



Q1 2023 INVESTORS' AND ANALYSTS' BRIEFING

May 3, 2023 • 10:00 AM





ONE PARAGON PLACE



citadines
Paragon
Davao



Banilad High Street



the pad
CO-LIVING

Q1 2023 KEY HIGHLIGHTS



SOLID START IN 2023 WITH DOUBLE DIGIT GROWTH IN EARNINGS TO PARENT

+10%
YOY

Net income to parent increased to ₱888 Mn from ₱811 Mn in Q1 2022. Q1 2023 earnings posts a solid start to the year.



ROBUST TOP LINE GROWTH ACROSS ALL SEGMENTS

+33%
YOY

Q1 2023 Consolidated revenues increased to ₱4.8 Bn from ₱3.6 Bn in Q1 2022, posts 33% growth with continued build-up of Unrealized revenue to ₱30 Bn.



STRONG SALES TAKE-UP, BACKED BY SOLID HOUSING DEMAND IN VISMIN

+16%
YOY

Sustainable housing demand in VisMin indicated by the 94% sell out status across different stages of development.



SOLID AND HEALTHY BALANCE SHEET, GREW 13X SINCE THE IPO

90Bn
IN ASSETS

Asset growth was driven by the increase in receivables as units become ready for take-out.



CONTINUED EXPANSION OF RECURRING REVENUE

Premium leasing partners in newly completed 38 park avenue and promising momental growth of hotel portfolio.



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**2023
OUTLOOK**

Solid start for 2023 with double digit growth of 10% in Earnings to Parent

(₹ IN MILLIONS)	Q1 2023 Actual	Q1 2022 Actual	Movement	Movement (%)
Sale of real estates	4,711	3,539	1,172	33%
Hotel	29	16	13	79%
Leasing	21	18	4	22%
Management fees	15	12	3	27%
Total Revenues	4,777	3,585	1,192	33%
Cost of Sales	(2,642)	(1,931)	(710)	37%
Gross Profit	2,135	1,653	482	29%
Operating Expenses	(624)	(532)	(92)	17%
Interest Expense	(162)	(112)	(50)	44%
Other Operating Income	184	63	121	192%
Other Gains/Losses	(1)	0	(2)	-448%
Profit before tax	1,532	1,072	460	43%
Tax Benefit (Expense)	(359)	(251)	(108)	43%
Consolidated NIAT	1,173	821	352	43%
Non-Controlling Interest	284	10	275	2874%
Parent NIAT	888	811	77	10%
EPS	0.26	0.23	0.02	10%
Weighted Ave. O/Shares (In Mn)	3,462	3,462		

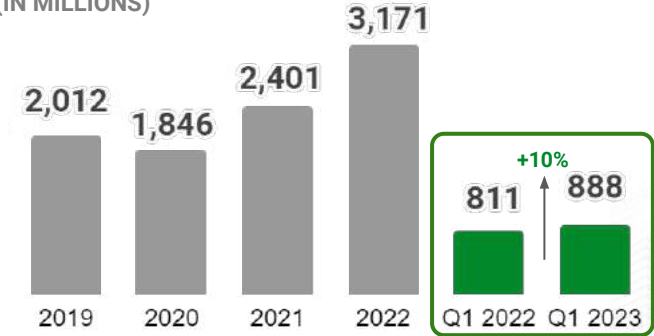
REVENUE. Fuelled by more construction progress and qualified units for revenue recognition.

OPEX. Driven by the increase in Commissions and Incentives, Salaries and wages due to salary increases and increase in headcount.

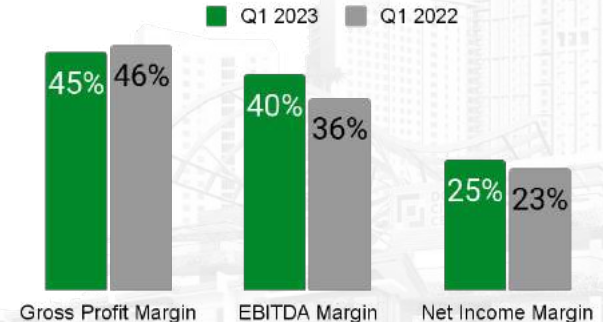
TAX EXPENSE. Increased attributable to revenue

PARENT NIAT SETS A STRONG YEAR-START IN Q1 2023

(IN MILLIONS)



