

CEZA FACTS AND FIGURES

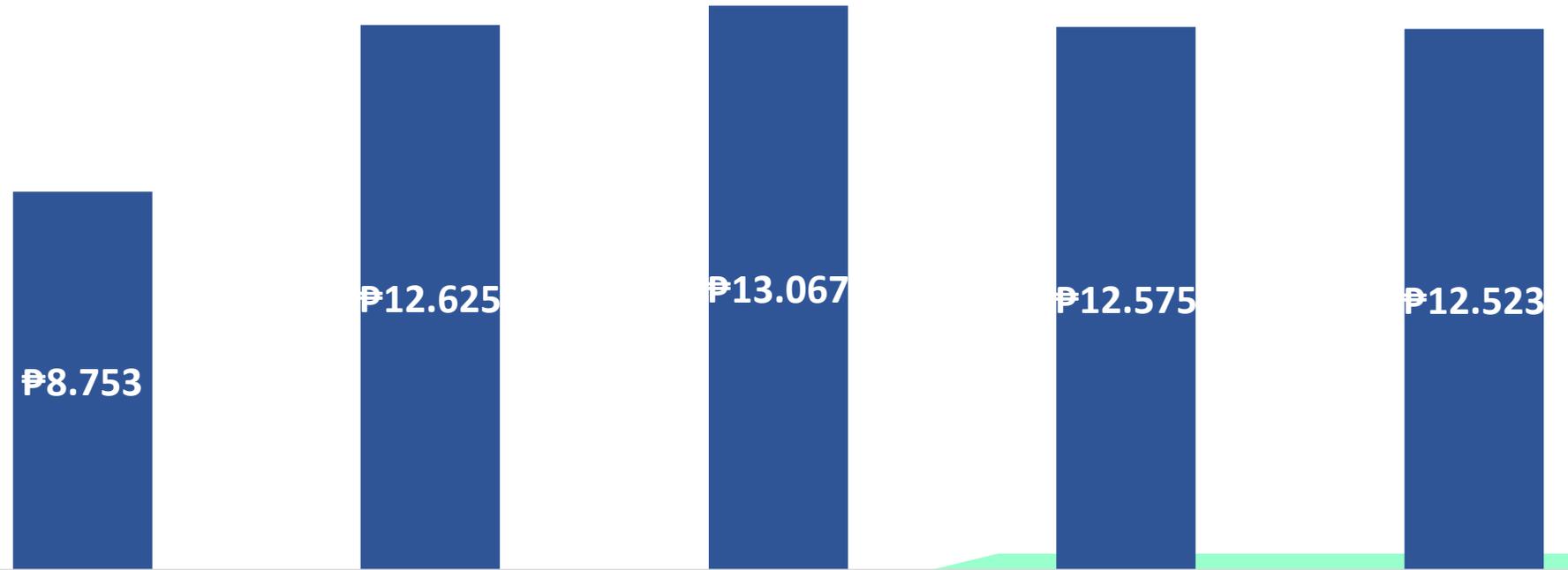
Five-Year Historical Trend

2017-2021



CAPITAL INVESTMENTS

(in billion pesos)



2017

2018

2019

2020

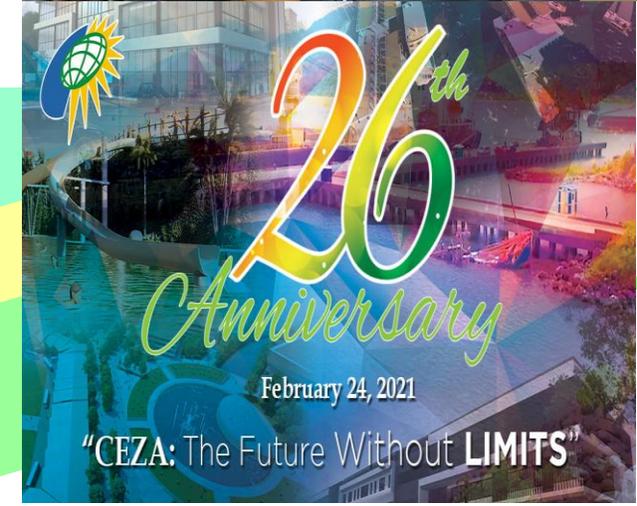
2021

As of 1st Q

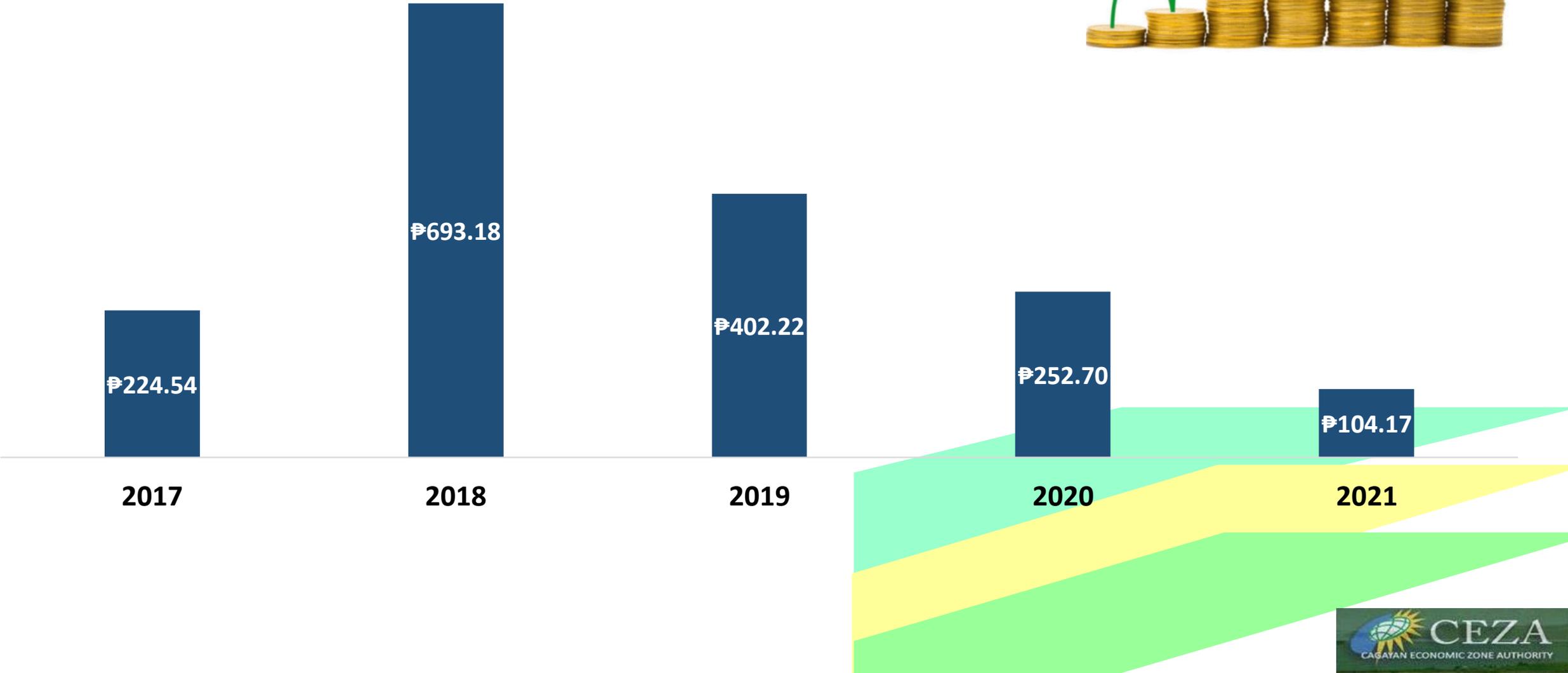


CAPITAL INVESTMENTS (in billion pesos)

