Corporate Secretary. An experienced practitioner in Corporate Law, he holds a Bachelor of Arts in Mass Communication from the University of the Philippines and earned his Bachelor of Laws from the University of Southern Philippines Foundation. While finishing law school, Atty. Veloso worked for print and online newspapers, occupying various positions in progression from correspondent, staff reporter, copy editor, copywriter, junior editor, group editor, to managing editor. Prior to joining the Company, he was the Corporate Legal Counsel of InfoWeapons Corporation, an American-owned software company specializing in networking appliances, and later promoted as General Manager. He is not related within the fourth civil degree either by consanguinity or affinity to any of the directors or fellow executive officers in the Company.

**Pedrito A. Capistrano Jr.** is the Vice-President for Engineering of the Company. He is a licensed engineer in the field of Civil Engineering and Geodetic Engineering. He has been working with the Company since August 2011 when he was hired as Project Manager. His more than 34 years of experience has established for him solid foundation and credibility in the construction and allied fields. Some of the established companies he had worked for were Filinvest Land Inc., Robinsons Land Corporation, Cebu Industrial Park Developers, Inc., AboitizLand, Inc. and Aboitiz Construction Group, Inc. He finished his Bachelor of Science degree in Civil Engineering at Cebu Institute of Technology University in Cebu City and earned his Master of Science in Management Engineering from University of the Visayas also in Cebu City. He is not related within the fourth civil degree either by consanguinity or affinity to any of the directors or fellow executive officers in the Company.

**Connie N. Guieb** is the Vice-President for Finance and Accounting. A Certified Public Accountant, she also serves as the Financial Comptroller. She has more than 15 years of accountancy and finance experience in various industries in both public and private sectors in the Philippines. She graduated cum laude with a Bachelor of Science in Accountancy degree from the University of San Carlos, and Bachelor of Laws from the University of Cebu. She is not related within the fourth civil degree either by consanguinity or affinity to any of the directors or fellow executive officers in the Company.

**Marie Rose C. Yulo**, is the Company's Vice-President for Sales. Prior to this, she was the Assistant Vice-President for both Sales and Marketing from March 2011 until August 2016 when the Company spun off its marketing unit as a separate department to provide focused attention to the equally challenging marketing and branding initiative of the Company. Ms. Yulo also has significant experience in the areas of travel and tours, and banking. She completed her Bachelor of Science degree in Business Administration at the University of San Carlos and earned units of Masters in Business Administration from the University of the Visayas. She is not related within the fourth civil degree either by consanguinity or affinity to any of the directors or fellow executive officers in the Company.

**Sylvan John M. Monzon** joined the Company in August 2016. He is now Vice-President in-charge of business development for the Company's projects in Mindanao. Prior to CLI, he held various positions in the real estate industry for more than 20 years such as Project Development Assistant Supervisor of

Cebu Holdings, Inc., Assistant Chief Operating Officer of Ortigas and Company Limited Partnership, and as Head of Business Development of Ortigas and Company Holdings Inc. Mr. Monzon graduated with a Bachelor of Science degree in Business Management from the University of Asia and the Pacific in Pasig City, Philippines. He also earned a Certificate in Business Economics from the same university. He is not related within the fourth civil degree either by consanguinity or affinity to any of the directors or fellow executive officers in the Company.

**Mark Leo M. Chang** joined the Company as Senior Manager for Permits and Licenses in July 2018 and recently promoted as Assistant Vice-President for Strategic Landbanking and Permits & Licenses in February 2020. He is a graduate of Bachelor of Laws (Juris Doctor) from the University of San Carlos (USC) School of Law, Cebu City in 2009 and Bachelor in Business Management from the University of the Philippines (UP) – Cebu in 1999. In 1998, he was awarded as one of The Outstanding Student Leaders of UP Cebu by the Junior Jaycees of UP Cebu Chapter. He previously worked as Senior Manager for External Affairs of Cebu Holdings, Inc., a subsidiary of Ayala Land, Inc. from February 2015 to July 2017 (including as Consultant) and as Senior Manager for Permits with Countryside Water Services under Filinvest Development Corporation from August 2017 to June 2018. He held the position of Presidential Staff Officer V functioning as Executive Assistant and Political Officer under the Office of the Presidential Political Adviser Sec. Ronaldo M. Llamas of the Office of the President from April 2011 to December 2014. He also worked as an Intern (Researcher) at Sycip Salazar Hernandez Gatmaitan Law Office - Cebu Branch from September 2005 to March 2007. He used to be the National President of the Association of Law Students of the Philippines, a federation of law student councils in the country, for Academic Year (AY) 2008-2009 and President of USC Lex Circle (Law Student Council) for 2 terms in AY 2006-2008. Mr. Chang is one of the founders of Roco for President Youth Movement and Aksyon Kabataan, a youth arm of Aksyon Demokratiko, the political party of the late Sen. Raul S. Roco in 1998. He is not related within the fourth civil degree either by consanguinity or affinity to any of the directors or fellow executive officers in the Company.

