



9M 2023 INVESTORS AND ANALYSTS BRIEFING

November 14, 2023 | 2PM

Reminders



Participants are kept on mute during the webinar session.



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



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



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

Visit our Investor Relations website at
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You may download the 9M 2023 presentation materials and
Financial Reports by scanning the QR codes below.

Presentation
Materials



Financial
Statements



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

01

**FINANCIAL
PERFORMANCE**

02

**BUSINESS
UPDATES**

03

**SIGNIFICANT
MILESTONES**

9M 2023 KEY HIGHLIGHTS

SUSTAINED
EARNINGS GROWTH
MOMENTUM



+28
YOY

Consolidated NIAT rose by 28%, while NIAT to parent increased to ₱2.4 Bn from ₱2.2 Bn in 9M 2022.

ROBUST TOP LINE
GROWTH ACROSS
ALL SEGMENTS



+18%
YOY

Consolidated Revenue surged to ₱12.93 Bn from ₱10.96 Bn in 9M 2022, recorded 18% growth with continued build-up of Unrealized Revenue to ₱30 Bn.

RECORD BREAKING
SALES
PERFORMANCE



+25%
YOY

Highest 9M sales performance of 17Bn , a growth of 25% driven by fresh inventory, with 93% sell out status across all stages of developments.

PERSISTENT LAUNCH OF
QUALITY PROJECTS



14.87 BN
NEW LAUNCHES

Launched ₱15Bn worth, 21% higher than ₱12.3Bn in 9M 2022.

STEADY GROWTH IN
ASSETS



97 BN
IN ASSETS

Asset growth was driven by progress in construction from sold units

CONTINUOUS BUILD
UP OF LANDBANK



112.5 HA
OF LAND

Newly acquired land in Gensan bringing land bank to 112.5 ha worth ₱9.8Bn.

01

**FINANCIAL
PERFORMANCE**

02

**BUSINESS
UPDATES**

03

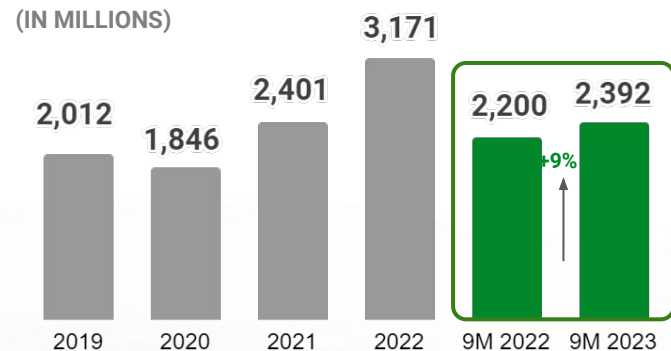
**SIGNIFICANT
MILESTONES**

Sustained Earnings Growth Momentum Posts 28% growth on Consolidated Earnings

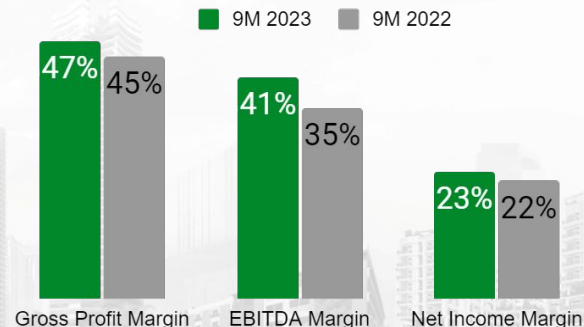
(₹ IN MILLIONS)	9M 2023 Actual	9M 2022 Actual	Movement	Movement (%)
Sale of real estates	12,704	10,813	1,891	17%
Hotel	98	55	43	78%
Leasing	77	54	23	43%
Management fees	46	41	6	14%
Total Revenues	12,926	10,963	1,963	18%
Cost of Sales	(6,790)	(6,073)	(717)	12%
Gross Profit	6,136	4,890	1,246	25%
Operating Expenses	(1,893)	(1,585)	(307)	19%
Interest Expense	(537)	(349)	(188)	54%
Other Operating Income	349	144	205	143%
Other Gains/Losses	(2)	(9)	7	-78%
Profit before tax	4,053	3,090	963	31%
Tax Benefit (Expense)	(1,025)	(721)	(304)	42%
Consolidated NIAT	3,028	2,369	659	28%
Non-Controlling Interest	636	169	467	276%
Parent NIAT	2,392	2,200	191	9%
EPS	0.98	0.92	0.06	7%
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

