2025 Annual REPORT

WATERFRONT PHILIPPINES, INCORPORATED

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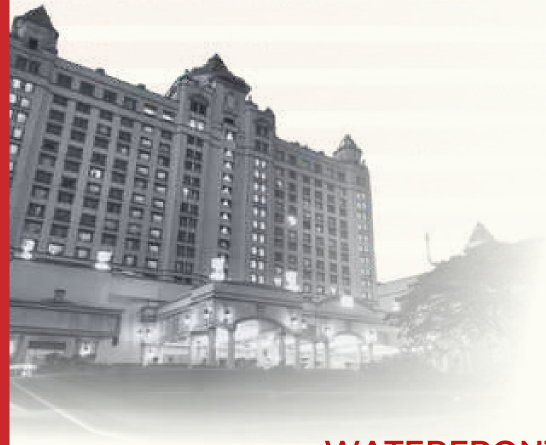
Our Brand



WATERFRONT AIRPORT HOTEL & CASINO

Conveniently located right across the Mactan-Cebu International Airport, this hotel provides unparalleled accessibility and ease for business and leisure travelers. It has 166 rooms, 4 food and beverage outlets and a Casino Filipino facility.

WATERFRONT CEBU CITY HOTEL & CASINO

Grand and stately, our flagship hotel is a Philippine landmark. It has 561 guest rooms, 10 food and beverage outlets, an international standard convention facility and a 6-storey entertainment-casino block.

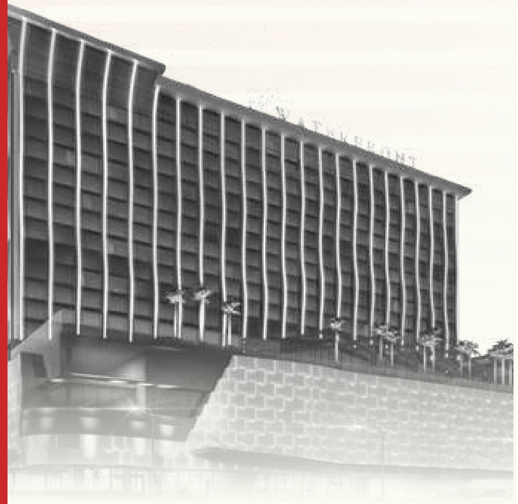
WATERFRONT INSULAR HOTEL DAVAO

Cradled in a grove along the Davao Gulf, this resort hotel is matchless in its capacity to serve large business meetings and conferences with its convention facilities, 159 rooms, and 6 food and beverage outlets.

Our Brand

FORT ILOCANDIA RESORT HOTEL

Fort Ilocandia Resort Hotel is a distinctive resort destination in Laoag, Ilocos Norte, known for its expansive grounds, Spanish-inspired architecture, and resort-style facilities. The property serves both leisure and business travelers, offering guestrooms, extensive food and beverage outlets, recreational amenities, and venues for meetings, events, and social functions. Its location provides a strategic base for travelers exploring the cultural, heritage, and natural attractions of Ilocos Norte.



WATERFRONT MANILA HOTEL & CASINO

An establishment rich in history, the Waterfront Manila Hotel & Casino upon its reopening will stand as one of the iconic structure in Manila's skyline. This premier destination will offer world-class hospitality and entertainment, redefining luxury in the city.

Our Subsidiaries

WATERFRONT HORIZON CORPORATION

This subsidiary manages the country's first fully integrated hotel reservations and booking system under a local hotel chain, featuring a comprehensive Central Reservation Office. This office handles all bookings for Waterfront Hotels, ensuring a seamless experience for guests.

WATERFRONT WELLNESS GROUP INC.

Our wellness subsidiary is dedicated to promoting overall health, relaxation, and well-being, enhancing the value of every guest's stay. The Waterfront Wellness Group or Citigym oversees the establishment and operation of state-of-the-art sporting, fitness, and recreational facilities. The gym, which caters to both members and non-guests alike, is open 24/7 to provide convenient access to fitness and wellness services at any time.

WATERFRONT FOOD CONCEPTS, INC.

Driven by passion and creativity to deliver exceptional culinary experiences, Waterfront Food Concepts specializes in pastry and bakery products. It supplies the finest bread, pastries, and desserts to our Cebu establishments as well as to local institutional clientele.

WATERFRONT HOTEL MANAGEMENT CORP.

Our hotel management subsidiary ensures that the Waterfront tradition of service excellence and the solid experience is conveyed in all new acquisitions and management ventures.

WATERFRONT CEBU VENTURES, INC.

Waterfront Cebu Ventures, Inc. was incorporated and registered with the Philippine Securities and Exchange Commision on August 24, 2018. The Company is a wholly owned subsidiary of Waterfront Philippines, Incorporated to carry on the business of an investment holding company. As of December 31, 2020, the Company has yet to start its commercial operations.

WATERFRONT PROMOTIONS LIMITED AND CLUB WATERFRONT INTERNATIONAL LIMITED

Our wholly-owned subsidiaries were set up to promote and organize groups of foreign casino players to be part of PAGCOR's Foreign High-Roller Marketing Program. At present, the Group has temporarily suspended operations. However, the Management of WPI has given directive to provide necessary support to resume operations in the future.

WATERFRONT ILOILO HOTEL INC.

Waterfront Iloilo Hotel Inc. was incorporated and registered with the Philippines Securities and Exchange Commission on March 29, 2019 primarily to operate and manage a resort hotel and restaurant that caters to the guests of the hotel. As of December 31, 2021, the Company has yet to start its commercial operations.

WATERFRONT PUERTO PRINCESA HOTEL INC.

Waterfront Puerto Princesa Hotel, Inc. was incorporated and registered with the Philippine Securities and Exchange Commission on May 15, 2017 primarily to acquire and hold real property, improve, develop, and manage/operate hotels, resorts and all adjunct and accessories thereto, including restaurants, sports facilities, places of amusement and entertainment. The Company is a wholly-owned subsidiary of Waterfront Philippines, Incorporated. As of December 31, 2021, the Company has yet to start its commercial operations.

GRAND ILOCANDIA RESORT AND DEVELOPMENT, INC.

Grand Ilocandia Resort and Development, Inc. (GIRDI) is a Philippines-registered resort development company and a subsidiary of Waterfront Philippines, Inc. It is primarily responsible for the development and management of Fort Ilocandia Resort Hotel in Laoag City, Ilocos Norte. In May 2024, GIRDI regained possession of Fort Ilocandia Resort Hotel and has since resumed its operations.

MAYO BONZANZA, INCORPORATED

Mayo Bonanza, Incorporated (MBI), a 100% owned subsidiary of WPI was incorporated on November 24, 1995 in the Philippines with principal activities in the operation and management of amusement, entertainment, and recreation businesses.

Who We Are

OUR CORPORATE MOTTO

“Excellent service begins with me.”

Throughout our 31 years of existence, Waterfront Philippines, Inc. has kept a steady vision and an unwavering set of values. Our core beliefs provide the tenets for our continued growth and success.

Owned and managed by Waterfront Philippines, Inc., Waterfront Hotels & Casinos is one of the larger Filipino-owned and managed hotel chains in the country, supported by subsidiaries engaged in businesses ancillary to hotel operations.

Our hotel properties are strategically located in key cities across Luzon, Visayas, and Mindanao. In Cebu, we have Waterfront Cebu City Hotel & Casino and Waterfront Airport Hotel & Casino; in Davao, Waterfront Insular Hotel Davao; in Manila, Waterfront Manila Hotel & Casino; and in Laoag, Fort Ilocandia Resort Hotel.

As of 2025, Waterfront offers and operates 1,176 guest rooms and suites, and 23 food and beverage hotel restaurants and outlets. The group employs 845 employees. Collectively, we have over 34,262 square meters of banquet, convention, and leasable gaming space.

Our Vision

To be the leader in the tourism industry committed to provide gracious Filipino hospitality towards total customer satisfaction.

Our KRA's

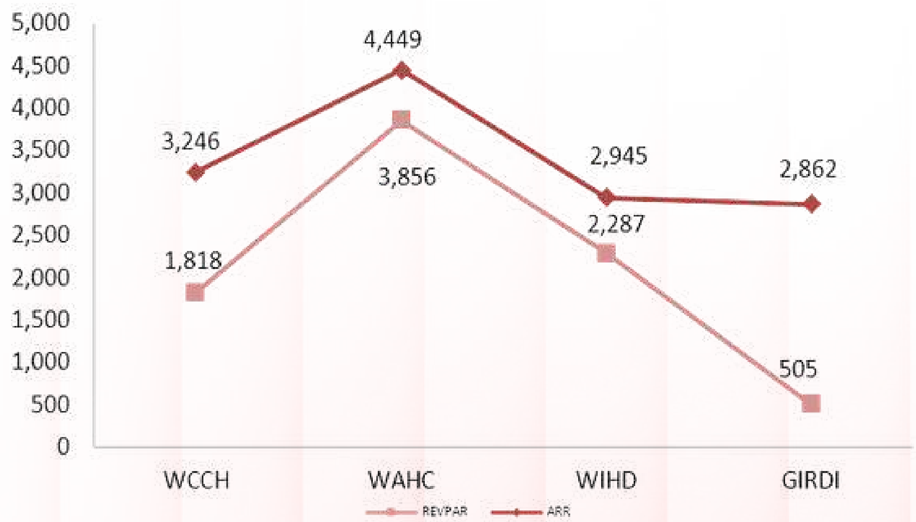
- Improve Guest Satisfaction Index
- Peer Development
- Increase Revenue
- Cost Effectiveness

Our Mission

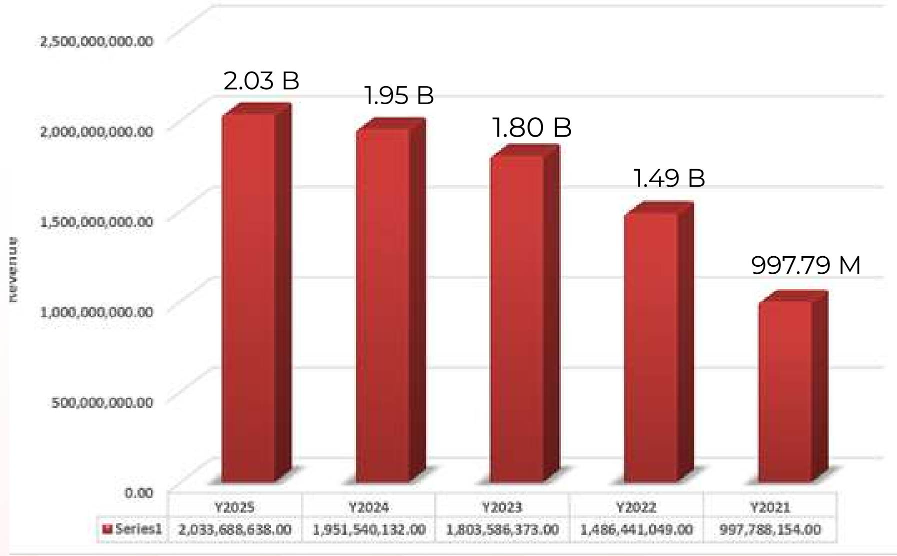
- Provide equal opportunities and fair treatment to all Peers for growth and advancement.
- Pursue relentlessly means to capture and augment business with the highest level of integrity in the pursuit of profitability.
- Carry out company plans and programs with the highest degree of professionalism.
- Spearhead community-based project in the development of tourism industry.
- Reach out to every customer with utmost passion, dedication and excellence.

WPI Displays

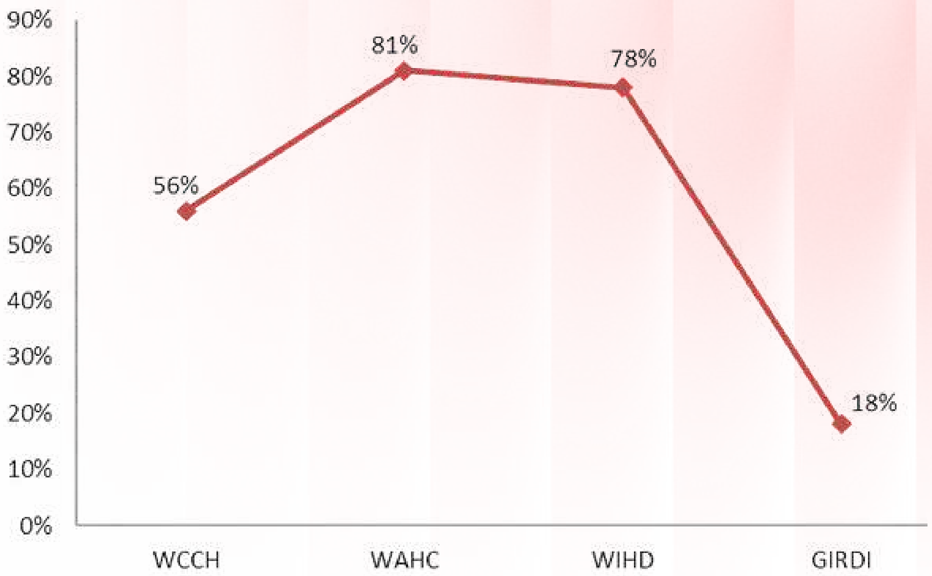
WPI REVPAR & ARR 2025



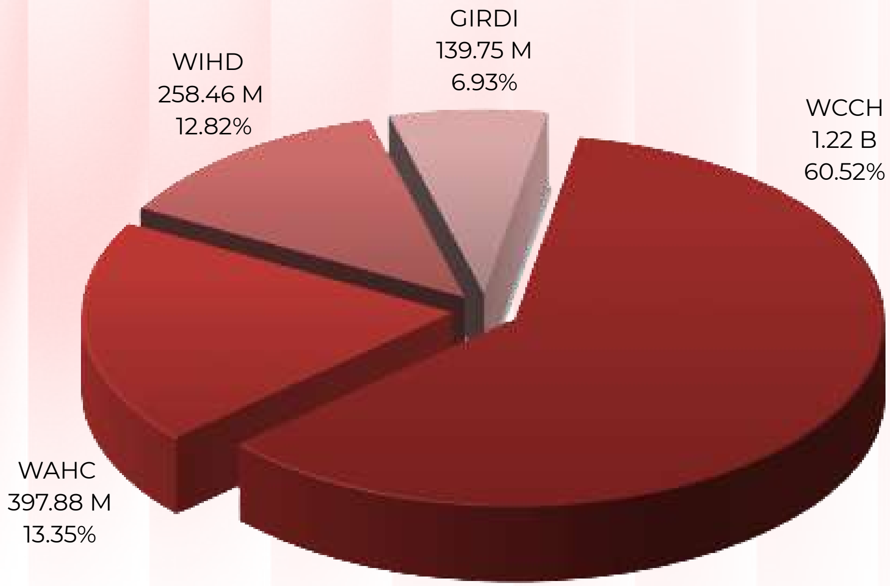
WPI CONSOLIDATED REVENUE (IN MILLIONS)



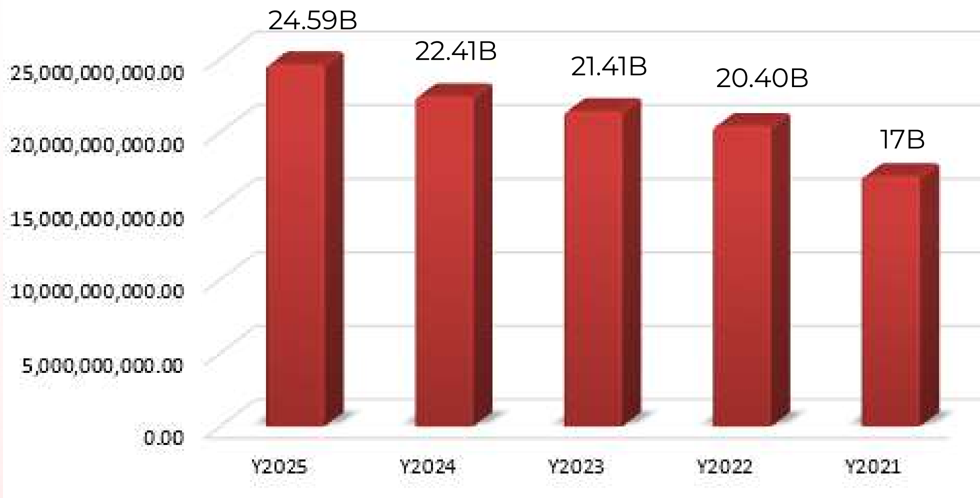
WPI OCCUPANCY 2025



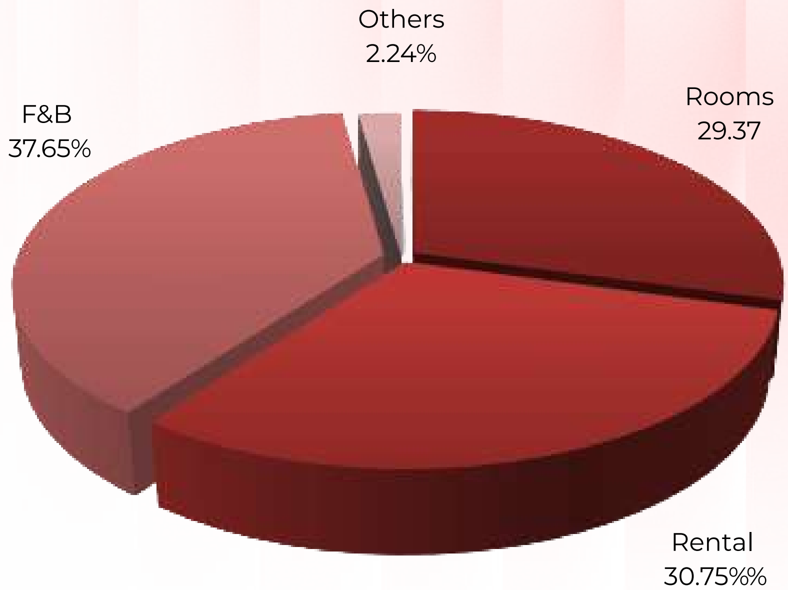
GROSS REVENUE PER HOTEL 2025



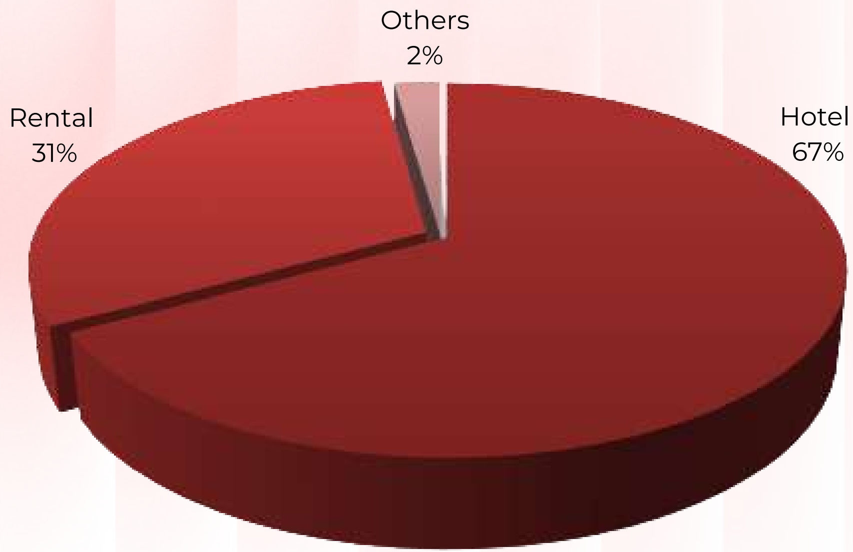
WPI TOTAL ASSETS (IN MILLIONS)



WPI CONSOLIDATED GROSS BREAKDOWN 2025



WPI REVENUE STREAM 2025



GROSS REVENUE IN MILLIONS

WCCHC

WAHC

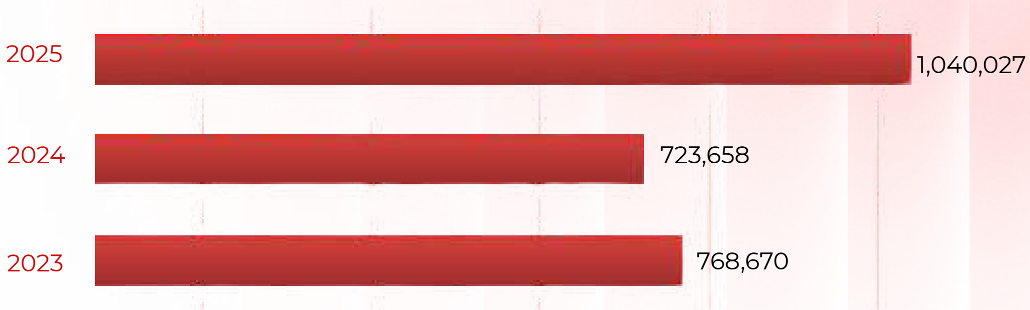
WIHD

GIRDI

GROSS REVENUE IN MILLIONS

WHC

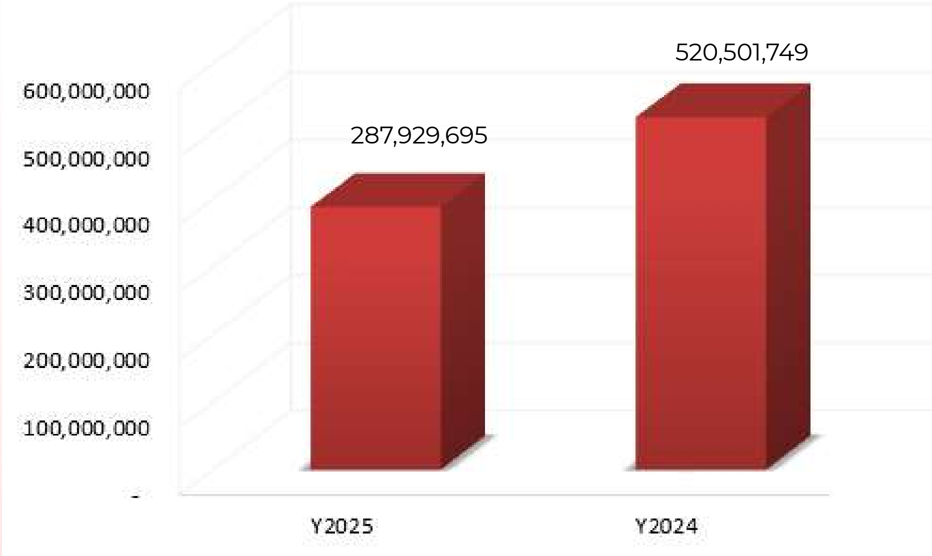
WATERFRONT FOOD CONCEPTS



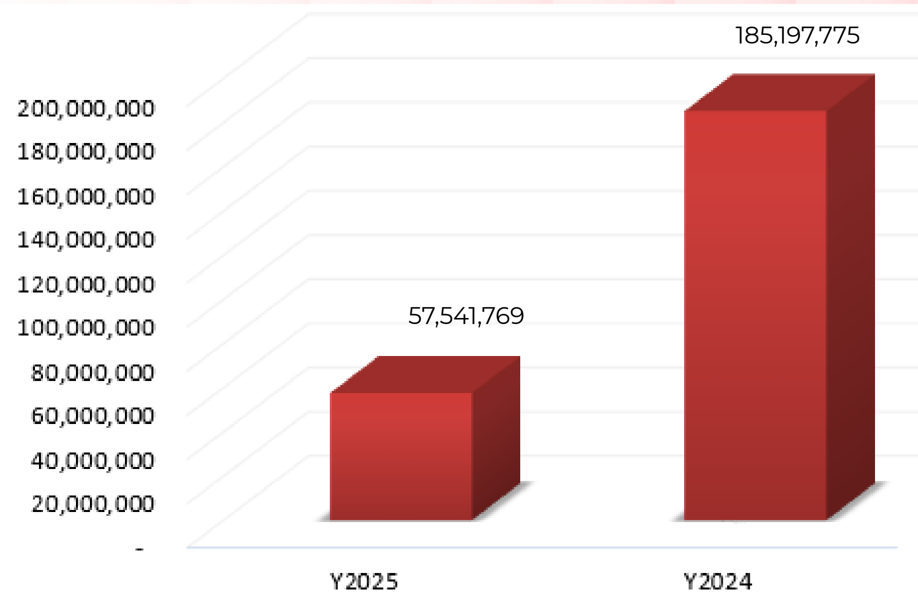
WATERFRONT WELLNESS

GROSS REVENUE IN MILLIONS

GROSS OPERATING PROFIT WCCH



GROSS OPERATING PROFIT WAHC



GROSS OPERATING PROFIT WIHD

Chairman's Message

WATERFRONT PHILIPPINES, INC. CHAIRMAN'S MESSAGE

From Normalization to Value Creation

SERGIO ORTIZ LUIS JR., WPI CHAIRMAN

The year 2025 marked a decisive transition for global tourism. After several years defined by disruption, reopening, and accelerated recovery, the industry entered a more normalized phase of growth. International tourist arrivals reached an estimated 1.52 billion, approximately 4% higher than in 2024, while international tourism receipts rose to around USD 1.9 trillion, increasing by an estimated 5% to 6% in real terms.

The significance of these figures extends beyond the continued strength of travel demand. With tourism receipts growing faster than visitor arrivals, the direction of the industry is becoming increasingly clear. The next phase of growth will not be measured solely by the number of people travelling. Rather, it will be defined by the value generated from every journey: higher spending, longer stays, stronger pricing, more distinctive experiences, and deeper engagement with destinations.

Tourism has therefore moved beyond recovery management. Hotels, destinations, airlines, and other industry participants now operate in a more competitive environment in which demand alone will not guarantee stronger returns. Success will increasingly depend on service quality, destination access, revenue management, operational productivity, asset quality, and the ability to create experiences for which guests are willing to pay a premium

For the Philippines, 2025 presented both progress and complexity. The country recorded 6,484,060 inbound arrivals, consisting of 5,940,975 foreign visitors and 543,085 returning overseas Filipinos. Preliminary international visitor spending was estimated at PHP 694 billion. The continued increase in arrivals demonstrated that the country remained part of the broader Asia-Pacific tourism recovery, which still has room to expand as regional air capacity, mobility, and long-haul confidence improve.

Other economic indicators, however, showed that the benefits of recovery were not yet being captured evenly. Philippine Statistics Authority data showed that inbound tourism expenditure declined by 6.4% to PHP 698.46 billion, even as domestic tourism expenditure grew by 3.0% to PHP 3.26 trillion. Tourism Direct Gross Value Added remained substantial at PHP 2.27 trillion, equivalent to 8.1% of the Philippine economy, while employment in tourism industries increased to 7.70 million people, representing 15.7% of national employment.

The addition of 19 new international direct flight routes during the year strengthened connections between Philippine gateways and major cities across Asia, Oceania, North America, and Eastern Europe. Cruise activity also expanded, reinforcing the continuing importance of access and destination connectivity to national competitiveness.

Taken together, these results reveal an important structural truth about Philippine hospitality. International tourism remains a vital source of growth, foreign exchange, and destination visibility, but domestic demand continues to provide the industry's broadest and most dependable foundation. Filipino travellers, businesses, associations, families, and institutions remain essential drivers of hotel occupancy, food and beverage activity, meetings, conventions, weddings, social events, and regional leisure travel.

For Waterfront Philippines, Inc. (WPI), this environment affirmed the relevance of our diversified hospitality model. Our properties serve not only international travellers, but also the domestic corporate, government, social, and events markets that continue to sustain Philippine tourism

At the same time, the changing economics of the industry underscored the need to move beyond revenue recovery and focus more deliberately on the quality, productivity, and durability of the value we create.

Consolidated Financial Performance

Against this evolving industry backdrop, WPI generated consolidated gross revenue of **PHP 2.03 billion in 2025,** representing a **4.2% increase** from the restated PHP 1.95 billion recorded in 2024.

The result also marked a significant point in the Group's longer recovery trajectory. Consolidated revenue has more than doubled from PHP 997.79 million in 2021. As expected, however, the pace of expansion has progressively normalized from the accelerated growth rates recorded during the initial reopening years. Revenue growth moderated from approximately 49% in 2022 to 21% in 2023, 8.2% in 2024, and 4.2% in 2025.

This progression does not diminish the scale of WPI's recovery. Rather, it signals that the Group has entered a more mature phase in which extraordinary post-pandemic growth rates can no longer be treated as the principal measure of success. Having rebuilt scale, our task is now to convert a larger and more stable revenue base into stronger recurring value.

Rooms revenue produced the strongest consolidated growth during the year, rising by **9.4% to PHP 597.23 million** from PHP 545.90 million in 2024. The increase reflected stronger average room rates and continued demand across the Group's operating properties.

Food and beverage revenue increased by 4.0% to PHP 765.61 million, supported by dining, banquet, catering, convention, and social-event activity. Rent and related income remained broadly stable at PHP 625.35 million, while other revenue grew by 3.9% to PHP 45.50 million.

The composition of revenue remained one of the Group's principal strengths. Food and beverage continued to be WPI's largest revenue source, accounting for **37.65%** of consolidated revenue. Rent and related income contributed **30.75%**, while rooms generated **29.37%.** Other income accounted for the remaining 2.24%.

This balance distinguishes WPI from a purely rooms-led hotel operator. It allows the Group to participate in a wider hospitality economy encompassing accommodations, dining, conventions, banquets, social functions, entertainment, and commercial activity. It also provides a measure of resilience when particular demand segments or source markets experience temporary weakness.

Reported operating performance, however, was affected by an exceptional accounting charge. Costs and expenses excluding depreciation and financing costs were recorded at **PHP 1.70 billion** this year. Reported Gross Operating Profit was **PHP 334.79 million**, while the reported GOP margin narrowed to 16%.

A significant portion of this movement arose from the recognition of approximately **PHP 311 million in impairment adjustments on long-outstanding receivables**, recognized in accordance with applicable financial reporting standards. The adjustment reflected management's more conservative assessment of the recoverability of historical balances and accounted for more than the entire year-on-year increase in reported operating expenses.

This distinction is important. The charge materially reduced reported GOP, but it did not arise from a corresponding decline in current-year hotel demand. The underlying operating picture was therefore more resilient than the reported GOP figure alone might suggest.

At the same time, the Group continued to face recurring cost pressures. Personnel costs in 2025 amounted to **PHP 306.32 million**, while energy costs were at **PHP 292.23 million**. Room costs amounted to **PHP 47.93 million.** Food and beverage costs increased more moderately by 4.3%, broadly in line with F&B revenue growth, while repairs and maintenance declined by 4.0%.

These movements demonstrate that the Group's 2025 challenges cannot be understood through a single explanation. The exceptional impairment affected the reported result, but the increase in personnel, energy, room, and other operating costs also underscores the continuing need to improve productivity and align expense growth more closely with revenue performance.

At the bottom line, WPI recorded a consolidated net loss after tax of **PHP 105.76 million.** The Group's consolidated asset base increased by approximately **9.7% to PHP 24.59 billion**, from PHP 22.42 billion in 2024. Since 2021, total assets have expanded from approximately PHP 17.00 billion, reflecting the scale and continuing value of WPI's property platform.

This movement must be understood in the context of capital investment, property revaluation, and other balance-sheet adjustments. Nevertheless, the strategic implication is clear: a larger asset base carries a corresponding responsibility to improve utilization, cash generation, and sustainable returns. The next phase of value creation will depend not only on preserving the underlying worth of our properties, but on ensuring that each asset contributes more effectively to the Group's operating performance.

All comparative figures in this message are based on the restated 2024 audited financial statements.

Property-Level Insights

The Group's four operating hotels generated approximately **PHP 2.02 billion in combined revenue during 2025,** representing more than 99% of consolidated revenue before considering the net contribution of smaller entities and consolidation adjustments.

Waterfront Cebu City Hotel & Casino remained the Group's principal operating asset, contributing approximately 60% of consolidated revenue. Waterfront Airport Hotel & Casino accounted for approximately 20%, Waterfront Insular Hotel Davao for approximately 13%, and Grand Ilocandia Resort and Development, Inc. for nearly 7%.

These proportions demonstrate both the continuing importance of our flagship Cebu property and the growing contribution of the Group's broader regional portfolio.

In addition to these operating properties, Acesite (Philippines) Hotel Corporation, the Group's Waterfront Manila Hotel and Casino property, remained pre-operational in 2025 while redevelopment work continued. Although it did not contribute revenue during the year, the property remained a significant strategic asset, with total assets of approximately PHP 2.87 billion.

Waterfront Cebu City Hotel & Casino (WCCH)

Waterfront Cebu City Hotel & Casino remained the Group's largest operating property, generating gross revenue of PHP 1.22 billion, an increase of approximately 2% from **PHP 1.20 billion** in 2024.

Rooms revenue rose by **5.9% to PHP 305.01 million,** demonstrating continued demand for the property's accommodation offering. Rent and related income remained stable at PHP 423.15 million, while food and beverage revenue slightly decreased at PHP 485.85 million. Other revenue increased to PHP 6.60 million.

The property's diversified revenue structure remained evident, with food and beverage and rental operations contributing approximately three-quarters of total revenue. This reflects WCCHC's position not only as a city hotel, but also as a major venue for conventions, corporate functions, dining, entertainment, and other commercial activities.

Despite positive room growth, costs and expenses increased by approximately 22% to PHP 832.67 million. This reflected in the GOP, reported at PHP 387.93 million.

Personnel costs increased by approximately 9% to PHP 138.90 million, while energy costs rose by approximately 11% to PHP 156.81 million. Net income after tax was at PHP 30.36 million this year.

WCCHC remains the Group's principal revenue and earnings platform. Its large room inventory, central location, extensive food and beverage operations, and established convention capacity continue to provide a strong foundation. The priority moving forward is to translate these advantages into improved margin quality through stronger revenue yield, more productive cost management, and fuller utilization of the property's commercial and events infrastructure.

Waterfront Airport Hotel & Casino (WAHC)

Waterfront Airport Hotel & Casino generated gross revenue of **PHP 397.89 million,** increasing by approximately 3% from PHP 386.04 million in 2024.

Rooms revenue delivered the strongest growth among the Group's principal hotels, rising by **17.7% to PHP 130.38 million.** This performance reflected the continued recovery of passenger movement and demand associated with the property's strategic airport location.

The strength of rooms revenue was partially offset by softer performance in other business lines. Rent and related income was PHP 197.71 million, food and beverage revenue was PHP 53.25 million, and other revenue for the property was PHP 16.54 million.

