



November 15, 2012

**PHILIPPINE STOCK EXCHANGE**

Listing and Disclosure Department  
Exchange Road, Ortigas Center, Pasig City

Attention: Ms. Janet A. Encarnacion  
Head, Disclosures Department

Subject: Vista Land & Lifescapes, Inc.: **Press Release 11/15/2012**

Gentlemen:

Please see attached copy of the press release on Vista Land's 9-months of 2012 financial and operating results.

Truly Yours,

A handwritten signature in black ink, appearing to read 'B. Edang', is written over the typed name.

Brian N. Edang  
Officer-in-charge

## **Vista Land market value exceeds US\$1 billion; reports record sales for first nine months of 2012**

Vista Land & Lifescapes, Inc., the country's largest homebuilder, recently broke the US\$1 billion mark in terms of market capitalization. The company reported record sales for the first nine months of 2012. Sales for the 3<sup>rd</sup> quarter reached over PHP10.1 billion pesos, bringing the total for the first nine months of the year to PHP30.1 billion. The company said that it was confident it would meet or even exceed its net income and sales targets for fiscal year 2012. "I am very confident that we will actually meet or exceed our guidance numbers for earnings this year, and, based on our stock market performance, it seems investors believe so as well," said Manuel Paolo Villar, Chief Executive Officer of Vista Land. "I am pleased to report that, in spite of continued market uncertainties in Europe, the strategies we have adopted will allow us to meet our full year sales and revenue targets," he added.

For the first nine months of the year, Vista Land's real estate revenues were P12.1 billion while net income was P3.2 billion. The company had stated earlier this year that it was targeting about P4.2 billion in earnings and approximately P40 billion pesos in sales for the full year.

"We are averaging around PHP10 billion in sales every quarter and we should be able to hit a record PHP40 billion in sales for 2012," said Ricardo B. Tan, Jr., Chief Financial Officer of Vista Land. "Most of our sales have been coming from our flagship Camella brand, 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 extremely robust. We launched subdivisions in five new areas for the first nine months, including two in Ilocos Sur, Bohol, Palawan, and Batangas," he added. Vista Land has the broadest presence in the Philippines among all the major property developers and has been launching projects in new areas over the last few years.

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 2012 totaled P74 billion compared to P67 billion in September of last year. Capital expenditures for 2012 are expected to reach P15.2 billion.

“I have been and continue to be very optimistic about the outlook for the property sector, and I am confident that Vista Land will continue to be a dominant force in the affordable housing market,” said CEO Manuel Paolo Villar. “As you all know by now, our Camella brand is the leader by far in the affordable house and lot segment and has a strong competitive advantage given its track record spanning more than thirty years”, 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. The company has also successfully penetrated the market for vertical developments and has become a trusted name in this field.

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