9M 2023 PARENT NIAT DROVE A SOLID 9% INCREASE



HEALTHIER MARGINS DURING THE YEAR

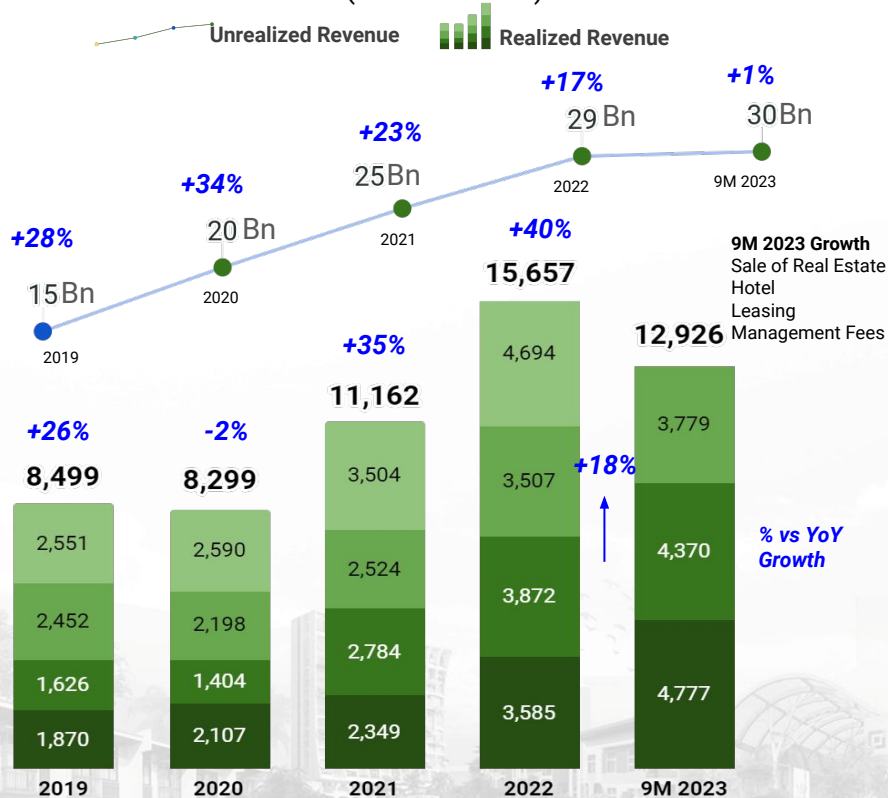


Robust top Line growth across all segments

Increased 18% with ₱30 Bn in Unrealized Revenue

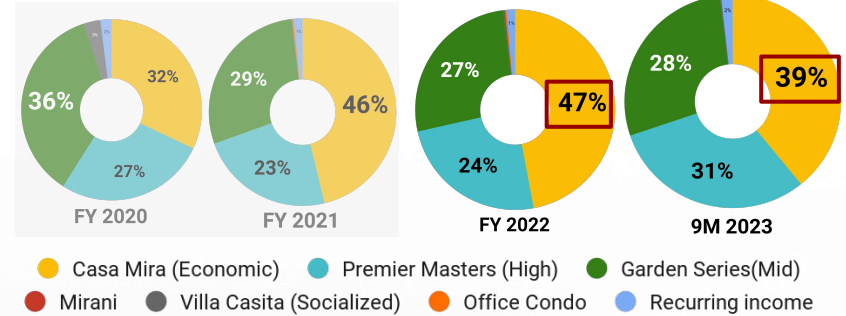
REALIZED AND UNREALIZED REVENUE

(PH in Millions)



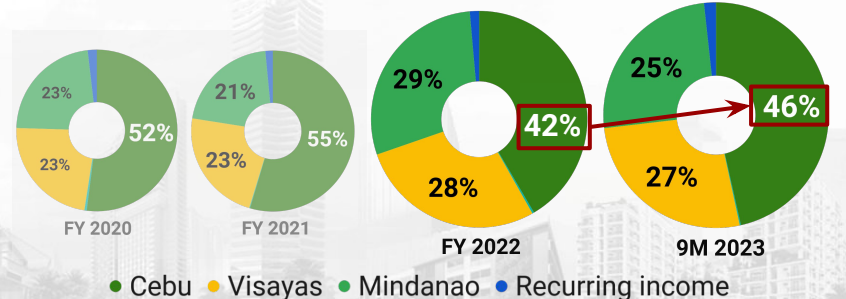
MARKET (Realized Revenue)

Strongly driven by economic housing



LOCATION (Realized Revenue)

Cebu continues to be the main driver in terms of location



Record breaking reservation sales, YoY growth of 25%

Driven by new launches

RESERVATION SALES

(PHP IN MILLIONS)

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

NATIONALITY:
97% FILIPINO
3% FOREIGN

% vs YoY Growth

+32%
12,676

+12%
14,249

+16%
16,526

+10%
18,098

13,628

+25%

17,075

2019

2020

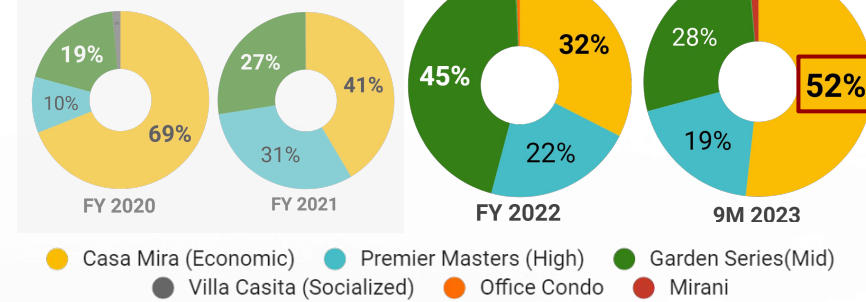
2021

2022

Sep 2023

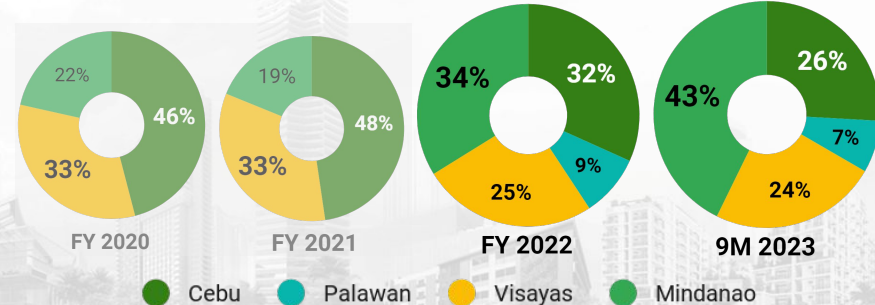
MARKET (Reservation Sales)

Strongly driven by economic housing



LOCATION (Reservation Sales)

