



9M 2024

INVESTORS AND ANALYSTS BRIEFING

12 November 2024 | 10 AM



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.

01

**FINANCIAL
PERFORMANCE**

02

**BUSINESS
UPDATES**

03

**SIGNIFICANT
MILESTONES**

01

FINANCIAL
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SIGNIFICANT
MILESTONES


9M 2024 Key Highlights



SUSTAINED GROWTH IN EARNINGS TO PARENT

Parent NIAT grew by 7% to ₱2.32 Bn from the restated ₱2.18 Bn in 9M 2023, reflecting alignment with the updated PFRS.

**+7%
YOY**



STEADY TOP LINE PERFORMANCE ACROSS MAJOR SEGMENTS

Consolidated Revenue hit ₱14.11 Bn from ₱12.93 Bn in 9M 2023, marking an improvement of 9%.


**+9%
YOY**



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

Residential units are 96% sold across all projects, while recent launches are fast selling out at 89% sold

**96%
sold**



STABLE BALANCE SHEET AND IMPROVED DEBT-TO-EQUITY RATIO

Improving profitability and successful issuance of preferred shares resulted in strong balance sheet as the debt-to-equity ratio improved significantly from 1.79x to 1.44x

**1.44x
Net D/E
Ratio**



DIVERSIFICATION INTO RECURRING REVENUE

Compelling lineup of leasing projects and expanding hotel portfolio to set ground work on future avenues for growth

**3
New
Hotels**

Sustained Earnings Growth Momentum

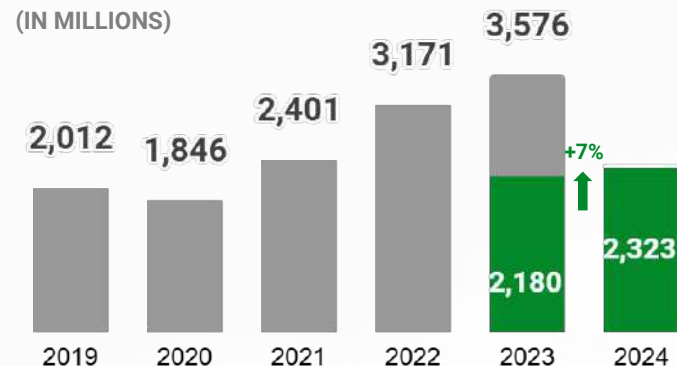
Posts 7% growth in Parent Earnings

(₱ IN MILLIONS)	9M 2024	9M 2023 (Restated)	Movement	Movement (%)
Sale of real estates	12,460	11,700	760	6%
RES-Finance income	1,344	1,005	339	34%
Hotel	149	98	51	52%
Rental	114	77	36	47%
Management fees	46	46	(1)	(1%)
Total Revenues	14,112	12,926	1,186	9%
Cost of Sales	(6,715)	(6,034)	(682)	11%
Gross Profit	7,397	6,893	504	7%
Operating Expenses	(2,425)	(1,893)	(533)	28%
Interest Expense	(1,331)	(1,554)	223	(14%)
Other Operating Income	235	349	(114)	(33%)
Other Gains/Losses	5	(2)	7	-378%
Profit before tax	3,881	3,793	88	2%
Tax Benefit (Expense)	(968)	(960)	(8)	1%
Consolidated NIAT	2,913	2,833	80	3%
Non-Controlling Interest	590	653	(63)	(10%)
Parent NIAT	2,323	2,180	144	7%
EPS	0.65	0.63		
Weighted Ave. O/Shares (In Mn)	3,462	3,462		

Note: Profit and loss adopts new PFRS on interest

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

9M 2024 PARENT NIAT



PROFIT MARGINS



*with one-time recognition on transfer charges for real estate sales due to take-out and title processing

Steady Topline Growth Across All Segments

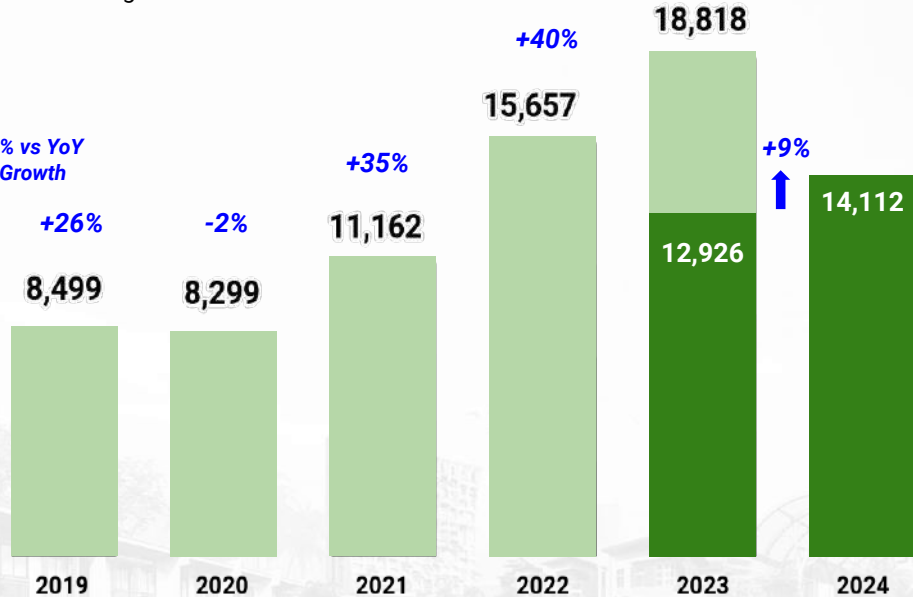
Improved Revenues by 9% driven by POC progress and lot sale

REALIZED REVENUE (PH in Millions)

9M 2024 Growth
 Sale of Real Estate
 Hotel
 Leasing

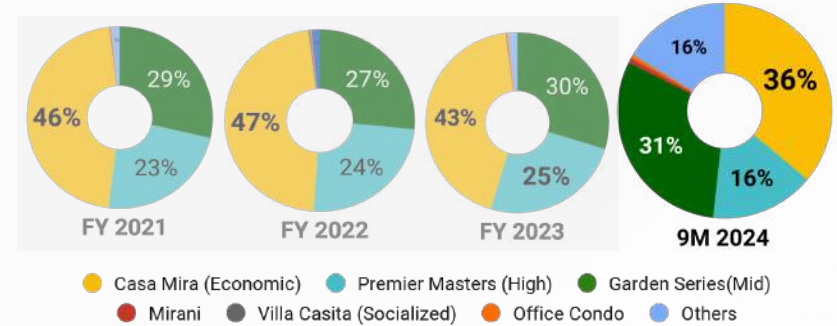
+9%
+52%
+47%

**% vs YoY
 Growth**



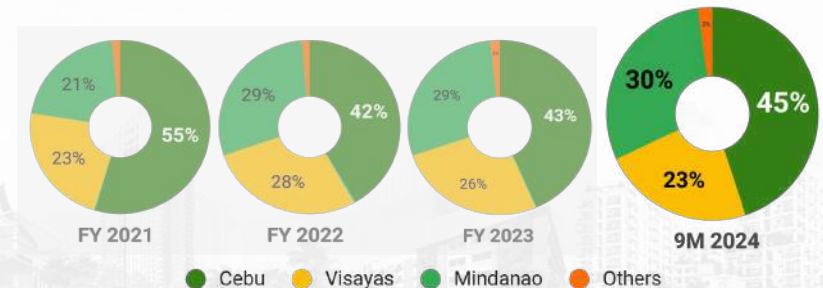
MARKET (Realized Revenue)

