



November 12, 2014

PHILIPPINE STOCK EXCHANGE

3rd Floor, Tower One and Exchange Plaza
Ayala Triangle, Ayala Ave., Makati City
Attention: Ms. Janet A. Encarnacion
Head, Disclosures Department

PHILIPPINE DEALING AND EXCHANGE CORPORATION

37th Floor, Tower 1, The Enterprise Center
6766 Ayala Ave. cor Paseo de Roxas, Makati City
Attention: Ms. Vina Vanessa S. Salonga
Head, Issuer Compliance and Disclosure Department

Subject: Vista Land & Lifescapes, Inc.: **Press Release 11/12/2014**

Gentlemen:

Please see attached copy of the press release on Vista Land's 9M 2014 financial and operating results.

Very truly yours,

A handwritten signature in black ink, appearing to read 'B. Edang', with a horizontal line extending to the right.

Brian N. Edang
Officer-in-Charge

Vista Land's 9-months sales hit 38.7 billion

Vista Land & Lifescapes, Inc., the country's largest homebuilder reported record sales for the first nine months of 2014. Sales for the 3rd quarter reached almost PHP12.8 billion, bringing the total for the first nine months of the year to PHP38.7 billion. The company said that it was confident it would meet its net income and sales targets for fiscal year 2014. "I am very confident that we will meet our guidance numbers for sales, revenues and earnings this year," said Manuel Paolo Villar, President & Chief Executive Officer of Vista Land. "I am pleased to report that the strategies in the housing market that we have adopted will allow us to meet our full year targets," he added. For the first nine months of the year, Vista Land's real estate revenues were PHP16.7 billion while net income was PHP4.2 billion.

"We are averaging almost PHP13 billion in sales every quarter and we should be able to hit a record PHP51 billion in sales for 2014," said Manuel B. Villar, Jr., Chairman of Vista Land. "Most of our sales have been coming from our core product which is housing, both in Metro Manila and in the provincial areas. We fully expect to see continued strong sales performance in the coming years as demand for house and lots, particularly in the mid to low end segment of the market, continues to be robust. We launched 16 subdivisions projects outside Metro Manila such as Cebu, Batangas, Iloilo, Quezon and Isabela to name a few," he added. Vista Land has the broadest presence in the Philippines among all the major property developers and has been continuously launching projects outside Metro Manila.

Vista Land is the holding company of five business units, Brittany, Crown Asia, Camella Homes, Communities Philippines and Vista Residences.

The company's consolidated assets as of September 2014 totaled P106.2 billion compared to P84.5 billion end of December of last year. Capital expenditures for 2014 are expected to reach P21 billion.

"I have been and continue to be optimistic about the outlook for the housing sector. I am confident that Vista Land will continue to be a dominant force in the housing market," said CEO Manuel Paolo Villar. "As you all know by now, we are the leader by far in the house and lot segment and have a strong competitive advantage given our track record of delivering quality housing units for more than thirty years across the country," he added.

The country's largest homebuilder, Vista Land, is recognized for its themed and masterplanned communities that offer quality housing across all market segments.

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