

First Quarter 2025 Analysts' and Investors' Briefing

May 26, 2025



1Q2025 at a glance

₱11.0B

TOTAL REVENUE

₱3.8B

65.7% GPM

GROSS PROFIT

₱6.8B

61.4% Margin

EBITDA

₱3.4B

NET INCOME

₱21.7B

**RESERVATION
SALES**

₱379.5B

TOTAL ASSETS

₱139.3B

TOTAL EQUITY

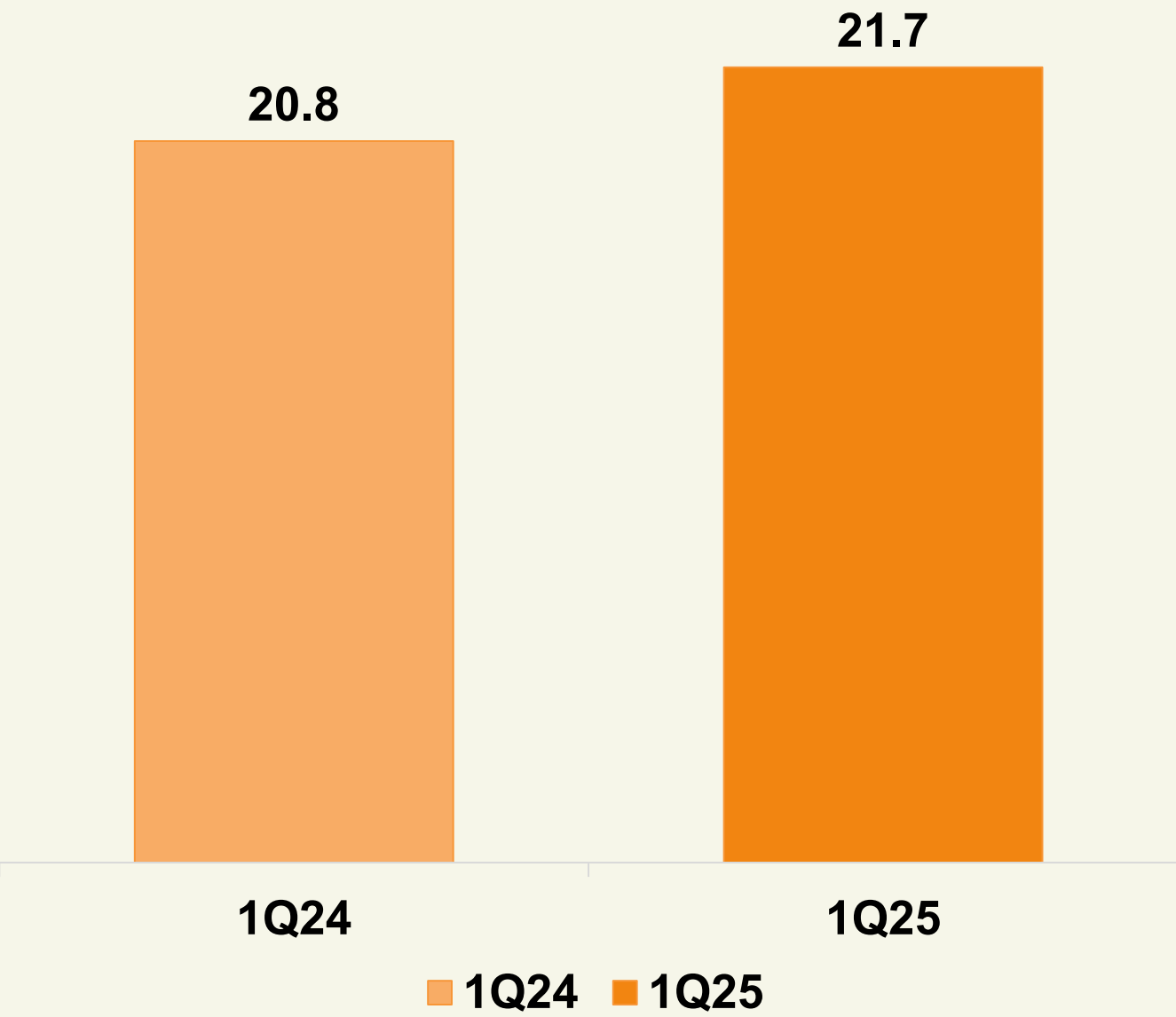
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**NET DEBT TO
EQUITY**