Expansion areas gained sales momentum



Solid and Healthy Financial Position with ₱97Bn Total Assets

Driven by continued construction progress of units sold

(₱ IN MILLIONS)	As of Sep 30, 2023	As of Dec 31, 2022	Movement In Php	Movement %
Cash	1,348	1,435	(87)	(6%)
Accounts Receivables	2,407	3,678	(1,271)	(35%)
Contract Assets	40,945	31,979	8,966	28%
Real Estate Inventories	19,114	18,309	805	4%
Deposits on land for future dev	15	130	(115)	(88%)
Investment properties	18,022	17,749	273	2%
Other Current Assets	6,776	5,000	1,775	36%
Other Non-current Assets	7,943	6,764	1,179	17%
Total Assets	96,569	85,045	11,524	14%
Interest Bearing Liabilities	45,179	39,993	5,186	13%
Other Liabilities	27,303	24,039	3,263	14%
Total Liabilities	72,481	64,032	8,449	12%
Capital	5,235	5,235	0	0%
Treasury shares	(733)	(733)	0	0%
Revaluation reserves - net	(14)	(14)	0	0%
Retained earnings	10,782	9,014	1,768	20%
Non Controlling Interest	8,818	7,511	1,307	17%
Total Equity	24,087	21,013	3,075	13%
Total Liabilities and Equity	96,569	85,045	11,524	14%

Treasury Shares. 158Mn shares

Dividends. Cumulative dividends paid amount at ₱2.5 Bn (2018-2023)

CONSO ROA

9M 2023 5%

FY 2022 5%

PARENT ROE

9M 2023 25%

FY 2022 26%

NET D/E

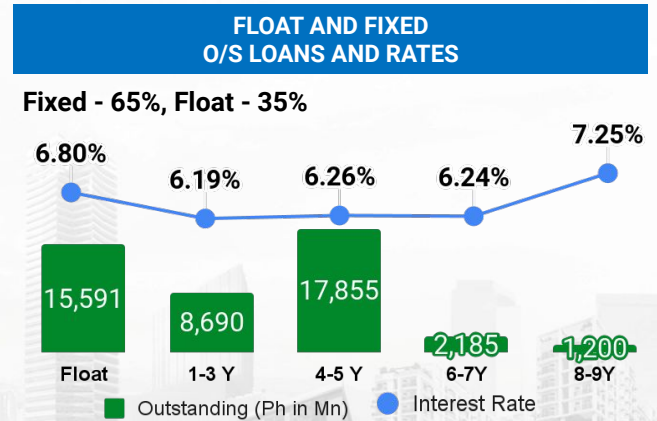
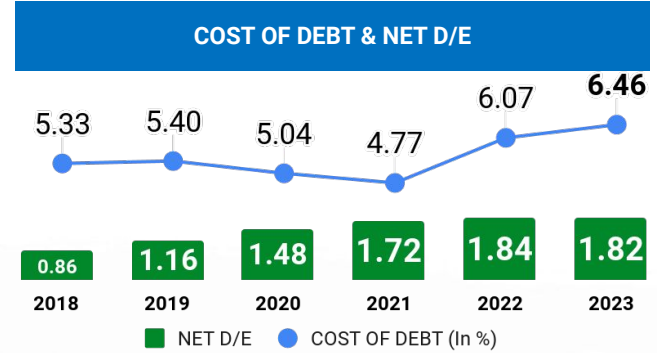
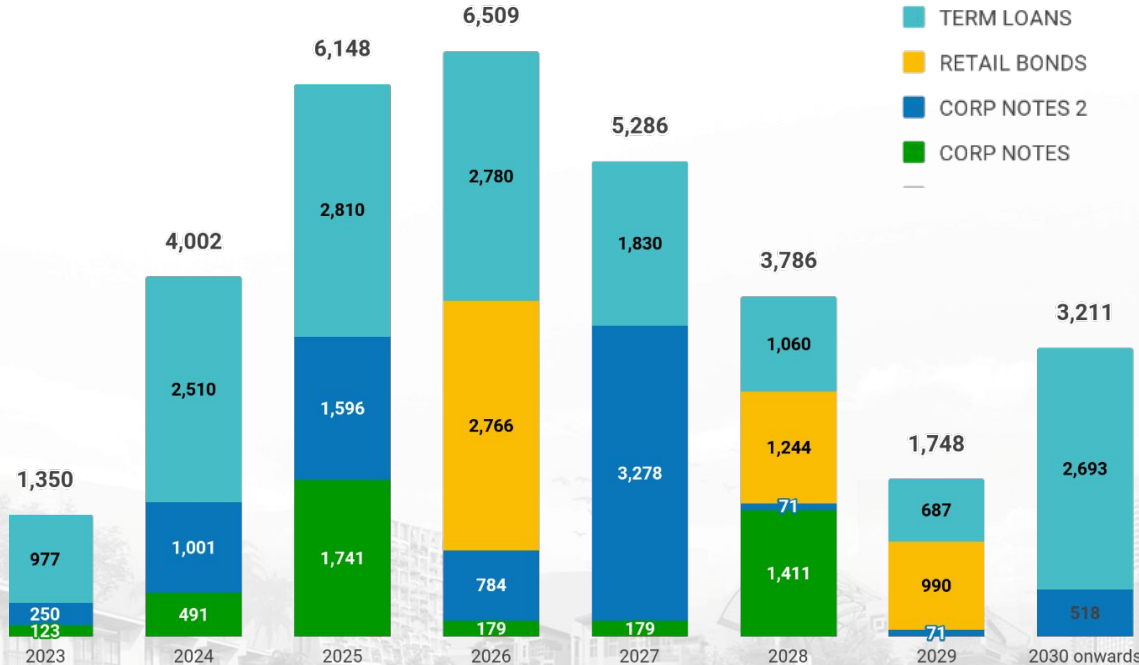
9M 2023 1.82