MARGINS REMAIN STABLE AND HEALTHY

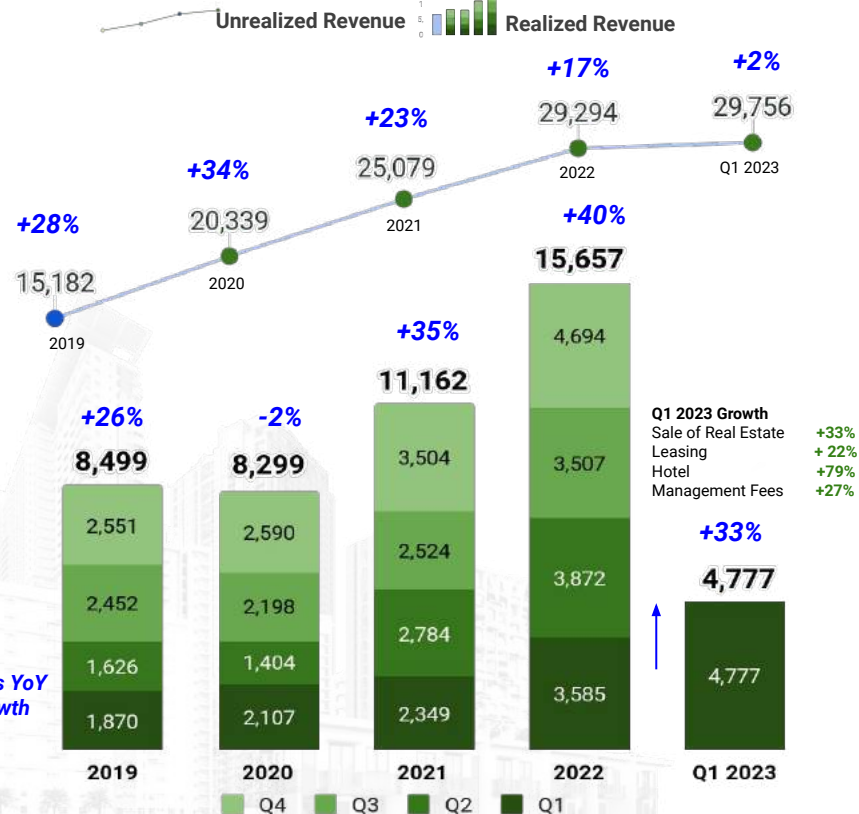


Robust top Line growth across all segments

Increased 33% with ₱30 Bn in Unrealized Revenue

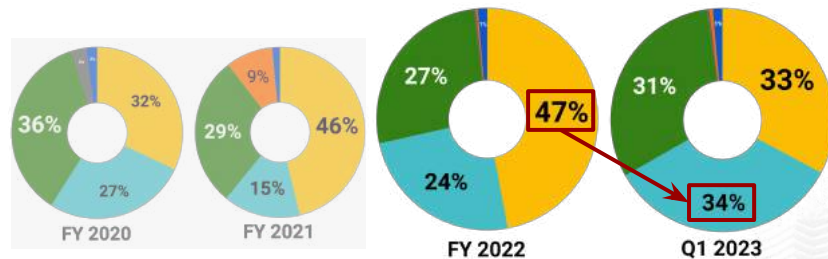
REALIZED AND UNREALIZED REVENUE

(PH in Millions)



MARKET (Realized Revenue)

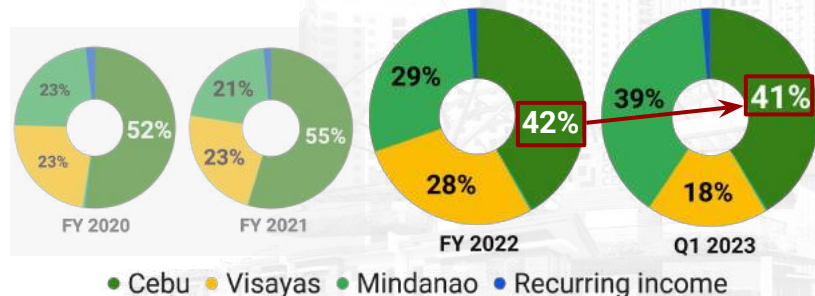
Increasing contribution from premier projects



- Casa Mira (Economic)
- Premier Masters (High)
- Garden Series (Mid)
- Villa Casita (Socialized)
- Office Condo
- Recurring income

LOCATION (Realized Revenue)

Cebu continues to be the main driver in terms of location



- Cebu
- Visayas
- Mindanao
- Recurring income

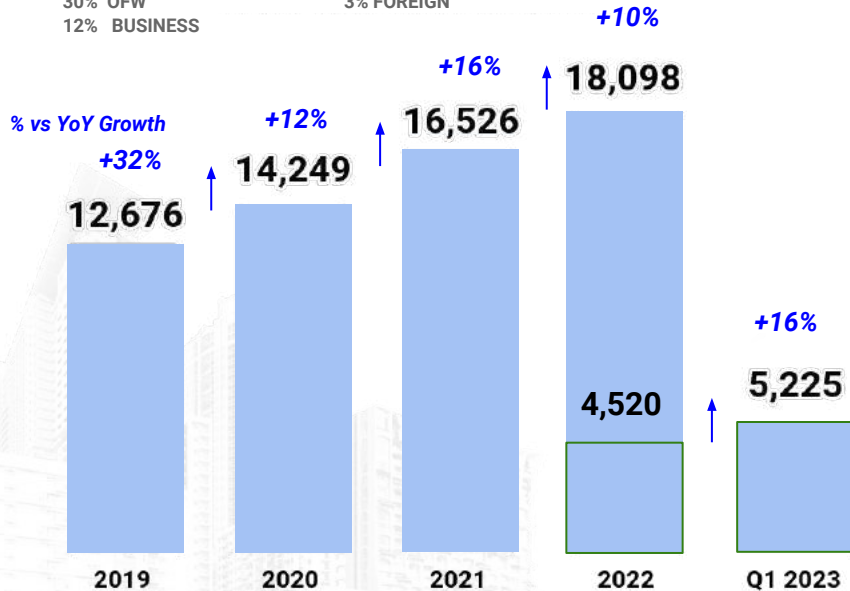
OUTSTANDING RESERVATION SALES GROWTH backed by solid housing demand in VisMin