- Since the take-over of the new CEZA Administrator and CEO, Sec. Raul Lambino, in late 2017, the investment in the CSEZFP increased by 44.24% in year 2018 vis-à-vis from the year 2017 amounting to P 3.87 billion, from P 8.753 billion in 2017 to P 12.625 billion in 2018.
- Increased in capital investments in the CSEZFP was mainly with new focus on the offshore financial technology solutions enterprises (fintech) and offshore virtual currency exchanges (OVCE) which registered an immediate 29 locators in 2018.
- An increased was even registered in year 2019 but slightly slowed down starting year 2021 to date due to occurrence of global pandemic.
- If not for the global pandemic, CEZA would have been at the forefront destination as an economic hub in the North which would have been coincided with the completion of the necessary infrastructure projects.



ANNUAL REVENUES (in million pesos)

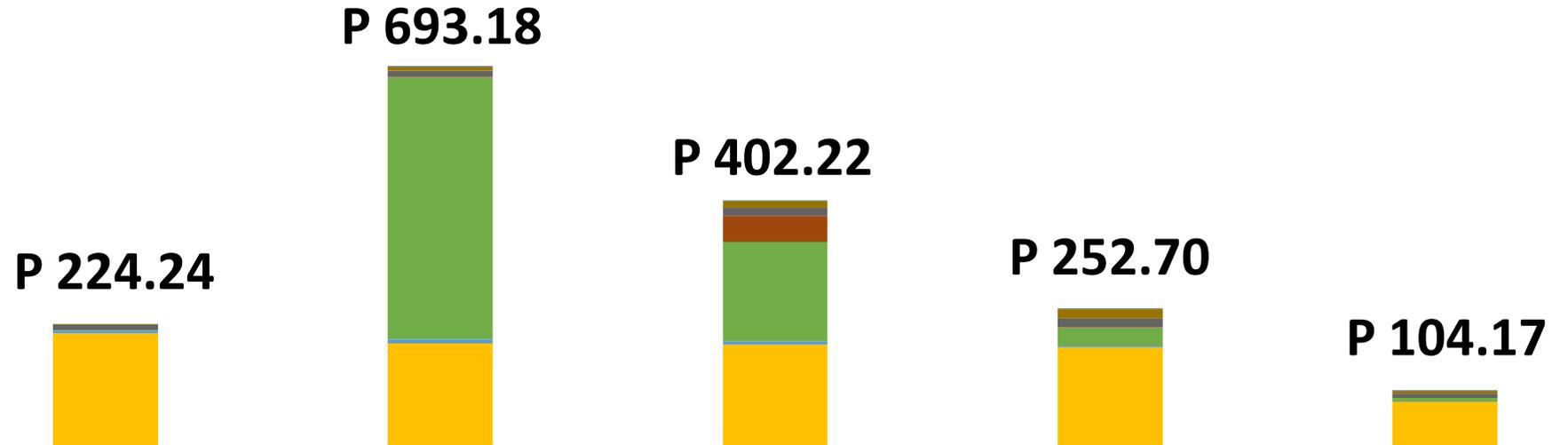




ANNUAL REVENUES (in million pesos)

- **With the increased in investments in CSEZFP in year 2018 vis-à-vis 2017, the annual revenues also increased by three-folds on the same period, from P 224.54 million in 2017 to P 693.18 in 2018.**
- **A respectable amount of revenue generated in 2019 due to the additional entry of offshore financial technology solutions enterprises (fintech) and offshore virtual currency exchanges (OVCE) which increased from 29 in 2018 to 50 accumulated registrants in 2019. Awaiting the completion of infrastructure projects for the transfer of operation of all the registered locators in the CSEZFP. Further, the decreased was also exacerbated with the transfer of regulation of inter-active online gaming to Philippine Amusement and Gaming Corporation (PAGCOR) through an Executive Order (EO).**
- **Due to the effect of COVID-19 global pandemic, revenue streams were drastically decreased starting year 2020. This is in similar trend with the companies in global and national context.**

ANNUAL REVENUES (in million pesos)



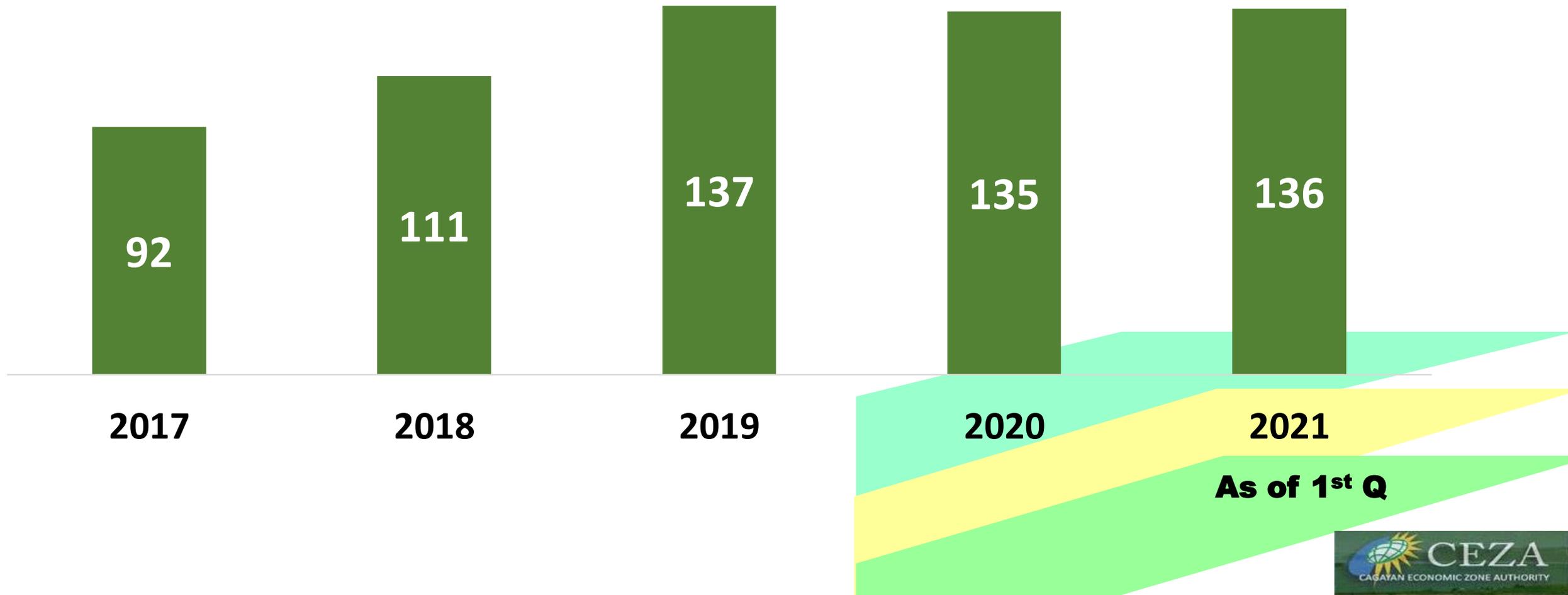
	2017	2018	2019	2020	2021
Other Business Income	₱0.00	₱0.15	₱1.24	₱0.48	₱1.00
Seaport System Fees	₱1.06	₱7.48	₱12.36	₱17.71	₱5.01
Rent/Lease Income	₱9.28	₱11.33	₱14.05	₱16.04	₱7.56
Sewerage/Garbage Fees	₱0.08	₱0.38	₱48.00	₱0.52	₱0.01
Service Income	₱0.00	₱0.00	₱0.00	₱0.00	₱0.00
Processing Fees	₱1.16	₱476.13	₱180.83	₱33.79	₱6.42
Passport, Visa and Application Fees	₱5.33	₱7.27	₱5.72	₱1.70	₱1.02
Licensing Fees	₱207.36	₱189.87	₱187.13	₱182.13	₱82.91
Clearance and Certification Fees	₱0.00	₱0.00	₱0.00	₱0.00	₱0.01
Registration Plates, Tags and Sticker Fees	₱0.00	₱0.00	₱0.00	₱0.00	₱0.03
Permit Fees	₱0.24	₱0.37	₱0.40	₱0.52	₱0.04

