June 1, 2017

PHILIPPINE STOCK EXCHANGE
3rd Floor, Tower One and Exchange Plaza
Ayala Triangle, Ayala Ave., Makati City
Attention: Mr. Jose Valeriano B. Zuño III
OIC – Head, Disclosure 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.: **Credit Rating and Investors Services Philippines, Inc.'s (CRISP) rating on Vista Land & Lifescapes, Inc.**

Gentlemen:

Please see attached copy of the Credit Rating and Investors Services Philippines, Inc.'s (CRISP) rating on Vista Land & Lifescapes, Inc.

Thank you.

Very truly yours,

Brian N. Edang
Officer-in-Charge

COVER SHEET

C	S	2	0	0	7	0	3	1	4	5

S.E.C. Registration Number

VISTA LAND & LIFESCAPES, INC.

(Company's Full Name)

3RD LEVEL STARMALL LAS PINAS, CV STARR AVENUE, PHILAMLIFE VILL. PAMPLONA LAS PIÑAS CITY

(Business Address: No. Street/City/Province)

Brian N. Edang
Contact Person

226-3552 ext. 0088
Company Telephone Number

1	2	3	1
Month		*Day*	

Calendar Year

17-C
FORM TYPE

0	6	1	5
Month		*Day*	

Annual Meeting

Secondary License Type, If Applicable

Dept. Requiring this Doc.

Amended Articles Number/Section

Total Amount of Borrowings

Total No. of Stockholders

Domestic

Foreign

To be accomplished by SEC Personnel concerned

File Number

LCU

Document I.D.

Cashier

SECURITIES AND EXCHANGE COMMISSION

SEC FORM 17-C

CURRENT REPORT UNDER SECTION 17 OF THE SECURITIES REGULATION CODE AND SRC RULE 17.2(c) THEREUNDER

Securities and Exchange Commission Electronic Records Management Division
RECEIVED
JUN 01 2017
BY:
RECEIVED SUBJECT TO REVIEW OF FORM AND CONTENTS

1. **June 1, 2017**
   Date of Report (Date of earliest event reported)

2. SEC Identification Number **CS200703145**

3. BIR Tax Identification Number **006-652-678-000**

4. **VISTA LAND & LIFESCAPES, INC.**
   Exact name of issuer as specified in its charter

5. **Philippines**
   Province, country or other jurisdiction of incorporation

6. [ ] (SEC Use Only)
   Industry Classification Code:

7. **3rd Level Starmall Las Piñas, CV Starr Avenue, Philamlife Village, Pamplona, Las Piñas City**
   Address of principal office

   1747
   Postal Code

8. **(632) 874-5758 / (632) 872-6947 / (632) 226-3552**
   Issuer's telephone number, including area code

9. **N/A**
   Former name or former address, if changed since last report

10. Securities registered pursuant to Sections 8 and 12 of the SRC or Sections 4 and 8 of the RSA

Title of Each Class	Number of Shares of Common Stock Outstanding and Amount of Debt Outstanding
Common Shares	**12,826,926,076 Shares**
VLL Homebuilder Bonds	**Up to P2,500,000,000.00**
VLL Retail Bonds	**P5,000,000,000.00**

11. Indicate the item numbers reported herein:

Item No. 9 – Other Events

Credit Rating and Investors Services Philippines, Inc.'s (CRISP) rating on VLL

Credit Rating
Investors' Services Philippines

CRISP Rating Report
May 26, 2017

SECURITIES AND EXCHANGE COMMISSION
RECEIVED
JUN 01 2017
MARKET REGULATION DEPT.
BY: TIME: 4:04

VISTA LAND & LIFESCAPES INC

Vista Land and Lifescapes, Inc.

Real Estate Development Sector

(PSE/PDEX: VLL)

ISSUER RATING

Senior Unsecured Rating: **AAA**
Outlook: Stable

CRISP Analysts Contact
Tel. No. 632-866-8900
Email: ratings@crisp.com.ph

New Rating Date:
May 26, 2017

CRISP Rating Rationale:

Credit Rating and Investors Services Philippines Inc. (CRISP) has affirmed the **'AAA'** issuer rating on Vista Land and Lifescapes, Inc. with a **Stable Outlook**.