Operating costs in 2025 amounted to **PHP 340.35 million.** Energy costs were recorded at PHP 66.94 million, while personnel costs amounted to PHP 40.68 million.

The property's GOP was at **PHP 57.54 million.** The property recorded a net loss of **PHP 41.10 million.** While WAHC recorded an operating surplus, this was fully absorbed by non-operating expenses, including depreciation and interest.

WAHC's results present a clear strategic lesson. The property demonstrated that it can attract and grow room demand, particularly as air travel and regional connectivity improve. The immediate challenge is to convert that demand into sustainable profit by strengthening ancillary revenue, improving operating efficiency, optimizing the balance between rooms, rental, and food and beverage income, and managing personnel and energy costs more effectively.

Waterfront Insular Hotel Davao (WIHD)

Waterfront Insular Hotel Davao generated gross revenue of PHP 258.47 million, broadly unchanged from **PHP 258.59 million** in 2024.

Rooms revenue increased modestly to PHP 107.85 million, while rent income rose to PHP 3.80 million. Food and beverage revenue remained stable at PHP 140.74 million and continued to represent more than half of the property's total revenue. Other revenue was PHP 6.08 million.

Costs and expenses for the year were **PHP 225.99 million**. Personnel expenses were recorded at PHP 42.12 million. Food and beverage costs were at PHP 55.42 million and other operating expenses were recorded at PHP 104.45 million. Cost increases were partially offset by an 11% reduction in energy costs to PHP 24.00 million.

GOP in 2025 was **PHP 32.48 million**, while net income was **PHP 595,293.**

WIHD, while experiencing challenges of increasing costs versus a stable revenue base, has maintained a steady position overall. Its continuing strength in food and beverage and social events remains strategically important. However, this must be supported by stronger pricing discipline, banquet and dining productivity, room-demand growth, and tighter management of labor and operating costs.

The property remains an established part of Davao's hospitality landscape, with a location and market identity that cannot be easily replicated.

Acesite (Philippines) Hotel Corporation / Waterfront Manila Hotel and Casino (WMHC)

Waterfront Manila remained in its pre-operational stage in 2025 as the Group continues to pursue strategic financing opportunities and investment options to advance the project's development. Despite these challenges, property preservation and essential upkeep activities were continuously undertaken to protect the asset and maintain its long-term viability. With hotel operations not yet commenced, the property recorded no operating revenue during the year.

Costs and expenses excluding depreciation and financing costs were **PHP 113.52 million.** The net loss after tax was **PHP 107.45 million.** Personnel costs declined by approximately 8% to PHP 20.80 million, while energy costs fell by 17% to PHP 1.99 million. The increase in total expenses therefore arose principally from other holding, redevelopment, administrative, and costs associated with maintaining and preparing the asset, subject to confirmation from the detailed audited financial statement notes.

Total assets remained broadly stable at **PHP 2.87 billion**, underscoring the continuing significance of Waterfront Manila within WPI's property asset portfolio. While the property did not contribute operating revenue in 2025, its redevelopment remains central to the Group's long-term strategy. Once completed and reopened, Waterfront Manila is expected to strengthen WPI's presence in the capital and broaden its participation in the country's international, corporate, MICE, dining, entertainment, and urban hospitality markets.

Fort Ilocandia Resort Hotel (FIRH)

FIRH continued to strengthen its contribution to the Group in 2025, generating revenue of **PHP 139.76 million**, contributing to nearly 7% of consolidated WPI revenue and demonstrating its growing importance within the portfolio.

Food and beverage operations generated **PHP 83.24 million**, accounting for approximately 60% of FIRH's revenue, while rooms contributed **PHP 53.99 million,** or nearly 39%. Other income generated PHP 1.83 million, while rent contributed PHP 695,847.

The revenue mix highlights the property's emerging strength not only as an accommodation asset, but also as a destination for dining, functions, events, and related hospitality activity. It also indicates that FIRH is moving beyond its initial integration stage and developing into a more meaningful regional contributor.

This growth was accompanied by higher operating requirements. Energy costs were reported at **PHP 39.79 million.** The energy cost may partly reflect the demands of a more active operating platform. However, it also reinforces the importance of energy management and cost productivity as FIRH moves toward fuller utilization and closer alignment with Waterfront's operating and service standards.

FIRH's 2025 performance demonstrates the value of expanding WPI's presence beyond its established Cebu and Davao markets. The next stage will be to sustain its revenue momentum while improving operating efficiency, strengthening its room and events positioning, and developing its long-term role within the Group's regional hospitality portfolio.

Investing in Asset Renewal and Operational Readiness

Even as the Group managed significant cost and margin pressures, WPI continued to reinvest in the quality, reliability, and long-term competitiveness of its properties. During 2025, the Group completed approximately PHP 164.66 million in capital projects across Waterfront Cebu City Hotel & Casino, Waterfront Airport Hotel & Casino, Waterfront Insular Hotel Davao, and GIRDI.

Waterfront Cebu City Hotel & Casino accounted for the largest share of these investments, with approximately PHP 147.80 million directed toward the completion of the 17th-floor renovation, improvements to PAGCOR facilities, and new carpeting for the gaming area and Teatro.

These projects strengthened both the property's accommodation product and its major guest-facing, entertainment, and commercial spaces.

At Waterfront Airport Hotel & Casino, approximately **PHP 13.61 million** was invested in essential operating infrastructure, including chiller and air-conditioning systems, wastewater-treatment rehabilitation, fire-detection and safety equipment, backup power, technology, and other operational requirements. These projects were intended to improve system reliability, guest comfort, regulatory compliance, and the property's ability to support sustained airport-linked demand.

Waterfront Insular Hotel Davao completed approximately **PHP 1.14 million** in short-term property and operating improvements, including housekeeping equipment, guest linens, information-technology support, vehicle-related requirements, and employee-service facilities.

GIRDI completed approximately **PHP 2.11 million** in transport, engineering, building-maintenance, laundry, housekeeping, and linen investments as it continued to expand and strengthen its operations.

These projects reflect a disciplined approach to capital deployment. The objective is to maintain physical assets, improve guest experience, operational resilience, safety, service capacity, and the productive use of each property. As the Group moves from normalization to value creation, sustained reinvestment will remain essential to ensuring that WPI's substantial asset base continues to support stronger revenue, more efficient operations, and enduring enterprise value.

From Revenue Growth to Operating Value

The Group's performance in 2025 confirms that WPI has moved beyond the immediate challenge of rebuilding demand. Consolidated revenue exceeded PHP 2 billion, room revenue increased across all three established principal hotels, GIRDI delivered substantial expansion, and food and beverage operations continued to generate significant activity.

The fundamental market for WPI's services remains present. WPI has rebuilt scale. The challenge is now more exacting: converting that demand into durable operating value in the face of a changed travel and tourism market.

WPI's Strategic Focus for 2026

As we enter 2026, our strategic direction is guided by the transition from normalization to value creation. The Group's priorities will focus on improving the quality of earnings, strengthening the performance of its core assets, and ensuring that each investment of capital and operating effort contributes to long-term competitiveness.

Converting Demand into Higher-Quality Revenue

WPI will continue to build on its established strengths in rooms, food and beverage, meetings, conventions, banquets, corporate functions, and social events. However, our objective will extend beyond increasing revenue volume. Greater emphasis will be placed on revenue quality, pricing discipline, customer mix, space utilization, and the capacity of each business segment to contribute meaningfully to property-level profitability.

Our broad domestic customer base will remain central to this strategy. The Philippine tourism economy continues to be supported by substantial domestic travel and spending, making local corporate, institutional, family, leisure, and events markets essential to a resilient hospitality model.

At the same time, improving international connectivity creates further opportunities to capture higher-value regional and long-haul demand.

As the rapid growth of the initial recovery period moderates, WPI must increasingly generate value through stronger average room rates, better revenue per available room, greater event and convention productivity, higher-value dining and hospitality experiences, and more precise targeting of domestic and international markets.

Strengthening Operating Productivity

The increase in personnel, energy, room, and other operating costs reinforces the need to align expense growth more closely with revenue performance.

Cost discipline will therefore be pursued not through indiscriminate reduction, but through greater productivity, better procurement, stronger energy management, improved staffing deployment, more rigorous evaluation of operating expenditure, and closer measurement of the returns generated by each cost category.

The objective is to ensure that efficiency supports rather than diminishes the guest experience. Sustainable hospitality requires both disciplined economics and consistent service quality. WPI must achieve these together.

This priority will be particularly important at properties where room demand has strengthened but operating margins have declined. The Group must become more effective at translating additional occupancy, higher room revenue, food and beverage activity, and event demand into incremental operating profit.

Improving Working-Capital and Balance-Sheet Quality

The Group will continue to improve the quality of its balance sheet by strengthening receivables management and ensuring that future revenue is converted more reliably into collectible cash. This will require clearer credit standards, stronger collection accountability, closer monitoring of ageing balances, and timely action where recoverability becomes uncertain.

This is an essential part of value creation. Reported revenue alone cannot sustain a business unless it is supported by prudent credit decisions, sound collection practices, and disciplined stewardship of financial resources.

Improving Returns from the Asset Base

WPI's hotels occupy valuable and strategically important locations. Building on the approximately PHP 164.66 million in completed capital projects undertaken across four principal properties in 2025, the Group will continue directing investment toward initiatives that improve guest experience, operational reliability, revenue potential, and long-term asset productivity.

This includes the continuing development of our regional portfolio, the strengthening of GIRDI's operating contribution, and the advancement of our Manila property as a long-term strategic asset. Specific capital programs and development milestones will be pursued in accordance with final approvals, financing capacity, and their expected contribution to sustainable enterprise value.

Building Enduring Enterprise Value

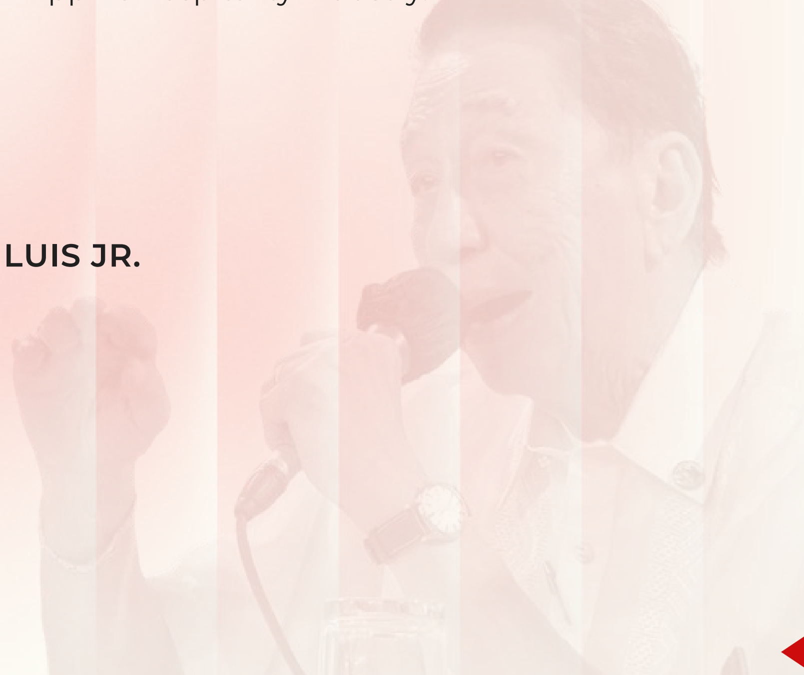
The strength of WPI has always rested on more than a single year's result. It is founded on the quality of its locations, the scale and diversity of its properties, the loyalty of its markets, the experience of its people, and the enduring appeal of Filipino hospitality.

The year 2025 demonstrated that the tourism market has normalized, but it also made clear that normalization does not automatically create value. That requires discipline, clarity of mission objectives, and execution. It requires us to distinguish between revenue and return, between asset value and operating productivity, and between short-term accounting outcomes and the recurring performance of the enterprise.

We therefore enter 2026 with a clear mandate: to transform the opportunities created by tourism growth into stronger margins, healthier cash flows, improved guest experiences, and sustainable value for our shareholders and stakeholders.

On behalf of the Board of Directors, I extend my sincere appreciation to our management teams and employees, whose commitment has sustained our properties through a demanding year. I also thank our guests, business partners, shareholders, and communities for their continued confidence in Waterfront Philippines, Inc.

With our market foundations intact, our strategic direction sharpened, and our commitment to Filipino hospitality undiminished, we remain determined to strengthen WPI as an enduring and formidable presence in the Philippine hospitality industry.



SERGIO ORTIZ LUIS JR.
WPI CHAIRMAN

Preserving Value and Preparing for Renewal

ARTHUR M. LOPEZ, APHC CHAIRMAN

For our company, the most important insight in 2025 went beyond the general global narrative, which is the continued recovery of travel. We at Acesite discovered the way that recovery became increasingly selective.

Global tourism remained strong, with international arrivals reaching an estimated 1.52 billion, approximately 4% above 2024. International tourism receipts also rose to around USD 1.9 trillion, increasing by an estimated 5% to 6% in real terms.

These figures confirmed that people were continuing to travel and spend. They also showed, however, that destinations and hospitality assets were no longer benefiting from recovery in equal measure. The strength of the market increasingly depended on connectivity, visitor profile, spending power, operating costs, and the ability of individual properties to offer experiences capable of sustaining stronger rates and returns.

The Philippine tourism sector reflected this mixed environment. The country welcomed 6,484,060 inbound arrivals during the year, including 5,940,975 foreign visitors and 543,085 returning overseas Filipinos. Preliminary international visitor spending was estimated at approximately PHP 694 billion

At the same time, Philippine Statistics Authority data showed that inbound tourism expenditure declined by 6.4% to PHP 698.46 billion. Domestic tourism expenditure, by contrast, increased by 3.0% to PHP 3.26 trillion. Tourism Direct Gross Value Added remained significant at PHP 2.27 trillion, equivalent to 8.1% of the economy, while employment in tourism industries reached 7.70 million people, or 15.7% of national employment.

Connectivity continued to improve, with 19 new international direct flight routes added during the year and further expansion in cruise activity. These developments strengthened the country's long-term tourism prospects, but they did not remove the unevenness of the current market. Higher visitor numbers did not automatically translate into stronger international expenditure, and the pace of recovery remained different across destinations, customer segments, and property types.

For the Philippine hotel industry, domestic demand continued to provide the most reliable base of activity. Filipino travelers, corporations, government institutions, associations, families, and event organizers remained central to hotel occupancy, dining, conventions, meetings, weddings, social functions, and regional leisure travel.

For Acesite, these conditions required a more careful reading of the market. Waterfront Manila is not yet an operating hotel positioned to capture existing demand. It is a major redevelopment asset requiring substantial additional capital before it can return to the market.

The relevant question was therefore whether the current and projected operating environment could support the investment, pricing, occupancy, gaming revenue, and long-term returns required for a commercially sustainable reopening.

Within this environment, Waterfront Philippines, Inc. generated consolidated gross revenue of PHP 2.03 billion in 2025, an increase of 4.2% from the restated PHP 1.95 billion recorded in 2024.

Rooms revenue delivered the strongest consolidated growth, rising by 9.4% to PHP 597.23 million, while food and beverage revenue increased by 4.0% to PHP 765.61 million. The Group's consolidated asset base also increased by approximately 9.7% to PHP 24.59 billion.

These results demonstrate that the fundamental market for Waterfront's diversified hospitality services remains present. Across its operating properties, the Group continued to serve international and domestic travelers, as well as the corporate, government, dining, convention, banquet, entertainment, and social-event markets that support Philippine hospitality.

Acesite occupies a distinct position within this broader portfolio. Waterfront Manila Hotel & Casino remained pre-operational in 2025 and generated no hotel operating revenue. Unlike WPI's operating properties, its immediate challenge is not to convert existing demand into improved operating margins. Instead, the challenge and clear objective is to establish a financially and commercially sustainable path toward completing and reopening a major redevelopment asset.

The strategic importance of Waterfront Manila remains substantial. Located in the heart of the capital, the property has historically occupied an important position in Philippine hospitality, gaming, dining, entertainment, and events. Its eventual restoration would strengthen Waterfront's presence in Metro Manila and broaden the Group's participation in the country's international, corporate, convention, urban leisure, and entertainment markets.

However, the conditions surrounding the redevelopment have changed materially since reconstruction began as the estimated requirement for completing the reconstruction has considerably increased.

This increase reflects higher construction materials and labor costs, fluctuations in foreignexchange rates, the rising cost of imported materials and specialized equipment, required structural and civil corrective works, and changes to the property's internal layout and operating configuration. Additional engineering assessments and design refinements have also been necessary to ensure continuing compliance with applicable technical codes, regulatory requirements, design standards, and the long-term operating needs of the property.

In response, management has continued a comprehensive value-engineering program covering the property's architectural and mechanical, electrical, plumbing, and fire protection systems. The program is intended to optimize the remaining project requirements while maintaining the integrity of the approved design and ensuring compliance with the property's functional requirements, engineering standards, regulatory codes, and quality objectives.

Selected off-site fabrication activities involving previously approved and procured architectural finishing components have also continued while the value-engineering process is being finalized. These include GFRC column cladding, custom wallcoverings, fabricated stone, upholstery materials, and decorative ceiling components. Continuing these selected work packages supports the effective use of existing project resources and helps maintain readiness for the efficient sequencing of future construction activities.

The increase in the project's capital requirement must also be considered against a changed tourism and gaming environment. Although travel demand has continued to recover, foreign tourism expenditure has remained uneven, while the Manila gaming market has undergone structural changes. The expansion of online gaming, the reduced contribution of the former Chinese tourist gaming segment, and uncertainty surrounding the pace and composition of international visitor growth have altered some of the assumptions that previously supported the property's redevelopment timetable.

Continuing geopolitical and macroeconomic uncertainty has also affected international travel confidence, construction inputs, procurement costs, foreign-exchange movements, and investment conditions. These interconnected pressures require management to assess the project not only on the basis of long-term tourism potential, but also on the timing and commercial sustainability of the remaining capital commitment.

A project of this scale cannot be evaluated solely on the basis of broad tourism recovery. It must be supported by credible assumptions regarding occupancy, average room rates, gaming revenues, dining and events activity, financing costs, and the property's capacity to generate an appropriate long-term return on the additional investment required.

Following a comprehensive reassessment of these factors, and subsequent to year-end, the Board approved management's recommendation to temporarily defer major reconstruction activities and reschedule the reopening of the property. This decision reflects the need to align the project with an appropriate funding structure and with market conditions capable of supporting a commercially sustainable return.

The temporary deferral applies to the broader restart of major capital-intensive construction. It does not mean that responsibility for the property has been set aside. Engineering reviews, value engineering, selected off-site fabrication, site upkeep, preservation, inspection, and preventive maintenance activities continue as part of the Company's responsibility to protect the structure, installed systems, delivered materials, equipment, and work already completed.

This decision should not be interpreted as a departure from the Company's long-term objective for Waterfront Manila. Rather, it represents a disciplined re-phasing of the project. Responsible stewardship requires us to distinguish between completing construction at the earliest possible time and completing it under conditions that protect the Company, its shareholders, and the longterm value of the asset.

Based on the present assessment, the earliest estimated restart of major reconstruction activity is in 2028. This remains subject to funding availability, market conditions, and further review and approval by management and the Board. It should therefore be understood as an indicative planning horizon rather than a fixed construction or reopening commitment.

Acesite's 2025 financial results reflect its continuing pre-operational position. With no hotel operating revenue during the year, costs and expenses excluding depreciation and financing charges were reported at PHP 113.52 million. Net loss after tax was PHP 107.45 million. These results must be understood within the context of a major hospitality property that remains nonoperating while continuing to incur the costs associated with its corporate, administrative, preservation, and redevelopment responsibilities.

Within this broader cost environment, personnel expenses declined by approximately 8% to PHP 20.80 million, while energy costs decreased by 17% to PHP 1.99 million. These reductions reflect continued attention to selected controllable expenditures, although they were not sufficient to offset the wider increase in total costs.

Total assets remained broadly stable at PHP 2.87 billion, compared with PHP 2.88 billion in 2024. This asset base underscores the continuing significance of Waterfront Manila within the broader WPI property portfolio and reinforces the need to preserve its physical and strategic value while the Company prepares the conditions for its eventual completion.

The Company's immediate priorities are therefore clear. We must preserve the existing asset, protect its structural integrity, strengthen the financial foundations of the project, evaluate appropriate funding options, and continue to assess the tourism and gaming conditions necessary to support a viable reopening. Management will therefore continue to evaluate additional funding alternatives and the most appropriate financing structure for the remaining work.

At the same time, the Company will maintain an annual asset-preservation program to protect the hotel's superstructure and keep the property in a safe and usable condition during the extended redevelopment period. These are measures intended to preserve operational readiness and prevent avoidable deterioration prior to future testing, commissioning, and turnover.

The discipline required during this period extends beyond funding and physical preservation. Management must continue refining the property's future business model from the hotel's offerings and positioning, to gaming assumptions, commercial spaces, operating configuration, and target customer mix. The objective is not merely to restore the former hotel, but to prepare a renewed property capable of competing in a more demanding hospitality environment.

The wider performance of Waterfront Philippines confirms that demand for accommodations, dining, meetings, conventions, social events, and related hospitality services remains present. At the same time, WPI's experience in 2025 also demonstrates that revenue growth does not automatically translate into sustainable value. It must be supported by margin discipline, productive assets, appropriate financing, and careful capital deployment.

For Acesite, this principle is especially important. The speed at which additional capital is committed does not determine the Company's long-term value. Instead, lasting value depends on the determination of whether that capital is deployed under conditions that support a credible reopening, a sustainable operating model, and an appropriate return over the life of the asset.

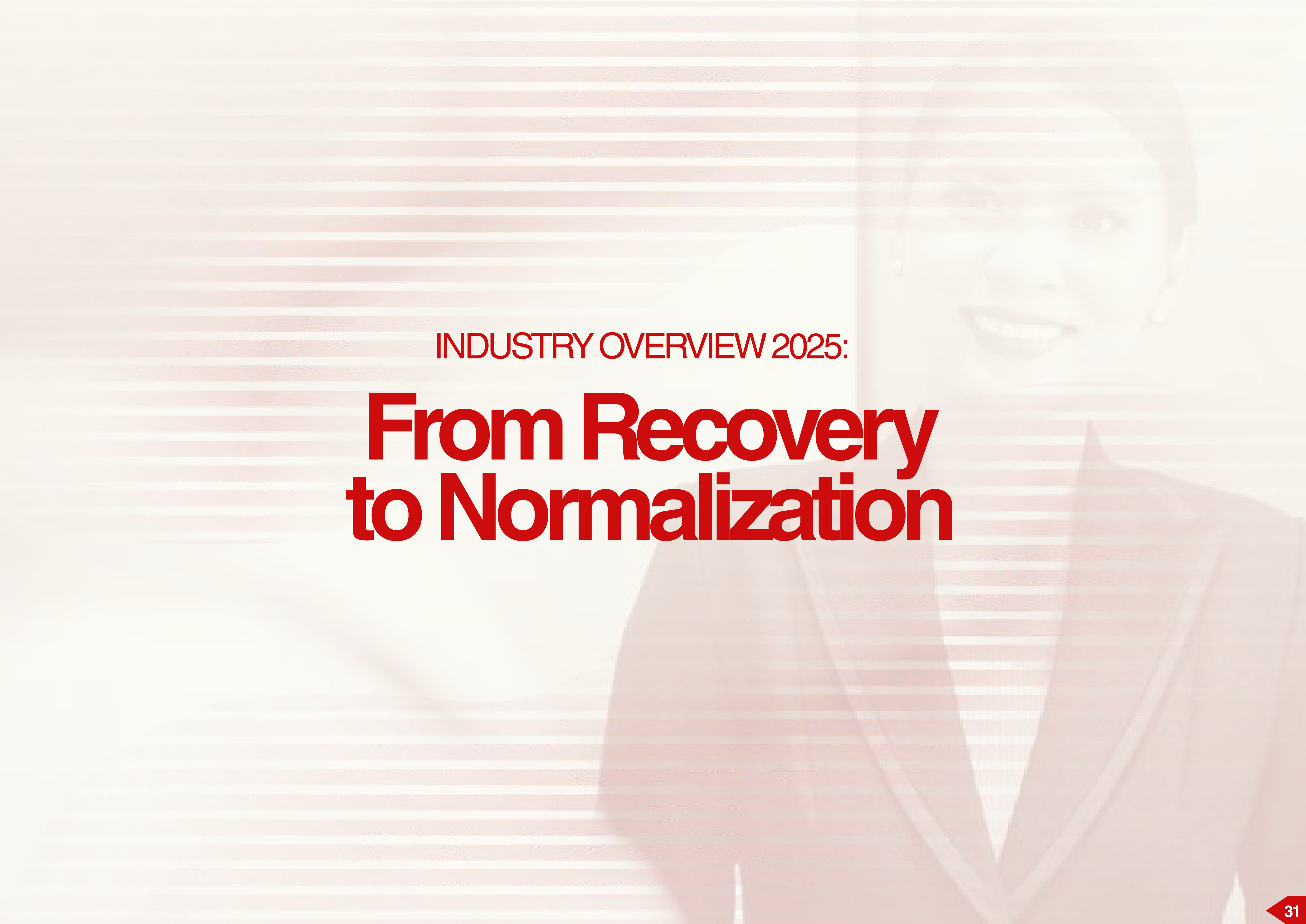
We therefore approach the present period with patience, but not inaction. Management will continue to protect the property, advance technical and value-engineering work, preserve previously procured materials and installed systems, strengthen funding readiness, review market conditions, refine the future operating plan, and disclose material developments concerning the reconstruction timetable and reopening strategy as these are assessed and approved.

Our commitment to Waterfront Manila Hotel & Casino remains grounded in the enduring value of its location, its history, its scale, and its potential contribution to the future of Waterfront in the capital. That commitment must be matched by prudence, transparency, engineering discipline, and a clear understanding of the economic conditions required to bring the property back into operation successfully.

The path toward renewal has become longer and more complex than originally anticipated. Yet the underlying objective remains intact: to restore Waterfront Manila as a safe, competitive, efficient, and commercially sustainable hospitality destination capable of creating lasting value for the Company, its shareholders, its guests, and the communities it will once again serve.

Preserving value today is the necessary foundation for renewal tomorrow. By protecting the asset, strengthening the basis for funding, improving the remaining project requirements, and aligning future investment with market realities, Acesite is preparing for a more credible and resilient path forward.

ARTHUR M. LOPEZ
APHC CHAIRMAN



INDUSTRY OVERVIEW 2025:

From Recovery to Normalization

In 2025, global tourism moved from recovery to normalization. International arrivals reached an estimated 1.52 billion, up 4% from 2024, while international tourism receipts reached around USD1.9 trillion, up 5% to 6% in real terms.

Receipts grew faster than arrivals, suggesting that value per trip, pricing, premium demand, length of stay, and visitor spending power became more important than simple volume growth.

For the Philippines, 2025 produced mixed outcomes. The country recorded 6,484,060 inbound arrivals, including 5,940,975 foreign visitors and 543,085 returning overseas Filipinos, generating an estimated PHP694 billion in preliminary international visitor spending.

Separately, PSA data showed that inbound tourism expenditure declined by 6.4%, from PHP745.99 billion in 2024 to PHP698.46 billion in 2025, while domestic tourism expenditure grew 3.0% to PHP3.26 trillion. These PSA expenditure figures are reported at current prices.

Key Global Insights

Global Tourism Has Largely Normalized, but Growth Has Slowed

Tourism is no longer in a simple post-pandemic rebound phase. UN Tourism described 2025's 4% arrivals growth as a normalization of growth rates after four years of pandemic recovery. International arrivals grew to 1.52 billion, almost 60 million more than in 2024. For tourism boards, hotels, airlines, airports, and investors, the market should no longer be treated as a broad recovery story where demand growth automatically lifts all operators. The next phase is more competitive, with growth increasingly shaped by destination positioning, air access, pricing power, experience quality, and source-market diversification.

The sector is moving from recovery management to margin, capacity, and differentiation management. Hospitality players should not assume that post-pandemic demand momentum alone will continue to drive occupancy and rates. UN Tourism estimated USD1.9 trillion in international tourism receipts in 2025, up 5% to 6% in real terms, while arrivals rose only 4%. It also noted that many destinations reported stronger receipts growth than arrivals, reflecting higher average spending per trip.

This is one of the most important industry signals for 2025. Tourism growth is increasingly about yield, not just headcount. Destinations that attract longer-staying, higher-spending, experience-driven travelers may outperform destinations focused only on arrivals volume. For hotels and destinations, this means optimizing for revenue per available room, visitor spend, length of stay, direct bookings, premium experiences, MICE, wellness, gastronomy, and high-value niche segments, not only arrival counts.

Asia-Pacific is Still Recovering, but Remains a Major Upside Region

Asia and the Pacific grew 6% in 2025, faster than the global average, but arrivals remained 9% below 2019 levels. Europe, by contrast, was already 6% above 2019, while the Middle East was 39% above pre-pandemic levels. This indicates that the Asia-Pacific region has experienced recovery delays compared with the rest of the world, but also that the region retains room for further growth as air capacity, Chinese outbound travel, regional mobility, and long-haul confidence continue to improve.

Philippine tourism should therefore be evaluated against the Asia-Pacific recovery curve, not only against Europe or the Middle East. The opportunity remains open, but competition will intensify among ASEAN destinations, Japan, Korea, Thailand, Vietnam, Indonesia, and emerging island destinations.

Tourism Remains a Global Economic Engine

WTTC estimates that Travel & Tourism contributed USD11.6 trillion to global GDP in 2025, equal to 9.8% of the global economy, and supported 366 million jobs, or about one in nine jobs worldwide. WTTC uses a broader economic-impact methodology than UN Tourism because it includes direct, indirect, and induced impacts.

This reinforces the view that tourism is no longer a peripheral leisure sector. It is a major employment, investment, infrastructure, real estate, food service, transport, retail, and cultural economy platform. Tourism strategy should therefore be integrated into national competitiveness, airport development, city planning, hospitality investment, workforce development, and destination resilience. For private firms, tourism is a cross-sector growth opportunity, not just a hotel-and-resort category.

Key Philippine Tourism

Philippine Inbound Tourism Improved, but Remained Below Full Potential

The Philippines recorded 6.48 million inbound arrivals in 2025, composed of 5.94 million foreign visitors and 543,085 returning overseas Filipinos. DOT, citing Bureau of Immigration data, reported estimated international visitor spending of PHP694 billion.

Inbound Opportunity Remains Under-Realized

The Philippines has regained meaningful inbound scale, but arrivals were still below the 2019 pre-pandemic peak of 8.26 million international arrivals. This indicates that the country is participating in the Asia-Pacific rebound, but has not yet fully captured the regional recovery. The inbound opportunity therefore remains under-realized, with priority areas including international air connectivity, airport experience, visa and access facilitation, safety perception, digital destination marketing, and higher-value source markets.

The Philippine Tourism Economy Is Supported Heavily by Domestic Demand

PSA reported that domestic tourism expenditure rose 3.0%, from PHP3.16 trillion in 2024 to PHP3.26 trillion in 2025. Meanwhile, inbound tourism expenditure fell 6.4% to PHP698.46 billion. These figures are reported at current prices.

Domestic Market Remains Critical for Stability

Philippine tourism in 2025 was not confined to an international arrivals story. Domestic tourism remained the sector's stabilizer and largest expenditure base.

Hospitality operators must balance their approach and not over-focus on foreign arrivals. The domestic market remains critical for occupancy, F&B, events, weekend travel, family tourism, meetings, weddings, regional resorts, and local experience spending. A resilient hotel strategy should balance international capture with domestic demand depth.

Tourism's Direct GDP Contribution Remains Economically Significant

PSA estimated Tourism Direct Gross Value Added at PHP2.27 trillion at current prices in 2025, equal to 8.1% of Philippine GDP. This was lower than PHP2.30 trillion in 2024, a 1.4% year-on-year decline.

The sector remained a major contributor to the economy, but the decline shows that tourism's recovery was uneven. Strong arrivals headlines should be read alongside value-added and expenditure data.

Tourism growth needs to become more productivity-led. The goal should be to increase direct value added through better hotel yields, higher-spending segments, local supply-chain integration, quality employment, tourism-linked SMEs, and destination product development.

Tourism Remains a Major Employment Pillar in the Philippines

Employment in Philippine tourism industries reached 7.70 million persons in 2025, up 2.5% from 7.51 million in 2024. Tourism accounted for 15.7% of total national employment.

Even when value-added softened, tourism continued to create and sustain jobs. This is important for policymakers, local governments, hotel groups, transport operators, food service companies, and regional development planners.

Workforce strategy is now central. The industry needs better training, service standards, multilingual capability, digital booking skills, culinary and hospitality excellence, and career pathways to avoid labor shortages or service-quality gaps as demand grows.

Connectivity and Product Diversification Improved in 2025

DOT reported 19 new international direct flight routes in 2025, linking Manila, Cebu, Clark, Iloilo, and Kalibo to major cities in Asia, Oceania, North America, and Eastern Europe. The country also recorded 136 cruise calls, carrying 56,040 passengers and 15,071 crew members.

Air access and cruise development are not secondary indicators. They directly affect destination competitiveness, especially for an archipelagic country like the Philippines.

Gateways as Tourism Growth Platforms

Cebu, Clark, Iloilo, Kalibo, and other gateways should be viewed as tourism growth platforms. Hotel investors and operators should monitor route development closely because new air access can quickly change demand patterns, event viability, and destination economics.

Regional Demand Signals Across Key Hotel Markets

For a hotel group with properties across major Philippine gateways and regional destinations, the national tourism picture must be translated into property-market implications.

Regional markets do not move in the same way. Manila functions primarily as the country's main international gateway, business hub, MICE center, and urban tourism platform. Cebu remains one of the Philippines' strongest international leisure gateways. Ilocos is more dependent on domestic, heritage, road- trip, and holiday travel. Davao is a domestic-led Mindanao market with growing urban-leisure, events, and MICE potential.

Manila/NCR as Gateway, Corporate, and MICE Market

In Metro Manila, DOT-NCR reported that the capital region supports 2.8 million tourism-related workers, with Quezon City, Makati, Manila, Muntinlupa, and Pasay among the leading LGUs for overnight arrivals. NAIA also recorded 52.02 million passengers in 2025, its highest annual passenger traffic on record. These indicators reinforce Manila's role as a gateway, corporate, meetings, transit, and urban-experience market.