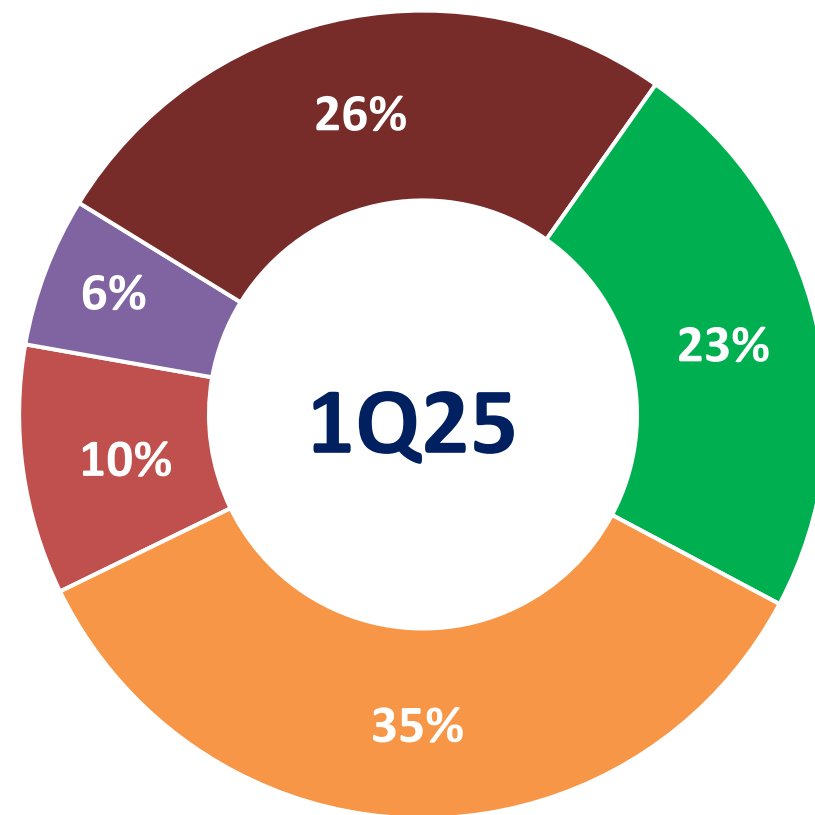
Income Statement

In Php millions	1Q 2025	1Q 2024	% Change
Total Revenues	10,991	10,665	3%
Real Estate	5,850	5,559	5%
Rental Income	4,354	4,180	4%
Parking, hotel, mall administrative and processing fees, and others	338	370	(9%)
Interest Income	449	556	(19%)
Gross Profit (Residential)	3,843	3,771	2%
Gross Profit Margin	65.7%	67.8%	
Operating Expenses	2,384	2,826	(16%)
EBITDA (Consolidated)	6,751	6,226	8%
EBITDA Margin	61.4%	58.4%	
Interest & Financing Charges	2,338	1,862	26%
Net Income	3,399	3,226	5%