Strongly driven by economic housing



LOCATION (Realized Revenue)

Cebu continues to be the main driver in terms of location

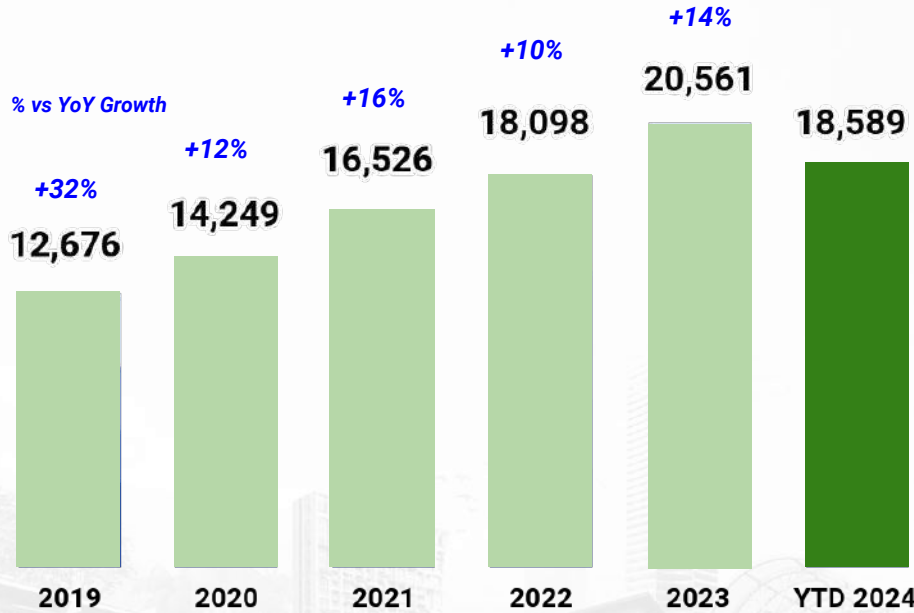


Dual Focus on Launches and Project Development

Reservation sales reached P18.6Bn

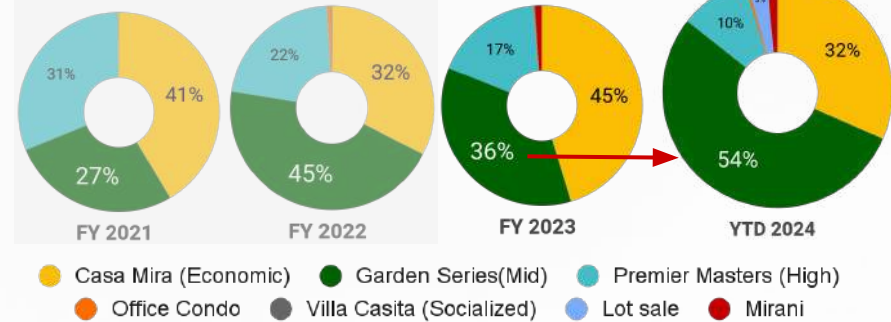
RESERVATION SALES

(PHP IN MILLIONS)



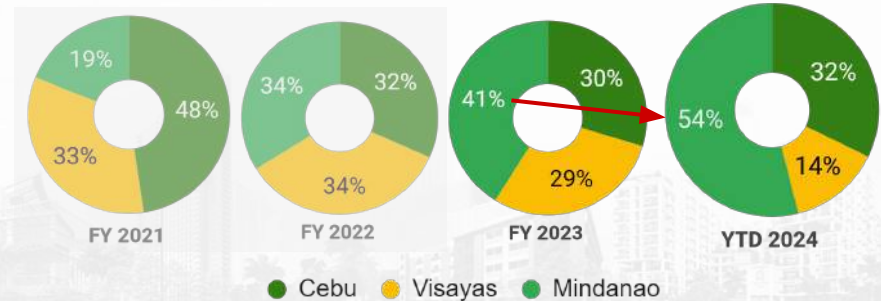
MARKET (Reservation Sales)

Garden Series projects gain sales momentum



LOCATION (Reservation Sales)

Strengthening foothold outside Cebu

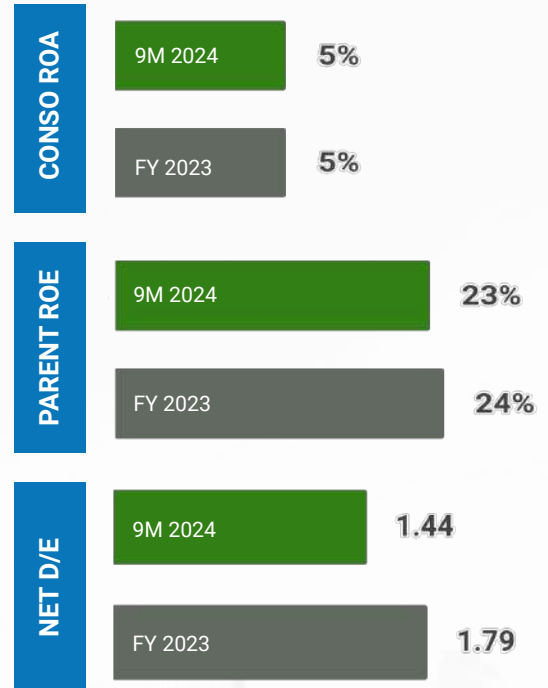


Solid and Stable Financial Position

Net D/E ratio improved to 1.44

Anchored by Improving profitability and preferred shares offer

(₱ IN MILLIONS)	As of Sep 30, 2024	As of Dec 31, 2023	Movement In Php	Movement %
Cash	2,448	914	1,534	168%
Accounts Receivables	11,590	2,249	9,341	415%
Contract Assets	41,276	45,094	(3,818)	(8%)
Real Estate Inventories	14,542	18,693	(4,151)	(22%)
Investment properties	17,338	18,334	(996)	(5%)
Other Current Assets	8,004	6,498	1,506	23%
Other Non-current Assets	11,562	10,304	1,258	12%
Total Assets	106,759	102,086	4,673	5%
Interest Bearing Liabilities	48,993	47,137	1,856	4%
Other Liabilities	25,466	29,153	(3,687)	(13%)
Total Liabilities	74,459	76,290	(1,831)	(2%)
Capital - Common	5,237	5,237	0	0%
Capital - Preferred	4,280	0	4,280	100%
Treasury shares	(733)	(733)	0	0%
Revaluation reserves - net	(18)	(18)	0	0%
Retained earnings	13,580	11,966	1,615	13%
Non Controlling Interest	9,954	9,345	609	7%
Total Equity	32,301	25,797	6,504	20%
Total Liabilities and Equity	106,759	102,086	4,673	5%