Cebu as an International Leisure Gateway

In Cebu and Central Visayas, DOT-7 data cited in public reporting showed that Central Visayas recorded approximately 6.9 million tourist arrivals in 2025, up about 8.4% from 2024. Cebu remained the region's dominant tourism market and one of the Philippines' strongest international leisure gateways.

The region's foreign visitor profile also showed signs of diversification. SunStar Business, citing DOT-7 data, reported that Central Visayas foreign tourist arrivals grew in 2025 despite a decline from South Korea, historically the region's largest foreign source market.

Gains from Japan, the United States, China, Taiwan, and other markets helped offset this softness. This supports Cebu's continued importance as a high-priority market for route-linked, source-market-specific hotel strategies.

Ilocos as a Domestic, Heritage, and Seasonal Market

In Ilocos, available DOT Region 1 data points to a heavily domestic and seasonal tourism profile. The region welcomed nearly 80,000 visitors during the 2025 Christmas break, led by La Union and Ilocos Sur. DOT Region 1 has also targeted five million tourist arrivals by 2028, following 1.85 million overnight guests in 2024. For hotel operators, Ilocos should be assessed through holiday peaks, domestic road-trip demand, heritage travel, surf/coastal tourism, and event-linked compression periods.

Davao as a Domestic, Events, and Southern Philippines Hub

In Davao, DOT-XI registered 2,897,168 overnight travelers from the first to third quarter of 2025, up 11% year-on-year. Davao City also welcomed over 2 million visitors in 2025, with major festivals such as Kadayawan and Pasko Fiesta generating significant visitor activity. This points to a market supported by domestic travel, festivals, group movement, MICE activity, local culinary identity, and growing confidence in Davao as a safe and reliable destination.

Commercial Playbooks Vary by Region

Together, these regional indicators show that hotel strategy in 2025 cannot rely on a single national tourism narrative. Manila, Cebu, Ilocos, and Davao require different commercial playbooks: gateway and corporate yield management in Manila; international leisure and source-market segmentation in Cebu; domestic seasonal packaging in Ilocos; and event-led, domestic, and MICE-driven growth in Davao

A Two-Speed Tourism Environment

The 2025 data points to a two-speed tourism environment. Globally, tourism is already large, economically powerful, and increasingly value-driven. In the Philippines, the opportunity remains significant but unevenly captured, with strong domestic demand and improving connectivity offset by weaker inbound expenditure and softer direct value-added contribution.

The best-performing destinations will do two things: capture the most tourists and convert demand into higher receipts, longer stays, better experiences, and stronger destination brands.

For the Philippines, this means that strong domestic demand, large employment impact, improving connectivity, and globally competitive natural and cultural assets must be converted into stronger international capture, higher-yield tourism products, better infrastructure, and more consistent service quality.

From Volume Recovery to Value Creation

The next phase of tourism growth will reward operators that move from volume recovery to value creation. The winning strategies will be premiumization, domestic-market depth, international-market precision, direct-channel strength, experience-led product design, workforce quality, and destination partnerships.

For hotel groups with exposure across Manila, Cebu, Ilocos, and Davao, this requires both national perspective and regional precision. The market has moved, and thus is newly defined by how effectively each destination, property, and operator converts demand into durable operating value.

YEAR IN REVIEW:

Our Company

The year 2025 marked the transition of global tourism from accelerated post-pandemic recovery to a more normalized phase of growth. International tourist arrivals reached an estimated 1.52 billion, approximately 4% higher than in 2024, while international tourism receipts rose to around USD 1.9 trillion, increasing by approximately 5%. With receipts growing faster than arrivals, the industry increasingly shifted its focus from recovery in visitor volumes toward stronger yield, higher-value experiences, improved asset productivity, and sustainable returns.

The Philippine tourism sector reflected both progress and complexity. The country recorded 6,484,060 inbound arrivals during the year, consisting of 5,940,975 foreign visitors and 543,085 returning overseas Filipinos. Preliminary international visitor spending was estimated at approximately PHP 694 billion. At the same time, Philippine Statistics Authority data showed inbound tourism expenditure declining by 6.4% to PHP 698.46 billion, while domestic tourism expenditure increased by 3.0% to PHP 3.26 trillion. Tourism Direct Gross Value Added remained substantial at PHP 2.27 trillion, equivalent to 8.1% of the Philippine economy, while tourism employment reached 7.70 million people, or 15.7% of national employment.

Domestic tourism therefore continued to provide a broad and dependable foundation for Philippine hospitality, supporting accommodation, dining, meetings, conventions, corporate events, social functions, and leisure travel. International connectivity also improved with the addition of 19 new international direct flight routes and continued expansion in cruise activity during the year.

In this environment, Waterfront Hotels & Casinos generated consolidated gross revenue of PHP 2.03 billion in 2025, an increase of 4.2% compared with the restated PHP 1.95 billion recorded in 2024. Rooms revenue reached PHP 597.23 million, up 9.4% from PHP 545.90 million in 2024.

Food and beverage revenue increased by 4.0% to PHP 765.61 million, while rent and related income remained broadly stable at PHP 625.35 million. Other revenue increased by 3.9% to PHP 45.50 million.

The Group's diversified revenue mix remained a key strength. Food and beverage accounted for 37.65% of consolidated revenue, rent and related income contributed 30.75%, rooms represented 29.37%, and other revenue accounted for the remaining 2.24%.

Reported costs and expenses excluding depreciation and financing costs amounted to PHP 1.70 billion in 2025. Gross Operating Profit was PHP 334.79 million, representing a GOP margin of approximately 16%. Reported performance was significantly affected by approximately PHP 311 million in impairment losses on receivables and other financial assets. Personnel costs amounted to PHP 306.32 million, energy costs to PHP 292.23 million, and room costs to PHP 47.93 million.

At the bottom line, the Group recorded a consolidated net loss after tax of PHP 105.76 million. Total assets, however, increased by approximately 9.7% to PHP 24.59 billion from PHP 22.42 billion in 2024, reinforcing both the scale of Waterfront's property platform and the need to improve the productivity and returns generated by its asset base.

Waterfront Cebu City Hotel & Casino (WCCHC)

WCCHC remained Waterfront's largest operating property and principal revenue contributor in 2025. Gross revenue reached PHP 1.22 billion, an increase of approximately 2% from PHP 1.20 billion in 2024.

Rooms revenue rose by 5.9% to PHP 305.01 million, reflecting continued demand for the property's accommodation offering. Rent and related income remained broadly stable at PHP 423.15 million, while food and beverage revenue reached PHP 485.85 million. Other revenue increased to PHP 6.60 million.

The property's diversified revenue structure remained evident, with food and beverage and rental operations together accounting for approximately three-quarters of total revenue. This continued to reflect WCCHC's broader role not only as an accommodation property, but also as a major platform for conventions, corporate functions, dining, entertainment, and commercial activity.

Costs and expenses increased to PHP 832.67 million in 2025. Personnel costs rose by approximately 9% to PHP 138.90 million, while energy costs increased by approximately 11% to PHP 156.81 million. GOP was reported at PHP 387.93 million, while net income after tax amounted to PHP 30.36 million.

WCCHC continued to provide the Group with its strongest operating platform. The priority moving forward is to translate its scale, central location, substantial room inventory, food and beverage operations, and established convention capacity into stronger margin quality through improved revenue yield, tighter cost productivity, and fuller utilization of its commercial and events infrastructure.

Waterfront Airport Hotel & Casino (WAHC)

WAHC generated gross revenue of PHP 397.89 million in 2025, approximately 3% higher than the PHP 386.04 million recorded in 2024.

Rooms delivered the property's strongest growth, rising by 17.7% to PHP 130.38 million. The increase reflected continued passenger movement and demand associated with the hotel's strategic location adjacent to Mactan-Cebu International Airport.

Rent and related income amounted to PHP 197.71 million, while food and beverage revenue reached PHP 53.25 million. Other revenue contributed PHP 16.54 million.

Operating costs totaled PHP 340.35 million. Energy costs amounted to PHP 66.94 million, while personnel expenses reached PHP 40.68 million. GOP was PHP 57.54 million. The property nevertheless recorded a net loss of PHP 41.10 million after depreciation, interest, and other non-operating expenses.

WAHC's performance demonstrated the continuing commercial strength of its gateway location. The challenge moving forward is to convert improving room demand into stronger overall profitability by increasing ancillary revenue, optimizing the balance between rooms, rental, and food and beverage income, and improving operating and financing efficiency.

Waterfront Insular Hotel Davao (WIHD)

WIHD maintained a stable revenue position in 2025. Gross revenue reached PHP 258.47 million, broadly unchanged from PHP 258.59 million in 2024.

Rooms revenue increased modestly to PHP 107.85 million, while rent income rose to PHP 3.80 million. Food and beverage revenue remained stable at PHP 140.74 million and continued to account for more than half of total property revenue. Other revenue stood at PHP 6.08 million.

Costs and expenses amounted to PHP 225.99 million. Personnel expenses were PHP 42.12 million, food and beverage costs reached PHP 55.42 million, and other operating expenses amounted to PHP 104.45 million. Energy costs declined by 11% to PHP 24.00 million.
GOP closed at PHP 32.48 million, while net income amounted to PHP 595,293.

WIHD continued to benefit from an established position in Davao's accommodation, dining, social-events, and hospitality market. Its immediate priority is to strengthen room-demand growth, pricing discipline, banquet and dining productivity, and cost management while preserving the distinctive location and market identity that remain among its strongest competitive assets.

Waterfront Manila Hotel & Casino (WMHC)

Waterfront Manila remained pre-operational in 2025 as Acesite continued to reassess the redevelopment program, remaining funding requirements, and the market conditions necessary to support the property's eventual completion and reopening.

The property generated no hotel operating revenue during the year. Costs and expenses excluding depreciation and financing charges amounted to PHP 113.52 million, compared with PHP 97.03 million in 2024. Personnel costs declined by approximately 8% to PHP 20.80 million, while energy costs decreased by 17% to PHP 1.99 million. Net loss after tax widened to PHP 107.45 million from PHP 77.24 million in 2024. Total assets remained broadly stable at approximately PHP 2.87 billion.

The redevelopment program, originally supported by approximately PHP 1.5 billion in insurance proceeds following the 2018 fire, is now estimated to require approximately PHP 3.6 billion for completion. The increase reflects higher construction materials and labor costs, foreign-exchange pressures, the cost of imported materials and specialized equipment, structural and civil corrective works, and changes to the property's internal layout and operating configuration.

During 2025, major construction activity was deferred as management reassessed the project's funding requirements and future plans.

Technical review, value engineering, selected off-site fabrication involving previously approved and procured architectural components, property preservation, inspection, and preventive maintenance nevertheless continued to protect previous investment and maintain the condition of the asset.

Subsequent to year-end, the Board approved the rescheduling of reconstruction and reopening. Approximately PHP 764 million in retained earnings has been appropriated for reconstruction, while management continues to evaluate additional funding alternatives and an appropriate financing structure. Based on the present strategy, the earliest estimated restart of major reconstruction activity is in 2028, subject to funding, market conditions, and further approval.

Waterfront Manila remains an important long-term strategic asset for the Group. Its eventual restoration is intended to strengthen Waterfront's position in Metro Manila across hospitality, dining, conventions, entertainment, and related urban markets. The immediate priority is to preserve the property and establish the financial and commercial conditions required for a sustainable redevelopment and reopening.

Grand Ilocandia Resort and Development, Inc. (GIRDI)

GIRDI strengthened its contribution to the Waterfront portfolio in 2025, generating gross revenue of PHP 139.76 million, compared with PHP 90.69 million in 2024. This represents growth of approximately 54% and raised the property's contribution to nearly 7% of consolidated WPI revenue.

Food and beverage operations generated PHP 83.24 million, accounting for approximately 60% of total property revenue. Rooms contributed PHP 53.99 million, or nearly 39%, while other income amounted to PHP 1.83 million and rent contributed PHP 695,847.

The revenue mix demonstrated GIRDI's developing role not only as an accommodation property, but also as a destination for dining, functions, events, and leisure activity. Its strong year-on-year expansion indicates that the property is moving beyond its initial integration stage and becoming a more meaningful contributor to Waterfront's regional portfolio.

Growth was accompanied by higher operating requirements, including energy costs of PHP 39.79 million. As utilization increases, the property will need to balance continued revenue expansion with stronger operating efficiency, energy management, service consistency, and closer alignment with Waterfront's operating standards.

GIRDI's 2025 performance demonstrated the strategic value of Waterfront's expansion into Northern Luzon. Its destination-resort positioning broadens the Group's geographic and demand profile and provides a leisure-oriented complement to Waterfront's established urban, airport, convention, dining, and events businesses.

Investing in Asset Renewal and Operational Readiness

During 2025, Waterfront continued to reinvest in the quality, reliability, and long-term competitiveness of its operating properties. Approximately PHP 164.66 million in capital projects were completed across WCCHC, WAHC, WIHD, and GIRDI.

WCCHC accounted for approximately PHP 147.80 million of these investments, including completion of the 17th-floor renovation, improvements to PAGCOR facilities, and new carpeting for the gaming area and Teatro. WAHC completed approximately PHP 13.61 million in investments covering air-conditioning and chiller systems, wastewater-treatment rehabilitation, fire-detection and safety equipment, backup power, technology, and other operating infrastructure.

WIHD completed approximately PHP 1.14 million in short-term operating and property improvements, while GIRDI invested approximately PHP 2.11 million in transport, engineering, building maintenance, laundry, housekeeping, and linen requirements.

These projects reflected a disciplined approach to asset renewal. As the Group moves from normalization toward value creation, capital deployment will increasingly focus on improving guest experience, operational reliability, safety, revenue potential, and the productive use of Waterfront's substantial property base.

Strengthening the Filipino Brand of Hospitality

Waterfront remains steadfast in strengthening its widely recognized Filipino brand of service across all its properties. In 2025, we continued to convey the beauty and warmth of Filipino culture through our quintessential local hospitality and service excellence. At the same time, we balanced this authenticity with service standards that emphasize comfort, seamlessness, and international sophistication. This blend of tradition and innovation ensures that Waterfront remains a uniquely Filipino yet globally competitive brand.

We take pride in our ability to look outward and deliver experiences aligned with high standards of global hospitality. Through this balance, Waterfront has maintained a loyal following among both local and international guests. Our properties are situated in some of the Philippines' strategic hubs of tourism, leisure, business, and transportation. Each property reflects the character of its destination while highlighting distinctive advantages in location, facilities, service, and guest experience.

Service development remained central to this commitment in 2025. **The Department of Tourism's Filipino Brand of Service Excellence (FBSE)** continued to form part of Peer development across WCCHC, WAHC, and WIHD, complemented by programs in gracious customer care, supervisory development, guest service, food safety, housekeeping, and other hospitality disciplines. These initiatives help translate Filipino warmth and attentiveness into consistent service standards throughout the guest journey.

Over the years, Waterfront has demonstrated the ability to lead through changing economic, industry, and market conditions. In 2025, as tourism growth became more selective and competition for both domestic and international travelers intensified, the Group continued to adapt while remaining anchored in its core strengths: hospitality, service, strategic locations, broad facilities, and strong relationships with its markets.

Our marketing and communications programs in 2025 continued to bring the Waterfront experience to life through property-specific campaigns, cultural celebrations, dining concepts, conventions, events, and destination-based activities. From Sinulog celebrations in Cebu and Mactan, to seasonal and experiential dining in Davao, and destination and regional tourism initiatives at Fort Ilocandia, each property used its individual character to strengthen the broader Waterfront identity. The result is a brand that remains consistent in service philosophy while allowing each hotel to express the culture and personality of its own destination.

We also continued to refine our marketing strategy in response to changing consumer behavior. In-person experiences remained important, complemented by digital campaigns, social media engagement, online promotions, and direct booking initiatives. Local dining, celebrations, events, business travel, and leisure stays continued to provide opportunities for Waterfront to engage both established customers and new audiences.

Corporate Social Responsibility (CSR) likewise remained part of the values expressed through the Waterfront brand. In 2025, properties participated in community outreach, disaster-relief efforts, educational assistance, support for children and vulnerable communities, coastal and biodiversity conservation, and Earth Hour activities. These programs reflect values closely associated with Filipino hospitality—care, generosity, community, and shared responsibility—and extend the spirit of service beyond the boundaries of our hotels.

Our brand message—**"We're at the center of it all."**—continues to anchor our communications. It reflects not only the strategic locations of our properties, but also Waterfront's place at the intersection of accommodation, business, dining, entertainment, events, culture, and community. Across traditional media, digital platforms, and on-property experiences, this positioning allows the Group to communicate a consistent identity while responding to the particular needs of each market.

Online engagement remains an important extension of the guest relationship. Waterfront's websites, mobile channels, social platforms, and global distribution partnerships provide convenient access to property information, promotions, events, dining, and reservations. In 2025, the corporate website was also redesigned and migrated to provide a cleaner, faster, and more mobile-responsive experience, strengthening the digital presentation of the Waterfront brand alongside the personal service delivered within our hotels.

Operationally, Waterfront continued to reinforce the standards behind the guest experience. Investments in guestrooms, connectivity, operating infrastructure, preventive maintenance, housekeeping resources, food and beverage capability, and Peer development supported greater consistency and reliability across the portfolio. These improvements allow us to modernize the experience while preserving the personal warmth and character that distinguish Filipino hospitality.

Through these efforts, Waterfront continues to sustain its reputation as a **proudly Filipino yet globally competitive hotel brand.** Our enduring advantage lies in bringing together authentic local hospitality, cultural relevance, dependable service, evolving guest experiences, and international standards—ensuring that as Waterfront continues to adapt, the distinctly Filipino heart of the brand remains unchanged.

YEAR IN REVIEW:

Hotel Performance

Waterfront continued to operate in the Philippine hospitality sector with resilience, discipline, and an increasingly sharper focus on value creation in 2025. As tourism moved beyond the accelerated recovery phase into a more normalized and competitive environment, the Group strengthened its emphasis on revenue quality, operating productivity, asset utilization, and disciplined capital deployment. Across its properties, Waterfront continued to uphold the standards of Filipino warmth and hospitality that define the brand while responding to changing guest expectations, cost pressures, and a more selective tourism market.

Throughout the year, the Group benefited from the continued presence of both domestic and international travel demand. Domestic corporate, government, family, social, dining, and events markets remained particularly important to hotel activity, while improving international connectivity created additional opportunities for higher-value regional and long-haul business. At the same time, slower industry growth and persistent operating-cost pressures reinforced the need to convert demand more effectively into sustainable earnings rather than rely on revenue expansion alone.

As an evolving hospitality organization, Waterfront continued to strengthen its products, service delivery, and distribution capabilities. Online room production across Waterfront Cebu City Hotel & Casino, Waterfront Airport Hotel & Casino, and Waterfront Insular Hotel Davao reached **PHP 279.91 million in 2025,** an increase of 9% from PHP 257.87 million in 2024. Online room nights increased by 8% to 75,843, while the average online room rate rose by 1% to PHP 3,690.70. Online travel agencies remained the Group's principal digital production channel, while direct web and mobile channels continued to present opportunities for further growth.

Waterfront also continued to invest in the reliability and long-term competitiveness of its physical assets. Approximately PHP 164.66 million in capital projects were approved or completed during the year across WCCHC, WAHC, WIHD, and Grand Ilocandia Resort and Development, Inc. Investments, both completed and ongoing, cover guest-facing renovations, gaming and entertainment facilities, air-conditioning and chiller systems, wastewater treatment, fire-detection and safety equipment, backup power, technology, housekeeping, engineering, transportation, and other operating requirements. These projects have been directed toward improving guest experience, operational resilience, safety, and asset productivity.

Waterfront Manila Hotel & Casino remained in its pre-operational stage during 2025. Major construction activity was deferred as management reassessed the project's funding requirements, investment structure, and the market conditions necessary to support a commercially sustainable reopening. Nevertheless, value engineering, selected off-site fabrication involving previously approved and procured components, property preservation, inspection, and preventive maintenance activities continued. Management also continued to evaluate financing opportunities while protecting the hotel's existing structure, systems, equipment, and completed work.

The Group's determination to adapt to a more demanding operating environment enabled Waterfront to sustain topline growth during 2025. Consolidated gross revenue reached **PHP 2.03 billion,** an increase of 4.2% from the restated PHP 1.95 billion recorded in 2024. Rooms revenue increased by 9.4% to **PHP 597.23 million,** while food and beverage revenue rose by 4.0% to **PHP 765.61 million.** Rent and related income remained broadly stable at **PHP 625.35 million,** while other revenue grew by 3.9% to **PHP 45.50 million.**

At the Group level, costs and expenses excluding depreciation and financing costs amounted to approximately **PHP 1.70 billion**. Reported Gross Operating Profit stood at **PHP 334.79 million**, representing a GOP margin of approximately 16%. Reported operating performance was significantly affected by approximately PHP 311 million in impairment losses on receivables and other financial assets.

Personnel costs amounted to PHP 306.32 million, while energy costs reached PHP 292.23 million. At the bottom line, WPI recorded a consolidated net loss after tax of PHP 105.76 million. Despite the reported loss, consolidated assets increased by approximately 9.7% to **PHP 24.59 billion,** highlighting both the scale of Waterfront's property platform and the importance of improving returns from the Group's asset base.

Among the Group's flagship hotels, **Waterfront Cebu City Hotel & Casino (WCCHC)** remained the largest contributor, generating **PHP 1.22 billion** in gross revenue, approximately 2% higher than PHP 1.20 billion in 2024. Rooms revenue increased by 5.9% to PHP 305.01 million, while rent and related income remained broadly stable at PHP 423.15 million. Food and beverage revenue reached PHP 485.85 million, with other revenue at PHP 6.60 million. Costs and expenses rose to PHP 832.67 million, resulting in a GOP of **PHP 387.93 million** and net income after tax of **PHP 30.36 million.** WCCHC remained the Group's principal revenue-generating and operating property, contributing **60.52% of total Group gross revenue,** supported by its substantial room inventory, strategic central location, extensive food and beverage operations, and well-established convention and events facilities.

Waterfront Airport Hotel & Casino (WAHC) generated **PHP 397.89 million** in gross revenue, approximately 3% higher than PHP 386.04 million in 2024. Rooms revenue delivered the strongest growth among the Group's established hotels, increasing by 17.7% to **PHP 130.38 million,** reflecting continued airport-linked demand and passenger movement. Rent and related income reached PHP 197.71 million, while food and beverage revenue stood at PHP 53.25 million and other revenue at PHP 16.54 million. Operating costs amounted to PHP 340.35 million, resulting in a GOP of **PHP 57.54 million**. The property recorded a net loss of **PHP 41.10 million** after depreciation, interest, and other non-operating expenses. Its strong rooms performance continued to demonstrate the commercial value of WAHC's gateway location, while underscoring the need to strengthen ancillary revenue and operating efficiency.

Waterfront Insular Hotel Davao (WIHD) maintained a stable revenue position, generating **PHP 258.47 million** in 2025 compared with PHP 258.59 million in 2024. Rooms revenue increased modestly to PHP 107.85 million, while food and beverage revenue remained stable at PHP 140.74 million and continued to account for more than half of the property's total revenue. Rent income reached PHP 3.80 million and other revenue PHP 6.08 million. Costs and expenses totaled PHP 225.99 million, while GOP stood at **PHP 32.48 million** and net income amounted to **PHP 595,293**. WIHD continued to benefit from its established position in Davao's accommodation, dining, events, and social markets, although greater room-demand growth and tighter cost management remain priorities.

Waterfront Wellness Group, Inc. (WWGI)

Waterfront Wellness Group, Inc. (WWGI) generated **PHP 14.02 million in gross revenue in 2025**, an increase of approximately **7%** from PHP 13.15 million in 2024. Revenue remained entirely classified under Other income in the financial statements. The increase continued the subsidiary's top-line growth from PHP 11.35 million in 2023, although higher operating expenses placed pressure on profitability during the year.

Costs and expenses excluding depreciation and financing costs were **PHP 14.90 million.** GOP was **PHP 881,042 in 2025.** Net loss after tax was **PHP 1.59 million.**

Personnel and energy costs nevertheless improved. Personnel costs declined by approximately **9% to PHP 5.01 million** from PHP 5.49 million, while energy costs fell by approximately 15% to **PHP 2.34 million** from PHP 2.74 million. These reductions indicate progress in managing two major operating cost categories, although increases elsewhere in the cost base more than offset the savings.

Total assets stood at **PHP 32.91 million** at year-end. Going forward, WWGI's priority is to build on continued revenue growth while improving the conversion of that revenue into positive operating earnings through tighter cost management and stronger productivity across its wellness operations.

Waterfront Manila Hotel & Casino (WMHC)

Waterfront Manila remained pre-operational in 2025 and generated no hotel operating revenue. Costs and expenses excluding depreciation and financing charges amounted to **PHP 113.52 million**, compared with PHP 97.03 million in 2024. Personnel costs declined by approximately 8% to **PHP 20.80 million,** while energy costs fell by 17% to **PHP 1.99 million.** Net loss after tax was PHP 107.45 million, while total assets remained broadly stable at approximately **PHP 2.87 billion.**

Major reconstruction activity was deferred during the year while management reassessed the project's financing requirements and future implementation strategy. Subsequent to year-end, the Board approved the rescheduling of reconstruction and reopening, the earliest estimated restart of major reconstruction activity is presently 2028, subject to funding availability, market conditions, and further review and approval.

During the deferral period, Acesite continued value-engineering work, preservation and maintenance activities, and selected off-site fabrication involving previously approved and procured architectural components. These efforts are intended to protect previous investment, maintain the property in a safe and usable condition, and prepare the project for an efficient restart once appropriate financial and commercial conditions are established. These efforts are intended to protect previous investment, maintain the property in a safe and usable condition, and prepare the project for an efficient restart once appropriate financial and commercial conditions are established.

Fort Ilocandia Resort Hotel (GIRDI)

In 2025, Grand Ilocandia Resort and Development, Inc. strengthened its contribution to the Waterfront portfolio, generating **PHP 139.76 million** in gross revenue compared with PHP 90.69 million in 2024, representing growth of approximately **54%**. The property accounted for nearly 7% of consolidated WPI revenue and demonstrated growing importance within the Group's regional portfolio.

Food and beverage operations generated **PHP 83.24 million**, accounting for approximately 60% of total revenue, while rooms contributed **PHP 53.99 million**, or nearly 39%. Other income reached PHP 1.83 million, while rent and related income amounted to PHP 695,847.

GIRDI's performance demonstrated the strategic value of Waterfront's expansion into Northern Luzon. Its destination-resort positioning provides a leisure-oriented complement to the Group's established urban, airport, convention, dining, and events businesses. As the property moves beyond its initial integration stage, the priority is to sustain revenue momentum while strengthening operating efficiency, energy management, service consistency, and alignment with Waterfront's operating standards.

Across the portfolio, Waterfront's properties remain strategically positioned within major tourism and business markets in Cebu, Mactan, Davao, Ilocos, and Manila. The Group entered 2025 having substantially rebuilt its revenue base from the pandemic period; the challenge has now shifted toward converting that scale into higher-quality earnings and more productive use of its assets. Through disciplined investment, stronger revenue management, operating efficiency, and continued development of both physical and digital channels, Waterfront remains focused on building sustainable value while preserving the Filipino hospitality and service culture that define the brand.

YEAR IN REVIEW:

Guest Satisfaction Index

The Guest Satisfaction Index (GSI) reflected generally positive service performance across Waterfront's operating hotels in 2025, with improvements in several key areas and continued opportunities for enhancement. The Group's internal benchmark system sets **4.00 as the passing mark**, defined as "Good," indicating that brand standards and processes are largely complied with, while a score of **5.00 signifies "Excellent,"** reflecting full adherence to established service standards.

Guest satisfaction remained an important measure of brand strength and service delivery throughout the year. Performance insights were drawn from both offline guest surveys (Guest Satisfaction Questionnaire) and online reviews, with online feedback consolidated and analyzed through the Group's reputation management platform, TrustYou. Together, these channels enabled management to assess both detailed guest experience measures and broader online sentiment across the portfolio.

Compared with 2024, results showed improvement in the overall offline GSI at WCCH and WIHD, while WAHC maintained its already strong performance. Room scores improved across all three properties, providing an encouraging indication of progress in one of the most important dimensions of the hotel experience. Food & Beverage and Convention & Events remained among Waterfront's strongest service areas, although individual properties recorded modest year-on-year movements. Online ratings were stable or improved, while review volumes increased across all three hotels.

Waterfront Cebu City Hotel & Casino (WCCH)

In 2025, Waterfront Cebu City Hotel & Casino (WCCH) achieved an offline GSI score of **4.54**, improving from 4.43 in 2024, or approximately 2.5%.

Efficiency of Service recorded the strongest improvement among its major service categories, rising to **4.65 from 4.19** in the previous year, gaining 11.1% and followed by Friendliness of Staff at 4.69 from 4.29 or 9.3% increase from previous year. Food & Beverage remained a key strength at **4.67,** while Convention & Events remained highly rated at **4.64**, broadly stable from 4.63 in 2024.

On the online front, WCCH maintained an overall review rating of **4.06**, unchanged from 2024, while the number of reviews increased by approximately 6% to **2,561 from 2,412**. Positive feedback accounted for **78%** of reviews, compared with 80% in the previous year. The hotel's Tripadvisor ranking improved substantially to **18th of 147**, compared with #52 of 209 in 2024.

The results point to meaningful progress in terms of the service experience of our guests through the Efficiency and Friendliness of our staff, while confirming the continued strength of WCCH's food, beverage, convention, and events offerings. The slight decline in positive online sentiment, despite a stable overall online rating, also highlights the importance of maintaining consistency as guest expectations continue to rise.

Waterfront Airport Hotel & Casino (WAHC)

Waterfront Airport Hotel & Casino (WAHC) sustained the strongest overall offline performance among the three properties, recording a GSI score of **4.59** in 2025, broadly unchanged from 4.60 in 2024.

Friendliness of Staff garnered the highest GSI rating at **4.79**, up from **4.64** in the previous year, representing a **3.34% improvement**. Meanwhile, **Efficiency of Service** ranked as the second-highest rated GSI at **4.77**, increasing from **4.55** and recording the **highest growth rate of 4.93%**. Food & Beverage remained strong at **4.63**, compared with 4.66 in 2024, while Convention & Events recorded **4.49.** All major service areas nevertheless remained comfortably above the Group's 4.00 passing benchmark.

Online performance continued to strengthen. WAHC's overall review rating increased to **4.18 from 4.12,** while review volume rose by approximately 5% to **2,552 from 2,426**. Positive feedback improved to **84% from 82%**, the highest positive-feedback share among Waterfront's three principal operating hotels. Its Tripadvisor ranking stood at **15th of 52,** compared with 16th of 63 in 2024.

WAHC's results demonstrate a high degree of consistency, supported by meaningful improvement in both rooms and online guest sentiment. The softer Convention & Events score, however, provides a clear area for renewed operational attention even as overall satisfaction remains strong.

Waterfront Insular Hotel Davao (WIHD)

Waterfront Insular Hotel Davao (WIHD) showed encouraging improvement in several areas during 2025. Its overall offline GSI increased to **3.69 from 3.58** in 2024, an improvement of approximately 3.0%. While the result remained below the Group's 4.00 passing benchmark, the underlying service-category scores indicate continued progress.

Guestroom Satisfaction improved to **4.00 from 3.97**, moving closer to the desired benchmark and demonstrating progress in an area identified for improvement in the previous year. **Efficiency of Service** and **Friendliness of Staff** likewise posted stronger passing ratings of **4.45 and 4.49**, respectively. Both service dimensions recorded notable improvements, with **Efficiency of Service achieving the highest growth at 6.14%**, followed by **Friendliness of Staff at 4.62%**. Food & Beverage remained one of the property's strongest categories at **4.65,** unchanged from 2024, while Convention & Events recorded a strong **4.48**, compared with 4.51 in the previous year.

WIHD's online overall review rating also improved slightly to **3.99 from 3.97,** bringing it just below the 4.00 benchmark. Review volume increased to **958 from 922**, while positive feedback remained stable at 77%. The hotel ranked **11th of 88** on Tripadvisor in 2025, compared with 7th of 38 in the previous year. Given the significant expansion in the number of properties within the comparison set, the change in absolute ranking should be interpreted in the context of a considerably larger competitive field.

WIHD's results show that the property is making progress, particularly in guestrooms, while preserving its established strengths in dining and events. The remaining gap between its overall offline GSI and the 4.00 benchmark reinforces the need for continued improvements in the broader hotel experience and greater consistency across guest touchpoints.

Across the portfolio, the 2025 GSI results highlighted room experience as one of the clearest areas of progress, with guestroom scores improving at WCCH, WAHC, and WIHD. Food & Beverage continued to perform strongly across all three properties, with scores ranging from 4.63 to 4.67, while Convention & Events remained above benchmark throughout the Group despite modest declines at WAHC and WIHD.