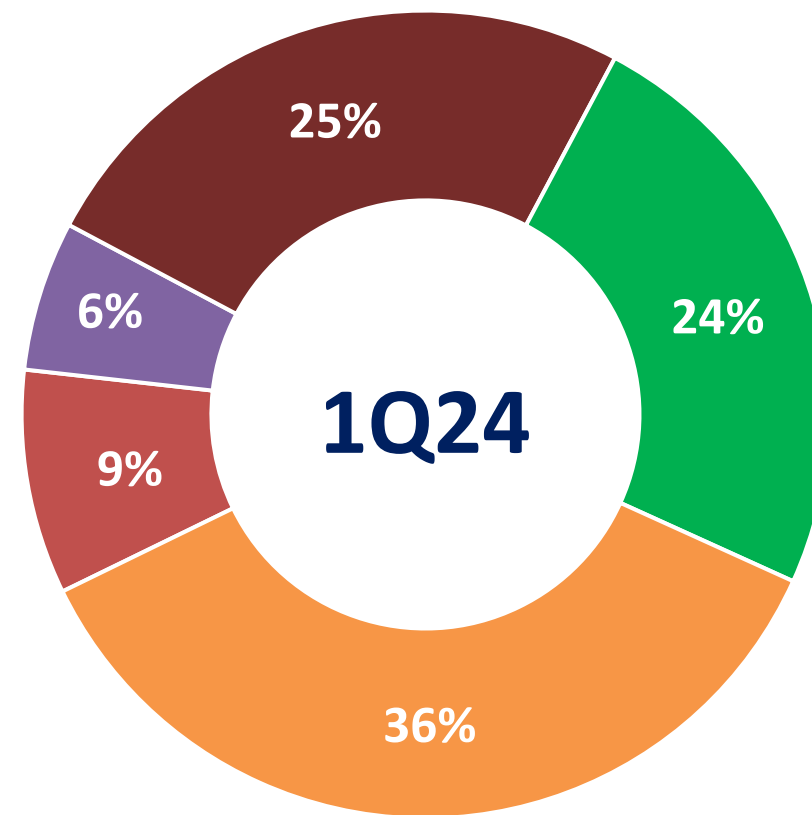
Residential Segment



Real Estate Revenue Contribution



- Brittany
- Crown Asia
- Vista Residences
- Camella
- Communities Philippines



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- Camella
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Camella brand accounts for 58% and 60% for 1Q25 and 1Q24 respectively

Mid to high end brands Crown Asia and Brittany contributes 16% combined in 1Q25 vs. 15% in 1Q24

Vista Residences our subsidiary for vertical developments account for 26% of the total in 1Q25 from 25% in 1Q24

Commercial Space Summary

GROSS FLOOR AREA (GFA) in sqm		%
MALLS & RETAIL STORES	1,384,148	87
OFFICE	226,227	13
As of March 31, 2025	1,610,375	100



42

Malls



59

Commercial centers



7

Offices



Leasing Statistics

KEY STATS	1Q25
Operating GFA	100%
Occupancy – system wide	87%
Malls	86%
Office	92%
%pre-COVID level	
Foot traffic	100%