As of 2nd Sem.

ANNUAL REVENUES (in million pesos)

- **The steady revenue streams of CEZA were consistently generated from the Licensing Fees through the years.**
- **As already previously explained, the sudden increased in revenue generated in the 2018 and spilled over in 2019 was came from Processing Fees, in particular with new business focus on Fintech / DVCE which is the business focus of the ACEO, Sec. Raul L. Lambino.**
- **Other revenue streams were respectably generated from the leases of CEZA Physical assets, Seaport operations, Passport, Visa and Application Fees, among others.**

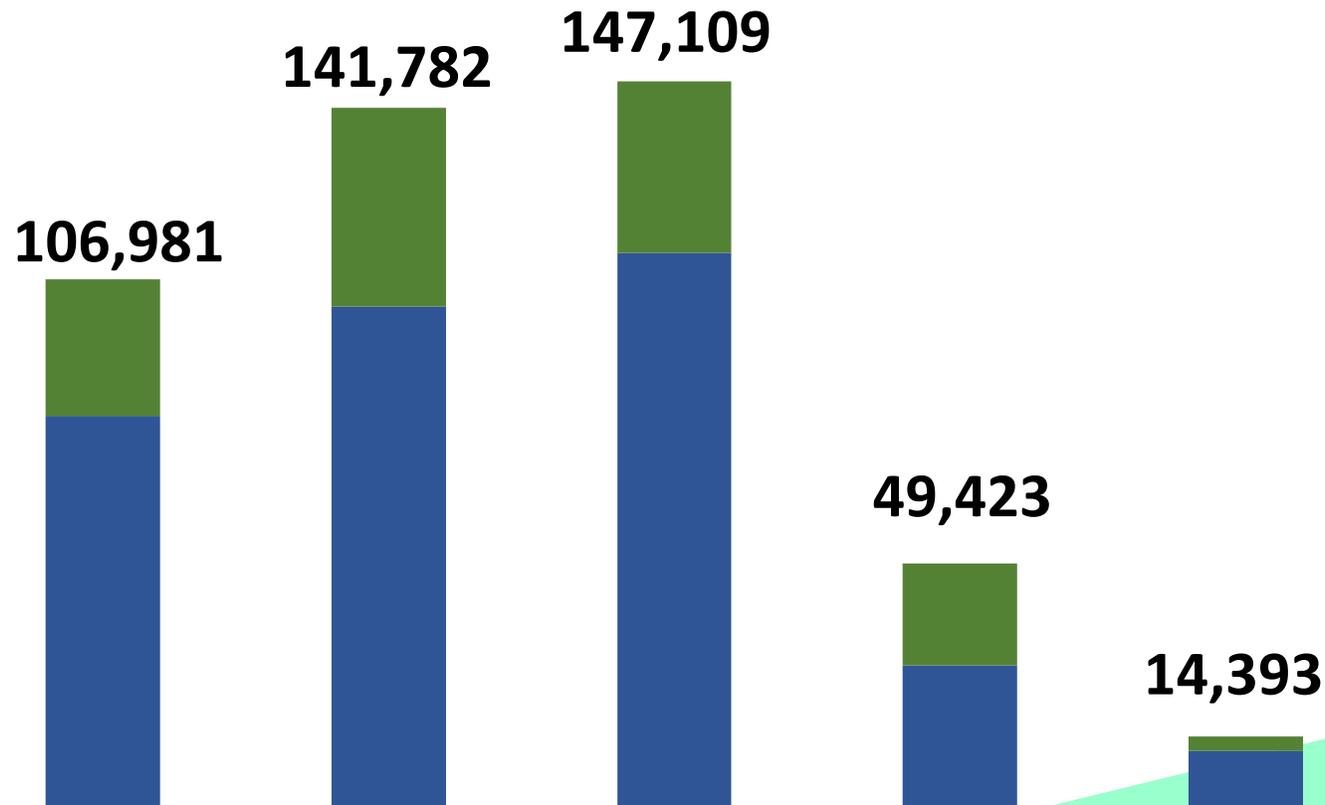
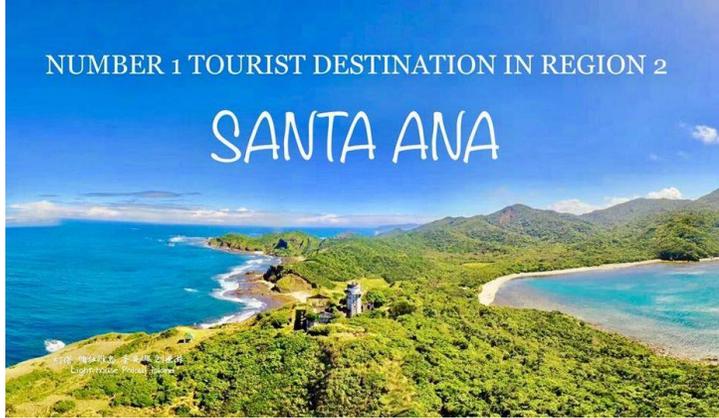
Number of Locators



Number of Locators

- The number of locators registered to have business in the CSEZFP were in steady trend. From 2017 to 2018, this was increased from 92 to 111. With the new direction of the ACEO, Sec Raul L. Lambino, this was even increased to 137 in 2019.
- Again, due to COVID-19 global pandemic, registration of new business prospects were slowed down in year 2020.
- Despite of the restrictions implemented due to COVID-19, business confidence still remain high upon awaiting the new normal to finally settle for a regular commercial activity.

