



BUKIT SEMBAWANG
ESTATES LIMITED

51ST ANNUAL GENERAL MEETING

27 JULY 2017

GROUP'S PROJECT DEVELOPMENT PLANS

1) Updating of development progress and sales status

- ❖ Landed development projects**
- ❖ Condominium apartment projects**

2) Looking forward – mid term plans

- ❖ Challenging residential market conditions**
- ❖ Refining marketing plan and strategies**

GROUP'S PROJECT DEVELOPMENT STATUS

- ❖ **Update of development status for landed and condominium projects**
- ❖ **Review of marketing sales status**

L
LUXUS HILLS



L
LUXUS HILLS PHASE 7



L
LUXUS HILLS PHASES 8 & 9



L
LUXUS HILLS PHASE 9



WATERCOVE



WATERCOVE



Lot 12949 at Nim Road/Ang Mo Kio Ave 5
(Phases 1 & 2)



St Thomas Walk



CORPORATE AWARDS

Project	Awards	Year
Bukit Sembawang Estates	BCI Asia Top Ten 2017 Developers Awards (Singapore)	2017
Luxus Hills Phases 1 – 5	FIABCI-Singapore Property Awards (Master Plan Category)	2016
Luxus Hills Phase 5	Best Residential (Singapore) Asia Pacific Property Awards	2017
Paterson Suites	Best Residential High Rise (Singapore) Asia Pacific Property Awards	2017
Skyline Residences	FIABCI-Singapore Singapore Property Awards (Residential [Mid-Rise] Category)	2016
2 Semi-detached Houses @ Paterson	The International Architecture Awards	2016
Watercove	Green Mark (Gold Plus)	2017

★ BCI Asia Top 10 Developers Award 2017



TOPTEN
DEVELOPERS 2017

SINGAPORE

Bukit Sembawang Estates Limited

was awarded the

BCI Asia Top 10 Developers Award 2017

A handwritten signature in black ink, appearing to read 'R. Krups'.

Robert Krups
CEO of BCI Asia

BCI ASIA
AWARDS 2017
RECOGNISING THE LEADERS
IN ARCHITECTURE & CONSTRUCTION



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LUXUS HILLS PHASE 1 – 5

★ FIABCI-SINGAPORE
Singapore Property Awards 2016
(Master Plan Category)





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LUXUS HILLS

PHASE 5

★ Best Residential (Singapore)
Asia Pacific Property Awards 2017





PHASE 5

★ Best Residential (Singapore)
Asia Pacific Property Awards 2017



Paterson S U I T E S

- ★ Best Residential High Rise (Singapore)
Asia Pacific Property Awards 2017



Skyline
Residences

★ FIABCI-Singapore
Singapore Property Awards 2016
Residential (Mid-Rise) Category



2 Semi-detached Houses @ Paterson ★ The International Architecture Awards 2016



SUMMARY OF SALES STATUS

- ❖ **For condominium apartments projects**
- ❖ **For landed development projects**

Skyline
Residences



Skyline *Residences*



SALES STATUS FOR LANDED PROJECTS

- ❖ **Luxus Hills Phase 6**
- ❖ **Luxus Hills Phase 7**
- ❖ **2 Houses at Paterson**