FY 2022 1.84

Conso | Debt Maturity Profile

Improved Net Debt to Equity to 1.82x

OUTSTANDING LOANS AS OF SEPTEMBER 30, 2023 (PHP IN MILLIONS)



01

FINANCIAL
PERFORMANCE

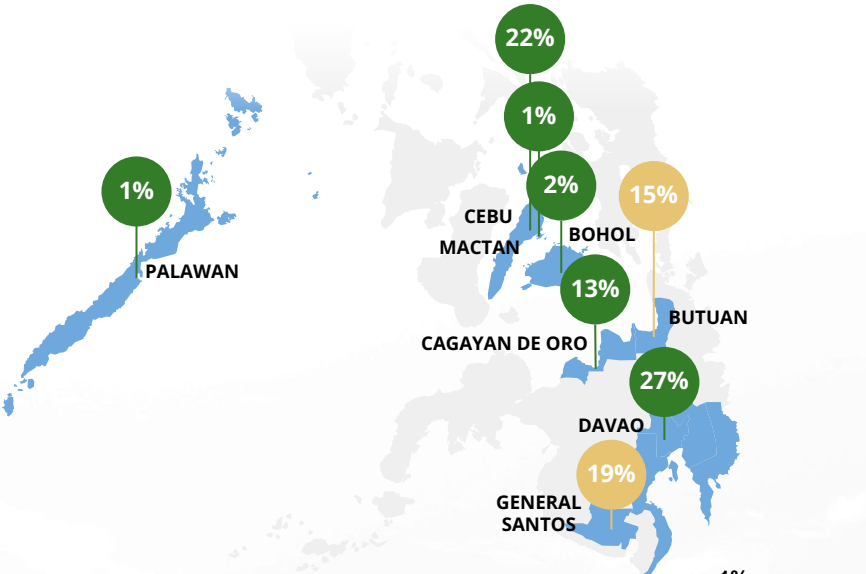
02

BUSINESS
UPDATES

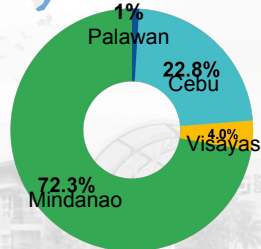
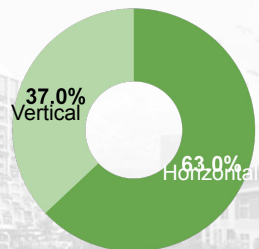
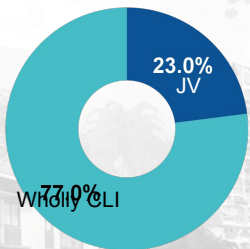
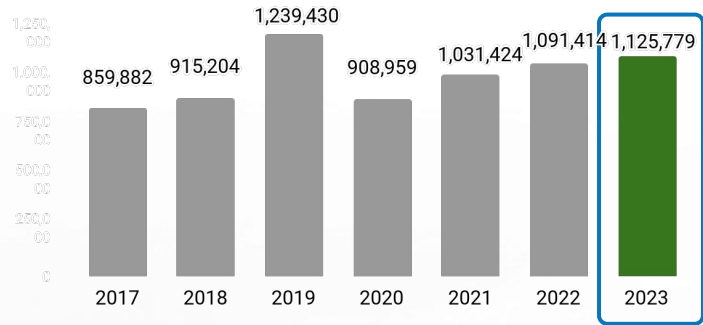
03


SIGNIFICANT
MILESTONES

Continuous Expansion of Landbank to 112.5 Hectares with New Expansion Site in General Santos




LANDBANK (IN SQ.M)