Treasury Shares. 158Mn shares

Dividends. Cumulative dividends paid amount at P3.1 Bn (2018-2024)

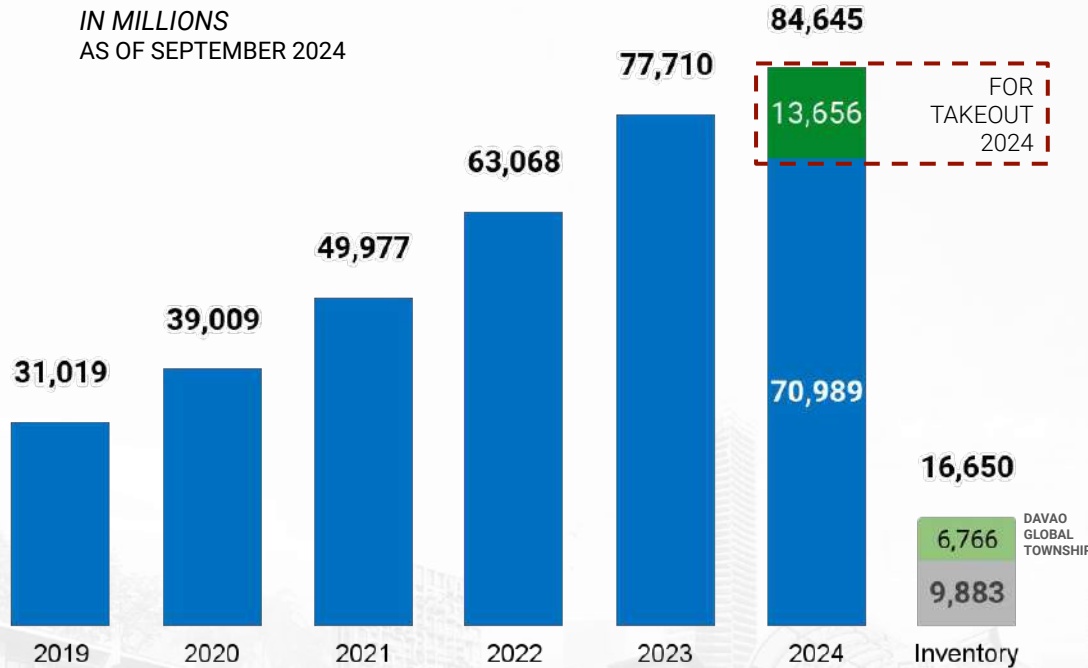
Steadily Increasing Future Collectibles From High Quality Home Buyers

P84.6Bn in receivables with 13.6 Bn due for takeout in 2024

OUTSTANDING RECEIVABLES

IN MILLIONS

AS OF SEPTEMBER 2024



2.58% Current Delinquency Rate

4.31% Cancellation Rate

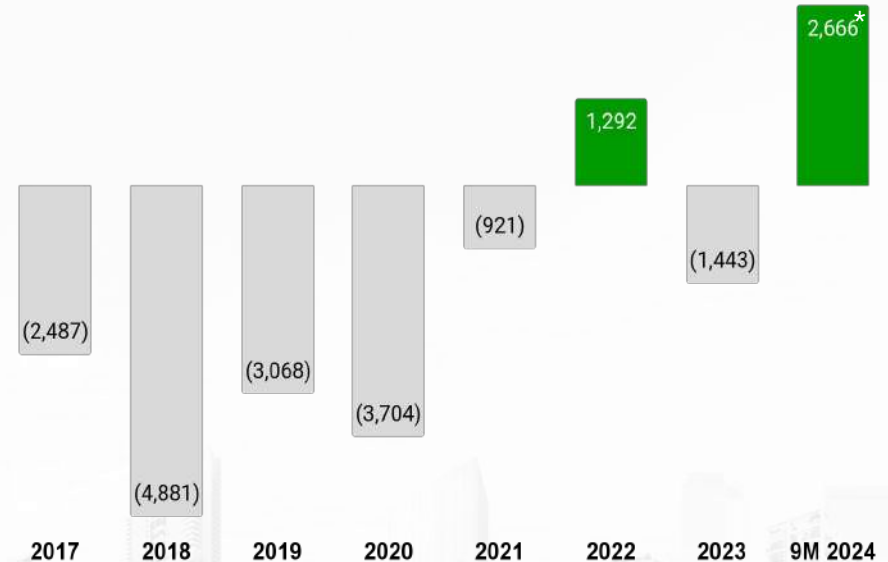
97% Sales Recovery as of the Period

Dual Focus Strategy Generating Resilient Operating Cash Flow

Achieving operating cash inflow for 9M 2024

Amounts in millions	9M 2024	9M 2023	Movement in Ph
Operating Income before WC			
Changes	5,352	4,720	632
Changes in working capital	(2,183)	(5,237)	3,054
Tax paid	(503)	(291)	(212)
Operating Cash Flow	2,666	(808)	3,474
Acquisitions	(1,373)	(1,511)	139
Investment Properties	(2,273)	(1,247)	(1,025)
Others	(489)	(19)	(470)
Investing Cash Flow	(4,134)	(2,777)	(1,357)
Net Proceeds from Loan availment	1,744	5,085	(3,341)
Preferred Shares Issuance	4,280	-	4,280
Interest Paid	(3,022)	(1,587)	(1,436)
Financing Cash Flow	3,002	3,498	(496)
Total Cash Flow	1,534	(87)	1,621
Cash Beginning	914	1,435	(521)
Cash Balance	2,448	1,348	1,100