**Julieta R. Castaños** joined the Company as Business Unit Head for Cebu Residential Projects in March 2020. She obtained her Bachelor of Science in Accountancy from the University of San Carlos in 2000. She previously worked at Filinvest Land, Inc. for 14 years with various functions: from April 2005 to January 2009 as Branch Accountant; January 2009 to January 2012 as Branch Operations Head; from January 2012 to May 2013 and from September 2014 to April 2018 as Senior Manager for Project Development; and from April 2018 to February 2020 as Project Development Head for Visayas and North Mindanao. Prior to this, she was with Aboitizland, Inc. from 2002 to 2005 where she held positions in the Accounting Department and ultimately rising to the position of Business Development Manager in March 2013 before leaving the group in September 2014. She was also elected President of the Subdivision and Housing Developers Association, Central Visayas Chapter (SHDA-CV) from 2015 to 2017 and is currently one of the Board of Advisers of SHDA-CV. She is not related within the fourth civil degree either by consanguinity or affinity to any of the directors or fellow executive officers in the Company.

## ITEM 10. EXECUTIVE COMPENSATION

The following table sets out the Company's President and CEO and the five most highly compensated senior officers:

| Name | Position |
|---|---|
| Jose R. Soberano III | Chief Executive Officer |
| Ma. Rosario B. Soberano | Executive Vice-President |
| Jose Franco B. Soberano | Executive Vice-President & Chief Operating Officer |
| Beauregard Grant L. Cheng | Chief Financial Officer |
| Joanna Marie B. Soberano-Bergundthal | Vice-President for Marketing |

The following table identifies and summarizes the aggregate compensation of the Company's President CEO and the five most highly compensated executive officers, and all other officers and directors as a group, for the years ended December 31, 2020, 2019 and 2018.

| Year | Short-term benefits (₱ in millions) | Post-employment (₱ in millions) |
|---|---|---|
| 2020 | 90,246,704 | 4,719,453 |
| 2019 | 83,006,173 | 4,650,089 |
| 2018 | 76,696,262 | 5,064,092 |

Each of the executive officers named above executed an employment contract with the Company and is entitled to receive retirement benefits in accordance with the terms and conditions of the Company's retirement plan.

No bonuses have been declared for the Board of Directors for the last two years. For the ensuing year, the amount of bonuses to be received by the members of the Board of Directors has yet to be approved by it.

There is no plan or arrangement by which the executive officers will receive from the Company any form of compensation in case of a change in control of the Company or change in the officers' responsibilities following such change in control.

There are no outstanding warrants or options held by the Company's chief executive officer, the named executive officers, and all officers and directors as a group.

**ITEM 11. SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT**

(a) Security Ownership of Record and Beneficial Owners of more than 5% as of December 31, 2020:

| **Title of Class** | **Name, Address of Record Ownership and Relationship with Issuer** | **Stockholder Name** | **No. of Common Shares** | **Percentage (of common shares)** |
|---|---|---|---|---|
| Common Shares | AB Soberano Holdings Corp., 2877 v. rama avenue guadalupe cebu city | AB SOBERANO HOLDINGS CORP. | 1,011,330,197 | 59.004% |
| Common Shares | PCD Nominee Corporation (Filipino)<br>G/F MSE Bdlg. Ayala Ave. Makati City | PCD NOMINEE CORP. (FILIPINO) | 675,436,329 | 39.407% |

(b) Security Ownership of Directors and Management (Executive Officers) as of December 31, 2020:

Directors

| **Name** | **Direct** | **Indirect** | **Total direct & indirect shares** | **% to Total Outstanding Shares** |
|---|---|---|---|---|
| Jose R. Soberano | 75,625,000 | 488,522,496 | 564,147,496 | 32.91% |
| Ma. Rosario B. Soberano | 59,125,000 | 488,522,496 | 547,647,496 | 31.95% |
| Jose Franco B. Soberano | 8,991,700 | 10,177,552 | 19,169,252 | 1.12% |
| Joanna Marie B. Soberano | 7,481,700 | 10,177,552 | 17,659,252 | 1.03% |
| Beauregard Grant L. Cheng | 1,000,000 | - | 1,000,000 | 0.06% |
| Stephen A. Tan | 5,000 | - | 5,000 | 0.00% |
| M. Jasmine S. Oporto | 4,000 | - | 4,000 | 0.00% |

| Name | Direct | Indirect | Total direct & indirect shares | % to Total Outstanding Shares |
|---|---|---|---|---|
| Rufino Luis T. Manotok | 1 | - | 1 | 0.00% |
| Ma. Aurora Geotina-Garcia | 1 | - | 1 | 0.00% |
| | **152,232,402** | **997,400,097** | **1,149,632,499** | **67.07%** |

Officers

| Name | Direct | Indirect | Total direct & indirect shares | % to Total Outstanding Shares |
|---|---|---|---|---|
| Larri-Nil G. Veloso | 6,000 | - | 6,000 | 0.00% |
| Marie Rose C. Yulo | - | 120,000 | 120,000 | 0.00% |
| Sylvan John M. Monzon | 38,000 | 12,000 | 50,000 | 0.00% |

## ITEM 12. CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS

The Company and its subsidiaries (the "Group"), in their regular conduct of business, have entered into transactions with associates and other related parties principally consisting of advances and reimbursement of expenses, purchase and sale of real estate properties, construction contracts, and development, management, underwriting, marketing, leasing and administrative service agreements. Sales and purchases of goods and services to and from related parties are made on an arm's length basis and at current market prices at the time of the transactions.

However, no other transaction, without proper disclosure, was undertaken by the Group. CLI employees are also required to promptly disclose any business and family-related transactions with the Company to ensure that potential conflicts of interest are surfaced and brought to the attention of management.

# PART IV – CORPORATE GOVERNANCE

## ITEM 13. CORPORATE GOVERNANCE

### Corporate Governance

The Company is committed to doing business in accordance with the highest professional standards, business conduct and ethics and all applicable laws, rules, and regulations in the Philippines. The Company, its directors, officers, and employees are dedicated to promote and adhere to the principles of good corporate governance by observing and maintaining its core business principles of accountability, integrity, fairness, and transparency.

The evaluation system established by the Company to measure or determine the level of compliance with its Manual of Corporate Governance includes the roll-out of Board and Committee Assessments which were accomplished by the Board of Directors and the respective Committee members. The duly accomplished Assessment Forms were then submitted to the Compliance Officer for review and collation. A summary of the results of the board and committee assessments, including the various performance ratings and comments of the directors and committee members, were then discussed during the Company's board meeting and copies of which were uploaded to the Company's Diligent Boards.

CLI has undertaken measures to comply with the adopted leading practices on good corporate governance. The Board of Directors and management team of CLI have promoted and implemented various principles and recommendations under SEC Memorandum Circular No. 19, series of 2016 (otherwise, the Code of Corporate Governance for Publicly-Listed Companies), PSE CG Guidelines, as well as recommended practices under the ASEAN Corporate Governance Scorecard. Further thereto, the Company also rolled out and cascaded various policies and programs to its employees and personnel for proper awareness, understanding, and implementation of CLI's good corporate governance practices. This included the roll-out of CLI's Strategic Plan for 2021-2025, 3CLI-A in Action (CLI Core Values In Action Rollout), Ethics and Excellence Workshops, New Policies Training, as well as various refresher training on existing policies.

There are no deviations from the Company's Manual on Corporate Governance.

Recognizing and understanding that good corporate governance is essential to sound strategic business management and sustainable growth and development, the Company fully commits and undertakes to improve and enhance its corporate governance, not only through its continued and consistent compliance with laws, rules, regulations, and corporate best practices, but also by improving and strengthening the Company's internal controls, risk management, investor and other stakeholder relations, checks and balances, and policies and procedures, with the objective of rising to the level at par with the exemplary corporate governance performers and secure a corporate governance award within the next five (5) years.