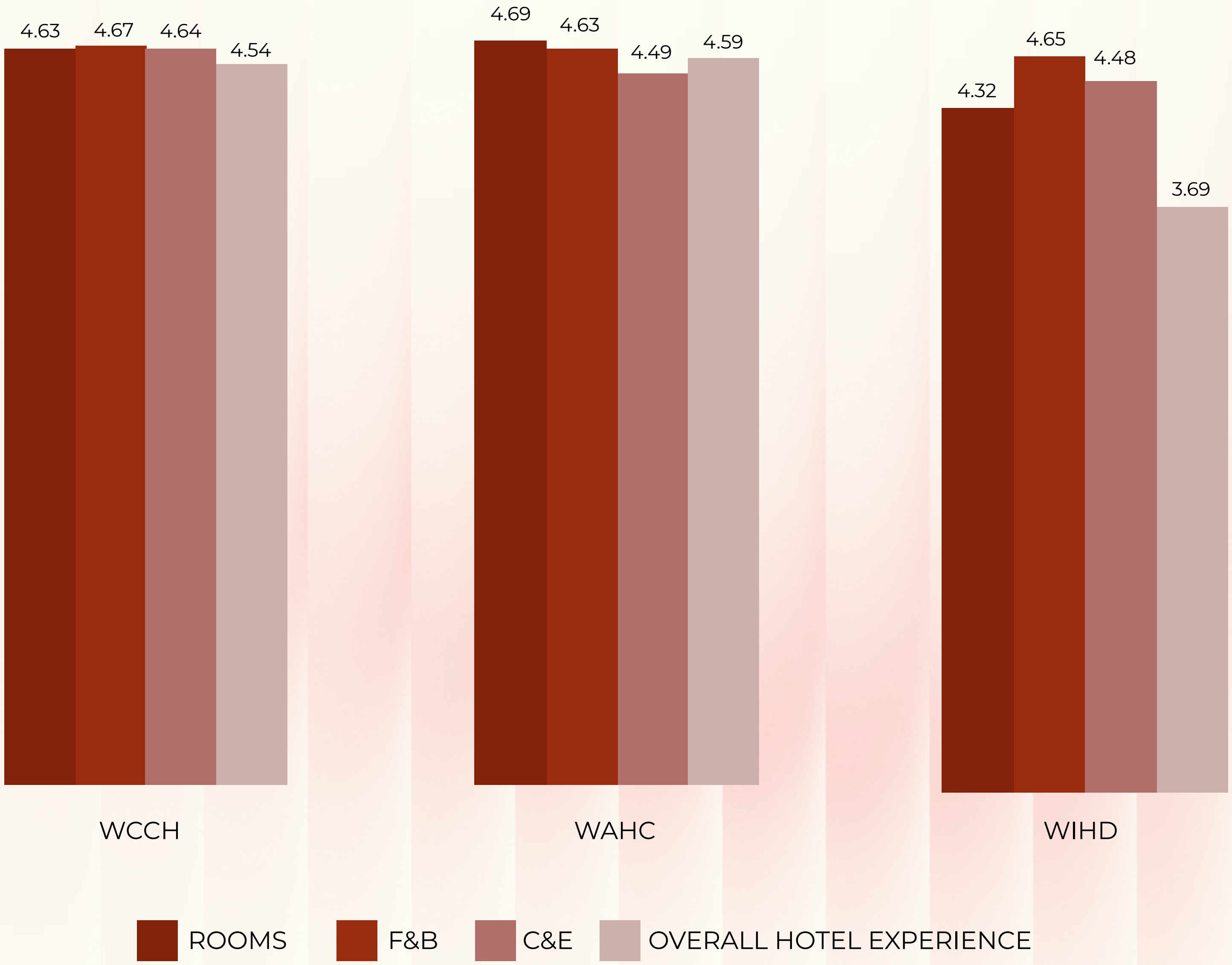
WAHC continued to lead overall guest satisfaction, combining a strong 4.59 offline GSI with the Group's highest online rating and positive-feedback percentage. WCCH posted meaningful improvement in its overall offline score and substantial gains in guestrooms, while WIHD demonstrated measurable progress toward the Group benchmark, particularly in the room experience.

Looking ahead, Waterfront will continue to use GSI findings to guide service improvements, facility enhancements, staff development, and operational refinement. The combination of structured offline surveys and real-time online guest feedback provides the Group with a more complete view of the customer experience, allowing each property to preserve its areas of strength while directing management attention toward the service gaps that matter most to guests.

2025 GSI	Offline Overall Review Rating	Online Overall Review Rating	No. of Online Reviews	% Positive	Tripadvisor Ranking
WCCH	4.54	4.06	2,561	78%	#18 of 147
WAHC	4.59	4.18	2,522	84%	#15 of 52
WIHD	3.69	3.99	958	77%	#11 of 88

GSI SUMMARY 2025

OUT OF 5



YEAR IN REVIEW:

Rooms

Waterfront's guestrooms continued to serve as a core expression of the brand in 2025, combining generous space, comfort, functionality, and a strong sense of place across the Group's properties. With room configurations designed to accommodate a broad range of leisure, business, corporate, and group travelers, Waterfront maintained its emphasis on spacious accommodations, practical amenities, and a guest experience that balances established hospitality traditions with evolving traveler expectations.

Waterfront's **Guest Rooms Assurance Check for Excellence (GRACE) Program** remained an important component of the Group's quality-control framework, supporting the systematic inspection, maintenance, and enhancement of guestrooms and common areas. The program continues to reinforce consistency in room standards, albeit localized per hotel property, while supporting guest satisfaction, asset preservation, and operational readiness across the portfolio.

For the Group's active properties, consolidated Rooms revenue reached **PHP 597.23 million in 2025,** an increase of **9.4% from PHP 545.90 million in 2024.** Across **Waterfront Cebu City Hotel & Casino (WCCHC), Waterfront Airport Hotel & Casino (WAHC), and Waterfront Insular Hotel Davao (WIHD)**—the three established operating hotels for which comparable room-operating statistics are available—weighted occupancy based on actual rooms sold stood at approximately **65.7%,** while the weighted Average Room Rate (ARR) reached **PHP 3,638 and Revenue per Available Room (RevPAR) stood at PHP 2,414.** In 2025, all metrics increased with R**evPAR improving by approximately 6.0%, occupancy by 4.8%, and ARR by 0.6% Year-on-Year.**

Room performance varied across the portfolio. **WCCHC** generated **PHP 305.01 million** in Rooms revenue, up 5.9% year-on-year. Operationally, ARR increased by approximately **3.7% to PHP 3,220**, although occupancy based on sold rooms eased to **52.0%** and RevPAR was **PHP 1,685.** The results indicate firmer pricing alongside softer utilization during the year.

WAHC posted the strongest Rooms revenue growth among the Group's principal hotels, increasing by **17.7% to PHP 130.38 million**. The property maintained particularly strong room utilization, with occupancy of **72.0%**, an ARR of **PHP 4,543,** and RevPAR of **PHP 3,250**. Occupancy based on actual rooms sold and rate performance remains the strongest among the hotel group, reinforcing the strength of the property's airport-linked demand base.

WIHD generated **PHP 107.85 million** in Rooms revenue and recorded a significant improvement in room productivity. Occupancy increased to **73.0% from 65.0%**, an improvement of 12.31 percentage points based on actual rooms sold, while RevPAR rose by approximately **11.0% to PHP 2,306.** ARR eased modestly to **PHP 3,151**, indicating that higher utilization more than offset softer average pricing.

Fort Ilocandia Resort Hotel contributed **PHP 53.99 million** in Rooms revenue. Its room-production mix remained diversified across transient, group, government and NGO, events, travel-agency, promotional, and long-stay business. Travel agencies represented the largest transient source, generating **6,311 room nights,** while group production included conventions, events, and government and NGO accounts. This diversified demand base supports the resort's positioning across both leisure and institutional markets in Northern Luzon.

Digital distribution continued to play an increasingly important role in room production. Across WCCHC, WAHC, and WIHD, online Rooms revenue reached **PHP 279.91 million,** an increase of approximately **8.5% from PHP 258 million in 2024.** Online room nights increased by 8% to **75,843,** while the average online room rate improved by 1% to **PHP 3,690.70.** Online Travel Agencies remained the principal source of digital room production, while the Group continued to identify opportunities to strengthen direct website and mobile bookings and achieve a more balanced distribution mix.

Beyond location and convenience, Waterfront continued to differentiate its room product through spacious layouts, multiple accommodation categories, and facilities designed for different guest profiles. Ambassador Club Floors, Business Centers, executive lounges, conference facilities, and accommodations located near gaming and entertainment areas allow the Group to serve a wide spectrum of travelers. This flexibility supports premium international guests, corporate travelers, MICE participants, leisure markets, and domestic group business while allowing each property to respond to the particular character of its location and customer base.

The Group also continued to invest in the physical quality and operational reliability of its accommodation assets. At **WCCHC**, completion of the **17th-floor renovation** formed part of approximately PHP 147.80 million in capital projects undertaken at the property during 2025. WAHC invested in chiller and air-conditioning systems, backup power, technology, and other infrastructure supporting guest comfort and operating reliability. WIHD added housekeeping equipment, guest linens, and IT support, while Fort Ilocandia invested in housekeeping, laundry, building maintenance, and related operating requirements.

Guest satisfaction results provided further evidence of improvement in the room experience during the year. Guestroom GSI scores increased across all three established operating hotels: WCCHC improved to **4.63 from 4.30,** WAHC rose to **4.69 from 4.51**, and WIHD increased to **4.32 from 4.15.** All three room scores therefore exceeded Waterfront's internal passing benchmark of 4.00 in 2025, complementing the year's growth in Rooms revenue.

In 2025, the Group continued to benefit from the depth of the Philippine domestic market while positioning its room business to capture further international demand. Domestic corporate, institutional, family, leisure, events, and group travel remained an important foundation for room demand, while improving international connectivity strengthened the country's longer-term tourism prospects.

The year's operating results also underscored the importance of looking beyond occupancy or room-volume growth alone. Across the portfolio, the relationship among **rate, occupancy, RevPAR, customer mix, distribution costs, and available inventory** increasingly determines the quality of Rooms performance. Waterfront's priority is therefore shifting toward stronger yield management, higher-value customer segments, more effective utilization of room inventory, greater direct-booking contribution, and improved returns from its accommodation assets.

YEAR IN REVIEW:

Food & Beverage

Waterfront's Food and Beverage (F&B) division remained one of the Group's most important hospitality and revenue platforms in 2025. Across restaurants, banquets, catered functions, celebrations, conventions, and special events, our F&B teams continued to create dining experiences that complemented the guest stay while serving an increasingly diverse mix of local patrons, travelers, corporate clients, families, and event organizers.

The division continued to combine international dining influences with distinctly Filipino flavors and hospitality. Across the portfolio, menus and service concepts were refreshed through seasonal offerings, themed promotions, culinary events, and property-specific experiences designed to remain responsive to changing guest preferences. F&B teams also continued to strengthen their capabilities through food-safety programs, service training, product development, menu engineering, beverage education, and exposure to emerging culinary trends.

At **Waterfront Cebu City Hotel & Casino (WCCHC)**, F&B remained closely integrated with the property's extensive events and entertainment platform. Throughout the year, the hotel complemented concerts, conventions, travel fairs, graduations, festivals, and other major gatherings with satellite food counters, concert buffets, breakfast offers, gift-certificate selling, and seasonal dining concepts. The property also expanded digital access to its dining offers through StarDeals online e-vouchers and Eatigo online table reservations, extending F&B beyond traditional walk-in and hotel-guest demand.

At Waterfront Airport Hotel & Casino (WAHC), Café Uno remained the principal F&B outlet and the centerpiece of many revenue-generating activities. Breakfast continued to anchor demand, generating nearly PHP 14 million during the year, largely supported by Rooms-with-Breakfast packages.

Among special activations, the Weekend Dinner Buffet generated PHP 6.22 million, while the PAL Lounge Helmari catering partnership contributed approximately PHP 2.85 million. Together with Merienda Cena, seasonal buffets, Sinulog, Chinese New Year, Kadaugan sa Mactan, and other promotions, these initiatives diversified the property's F&B offer beyond its regular restaurant business.

Waterfront Insular Hotel Davao (WIHD) likewise demonstrated the importance of combining outlet dining with events. Its internal F&B report showed an almost even split between outlet revenue at 51% and banquet revenue at 49%, highlighting the dual importance of restaurant patronage and functions to the property. Café Uno generated nearly 63% of outlet revenue, supported particularly by breakfast packages, while promotional dining campaigns generated PHP 10.47 million during the year. These included Café Uno themed buffets, weekday lunch concepts, holiday dinners, Fisherman's Catch, Valentine's Day, Mother's and Father's Day, Mid-Autumn Festival, and other seasonal experiences.

WIHD also expanded its Conferences and Events offering through new **specialty cocktail packages**, including Black and White, Rustic, and Golden Graze concepts, designed to give event clients greater choice and personalization. Product development was supported by training and collaborative sessions with industry brands including Barista Depot, Monin, Dionysius, Emborg, Maggi, and Nestlé, strengthening capabilities in beverage development, food innovation, emerging trends, and promotional concepts.

At **Fort Ilocandia Resort Hotel,** F&B became an increasingly important component of the property's destination offering. The opening of the Poolside Grill added another dining experience for leisure guests, while rotating menus and seasonal offerings across Café Ilocandia, Red 8, Palms Bar, and other outlets broadened the resort's culinary range.

Menu development also incorporated regional identity through offerings such as **Kare-Kare Crispy Bagnet,** while banquet and group business strengthened the relationship between dining, events, and destination travel. Food and Beverage generated PHP **83.24 million in 2025,** representing approximately 60% of the property's revenue.

Banquet services remained a cornerstone of Waterfront's F&B business. WCCHC continued to leverage its scale and established convention infrastructure to serve major professional, corporate, institutional, association, and entertainment events. Beyond traditional banquet production, F&B teams increasingly captured additional spending around these gatherings through satellite counters, concert buffets, catered breaks, and customized dining experiences. WIHD's development of specialty event-beverage packages further illustrates how Waterfront is expanding F&B from a supporting hotel service into a more integrated component of the meetings and events proposition.

Behind the guest experience, operating efficiency and sustainability also received greater attention. WAHC reduced **food waste by 14%** and **breakage by 31.9%** year-on-year, reflecting stronger handling, waste-control, and operating discipline. At WIHD, its Food Waste Management System continued to support production planning and portion control, while its in-house herb garden supplied mint and basil for hotel use and generated estimated purchasing savings of **PHP 86,400** during the year.

In financial terms, consolidated F&B revenue reached **PHP 765.61 million in 2025**, increasing by **4.0%** from the previous year and remaining the Group's largest revenue source at approximately **37.65% of consolidated revenue**. F&B costs increased by approximately 4.3%, broadly in line with revenue growth.

Property performance reflected the different roles F&B plays across the portfolio. WCCHC remained the Group's largest F&B operation at **PHP 485.85 million,** supported by its restaurants, banquet business, conventions, and events. WAHC generated **PHP 53.25 million,** while WIHD recorded **PHP 140.74 million,** continuing to derive more than half of its property revenue from Food and Beverage. Fort Ilocandia contributed **PHP 83.24 million,** underscoring the growing importance of dining, functions, and group activity to the resort.

Waterfront's F&B division continues to bring together **culinary creativity, events, operational discipline, and commercial opportunity.** In 2025, this was reflected not only in revenue growth but also in the diversity of restaurant concepts, seasonal experiences, event-linked selling, banquet activity, product development, and sustainability initiatives across the Group. As guest preferences continue to evolve, Waterfront will remain focused on keeping its menus relevant, strengthening outlet and banquet productivity, developing its culinary teams, and creating distinctive dining experiences defined by the warmth of Filipino hospitality. (Please refer to the Marketing Highlights section for more details on F&B promotions.)

YEAR IN REVIEW:

Our Brands

Waterfront's hotel portfolio spans five key Philippine destinations: Metro Manila, Cebu City, Mactan, Davao City, and Laoag in Ilocos Norte. Across these markets, the Group continues to combine established brand heritage with distinct property positioning—from urban and convention hotels to an airport gateway property, a seaside destination, and a heritage resort. In 2025, each brand played a different role within Waterfront's broader strategy of strengthening revenue quality, improving asset productivity, and expanding the Group's reach across major business and tourism centers.

Waterfront Cebu City Hotel & Casino (WCCHC)

Our flagship property remained the Group's largest operating hotel and principal revenue contributor in 2025. Strategically located in Cebu City's business district near Cebu IT Park and Cebu Business Park, WCCHC continued to serve a broad market encompassing business and leisure travelers, conventions, corporate functions, dining, entertainment, and social events. Its extensive meeting and convention infrastructure remained one of the property's principal competitive strengths.

WCCHC generated gross revenue of **PHP 1.22 billion** in 2025, approximately 2% higher than PHP 1.20 billion in 2024. Rooms revenue increased by 5.9% to **PHP 305.01 million,** while Food & Beverage revenue reached **PHP 485.85 million.** Rent and related income remained broadly stable at **PHP 423.15 million,** while Other revenue increased to **PHP 6.60 million.**

Costs and expenses amounted to **PHP 832.67 million.** Personnel costs increased by approximately 9% to PHP 138.90 million, while energy costs rose by approximately 11% to PHP 156.81 million. GOP stood at **PHP 387.93 million,** while net income after tax amounted to **PHP 30.36 million.**

The property also continued to benefit from investment in its physical product. Approximately PHP 147.80 million in capital projects were completed during the year, including the 17th-floor renovation, improvements to PAGCOR facilities, and new carpeting for the gaming area and Teatro. These investments support WCCHC's position as Waterfront's principal urban, convention, dining, and entertainment platform and reinforce the need to translate its scale into stronger operating productivity and margin quality.

Waterfront Manila Hotel & Casino (APHC)

Waterfront Manila remained in its pre-operational stage in 2025 as Acesite reassessed the redevelopment program, remaining funding requirements, and the market conditions necessary to support a commercially sustainable completion and reopening.

The property recorded no hotel operating revenue during the year. Costs and expenses excluding depreciation and financing charges amounted to **PHP 113.52 million.** Personnel costs declined by approximately 8% to **PHP 20.80 million,** while energy costs fell by 17% to **PHP 1.99 million.** Net loss after tax widened to **PHP 107.45 million,** while total assets remained broadly stable at approximately **PHP 2.87 billion.**

The redevelopment program, initially supported by approximately PHP 1.5 billion in insurance proceeds following the 2018 fire, is now estimated to require approximately **PHP 3.6 billion** for completion. Higher construction materials and labor costs, foreign-exchange pressures, imported equipment requirements, structural and civil corrective works, and changes to the hotel's internal layout have materially altered the project economics.

Major construction activity was deferred during 2025 while management reassessed the project's financing requirements and implementation strategy. This broader deferral has not meant inactivity. Value engineering, technical review, selected off-site fabrication involving previously approved and procured architectural components, property preservation, inspections, and preventive maintenance continued during the year to protect previous investment and maintain the asset in a safe and usable condition.

Subsequent to year-end, approximately PHP 764 million in retained earnings was appropriated for reconstruction, while management continued to assess additional funding sources and the appropriate financing structure for the remaining work. The earliest estimated restart of major reconstruction activity is presently 2028, subject to funding availability, market conditions, and further review and approval.

Waterfront Manila remains a significant long-term asset for the Group. Its eventual restoration is intended to reestablish Waterfront's presence in the capital and broaden the brand's participation in Manila's hospitality, corporate, convention, dining, entertainment, and urban leisure markets. The immediate priority is to preserve the property and establish the financial and commercial conditions necessary for a sustainable reopening.

Waterfront Airport Hotel & Casino (WAHC)

Strategically located beside Mactan-Cebu International Airport, WAHC continued to strengthen its role as Waterfront's principal gateway property in 2025. Its location provides direct access to airport-linked demand while allowing the hotel to serve transit passengers, corporate travelers, airline-related business, leisure guests, dining customers, and other commercial markets.

WAHC generated gross revenue of **PHP 397.89 million** in 2025, approximately 3% higher than PHP 386.04 million in 2024. Rooms revenue recorded particularly strong growth, rising by **17.7% to PHP 130.38 million,** the strongest increase among Waterfront's established operating hotels. Food & Beverage revenue amounted to **PHP 53.25 million,** while Rent and related income reached **PHP 197.71 million** and Other revenue stood at **PHP 16.54 million.**

Operating costs amounted to **PHP 340.35 million**. Personnel costs reached PHP 40.68 million, while energy costs totaled PHP 66.94 million. GOP was **PHP 57.54 million**, although depreciation, interest, and other non-operating expenses contributed to a net loss of **PHP 41.10 million** for the year.

Approximately PHP 13.61 million in capital projects were also completed at the property, covering chiller and air-conditioning systems, wastewater-treatment rehabilitation, fire-detection and safety equipment, backup power, technology, and other operational requirements.

WAHC's strong room growth reinforced the commercial advantage of its gateway location. The next priority is to convert this improving accommodation demand into stronger overall profitability through greater ancillary revenue, improved operating productivity, and more effective management of energy and financing costs.

Waterfront Insular Hotel Davao (WIHD)

Waterfront Insular Hotel Davao continued to occupy a distinctive position within the Group as a seaside business, leisure, dining, and events destination in Southern Mindanao. Its expansive waterfront setting, landscaped grounds, established local identity, and strong Food & Beverage and social-events business continue to differentiate the property within the Davao hospitality market.

WIHD generated gross revenue of PHP 258.47 million in 2025, broadly unchanged from PHP 258.59 million in 2024. Rooms revenue increased modestly to PHP 107.85 million, while Food & Beverage revenue remained stable at PHP 140.74 million, continuing to represent more than half of the property's total revenue. Rent income increased to PHP 3.80 million, while Other revenue amounted to PHP 6.08 million.

Costs and expenses totaled PHP 225.99 million. Personnel costs amounted to PHP 42.12 million, while Food & Beverage costs were PHP 55.42 million. Energy costs declined by approximately 11% to PHP 24.00 million. GOP was PHP 32.48 million, while net income stood at PHP 595,293.

The property maintained its established position in Davao but faced the challenge of increasing costs against a broadly stable revenue base. Its strong dining, banquet, events, and room businesses provide a sound market foundation, while future priorities include stronger pricing discipline, room-demand development, banquet and dining productivity, and tighter operating-cost management.

Fort Ilocandia Resort Hotel (GIRDI)

Fort Ilocandia continued to strengthen its role within the Waterfront portfolio in 2025, building on its integration into the Group and expanding Waterfront's presence in Northern Luzon. With its distinctive resort architecture, expansive grounds, heritage identity, and leisure positioning, the property provides a differentiated complement to Waterfront's urban, airport, convention, and business-oriented hotels.

GIRDI generated gross revenue of **PHP 139.76 million** in 2025, compared with PHP 90.69 million in 2024, representing growth of approximately **54%**. This increased the property's contribution to nearly 7% of consolidated WPI revenue.

Food & Beverage operations generated **PHP 83.24 million**, accounting for approximately 60% of total revenue, while Rooms contributed **PHP 53.99 million,** or nearly 39%. Other income reached **PHP 1.83 million,** while Rent contributed **PHP 695,847.**

The property's revenue growth demonstrates that Fort Ilocandia is moving beyond its initial integration stage and developing into a more meaningful regional contributor. Its evolving revenue mix also shows that it functions not only as a resort accommodation product, but as a destination for dining, functions, events, and related leisure activity.

Energy costs of **PHP 39.79 million** also highlighted the operating requirements associated with a larger and more active resort platform. As Fort Ilocandia continues to align with Waterfront's operating and service standards, management will focus on sustaining revenue growth while improving energy management, operating efficiency, service consistency, and the productive use of the property's extensive facilities.

Strategically, Fort Ilocandia continues to diversify Waterfront's geographic footprint and customer mix. Its Northern Luzon location, established brand heritage, destination-resort character, and growing contribution to Group revenue position it as an increasingly important component of Waterfront's long-term regional hospitality portfolio.

YEAR IN REVIEW:

Marketing Highlights

At the core of Waterfront's marketing strategy in 2025 remained our powerful slogan: "We're at the center of it all." Across the Group, this positioning continued to express Waterfront's role as a meeting point for business, leisure, dining, entertainment, culture, and community. Each property translated the message according to the strengths of its destination and market—from large-scale conventions and institutional business in Cebu City, to gateway experiences in Mactan and social, leisure, and cultural events in Davao.

In 2025, Waterfront's marketing activities also became increasingly **commercially focused and measurable.** Property campaigns combined brand visibility with revenue generation through MICE, corporate and group sales, Food & Beverage activations, destination events, trade engagement, sales missions, media relations, and digital promotion. This approach allowed marketing to support not only awareness and guest engagement, but also direct room, banquet, dining, and events production.

Waterfront Cebu City Hotel & Casino (WCCHC)

WCCHC reinforced its position as one of Cebu's principal convention, corporate, and events venues in 2025. Its sales pipeline reflected the breadth of the property's market, spanning national professional associations, corporations, government institutions, international organizations, trade groups, and tourism partners.

Among the year's most significant events was the **20th National Convention for Lawyers of the Integrated Bar of the Philippines,** held from January 28 to February 1, which generated an estimated **PHP 23.54 million in banquet revenue**. Other major business included the **EMCOR Business Conference,** which generated approximately PHP 2.20 million in banquet revenue and PHP 1.80 million in Rooms revenue, and the **Knights of Rizal International Assembly,** which contributed approximately PHP 2.15 million in banquet revenue and PHP 667,000 in Rooms revenue.

These events demonstrate the commercial value of WCCHC's ability to combine large-scale convention facilities with accommodation and Food & Beverage services.

The property also remained active in tourism, business, and international-market development. Highlights included the **10th International Travel Festival,** an India-Philippines B2B meeting organized through the Cebu Chamber of Commerce, meetings of the Japanese Association Cebu and American Chamber of Commerce, and an April **Taiwan Sales Mission.** Lifestyle and cultural positioning was supported through events such as the **Philippine Terno Gala 2025,** Chinese New Year celebrations, and the **Cebu Wedding Expo.**

Sales performance nevertheless showed a mixed picture. Combined Cebu and Manila sales production reached approximately PHP 261.78 million, equivalent to 69% of the PHP 381.58 million target. The Cebu Sales Office performed considerably better, generating PHP 197.95 million, or 95% of target, including PHP 88.20 million in Rooms production and PHP 109.76 million in banquet production. The Manila Sales Office generated PHP 63.83 million, or 37% of target. This divergence highlights both the strength of WCCHC's core Cebu market and the opportunity to strengthen feeder-market and Manila-based production.

Overall, WCCHC's 2025 activity affirmed the property's strongest competitive advantage: its capacity to translate convention scale and central-city positioning into integrated business across rooms, banquets, corporate functions, tourism events, and cultural experiences.

Waterfront Airport Hotel & Casino (WAHC)

WAHC continued to position itself as Cebu's gateway hotel by connecting its airport location with destination culture, seasonal dining, and locally relevant experiences.

Its 2025 marketing calendar focused strongly on Food & Beverage activations that gave arriving and departing travelers immediate access to Cebuano celebrations and hospitality.

The year opened with Sinulog 2025, combining cultural performances, face painting, and a Cebuano-themed weekend buffet that generated PHP 93,302 in dining revenue. This was followed by Chinese New Year and Valentine's campaigns, while participation in the Kadaugan sa Mactan Food Festival became one of the property's strongest external activations, generating PHP 135,888 despite a shortened campaign period. Mother's Day and Father's Day promotions further used culinary storytelling to strengthen family-market engagement, while the Christmas campaign generated PHP 114,398 from the dining outlet alone.

Kadaugan sa Mactan also delivered the property's strongest documented media result for the year, generating five online media pickups, an estimated PHP 80,000 in PR value, and approximately 400,000 in social reach. The result illustrates the value of linking Waterfront's marketing to established destination events rather than relying solely on standalone hotel promotions.

WAHC's 2025 campaigns therefore reinforced a clear property identity: the hotel functions not merely as an accommodation beside the airport, but as an immediate gateway to Cebu's food, culture, and celebrations.

Waterfront Insular Hotel Davao (WIHD)

WIHD's marketing program in 2025 continued to build on the property's distinctive combination of seaside leisure, dining, family experiences, weddings, and local cultural engagement. Seasonal Food & Beverage campaigns demonstrated meaningful revenue-generating capability, while larger signature events reinforced the hotel's role as a social and events destination in Davao.

Chinese New Year generated **PHP 266,180 in buffet revenue** plus PHP 18,792 from Nian Gao sales, while Valentine's Day generated PHP 201,428.87 from 258 covers. Easter, Mother's Day, and Father's Day promotions also recorded strong participation, with Mother's Day generating PHP 364,702 from 368 covers and Father's Day generating **PHP 315,348.70** from 263 covers.

Signature property-led events provided an even stronger platform for market differentiation. **Perya in the City – Year 3** returned in August, while the sixth edition of **Beautiful Beginnings** reinforced WIHD's established position in Davao's wedding and bridal market. Beautiful Beginnings generated **PHP 6.68 million in banquet** revenue and PHP 298,600 in gift-certificate sales, making it one of the property's most commercially significant documented marketing initiatives of the year.

The year-end season also demonstrated WIHD's ability to combine events, dining, and media visibility. Its November Christmas Tree Lighting Ceremony was attended by 15 traditional and digital media content creators. Christmas Eve Dinner generated **PHP 577,427.88** from 255 covers, while the New Year Countdown produced **PHP 1.24 million** from 415 covers.

These results suggest that WIHD's strongest marketing advantage lies in turning the property itself into an experience platform. Family celebrations, weddings, seasonal dining, and large social occasions allow the hotel to monetize its waterfront setting and event infrastructure while strengthening its cultural and community relevance.

Fort Ilocandia Resort Hotel (GIRDI)

Fort Ilocandia Resort Hotel (GIRDI). In 2025, Fort Ilocandia expanded its marketing efforts around its strongest differentiators: its destination-resort setting, extensive recreational facilities, regional identity, and ability to combine accommodations, dining, and leisure within a single experience.

The property deployed a succession of targeted room packages throughout the year, including the Eat, Play & Stay, Book Ahead and Save, Summer Escape, Umbrellas Up, Prices Down, and Weekend Getaway promotions. These campaigns were designed as both discounts and demand-management tools—bundling rooms with dining, recreation, airport transfers, and other amenities while targeting advance bookings and traditionally softer travel periods. Positive response led several promotions to be extended through year-end.

The resort also used major regional events to capture incremental demand. Special accommodation packages were developed for participants and families attending **Palarong Pambansa 2025**, while group and banquet business included the **IIEE Convention**, Don Antonio Group functions, SM Group, and recurring group bookings during the year. The property's 2025 production data shows the importance of intermediary and packaged business: travel agencies generated **6,311 transient room nights and approximately PHP 15.68 million in room revenue**, while Packages and Promos produced another **1,581 room nights and PHP 4.87 million**. Group business contributed **4,560 room nights and approximately PHP 11.83 million**, led by government/NGO and events business. These results demonstrate that Fort Ilocandia's commercial model increasingly combines leisure marketing with travel-trade, institutional, and event-driven demand.

Food & Beverage marketing complemented this accommodation strategy. The opening of the **Poolside Grill** created a new revenue opportunity around the resort's recreation market, while quarterly menu activations across Café Ilocandia, Red 8, and Palms Bar introduced seasonal dishes and beverages intended to encourage repeat visits and keep the dining offer fresh. Promotions also drew deliberately on local identity, including a Malunggay-themed menu tied to Laoag City's annual festival and Café Ilocandia's Kare-Kare Crispy Bagnet, which incorporated one of Ilocos' signature food products.

The property's report identifies the Poolside Grill and stronger banquet and group business as contributors to year-on-year Food & Beverage growth.

Fort Ilocandia also broadened its market reach through tourism-industry engagement. As part of the Department of Tourism Region I delegation, the resort participated in the 32nd PTAA Travel Tour Expo in Manila, presenting accommodation packages and destination experiences to the national travel market. It subsequently participated in the 10th International Travel Festival at Waterfront Cebu City Hotel & Casino, extending its visibility into the Visayas, and attended the Region I Tourism Summit. In October, participation in the North Luzon Travel Expo 2025 included business-to-business networking with travel partners and prospective clients, further strengthening the resort's position within the Northern Luzon tourism circuit.

The year also created opportunities for broader destination branding. Fort Ilocandia served as a filming location for ***Child No. 82***, an official entry to the 2025 Cinemalaya Independent Film Festival, using the resort's distinctive architecture and setting as a backdrop for key scenes. In March, the property received the **NATAN-OK Accommodation Award** at the inaugural Ilocos Norte Tourism Gala and Awards Night, recognizing its accommodations, guest service, and contribution to the province's tourism industry. These developments strengthened Fort Ilocandia's visibility not only as a hotel, but as a recognizable cultural and destination asset of Ilocos Norte.

Taken together, the 2025 initiatives show Fort Ilocandia moving beyond its initial integration into the Waterfront portfolio toward a more deliberate commercial identity. Its marketing proposition increasingly combines **destination leisure, regional culture, recreation, dining, events, and travel-trade distribution**, providing Waterfront with a differentiated Northern Luzon offering and expanding the Group's ability to participate in domestic regional tourism.

Digital Marketing

In 2025, Waterfront Hotels & Casinos continued to strengthen digital distribution and direct customer engagement as integral components of its commercial strategy. Online channels remained increasingly important to room production, market visibility, and the guest booking journey. At the same time, the year's results highlighted a clear strategic priority: converting Waterfront's digital reach more effectively into direct bookings, stronger customer engagement, and a more balanced distribution mix.

Waterfront Hotels & Casinos Corporate Website

The Waterfront corporate website remained the Group's principal owned digital platform in 2025, supporting discovery, engagement, and booking-engine referrals across Waterfront Cebu City Hotel & Casino, Waterfront Airport Hotel & Casino, and Waterfront Insular Hotel Davao.

The website recorded **162,455 users,** including 155,482 new users, and generated 131,572 engaged sessions during the year. Overall engagement stood at **59.7%,** with an average engagement time of 54 seconds and a bounce rate of **40.3%**. Traffic was below the 189,343 website visitors reported in 2024. While engagement remained strong at **59.7% in 2025**, it moderated from approximately **63% in 2024.** Despite the decline, the 2025 engagement rate remained at the **upper end of the industry average of 45 to 60%*,** indicating continued healthy user interaction with the website. Nevertheless, opportunities remain to further enhance content relevance, site navigation, and conversion pathways to improve user engagement and support direct booking performance.

Organic search remained the website's most important acquisition channel, generating **95,249 user**s and a strong **67.55% engagement rate.** Direct traffic contributed 39,271 users, while Organic Social generated 15,419 and Referral traffic 9,783. Organic search therefore continued to provide Waterfront with a strong source of qualified traffic and visibility.

Mobile remained the dominant access point, accounting for **93,695 users or 58.40% of the total device category,** compared with 64,719 desktop at 40.40% and 1,901 or 1.20% tablet users. Desktop traffic demonstrated stronger engagement, recording a 63.49% engagement rate and an average engagement time of 1 minute and 16 seconds, compared with 57.45% and 39 seconds for mobile. The stronger desktop engagement is consistent with the profile of users accessing the website through Google Chrome, Safari, and Microsoft Edge, which are commonly associated with corporate professionals, business travelers, and office-based users. This is particularly relevant as the booking engine also serves **corporate and MICE accounts through dedicated corporate codes,** where desktop access may be more prevalent. Nevertheless, with mobile accounting for the majority of website traffic, the data reinforces the opportunity to further enhance the mobile browsing and booking experience to ensure that users across all customer segments can seamlessly progress from website engagement to direct booking, supporting Waterfront's objective of increasing direct digital conversion.