RESERVATION SALES

(PHP IN MILLIONS)

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

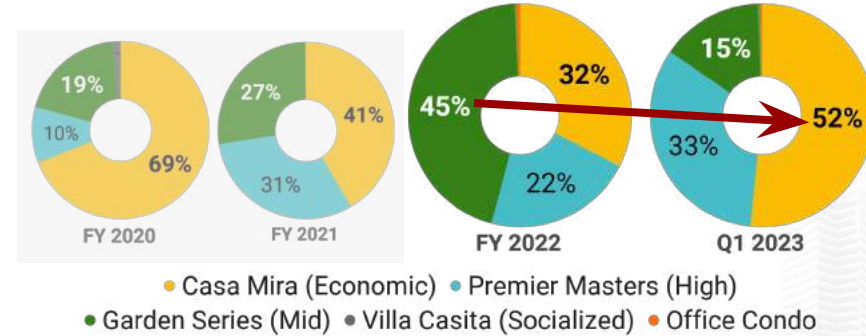
NATIONALITY:
97% FILIPINO
3% FOREIGN



Current delinquency rate at 1.42% and average cancellation rate of 5.53% with 68% sales recovery as of the quarter.

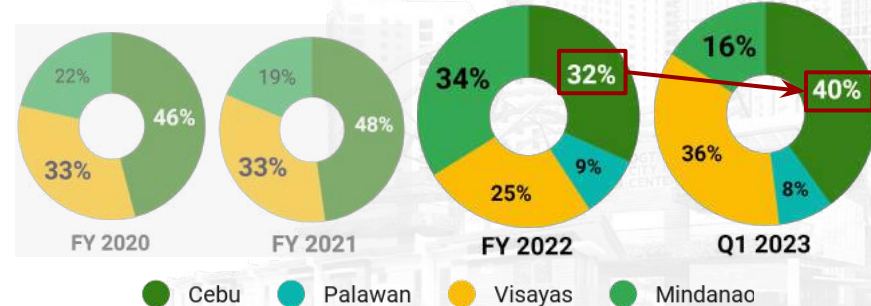
MARKET (Reservation Sales)

Shifts from Garden to Economic series



LOCATION (Reservation Sales)

More sales booked from Cebu projects



Solid and Healthy Financial Position with ₱90 Bn Total Assets

Driven by the construction progress of sold units.

(₱ IN MILLIONS)	As of Mar 31, 2023	As of Dec 31, 2022	Movement In Php	Movement %
Cash	1,030	1,435	(405)	(28%)
Accounts Receivables	3,229	3,678	(449)	(12%)
Contract Assets	35,827	31,979	3,848	12%
Real Estate Inventories	19,623	18,309	1,314	7%
Deposits on land for future dev	284	130	154	119%
Investment properties	16,906	17,749	(844)	(5%)
Other Current Assets	5,279	5,000	279	6%
Other Non-current Assets	7,502	6,764	737	11%
Total Assets	89,680	85,045	4,635	5%
Interest Bearing Liabilities	41,936	39,993	1,943	5%
Other Liabilities	25,539	24,039	1,499	6%
Total Liabilities	67,474	64,032	3,442	5%
Capital	5,235	5,235	0	0%
Treasury shares	(733)	(733)	0	0%
Revaluation reserves - net	(14)	(14)	0	0%
Retained earnings	9,902	9,014	888	10%
Non Controlling Interest	7,815	7,511	304	4%
Total Equity	22,205	21,013	1,193	5%
Total Liabilities and Equity	89,680	85,045	4,635	5%

Treasury Shares. 158Mn shares

Dividends. Cumulative dividends paid amount at ₱1.9 Bn (2018-2022).