Historical Operating Cash Flow In Millions



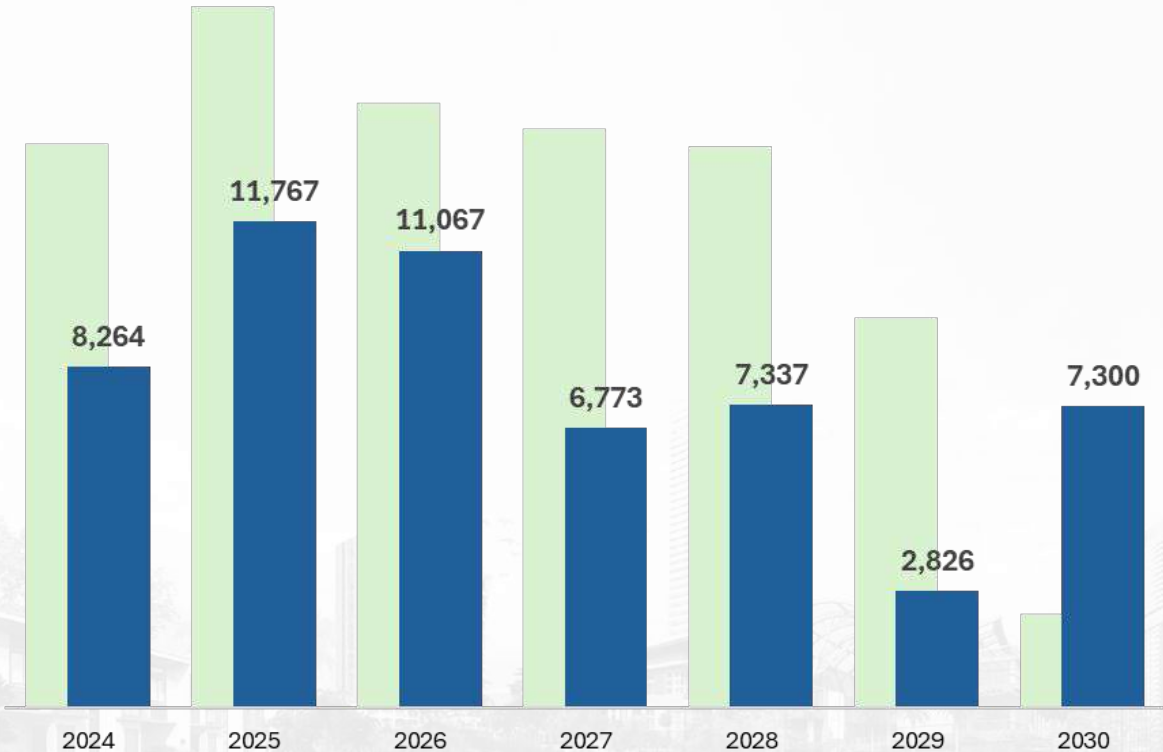
Revised Nov 13 post-earnings call*

Debt Maturity will be Significantly Covered by our Receivables Collection

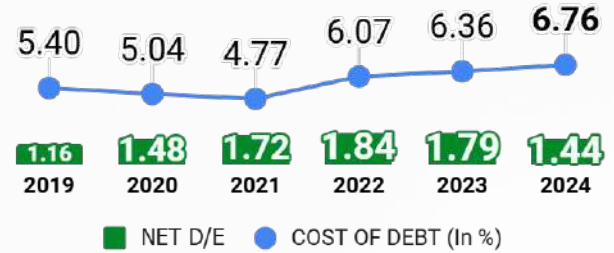
P85Bn to collect vs outstanding debt of P49Bn

DEBT MATURITY PROFILE

AR Collections ■ Debt

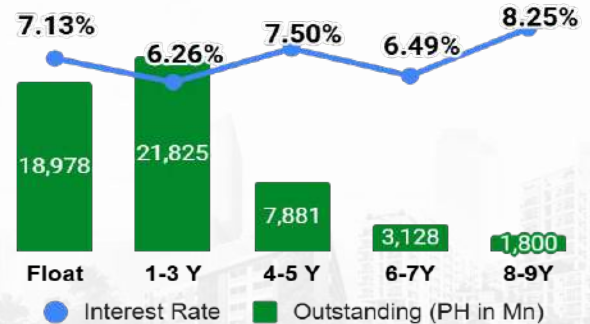


COST OF DEBT & NET D/E



FLOAT AND FIXED O/S LOANS AND RATES

Fixed - 65%, Float - 35%



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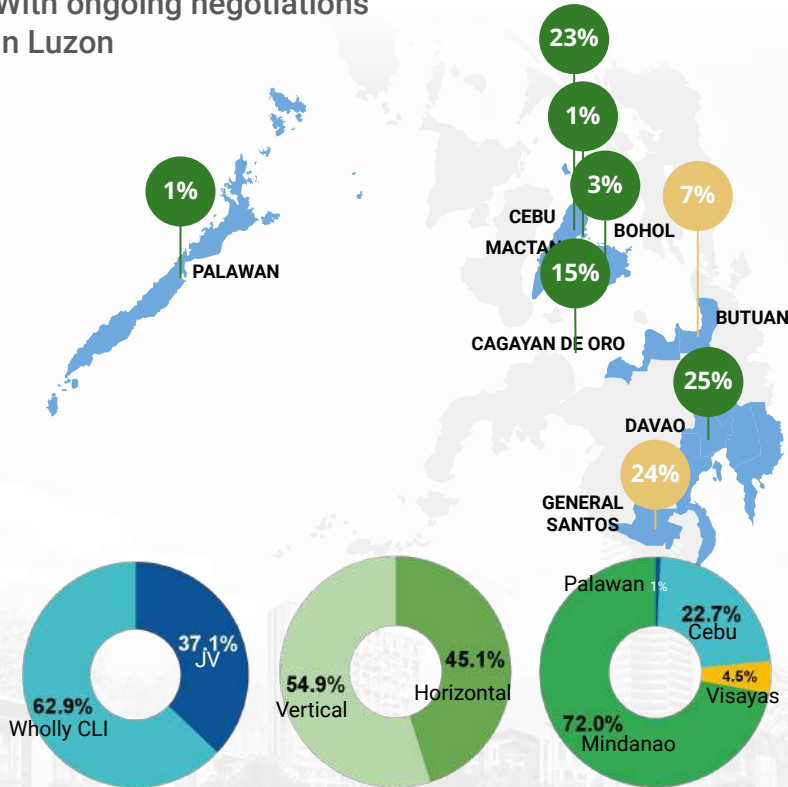
03

SIGNIFICANT
MILESTONES

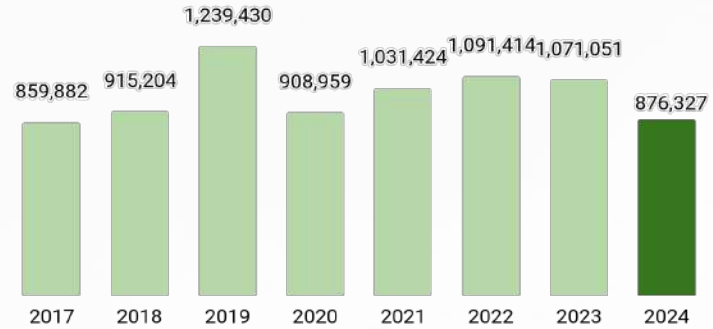
Expanding Horizon Beyond Core Markets

87 hectares of landbank with 48 hectares in the immediate pipeline

With ongoing negotiations in Luzon



STRATEGIC LANDBANK (IN SQ.M)