100%
GFA

87%
Occupancy

86%
Malls

92%
Offices

Financial Condition

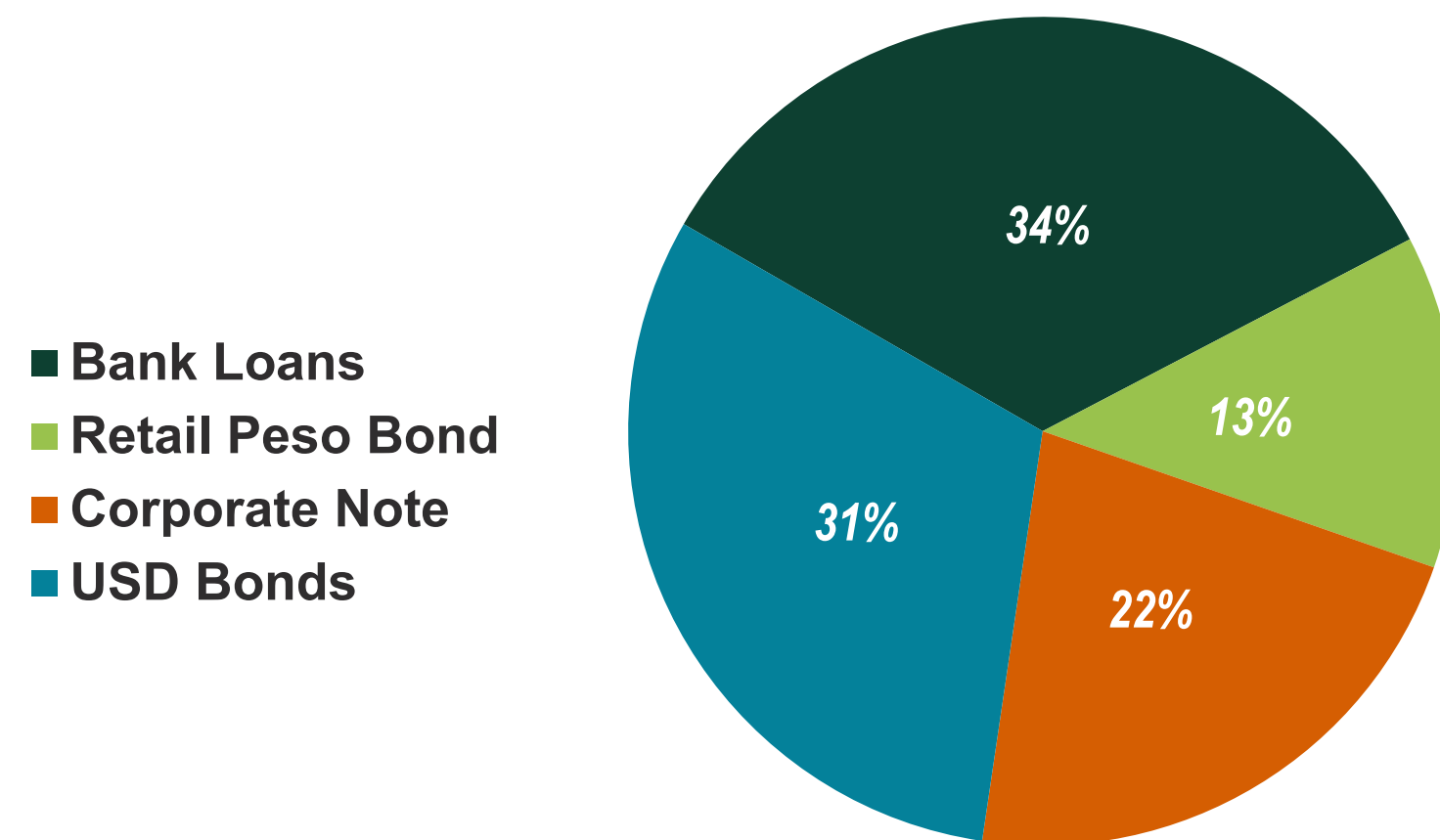
In Php millions	03/31/2025	12/31/2024	% Change
Cash and Investments	40,685	45,596	(11%)
Total Receivables	123,848	121,314	2%
Real Estate Inventories	56,262	57,012	(1%)
Investment Properties	138,325	134,752	3%
Total Assets	379,471	377,939	(1%)
Interest Bearing Loans	160,059	163,066	(2%)
Total Liabilities	240,123	241,852	(1%)
Total Equity	139,348	136,087	2%