CONSO ROA

Q1 2023 5%

FY 2022 5%

PARENT ROE

Q1 2023 26%

FY 2022 26%

NET D/E

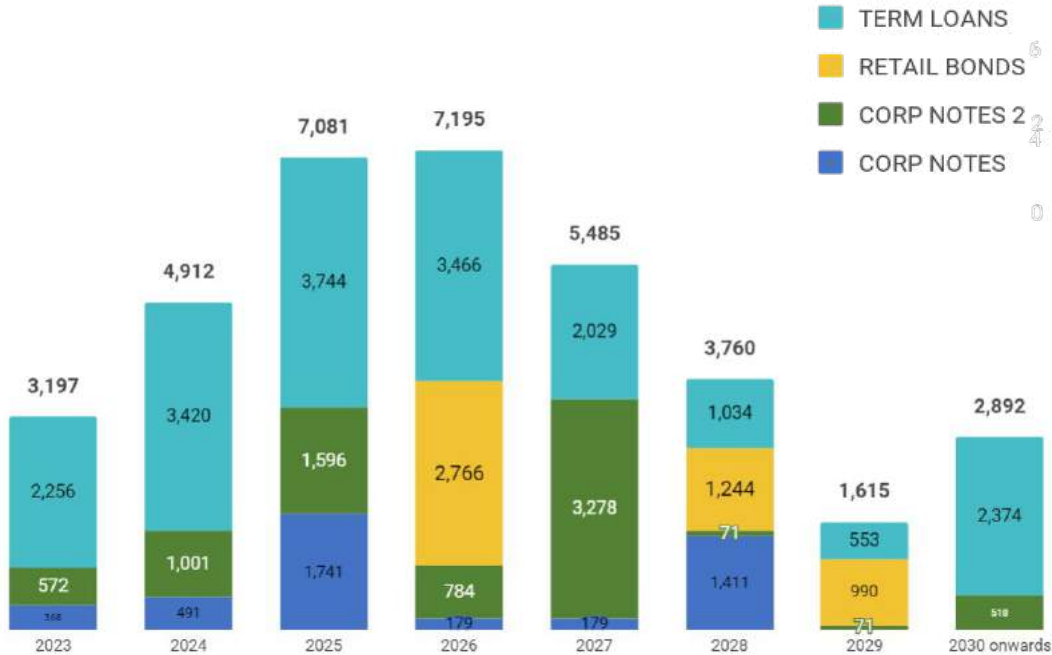
Q1 2023 1.84

FY 2022 1.84

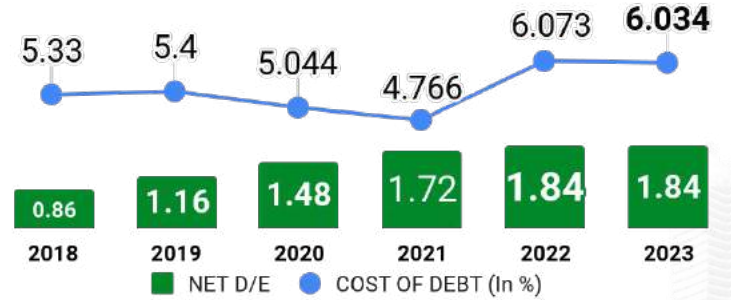
CLI DEBT MATURITY PROFILE

Net Debt to Equity within Loan Covenants

OUTSTANDING LOANS
AS OF MARCH 31, 2023
(₹ IN MILLIONS)

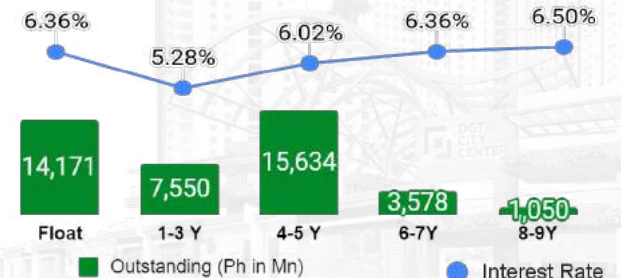


COST OF DEBT & NET D/E



FLOAT AND FIXED
O/S LOANS AND RATES

Fixed - 66%, Float - 34%



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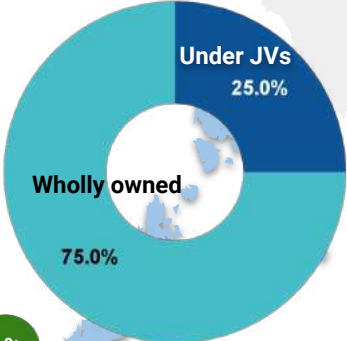
03

SIGNIFICANT
MILESTONES

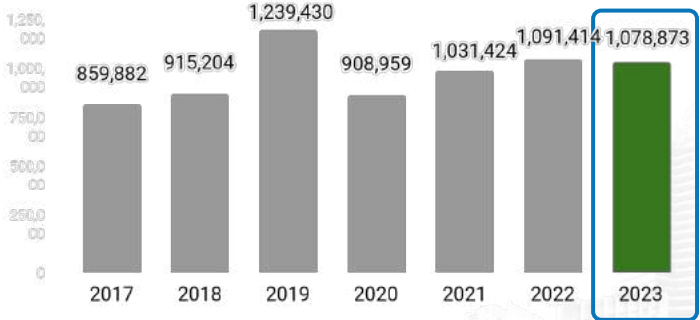
04


2023
OUTLOOK

Continuous Expansion of Landbank to 108 Hectares with New Expansion Site in Butuan




LANDBANK (IN SQ.M)