CRISP's 'AAA' rating on VLL based on the following rating factors:

- **Sustained Leadership in the low-cost and affordable housing market.** Vista Land and Lifescapes, Inc (VLL) has maintained its leadership position in the low-cost and affordable housing market segments.

  Since 1977 when it commenced its operations, VLL has built an estimated 300,000 homes in 36 provinces, 98 municipalities and cities throughout the Philippines, including the Greater Metro Manila areas. VLL projects cover all income groups but maintains a primary focus on the low-cost and affordable housing segments through its flagship brands, Camella and Communities Philippines.

  VLL's sustained project launches in the last few years have focused in the low and affordable market segments that are mostly outside Metro Manila. VLL launched 124 projects over the last 3 years beginning in 2013 with a total project value of P93.1 billion by end of 2015. During the last 9 months of 2016, VLL launched 24 residential projects with a value of P17 billion.

  To assure its future competitive position, VLL currently holds an expansive landbank that is comprised of approximately 2,093 hectares of VLL-owned raw land ready for development and about 326 hectares under joint venture agreement, as of September

2016. VLL's landbank is near major roads and primary infrastructure.

- **Strong Financial Performance**
  - *Strong Revenue Growth.* Over the last 3 years, VLL's revenue has grown annually by 11.6% in 2014, and 13.1% in 2015. During the interim 9-month period in 2016, revenue growth is expected at 8%.
  - *Strong Net Income and EBITDA Margins.* VLL's net income grew by 13.8% in 2014 and 14.3% in 2015. In 2016, the 9-month interim showed an 11% net income growth over the same period in 2015. EBITDA margins also grew impressively at around 35% in the last 3 years with 2016 expected to have finished at 39.5%

- **Strong management team and a successful operating model.** VLL's sustained growth indicate that its experienced and highly skilled management team can overcome the challenges of a very competitive property development industry.

  Likewise, VLL is now benefiting from its successful operating model that enables it to replicate large-scale housing community projects. Its scalable, standardized processes and technologies allows VLL is to efficiently build and deliver high quality houses and lot packages.

Outlook: ***Stable***. CRISP believes that VLL's leadership in the low-cost and affordable housing market segments will be sustained as the economy continues to grow and the demand for more housing, particularly in VLL's market segment. CRISP is also confident that VLL's strategic landbanking decisions and the synergistic value of its Star Mall assets will have favorable results to sustain its leadership in property development for the low-cost and affordable markets.

About the issuer

Vista Land & Lifescapes, Inc. (VLL) is a leading property developer in the country that focuses on the mass market sector and is considered the largest homebuilder in the country. VLL operates through its seven distinct business units namely, Camella Homes, Communities Philippines, Crown Asia, Brittany and Vista Residences which are focused on residential property development and Starmalls which is focused on commercial property development.

- ***Camella Homes*** is VLL's flagship project that has served the low-cost housing segment for houses priced below P4 million over the last 40 years. In a study, the "Camella" brand was acknowledged as the most preferred brand overall in the Philippine housing market, with an observed brand awareness rate and brand preference rate of 99% and 56%, respectively;

- ***Communities Philippines*** and its subsidiaries offer residential properties outside the Mega Manila area under the "Camella" and "Crown Asia" brands.