₱10 Bn
LAND VALUE

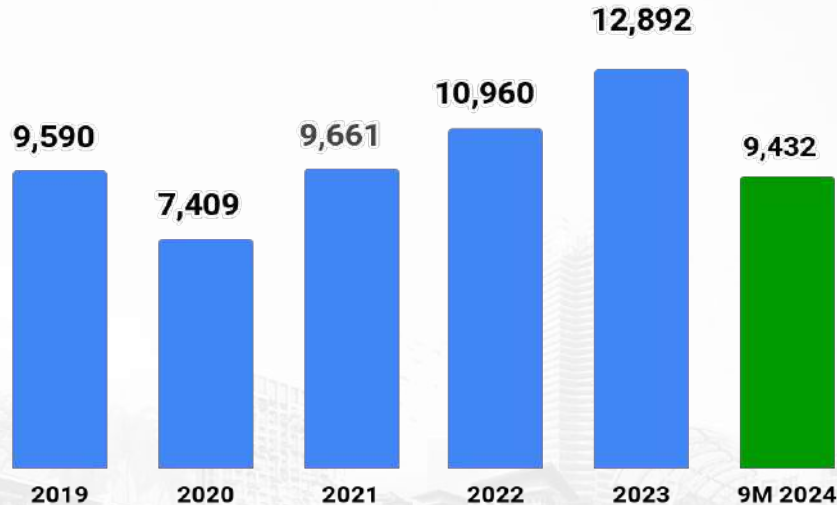
26.8 Ha
DEVELOPED

47.7 Ha
FOR ACQUISITION

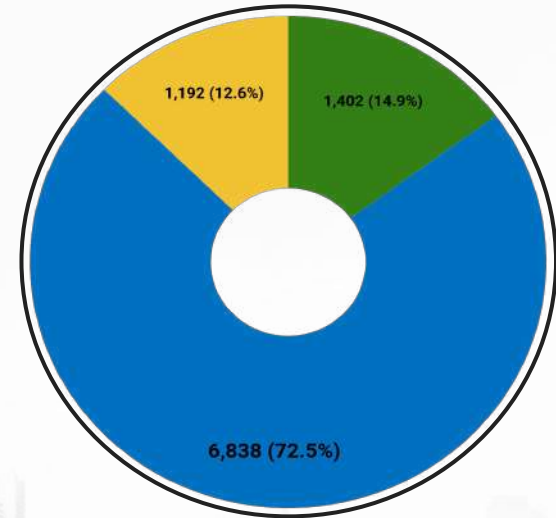
Capital Expenditures Aligned with Target Spending

P9.4Bn in CAPEX mostly for property development

CAPITAL EXPENDITURE (₱ IN MILLIONS)



CAPEX SPENDING



- Lot Acquisition
- Residential Development
- Investment Property

Expanding Residential Offering while Setting Groundwork for Recurring Business

124 Projects to Date (+4 newly launched)



95

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.



9% ↑

₱13.81 billion real estate sales revenue ¹



96%

Sold out units across all stages



₱8.23 Bn

Project Sales value launched

¹ Growth for the nine months ending September 30, 2024 vs September 30, 2023

Healthy Consolidated Sell Out Rate of 96%

99 Property-For-Sale Projects Across Various Stages of Development

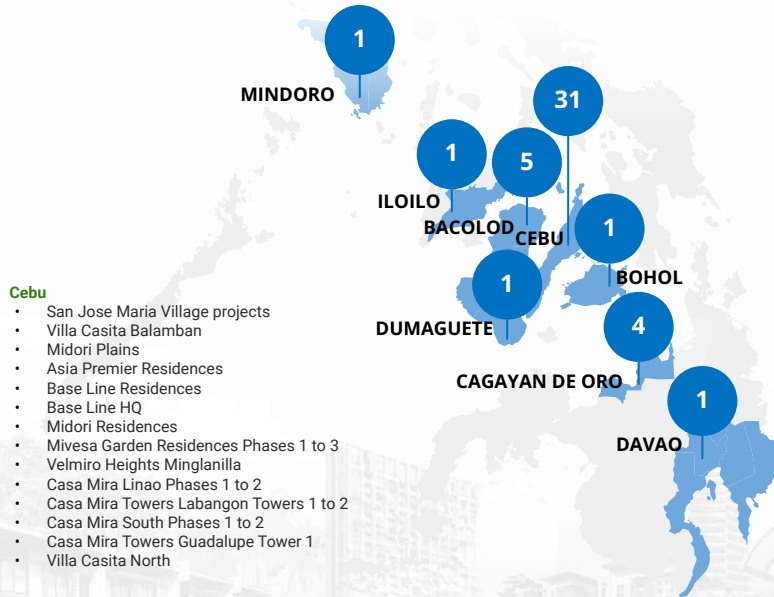
	PROPERTY FOR SALE PORTFOLIO	COMPLETED	ONGOING CONSTRUCTION	NEW LAUNCHES*
NO. OF PROJECTS	99	45	48	6
TOTAL UNITS	39,912	16,278	21,385	2,249
TOTAL PROJECT VALUE	₱137.52 Bn	₱45.10 Bn	₱80.72 Bn	₱11.70 Bn
LAND AREA	245.05 Ha	142.17 Ha	76.91 Ha	25.97 Ha
% SOLD	96%	98%	96%	89%
UNITS SOLD	38,377	15,932	20,437	2,008
TOTAL SALES VALUE	₱127.63 Bn	₱42.70 Bn	₱72.21 Bn	₱10.72 Bn

*Pertains to launches in the past 12 months

Real Estate Sales

Completed Projects

45 COMPLETED PROJECTS WITH **142.17** HECTARES,
16,278 UNITS WORTH **₱45.10 Bn** SALES VALUE AS OF 9M 2024,
98% SOLD **15,932** UNITS WORTH **₱42.70 Bn** IN SALES VALUE



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



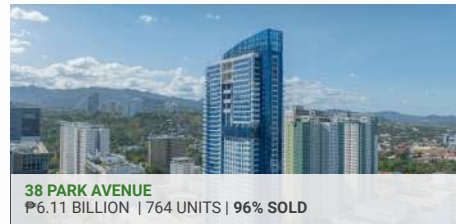
MESAVERTE RESIDENCES T1-T3 (CDO)
 ₱2.0 Bn | 798 UNITS | 99% SOLD



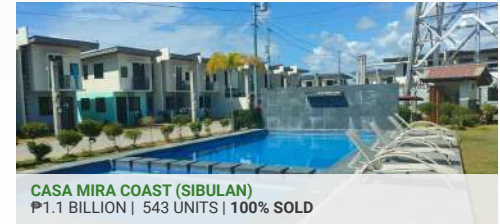
CASA MIRA ILOILO
 ₱3.3 BILLION | 1,109 UNITS | 97% SOLD