**Independent Directors**

Per SEC Memorandum Circular No. 24, Series of 2019, the Company is required to have at least two independent directors in its Board of Directors, or such number as to constitute at least one-third of the members of the Board, whichever is higher. The Company's Board of Directors is composed of nine members, six of whom are regular directors and three are independent directors. The Company's independent directors are Mr. Rufino Luis Manotok, Ms. Ma. Aurora D. Geotina-Garcia, and Atty. M. Jasmine Oporto. Independent directors must hold no interests or relationships with the Company that may hinder their independence from the Company or its management, or which would interfere with the exercise of independent judgment in carrying out the responsibilities of a director.

Under the SEC Revised Code of Corporate Governance, independent directors should always attend Board meetings. Unless otherwise provided in the by-laws, their absence shall not affect the quorum requirement. The By-Laws of the Company do not provide for such quorum requirement. However, pursuant to the Company's Manual, to promote transparency, the Board requires the presence of at least one independent director in all its meetings.

**Compliance Officer**

CLI has a formal compliance function in place. This is subject to regular review and evaluation as spearheaded by CLI's Compliance Officer, the person in charge of the compliance function. CLI, through its Compliance Officer, monitors, reviews, evaluates, and ensures the compliance by CLI, its officers and directors with relevant laws, the pertinent Corporate Governance Codes, rules and regulations and all governance issuances of regulatory agencies. Moreover, the Compliance Officer shall have the following duties and responsibilities:

1. Ensure proper onboarding of new directors (i.e., orientation on the Company's business, charter, articles of incorporation and by-laws, among others);

2. Monitor, review, evaluate and ensure the compliance by the Company, its officers and directors with the relevant laws, this Code, rules and regulations and all governance issuances of regulatory agencies;

3. Report the matter to the Board if violations are found and recommend the imposition of appropriate disciplinary action;

4. Ensure the integrity and accuracy of all documentary submissions to regulators;

5. Appear before the SEC when summoned in relation to compliance with this Code;

6. Collaborate with other departments to properly address compliance issues, which may be subject to investigation;

7. Identify possible areas of compliance issues and work towards the resolution of the same;

8. Ensure the attendance of board members and key officers to relevant trainings; and

9. Perform such other duties and responsibilities as may be provided by the SEC.

During its organization meeting on 03 June 2020, the Board appointed Atty. John Edmar G. Garde as CLI's Compliance Officer who shall be in charge of the compliance function. In keeping with SEC Memorandum Circular No. 19, series of 2016 (otherwise, the CG Code for PLCs) and pertinent issuances, Atty. Garde is not a member of the Board and is different from the Corporate Secretary. He is primarily liable to the Company and its shareholders, and not to its Chairman or President. Prior to joining CLI as Legal Counsel-Corporate Finance, Atty. Garde, 32, served as Manager/Director-Business Tax Services of SGV & Co. / Ernst & Young- Philippines. He graduated *cum laude* from the University of San Carlos (Bachelor of Science in Management Accounting). He also received his law degree from the University of San Carlos. He is not related within the fourth civil degree either by consanguinity or affinity to any of the directors or officers of CLI. CLI's Compliance Officer attended various corporate governance training during FY2020.

**Corporate Secretary**

The CLI Board is assisted by a Corporate Secretary and an Assistant Corporate Secretary, who are both separate individuals from the Compliance Officer. The Corporate Secretary and Asst. Corporate Secretary are not members of the CLI Board. Materials for board and committee meetings are distributed by the Secretariat to the directors and respective committee members prior to the meeting date. CLI uses the Diligent Board books which allows each director and committee member to access and review the meeting materials online through a secure portal.

During the regular meeting of the CLI Board of Directors on November 24, 2020, the Board accepted the retirement of Judge Jose P. Soberano Jr., and in his stead, elected Atty. Alan C. Fontanosa as CLI's new Corporate Secretary. Atty. Fontanosa is the partner-in-charge and Cebu Branch Head of SyCip Salazar Hernandez & Gatmaitan. His areas of practice include industrial relations and labor litigation, civil and land cases, real estate transactions, corporate services, and special projects. He is not related within the fourth civil degree either by consanguinity or affinity to any of the directors or officers of CLI.