TOURIST ARRIVALS

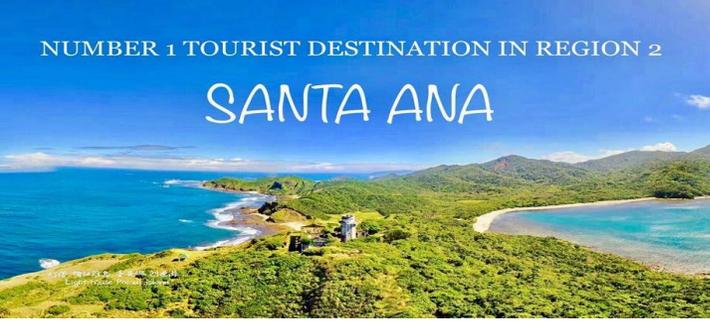


	2017	2018	2019	2020	2021
International	27,688	40,378	34,809	20,667	2,878
Domestic	79,293	101,404	112,300	28,756	11,515

As of 1st Q

Number one tourism generator in Region 2.

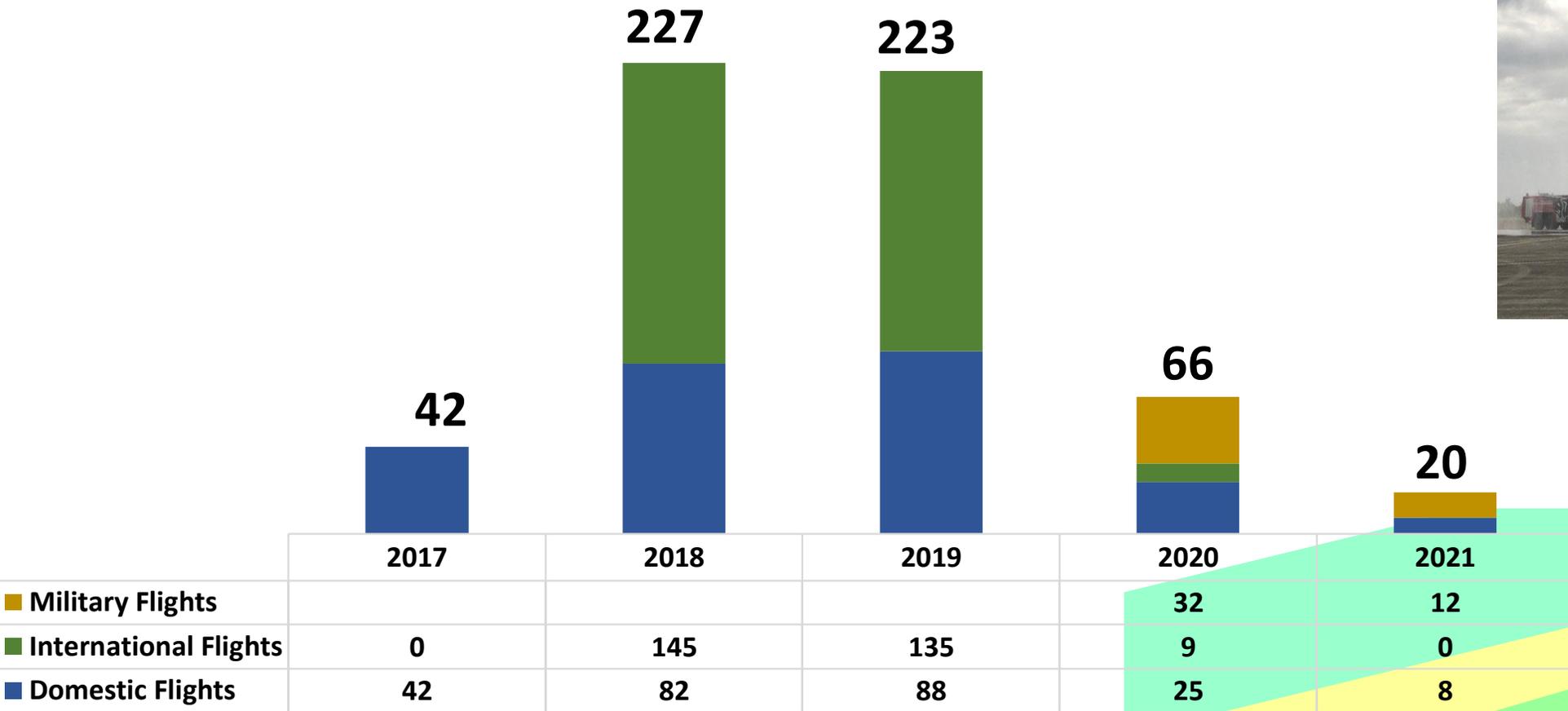
Also, touted as stand-alone tourism destination in Cagayan Valley Region (RII) per DOT-R2.



TOURISM ARRIVALS

- **Santa Ana, Cagayan is the number tourism generator Cagayan Valley Region. As also touted by Department of Tourism (DOT) – Region II, Santa Ana is considered as “stand-alone” tourism destination.**
- **True to its form, CEZA recorded an increasing trend in the number of tourist going to CSEZFP from 2017-2019. However, the trend was abruptly halted with the occurrence of COVID-19 global pandemic in year 2020.**
- **Despite of restriction, still a respectable number of tourist went to CSEZFP in year 2020 to 2021. This is a manifestation that Santa Ana is still a viable tourist destination as lockdown and restrictions loosened up in the Province of Cagayan and the whole Cagayan Valley Region.**

NUMBER OF FLIGHTS ACCOMODATED (Cagayan North International Airport)