Website conversion performance varied across the properties. Waterfront Airport Hotel & Casino achieved the highest **user conversion rate at 25.69%**, up from 22.37% in 2024. Waterfront Cebu City Hotel & Casino maintained strong performance at **17.12%**, while Waterfront Insular Hotel Davao recorded **12.33%**. These figures refer to users triggering designated booking-engine links rather than completed hotel reservations.

Across the three property booking links, the website generated **30,362 conversion events from 20,078 users**. WCCHC accounted for 16,856 booking-link conversions, followed by WAHC with 8,198 and WIHD with 5,308. While still substantial, total conversion-event volume was lower than the more than 40,000 events reported in 2024, making direct conversion an important area for renewed optimization.

Nevertheless, room nights booked through the website amounted to 11,194 in 2025, with Waterfront Cebu City Hotel & Casino (WCCH) generating the highest volume at 6,432 room nights, followed by Waterfront Airport Hotel & Casino (WAHC) at 3,277, and Waterfront Insular Hotel Davao (WIHD) at 1,485. Based on booking link clicks converted to confirmed bookings, WAHC recorded the highest conversion efficiency at 40.0%, followed closely by WCCH at 38.2%, while WIHD achieved 28.0%. Overall, the website delivered a 36.9% conversion efficiency, within the 30 to 45% industry benchmark, indicating good performance in converting booking intent into actual room production. WAHC and WCCH demonstrated particularly strong conversion performance, while WIHD's rate, being below the benchmark, presents an opportunity to further optimize its pricing, promotional offers, booking experience, and overall conversion pathway to maximize direct room production.

Waterfront's digital reach also continued to extend well beyond the domestic market. The Philippines accounted for 103,510 users, followed by the United States with 19,197 and Japan with 7,889. China, Singapore, Australia, the United Kingdom, Canada, Germany, and Vietnam also ranked among the website's leading international markets.

To strengthen website engagement and reduce bounce rates, Waterfront continues to monitor and enhance the overall efficiency and user experience of its website, including optimizing page loading speed and simplifying the navigation flow by removing unnecessary buttons and streamlining menu options. The Group also undertook a **backend website enhancement project, including the upgrade of its PHP framework to a higher version,** to improve website performance, stability, and scalability. In parallel, Waterfront continues to expand its digital reach through **metasearch distribution and retargeting initiatives,** while regularly conducting **rate shopping** to monitor market competitiveness and ensure that users are presented with relevant and competitive rates. These initiatives collectively support a more seamless digital journey, strengthen user engagement, and improve the opportunity to convert website traffic into direct bookings.

**The industry standard is based on published benchmarks from hospitality digital marketing firms, namely Travelboom, Cendyn, Cloudbeds, and Milestone, Inc.*

Website Visitors through Social Networks

Social media continued to function as an important gateway into Waterfront's owned digital ecosystem. Organic Social generated **14,494 website users** during 2025. Among individually reported networks, Facebook remained overwhelmingly dominant, generating **14,220 users,** 9,163 engaged sessions, and **2,167 tracked conversion events,** with an engagement rate of 56.94%. Instagram, Messenger, and TikTok contributed smaller but measurable volumes of traffic and conversion activity.

acebook referrals also demonstrated Waterfront's international reach. Of the reported Facebook traffic, 10,729 users came from the Philippines and 2,113 from the United States, with additional traffic from Ireland, Sweden, Australia, Germany, Japan, Indonesia, the United Kingdom, and Canada.

Importantly, social referrals did not lead exclusively to accommodation content. Room and Suite Offers, Meetings & Events Packages, and Book-a-Table pages were among the most-viewed destinations reached through social networks, demonstrating the ability of social media to support dining, events, and other revenue-generating hotel experiences in addition to rooms.

The opportunity moving forward is to build on Facebook's established scale while strengthening Waterfront's presence across other platforms and creating more effective pathways between social engagement and direct commercial conversion.

WHC E-Newsletter

The WHC E-newsletter remained an important owned customer channel in 2025, providing Waterfront with direct access to an established opted-in audience.

The database contained 9,743 total contacts and 9,673 active email subscribers. Six campaigns generated 56,143 sends, of which 55,352 were successfully delivered, representing a 98.6% delivery rate. A total of 5,677 messages were recorded as opened.

Engagement, however, weakened during the year. The reported open rate was 10.3%, compared with 27% in 2024. The subscriber base therefore remained substantial, but the results indicate a need to revitalize campaign engagement and improve the effectiveness of email as a direct-response channel.

Future initiatives should emphasize stronger audience segmentation, more personalized offers, mobile-first creative, subject-line and content testing, clearer calls to action, campaign-frequency optimization, and tighter integration between e-newsletters and property booking opportunities. The Group should also continue improving campaign measurement to ensure that customer interaction is captured accurately.

Despite the softer engagement indicators, the e-newsletter retains strategic value as an owned channel through which Waterfront can cultivate repeat business, maintain direct customer relationships, and reduce dependence on third-party acquisition over time.

BRAND IN ACTION

Promotions & Events at a Glance





A New Year Celebration: Midnight in Paris

January 01, 2025

A glamorous and enchanting New Year celebration inspired by the timeless elegance of Paris, held at **Waterfront Cebu City**.

Miss Cebu 2025

January 15, 2025

A celebration of beauty, grace, intelligence, and Cebuano pride, Miss Cebu 2025 brought together inspiring candidates in a prestigious event that showcased confidence, culture, and the vibrant spirit of Cebu.

Sinulog Celebration

January 17, 2025

A vibrant Sinulog celebration filled with music, culture, and festive energy, highlighted by a timely and memorable concert featuring the iconic Apo Hiking Society. .






Chinese New Year Celebration

January 28, 2025

A festive celebration welcoming the Chinese New Year with vibrant traditions, cultural performances, and an atmosphere of prosperity and good fortune.

Valentine's Day: Two-Some Night and a Moonlight

February 14, 2025

A romantic evening celebrating love, connection, and togetherness, Two-Some Night and a Moonlight brought guests together for an enchanting Valentine's celebration at Waterfront Cebu City.

International Travel Festival

March 15, 2026

A vibrant celebration of travel, tourism, and global destinations. Connecting people, cultures, and unforgettable journeys.

Chaine Des Rotisseurs's 32nd Dinner Amical: Edible Masterpiece - The Art of Food Inspired by Vincent Van Gogh

April 03, 2025

A distinguished visit from **Chaîne des Rôtisseurs** brought an evening of culinary artistry and refined dining to Waterfront Cebu City. Inspired by Vincent van Gogh, the celebration showcased **Edible Masterpieces**—where creativity, culture, and gastronomy came together in one unforgettable experience.

Citigym: Happy Run x Happy Tails Philippines

April 06, 2025

A fun-filled run celebrating fitness, wellness, and our love for furry friends. An inspiring event that brought the community together for an active and meaningful cause.

Easter Sunday: Enchanted Hollow

April 21, 2025

A fun-filled Easter celebration where children explored fairy trails, participated in an exciting egg hunt, and discovered hidden treasures in an enchanting setting.





WOFEX - World Food Expo

April 24, 2025

WOFEX - World Food Expo Visayas 2025 brought together entrepreneurs, enthusiasts, and innovators from the food and beverage industry.

Oro China's Love and Traditions

May 09, 2025

Oro China unveiled its exquisitely crafted Tinghun Collection and proudly welcomed Kim Chiu with heartfelt warmth as their newest Brand Ambassador. The Atlantic Hall of Waterfront Cebu City Hotel and Casino came alive, celebrating love, tradition, and the rich heritage of Cebu through timeless artistry.

Rotary Club of Cebu's Run For Gift og Life Year 6

May 18, 2025

A charity run organized by the Rotary Club of Cebu in partnership with Citrineland Corporation held at the Waterfront Cebu City Hotel and Casino showed an overflowing compassion and commitment to saving lives, one heartbeat at a time.

The Grand Santa Cruzan sa Sugbo 2025

May 25, 2025

Held at the iconic Waterfront Cebu City Hotel and Casino, was a spectacular celebration of faith, heritage, and Filipino elegance. Spearheaded by Clothes For Life, a Cebu-based nonprofit known for blending fashion with purpose, the event showcased a graceful procession in honor of the Blessed Virgin Mary, seamlessly weaving centuries-old tradition with contemporary sophistication.

Philconstruct Visayas 2025

June 19, 2025

Philconstruct Expo Visayas 2025 brings together over 1,500 exhibitors showcasing the latest in construction technology, equipment, and innovations.

CBM 2025 Tourism Showcase

June 26, 2025

Waterfront Cebu City Hotel and Casino is proud to take part in the CBM 2025 Tourism Forum and Experiential Tour happening this June 26, 2025. Organized by the Cebu Chamber of Commerce and Industry, this flagship event of Cebu Business Month brings together tourism stakeholders to highlight Cebu's growing role on the global stage.

The Philippine Terno Gala 2025

June 28, 2025

A prestigious celebration of Filipino fashion and culture featuring renowned designers and their exquisite terno creations. Held at Waterfront Cebu City, the gala honored the beauty, heritage, and enduring spirit of Filipino identity.

Led by renowned couturier Cary Santiago and co-presented by the Cultural Center of the Philippines, this year's gala features celebrated designers Edwin Ao, Jun Escario, Protacio Empaces, Jojie Lloren, and Joey Samson.

19th Annual National Convention of the Water Environment Association of the Philippines (WEAP)

July 02, 2025

We are privileged to serve as the venue for this national convention that brings together experts, policymakers, and industry professionals committed to advancing sustainable water management and environmental stewardship.

PHILSUTECH Convention 2025

August 13, 2025

A gathering of sugar industry leaders, innovators, and professionals focused on advancing technology, sustainability, and agricultural progress. Held at Waterfront Cebu City, the convention featured industry insights, keynote discussions, and meaningful collaboration among delegates from across the country.

Waterfront at WTE 2025

August 15-17, 2025

Waterfront Cebu City Hotel and Casino joined World Travel Expo 2025 at Ayala Center Cebu, showcasing exclusive room and dining deals for travelers. The event offered guests exciting opportunities to plan their next getaway at great value.

WDSF Open 2025

August 22, 2025

An international DanceSport competition bringing together over 800 couples from 20 countries to compete in Latin and Standard categories. Held at Waterfront Cebu City, the event showcases world-class talent, athleticism, and artistry on the dance floor.

CWE Media Launch 2025

September 04, 2025

The 9th Cebu Wedding Expo launched through a media event at Waterfront Cebu City, unveiling this year's exciting lineup of exhibitors, workshops, exclusive offers, and the much-anticipated Bridal Fashion Show.

Pink October Dance in Candyland Press Conference

September 20, 2025

A vibrant Zumba dance party for October 18 promoting breast cancer awareness and community wellness. Proceeds support free mammograms for indigent women through the I Can Serve Foundation, Inc.

Cebu Goes Culinary 2025

September 26, 2025

AHeld at Sky Hall, SM Seaside City, Cebu Goes Culinary 2025: “Balik Isla – Foraging in the Philippine Countryside” showcased Filipino heritage, creativity, and culinary innovation.

Our talented chefs proudly earned Bronze, Silver, and Diploma recognitions across several categories, highlighting their passion for excellence and dedication to Filipino cuisine. Congratulations to our chefs for bringing pride and recognition to Waterfront Cebu City Hotel and Casino!

Cebu Wedding Expo 2025

October 11, 2025

The **9th Cebu Wedding Expo** opened its doors at the Pacific Grand Ballroom, bringing together trusted wedding suppliers, exclusive deals, special offers, and complimentary samples. The event also introduced **Food City**, offering guests a variety of dining options to enjoy.

National Cacao Congress 2025

October 16, 2025

The National Cacao Congress 2025 brought together industry leaders, farmers, and innovators to explore the science of intercropping coconut with cacao and other cash crops. The event highlighted innovation, collaboration, and the growing role of cacao in Philippine agriculture.

Pink October Dance in Candyland

October 18 2025

A vibrant celebration of movement and solidarity filled the Waterfront Exhibition Hall as participants came together for breast cancer awareness. Proceeds from the event support free mammograms for indigent women and the advocacy of the I Can Serve Foundation, Inc.






Kumbati Sugbo Benefit Concert

October 16, 2025

Kumbati Sugbo: Konsyerto Alang sa Katawhan sa Amihanan brought Cebu's finest performers together for a meaningful benefit concert supporting communities affected by the earthquake in Northern Cebu. Through music, dance, and solidarity, the event aimed to bring hope, comfort, and support to those in need.

Halloween Celebration: Kingdom of Far Far Away

October 16, 2025

Waterfront Cebu City transformed into the Kingdom of Far Far Away for a magical Halloween celebration featuring Princess Fiona, Shrek, a magic show, raffle draws, and exciting costume and basket competitions. The event brought guests together for a fun-filled and memorable Shrektacular experience.

Mrs. Cebu 2025

November 28, 2025

Waterfront Cebu City Hotel & Casino became the stage for inspiring women and remarkable stories at Mrs. Cebu 2025. A memorable celebration of beauty, confidence, and purpose, highlighted by the crowning of our very own Waterfront Ambassadress, Mrs. Nika Linz Harris, as Mrs. Cebu 2025.

Christmas Celebration

December 2025

Christmas joy filled every corner of Waterfront Cebu City Hotel and Casino as Santa Claus brought smiles, laughter, and holiday cheer to our guests.


SOFRONIO VASQUEZ
The Voice USA Season 26 GRAND WINNER
LIVE IN CEBU
COMING HOME
ApoHiking Society at 50 years
LIVE IN CEBU with Celestial Voices
RuPaul's DRAG RACE WERQ THE WORLD AWARDS
CEBU | 29 APRIL MANILA | 30 APRIL
MAKI CONCERT CEBU
a1
Valentine's Tour
LIVE IN CEBU
FRIDAY, 14TH FEBRUARY 2025 | 8PM
WATERFRONT CEBU CITY HOTEL & CASINO
Always & Forever
POPS FERNANDEZ & MARTIN NIEVERA
July 19, 2025
Waterfront Cebu City Hotel & Casino
RONAN KEATING
A Valentine's Special
TJ MONTERDE
SARILI NATING MUNDO
LIVE IN CEBU
JULY 24 • 8PM
WITH SPECIAL GUEST KZ TANDINGAN
BEN&BEN
LIVE IN CEBU
TRAVELLER ACROSS DIMENSIONS WORLD TOUR
MAY 24, 2025 • 8PM
MICHAEL LEARNS TO ROCK
ENCORE
ALL THE HITS
CEBU
FRIDAY, 14 NOVEMBER 2025 8PM
M2M
THE BETTER ENDINGS TOUR 2025
DAVAO 3 MAY 2025
CEBU 4 MAY 2025
JED MADELA
HEART & Soul
A FUNDRAISING CONCERT
FOR THE SANTUARIO DI PADRE PIO - CEBU
Hillsong London
LIVE IN CEBU
NOVEMBER 20, 2025 | 8PM
WATERFRONT HOTEL AND CASINO
BAGANI
Secondhand Serenade
Awake
20 YEAR ANNIVERSARY
A SECONDHAND SYMPHONY
LIVE IN CEBU CITY
DEC 09
DUNKIN'
NEVER BEEN SWEETER
A TJ x KZ FAN MEET CONCERT
LIVE IN CEBU
NOVEMBER 8, 2025 | 7PM (SATURDAY)
WATERFRONT CEBU CITY HOTEL LAHUG


Women's Month
BUFFET
Available every
Monday to Wednesday of March 2025
Php 850


Ube Flan Cake
Available until September 30, 2025
800


A TASTE OF JAPAN
ALL-YOU-CAN-ORDER
JAPANESE DISHES
PHP 1,100 nett


HAPPY RUN
POST-RACE
BREAKFAST
BUFFET
April 6, 2025 from 6:00 am to 10:00 am
Php 650 nett


LUNCH BUFFET
PHP 888/PAX


Grilled Chicken
Quesadilla
PHP 400 nett


2+1
LUNCH and DINNER
BUFFET
Available on April 9, 2025 only
DAY OF VALOR


Mother's Day
3+1 BUFFET
MAY 11, 2025 only


Sardinia Pizza
PHP 380 nett
Available until June 30, 2025

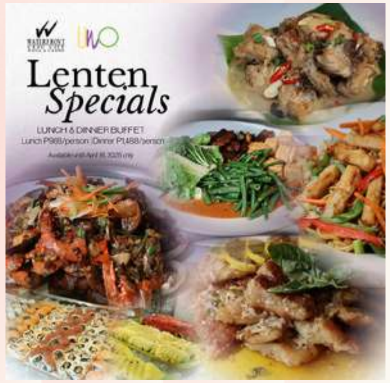

Crispy Tadyang
Kare Kare
PHP 420 nett
Available until June 30, 2025


GRADUATION
BLOWOUT
3+1 BUFFET PACKAGE
Php 998 LUNCH (12:00 nn - 2:30 pm)
Php 1488 DINNER (6:00 pm - 10:00 pm)
Php 1688 DINNER (6:00 pm - 10:00 pm)
Friday & Saturday
Promo valid until August 25, 2024


FATHER'S DAY
CAKE
PHP 800 nett
Available on June 14 & 15, 2025


DISH HIGHLIGHT OF THE WEEK
WATERFRONT PANCAKE

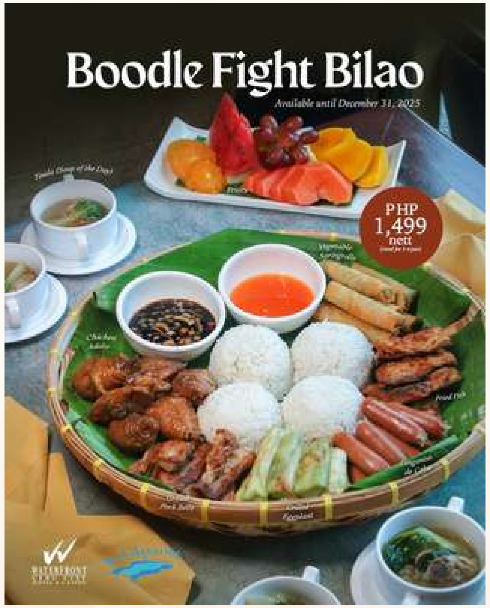

Native
Delicacies
Kutsinta Php 30
Maja Blanca Php 60
Sapin-sapin Php 60
Biko Php 60
Cassava cake Php 80
Puto cheese Php 60
Torta Php 70


Lenten
Specials
LUNCH & DINNER BUFFET

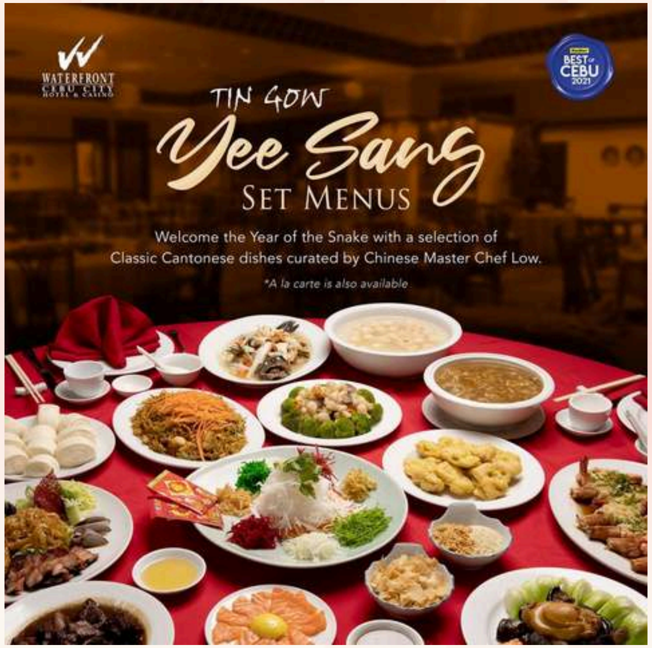

Pool Aquarius
Saturday Barbecue by the Pool
PHP 1,499 nett
Available until December 31, 2025
WATERFRONT CEBU CITY HOTEL & CASINO

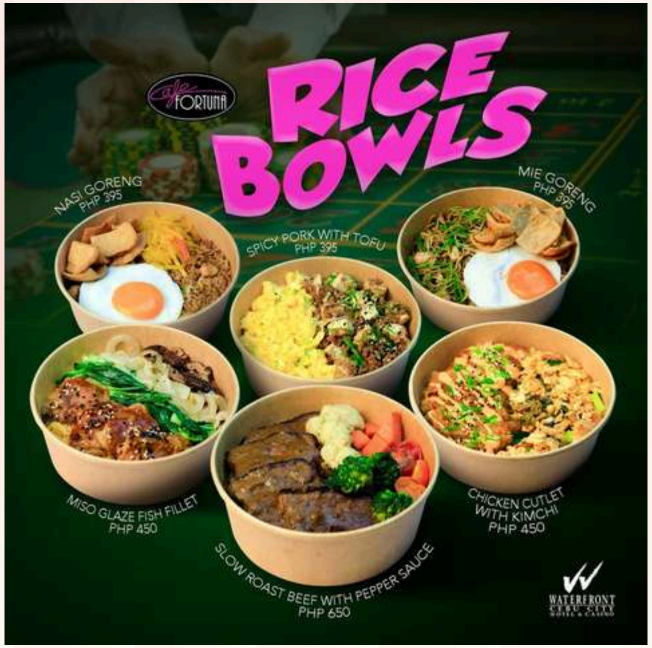

Madeleine
Crème Brûlée
CAKE
WATERFRONT CEBU CITY HOTEL & CASINO
Php750 nett
Available until December 31, 2025


DISH HIGHLIGHT
CEBUANO-STYLE BREAKFAST


Boodle Fight Bilao
Available until December 31, 2025
PHP 1,499 nett
WATERFRONT CEBU CITY HOTEL & CASINO


UNO
7 DAY ANNIVERSARY DEALS
July 25-31, 2025
on July 25, 2025 (Anniversary Day)
27% DISCOUNT
Lunch - Php 729/head
Dinner - Php 1,233/head
on July 28, 2025
HUNGRY MONDAY
Lunch - Php 699/head
Dinner - Php 1,042/head
on July 26-27 & 29-31, 2025
3+1 Lunch Buffet
Php 3,021 for 4 pax
on July 26, 2025 only
3+1 Dinner Buffet
Php 5,091 for 4 pax
on July 27 & 29-31, 2025
3+1 Dinner Buffet
Php 4,491 for 4 pax
TERMS AND CONDITIONS APPLY
WATERFRONT CEBU CITY HOTEL & CASINO
Celebrating 27th YEAR Anniversary

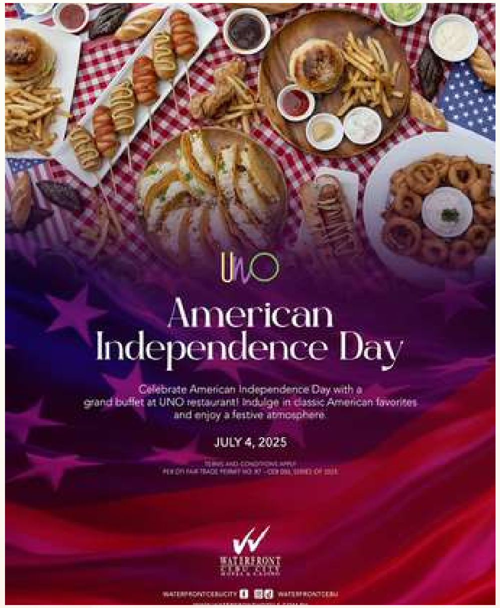

WATERFRONT CEBU CITY HOTEL & CASINO
BEST OF CEBU 2021
TIN GOW
Yee Sang
SET MENUS
Welcome the Year of the Snake with a selection of Classic Cantonese dishes curated by Chinese Master Chef Low.
*A la carte is also available

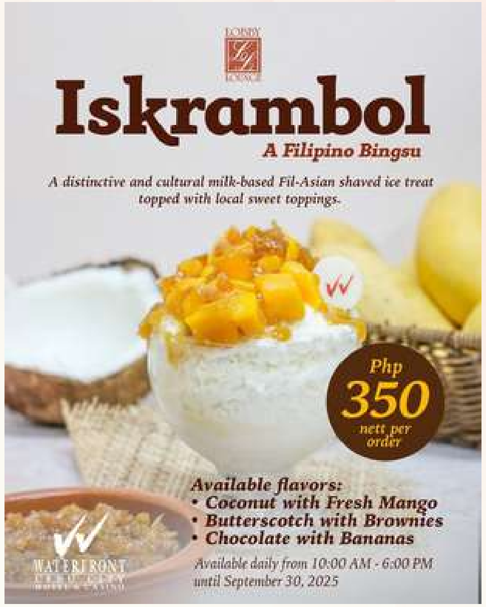

Fortuna
RICE BOWLS
NASI GORENG PHP 395
SPICY PORK WITH TOFU PHP 395
MIE GORENG PHP 395
MISO GLAZE FISH FILLET PHP 450
CHICKEN CUTLET WITH KIMCHI PHP 450
SLOW ROAST BEEF WITH PEPPER SAUCE PHP 650
WATERFRONT CEBU CITY HOTEL & CASINO


LOBBY LOUNGE
MERIENDA BUFFET
NEW PRICE PHP 550 PER PERSON
Available every Friday and Saturday
from 2:00 to 5:00 PM
TERMS AND CONDITIONS APPLY
WATERFRONT


WATERFRONT
MOONCAKE
Festival
Sept. 1 to Oct. 6, 2025
Available daily from 8:00 AM - 10:00 PM
PER PIECE
Dauyong, Red Bean or Ube Php 288
Lotus with Double Egg Yolk Php 388
PER BOX OF 4
Dauyong, Red Bean or Ube Php 1,088
Lotus with Double Egg Yolk Php 1,388
PER BOX OF 4 - ASSORTED
2pcs Ube, Dauyong, Red Bean Php 1,088
Lotus, Ube, Dauyong, Red Bean Php 1,388


MERIENDA
BUFFET
PHP 550 NETT
LOBBY LOUNGE


UNO
American
Independence Day
Celebrate American Independence Day with a
grand buffet at UNO restaurant! Indulge in classic American favorites
and enjoy a festive atmosphere.
JULY 4, 2025
TERMS AND CONDITIONS APPLY
WATERFRONT CEBU CITY


LOBBY LOUNGE
Iskrambol
A Filipino Bingsu
A distinctive and cultural milk-based Fil-Asian shaved ice treat
topped with local sweet toppings.
Php 350 nett per order
Available flavors:
• Coconut with Fresh Mango
• Butterscotch with Brownies
• Chocolate with Bananas
Available daily from 10:00 AM - 6:00 PM
until September 30, 2025
WATERFRONT


HUNGRY MONDAYS
30% DISCOUNT
LUNCH & DINNER BUFFET
DISCOUNTED RATE
PHP 699 Lunch
PHP 1,042 Dinner
REGULAR RATE
~~PHP 998 Lunch~~
~~PHP 1,488 Dinner~~
WATERFRONT
UNO

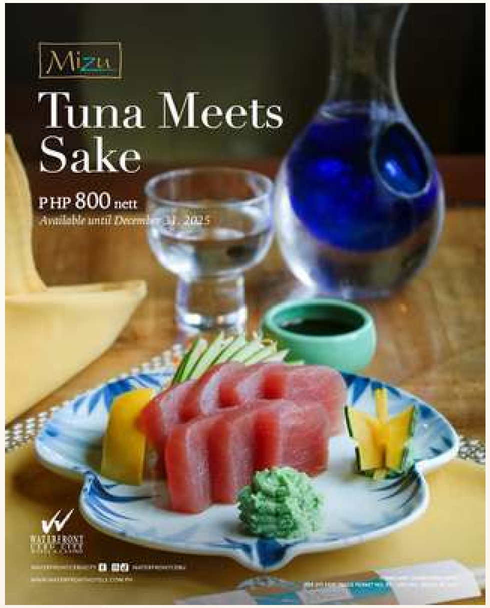

Christmas
GOODIES
Madeleine
Sweeten your holidays with festive delights!
Gingerbread House Php 565
Yule Log Cake Php 675
Stollen Bread Php 565
Fruit Cake Php 775
Available until January 4, 2026


La Gondola
RIDE & DINE
SPORTSTER S Php 750
ROAD GLIDE Php 1,300
STREET BOB Php 900
NIGHTSTER Php 650
ROAD KING Php 1,800
WATERFRONT
TERMS AND CONDITIONS APPLY

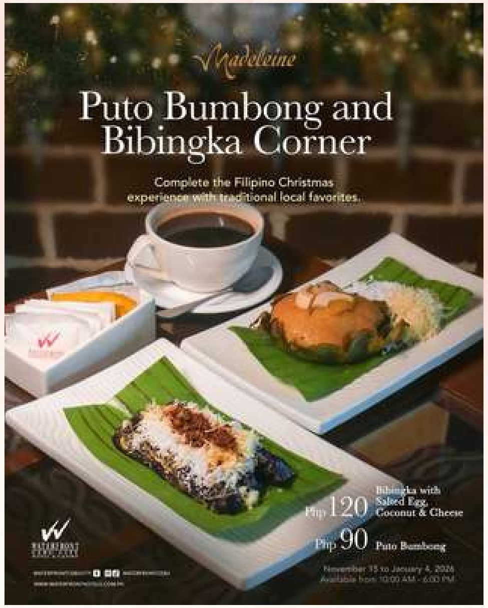

UNO
THANKSGIVING
DINNER BUFFET
AVAILABLE ON NOVEMBER 27, 2025
PHP
1,688
PER PERSON


Café Fortuna
GRILLED TUNA BELLY WITH
SINIGANG SA GATA
PHP 680 nett
Available until December 31, 2025


SISIG
OVERLOAD
Experience sisig in a variety of exquisite ways.
Price starts at Php 350
Available until January 4, 2026


Mizu
Tuna Meets
Sake
PHP 800 nett
Available until December 31, 2025


La Gondola
Buon Natale
A SET MENU


Madeleine
Puto Bumbong and
Bibingka Corner
Complete the Filipino Christmas
experience with traditional local favorites.
Php 120 Bibingka with Salted Egg, Coconut & Cheese
Php 90 Puto Bumbong


PINK SLUSHIE
PHP 220 nett
Available until October 31, 2025


OKTOBERFEST
Php
340
Php 1,099 nett
Php 595 nett
UNO
Pilsner Urquell


WATERFRONT
32ND PTAA Travel Tour Expo 2025
BEYOND BORDERS!
February 7-9, 2025
SMX Convention Center, Manila
Booth #96
STANDARD / SUPERIOR ROOM
Php 3,000
(room only)
Php 3,600
(with breakfast for two)
F&B voucher
Php 1,800
(Php 2,000 worth of dining credits)
www.waterfronthotels.com.ph • Central Reservation Office: 1-800-10-9376688


EXCLUSIVE ROOMS and F&B DISCOUNTS
ROOM OFFER
(Standard / Superior room)
Php 3,000 nett
(Room only)
Php 3,600 nett
(w/breakfast for two)
F&B OFFERS
Php 650 nett (Breakfast buffet)
Php 850 nett (Lunch buffet)
Php 2,800 nett (3+1 Lunch buffet)
Php 1,250 nett (Dinner buffet)
Php 4,400 nett (3+1 Dinner buffet)
Php 998 nett (2+1 Merienda buffet)


WATERFRONT
Superior Room
Php 3,400 nett (Room only)
Php 3,800 nett (Room with Breakfast for two)
Selling period: March 20 - April 15, 2025
TERMS AND CONDITIONS APPLY!
INCLUSIONS:
• Free Wi-Fi access
• Free use of the swimming pool
• 24-hour access to Citigym
• Complimentary bottled water
I ♥ Cebu


WATERFRONT
joins
WTE 9
WORLD TRAVEL EXPO
(CENTRAL VISAYAS)
August 15-17, 2025 | Ayala Center Cebu
Booth # A41 (near Leona's and Skechers)
CEBU
MACTAN
DAVAO
www.waterfronthotels.com.ph • Central Reservation Office: 1-800-10-9376688


WATERFRONT
Philippine Travel Mart
September 5-7, 2025
SMX Convention Center, Manila
EXCLUSIVE DEALS
CEBU
STANDARD ROOM / SUPERIOR ROOM
Php 3,000 nett
(Room only)
Php 3,600 nett
(w/breakfast for two)
MACTAN
SUPERIOR ROOM
Php 3,400 nett
(Room only)
Php 3,800 nett
(w/breakfast for two)
DAVAO
STANDARD ROOM
Php 2,900 nett
(Room only)
Php 3,200 nett
(w/breakfast for two)
DELUXE ROOM
Php 3,100 nett
(Room only)
Php 3,400 nett
(w/breakfast for two)
TERMS AND CONDITIONS APPLY!


WATERFRONT CEBU CITY HOTEL & CASINO
CEBU CITY MARATHON EXCLUSIVE ROOM RATES
Room Category | Room + Breakfast Buffet
STANDARD ROOM PHP 3,200
SUPERIOR ROOM PHP 3,400
DELUXE ROOM PHP 3,600
single or double occupancy
Validity: January 10 to 15, 2025


WATERFRONT CEBU CITY
Superior Room
Php3,400 nett
room only
Superior Room
Php3,800 nett
with breakfast for 2 pax
Premier Room
Php6,500 nett
with breakfast for 2 pax
Selling Date until September 30, 2025
www.hsma.org.ph/sos/
TERMS AND CONDITIONS APPLY.
HSMA
SOS
SEPTEMBER ONLINE SALE


WATERFRONT
FLASH SALE
6.6
STANDARD ROOM Php 3,400
SUPERIOR ROOM Php 3,600
DELUXE ROOM Php 3,800
(Single or Double Occupancy)
INCLUSIONS:
Complimentary Breakfast Buffet in UNO
Complimentary use of the gym and swimming pool
Free WiFi and Free entrance at the Casino Filipino
TERMS AND CONDITIONS APPLY!
Selling: June 6, 2025
Validity: June 6 to December 30, 2025

Sinulog at Waterfront Cebu City Hotel & Casino

January 14 - 21, 2025

In celebration of Sinulog 2026, WAHC as the Gateway to Cebu Hospitality, positions itself as the very first festive touchpoint for arriving guests seeking an authentic and immersive cultural experience prior the city celebration.

Chinese New Year Celebration

February 14, 16 and 17

WAHC successfully executed a dual celebration campaign for Chinese New Year and Valentine's Day, maximizing the overlap of two high-impact occasions through integrated on-ground and culinary-driven experiences.