CLI's Assistant Corporate Secretary is Atty. Larri-Nil G. Veloso. Atty. Veloso is also CLI's Vice-President for Legal. He is not related within the fourth civil degree either by consanguinity or affinity to any of the directors or officers of CLI.

CLI's Corporate Secretary and Asst. Corporate Secretary both attended corporate governance training during FY2020.

**Chief Audit Officer**

The Chief Audit Officer, who is appointed by the Board, directly reports functionally to the Audit Committee and administratively to the Chief Executive Officer. He shall oversee and be responsible for the internal audit activity of the Company, including that portion that is outsourced to a third-party service provider.

**Resolving Stockholders' Disputes**

Stockholders who have matters for discussion or concerns directly resulting to the business of the Company may initially elevate such matters or concerns to: (a) the Corporate Secretary; (b) the Investor Relations Officer; (c) Management; or (d) the Board.

**Committees of the Board**

The Board of Directors has constituted certain committees to effectively manage the operations of the Company. The Company's principal committees include the Audit Committee, Related Party Transaction Committee, Risk Oversight Committee, and the Corporate Governance Committee. A brief description of the functions and responsibilities of the key committees are set out below:

**A. Audit Committee**

The Audit Committee shall be composed of at least three board members, preferably with accounting and finance background, one of whom shall be an independent director and another should have related audit experience. The Chairman of this Committee should be an independent director. He should be responsible for inculcating in the minds of the Board Members the importance of management responsibilities in maintaining a sound system of internal control and the Board's oversight responsibility.

The Audit Committee shall perform the following functions:

1) Assist the Board in the performance of its oversight responsibility for the financial reporting process, system of internal control, internal and external audit process, and monitoring of compliance with applicable laws, rules and regulations.

2) Recommend the approval the Internal Audit Charter ("**IA Charter**"), which formally defines the role of Internal Audit and the audit plan as well as oversees the implementation of the IA Charter;

3) Through the Internal Audit ("**IA**") Department, monitor and evaluate the adequacy and effectiveness of the Company's internal control system, integrity of financial reporting, and security of physical and information assets.

4) Oversee the Internal Audit Department, and recommends the appointment and/or grounds for approval of an internal audit head or Chief Audit Officer. The Audit Committee should also approve the terms and conditions for outsourcing internal audit services;

5) Establish and identify the reporting line of the internal auditor to enable him to properly fulfill his duties and responsibilities. For this purpose, he should directly report to the Audit Committee;

6) Review and monitor management's responsiveness to the internal auditor's findings and recommendations;

7) Prior to the commencement of the audit, discuss with the external auditor the nature, scope and expenses of the audit, and ensure the proper coordination if more than one audit firm is involved in the activity to secure proper coverage and minimize duplication of efforts;

8) Evaluate and determine the non-audit work, if any, of the external auditor, and periodically review the non-audit fees paid to the external auditor in relation to the total fees paid to him and to the Company's overall consultancy expenses. The committee should disallow any non-audit work that will conflict with his duties as an external auditor or may pose a threat to his independence.

9) Review and approves the interim and annual financial statements before their submission to the Board, with particular focus on the following matters:

10) Review the disposition of the recommendations in the external auditor's management letter;

11) Perform oversight functions over the Company's internal and external auditors. It ensures the independence of internal and external auditors, and that both auditors are given unrestricted access to all records, properties and personnel to enable them to perform their respective audit functions, taking into consideration relevant Philippine professional and regulatory requirements;

12) Coordinate, monitor and facilitate compliance with laws, rules and regulations;

13) Recommend to the Board the appointment, reappointment, removal and fees of the external auditor, duly accredited by the SEC, who undertakes an independent audit of the Company, and provides an objective assurance on the manner by which the financial statements should be prepared and presented to the stockholders; and

14) Oversee the implementation of the risk management and related party strategies and policies, including but not limited to the following:

    i. Evaluate on an ongoing basis existing the relations between and among businesses and counterparties to ensure that all related parties are continuously identified, related party transactions ("**RPTs**") are monitored, and subsequent changes in relationships with counter-parties (from non-related to related and vice versa) are captured.

    ii. Evaluate all material RPTs to ensure that these are not undertaken on more favorable economic terms (e.g., price, commissions, interest rates, fees, tenor, collateral requirement) to such related parties than similar transactions with nonrelated parties under similar circumstances and that no corporate or business resources of the Company are misappropriated or misapplied, and to determine any potential reputational risk issues that may arise as a result of or in connection with the transactions.