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



38 PARK AVENUE
 ₱6.11 BILLION | 764 UNITS | 96% SOLD



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



VELMIRO GREENS BOHOL
 ₱748 MILLION | 204 UNITS | 99% SOLD

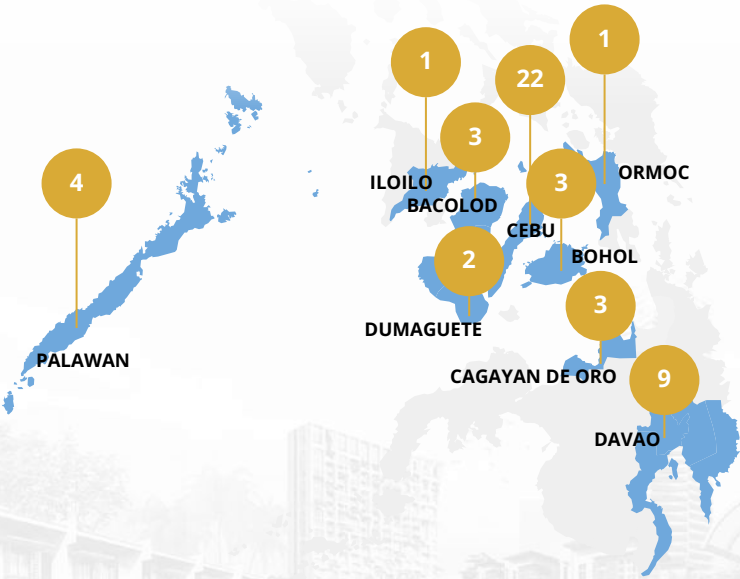


MESATIERRA GARDEN RESIDENCES (DAVAO)
 ₱1.9 Bn | 677 UNITS | 99% SOLD

Real Estate Sales

Construction in Progress

48 PROJECTS IN PROGRESS WITH **76.91** HECTARES,
21,385 UNITS WORTH **₱80.72 Bn** SALES VALUE AS OF 9M 2024,
96% SOLD **20,437** UNITS WORTH **₱72.21 Bn** IN SALES VALUE



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



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



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



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

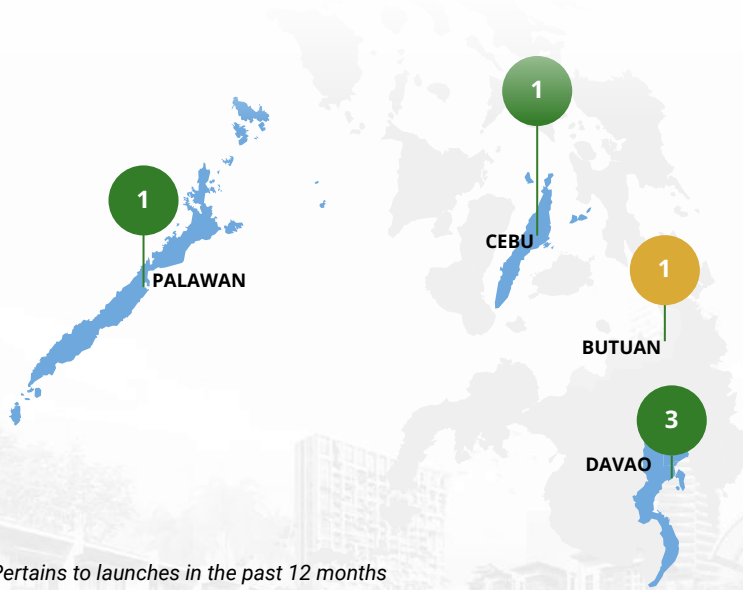


ONE PARAGON PLACE
 ₱2.1 BILLION | 554 UNITS | 99% SOLD

Real Estate Sales

Recent Launches*

6 RECENTLY LAUNCHED PROJECTS WITH **25.97** HECTARES,
2,249 UNITS WORTH **₱11.70 Bn** SALES VALUE AS OF 9M 2024,
89% SOLD **2,008** UNITS WORTH **₱10.72 Bn** IN SALES VALUE



*Pertains to launches in the past 12 months

VELMIRO HEIGHTS CONSOLACION PH1 DEC 2023
 ₱1 BILLION | 156 UNITS | 99% SOLD

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

MINDARA RESIDENCES JULY 2023
 ₱2.6 BILLION | 546 UNITS | 100% SOLD

EXPANSION AREA

CASA MIRA HOMES BUTUAN MARCH 2024
 ₱2.65 BILLION | 676 UNITS | 84% SOLD

WE ARE
SOLD OUT

Record-breaking sales performance of CLI as
 Velmiro Heights Davao was sold out in 2 days.

VELMIRO HEIGHTS DAVAO JUNE 2024
 ₱2.7 BILLION | 362 UNITS | 100% SOLD

NEW CLI PRODUCT LINE

MIRANI STEPS DANA O JULY 2023
 ₱464 MILLION | 215 UNITS | 100% 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.



41K SQM

in GLA completed



110K SQM

in GLA the next 3 years



47% ↑

Revenue from leasing growth ¹



70K SQM

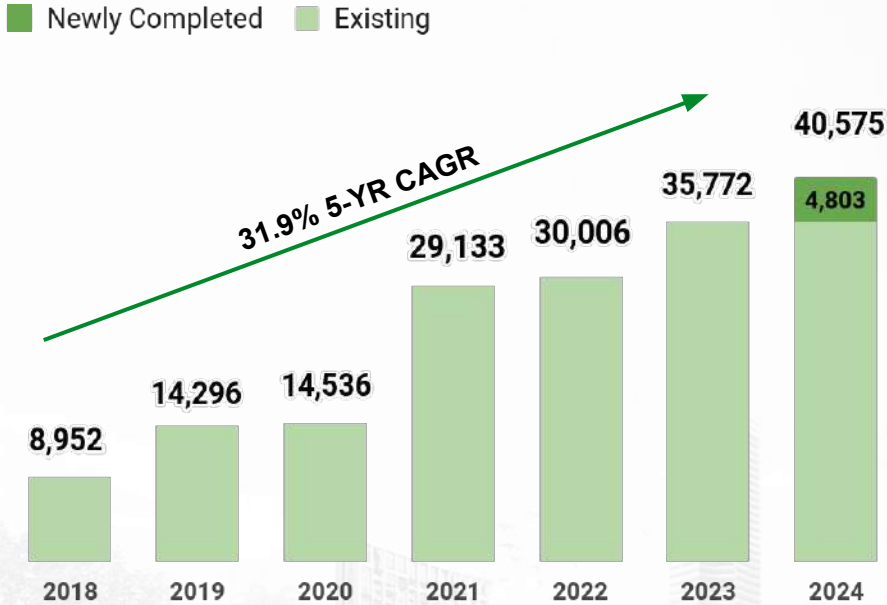
in GLA under construction

¹ Growth for the nine months ending September 30, 2024 vs September 30, 2023



Leasing Footprint Expansion To Add Distinct Flavor on our Projects

GLA at 41k sqm (+4,800 sqm new leasable space)