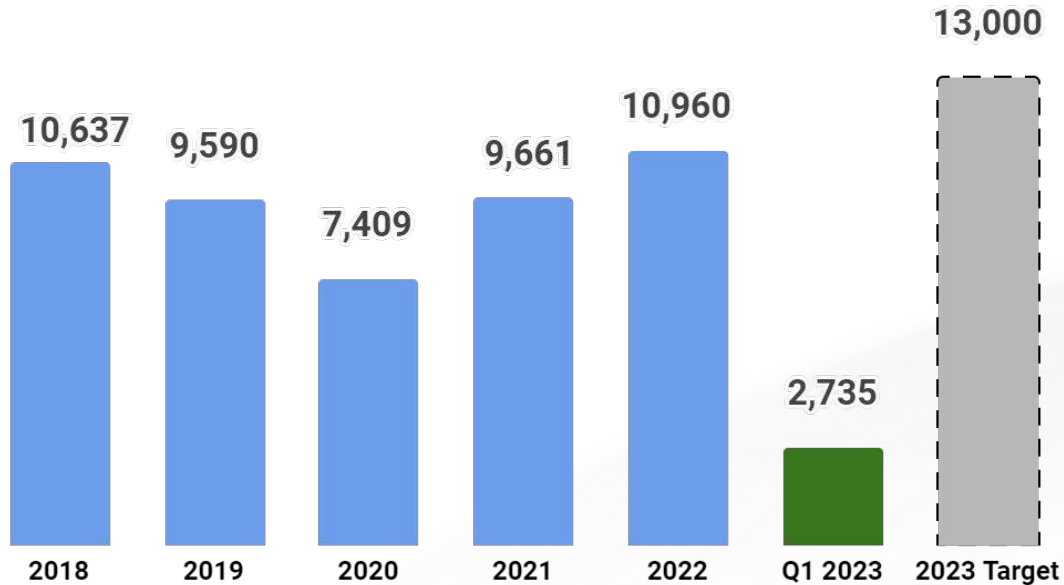
₱10.4
BILLION IN
LAND VALUE



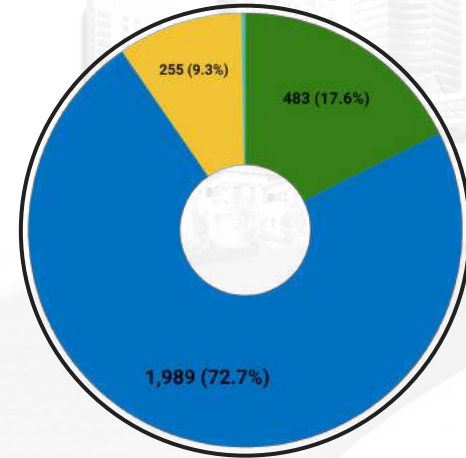
100
Hectares
FOR RECLAMATION

SPENT ₱2.7 Bn IN CAPITAL EXPENDITURES Mainly for Property Development

CAPITAL EXPENDITURE (₱ IN MILLIONS)



CAPEX SPENDING



- Lot Acquisition
- Investment Property
- Residential Development
- Others

BUSINESS PORTFOLIO

AS OF Q1 2023

81

RESIDENTIAL



6

OFFICES



10

HOTELS



10

MIXED-USE/ COMMERCIAL



3

TOWNSHIPS





REAL ESTATE SALES



33% ↑

₹4.7 billion real estate sales revenue



94%

Sold out units across all stages



₹1 Bn

Project Sales value launched

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

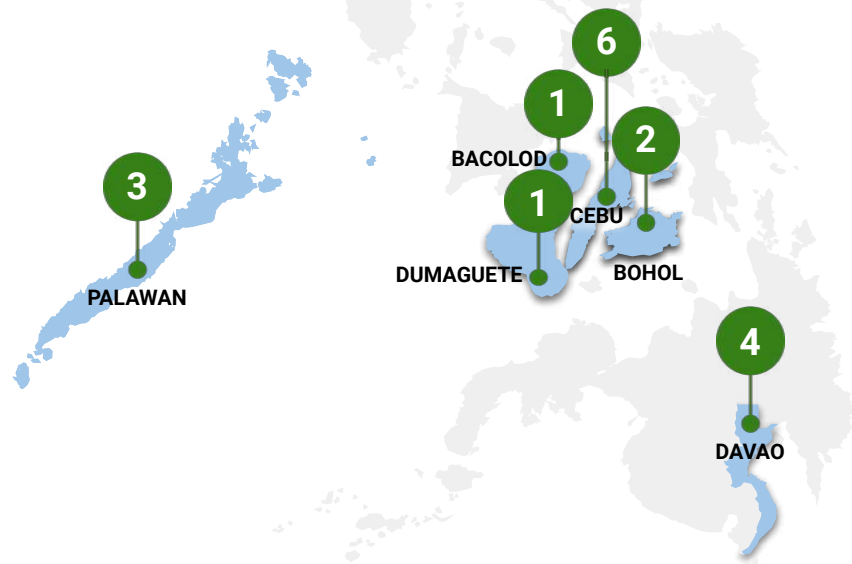
REAL ESTATE SALES

	TOTAL PORTFOLIO	RECENT LAUNCHES	CONSTRUCTION IN PROGRESS	COMPLETED
NO. OF PROJECTS	85	17	33	35
TOTAL UNITS	34,276	4,946	17,735	11,595
TOTAL PROJECT VALUE	₱108.67 Bn	₱20.76 Bn	₱61.81 Bn	₱26.10 Bn
LAND AREA	201.71 Ha	20.44 Ha	86.72 Ha	94.55 Ha
% SOLD	94%	90%	94%	98%
UNITS SOLD	32,166	4,220	16,619	11,327
TOTAL SALES VALUE	₱97.07 Bn	₱16.58 Bn	₱55.32 Bn	₱25.17 Bn