    iii. Ensure that appropriate disclosure is made, and/or information is provided to regulating and supervising authorities relating to the Company's RPT exposures, and policies on conflicts of interest or potential conflicts of interest.

    iv. Report to the Board of Directors on a regular basis, the status and aggregate exposures to each related party, as well as the total amount of exposures to all related parties;

    v. Ensure that transactions with related parties, including write-off of exposures are subject to a periodic independent review or audit process; and

    vi. Oversee the implementation of the system for identifying, monitoring, measuring, controlling, and reporting RPTs, including a periodic review of RPT policies and procedures.

**B. Corporate Governance Committee**

The Corporate Governance Committee shall consist of three directors, one of whom must be an independent director. Among other functions that may be delegated by the Board, the Committee shall be responsible for the following:

1) Overseeing the implementation of the corporate governance framework and periodically reviews the said framework to ensure that it remains appropriate in light of material changes to the Company's size, complexity and business strategy, as well as its business and regulatory environments;

2) Overseeing the periodic performance evaluation of the Board and its committees as well as executive management, and conducts an annual self-evaluation of its performance;

3) Ensuring that the results of the Board evaluation are shared, discussed, and that concrete action plans are developed and implemented to address the identified areas for improvement

4) Recommending continuing education/training programs for directors, assignment of tasks/projects to board committees, succession plan for the board members and senior officers, and remuneration packages for corporate and individual performance;

5) Adopting corporate governance policies and ensure that these are reviewed and updated regularly, and consistently implemented in form and substance;

6) Proposing and planning relevant trainings for the members of the Board;

7) Determining the nomination and election process for the Company's directors and has the special duty of defining the general profile of board members that the Company may need and ensuring appropriate knowledge, competencies and expertise that complement the existing skills of the Board; and

8) Establishing a formal and transparent procedure to develop a policy for determining the remuneration of directors and officers that is consistent with the Company's culture and strategy as well as the business environment in which it operates.

9) The Corporate Government Committee is currently sitting as Nomination Committee. Eventually, the Board shall create a Nomination Committee which shall have at least three members, one of whom shall be an independent director. The Nomination Committee shall review and evaluate the qualifications of all individuals nominated to the Board and other appointments that require Board approval, and to assess the effectiveness of the Board's processes and procedures in the election or replacement of directors.

   The nomination and election process also includes the review and evaluation of the qualifications of all persons nominated to the Board, including whether candidates: (1) possess the knowledge, skills, experience, and particularly in the case of non-executive directors, independence of mind given their responsibilities to the Board and in light of the entity's business and risk profile; (2) have a record of integrity and good repute; (3) have sufficient time to carry out their responsibilities; and (4) have the ability to promote a smooth interaction between board members.

   Only a stockholder of record entitled to notice and to vote at the regular or special meeting of the stockholders for the election of directors shall be qualified to be nominated and elected as a director of the Company.

**C. Penalties for Non-compliance with the Manual on Corporate Governance**

In case of violation of any of the provisions of the Manual on Corporate Governance, the following penalties shall be imposed, after due notice and hearing, on the Company's directors, officers, and employees:

1) First Violation – reprimand;
2) Second Violation –suspension from office, the duration of which shall depend on the gravity of the violation; and
3) Third Violation – removal from office.

The Compliance Officer shall be responsible for determining violation/s through notice and hearing and shall recommend to the Chairman of the Board the imposable penalty for such violation, for further review and approval of the Board.

## PART V – EXHIBITS AND SCHEDULES

### ITEM 14. EXHIBITS

The schedules required by SRC Rule 68 be presented is included/shown in the related consolidated financial statements or in the notes thereto.

### ITEM 15. REPORTS ON SEC FORM 17-C

The company has filed SEC Form 17-C last March 16 pursuant to the requirement by the Securities and Exchange Commission to appraise the public on the risks, business impact and mitigating measures the Company has implemented in light of the COVID-19 situation.

**SIGNATURES**

Pursuant to the requirements of Section 17 of the Code and Section 141 of the Corporation Code, this report is signed on behalf of the issuer by the undersigned, thereunto duly authorized, in the City of _____ on _____, 20__.