Gearing Ratio

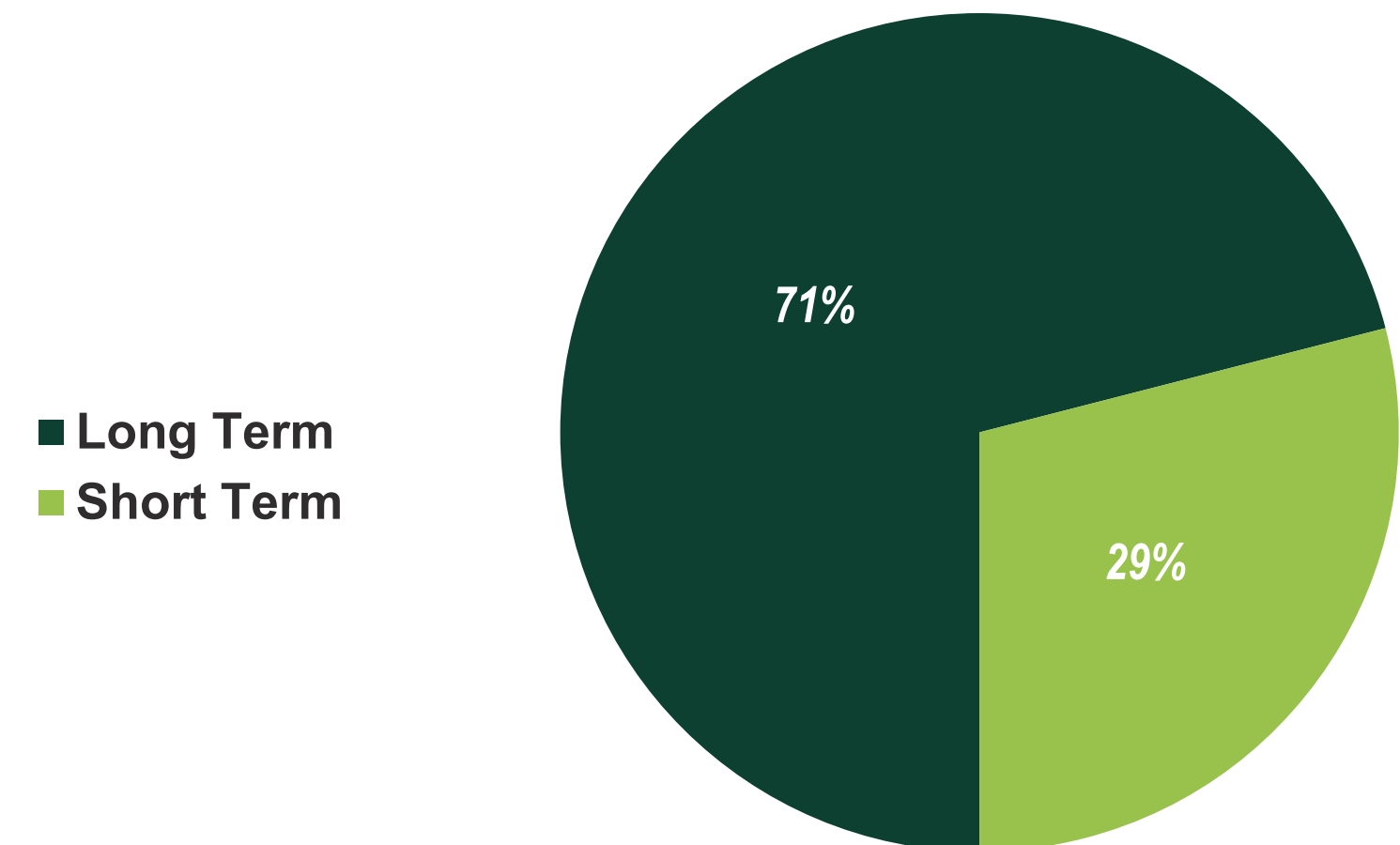
In Php millions	03/31/2025	12/31/2024	% Change
Total Interest-Bearing Debt*	160,059	163,066	(2%)
Cash and Investments	40,685	45,596	(11%)
Net Debt	119,374	117,470	2%
Total Equity	139,348	136,087	2%
Debt to Equity	1.15	1.20	
Net Debt to Equity	0.86	0.86	