Real Estate Sales

Recent Launches

17 RECENTLY LAUNCHED PROJECTS WITH **20.44** HECTARES **4,946** UNITS WORTH **₱20.76 Bn** SALES VALUE AS OF Q1 2023, **90%** SOLD **4,220** UNITS WORTH **₱16.58 Bn** IN SALES VALUE



✓ CMT Palawan Ph1, 85% sold in less than 1 week

CASA MIRA TOWERS PALAWAN PH 1 AUG 2022
₱1.37 BILLION | 480 UNITS | 100% SOLD



✓ Calle 104 sold out in a record 3 days the 2.4Bn

CALLE 104 T1-T2 (CEBU) SEP 2022
₱3.08 BILLION | 517 UNITS | 98% SOLD



CASA MIRA HOMES DUMAGUETE PH 2 MAR 2022
₱300 MILLION | 87 UNITS | 100% SOLD



ASTRA CORPORATE CENTER (CEBU) MAR 2022
₱1 BILLION | 66 UNITS | 12% SOLD



✓ East Village sold out in 4 days with new record breaking sales of 4B

THE EAST VILLAGE AT DGT (DAVAO) T1-T3 MAR 2022
₱4 BILLION | 1,087 UNITS | 100% SOLD
THE EAST VILLAGE AT DGT (DAVAO) T4 JUN 2022
₱1.7 BILLION | 387 UNITS | 100% SOLD



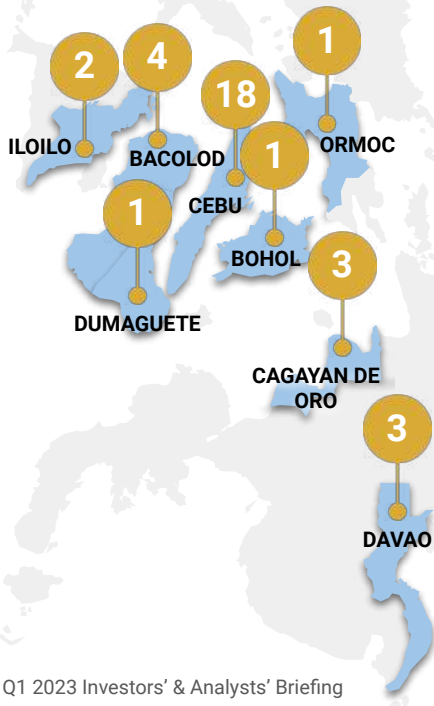
VELMIRO GREENS BOHOL PH 2 MAR 2022
₱217 MILLION | 52 UNITS | 77% SOLD

Real Estate Sales

Construction in Progress

33 PROJECTS IN PROGRESS WITH **86.72** HECTARES, **17,735** UNITS WORTH **₱61.81 Bn** SALES VALUE

AS OF Q1 2023, **94%** SOLD **16,619** UNITS WORTH **₱55.32 Bn** IN SALES VALUE



MESAVIRRE GARDEN RESIDENCES C (BACOLOD)
₱1 BILLION | 336 UNITS | 90% SOLD



CASA MIRA ILOILO
₱3.2 BILLION | 1,109 UNITS | 94% SOLD



VELMIRO GREENS BOHOL
₱738 MILLION | 204 UNITS | 96% SOLD



CASA MIRA HOMES ORMOC - APR 2021
₱1.9 BILLION | 685 UNITS | 99% SOLD



CASA MIRA HOMES DUMAGUETE
₱1.4 BILLION | 517 UNITS | 100% SOLD



VELMIRO HEIGHTS CDO
₱2.0 BILLION | 518 UNITS | 97% SOLD



38 PARK AVENUE
₱5.8 BILLION | 764 UNITS | 94% SOLD



ONE PARAGON PLACE
₱2.1 BILLION | 554 UNITS | 99% SOLD

Real Estate Sales

Completed Projects

1 **35** COMPLETED PROJECTS WITH **94.55** HECTARES, **11,595** UNITS WORTH **₱26.10 Bn** SALES VALUE
AS OF Q1 2023, **98%** SOLD **11,327** UNITS WORTH **₱25.17 Bn** IN SALES VALUE

1
MINDORO

2

BACOLOD

26

CEBU

1

DUMAGUETE

4

CAGAYAN DE ORO

1

DAVAO

Cebu

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



BASE LINE PREMIER (CEBU CITY)
₱1.7 Bn | 351 UNITS | 100% SOLD



MESAVIRRE GARDEN RESIDENCES A&B (BACOLOD)
₱1.9 BILLION | 736 UNITS | 94% SOLD



CASA MIRA COAST (SIBULAN)
₱1.1 BILLION | 543 UNITS | 97% SOLD



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



MESATIERRA GARDEN RESIDENCES (DAVAO)
₱1.9 Bn | 677 UNITS | 97% SOLD

*Completed projects include Guadalupe Habitat Pinamalayan Village in Oriental Mindoro Luzon.