₱9.8 Bn
LAND VALUE



21 Ha
PURCHASED



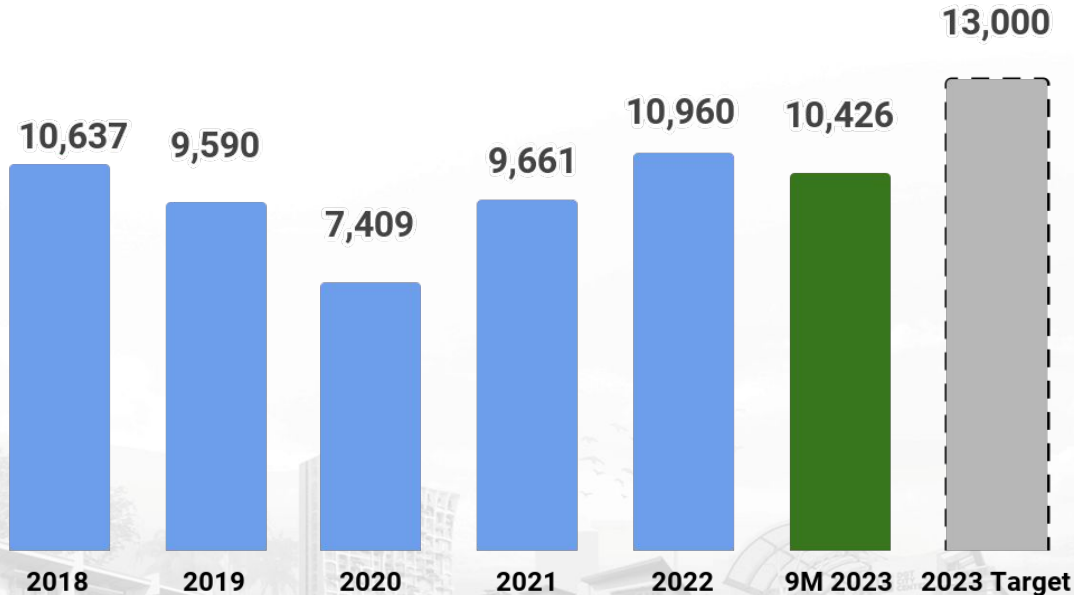
100 Ha
FOR RECLAMATION



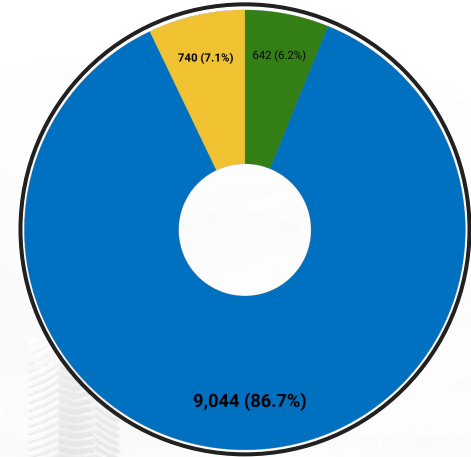
17.6 Ha
DEVELOPED

Spent ₱10 Bn in Capital Expenditures Mainly for Property Development

CAPITAL EXPENDITURE
(₱ IN MILLIONS)



CAPEX SPENDING



- Lot Acquisition
- Residential Development
- Others

DIVERSIFIED PORTFOLIO OF REAL ESTATE PROJECTS

EXPANDED RESIDENTIAL WHILE SETTING GROUNDWORK FOR RECURRING BUSINESS



88

RESIDENTIAL



6

OFFICES



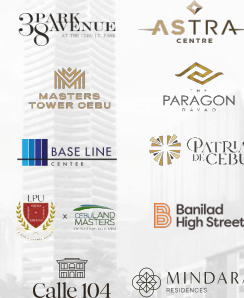
10

HOTELS



10

MIXED-USE



3

ESTATES



REAL ESTATE SALES

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



17% ↑

₱12.7 billion real estate sales revenue ¹



93%

Sold out units across all stages



₱14.9 Bn

Project Sales value launched

¹ Growth for the nine months ending September 30, 2023 vs September 30, 2022

HEALTHY SELL OUT RATE OF 93%

PROJECTS ACROSS VARIOUS STAGES OF DEVELOPMENT

	TOTAL PORTFOLIO	COMPLETED	CONSTRUCTION IN PROGRESS	RECENT LAUNCHES
NO. OF PROJECTS	92	35	33	24
*TOTAL UNITS	37,674	11,585	17,735	8,354
TOTAL PROJECT VALUE	₱123.6 Bn	₱26.31 Bn	₱62.43 Bn	₱34.86 Bn
LAND AREA	208.59 Ha	94.55 Ha	86.72 Ha	27.32 Ha
% SOLD	93%	98%	95%	80%
UNITS SOLD	34,586	11,386	16,812	6,658
TOTAL SALES VALUE	₱108.95 Bn	₱25.31 Bn	₱56.70 Bn	₱26.94 Bn

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

**Exclude parking units*

Real Estate Sales

Completed Projects

35 COMPLETED PROJECTS WITH **94.55** HECTARES,
11,585 UNITS WORTH **₱26.31 Bn** SALES VALUE AS OF 9M 2023,
98% SOLD **11,386** UNITS WORTH **₱25.31 Bn** IN SALES VALUE



*Excluding Pinamalayan & Office Condo

9M 2023 Investors and Analysts Briefing



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



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

Cebu

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



MESAVIRRE GARDEN RESIDENCES A&B (BACOLOD)
 ₱1.9 BILLION | 736 UNITS | 97% SOLD



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

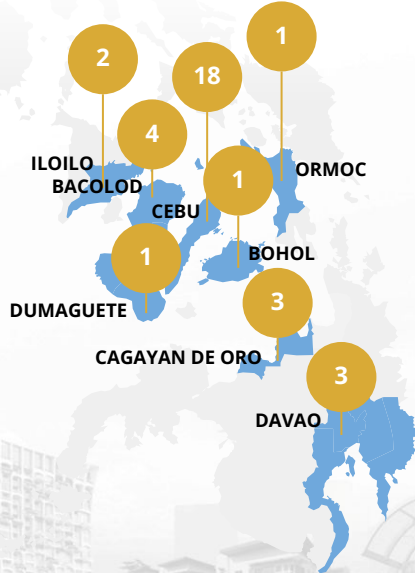


MESATIERRA GARDEN RESIDENCES (DAVAO)
 ₱1.9 Bn | 677 UNITS | 98% SOLD

Real Estate Sales

Construction in Progress

33 PROJECTS IN PROGRESS WITH **86.72** HECTARES,
17,735 UNITS WORTH **₱62.43 Bn** SALES VALUE AS OF 9M 2023,
95% SOLD **16,812** UNITS WORTH **₱56.70 Bn** IN SALES VALUE