07 APR 2021

By:

Jose R. Soberano III
President & CEO

Ma. Rosario B. Soberano
Executive VP & Treasurer

Jose Franco B. Soberano
Executive VP and Chief Operating Officer

Beauregard Grant L. Cheng
Chief Finance Officer

Atty. Larri-Nil Veloso
Assistant Corporate Secretary

Connie N. Guieb
VP-Accounting & Finance/ Controller

**SUBSCRIBED AND SWORN** to before me this _____ day of _____ 20__ affiant(s) exhibiting to me his/their Residence Certificates, as follows:

| NAMES | ID NO. | DATE OF ISSUE | PLACE OF ISSUE |
|---|---|---|---|
| Jose R. Soberano III | DL: G01-82-003402 | N/A | N/A |
| Ma. Rosario B. Soberano | P3448131A | JUN. 21, 2017 | Cebu City, Philippines |
| Beauregard Grant L. Cheng | P2730987B | AUG. 07, 2019 | Manila, Philippines |
| Jose Franco B. Soberano | P4491465A | SEP. 25, 2017 | Cebu City, Philippines |
| Connie N. Guieb | DL: G01-95-197776 | N/A | N/A |
| Atty. Larri-Nil Veloso | DL: G01-03-001207 | N/A | N/A |

**JURAT**

**SUBSCRIBED AND SWORN** to before me this 07 APR 2021 in Cebu City, Philippines, _____, who exhibited his/her government-issued ID as his/her competent evidence of identity, through which I ascertained that he/she is one and the same person who personally appeared, signed the foregoing document in my presence, and swore as to said document that he/she understood the contents thereof.

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PAGE NO: 40
BOOK NO: II
SERIES OF 2021

ATTY. NOEL C. FELONGCO I
NOTARY PUBLIC
Notarial Commission No. 109-18, Cebu City
Until December 31, 2021
Unit 409, Keppel Center, Cebu Business Park,
Cardinal Rosales Ave., Cebu City
PTR No. CEB 2006805; 1-19-21; Cebu City
IBP No. AR 32212734; 1-20-21; Cebu City
MCLE Compliance No. VI-0029293, issued on 11-9-2019
Roll of Attorney's No. 70694

ATTY. JOHN EDMAR G. GARDE
Legal Counsel - Corporate Finance & CLI Compliance Officer
+63 231 4914 loc. 170 jggarde@cebulandmasters.com
+63 966 410 9807 www.cebulandmasters.com

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**John Edmar Garde** <jggarde@cebulandmasters.com> Thu, Apr 15, 2021 at 6:04 PM
To: ICTD Submission <ictdsubmission@sec.gov.ph>
Cc: "Atty. Larri-Nil Veloso" <larri_nil@cebulandmasters.com>, MSRD COVID19 <msrd_covid19@sec.gov.ph>

Dear ICTD Team,

Good day.

In compliance with SEC MC No. 3, series of 2021, and as advised by the MSRD team, I hereby file and submit the attached **SEC Form 17-A (Annual Report) and accompanying Consolidated Audited Financial Statements** of Cebu Landmasters, Inc. for the fiscal year ending December 31, 2020.

I hereby declare that the herein submitted *SEC Form 17-A (Annual Report) and Consolidated Audited Financial Statements* are authentic.

Further thereto, we also request for a **return receipt** and **delivery status notification**.

We trust that this submission meets the requirements of the SEC. If you have questions and/or clarifications, do let me know. Thanks.

Best regards,

**Atty. John Edmar G. Garde**
Compliance Officer- Cebu Landmasters, Inc.
10th Floor, Park Centrale Tower
Jose Ma. Del Mar St., Cebu IT Park, Apas, Cebu City
Mobile No: 0966 410 9807

CEBULAND MASTERS
We Build with You in Mind

ATTY. JOHN EDMAR G. GARDE
Legal Counsel - Corporate Finance & CLI Compliance Officer
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**Cebu Landmasters, Inc._SEC Form 17-A with Consolidated AFS_April 15 2021.pdf**
17380K

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**ICTD Submission** <ictdsubmission+canned.response@sec.gov.ph> Thu, Apr 15, 2021 at 6:05 PM
To: jggarde@cebulandmasters.com

Dear Customer,

SUCCESSFULLY ACCEPTED
(subject to verification and review of the quality of the attached document)

Thank you.

SEC ICTD.