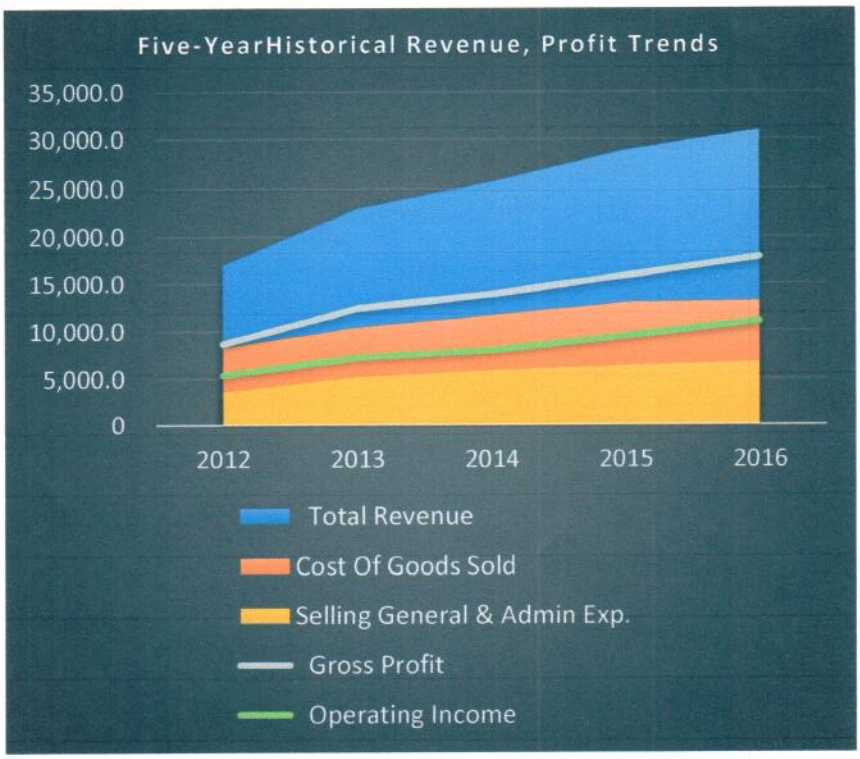
- ***Crown Asia*** caters to the upper mid-cost housing segment in Mega Manila, offering houses priced between P4.0 million and P12.0 million;

- ***Brittany*** caters to the high-end market segment in Mega Manila, offering luxury houses in master-planned communities, priced at P12.0 million and above;

- ***Vista Residences, Inc.*** offers vertical residential projects in the Mega Manila area in the low to upper mid-cost segments; and

- ***Starmalls, Inc.*** develops, owns and operates retail malls that target mass market retail consumers. It also develops and operates BPO commercial centers.

- ***VLL International, Inc.*** incorporated in Cayman Islands.


Five-YearHistorical Revenue, Profit Trends
35,000.0
30,000.0
25,000.0
20,000.0
15,000.0
10,000.0
5,000.0
0
2012
2013
2014
2015
2016
Total Revenue
Cost Of Goods Sold
Selling General & Admin Exp.
Gross Profit
Operating Income

VLL Ratios					
Fiscal Period	**2012**	**2014**	**2014**	**2015**	**2016**
Profitability					
Return on Assets %	5.0%	5.3%	4.5%	4.3%	4.2%
Return on Capital %	5.8%	6.1%	5.1%	4.9%	4.8%
Return on Equity %	10.4%	10.7%	10.2%	10.7%	11.1%
Margin Analysis					
Gross Margin %	51.2%	54.4%	54.2%	54.9%	57.6%
SG&A Margin %	21.6%	22.9%	23.0%	22.0%	21.8%
EBITDA Margin %	32.4%	33.9%	33.9%	35.5%	38.9%
EBITA Margin %	31.7%	31.6%	31.2%	32.9%	35.7%
EBIT Margin %	31.7%	31.6%	31.2%	32.9%	35.7%
Net Income Margin %	25.8%	22.6%	24.0%	24.4%	25.5%
Asset Turnover					
Total Asset Turnover	0.3x	0.3x	0.2x	0.2x	0.2x
Fixed Asset Turnover	74.5x	68.7x	59.2x	45.2x	38.2x
A/R Turnover	1.3x	1.2x	1.2x	1.2x	1.1x
Short Term Liquidity					
Current Ratio	2.2x	3.8x	2.9x	3.4x	3.3x
Quick Ratio	1.1x	2.3x	1.9x	2.0x	2.1x
Avg. Days Sales Out.	290.6	292.2	310.6	312.5	331.7
Avg. Days Payable Out.	168.9	145.8	121.4	64.5	115.3
Long Term Solvency					
Total Debt/Equity	40.6%	45.6%	70.5%	92.4%	103.9%
Total Debt/Capital	28.9%	31.3%	41.4%	48.0%	51.0%
LT Debt/Equity	19.2%	40.5%	57.9%	86.8%	94.0%
LT Debt/Capital	13.6%	27.8%	34.0%	45.1%	46.1%
Total Liabilities/Total Assets	38.8%	40.0%	48.6%	54.2%	56.2%
EBIT / Interest Exp.	4.3x	5.4x	5.8x	5.0x	5.0x
EBITDA / Interest Exp.	4.4x	5.8x	6.3x	5.5x	5.4x
(EBITDA-CAPEX) / Interest Exp.	4.3x	5.6x	6.0x	5.2x	5.3x
Total Debt/EBITDA	3.2x	3.5x	5.2x	6.3x	6.6x
Net Debt/EBITDA	2.7x	2.6x	4.0x	5.5x	5.6x
Total Debt/(EBITDA-CAPEX)	3.3x	3.5x	5.4x	6.6x	6.7x
Net Debt/(EBITDA-CAPEX)	2.8x	2.6x	4.1x	5.7x	5.7x