MESAVIRRE GARDEN RESIDENCES C (BACOLOD)
 ₱1 BILLION | 336 UNITS | 88% SOLD



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



CASA MIRA ILOILO
 ₱3.2 BILLION | 1,109 UNITS | 91% SOLD



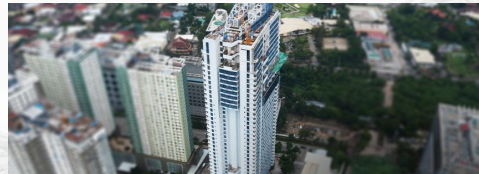
VELMIRO GREENS BOHOL
 ₱738 MILLION | 204 UNITS | 96% SOLD



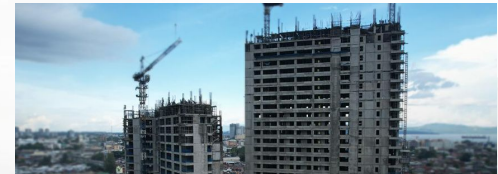
CASA MIRA HOMES DUMAGUETE
 ₱1.4 BILLION | 517 UNITS | 100% SOLD



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



38 PARK AVENUE
 ₱5.8 BILLION | 764 UNITS | 95% SOLD

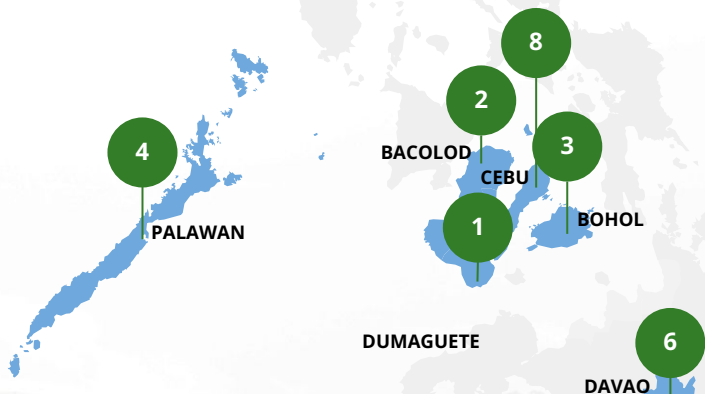


ONE PARAGON PLACE
 ₱2.1 BILLION | 554 UNITS | 98% SOLD

Real Estate Sales

Recent Launches

24 RECENTLY LAUNCHED PROJECTS WITH **27.32** HECTARES,
8,354 UNITS WORTH **₱34.86 Bn** SALES VALUE AS OF 9M 2023,
80% SOLD **6,658** UNITS WORTH **₱26.94 Bn** IN SALES VALUE



per Market	Units	Count	Sales Value	%
Mirani	215	1	463.8M	3%
Casa Mira	1,854	4	7,380M	50%
Garden series	1,231	2	4,920M	33%
Premier	364	1	2,105M	14%
	3,664	8	14,870M	100%

CM Homes Davao sells out
85% in 3 weeks

CASA MIRA HOMES DAVAO JUNE 2023
 ₱3.6 BILLION | 836 UNITS | 94% SOLD

CASA MIRA TOWERS PALAWAN T4 MAY 2023
 ₱1.3 BILLION | 384 UNITS | 57% SOLD

Mindara Residences promptly sold-out
2.5 billion in less than a week

MINDARA RESIDENCES JULY 2023
 ₱2.5 BILLION | 546 UNITS | 99% SOLD

CASA MIRA TOWERS BACOLED T4 MAY 2023
 ₱1.4 BILLION | 378 UNITS | 56% SOLD

MIRANI Steps
 Danao
 ₱464 MILLION | 215 UNITS
 48% SOLD
 JULY 2023

NEW CLI PRODUCT
 LINE

COSTA MIRA BEACHTOWN PANGLAO JUN 2023
 ₱2.1 BILLION | 364 UNITS | 40% SOLD

OFFICE AND RETAIL PROJECTS

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



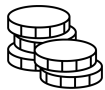
35K SQM

in GLA completed



110K SQM

in GLA the next 5 years



43% ↑

Revenue from leasing growth ¹



75K SQM

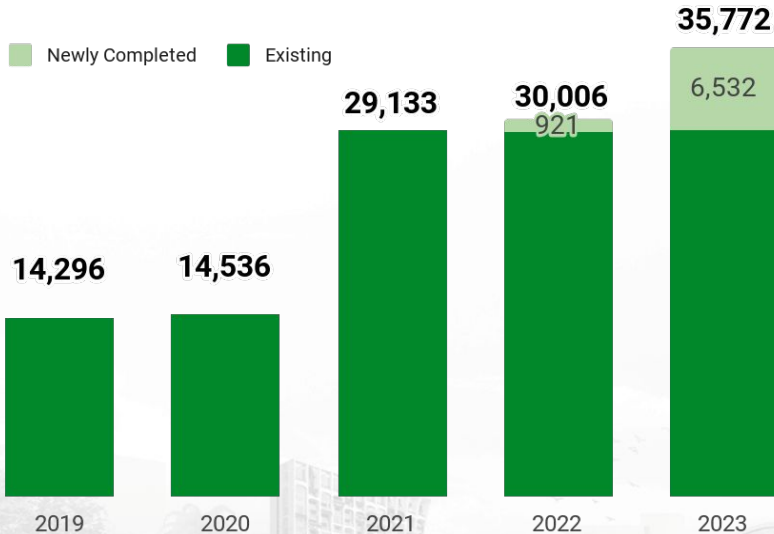
in GLA under construction

¹ Growth for the nine months ending September 30, 2023 vs September 30, 2022

STRONG PIPELINE OF LEASING PROJECTS

Continue to build-up recurring income portfolio

ADDITIONAL GLA FROM NEWLY COMPLETED OFFICE AND RETAIL PROJECTS



GROWING ROSTER OF NOTABLE TENANTS

CEBU

RETAIL

DAVAO

OFFICE

RESIDENTIAL

NEWLY COMPLETED LEASES

DGT DRIVE THRU (2023)

3,708 GLA | 100% LEASED OUT



BANILAD HIGH STREET (2023)

1,251 GLA | 70% LEASED (BLDG A&B)