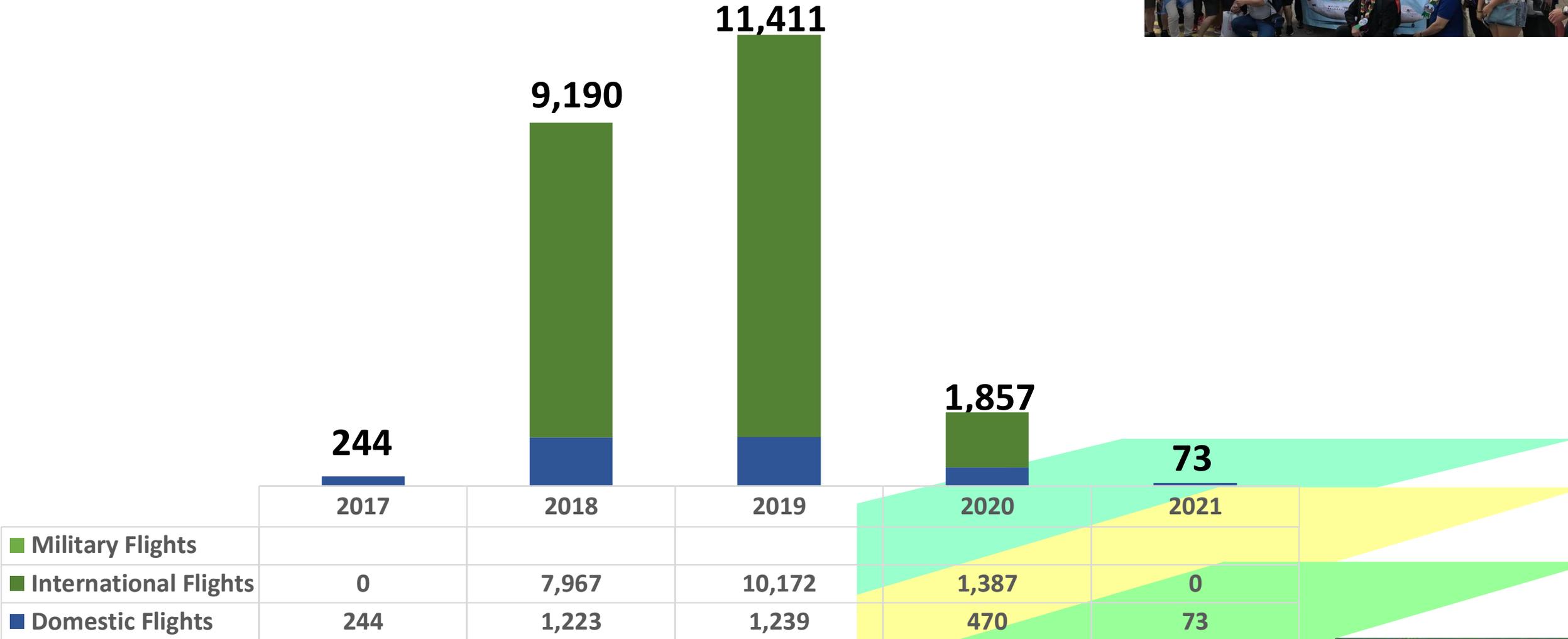
As of 1st Q



NUMBER OF FLIGHTS ACCOMODATED **(Cagayan North International Airport)**

- **With the tourism sector severely affected during the COVID-19 global pandemic, so was the aviation industry.**
- **With the opening of commercial flights in Cagayan North International Airport (CNIA) in 2018, it recorded an average 10 international flights monthly until it was ordered stopped in January 2020 due to COVID-19.**
- **Mostly who have given access were some military flights which is vital in fighting COVID-19.**

Number of Passengers (Cagayan North International Airport)



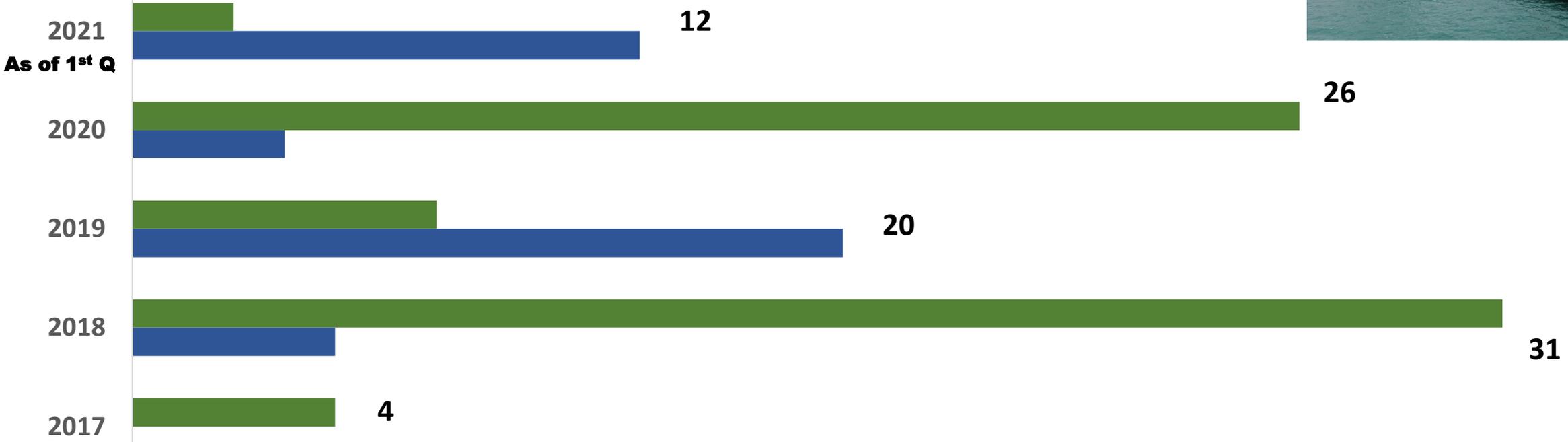
As of 1st Q



Number of Passengers (Cagayan North International Airport)

- **Since the start of commercial operation in March 2018, CNIA significantly experienced an increased in the number of accommodated passengers from just 224 in 2017, which is through chartered flights, to 3,666.39% increase in 2018 and 24.16% in 2019. It also accommodated 1,739 passengers alone for the month of January 2020 but drastically dropped to near zero starting February of the same year.**
- **With foresight of Sec. Raul L. Lambino to open CNIA for commercial operations in 2018, he also ordered a strategic temporary closure in January 2020 due to then upcoming threat of deadly corona virus.**
- **CNIA only accommodated chartered domestic flights with very strict health protocols as well as personnel of military flights which were at the forefront of fighting COVID-19.**

Port Irene Operations (Number of Ship Calls)