The hotel lobby was transformed with festive decorative installations all done in-house for a strong visual celebratory presence. A key milestone for this initiative was the revival of the Chinese New Year celebration after one year hiatus, positioning WAHC once again as a relevant venue for festive and sumptuous gatherings.





Valentine's Day

February 14, 2026

WAHC successfully executed a dual celebration campaign for Chinese New Year and Valentine's Day, maximizing the overlap of two high-impact occasions through integrated on-ground and culinary-driven experiences.

The hotel lobby was transformed with festive decorative installations all done in-house for a strong visual celebratory presence. A key milestone for this initiative was the revival of the Chinese New Year celebration after one year hiatus, positioning WAHC once again as a relevant venue for festive and sumptuous gatherings.

Kadaugan sa Mactan

April 10-19, 29

A place full of historic significance, Lapu-Lapu City's major celebration is the commemoration of the victory in the Battle of Mactan and WAHC takes part in the festivities by joining other hotel properties at the Kadaugan Food Festival. It is an opportunity to showcase the culinary excellence that WAHC is known for to a different market than its usual crowd. One of the key results of the promotions related to WAHC's participation in the event is a 112% increase in revenue compared from last year.


PASIGARBO SA kaon!
SINULOG WEEKEND BUFFET
JANUARY 16 - 19, 2025
₱1,288 NET / PERSON
LUNCH BUFFET
₱1,428 NET / PERSON
DINNER BUFFET


WATERFRONT
Feb-Ibig weekend
Dinner Buffet
Feb 14, 2025
Feb 15 - 16, 2025


WATERFRONT
BUFFET
BREAKFAST
DINNER
₱ 880 NET
₱ 1288 NET
ITF RATE
₱ 750 NET
₱ 998 NET


CEBUANO Street EATS
STREET FOOD BUFFET | UNLIMITED SIZZLING DISHES | TUSLOB BUWA
POOLSIDE GARDEN | Friday & Saturday | 6:00 PM - 9:00 PM
Php 998 net

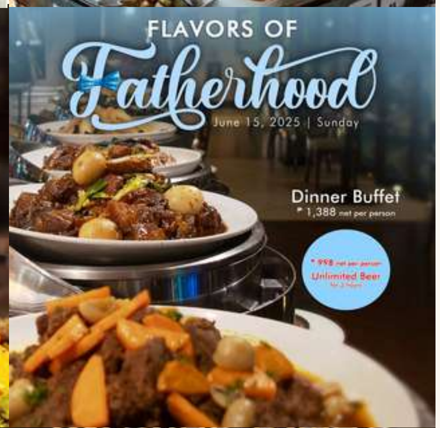

WATERFRONT
CAFE UNO BUFFET SCHEDULE
BREAKFAST BUFFET
PHP 880 NET
MERIENDA CENA
PHP 588 NET
DINNER BUFFET
PHP 1288 NET


Gourmet without Border
Festive Passport to Taste
Mediterranean Mistletoe
The Adobo Alley
Mexican Soirée
Sizzle & Spice
Cebuano Pasko Espesyal
December 24 & 25
Paskong Pinoy & Yuletide Table

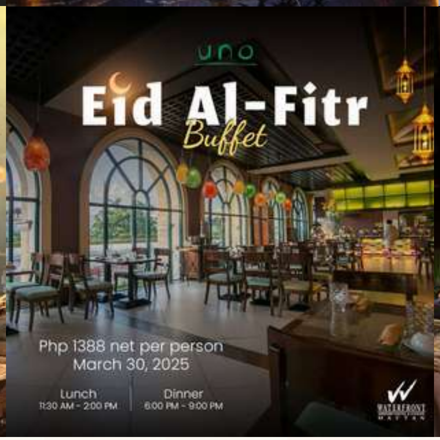

THE BURNING HALO
PHP 280 NET
A fiery mix of sweet, spicy, and citrusy flavors that leaves a lasting burn.


WATERFRONT
MASIREAL
CHAMPURADO
CALACHOCHEE
SARI-SARI DONUTS


THANKSGIVING
DINNER BUFFET AT UNO
PHP 1388 NET


FLAVORS OF Fatherhood
June 15, 2025 | Sunday
Dinner Buffet


WATERFRONT
FIESTA DE Mayo
₱1,288 per person
Dinner Buffet | 6:00 PM - 10:00 PM
Thursday to Sunday | May 15 to June 1, 2025


uno
Eid Al-Fitr Buffet
Php 1388 net per person
March 30, 2025
Lunch
11:30 AM - 2:00 PM
Dinner
6:00 PM - 9:00 PM


WATERFRONT
KUMBIRA
FIESTA SA PILIPINAS
June 12 - 14, 2025
₱1,288 net
DINNER BUFFET


uno
LABOR DAY Weekend Buffet
Php 1,288 net person
May 1, 2025
May 2 - 4, 2025


WICKED BITES
OCTOBER 31 - DECEMBER 31, 2025
PHP 880 NET
PHP 500 NET


10th ITF
international travel festival 2025
A Decade of Travel Inspirations
WATERFRONT
MACTAN
SUPERIOR ROOM
REGULAR RATE
ITF RATE
ROOM ONLY
₱ 6100 NET
₱ 3400 NET
ROOM WITH BREAKFAST BUFFET
₱ 6500 NET
₱ 3800 NET


WATERFRONT
MACTAN
Stay & Dine
Stay Period:
Aug 9 - Sept 30, 2025
Php 6000 net
Single/Double Occupancy Room Accommodation • Breakfast Buffet • Choice of Lunch or Dinner Buffet •
Complimentary Early Check-In (subject to availability) • Free Access to Pool and Gym •
Complimentary Wifi • In-Room Coffee/ Tea Making Facilities
Per DTI Fair Trade Permit No. R7 - Ceb 755, Series of 2025.


32nd PTAA Travel Tour Expo 2025
BEYOND BORDERS!
WATERFRONT
MACTAN
February 7-9, 2025
SMX Convention Center, Manila
Booth #96
SUPERIOR ROOM
Php 3,400 nett
(Room only)
Php 3,800 nett
(w/ breakfast for two)
F & B VOUCHER
Php 1,800 nett
(Php 2,000 nett worth of dining credits)
TERMS AND CONDITIONS APPLY! • DTI Fair Trade Permit No. R7 - Ceb 118, Series of 2025
www.waterfronthotels.com.ph • Central Reservation Office: 1-800-10-9376688


WATERFRONT
MACTAN
SUPERIOR ROOM
with breakfast for 2 persons
Php 3800 net
~~Php 6500 net~~


Kalma na Blagger is at Mactan Airport, Mactan International Airport, Mactan-Cebu Philippines.
Aug 5
Waterfront Mactan dinner Buffet🙌
620
95
85


John Michael Remollo is at Waterfront Hotels & Casino, Mactan, Cebu.
Aug 2
Craving a classic Filipino merienda? 🇵🇭
Treat yourself to Merienda Cena at Waterfront Mactan for only ₱588 net per person! From sweet to savory Filipino favorites, it's the perfect way to enjoy an afternoon with family, friends, or coworkers.
Available daily: 2:00 PM – 5:00 PM... See more
MERIENDA CENA
+13
14
2
39


Sinjin Pineda added 42 new photos — with Ophelia Amodia Pineda.
Aug 1
Breakfast at Cafe UNO of Waterfront Airport Hotel was a pleasant surprise.
My mom and I had our first breakfast buffet experience here, and what stood out was how thoughtfully the spread was curated for a hotel located right across the airport.... See more
+38

Seaside Sparkle: New Year Celebration!

January 01, 2025

Waterfront Insular Hotel Davao welcomed guests to its "Seaside Sparkle: New Year Celebration," marking the arrival of 2025 with an evening of entertainment and celebration.

The event featured performances by Duchess in Throne, Southern Philippines Chamber Singers, Manay Kenita, and Shamcey TV, with event photography by Monochrome Studios.

Chinese New Year 2025

January 29, 2025

Waterfront Insular Hotel Davao celebrated the Year of the Wood Snake with festive performances, traditional elements, and a delightful feast, creating a memorable Chinese New Year experience for guests.

The celebration was extended through Chinese New Year lunch and dinner buffets, traditional Nian Gao, and festive lobby displays featuring a Wood Snake and themed tree, providing guests with opportunities to enjoy and capture the holiday spirit.

Valentine’s Day

February 14, 2025

Waterfront Insular Hotel Davao celebrated Valentine’s Day with a heart-themed buffet, offering guests a festive dining experience perfect for sharing with loved ones.

Davao Mega Travel Sale 2025

February 21, 2025

Waterfront Insular Hotel Davao participated in the Davao Mega Travel Sale 2025 at Abreeza Ayala Mall from February 21–23, 2025, promoting exclusive accommodation and dining offers.

Mutya ng Dabaw

February 25, 2025

Waterfront Insular Hotel Davao served as the official venue partner for the Mutya ng Dabaw 2025 photo and video shoot, supporting one of Davao City's significant cultural and tourism celebrations. The partnership strengthened the hotel's connection with local tourism initiatives while providing a venue that showcased the property as a destination for major cultural events and productions.

Arte + Disenyo Dabaw

March 12, 2025

Waterfront Insular Hotel Davao hosted the successful launch of Arte + Disenyo Dabaw, in partnership with the Davao Art Kollective, featuring works by local artists and designers that celebrated Davao's rich culture, creativity, and artistic community. The exhibit was open to the public free of charge from March 10–30, 2025, further positioning the hotel as a venue that supports local arts, culture, and community initiatives.

Earth Hour

March 22, 2025

Waterfront Insular Hotel Davao commemorated Earth Hour through Grills and Greens at La Parilla, featuring a special dinner buffet complemented by an interactive performance from Noi Narciso. The hotel participated in the global environmental initiative by dimming its lights and encouraging guests to embrace a more sustainable experience, reinforcing its commitment to environmental responsibility and community engagement.

Easter Sunday Celebration

April 22, 2025

Waterfront Insular Hotel Davao hosted Eggsplorers: To the Sea & Beyond, a family-oriented Easter celebration filled with games, activities, and sea-inspired experiences designed to bring joy to children and families. The event highlighted the hotel's commitment to creating engaging family experiences and was made possible through the support of various event partners and sponsors, including Mommy&Me, Creamline, Rebisco, Cherifer, Probiotocs Marketing Inc., Pascual Consumer Healthcare Corp., PopKarts, FunPix, and Happy Face Events.

Buwan ng Kalutong Pilipino 2025

April 26, 2025

Waterfront Insular Hotel Davao participated in the Buwan ng Kalutong Pilipino 2025 celebration at Abreeza Activity Center, represented by Chef Gilbert “Bong” Banday. Chef Bong showcased Adobong Langka sa Gata na may Taba ng Talangka at Alamang Tuyo, a dish inspired by his coastal roots and family heritage. The participation highlighted the hotel’s commitment to promoting Filipino culinary traditions and supporting local tourism and cultural initiatives in Davao.

Mother's Day 2025 – Heart & Home

May 11, 2025

Waterfront Insular Hotel Davao celebrated Mother's Day 2025 with a special dining experience dedicated to honoring mothers and celebrating the love and meaningful moments shared among families.

Art Jam: Drips & Doughnuts in partnership with DAFI: Dabawenyo Artists Federation, Inc.

May 29. 2025

Waterfront Insular Hotel Davao partnered with Dabawenyo Artists Federation, Inc. (DAFI) for Art Jam: Drips & Doughnuts, an interactive art experience held at the Garden Pavilion. The event welcomed participants of all ages to explore their creativity through guided painting sessions, complemented by an eat-all-you-can doughnut and coffee buffet, while supporting the local creative community with 50% of proceeds allocated to the Art Fest for Creative Industry Month.

Worl Travel Expo 2025

May 30. 2025

Waterfront Hotels & Casinos participated in the World Travel Expo 2025, held from May 30 to June 1, 2025, at Abreeza Ayala Mall Davao. The event provided an opportunity to promote the group's properties and showcase exclusive offers of up to 40% off on room accommodations and dining from Waterfront Insular Hotel Davao, Waterfront Airport Hotel & Casino, and Waterfront Cebu City Hotel & Casino, strengthening brand visibility and engagement with the local travel market.

International Day of Yoga 2025

June 21, 2025

Waterfront Insular Hotel Davao celebrated International Day of Yoga 2025 through a wellness session held within the hotel's scenic gardens and seaside surroundings. In partnership with Balay-Yoga, the event brought participants together for a morning of mindful movement and relaxation, followed by a dining experience, highlighting the hotel's commitment to wellness, community engagement, and experiential activities.

Paw Park Launch 2025

August 14, 2025

Waterfront Insular Hotel Davao introduced its new Paw Park as part of Perya in the City Year 3, providing a dedicated recreational space for guests and their four-legged companions. The launch highlighted the hotel's commitment to creating inclusive, family-friendly experiences and strengthening its positioning as a welcoming, pet-friendly destination in Davao.

Perya in the City 2025

August 16, 2025

Waterfront Insular Hotel Davao hosted Perya in the City Year 3 from August 15–17, 2025, at the Garden Pavilion as part of the city's Kadayawan festivities. The three-day celebration offered guests and the local community a vibrant mix of food, entertainment, and family-friendly activities, reinforcing the hotel's role in supporting Davao's cultural celebrations and providing memorable experiences for residents and visitors.

Beautiful Beginnings 6th Edition

September 15, 2025

Waterfront Insular Hotel Davao hosted the 6th Edition of Beautiful Beginnings, a three-day wedding and lifestyle showcase featuring runway presentations, curated exhibitor displays, on-site consultations, and exclusive show offers. The event brought together designers, exhibitors, sponsors, event partners, and guests in celebration of creativity, craftsmanship, and meaningful connections, while also supporting House of Hope through a charity drive. The successful event further showcased the hotel's expertise in delivering thoughtfully executed celebrations and helping couples bring their dream weddings and beautiful beginnings to life.

Waves of Joy – Christmas Launch 2025

November 11, 2025

Waterfront Insular Hotel Davao officially opened the holiday season with its grand Christmas launch, “Waves of Joy,” ushering in a season of togetherness and celebration. The campaign featured a series of festive and immersive activities designed to bring families, friends, and guests together, reinforcing the hotel’s positioning as a destination for memorable holiday experiences at the center of it all.

Christmas Eve Dinner 2025

December 25, 2025

Waterfront Insular Hotel Davao hosted a sumptuous Christmas Eve Dinner, offering guests a festive feast thoughtfully prepared by the hotel's culinary team. The celebration was elevated by elegant holiday decorations by La Parisian Weddings and Events, creating a warm and memorable setting for guests to celebrate Christmas Eve with family and loved ones.

F&B PROMOTIONS - WATERFRONT INSULAR HOTEL DAVAO


Find your instant
Escape
Book for as low as Php 3,400


EXCLUSIVE
ROOM
DISCOUNTS
UP TO 40% OFF
STANDARD ROOM
₱3,200 nett/voucher
with breakfast for 2
DELUXE ROOM
₱3,400 nett/voucher
with breakfast for 2


WATERFRONT
is joining the
WTE 9
WORLD TRAVEL EXPO 9
AT SOUTHERN MINDANAO
MAY 30 - JUNE 1, 2025
ABREEZA AYALA MALL DAVAO
BOOTH 55


ARAW NG
Dabaw
ROOM PROMO
RATES
STANDARD ROOM PHP 3,600 nett
DELUXE ROOM PHP 3,900 nett
DELUXE PREMIUM PHP 4,200 nett

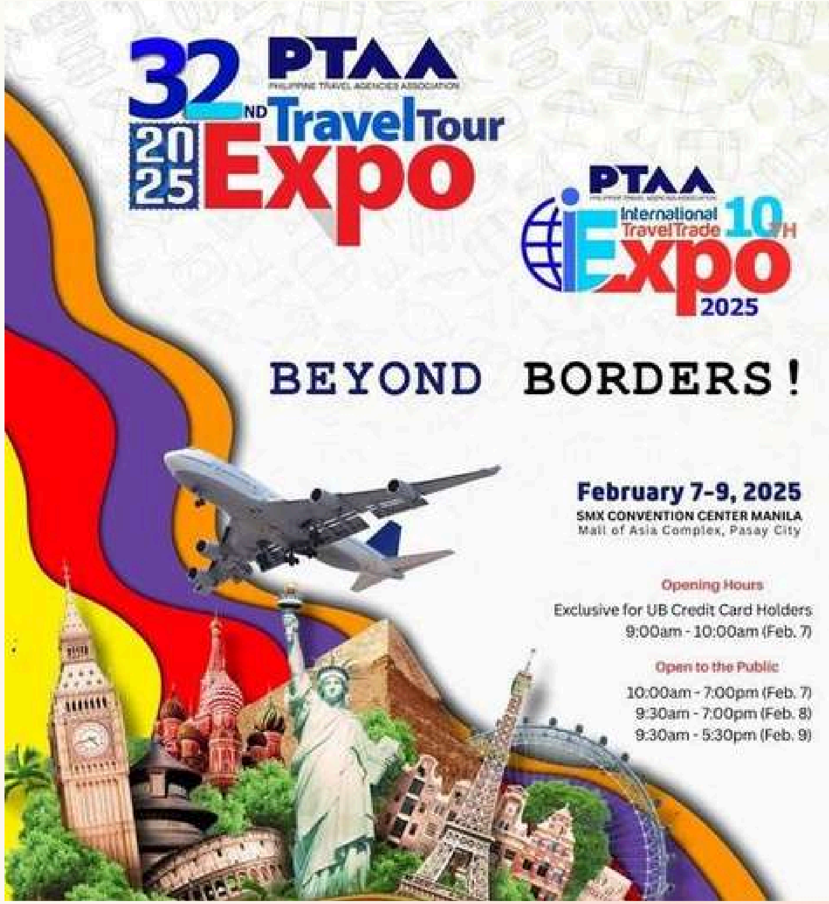

Kadayawan
2025


ROOM VOUCHERS
STANDARD ROOM
DELUXE ROOM
F&B VOUCHERS
UP TO 40% OFF


32ND PTAA Travel Tour Expo 2025
WATERFRONT
BEYOND BORDERS!
February 7-9, 2025
SMX Convention Center, Manila
Booth #96
F&B Voucher
Php 1,800
Php 2,000 worth of dining credits
CEBU
STANDARD / SUPERIOR ROOM
Php 3,000 nett (Room only)
Php 3,600 nett (w/ breakfast for two)
MACTAN
SUPERIOR ROOM
Php 3,400 nett (Room only)
Php 3,800 nett (w/ breakfast for two)
DAVAO
STANDARD ROOM
Php 2,900 nett (Room only)
Php 3,200 nett (w/ breakfast for two)
DELUXE ROOM
Php 3,100 nett (Room only)
Php 3,400 nett (w/ breakfast for two)
TERMS AND CONDITIONS APPLY!
www.waterfronthotels.com.ph • Central Reservation Office: 1-800-10-9376688


WATERFRONT INSULAR HOTEL DAVAO
Kadayawan 2025
ROOM PROMO
STANDARD ROOM
• Single or Double Occupancy
• Daily Buffet Breakfast at Café Uno
• Use of Swimming Pool during stay
• Plated 3 kinds of local kakanin good for 2 persons per room/night
₱3,700 / night
DELUXE ROOM
• Single or Double Occupancy
• Daily Buffet Breakfast at Café Uno
• Use of Swimming Pool during stay
• Plated 3 kinds of local kakanin good for 2 persons per room/night
₱4,000 / night
DELUXE PREMIUM
• Single or Double Occupancy
• Daily Buffet Breakfast at Café Uno
• Use of Swimming Pool during stay
• Plated 3 kinds of local kakanin good for 2 persons per room/night
₱4,300 / night
Book Now +6382 233-2881 to 87
0998 594 8540
www.waterfronthotels.com.ph


JUNE 2025
ROOM PROMO
WITH BREAKFAST BUFFET
ROOM TYPE | REGULAR PRICE | DISCOUNTED PRICE
STANDARD | ~~₱6,500.00~~ | ₱3,800.00
DELUXE | ~~₱6,800.00~~ | ₱4,100.00
DELUXE PREMIUM | ~~₱7,100.00~~ | ₱4,400.00
applicable for single or double occupancy | for stays from June 1 - June 30



32nd PTAA Travel Tour Expoat SMX Convention Manila

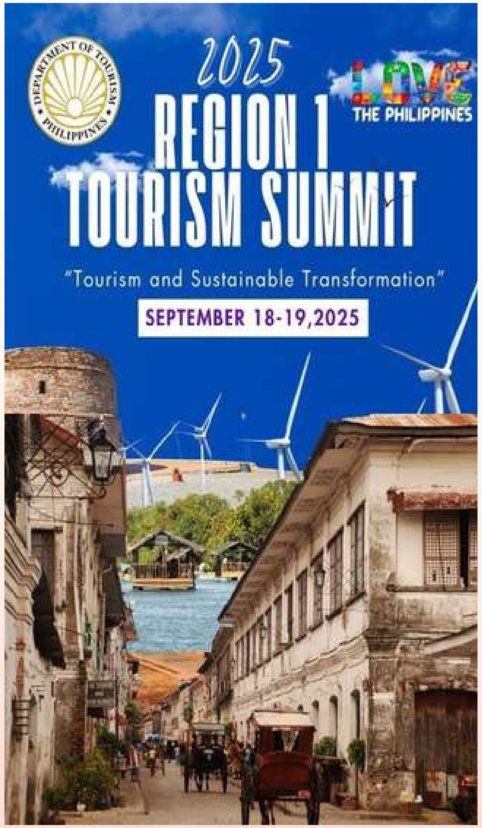
February 07-09, 2025

As part of the Department of Tourism (DOT) Region I delegation, Fort Ilocandia Resort Hotel participated in the 32nd PTAA Travel Tour Expoat SMX Convention Manila on February 07- 09,2025 showcasing its accommodations, tour packages, and unique guest experiences. The event served as a platform to promote the resort and support tourism development in the Ilocos Region.

10th International Travel Festival

March 14-16, 2025

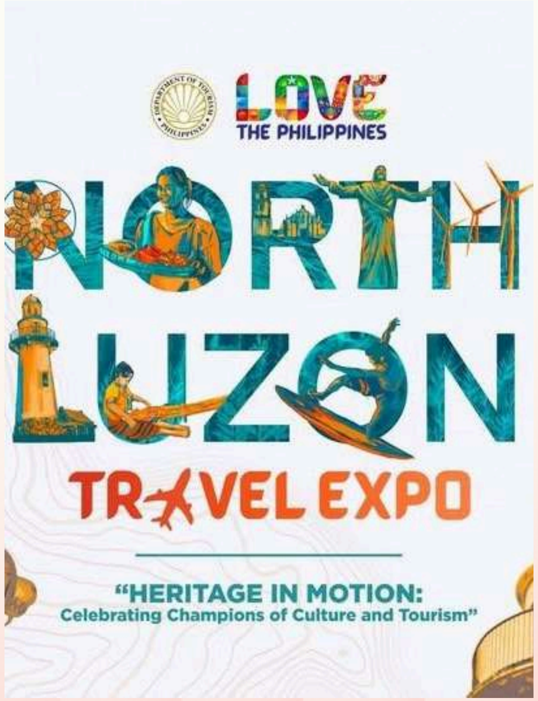
Fort Ilocandia Resort Hotel took part in the 10th International Travel Festival held from March 14 to 16, 2025, at Waterfront Cebu City Hotel & Casino. Although hotel representatives were unable to attend in person, Fort Ilocandia's promotional materials and special room offers were successfully showcased through the support and assistance of Waterfront. This participation helped maintain the hotels visibility in the Visayas market and promoted its accommodation offerings to potential travelers.



Region I Tourism Summit

September 2025

Waterfront Hotels & Casinos participated in the Region I Tourism Summit, bringing together tourism stakeholders and industry leaders to exchange insights on sustainable tourism initiatives, industry collaboration, and regional tourism development. The participation provided an opportunity to strengthen industry connections and gain valuable perspectives on emerging tourism strategies and opportunities.



North Luzon Travel Expo 2025

October 2025

Waterfront Hotels & Casinos participated in the event to promote its destinations, tourism products, and travel experiences to the North Luzon market. The participation included business-to-business (B2B) networking activities, facilitating valuable connections with travel partners and prospective clients, while creating opportunities to expand market reach, generate new business leads, and strengthen the brand's presence within the North Luzon tourism industry.


Chef Recommendation
CHINESE BRAISED PORK RIBS
PHP 860 nett per order


Fort Ilocandia Resort Hotel
Land & Sea
GRILLED CHICKEN BREAST AND JUMBO PRAWN
Php 740 nett per order
FOR INQUIRIES AND RESERVATION
f Fort Ilocandia (Official Account)


Fort Ilocandia Resort Hotel
Drink of the month
Yellow Submarine
A refreshing drink made with fresh banana, fresh pineapple, creamy milk and a hint of syrup.
Php 220 nett per order
Available from January 16 - March 31, 2025


Cafe ILOCANDIA
black forest


Cafe ILOCANDIA
chocolate ganache


Happy
WOMEN'S MONTH
Cocktail and Mocktail Special
Sleepy Girl
Php 350
Blushing Red Lady
Php 400
Available from March 04 - March 31, 2025


Fort Ilocandia Resort Hotel
CHEF'S RECOMMENDATION
Lemon Buttered Salmon
Php 580
nett per order
Deep Fried Eggplant Roll with Togarashi Spice
Php 950
nett per order
CONTACT US


Graduation Feast
EXCLUSIVE OFFER
CAFÉ ILOCANDIA
RED 8
Call us now


POOLSIDE BBQ
Menu
PORK PHP 180 nett
PORK LIEMPO PHP 190 nett
CHICKEN PHP 135 nett
BEEF PHP 175 nett
CATFISH PHP 100 nett
PORK MASKARA PHP 165 nett
SQUID PHP 285 nett
BLUE MARLIN PHP 400 nett
CHICKEN HOTDOG PHP 80 nett
RED HOTDOG PHP 80 nett
LONGGANISA PHP 200 nett
HUNGARIAN SAUSAGE PHP 130 nett
HUNGARIAN SAUSAGE WITH CHEESE PHP 130 nett
SPECIAL SAUSAGE PHP 150 nett
Combo Meals
Served with rice, iced tea & side pickled vegetable
GRILLED CHICKEN SKEWER PHP 400 nett
BEEF KEBAB PHP 460 nett
PORK SKEWER PHP 350 nett
GRILLED TANGUIGUI PHP 630 nett


Fort Ilocandia Resort Hotel
A FEAST OF LOVE FOR MOM
Mother's Day Special
Php 950 nett/person
Enjoy a delightful dinner buffet while enjoying live acoustic music.
Sunday, May 11th
6:00 PM - 9:00 PM
Cafe Ilocandia
HAPPY MOTHER'S DAY
+63 917-620-2550 +63 917-599-4863
Fort Ilocandia (Official Account)


Fort Ilocandia Resort Hotel
Father's Day
Special Dinner Buffet
Php 990.00 nett/person
June 15, 2025, Sunday
6:00pm - 9:00pm
Café Ilocandia
Enjoy live acoustic music and capture lasting memories in our photobooth!
Father's Day Special Rate
For every four (4) full paying guest,

F&B PROMOTIONS - FORT ILOCANDIA RESORT HOTEL

ROOMS PROMOTIONS - FORT ILOCANDIA RESORT HOTEL

YEAR IN REVIEW:

Our Subsidiaries

Waterfront's subsidiary companies form an integrated network that complements the Group's core hotel operations and supports functions ranging from wellness and food production to reservations, hotel management, and gaming-related activities. In addition to providing specialized services to the Group, several subsidiaries operate as distinct business platforms with the potential to generate additional revenue and extend Waterfront's capabilities into adjacent markets.

Together, these companies contribute to a more agile operating structure, allowing Waterfront to centralize selected capabilities, improve coordination, and pursue opportunities beyond traditional hotel operations.

Waterfront Wellness Group, Inc. (WWGI)

Waterfront Wellness Group, Inc. continues to support Waterfront's wellness, fitness, and recreation offering. In 2025, WWGI generated gross revenue of PHP 14.02 million, an increase of approximately 7% from PHP 13.15 million in 2024, continuing the subsidiary's topline growth from PHP 11.35 million in 2023.

Costs and expenses excluding depreciation and financing increased by approximately **16% to PHP 14.90 million**. As a result, GOP was **PHP 0.88 million** in 2025. Net loss after tax was **PHP 1.59 million**.
Two major cost categories improved. Personnel costs declined by approximately **9% to PHP 5.01 million**, while energy costs decreased by approximately **15% to PHP 2.34 million**. Total assets stood at **PHP 32.91 million**.

WWGI therefore maintained revenue growth while achieving savings in personnel and energy expenditure. Going forward, the priority is to translate this topline momentum and improved cost efficiency into stronger operating profitability.

Waterfront Food Concepts, Inc. (WFC)

Waterfront Food Concepts remains the Group's food-production and commissary platform, supporting Waterfront's culinary operations while providing opportunities for external commercial activity.

WFC recorded **gross revenue of PHP 1.04 million in 2025**, an increase of approximately **44%** from PHP 0.72 million in 2024. This represented a significant improvement following the revenue contraction recorded in the previous year.

Costs and expenses excluding depreciation and financing amounted to **PHP 2.47 million**, only approximately 1% higher than in 2024. With revenue expanding substantially faster than costs, the GOP loss narrowed by approximately **17% to PHP 1.43 million**, from PHP 1.71 million in the previous year. Net loss after tax likewise improved by approximately **21% to PHP 1.89 million**, compared with PHP 2.40 million in 2024.

Personnel costs amounted to **PHP 1.66 million**, while total assets increased modestly to **PHP 15.99 million** from PHP 15.87 million.

Although WFC remained loss-making in 2025, its significantly stronger revenue performance and continued narrowing of losses indicate improving operating direction and provide a stronger foundation for the subsidiary's role within Waterfront's Food & Beverage ecosystem.

Waterfront Hotel Management Corporation (WHMC)

Waterfront Hotel Management Corporation was established to support the management and oversight of Waterfront's chain of Filipino hotels and remains part of the Group's centralized management structure.

WHMC recorded **no operating revenue in 2025.** Costs and expenses excluding depreciation and financing declined slightly to PHP **141,680,** compared with PHP 142,794 in 2024. GOP consequently remained negative at PHP 141,680, while net loss after tax stood at **PHP 139,877**, broadly comparable with the previous year.

Total assets remained virtually unchanged at approximately PHP **204.92 million.**

WHMC continues to provide Waterfront with an established corporate platform for hotel-management activities while maintaining a stable asset and cost base.

Waterfront Horizon Corporation (WHC)

Waterfront Horizon Corporation supports the Group's centralized reservations and related customer-access functions, providing an important link between Waterfront properties and their domestic and international markets.

WHC generated **gross revenue of PHP 3.44 million in 2025**, unchanged from both 2024 and 2023. Costs and expenses excluding depreciation and financing declined by approximately **2% to PHP 4.61 million**, improving GOP to a loss of **PHP 1.16 million**, compared with a PHP 1.26 million loss in 2024.

Despite the operating deficit, WHC returned to profitability at the net level, recording **net income after tax of PHP 177,992**, compared with a net loss of PHP 170,254 in 2024. Personnel costs were broadly stable at **PHP 2.61 million**, increasing approximately 1% year-on-year.
Total assets remained largely unchanged at approximately **PHP 2.12 billion**.

The return to positive net income represents an improvement in WHC's 2025 financial performance while the subsidiary continues to support Waterfront's centralized reservations and distribution infrastructure.

Mayo Bonanza, Inc. (MBI)

Mayo Bonanza, Inc. remains part of Waterfront's gaming-related subsidiary portfolio. The company recorded no operating revenue in 2025, while costs and expenses declined by approximately **4% to PHP 67,920**, compared with PHP 70,466 in 2024.

GOP and net loss after tax consequently stood at **PHP 67,920**, representing a modest improvement from the previous year. Total assets remained virtually unchanged at **PHP 132,549**.

MBI continued to maintain a limited financial footprint within the Group, with expenses and assets remaining stable.

Waterfront Promotions Limited and Club Waterfront International Limited, Inc.

Waterfront Promotions Limited and Club Waterfront International Limited, Inc. support the Group's participation in the international gaming market and its ability to engage high-value overseas gaming customers.

Overall, Waterfront's subsidiaries showed a mixed but generally improving financial picture in 2025. WFC delivered substantial revenue growth while narrowing its operating and net losses; WHC returned to positive net income; and Waterfront Promotions Limited significantly reduced its consolidated net loss. WWGI continued to expand its revenue base and reduced personnel and energy costs, although higher overall expenses affected profitability. The remaining subsidiaries maintained relatively stable operating and asset positions.For Waterfront Promotions Limited on a consolidated basis, no operating revenue was recorded in 2025. Costs and expenses excluding depreciation and financing remained broadly stable at approximately **PHP 135,134**, compared with PHP 134,244 in 2024.

The consolidated net loss after tax, however, improved substantially to **PHP 4.55 million,** from PHP 10.44 million in the previous year. This represented a reduction in net loss of approximately 56%, continuing the improvement from the PHP 13.96 million loss recorded in 2023.
Total assets remained broadly stable at approximately PHP 219.10 million, compared with **PHP 219.17 million** in 2024.

The significant narrowing of the consolidated net loss strengthened the subsidiary's 2025 financial position despite the absence of operating revenue. Waterfront Promotions Limited and Club Waterfront International Limited, Inc. remain part of Waterfront's broader platform for maintaining relationships and opportunities within international gaming markets.

Collectively, these companies continue to complement Waterfront's core hospitality operations by providing specialized capabilities and corporate platforms that broaden the Group's operating reach and support its long-term business strategy

YEAR IN REVIEW:

Our Strenghts

Waterfront capitalizes on its strengths to create a formidable foundation for sustained growth, service excellence, and long-term enterprise value. Our inherent advantages—brand heritage, strategic locations, diversified products, experienced management, integrated operating systems, and a broad domestic and international customer base—continue to distinguish us in an increasingly competitive hospitality market. The Waterfront brand offers a unique value proposition built around leisure, comfort, convenience, service excellence, and a strong national presence.

Leading Operator of First-class Filipino Chain Hotels in the Country

For over 30 years, Waterfront has established itself as one of the country's largest Filipino-owned and managed groups of hotels and convention facilities. As an established Filipino hotel chain, we continue to draw strength from our understanding of local culture, markets, and guest expectations while maintaining internationally competitive standards of hospitality.