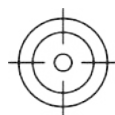


OFFICE AND RETAIL PROJECTS



30K^{SQM}

in GLA completed



200K^{SQM}

in GLA the next 5 years



47.0K^{SQM}

in GLA under construction



22% ↑

Revenue from leasing growth

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

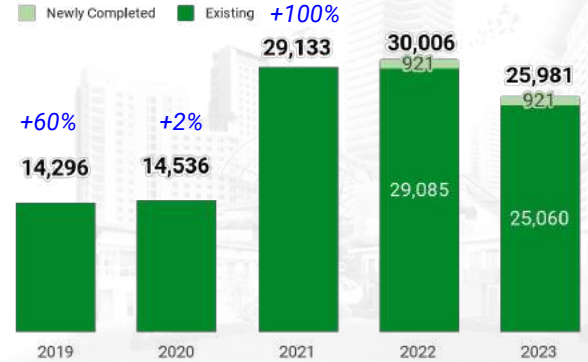
Office and Retail Projects

THE PARK @ 38 PARK AVENUE
921 GLA | 100% LEASED OUT | ON-GOING FITOUTS



PREMIUM LEASING PARTNERS IN NEWLY COMPLETED 38 PARK AVENUE

GROSS LEASABLE AREA (IN SQM)



* Decreased GLA due to conversion to office space (CL's office expansion) & conversion as saleable unit

GROWING ROSTER OF NOTABLE TENANTS



PATRA DE CEBU
21,000 GFA | 182 HOTEL ROOMS | COMPLETION DATE: 2024



ASTRA LIFESTYLE MALL CEBU
8,308 GLA | COMPLETION DATE: 2024



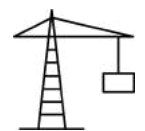
HOTEL & RECREATIONAL DEVELOPMENT



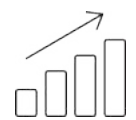
180
Rooms
completed



10
projects in portfolio



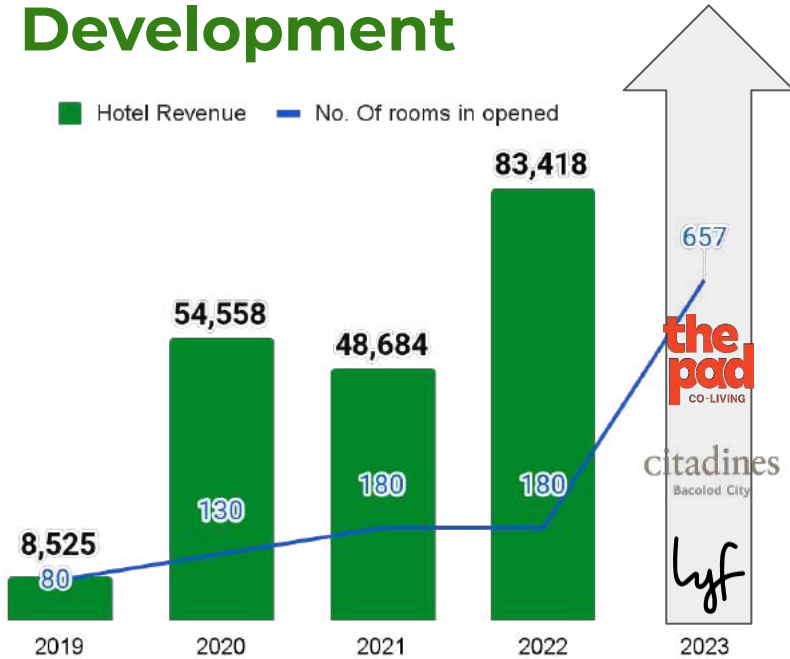
1,542
Room keys
under construction



79% ↑
Hospitality
revenue growth

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

Hotel and Recreational Development



international brands

CLI brands

PROMISING MASSIVE GROWTH OF HOTEL PORTFOLIO



HOSPITALITY PROJECTS UNDER CONSTRUCTION TO BOOST UP RECURRING INCOME PORTFOLIO

RED
IN ASTRA CENTRE, CEBU
144 Rooms
To be completed by **2024**

MagsPeak
IN BALAMBAN CEBU
13 Villas
20 rooms
To be completed by **2025**

ABACA
RESORT IN MACTAN, CEBU
125 Rooms
To be completed by **2025**

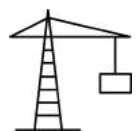
citadines
Paragon Davao
IN THE PARAGON DAVAO
263 Rooms
To be completed by **2023**

MERCURE
HOTELS CEBU DOWNTOWN
IN PATRIA DE CEBU
167 Rooms
To be completed by **2024**

SOfITEL
CEBU CITY
IN MASTERS TOWER CEBU
195 Rooms
To be completed by **2026**



MIXED-USE AND TOWNSHIPS



135+

Hectares of land for development



8

Mixed-use projects in portfolio



3

Existing planned sites



4k sq.m

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

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



DAVAO GLOBAL TOWNSHIP | 22 HECTARES | 100% LAND DEVELOPMENT
Phase 1 includes 6 residential towers, 4.7 hectares of commercial lot, Central Park, Drive Thru, City Center & Pavillion

