



November 12, 2013

PHILIPPINE STOCK EXCHANGE

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

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

Subject: Vista Land & Lifescapes, Inc.: **Press Release 11/12/2013**

Gentlemen:

Please see attached copy of the press release on Vista Land's 9-months of 2013 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 reports record sales for first nine months of 2013

Vista Land & Lifescapes, Inc., the country's largest homebuilder reported record sales for the first nine months of 2013. Sales for the 3rd quarter reached almost PHP12 billion pesos, bringing the total for the first nine months of the year to PHP35.5 billion. The company said that it was confident it would meet its net income and sales targets for fiscal year 2013. "I am very confident that we will meet our guidance numbers for sales, revenues and earnings this year," said Manuel Paolo Villar, 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 P14.8 billion while net income was P3.8 billion.

"We are averaging at almost PHP12 billion in sales every quarter and we should be able to hit a record PHP46 billion in sales for 2013," said Manny Villar, 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 extremely robust. We launched 18 subdivisions projects outside Metro Manila such as Capiz, Aklan, Koronadal and Bataan to name a few" he added. Vista Land has the broadest presence in the Philippines among all the major property developers and has been launching projects outside Metro Manila 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 2013 totaled P84.9 billion compared to P74.3 billion end of December of last year. Capital expenditures for 2013 are expected to reach P18.6 billion.

"I have been and continue to be very optimistic about the outlook for the housing sector, and 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 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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