Our portfolio provides Waterfront with a meaningful presence across key Philippine tourism and business centers. Waterfront Cebu City Hotel & Casino remains our principal urban and convention property; Waterfront Airport Hotel & Casino serves the Mactan gateway market; Waterfront Insular Hotel Davao anchors our presence in Southern Mindanao; Fort Ilocandia Resort Hotel expands the portfolio into Northern Luzon; and Waterfront Manila Hotel & Casino remains a strategically important long-term redevelopment asset for the Group.

In the city-hotel category, our properties combine accommodation with dining, meetings, conventions, entertainment, commercial activity, and, where applicable, gaming facilities. This diversified operating model broadens our customer base and creates opportunities to cross-sell Waterfront services across different destinations and market segments. upporting this positioning is a framework of Standard Operating Procedures (SOPs), management programs, audit systems, and service standards designed to promote consistency, efficiency, compliance, and adaptability across our properties.

These systems continue to evolve alongside changing guest expectations, regulatory requirements, technology, and hospitality best practices.

Our heritage, Filipino identity, national footprint, and operating discipline remain central to Waterfront's competitive position as the Group enters a more mature phase of tourism growth.

Unfaltering Hotel Performance

Waterfront's operating performance in 2025 reflected both the resilience of its underlying markets and the increasingly demanding economics of the hospitality industry. Consolidated gross revenue reached **PHP 2.03 billion,** an increase of 4.2% from the restated PHP 1.95 billion recorded in 2024. Rooms revenue increased by 9.4% to **PHP 597.23 million,** while Food & Beverage revenue rose by 4.0% to **PHP 765.61 million.**

The Group's four principal operating hotels generated approximately PHP 2.02 billion in combined revenue, representing more than 99% of consolidated revenue before the net contribution of smaller entities and consolidation adjustments. WCCHC generated PHP 1.22 billion, WAHC delivered PHP 397.89 million, WIHD generated PHP 258.47 million, and GIRDI recorded one of the year's strongest expansions, increasing revenue by approximately 54% to PHP 139.76 million.

Reported profitability, however, was affected by a more challenging cost environment and approximately PHP 311 million in impairment losses on receivables and other financial assets. Costs and expenses excluding depreciation and financing costs reached PHP 1.70 billion, while reported Gross Operating Profit stood at PHP 334.79 million, equivalent to a GOP margin of approximately 16%. The Group recorded a consolidated net loss after tax of PHP 105.76 million. The 2025 bottom line should also be viewed in the context of exceptional items: the prior year benefited significantly from a non-recurring gain associated with a land sale, while the 2025 result absorbed the impairment charge.

The Group's asset base nevertheless increased by approximately **9.7% to PHP 24.59 billion,** from PHP 22.42 billion in 2024. Waterfront also completed approximately **PHP 164.66 million in capital projects** across its four principal operating properties during the year, supporting room improvements, operating infrastructure, technology, safety, engineering, and asset reliability.

Guest satisfaction remained an important measure of operating quality. WAHC recorded the Group's highest overall offline GSI at **4.59**, while WCCHC improved to **4.54 from 4.43.** WIHD's overall offline GSI increased to **3.69 from 3.58,** although it remained below the Group's 4.00 passing benchmark. Guestroom scores improved across all three established properties, with WCCHC at 4.63, WAHC at 4.69, and WIHD at 4.32.

Online reputation was similarly resilient. WAHC improved its online review rating to **4.18** and its positive-feedback share to 84%, WCCHC maintained a 4.06 overall rating, and WIHD improved slightly to 3.99. Increasing review volumes across all three properties provided management with a broader base of guest feedback for continued operational improvement.

These results point to a changing measure of performance for Waterfront. Having rebuilt a substantial revenue scale, the Group's focus is increasingly on improving the quality of earnings, margin conversion, working-capital quality, asset productivity, and sustainable returns rather than measuring success through topline growth alone.

Proven and Experienced Management Team

Our top management remains passionate, experienced, and results-driven. Across corporate and property operations, our leadership teams bring established track records in hospitality management, finance, sales and marketing, Food & Beverage, engineering, human resources, technology, and guest service.

Waterfront continues to invest in the capabilities of its Peers through training, skills development, leadership preparation, service programs, safety and compliance initiatives, and technology education. In 2025, all three established operating hotels for which Training Index data are available remained above their respective targets.

WAHC achieved a Training Index of 171.05, 81.05 points above target and approximately 6% higher year-on-year. **WIHD recorded 153.66**, 57.66 points above target and 3.7% higher than in 2024. **WCCHC achieved 131.56,** remaining 41.56 points above target despite moderating from the exceptionally high training intensity recorded in the previous year.

Programs extended from the Department of Tourism's Filipino Brand of Service Excellence and Gracious Customer Care to supervisory development, service certification, Food & Beverage and housekeeping skills, occupational safety, emergency preparedness, cybersecurity, data privacy, sustainability, leadership, and technology. This breadth reflects the increasingly multidisciplinary capabilities required of modern hospitality teams.

The Group's continuing investment in human capital supports both service consistency and organizational resilience. As operating priorities shift from post-pandemic recovery toward productivity and value creation, management capability and workforce adaptability will remain essential to executing Waterfront's strategy.

Wide Customer Base as a Globally Competitive Filipino Hotel Chain

Waterfront appeals to a broad spectrum of customers, including individual leisure and business travelers, corporate accounts, government agencies, associations, MICE groups, families, social-event clients, premium leisure guests, travel-industry partners, and long-stay customers. Our ability to combine rooms, dining, meetings, conventions, entertainment, wellness, and related hospitality services allows us to participate in multiple demand segments within each market.

In 2025, domestic tourism remained the broadest and most dependable foundation of Philippine hospitality. Domestic tourism expenditure increased by 3.0% to **PHP 3.26 trillion,** while international access continued to improve through the addition of 19 new direct international routes during the year. This combination of strong domestic demand and improving connectivity provides Waterfront with multiple sources of business across leisure, corporate, institutional, MICE, social, and international segments.

The breadth of Waterfront's customer base was visible in property-level production. At WCCHC, combined Cebu and Manila sales operations generated approximately **PHP 261.78 million** in Rooms and banquet production in 2025, including **PHP 148.84 million** in banquet business and **PHP 112.94 million** in Rooms business. One of the year's largest conventions, the 20th National Convention for Lawyers of the Integrated Bar of the Philippines, generated an estimated PHP 23.54 million in banquet revenue alone.

Fort Ilocandia likewise demonstrated a diversified market mix. Travel agencies generated **6,311 transient room nights,** while the resort also produced business from corporate accounts, packages and promotions, government and NGO customers, events, groups, and long-stay guests.

Our corporate and property-based sales teams, travel-industry relationships, digital distribution channels, and centralized reservation capabilities allow the Group to market multiple properties to clients with different geographic and operational requirements. Customized corporate programs and integrated packages combining rooms, meetings, events, and Food & Beverage further strengthen the Group's ability to deepen relationships and increase the value generated from individual accounts.

What continues to differentiate Waterfront from international competitors is the combination of established operating systems and deep local knowledge. Our Filipino ownership and regional experience allow us to respond to domestic guest preferences, business practices, community relationships, and changing local demand while maintaining standards expected by international travelers.

Responsive to Dynamic Market Change

Waterfront's locally rooted organizational structure provides the Group with the ability to respond to changing market conditions with flexibility. Pricing, inventory, distribution, marketing, operating expenditure, and guest offerings can be adjusted according to property-level conditions while remaining aligned with broader Group standards.

This adaptability became increasingly important in 2025 as tourism growth normalized and the emphasis shifted from recovering volume toward improving revenue quality and productivity. Rather than relying solely on higher occupancy, the Group increasingly focused on average room rates, RevPAR, customer mix, digital production, event productivity, ancillary revenue, operating efficiency, and returns generated by its asset base.

Digital distribution provided a clear example. Across WCCHC, WAHC, and WIHD, online Rooms revenue reached **PHP 279.91 million,** an increase of approximately 8.5% from **PHP 258 million in 2024.** Online room nights increased by 8% to **75,843,** while the average online room rate improved by 1% to **PHP 3,690.70.** These results demonstrate both the expanding importance of digital channels and the continuing opportunity to strengthen direct production relative to third-party platforms.

The Group also demonstrated strategic flexibility in its approach to Waterfront Manila. Following a comprehensive reassessment of project economics, funding requirements, and market conditions, major capital-intensive reconstruction was strategically rephased. The earliest estimated restart of major reconstruction activity is currently 2028, subject to funding availability, market conditions, and further management and Board review. In the meantime, value engineering, selected previously committed fabrication, technical review, site upkeep, preventive maintenance, and asset-preservation activities continue.

Together, these capabilities reinforce Waterfront's ability to respond to changing demand, costs, technology, and investment conditions while protecting long-term brand and asset value.

Opportunity to Benefit From Economies of Scale

Waterfront's size, product diversity, and multi-property network provide opportunities to achieve economies of scale across procurement, technology, sales, reservations, marketing, training, and other shared functions.

Centralized and coordinated procurement can improve purchasing leverage across categories such as Food & Beverage, linens, operating supplies, housekeeping requirements, technology, engineering equipment, and capital expenditure. Standardized products and processes also support more consistent guest experiences across the portfolio.

The benefits of scale are increasingly visible in technology and vendor management. In 2025, WCCHC's change in OPERA PMS service provider was expected to generate approximately **PHP 1.67 million in annual savings** while providing localized support and an updated on-premises platform. WAHC's ISP renewal generated **PHP 268,800 in annual savings while increasing available bandwidth by 250 Mbps.** At Acesite, discontinuation of an underutilized telecommunications line generated annualized savings of approximately PHP 268,800. Several new corporate workflow systems were also developed using existing Microsoft 365 licenses, avoiding additional software-acquisition costs.

The Group's scale also supports revenue generation. Corporate and property sales teams can market accommodation, meetings, dining, events, and related services across Cebu City, Mactan, Davao, Ilocos Norte, and, over the longer term, Manila. This provides particular value to corporate, government, association, and travel-industry clients with requirements across multiple Philippine destinations.

The Central Reservations Office and digital distribution infrastructure further strengthen this advantage by consolidating demand, supporting cross-selling, and improving customer access to room inventory across the chain.

By leveraging these shared capabilities more effectively, Waterfront can improve both cost efficiency and revenue productivity while maintaining consistent standards across its property network.

Competent Management and Operating Systems

Waterfront continues to employ operating and technology systems designed to improve efficiency across sales, marketing, reservations, distribution, property operations, guest feedback, Food & Beverage, procurement, and financial management.

SiteMinder continues to support Waterfront's channel-management and GDS connectivity, enabling rate and inventory distribution across travel agencies and online partners, while the Central Reservations Office continues to provide **16/7 service coverage** for assisted bookings and more complex corporate, group, and MICE requirements.

TrustYou remains an important reputation-management platform for consolidating and analyzing online guest feedback. Combined with offline GSI surveys, it provides property teams with a structured view of guest sentiment and identifies both service strengths and areas requiring corrective action.

The Group continued to strengthen its technology infrastructure in 2025. A new **IT Self-Service Request System** was developed using Microsoft Lists, Power Automate, Power BI, and SharePoint to improve work-order and productivity monitoring. Similar Microsoft 365-based platforms were developed for **Engineering Management and Legal Request Management,** incorporating dashboards, automated notifications, and QR-code access without requiring additional software-license expenditure.

The corporate website was also redesigned and migrated to provide a cleaner, faster, mobile-responsive user experience, while a new **Book-a-Table** function introduced automated dining reservations and stakeholder notifications. At the property level, network, cybersecurity, workstation, Wi-Fi, firewall, and connectivity upgrades strengthened both guest-facing and administrative technology environments.

OPERA continues to support core property-management requirements, with WCCHC undertaking a service-provider transition during the year. Together with standardized Operating Manuals, Group policies, audit routines, and increasingly integrated digital workflows, these systems provide the infrastructure necessary for operational control, scalability, service consistency, and more data-driven decision-making.

Strategic Locations

Waterfront's properties occupy strategically important locations across key Philippine business, tourism, aviation, and leisure markets.
In Cebu City, WCCHC benefits from proximity to major business districts and retains significant convention and events capacity. WAHC occupies a highly differentiated position immediately adjacent to Mactan-Cebu International Airport, allowing it to participate directly in passenger, business, transit, and short-stay demand.

In Davao, WIHD combines an established city presence with a distinctive seaside environment, supporting business, leisure, dining, social, and events markets. In Laoag, Fort Ilocandia provides Waterfront with a destination-resort presence in Northern Luzon and access to leisure, regional tourism, government, group, and event markets.

Waterfront Manila, although currently pre-operational, remains a strategically important property in the capital. Its approximately **PHP 2.87 billion asset base** underscores its continuing significance to the portfolio. During the present redevelopment deferral, the Group's emphasis is on asset preservation, technical readiness, financing preparation, and ensuring that any eventual restart is supported by commercially sustainable market conditions.

Together, these locations provide the Group with a diversified geographic platform spanning major metropolitan markets, an airport gateway, a seaside destination, and a heritage leisure resort. This diversity reduces dependence on any single tourism segment and strengthens Waterfront's ability to participate in multiple demand streams across the country.

Capable Acquisition Strategies

Waterfront's management team has demonstrated experience integrating acquired or newly consolidated properties into the Group's operating platform. **Fort Ilocandia provides the most recent example**.

Following its integration into the portfolio, GIRDI strengthened its contribution significantly in 2025. Gross revenue increased by approximately **54% to PHP 139.76 million** from PHP 90.69 million in 2024. Food & Beverage generated PHP 83.24 million, while Rooms contributed PHP 53.99 million. The property now accounts for nearly 7% of consolidated WPI revenue and is developing into a more meaningful regional contributor.

The property's evolving commercial base demonstrates the potential value of extending Waterfront beyond its established urban markets. Its 2025 business included travel-agency production, corporate accounts, government and NGO travel, events, packages and promotions, and group demand, alongside a growing Food & Beverage and destination-events proposition.

The next phase of integration will focus on sustaining this revenue momentum while improving operating efficiency, energy management, service consistency, and alignment with Waterfront's operating and brand standards.

Expansion nevertheless remains disciplined and returns-focused. Potential acquisitions, management contracts, partnerships, and other growth opportunities will continue to be assessed according to market potential, capital requirements, operating risk, cultural fit, financing capacity, and their expected contribution to long-term enterprise value.

Dynamic Growth Approach

Waterfront leverages its brand strengths, diversified property network, convention infrastructure, corporate relationships, gaming partnerships, and multi-channel distribution capabilities to capture demand across both domestic and international markets.

MICE remains a significant competitive strength, particularly at properties with extensive convention and event facilities. The 2025 results at WCCHC demonstrate the commercial scale of this capability: the Cebu Sales Office generated PHP 109.76 million in banquet production alongside PHP 88.20 million in Rooms production, while combined Cebu and Manila sales operations generated **PHP 148.84 million in banquet business and PHP 112.94 million in Rooms business.**

Corporate contracting supports recurring business from companies, government agencies, institutions, associations, and NGOs, while Food & Beverage, banquets, weddings, social functions, entertainment, and destination experiences broaden the Group's revenue base beyond guestrooms.

Digital distribution has become increasingly important to this strategy. Online Rooms revenue across WCCHC, WAHC, and WIHD reached **PHP 279.91 million in 2025.** Online Travel Agencies generated approximately **PHP 236.39 million,** or roughly 84% of total online room revenue, while identified direct desktop website and mobile channels together generated approximately **PHP 41.44 million.**

These results reinforce the importance of maintaining strong OTA and GDS visibility while increasing the contribution of direct channels, where closer customer relationships and improved distribution economics can support higher-quality revenue.

The Central Reservations Office handled 39,421 calls and 318,264 emails (original or initial emails, excluding replies and follow-up messages within email threads) in 2025, including substantial Web Online and Corporate/Group activity.

Together with the corporate website, digital booking channels, property sales teams, and travel-industry partners, the CRO forms part of an interconnected distribution ecosystem that allows Waterfront to serve both self-directed digital customers and higher-touch corporate, group, and event requirements.

The next stage of growth therefore lies not simply in generating more demand, but in improving channel mix, customer value, pricing discipline, MICE productivity, cross-property selling, ancillary revenue, and direct customer relationships.

Integrated Company Support Services

Waterfront's subsidiaries and centralized support businesses strengthen hotel operations by providing specialized services, greater quality control, and opportunities for operating efficiency.

Waterfront Food Concepts (WFC) supports the Group's culinary operations through centralized bakery, pastry, commissary, and related production. Its products continued to support property dining, events, seasonal promotions, and satellite selling activities during 2025. WFC generated approximately **PHP 1.04 million in revenue,** up 44% from the previous year. Although it remained loss-making, its net loss narrowed by approximately 21% to **PHP 1.89 million,** indicating improvement in the economics of the support operation.

Waterfront Wellness Group, Inc. (WWGI) complements the hotel experience through fitness, wellness, and lifestyle offerings. Revenue increased approximately **7% to PHP 14.02 million** in 2025. Cost growth, however, outpaced revenue, resulting in a GOP loss of approximately PHP 0.88 million and a net loss of PHP 1.59 million. Personnel and energy costs both declined during the year, providing a basis for further productivity improvement.

Waterfront Horizon Corp. (WHC) supports centralized reservations and customer access across the Group. WHC generated approximately **PHP 3.44 million in revenue** in 2025, while operating costs declined by about 2%. The company returned to a modest **net income of approximately PHP 178,000,** compared with a net loss in the previous year. At the operating level, Waterfront's CRO continued to provide centralized booking support across properties, handling tens of thousands of calls and more than 318,000 email interactions during the year.

These support businesses are increasingly complemented by centralized technology and process infrastructure. The Group's Microsoft 365-based workflow systems, centralized reservations architecture, digital distribution capabilities, shared sales resources, technology-management initiatives, and coordinated property standards extend Waterfront's capabilities beyond conventional standalone hotel operations.

Together, these integrated services allow Waterfront to exercise greater control over service quality, support cross-property activity, optimize resources, and respond more quickly to changing operating and market requirements. As the Group moves from normalization toward value creation, the strength of these shared capabilities will increasingly depend not simply on their availability, but on how effectively they improve productivity, strengthen the guest experience, reduce avoidable costs, and contribute to sustainable enterprise value.

YEAR IN REVIEW:

Growth Strategies

Our growth strategies are anchored in key result areas: revenue growth, cost efficiency, Peer development, guest satisfaction, and asset productivity. As the Group moves beyond the recovery phase and into a more normalized hospitality environment, our focus is increasingly on converting demand into higher-quality earnings while preserving the long-term competitiveness of our properties. We continue to invest in our people, streamline operating processes, strengthen digital and management systems, and direct capital toward projects that improve guest experience, safety, efficiency, and the productive use of our assets.

Facility Upgrades

Waterfront continued to implement targeted property improvements in 2025 to protect asset quality, improve operational reliability, and support evolving guest expectations. Across the operating portfolio, approximately **PHP 164.66 million** in capital projects were undertaken during the year, with investments directed toward guestrooms, gaming and entertainment areas, mechanical and engineering systems, safety infrastructure, technology, housekeeping, transportation, and other operational requirements.

Waterfront Manila Hotel & Casino remained in its pre-operational stage during 2025. Major capital-intensive reconstruction activity was deferred while management reassessed project funding requirements, implementation strategy, and market conditions. During this period, property preservation, maintenance, technical review, value engineering, and selected previously approved off-site fabrication activities continued to protect existing investments and maintain the asset in a safe and usable condition.

Sustaining Excellence Through Capital Investments

In 2025, Waterfront Hotels & Casinos continued to allocate capital selectively toward projects that strengthen operational resilience, enhance the guest experience, and preserve the long-term value of its properties. The year's CAPEX program was concentrated primarily at Waterfront Cebu City Hotel & Casino, while other operating properties focused on essential engineering, safety, technology, housekeeping, and support requirements.

Waterfront Cebu City Hotel & Casino (WCCHC). WCCHC accounted for the largest share of the Group's 2025 capital investments, with approximately **PHP 147.80 million** in projects completed during the year. Major initiatives included the 17th-floor renovation, improvements to PAGCOR facilities, and the installation of new carpeting in the gaming area and Teatro. These projects combined guest-facing enhancement with continued investment in entertainment and commercial facilities, reinforcing WCCHC's role as the Group's flagship urban, convention, and gaming property.

The property also implemented significant technology improvements during the year. Internet capacity was expanded through an additional service provider and an increase in Rise bandwidth from 300 Mbps to 1 Gbps at no additional contract cost, while an additional 300 Mbps connection was provided through the CableTV provider. WCCHC also upgraded its firewall firmware, replaced multiple workstations, and changed its OPERA Property Management System service provider. The latter initiative is expected to generate approximately **PHP 1.67 million in annual savings** while providing localized support and an upgrade to the latest on-premise application version.

Waterfront Airport Hotel & Casino (WAHC). WAHC implemented approximately **PHP 13.61 million** in capital projects in 2025, focusing primarily on mechanical reliability, safety, utilities, and operational continuity. Investments included works involving chiller and air-conditioning systems, wastewater-treatment rehabilitation, fire-detection and safety equipment, backup power, technology, and related operating infrastructure.

Technology improvements complemented these physical investments. The property upgraded firewall firmware and renewed an internet service contract that generated **PHP 268,800 in savings** while providing an additional 250 Mbps of bandwidth. A maintenance agreement for the property's PABX system was also secured to provide specialist support and equipment-replacement coverage for the end-of-life system. Together, these initiatives support greater network reliability, operational continuity, and guest connectivity.

Waterfront Insular Hotel Davao (WIHD). WIHD completed approximately **PHP 1.14 million** in capital investments during 2025. Projects included housekeeping equipment, linens, IT support, a vehicle, and employee-service facilities, reflecting a targeted CAPEX program centered on operational support and asset upkeep.

The property also undertook a substantial series of digital and network improvements. Additional Wi-Fi access points were installed in identified public-area dead spots, while a captive portal was deployed to improve bandwidth control and create an additional marketing channel for hotel offers. Dedicated internet access was introduced across function rooms, improving connection stability during events and creating an additional revenue opportunity through bandwidth upgrades offered to organizers at PHP 600 per additional Mbps per event.

WIHD further rehabilitated its operator-booth network and upgraded uplinks from CAT5 to fiber optic, improved firewall firmware, implemented **Trend Micro Vision One** for centralized real-time cybersecurity protection, and upgraded multiple workstations to improve Peer productivity and efficiency.

Fort Ilocandia Resort Hotel (GIRDI). Fort Ilocandia received approximately **PHP 2.11 million** in capital investments during the year. Projects supported transportation, engineering, building maintenance, laundry, housekeeping, and linens, helping the property strengthen basic operating infrastructure as it continues to integrate with Waterfront's standards and expand its contribution to the portfolio.

Its technology infrastructure was also strengthened through the addition of a 100 Mbps Globe Direct Internet connection, providing a secondary service provider and greater bandwidth resilience for guests, functions, and events. The redundant connection has helped reduce service disruption when the primary provider experiences downtime. GIRDI also installed a FortiGate firewall using previously unused equipment at no incremental cost, strengthening administrative network security and introducing bandwidth controls to restrict unauthorized internet access.

These improvements are particularly important as GIRDI moves beyond its initial integration stage. With revenue increasing significantly in 2025, continued attention to property maintenance, guest-support systems, connectivity, housekeeping capability, and operating infrastructure will be necessary to sustain growth while improving efficiency and service consistency.

Strategic Impact. Waterfront's 2025 CAPEX program reflected a disciplined approach to capital deployment. Rather than pursuing investment solely for expansion, the Group prioritized projects that protect existing assets, improve operating reliability, strengthen guest-facing facilities, support safety and compliance, and enhance the productivity of its core properties.

The concentration of physical investment at WCCHC reflects the scale and strategic importance of the Group's flagship asset, while more targeted spending at WAHC, WIHD, and GIRDI addressed property-specific operational requirements. Importantly, these physical investments were complemented by technology initiatives that expanded bandwidth, strengthened cybersecurity, automated processes, improved system reliability, and reduced recurring costs.

This approach is consistent with Waterfront's broader transition from recovery toward value creation, where investment is increasingly assessed according to its contribution to asset productivity, operating efficiency, guest satisfaction, service reliability, and sustainable returns.

Corporate and Digital Infrastructure

In 2025, the Corporate Office continued to advance Group-wide technology modernization with a particular emphasis on automation, productivity, cybersecurity, digital guest interaction, and cost efficiency.

The IT Self-Service Request System was enhanced through the integration of Microsoft Lists, Power Automate, Power BI, and SharePoint. The platform improved IT work-order management, productivity monitoring, reporting, and visibility while utilizing capabilities already included in the Group's Microsoft 365 licenses and therefore requiring no additional software cost.

A similar Microsoft 365-based framework was applied to the **Engineering Management System and Legal Request Management**, incorporating automated email notifications, QR-code access, dashboards, and real-time request tracking. By leveraging existing licenses, these systems expanded process automation without requiring significant additional technology expenditure.

The Group also completed a **redesign and migration of the corporate website,** delivering a cleaner and more responsive mobile interface, improved compatibility with modern browsers, greater platform stability, and savings associated with eliminating extended support for older technology frameworks.

A new **Book-a-Table** website functionality was introduced using Microsoft Forms and automated stakeholder notifications. The system provides online restaurant reservation functionality together with integrated reports and dashboards, again using existing technology resources at no incremental software cost.

Waterfront also replaced its **CableTV provider across WCCHC, WAHC, and WIHD**, establishing a more stable contractual relationship intended to improve support, protect service continuity, and enhance the guest experience. The move also addressed operational risk associated with instability experienced with the previous provider.

Technology initiatives extended to Acesite (Phils.) Hotel Corporation. The Rise internet-service contract was upgraded from 60 Mbps to 100 Mbps without an increase in monthly recurring cost, while an underutilized PLDT internet connection was discontinued, generating savings of approximately PHP 22,400 per month, or PHP 268,800 on an annualized basis.

Across the wider portfolio, firewall upgrades, redundant internet connections, fiber-optic infrastructure, endpoint protection, workstation modernization, and bandwidth expansion strengthened both guest-facing connectivity and internal operational security.

Several initiatives generated savings or capacity improvements without additional capital expenditure by maximizing existing licenses, renegotiating service contracts, or redeploying available equipment.

The 2025 technology program therefore reflects a broader principle underlying Waterfront's growth strategy: **investment must be measured by the operating value created, not just by the amount of capital deployed.** By combining selective capital expenditure with automation, contract optimization, existing technology resources, and infrastructure modernization, the Group improved connectivity, productivity, cybersecurity, guest service, and cost efficiency while maintaining discipline over technology spending.

Together, these physical and digital investments strengthen Waterfront's competitive position by improving reliability, productivity, service consistency, and organizational resilience. As capital allocation becomes more selective, the Group will continue to prioritize initiatives that demonstrate clear operating value while ensuring that its properties and systems remain capable of meeting changing guest, regulatory, and technological requirements.

Strengthening Trust Through Privacy Management

Waterfront Hotels & Casinos continued to strengthen its commitment to safeguarding guest, employee, and stakeholder information in 2025 through its comprehensive **Privacy Management Program,** aligned with the Data Privacy Act and the requirements of the National Privacy Commission (NPC).

A significant development during the year was the appointment of a new Data Protection Officer (DPO) in October 2025. Serving as the principal liaison among the NPC, the organization, and its data subjects, the DPO has strengthened the Group's focus on operational sustainability, policy optimization, regulatory compliance, and the continuing institutionalization of responsible data-management practices.

Policy and Compliance Initiatives. A comprehensive review and revision of the Data Privacy Manual and Data Breach Management Program Manual was initiated to ensure continued alignment with current NPC requirements and organizational needs. The DPO also began developing a new Data Log Disclosure Matrix designed to provide greater governance, documentation, and auditability over internal and external transfers and disclosures of personal data. Supporting NPC-related documentation is likewise undergoing comprehensive review to strengthen consistency and compliance across the organization.

Regulatory Maintenance. During the year, Waterfront successfully secured the renewal of NPC registrations for all relevant corporate entities, maintaining the Group's standing as a compliant and transparent organization. Regular regulatory maintenance forms an important part of Waterfront's broader privacy-governance framework and ensures that its corporate entities continue to meet applicable registration and documentation requirements.

Employee Training and Immersion. Mandatory data privacy and protection training remained a core component of the Privacy Management Program. In addition to annual training for employees, contractual personnel, and management, operational protocols were strengthened to formally incorporate data privacy education into the employee immersion and onboarding program. This approach reinforces privacy awareness from the beginning of an employee's engagement with Waterfront and helps embed responsible data handling into everyday operations.

Customer Outreach. Waterfront is also preparing a comprehensive review of its guest-facing privacy communications. This initiative will revisit existing privacy statements, QR-code notices displayed at reception areas and events, newsletters, and educational materials to ensure that information provided to guests remains clear, accessible, compliant, and transparent. The continuing review reflects the Group's recognition that effective privacy management depends both on internal controls and ensuring that data subjects understand how their information is collected and used.

Incident Response. The Group continued to maintain its Data Breach Response Team (DBRT), preserving organizational readiness to assess, contain, manage, document, and respond to potential data-security incidents. Maintaining a defined response structure ensures that appropriate responsibilities and escalation procedures remain in place should an incident occur.

Visibility and Transparency. NPC Seals of Registration, CCTV notices, consent forms, and other required privacy notices continue to be prominently displayed across relevant Waterfront properties and operating areas. These measures reinforce both regulatory compliance and transparency by making Waterfront's privacy commitments visible to guests, employees, business partners, and other stakeholders.

Privacy by Design and Default. Privacy safeguards continue to be incorporated into operational processes from the outset rather than treated solely as post-processing compliance requirements. Improved consent protocols remain embedded in job application processes, guest registration forms, and digital platforms, including opt-in and opt-out mechanisms for electronic newsletters and marketing communications. This approach helps ensure that privacy considerations form part of the design and implementation of Waterfront's business processes and customer interactions.

Through these initiatives, Waterfront continues to institutionalize privacy. We treat privacy as a regulatory responsibility as well as an important pillar of stakeholder trust. The Group's active membership in the NPC DPO Council – Hotel Sector further supports industry engagement and provides an avenue for continued dialogue on emerging privacy practices and regulatory developments.

To sustain this commitment, Waterfront will continue to invest in the professional development of its privacy leadership. The DPO will participate in specialized training, industry seminars, and collaborative engagements with the NPC and relevant industry stakeholders to remain informed of evolving regulatory standards, data-protection practices, and emerging risks.

Through stronger governance, continuing education, transparent communication, and proactive compliance, Waterfront seeks to ensure that responsible stewardship of information remains an integral part of the trust guests, employees, partners, and stakeholders place in the brand.

Peer Development

Waterfront Hotels & Casinos continued to place its people—our "Peers"—at the heart of operations in 2025. The Group sustained its investment in technical capability, leadership development, service excellence, workplace safety, health and well-being, and employee engagement. Across the properties, training programs increasingly addressed not only traditional hospitality competencies but also emerging priorities such as cybersecurity, data privacy, sustainability, inclusive service, technology, and organizational resilience.\

Manning and Workforce Profile. Year-end manning reflected different staffing patterns across the Group's core operating properties. Waterfront Cebu City Hotel & Casino (WCCHC) reported 467 Peers compared with 334 in 2024. Waterfront Airport Hotel & Casino (WAHC) closed the year with 177 Peers from 178 in 2024. Waterfront Insular Hotel Davao (WIHD) reported 171 Peers compared with 185 in 2024. WCCHC's increase was concentrated primarily in casual staffing, while WIHD operated with a leaner year-end workforce.

Training and Development. Training remained a major strength across the portfolio, with all three properties exceeding their respective Training Index targets. WAHC recorded the highest Training Index at 171.05, 81.05 points above target and approximately 6% higher year-on-year. WIHD achieved 153.66, 57.66 points above target and 3.7% higher than in 2024. WCCHC recorded 131.56, 41.56 points above target. The property continued to maintain substantial training activity throughout the year.

Programs combined core hospitality competencies with broader professional development. WCCHC continued the Department of Tourism's Filipino Brand of Service Excellence (FBSE) alongside Gracious Customer Care, the Waterfront Hospitality Supervisory Certification Program, and Skills Certification Programs for Banquet Servers, Room Attendants, Concierge, Guest Services Assistants, and Bartenders.

Training also covered food safety, data privacy, cybersecurity, emergency preparedness, mental health and resilience, Basic Life Support, Muslim-friendly hospitality, environmental management, emerging housekeeping technologies, and the application of artificial intelligence to Food & Beverage profitability.

WAHC similarly maintained a broad training program encompassing FBSE, Occupational Safety and Health, Food & Beverage and Room Attendant certification, supervisory development, financial literacy, cybersecurity awareness, fire and life-saving skills, emergency response, 5S, executive leadership, and Train-the-Trainer development. WIHD complemented its internal service and skills programs with Housekeeping and Waitering/Bartending NC II preparation, Certified Guest Service Professional training, Japanese-language instruction, sustainability education, Food & Beverage cost and menu-engineering workshops, and industry learning programs.

Peer Recognition and Engagement. Waterfront continued to recognize performance while strengthening workplace belonging. At WIHD, the Quarterly Peer Recognition Program culminated in the Peer and Supervisor of the Year Awards, recognizing individuals who exemplified the hotel's values, service standards, and commitment to organizational success. Year-round engagement included birthday celebrations, Valentine's Day, Mother's and Father's Day activities, the Christmas Party, and a Year-End Thanksgiving Celebration. WIHD also maintained regular labor-management dialogue with the Waterfront Insular Hotel Davao Employees Association, supporting constructive consultation and workplace relations.

At WCCHC, the 2025 Waterfront CARES activity calendar included quarterly Peers' Days, birthday celebrations, Peers' Sinulog activities, Buwan ng Wika, Wellness Thursdays, weekly Bible studies, Peer of the Year activities, and year-end celebrations. Housekeeping Week also provided dedicated recognition for Peers whose work directly supports guest satisfaction and operational excellence.

Health, Wellness, and Spiritual Care. Peer well-being continued to encompass physical, mental, and spiritual health. WIHD conducted a bi-annual Health and Wellness Program in partnership with the City Health Office and healthcare providers, offering CBC and blood-sugar testing, Pap smear screening, HPV, influenza, and pneumococcal vaccinations, medical consultations, medicine distribution, and health education. Weekly Bible Study and First Friday Masses supported opportunities for reflection and spiritual development.