Manresa Town

Manresa, Cagayan de Oro City

- ❑ 14.3 hectares
- ❑ Features:
 - Commercial spaces
 - Mall
 - Dormitory
 - Residential towers
 - Subdivision

Ming-Mori Techno Business hub

Minglanilia , Cebu

- 100 hectares
- Features:
 - Industrial spaces
 - Commercial spaces
 - Mixed-use Transport hub
 - Residential towers
 - Open spaces



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2023
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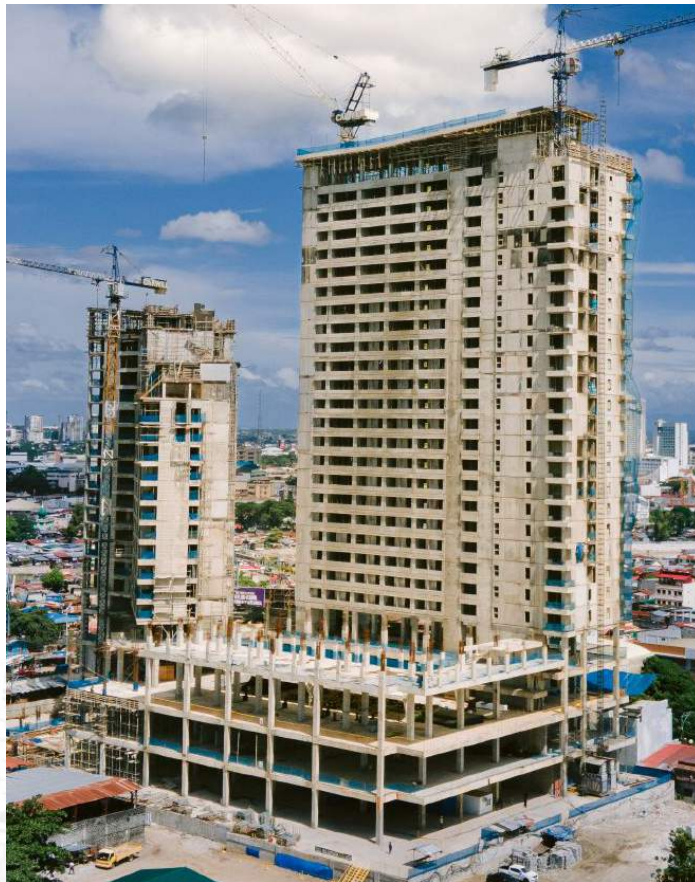
Topped off the 263-room hotel and the 26-storey residential tower of The Paragon Davao

9th PROPERTYGURU
PHILIPPINES PROPERTY
AWARDS 2021



ONE
PARAGON
PLACE

BEST CONDO
DEVELOPMENT
(METRO DAVAO)



One Paragon Place

The property's residential tower with 554 units expected to start turnover in Q4 2023.

To start construction of 21 hectare mountain resort to be completed in 2025 with 33 exquisite rooms



MAGSPEAK MOUNTAIN RESORT AND VILLAS
21 HECTARES
20 HOTEL ROOMS & 13 EXCLUSIVE VILLAS
TO BE COMPLETED IN 2025



Soft launch of The Pad

Received high interest from working professions, Students, Corporate Accounts, & Japan ESL



THE PAD

Start of Ops : Aug 2023 (Long stay)
Sep 2023 (Short Stay)

Rooms : 125 LS/100 SS rooms



Strengthening VisMin Leadership with H1 2023 pipeline projects



CASA MIRA TOWERS MANDAUE T1 (CEBU)
₱0.98 BILLION | 256 UNITS



MINDARA RESIDENCES (DAVAO)
₱1.5 BILLION | 546 UNITS



MANDTRA RESIDENCES T2 (CEBU)
₱2.3 BILLION | 685 UNITS



COSTA MIRA MACTAN T3-T4 (CEBU)
₱1.4 BILLION | 460 UNITS



VELMIRO HEIGHTS DAVAO (MAGTUOD, DAVAO)
₱1 BILLION | 362 UNITS



CASA MIRA HOMES DAVAO (MAGTUOD, DAVAO)
₱1.7 BILLION | 837 UNITS



VELMIRO CONSOLACION CEBU
₱1.9 BILLION | 378 UNITS



THE EAST VILLAGE AT DGT T5-T6 (DAVAO)
₱2 BILLION | 717 UNITS

Newly completed projects to bring in 10Bn worth of potential takeouts in 2023



Newly completed projects to bring in 10Bn worth of potential takeouts in 2023



CASA MIRA GUADALUPE T1
₱1.3 BILLION | 544 UNITS | 93% SOLD



MESAVIRRE BACOLED A-C
₱3 BILLION | 1,072 UNITS | 93% SOLD



BASELINE PRESTIGE
₱1.8 BILLION | 351 UNITS | 99% SOLD



38 PARK AVENUE
₱6 BILLION | 764 UNITS | 94% SOLD

Q & A





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