BASE LINE CENTER NEW WING (2023)

1,573 GLA | 54% LEASED OUT



38 PARK AVENUE (2022)

921 GLA | 100% LEASED OUT



CASA MIRA TOWERS GUADALUPE

1,611 GLA | 100% LEASED OUT



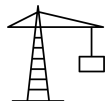
HOTEL AND RECREATIONAL DEVELOPMENT

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



180

Rooms completed



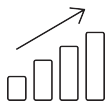
1,543

Room keys under construction



10

Projects in portfolio

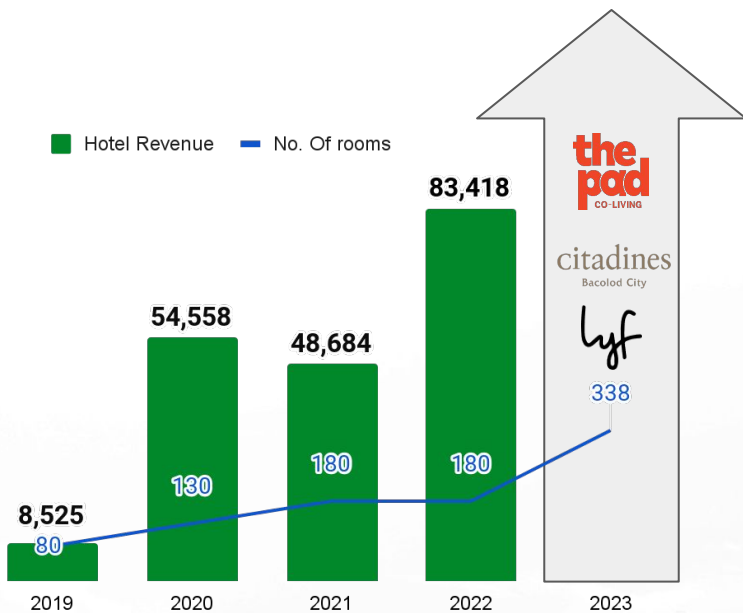


78% ↑

Hospitality revenue growth ¹

¹ Growth for the nine months ending September 30, 2023 vs September 30, 2022







Hotel and Recreational Development



PROMISING GROWTH OF HOTEL PORTFOLIO



HOSPITALITY PROJECTS UNDER CONSTRUCTION TO BOOST UP RECURRING INCOME PORTFOLIO

 <p>RED HOTELS</p> <p>IN ASTRA CENTRE, CEBU 144 Rooms To be completed by 2024</p>	 <p>MagsPeak RESORT</p> <p>IN BALAMBAN CEBU 13 Villas 20 rooms To be completed by 2025</p>	 <p>ABACA RESORT</p> <p>IN MACTAN, CEBU 125 Rooms To be completed by 2025</p>
 <p>citadines HOTELS</p> <p>IN THE PARAGON DAVAO 263 Rooms To be completed by 2023</p>	 <p>MERCURE HOTELS</p> <p>IN PATRIA DE CEBU 167 Rooms To be completed by 2024</p>	 <p>SOFITEL CEBU CITY</p> <p>IN MASTERS TOWER CEBU 195 Rooms To be completed by 2026</p>

International brands



CLI brands

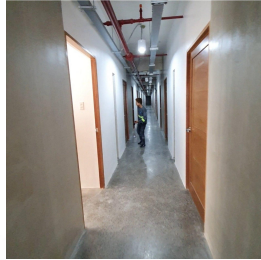


CLI HOTELS & RESORTS

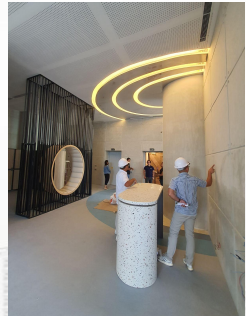
PREPARING FOR TURNOVER OF 2 NEW PROJECTS IN 2023



Opening Nov 2023
78 Rooms
with currently at 37 potential
sign-ups

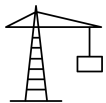


Opening Dec 2023
80 Rooms



MIXED-USE AND TOWNSHIPS

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



121

Hectares of land for development



3

Existing planned sites



8

Mixed-use projects in portfolio



4K^{SQM}

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



DAVAO GLOBAL TOWNSHIP | 22 HECTARES | 100% LAND DEVELOPMENT

Phase 1 includes 6 residential towers, 4.7 hectares of commercial lot, Central Park, DriveThru, City Center & Pavillon

01

**FINANCIAL
PERFORMANCE**

02

**BUSINESS
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**SIGNIFICANT
MILESTONES**

NEW PRODUCT SEGMENT INTRODUCED FOR AFFORDABLE HOUSING DEMAND

MIRANISteps

Danao

PROJECT DETAILS

Total No. of Units 215 units (48.37% sold)

Num. of Buildings 6 buildings

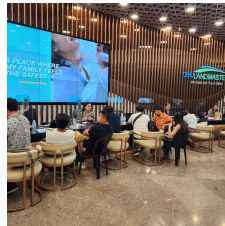
Price: Php 1.9Mn to Php 2.9Mn



Grand PKS at Cebu Country Club (Aug 14, 2023)



Sales Conversion/ Sales Launch (Aug 22-24, 2023)




Actual Site



CLI sells out Mindara residential units

P2.5-billion Mindara Residences development had been snapped up within days after market introduction

WE ARE
100%
SOLD
in less than a week



MINDARA
RESIDENCES

Come home to a
well-balanced life

Developed and managed by
CEBULANDMASTERS
We Build with You in Mind



The two-tower Mindara Residences is soon to rise in a 3,698 square-meter prime location at LPU Town Davao in Barangay Sasa, Buhangin in Davao City. Also known as the North & South Towers, both towers have a combined 546 units and will delight future homeowners with tailored choices of Studio and One-Bedroom Units. The project is set to be completed by 2028.