	2017	2018	2019	2020	2021
Foreign Vessel	4	27	6	23	2
Domestic Vessel	0	4	14	3	10

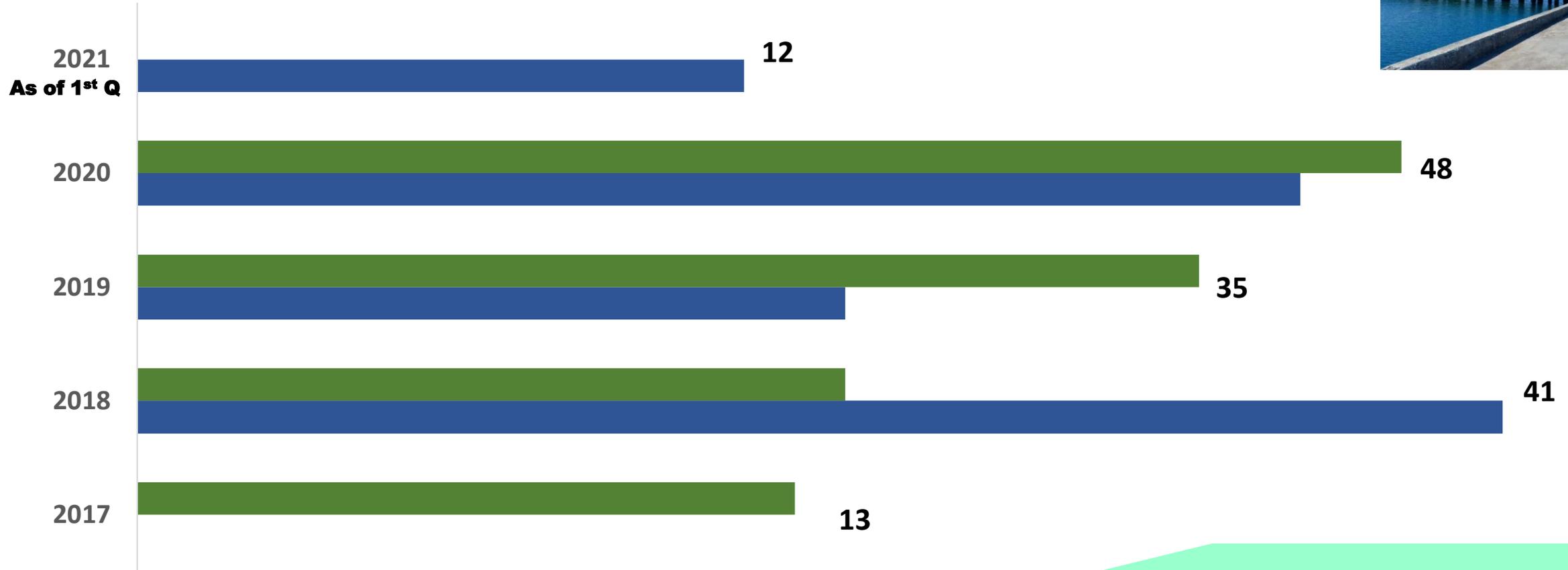
As of 1st Q



Port Irene Operations (Number of Ship Calls)

- **In these unprecedented times, the ability of shipping services to continue undisrupted to transport food, energy and medical supplies across the continents will play a critical role in overcoming this pandemic.**
- **This strategy also reflected on positive note in the operation of Port Irene in Year 2020 which have a 17% increase in number of ship call accommodated compared from the year 2019, or from 20 ship calls in 2019 to 24 ship calls in 2020.**
- **Also, it is worthy to note that 96% of the number of ship calls in 2020 came from the foreign shipment. This is a 164% increase in foreign shipment received in 2020 vis-à-vis from the year 2019.**
- **For the first quarter of 2021 alone, it already accommodated 12 shipments which is 46% of the number of ship calls accommodated in year 2020.**
- **The increase in the foreign ship calls was recorded even the Port Irene is currently on the process of retrofitting and rehabilitation.**

Port Irene Operations (Number of Cargo Throughout)



	2017	2018	2019	2020	2021
■ Transshipment	13	14	21	25	0
■ Non-Containerized	0	27	14	23	12

As of 1st Q

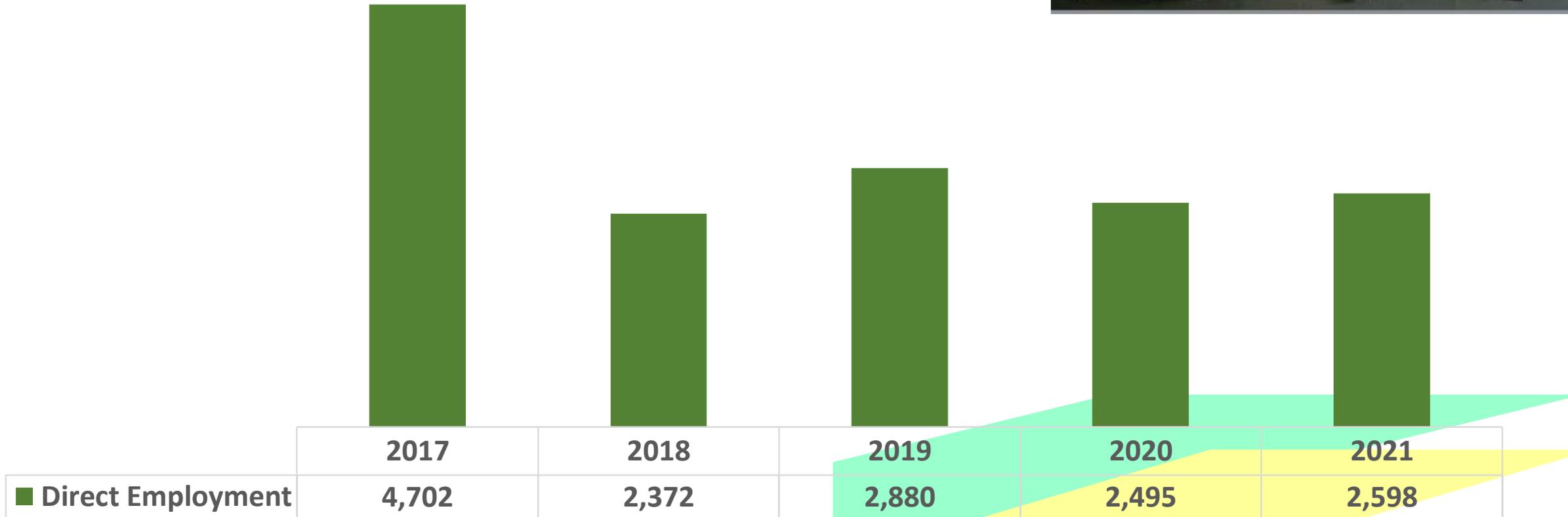


Port Irene Operations (Number of Cargo Throughout)

- **In terms of number of cargo throughout, record showed an increase in year 2020 vis-à-vis 2019, even surpassing the record in year 2018.**
- **Similar increasing trend on this segment as the shipping is the main transportation goods in this global pandemic period.**

EMPLOYMENT

(Direct Employment)



As of 1st Q



EMPLOYMENT

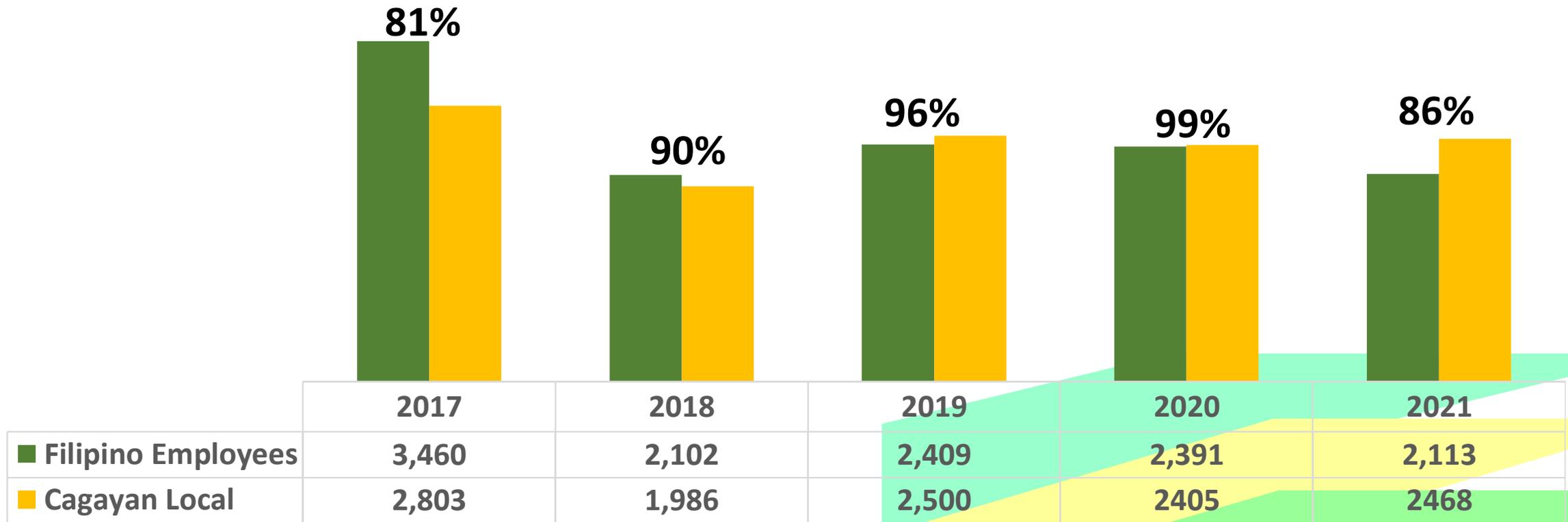
(Direct Employment)