Across Cebu and Mactan, programs addressed mental health, burnout prevention, psychological first aid, financial wellness, physical activity, emergency preparedness, and preventive health. WAHC's activities included Wellness Wednesday Zumba sessions, recollection, Bible Study, and Mpox and HIV awareness, while WCCHC participated in mental-health and work-resilience seminars and Psychological First Aid training. These initiatives reflected a broader view of Peer development that extends beyond technical competence to personal well-being and long-term resilience.

Waterfront CARES Framework. The Waterfront CARES framework continued to provide an organizing structure for Peer and family welfare initiatives. Its five pillars—Community, Altruism, Resilience, Excellence, and Self-care—connect employee engagement with the broader objectives of teamwork, service, adaptability, accountability, professional growth, and personal well-being. Community encompasses team-building, Peer activities, family events, and outreach; Altruism encourages assistance and acts of service; Resilience supports training, SOP refreshers, and adaptability; Excellence reinforces performance, coaching, succession planning, and accountability; and Self-care addresses physical, mental, spiritual, and professional well-being.

The 2025 results demonstrate that Peer development at Waterfront has evolved into a broad human-capital platform. All three operating properties remained above their Training Index targets, while learning programs expanded into technology, security, sustainability, inclusion, leadership, and wellness alongside traditional hospitality skills. Combined with recognition, health initiatives, employee engagement, and the CARES framework, these efforts strengthen the capabilities and culture of the people who ultimately bring the Waterfront brand and Filipino hospitality to life.

Expanding Distribution

In 2025, Waterfront's online channels continued to strengthen their role as a cornerstone of the Group's Rooms business. Online production—comprising revenue generated through Global Distribution Systems (GDS), Online Travel Agencies (OTAs), and Waterfront's website and mobile channels—expanded both in absolute value and as a share of Rooms revenue. Together, these channels broaden Waterfront's market reach, support yield management, and provide guests with multiple pathways to discover and book our properties.

Digital Performance and Online Production

Online Rooms revenue across Waterfront Cebu City Hotel & Casino, Waterfront Airport Hotel & Casino, and Waterfront Insular Hotel Davao reached **PHP 279.91 million in 2025,** an increase of approximately **8.5%** from PHP 258 million in 2024. More significantly, online channels accounted for **53% of the three properties' combined PHP 525.73 million in Rooms revenue,** up from approximately 50% in the previous year.

Actual online production came within approximately **PHP 0.59 million of the PHP 280.50 million 2025 budget,** effectively achieving **99.8% of the Group's online revenue target** for the year. The results demonstrate both the growing importance of digital distribution and its increasing integration into Waterfront's core Rooms business.

Waterfront Cebu City Hotel & Casino remained the Group's largest source of online revenue, generating **PHP 145.49 million,** equivalent to **52% of total online production.** Online channels accounted for approximately **50% of the property's Rooms revenue** of PHP 292.25 million. Compared with PHP 138.71 million in 2024, online revenue increased by approximately **5%,** while slightly exceeding the property's PHP 144.94 million online revenue budget.

Waterfront Airport Hotel & Casino continued to demonstrate the greatest dependence on—and effectiveness of—digital distribution. Online revenue reached **PHP 92.52 million,** up approximately **13%** from PHP 81.94 million in 2024 and accounting for **33% of total Group online production.** Online channels generated approximately **75% of WAHC's PHP 123.71 million in Rooms revenue,** the highest online penetration among the three properties and an increase from approximately 71% in 2024.

Waterfront Insular Hotel Davao generated **PHP 41.90 million in online revenue,** an increase of approximately **12%** from PHP 37.58 million in 2024. The property contributed **15% of total online production,** while digital channels represented approximately **38% of its PHP 109.77 million in Rooms revenue,** compared with approximately 34% in the previous year. The result represents a notable turnaround from the decline recorded in 2024 and indicates stronger digital demand for the Davao property.

Taken together, the results show that digital distribution is becoming progressively more embedded in Waterfront's revenue base. All three properties increased online production in 2025, while the share of Rooms revenue generated online rose across the portfolio. The strategic opportunity now extends beyond growing online volume toward improving channel mix, strengthening direct bookings, and optimizing distribution costs while preserving the reach provided by OTAs and GDS platforms.

Central Reservations Office (CRO)

Waterfront's **Central Reservations Office (CRO)** continues to complement digital distribution by providing assisted booking and customer support through the Group's centralized reservations infrastructure, including its 16/7 toll-free service at **1-800-WFRONT8 (9376688).** The CRO remains particularly relevant for customers with more complex inquiries, corporate and group requirements, booking modifications, and guests who prefer direct human assistance.

In 2025, the CRO handled **39,421 calls**, compared with 45,426 in 2024. While call volume declined by approximately **13%**, the shift occurred alongside the continued expansion of digital booking channels, reflecting the increasingly multi-channel nature of the customer journey.

Email remained a significant part of CRO activity, with **318,264 emails handled in 2025.** Of these, **191,369** were classified as Web Online, **117,185** as Corporate/Groups, and **9,710** as Travel Agency-related communications. Web Online therefore represented approximately 60% of recorded email activity, while Corporate/Groups accounted for approximately 37%. Total email volume was lower than the 351,787 recorded in 2024, but remained substantial and illustrates the continuing importance of assisted communication alongside self-service digital booking.

The evolving distribution pattern points to an increasingly integrated model in which OTAs and other online channels provide scale and reach, Waterfront's direct digital platforms support lower-intermediation bookings and customer ownership, and the CRO provides personalized support for higher-touch and more complex transactions. As customer behavior continues to shift between these channels, Waterfront's priority is to ensure that each works as part of a connected distribution ecosystem—expanding reach while improving conversion, direct customer relationships, and revenue quality.

Strategic Outlook

Waterfront's marketing, sales, and reservations network remains central to the Group's ability to integrate its properties, cross-sell destinations and services, and respond flexibly to changing patterns of travel demand. In 2025, this network was strengthened by deeper digital distribution, improved connectivity, centralized reservations support, and closer collaboration with global travel partners.

Looking ahead, Waterfront's priority is to convert this broader reach into higher-value business, stronger direct customer relationships, better channel economics, and greater cross-property opportunities. Technology, data, strategic partnerships, and coordinated commercial execution will remain key to expanding the Group's market presence while preserving the personalized Filipino hospitality that defines the Waterfront brand.

Distribution Partnerships. Global distribution relationships remain essential to Waterfront's ability to reach both domestic and international travelers. The Group continues to work with leading Online Travel Agencies, travel trade partners, and Global Distribution Systems, supported by SiteMinder as its channel-management and GDS connectivity platform. Partnerships with major distribution providers such as Hotelbeds/HBX Group and Agoda further extend Waterfront's reach and support rate management, inventory optimization, market visibility, and production across multiple customer segments.

The strength of these partnerships was reflected in 2025 recognition from key distribution partners, including the **Elite Strategic Partnership Award from HBX Group** for WCCHC, WAHC, and WIHD, and Agoda's **Gold Circle Award** for WCCHC. Beyond recognition, these relationships reinforce the importance of data-driven commercial management and sustained collaboration in an increasingly competitive digital marketplace.

Strategic Integration. Marketing, sales, property teams, and the Central Reservations Office continue to work as an integrated commercial network. This structure enables Waterfront to support individual travelers, corporate accounts, conventions, government and institutional clients, groups, and travel intermediaries while facilitating cross-selling among properties.

The Group's distribution mix increasingly combines the scale of OTAs and GDS networks with the flexibility of property sales teams, centralized reservations, and direct digital channels. In 2025, online channels accounted for approximately **53% of Rooms revenue across WCCHC, WAHC, and WIHD,** demonstrating how deeply digital distribution has become embedded in the Group's commercial platform.

Growing Direct and Digital Relationships. The next phase of Waterfront's digital strategy is not simply to generate more online volume, but to improve the quality of that business. Investments in the corporate website, booking functionality, mobile accessibility, property connectivity, and digital infrastructure provide a stronger foundation for direct engagement with guests.

Going forward, the Group will continue to strengthen its direct channels while maintaining the reach and demand-generation advantages of third-party partners. This includes improving the customer journey from discovery to booking, using performance data more effectively, supporting personalized communication, and creating greater opportunities to convert guests into repeat and direct customers.

From Reach to Value Creation. Waterfront enters the next phase of its commercial strategy with a broader distribution ecosystem and stronger technological foundation. The opportunity now lies in using these capabilities more selectively—optimizing channel mix, strengthening yield, expanding corporate and MICE relationships, improving cross-property selling, and increasing the contribution of direct business.

As travel markets continue to evolve, Waterfront will remain focused on balancing scale with profitability, digital convenience with personal service, and market expansion with disciplined commercial execution. Through this approach, the Group aims to deepen its competitive position while creating sustainable value across its portfolio.

B RAND RESOLUTION:

Focus on the Business Traveler

Waterfront continues to serve the needs of business travelers through a hospitality offering built around strategic locations, extensive meeting and event facilities, comfortable accommodations, reliable connectivity, dining and wellness options, and flexible booking support. Whether traveling independently, as part of a corporate account, or for a convention, meeting, government engagement, or incentive program, guests can access many of the services required for work and downtime within a single property.

Strategic Locations for Business and Travel

Waterfront's operating portfolio places the brand in several important commercial, transportation, and regional markets.
Waterfront Cebu City Hotel & Casino (WCCHC) serves Cebu's established corporate, convention, and events market, while **Waterfront Airport Hotel & Casino (WAHC)** offers the particular convenience of a location beside Mactan-Cebu International Airport—an advantage for travelers managing early departures, late arrivals, short business stays, and connecting itineraries.

Waterfront Insular Hotel Davao (WIHD) serves Davao's corporate, government, institutional, convention, and events markets, while **Fort Ilocandia Resort Hotel** extends Waterfront's reach into Northern Luzon and provides an alternative setting for corporate groups, government and NGO travel, functions, and destination-based meetings or retreats. Fort Ilocandia's 2025 production included corporate, government, NGO, and events business, demonstrating the breadth of demand the property can accommodate.

Extensive MICE and Event Facilities

Meetings, Incentives, Conferences, and Exhibitions remain one of Waterfront's defining strengths. The Group offers venues ranging from private meeting rooms and executive function spaces to large convention and banquet facilities, supported by dedicated sales, banquet, culinary, technical, and operations teams.

WCCHC is particularly well positioned for large-scale events in the Visayas. Its established convention infrastructure accommodated a broad range of professional, corporate, association, and institutional gatherings in 2025, including the 20th National Convention for Lawyers of the Integrated Bar of the Philippines, the EMCOR Business Conference, and the Knights of Rizal International Assembly.

This scale allows corporate clients to integrate guestrooms, meeting venues, banquet requirements, dining, and event support within one property—reducing the logistical complexity of managing business events across multiple suppliers.

Business-Ready Rooms and Executive Amenities

A productive business trip begins with a comfortable and dependable room. Waterfront combines accommodation with access to hotel services that allow guests to transition easily between work, meetings, dining, and rest. Select properties also offer business centers, executive meeting spaces, Ambassador Club facilities, lounges, dedicated dining areas, and priority services, providing additional environments for work and informal business discussions.

The room product also continued to improve in 2025. WCCHC completed its 17th-floor renovation, strengthening its accommodation offering, while investments across the operating portfolio supported guest comfort, reliability, and property readiness. Guestroom satisfaction remained above Waterfront's internal passing benchmark across WCCHC, WAHC, and WIHD, with 2025 room GSI scores of **4.63, 4.69, and 4.32,** respectively.

Connectivity Built for Work and Events

Digital connectivity has become as important to business travelers as the physical workspace itself. Waterfront therefore continued to strengthen internet capacity and network reliability across its properties in 2025.

At WCCHC, primary Rise bandwidth was increased from 300 Mbps to 1 Gbps, supplemented by an additional 300 Mbps connection. WAHC added a further 250 Mbps of bandwidth through its renewed internet service arrangement. At WIHD, additional Wi-Fi access points addressed public-area dead spots, while dedicated internet access was introduced across all function rooms and network uplinks were upgraded from CAT5 to fiber optic. Event organizers can also request additional bandwidth according to the technical requirements of their functions. Fort Ilocandia added a secondary 100 Mbps internet connection, providing greater redundancy and allowing functions and events to operate without compromising connectivity elsewhere in the resort.

These improvements support video conferencing, cloud-based work, event connectivity, digital presentations, remote collaboration, and the everyday communications needs of corporate travelers.

Dining for Business and Social Engagement

Waterfront's restaurants and banquet operations provide business travelers with options ranging from convenient individual dining to client entertainment, working meals, receptions, and large catered functions. Corporate customers can combine rooms, meeting venues, customized menus, banquet services, and dining requirements within a single hospitality arrangement.

The Group continued to strengthen its Food & Beverage capabilities in 2025 through food-safety certification, menu and cost-management training, coffee-service development, and culinary innovation. Waterfront also introduced **Book-a-Table** functionality through its website, providing guests with another direct and convenient way to arrange dining.

Wellness and Recreation for Balance

Business travel increasingly extends beyond the meeting room. Waterfront properties provide access to fitness facilities, swimming pools, recreational areas, and wellness services where available, allowing travelers to maintain routines or unwind between business commitments.

Waterfront Wellness and Citigym complement the broader hotel experience through fitness and lifestyle offerings, while the combination of dining, recreation, entertainment, and accommodation allows guests to manage both productive and personal time without leaving the property.

Entertainment After Business Hours

At applicable Waterfront properties, regulated gaming and entertainment facilities complement the wider hotel experience. Together with restaurants, lounges, events, and recreational amenities, these provide additional options for guests seeking entertainment or informal social engagement after meetings and business activities.

Flexible Corporate and Group Solutions

Waterfront's integrated hospitality model allows accommodation, meetings, banquets, Food & Beverage, wellness, entertainment, and event requirements to be assembled according to the needs of individual business travelers, corporate accounts, government organizations, associations, conventions, incentive groups, and institutional clients.

Property-based sales teams are complemented by centralized sales and reservations capabilities, enabling the Group to support both local account relationships and requirements spanning multiple Waterfront properties.

Seamless Reservations and Distribution

Business travelers can access Waterfront through a broad range of booking channels, including the corporate website, mobile channels, Online Travel Agencies, Global Distribution Systems, property sales teams, and the Central Reservations Office.

SiteMinder serves as Waterfront's channel manager and GDS gateway, supporting inventory and rate distribution across agencies and online partners, while the Group's direct booking engine facilitates reservations through Waterfront's own digital channels. The Central Reservations Office provides extended 16/7 service coverage, offering assisted reservations and support for guests, corporate accounts, groups, and more complex MICE requirements.

In 2025, Waterfront also redesigned and migrated its corporate website to provide a faster, cleaner, mobile-responsive experience with improved compatibility across modern browsers, strengthening the digital path from property discovery to booking.

A Complete Business Travel Experience

For today's business traveler, convenience increasingly means having the essential components of a trip work together: accessible locations, dependable rooms, connected workspaces, flexible meeting facilities, dining and wellness choices, responsive service, and easy reservation channels.

Waterfront's advantage lies in bringing these elements together within an integrated hospitality platform. From an airport-linked overnight stay or individual corporate trip to a national convention, executive meeting, institutional gathering, or destination retreat, the Group continues to provide business travelers with the flexibility to work, meet, dine, recharge, and connect within the Waterfront experience.

Awards & Accolades

In 2025, Waterfront properties received recognition for both hospitality excellence and commercial partnership performance. WCCHC, WAHC, and WIHD received the Elite Strategic Partnership Award from HBX Group, recognizing partners that demonstrate strong strategic collaboration and commercial execution with Hotelbeds. The award reflects performance in areas such as production and revenue growth, rate management, inventory availability, lead-time initiatives, and other data-driven strategies that strengthen market visibility and competitiveness.

WCCHC also received Agoda's Gold Circle Award, recognizing the property as one of Agoda's top-producing hotel partners in Cebu. In Northern Luzon, Fort Ilocandia Resort Hotel received the NATAN-OK Accommodation Award, recognizing its contribution to accommodation quality and tourism development in Ilocos Norte.

Nominations, Awards, Certifications, and Citations	Year	Organization	Property
Elite Strategic Partnership Award	2025	HBX Group / Hotelbeds	WCCHC
Elite Strategic Partnership Award	2025	HBX Group / Hotelbeds	WAHC
Elite Strategic Partnership Award	2025	HBX Group / Hotelbeds	WIHD
Gold Circle Award	2025	Agoda	WCCHC
NATAN-OK Accommodation Award	2025	Provincial Government of Ilocos Norte / Ilocos Norte Tourism Office	GIRDI

Nominations, Awards, Certifications, and Citations	Year	Organization	Property
Philippine Tourism Pillar Awardee	2025	Department of Tourism (DOT)	WIHD
Recommended on Retaurant Guru for Uno	2025	Retaurant Guru	WAHC
Tourism Gala and Awards Night: NATAN-OK Accommodation Award	2025	Provincial Government of Ilocos Norte and the Ilocos Norte Tourism Office	FIRH
Privacy Management Program of the Year Award	2024	National Privacy Commission	WIHD
Best Merienda Buffet	2023	Sunstar Best of Cebu	WAHC
Client's Choice Award	2023	Hotelbeds	WCCHC

Nominations, Awards, Certifications, and Citations	Year	Organization	Property
World Class Philippines Awardee for Outstanding Luxury Accommodations and Premiere Events Destination in Cebu City	2023	World Class Philippines	WCCHC
Service Excellence Award as Quarantine Hotel	2022	Department of Tourism (DOT) Region 7	WCCHC
Traveller Review Award	2022	Booking.com	WCCHC
Traveller Review Award	2022	Booking.com	WAHC
Service Excellence Award as Quarantine Hotel	2022	Department of Tourism (DOT) Region 7	WAHC
Outstanding Leader in the Hotel and Reaturant Industry	2022	9th Mindanao Business Leaders and Entrepreneur Awards	WIHD

Corporate Social Responsibility

Giving Back

In 2025, the Waterfront Group continued to strengthen its commitment to the communities and environments in which it operates. Across the portfolio, our Corporate Social Responsibility (CSR) initiatives focused on community welfare, disaster response, support for children and vulnerable groups, and environmental stewardship—reflecting our belief that hospitality extends beyond the guest experience and into the broader communities we serve.

Our approach to CSR complements the Group's role as an employer and economic participant by creating opportunities for direct engagement, volunteerism, partnership, and environmental action. Through property-led programs responsive to local needs, Waterfront seeks to contribute meaningfully to stronger communities and more sustainable destinations.

Waterfront Cebu City Hotel & Casino (WCCHC)

WCCHC strengthened its community engagement in 2025 through direct participation in disaster-response efforts. Following the major earthquakes that affected parts of Northern Cebu, Peers from WCCHC and Waterfront Airport Hotel & Casino jointly extended assistance to affected communities in Tabuelan, providing relief goods and household supplies to families in need.

As part of its ongoing environmental advocacy, **WCCHC also participated in Earth Hour 2025,** joining the global observance to promote energy conservation and greater awareness of environmental responsibility among Peers, guests, and stakeholders.

These initiatives demonstrated Waterfront's ability to mobilize across properties during periods of community need and reflected the Group's broader commitment to service, compassion, and collective action beyond hotel operations.

Waterfront Airport Hotel & Casino (WAHC)

WAHC continued its long-standing relationship with **Caohagan Island and its elementary school**, which remain among the property's adopted community partners.

In April 2025, WAHC Peers visited the island to provide **school shoes, conduct a feeding program, and assist with repairs to the school's signage**. The activity combined educational support with practical improvements to the school environment.

WAHC also participated alongside WCCHC in relief operations for communities affected by the Northern Cebu earthquakes, extending food, household supplies, and other assistance to affected families. Later in the year, following **Typhoon Tino**, the property reached out to affected **Talisay City College students**, particularly Hospitality Management learners, by providing **linens and other materials useful to their studies, together with bottled water and packed meals**. The initiative extended Waterfront's disaster-response efforts to students whose education and daily lives had been disrupted by the typhoon.

The property likewise **participated in Earth Hour 2025**, reinforcing its commitment to energy conservation and environmental awareness. Together, these programs strengthened WAHC's commitment to community welfare, education, disaster response, and responsive local engagement.

Waterfront Insular Hotel Davao (WIHD)

WIHD continued to integrate charitable giving and community support into its activities in 2025. In September, the property held **Beautiful Beginnings 2025: Fashion Show for a Cause,** generating contributions while using one of the hotel's signature events as a platform for social impact.

Later in the year, WIHD presented a c**heck donation to House of Hope, Inc.,** continuing its long-standing relationship with the organization and its support for children battling cancer. WIHD also **participated in Earth Hour 2025,** supporting the global campaign for energy conservation and environmental awareness.

By linking community advocacy with events that bring together guests, partners, and local stakeholders, WIHD continued to demonstrate how hospitality can serve as a platform for generosity and community participation.Fort Ilocandia Resort Hotel (FIRH)

Fort Ilocandia maintained an extensive 2025 CSR program centered on **biodiversity, environmental conservation, community partnership, and children's welfare.**

In March, the resort participated in the **World Wildlife Day** ceremonial release of **four rehabilitated Brahminy Kites at Paoay Lake National Park,** an initiative organized with the Department of Environment and Natural Resources and other partners. Fort Ilocandia's Mini Zoo had assisted in the care and rehabilitation of the rescued birds prior to their release, linking the resort's tourism operations with meaningful biodiversity conservation.

The property also joined the global **Earth Hour** observance in March by switching off non-essential lighting for one hour, helping raise awareness among guests and Peers about energy conservation and collective environmental responsibility.

In September, Fort Ilocandia participated in the **"Cause for a New Coast" Coastal Clean-Up** Drive in partnership with Megaworld Corporation, the City Government of Laoag, and members of the local community. The initiative supported the protection of coastal areas and marine life while reinforcing the importance of cooperation among business, government, and communities in maintaining sustainable tourism destinations.

The year concluded with **"Lantern of Love: A Christmas of Hope and Healing,"** a December 2025 outreach activity for the children of **Parola Santuwaryo Inc.** The program included gift-giving, recreational activities, meals and refreshments, and a visit to the resort's Mini Zoo, creating a day of fellowship and shared celebration for participating children and families.

Our Continuing Commitment

Waterfront's 2025 CSR initiatives demonstrate a model of responsibility rooted in **local relevance and active participation.** Each property responded to the needs and opportunities within its own community—from disaster relief and school support in Cebu, to charitable fundraising and children's welfare in Davao, and biodiversity conservation, coastal protection, and community outreach in Ilocos Norte.

Across these programs, a common purpose remains: to use Waterfront's people, resources, partnerships, and hospitality platform to create value beyond the boundaries of our hotels. By supporting communities in times of need, investing in children and families, and helping protect the natural environments that sustain tourism, Waterfront continues to build a legacy in which business success and community well-being progress together.

Fire Drill & Blood Donation Drive

June 05, 2025

Waterfront Cebu City Hotel and Casino strengthened its commitment to safety and community care through a Fire Drill and Blood Donation Drive in partnership with the Bureau of Fire Protection and Red Cross Blood Bank. Prepared to protect, always ready to care.

SOS Children's Village Cebu 45th Anniversary

June 23, 2025

Waterfront Cebu City Hotel and Casino proudly joined SOS Children's Village Cebu in celebrating 45 years of transforming lives and building brighter futures. The milestone honored their continued commitment to children's rights, well-being, and creating a safe and loving future for every child.

Waterfront Cares at Borbon (Visited the victims of the September 2025 earthquake)

October 08, 2025

Following the recent earthquake in Cebu that deeply impacted Tabunan, Borbon, Waterfront Cebu City Hotel and Casino extended help to affected families. Through this initiative, we continue to uphold the Waterfront spirit of compassion, unity, and service beyond hospitality.

SOS Children's Village WCCH Christmas Party

November 27, 2025

Waterfront Cebu City Hotel & Casino visited SOS Children's Village. They were welcomed with smiles, laughter, and inspiring performances. Sharing meals, giving gifts, and spending time together reminded us of the simple moments that bring the greatest joy.

VISIT TO CAOHAGAN ISLAND

April of 2025

With Caohagan Island and its elementary school as an adopted community of Waterfront Airport Hotel and Casino, peers visited the island and donated school shoes, conducted a feeding program, and fixed their school signage in April of 2025.

RELIEF OPERATIONS FOR CEBUANOS STRUCK BY EARTHQUAKE

Right after the massive earthquakes that affected the Northern part of Cebu, peers from both WAHC and WCCHC extended aid to communities in Barangay Kanluhangon, Kanilam-ao, and Kantubaon in Tabuelan by bringing relief goods and household supplies.

REACHING OUT TO STUDENTS AFFECTED BY TYPHOON TINO

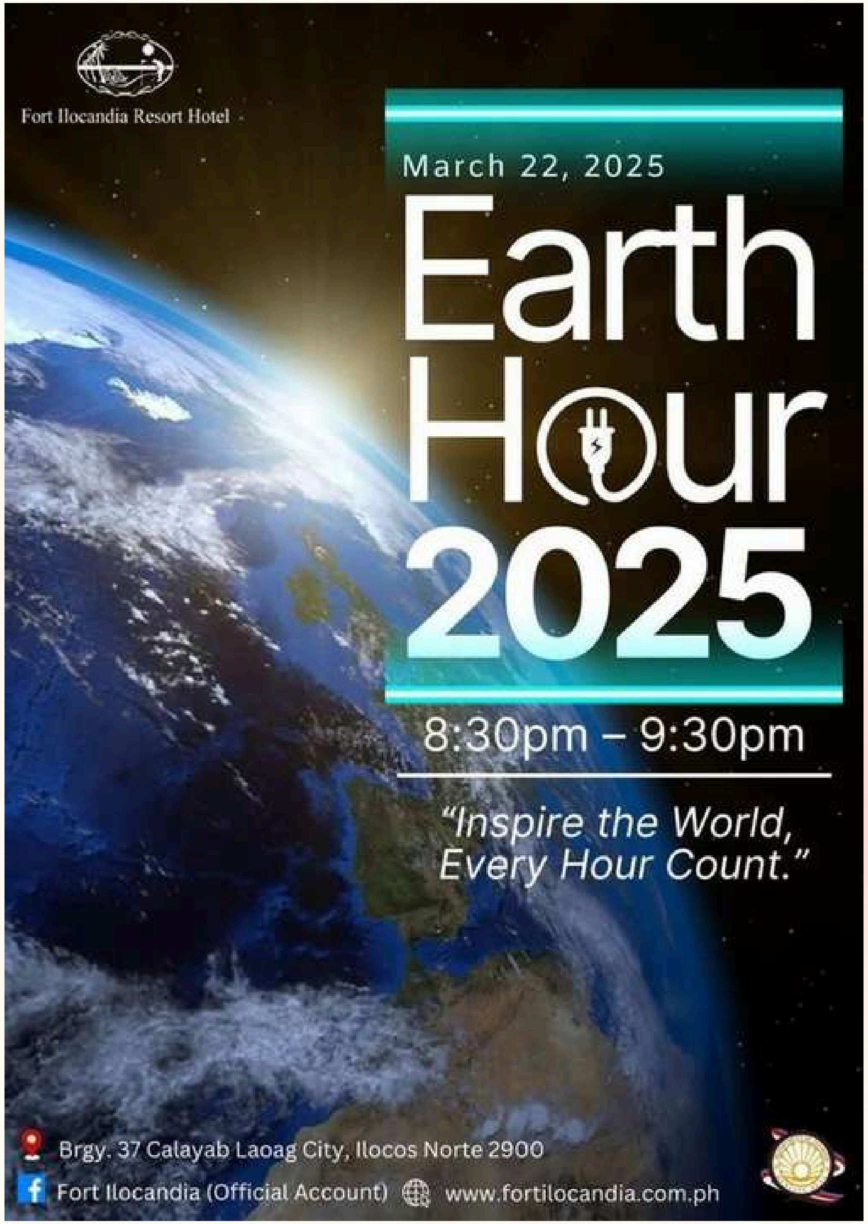
Right after the massive earthquakes that affected the Northern part of Cebu, peers from both WAHC and WCCHC extended aid to communities in Barangay Kanluhangon, Kanilam-ao, and Kantubaon in Tabuelan by bringing relief goods and household supplies.

Beautiful Beginnings 2025 – Fashion Show for a Cause

Waterfront Insular Hotel Davao hosted Beautiful Beginnings 2025: Fashion Show for a Cause on September 14, 2025, bringing together fashion, creativity, and social responsibility. The event successfully raised a total of ₱27,300, supporting the initiative's charitable cause and highlighting the hotel's commitment to meaningful community engagement.

World Wildlife Day

On March 11, 2025, Fort Ilocandia Resort Hotel participated in and supported the ceremonial release of four rehabilitated Brahminy Kites at Paoay Lake National Park in celebration of World Wildlife Day. Organized by the Department of Environment and Natural Resources (DENR), the event aimed to promote wildlife conservation and raise awareness of the importance of protecting natural habitats. As part of our commitment to environmental stewardship, Fort Ilocandia, through its Mini Zoo, assisted in the care and rehabilitation of the rescued birds prior to their release. Our participation in these conservation efforts and our commitment to working with government agencies and local stakeholders in promoting biodiversity and sustainable tourism in Ilocos Norte.



Earth Hour

In support of the global Earth Hour campaign, the hotel participated in the observance by powering down non-essential lights on March 22, 2025, from 8:30 PM to 9:30 PM.

The activity demonstrated the hotel's commitment to environmental sustainability and energy conservation while raising awareness among guests and employees on the importance of collective action in addressing climate change. Through this initiative, Fort Ilocandia reaffirmed its support for environmental protection and responsible tourism practices.

Coastal Clean-Up Drive, Cause for a New Coast,

On September 20, 2025, Fort Ilocandia Resort Hotel participated in the Coastal Clean-Up Drive, “Cause for a New Coast,” in partnership with Mega world Corporation, the City Government of Laoag, and the local community. The activity supported efforts to protect coastal areas, preserve marine life, and promote environmental sustainability.

Through this initiative, Fort Ilocandia demonstrated its commitment to environmental stewardship and community engagement by contributing to the maintenance of cleaner and healthier coastlines. The activity also reinforced the importance of collaboration among the private sector, government, and the community in preserving the natural environment and supporting sustainable tourism.

Lantern of Love: A Christmas of Hope and Healing

On December 17, 2025, the hotel conducted its Corporate Social Responsibility (CSR) activity, “Lantern of Love: A Christmas of Hope and Healing,” for the children of Parola Santuwaryo Inc.
The event aimed to bring joy and create meaningful experiences for the children through a day of fellowship and recreation.

The activity included a gift-giving program, recreational activities, meals and refreshments and a visit to the Mini Zoo, providing the children with a meaningful andmemorable holiday experience.

Through this initiative, Fort Ilocandia reinforced its commitment to corporate social responsibility by promoting community welfare and sharing the spirit of hope, compassion, and goodwill during the Christmas season.

APHC Construction Updates

WATERFRONT MANILA HOTEL & CASINO: REDEVELOPMENT AND STRATEGIC UPDATE

Waterfront Manila Hotel & Casino remains an important long-term asset of **Acesite (Phils.) Hotel Corporation (APHC)** and the Waterfront Group. In 2025, management determined that proceeding with major capital-intensive redevelopment work under the prevailing financial and market environment would not be prudent, and that a strategic reconsideration was needed. The project, originally supported by approximately **PHP 1.5 billion in insurance proceeds** following the 2018 fire, is now estimated to require approximately **PHP 3.6 billion for completion,** reflecting higher construction and labor costs, structural reforms and re-layout requirements, foreign-exchange pressures, imported equipment requirements, and modifications to the hotel's internal configuration.

Accordingly, major reconstruction activity was **deferred during 2025 while APHC reassessed the project's financing requirements, implementation strategy, and underlying market assumptions**. Subsequent to year-end, the Board formally approved the rescheduling of reconstruction and reopening. Under the present strategy, the earliest estimated restart of major construction activity is **2028,** subject to the availability of funding, market conditions, and further management and Board review. This approach gives the Company greater flexibility to evaluate the appropriate timing, scope, and financing structure for the remaining redevelopment rather than commit substantial additional capital under less favorable conditions.

Strengthening the project's financial foundation is therefore a central priority. Approximately **PHP 764 million in retained earnings has been appropriated for reconstruction**, while management continues to evaluate additional sources of funding and financing alternatives. It will also provide an annual maintenance budget to keep the hotel in a safe and usable condition.

APHC is assessing how best to structure the remaining capital requirement while balancing the interests of the Company, its shareholders, creditors, and the wider Waterfront Group. The objective is to establish a financing and development framework capable of supporting the property through completion and eventual reopening on a more sustainable commercial basis.

The temporary deferral of major construction does not mean that the property has been left inactive. During 2025, APHC continued v**alue engineering, technical review, inspections, preventive maintenance, property preservation, and selected off-site fabrication involving previously approved and procured components.** These activities are intended to protect work already completed, preserve the condition and value of the approximately **PHP 2.87 billion asset base,** and maintain the site in a state that will support an orderly resumption of redevelopment when financial and market conditions permit.

For shareholders, the immediate strategy is therefore one of **capital preservation, financial preparation, and redevelopment readiness**. Waterfront Manila remains strategically positioned to restore the Group's presence in the Metro Manila hospitality market, but the timing and manner of that return must be supported by sound economics. APHC will continue to review financing opportunities, market developments, project requirements, and other viable implementation options while safeguarding the property and preparing it for the next stage of its redevelopment.

Fabrication of Glass Fiber
Reinforced Concrete for
the Column Cladding

PROJECT UPDATE 2025

Custom Fabricated Stone

PROJECT UPDATE 2025

Custom Upholstery Fabric
for Padded Wall

PROJECT UPDATE 2025

Custom Upholstery Fabric
for Padded Wall

Property preservation and minor upkeep activities continued throughout the year.

Maintain site readiness while awaiting the completion of Value Engineering activities

Continued preservation of
delivered materials, equipment
and installed systems.

PROJECT UPDATE 2025

Implemented proper storage, protection, and periodic inspections

PROJECT UPDATE 2025

Implemented preventive maintenance in accordance with manufacturer's recommendations to preserve equipment performance and reliability.

ARCHITECT'S PERSPECTIVE

WATERFRONT
PHILIPPINES

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The continuous horizontal lines symbolize steady growth, progress, and forward movement. They represent Waterfront's commitment to continuously improving its services while adapting to the changing needs of the hospitality industry. The clean layout, combined with the hotel imagery, reflects clarity, confidence, and a strong foundation as the Company continues to move forward.

This report is published annually by Waterfront Philippines, Incorporated for the benefit of our stakeholders, peers, and patrons.