Debt Profile

Funding Sources



Debt Maturity Profile



Land bank

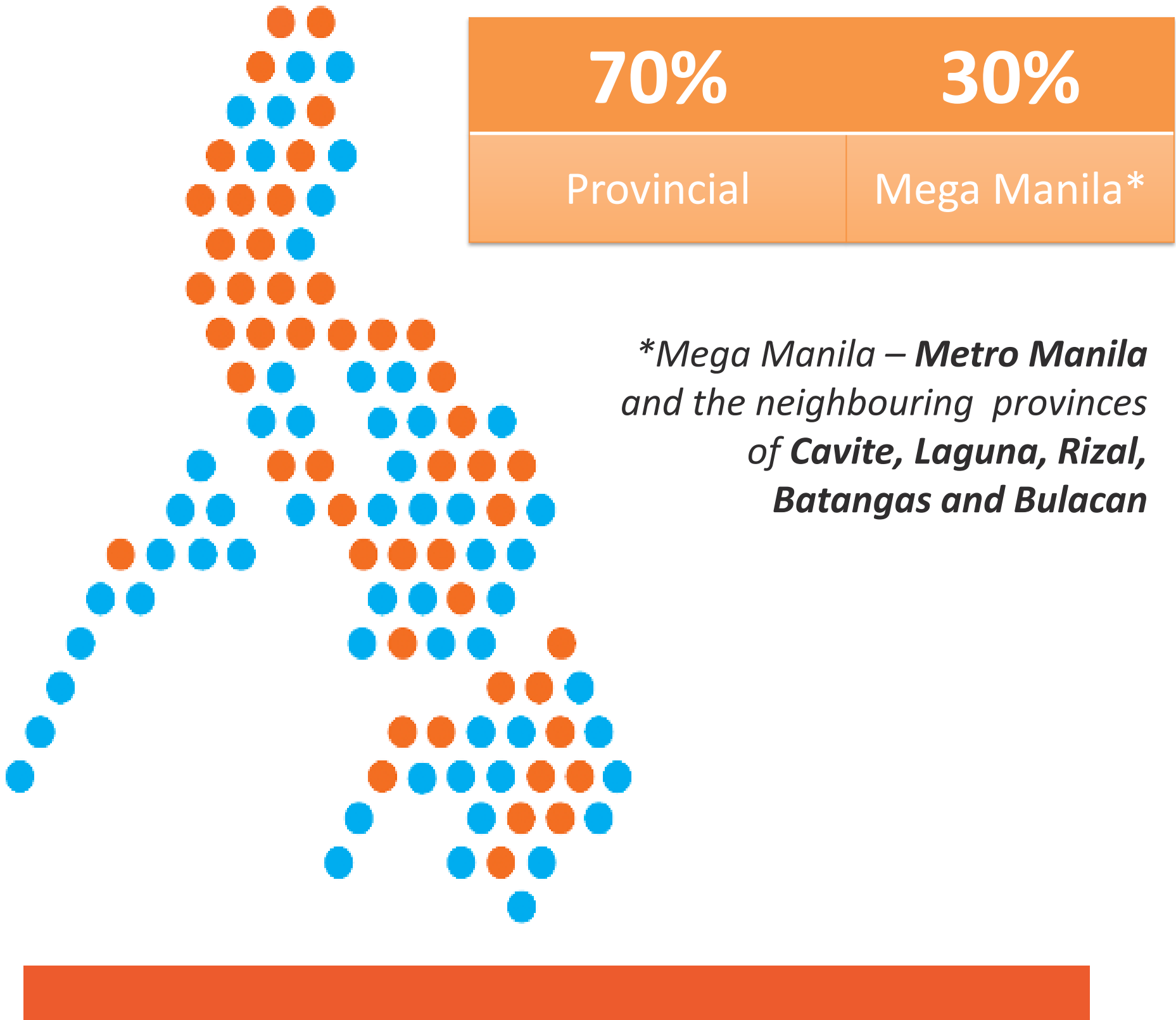
TOTAL LAND AREA* (in HAs)		%
Owned	2,279.32	85%
Share in Joint Ventures	411.20	15%
TOTAL	2,690.52	100%