- **Employment is one of the social aspects being felt by the people of Municipality Santa Ana and its surrounding areas.**
- **CSEZFP is the main economic driver and job generator in region.**
- **CSEZFP has a steady direct number of personnel employed by the registered locators hovering more than 2000 workers within the last 4 years.**
- **If not for pandemic, this would have been increased with the transfer of operations of other registered locators in the CSEZFP which coincided with the completion of necessary infrastructure projects.**



EMPLOYMENT

(Ratio of All Cagayan Local vs All Filipino Employed)



As of 1st Q

EMPLOYMENT

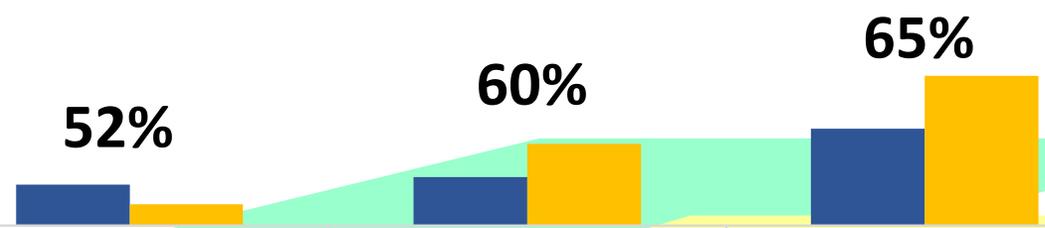
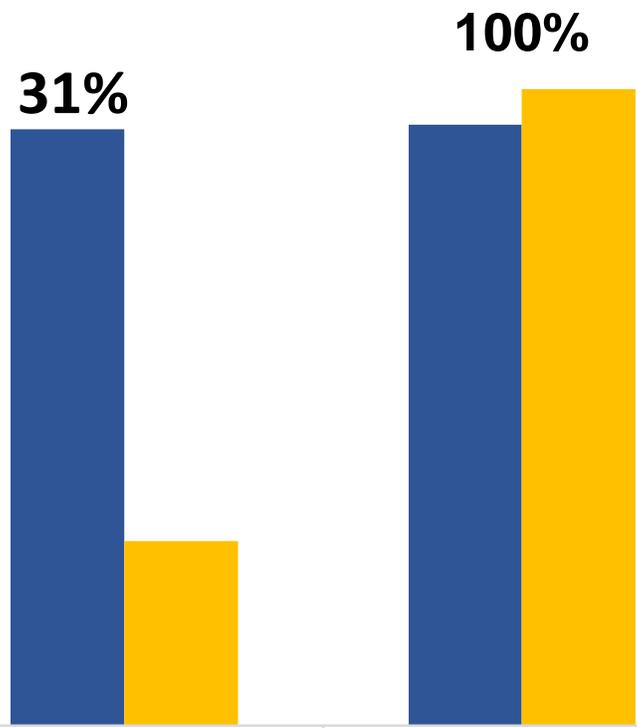
(Ratio of All Cagayan Local vs All Filipino Employed)



- On the aspect of employment, CEZA recorded that registered locators employed a very significant part of their workforce with local Cagayanos as manifested within the last five (5) years of operations
- This means that CEZA really performing its mandate to make sure that Cagayanos are benefitted with the economic activity in the freeport.
- Within the last five (5) years, record showed that registered locators employed an average 90% Cagayanos in their respective firms.

EMPLOYMENT

(Ratio of CEZA-Endorsed vs. Hired)



	2017	2018	2019	2020	2021
■ CEZA-Endorsed	1,970	1,986	137	162	321
■ Hired	610	2,102	71	270	495