Grand PKS at SMX Convention Center, SM Lanang Premier, Davao City (July 3, 2023)



Sales Conversion/ Sales Launch (July 19, 2023)

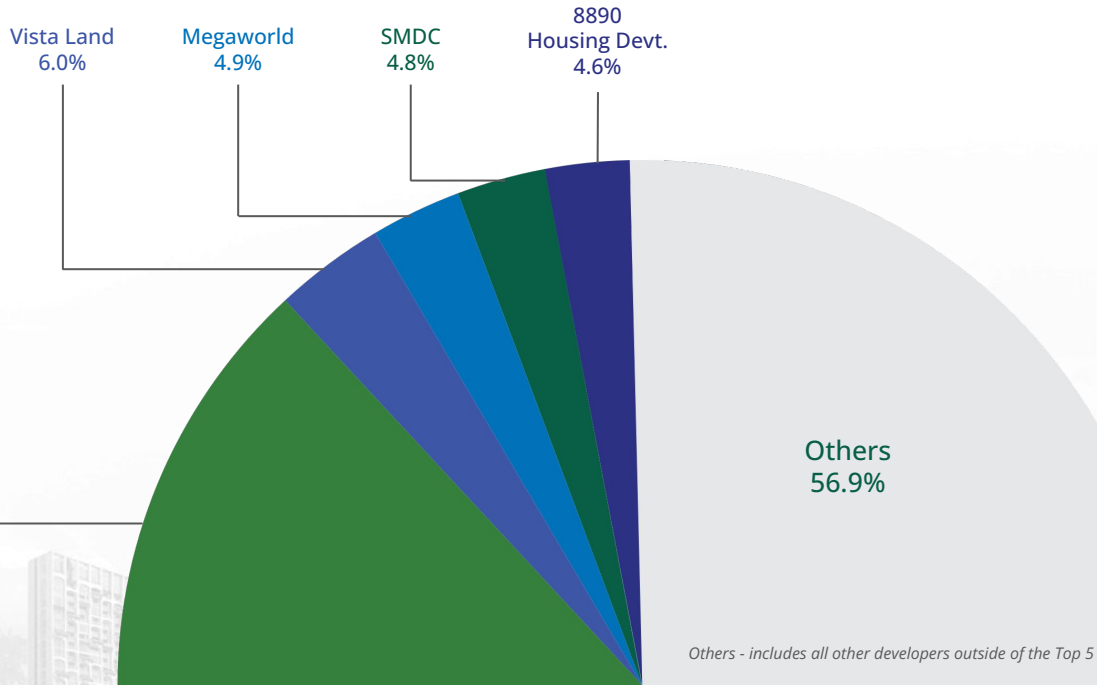


Strengthening VisMin Leadership

#1 VisMin Developer with 23% Market Share



22.8%



Cebu Landmasters is the leading developer in VisMin

H2 2022 - H1 2023
Real Estate Market Study



Strengthening VisMin Leadership

Q4 2023 Pipeline Projects



VELMIRO CONSOLACION CEBU PH1
₱1.1 BILLION | 156 UNITS



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



CASA MIRA SOUTH 4A SENIOR
₱336 MILLION | 130 UNITS

CLI AWARDED WITH 2 GOLDEN ARROW

Recognition given by the Institute of Corporate Directors (ICD)



“Cebu Landmasters, Inc. has always approached corporate governance as an integral component and a cornerstone program in doing business. It is viewed and considered in CLI as an organizational responsibility and commitment, hence, the established corporate governance principles and programs are embedded in the core and fabric of the CLI Way”

Cebu Landmasters @ 20: Two decades of masterful development

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

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

**GREW FROM 1 SUBDIVISION
TO 117 PROJECTS IN 2023**



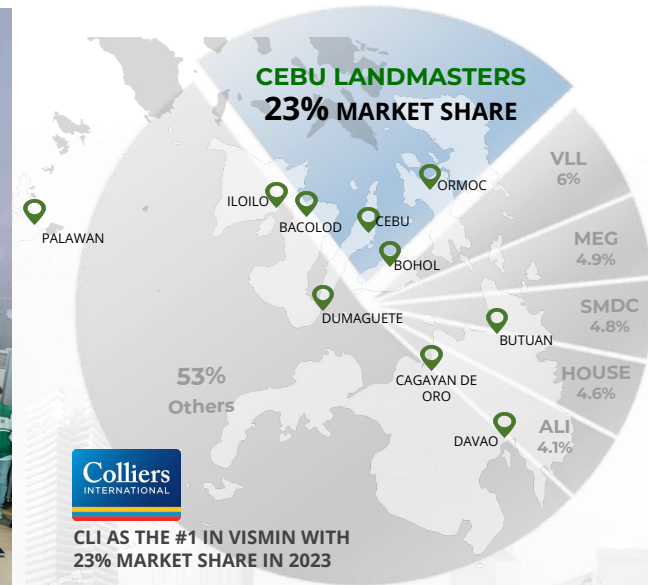
**NOW PRESENT IN
10 KEY AREAS & 16
CITIES**

FROM 2 TO 800-STRONG CLI EMPLOYEES



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

STRENGTHENED LEADERSHIP IN VISMIN



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

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

Questions & Answers





INTEGRATED REPORT 2022

Scan the QR code to view



THANK YOU!





9M 2023 INVESTORS AND ANALYSTS BRIEFING

November 14, 2023 | 2PM