▣ Increase in Leasable area from DGT retail pads

Improving Tenant Mix with Notable Additions



Seattle's Best Coffee at DGT



Dean & DeLuca at 38 Park Avenue

HOTEL AND RECREATIONAL DEVELOPMENT

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



530

Rooms completed



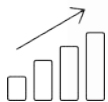
1,198

Room keys under construction



10

Projects in portfolio



52% ↑

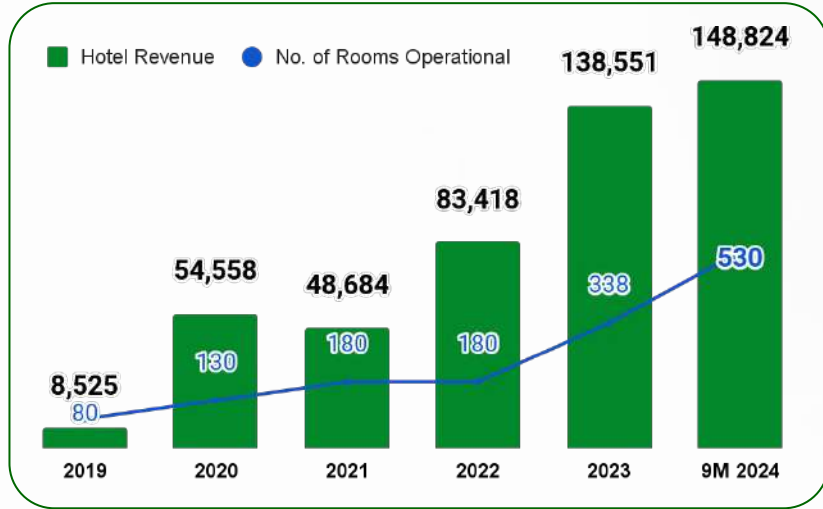
Hospitality revenue growth ¹

¹ Growth for the nine months ending September 30, 2024 vs September 30, 2023



CLI Hospitality Group Capitalizing on Thriving Regional Tourism

4 operational hotels (+3 new grand launches)



OPENING OF 3 NEW HOTELS POISED TO DRIVE FUTURE HOSPITALITY REVENUE GROWTH



HOSPITALITY PROJECTS SET TO COMPLETE BY THE END OF 2024



citadines
Paragon Davao
IN THE PARAGON DAVAO
263 Rooms
To be completed by 2024



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

ESTATES AND TOWNSHIPS

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



121

Hectares of land for development



3

Master-planned communities



10

Mixed-use projects in portfolio



4K^{SQM}

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



DGT Development Activities in Full Swing



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 & Pavillon

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FINANCIAL
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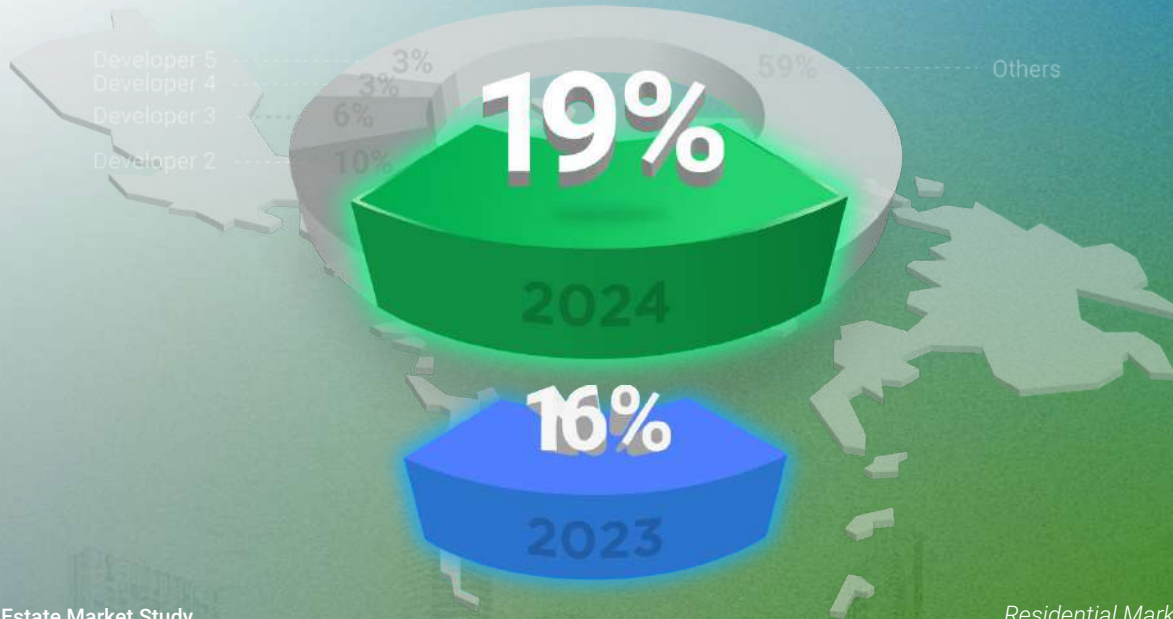
BUSINESS
UPDATES

03

SIGNIFICANT
MILESTONES

Strengthening VisMin Leadership

#1 Developer in VisMin with 19.3% Market Share



Real Estate Market Study
H2 - H1 2024

Residential Market Share in VisMin based on Net Sales
Others - Includes all other developers outside of the Top 5

Multi-Awarded Developer

Pursuing excellence by building a legacy of trust, real estate expertise, responsible development, and good governance



**PropertyGuru
Philippine Property Awards 2024**

Best Developer in Mindanao

- Best Affordable Condo Architectural Design (Casa Mira Towers Guadalupe)
- Best Affordable Condo Development in Metro Cebu (Mirani Steps Danao)
- Best Housing Development in Visayas (Velmiro Greens Bohol)
- Best Co-living Space (lyf Cebu City)

- Highly Commended - Best Housing Development in Metro Cebu (Velmiro Heights Consolacion)
- Highly Commended - Best Housing Development in Metro Davao (Casa Mira Homes Davao)
- Highly Commended - Best Condo Development in Metro Davao (the East Village at DGT)
- Highly Commended - Best Housing Development in Mindanao (Casa Mira Homes Butuan)
- Highly Commended - Best Hotel Development (Citadines Bacolod City)



BCI Asia Awards 2024 - Philippines
One of the Top 10 Developers in the Philippines



**ACGS Golden Arrow Awards
for Good Governance**
2-Golden Arrow Award as Top-performing publicly-listed company in the Philippines under the 2023 ACGS

OTHER AWARDS

World Business Outlook Awards

- Leading Real Estate Company in the Philippines 2024
- Most Customer-Centric & Community-Focused Organization in the Philippines 2024
- Leading Innovator in Real Estate in the Philippines 2024