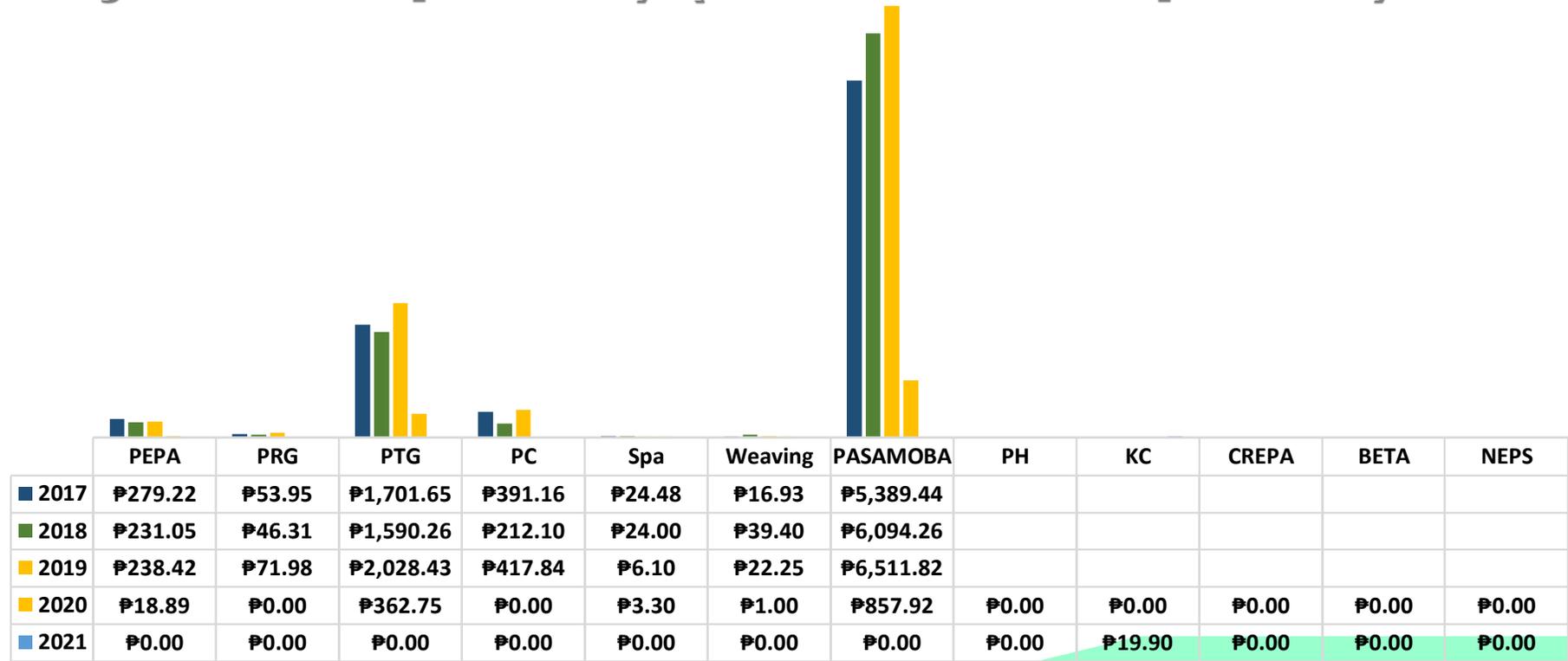
EMPLOYMENT

(Ratio of CEZA-Endorsed vs. Hired)

- **In the area of endorsement, the ratio of hired vis-à-vis CEZA-endorsed may not that consistent.**
- **Only 31% was hired vis-à-vis those endorsed by CEZA. But in year 2018, all applicants endorsed by CEZA were hired by the registered locators.**
- **However, within the last three (3) years (2019-2020), an average above 50% were hired by the locators vis-à-vis those who were endorsed.**
- **One of the reasons may be due to single need to hire personnel that know how to speak or understand the Chinese language.**

Income of the Organized Groups (Community Development) (in thousand pesos)

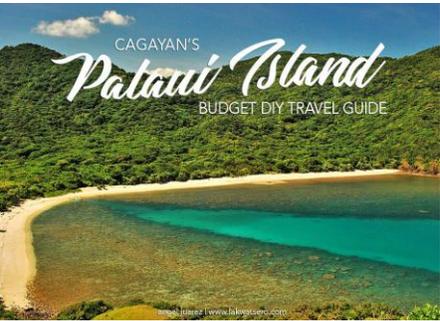
- PEPA - Palau Environmental Protectors Association
- PRG - Palau Reef Guides
- PTG - Palau Tour Guides
- PASAMOBA - Palau San Vicente Motorboat Association
- PC - Palau Catering
- PH - Palau Honey Hunters
- KC - Kulinarya de Casagan



As of
1st Q

■ 2017 ■ 2018 ■ 2019 ■ 2020 ■ 2021



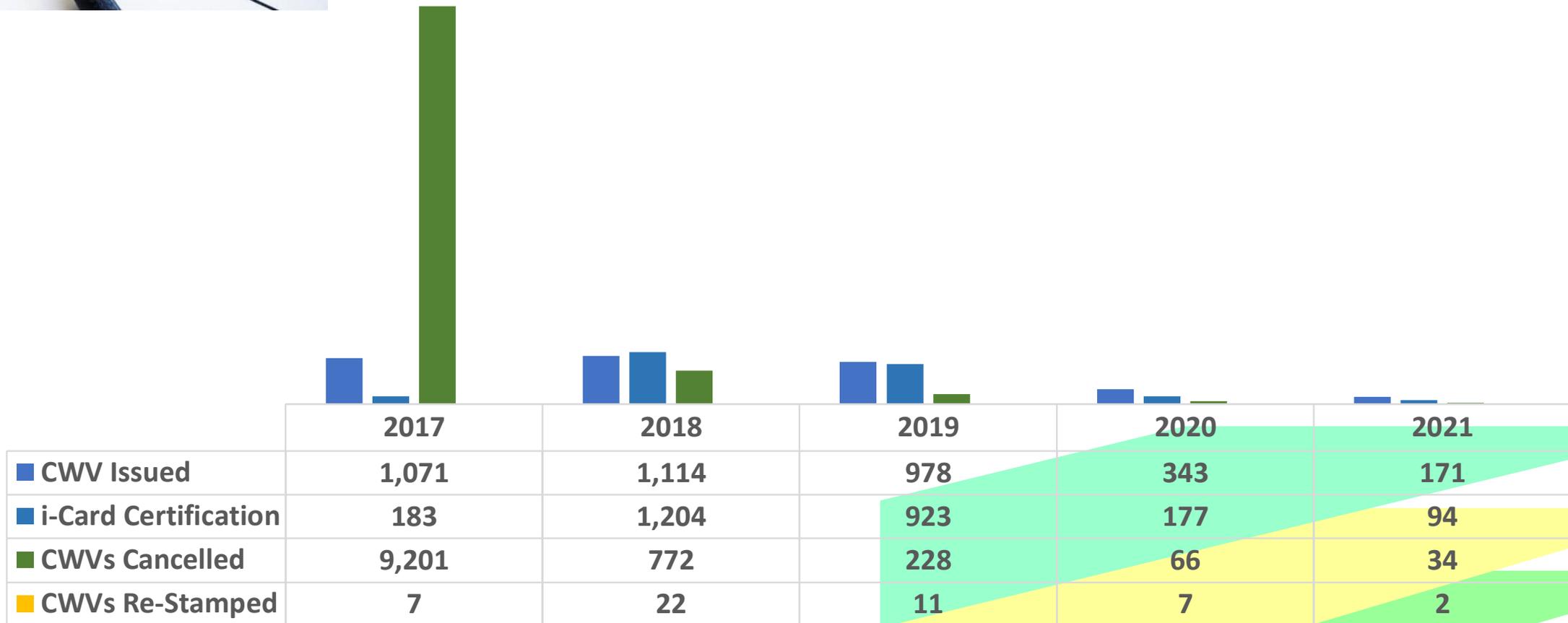


Income of the Organized Groups (Community Development) (in thousand pesos)

- **The income of the organized groups under the auspices of CEZA drastically decreased due to pandemic.**
- **Mostly, the CEZA organized groups caters tourism-based activities. All groups had steady income with the influx of tourist from the period of 2017-2019 such as PASAMOBA, PEPA, Palau Tour Guides, Palau Catering, among others. Only PASAMONA and Palau Tour Guides registered an income in million pesos.**
- **With the restrictions in Municipality of Santa Ana, this adversely affected their income generation starting 2020 of which PASAMOBA, PEPA and Palau Tour Guides registered significant earnings.**
- **More organized groups were registered in CEZA in year 2020 but only Kulinarya de Casagan recorded an income in the first quarter of 2021.**



ISSUANCE OF CEZA WORKING VISA



As of 1st Q

ISSUANCE OF CEZA WORKING VISA



- In terms of working visa, there was a sudden increase in the cancellation of working visa which may be due to the transfer of regulation of interactive online gaming from CEZA to PACGOR in year 2017.
- From 2017-2019, the average number of CWVs issued was within the 1,000 range.
- Again, due to global pandemic which restricted the entry of foreigners in the CSEZFP, a sudden decrease was recorded starting year 2020 and beyond.