**includes 192.46 hectares of STR's landbank*

Present in 147 cities and municipalities, 49 provinces across the Philippines



LAND BANK LOCATION



Project Launches

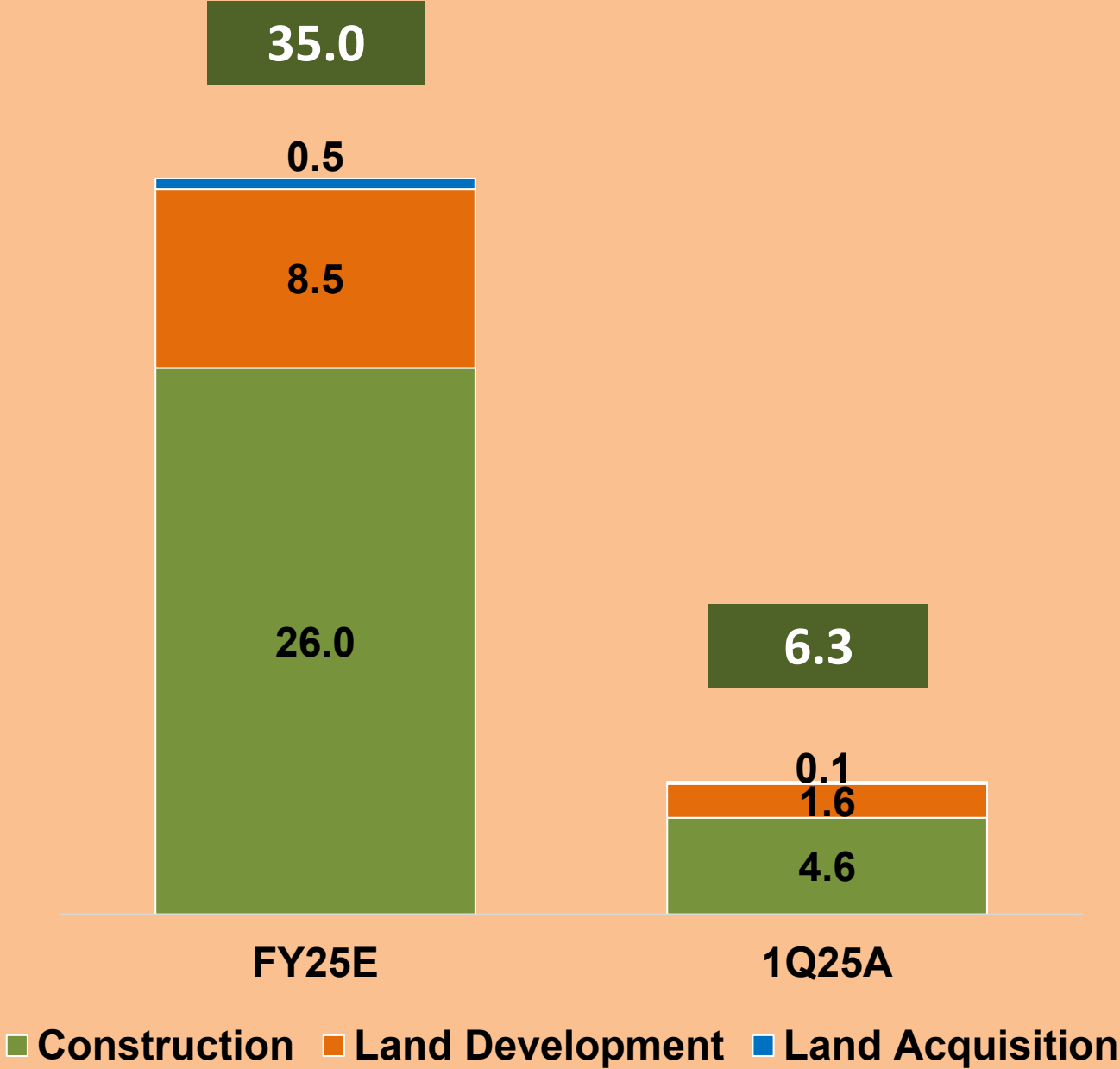
As of March 31, 2025, we have launched **12 horizontal projects** with an estimated value of about **₱8.2B**

Launches were in Isabel, Nueva Ecija, Tarlac, Bataan, Bulacan, Cavite, Cebu, Iloilo, Davao, CDO, Gen San and Laguna.



Capital Expenditures

In Php Billion



Note: May not add up due to rounding issues

Spent **₱6.3B** as of March 31, 2025
(18% of 2025 CAPEX budget)

PER ACTIVITY	1Q25A	FY25E
CONSTRUCTION	4.6	26.0
LAND DEVELOPMENT	1.6	8.5
LAND ACQUISITION	0.1	0.5
TOTAL (bn)	6.3	35.0

PER TYPE	1Q25A	FY25E
CAPEX	0.2	0.7
WORKING CAPITAL	6.1	34.3
TOTAL (bn)	6.3	35.0

2025 Strategy

Refocus on the company's original and most stable revenue stream – house and lot packages in provincial areas.

Core

Return to strength

Opportunistic

Selective Expansion

Explore high-potential projects beyond the core, targeting specific market gaps and premium segments.

Sustain development of large-scale, integrated townships that position the company as a long-term city-builder.

Continuing

Vista Estate

Q & A session



Vista Land Website
<https://www.vistaland.com.ph/>

For Corporate
Disclosures



Except for historical financial and operating data and other information in respect of historical matters, the statements contained herein are “forward-looking statements”. Any such forward-looking statement is not a guarantee of future performance and involves a number of known and unknown risks, uncertainties and other factors that could cause the actual performance, financial condition or results of operation of Vista Land & Lifescapes, Inc. and its subsidiaries to be materially different from any future performance, financial condition or results of operation implied by such forward-looking statement.