Asia-Pacific Silver Stevie Awards

- Innovative Achievement in Corporate Social Responsibility

ACES Awards

- Sustainability Rising Star Award 2024

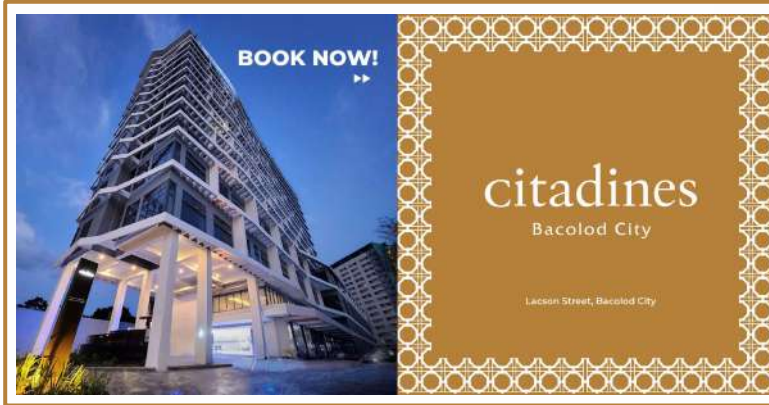
CLI Welcomes Insular Life

The 1st Corporate Locator in Davao Global Township



Grand Launch of 3 New Hotels

Citadines Bacolod City: CLI's first hotel outside Cebu City and the largest hotel in Bacolod

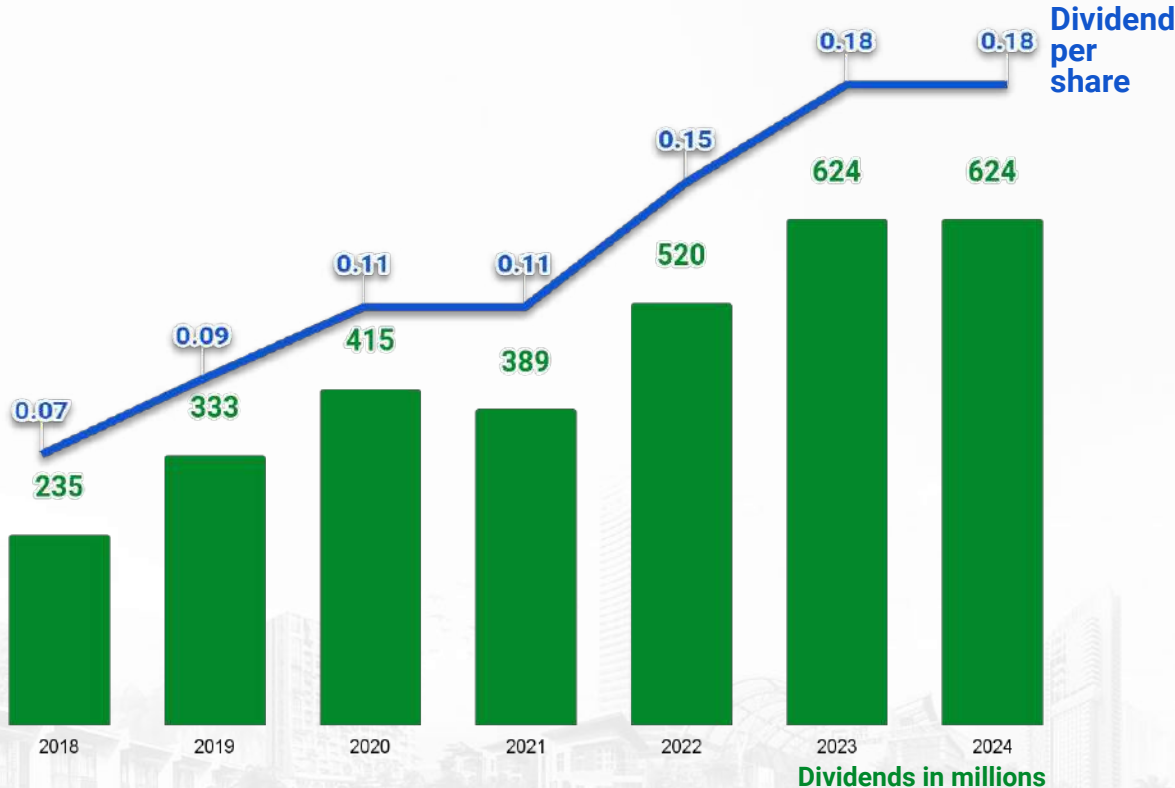


A 200-room development, choose from 4 different rooms that overlook the Bacolod Skyline that make every stay a symphony of smiles. The hotel also has an infinity pool, 5 F&B options, a 650-capacity grand ballroom, and meeting rooms.



Growing Shareholder Value

Distributed ₱3.14 billion in dividends since 2018



2024 Dividends

₱0.15 PER SHARE

REGULAR CASH DIVIDENDS

Declaration date: March 18, 2024
 Record date: April 17, 2024
 Payment date: May 3, 2024

₱0.03 PER SHARE

SPECIAL CASH DIVIDENDS

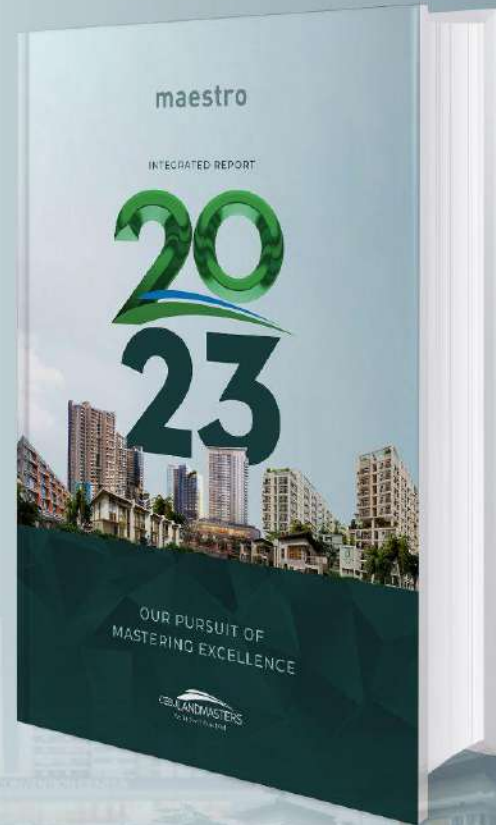
Declaration date: March 18, 2024
 Record date: April 17, 2024
 Payment date: May 3, 2024

Questions & Answers



2023 CLI INTEGRATED REPORT

Scan the QR code to view





Visit our Investor Relations website at
<https://www.cebulandmasters.com/investor-relations>

You may download the 9M 2024 presentation materials and
Financial Reports by scanning the QR codes below.

Presentation
Materials



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