CRISP's Critical Areas of Analysis

Economic and Industry Trends	•Outlook and public policy
Market Trends	•Competition and market share
Organizational Strengths	•Leadership and strategy
Financial Strengths	•Flexibility
Issue Structure	•Credit enhancements

In arriving at a rating assignment, **CRISP** evaluates issues and trend that may affect the ability of the issuer or the debt instrument to generate adequate resources to pay interest and principal in a timely fashion.

CRISP does not assign specific weights to any particular analytical areas. Instead, **CRISP** performs a comprehensive analysis that takes into account the dynamic and possibly synergistic relationships among factors that account for the strength and stability of the issuer of structure of the debt instrument.

CRISP's credit rating system uses a list of codes to represent the overall evaluation of the issue's credit risks. These codes are used to summarize the general characteristics of the issuer's creditworthiness.
A plus or minus may be assigned to indicate whether the issuer is on the bottom or higher end of a given rating category.

CRISP disclaimer

A credit rating from the Credit Rating and Investors Services Philippines is not a recommendation or opinion to buy, sell or hold any financial products.
CRISP's credit rating is a statement of opinion derived through evaluation of factors that are considered relevant to the ability and willingness of a debt issuer to pay their debt in full and timely manner.
CRISP uses audited financial statements, legal opinions and/or feasibility studies prepared by reputable companies on behalf of the issuer.

Credit ratings for long term issues

AAA Debt rated '**AAA**' reflects strongest capacity to repay debt obligations.

AA Debt rated ' **AA** ' reflects very strong capacity to repay debt obligations.

A Debt rated '**A**' reflects strong capacity to repay debt obligations.

BBB Debt rated ' **BBB** ' reflects adequate capacity to repay debt obligations but demonstrates some vulnerability to changes in economic conditions, industry shifts and business circumstances.

BB Debt rated ' **BB** ' reflects current capacity to repay debt obligations but demonstrates significant vulnerability to potential changes in economic conditions, industry shifts and business circumstances which could lead to a weakened position to repay debt.

B Debt rated ' **B** ' reflects current capacity to pay debt but demonstrates impaired capacity to repay debt with potentially unfavorable changes in economic conditions, industry shifts and business circumstances.

C Debt rated '**C**' reflects speculative position to repay debt. Although the issuer might reflect some positive credit qualities its susceptibility to adverse conditions is very high and can exacerbate its already weak capacity to repay debt

D Debt rated '**D**' indicates default when payments on a rated obligation were paid after the due date. This rating will also be assigned should an issuer take actions to defer payments on a loan obligation through bankruptcy petition or similar moves that will result in delayed or non-payment of principal and/or interest.

SIGNATURES

Pursuant to the requirements of the Securities Regulation Code, the issuer has duly caused this report to be signed on behalf by the undersigned hereunto duly authorized.

VISTA LAND & LIFESCAPES, INC.
Issuer

By:

CYNTHIA J. JAVAREZ
CFO & Controller

Date: 01 June 2017