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LUXUS HILLS PHASE 6

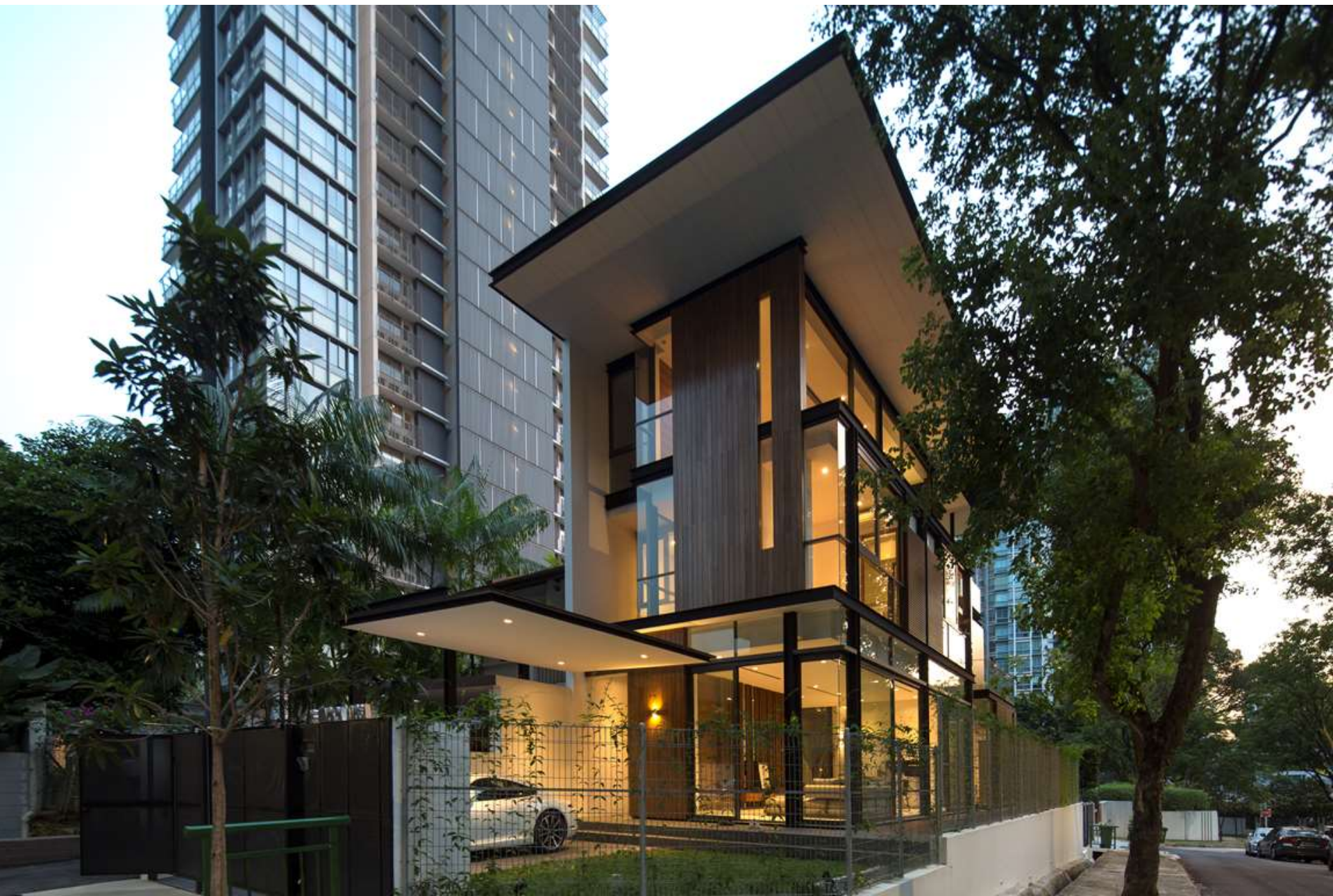




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LUXUS HILLS PHASE 7



2 Semi-detached Houses @ Paterson



CONDOMINIUM & LANDED PROPERTIES MARKETING SALES STATUS

Property	No. of Units	Sales Status	
		No. of Units Sold	% Sold
Skyline Residences	283	278	98%
Luxus Hills Phase 6	36	36	100%
Luxus Hills Phase 7	32	32	100%
2 Houses at Paterson	2	-	-
Total	353	346	98%

**Part 1 : Updating of development progress
and sales status in FY 2017**

Part 2 : Looking forward – Mid term plans

LOOKING FORWARD – MID TERM PLANS

- ❖ **Government cooling measures and challenging residential market**
 - ❖ **Marketing thrusts and strategies**
- 1) **Strengthening Group's core businesses in developing and offering 3 different types of landed properties**
 - a) **Luxus Hills at AMK Ave 5: 999-yr lease conventional housing**
 - b) **Watercove at Sembawang Rd: Freehold cluster housing**
 - c) **Lot 12949 at Nim Road/AMK Ave 5: 99-yr leasehold mixed landed housing**
Offering 3 different types of landed properties to meet purchasers' preferences & lifestyle
 - 2) **Building our high-end residential projects for sales**
 - a) **Skyline Residences**
 - b) **St Thomas Walk project**
 - 3) **Investment Properties for Recurring Income**
 - a) **Paterson Collection**



LUXUS HILLS PHASES 8 & 9



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LUXUS HILLS

PHASES 8 & 9



WATERCOVE



WATERCOVE





Lot 12949 at Nim Road/Ang Mo Kio Avenue 5
(Issued With 99-Year Lease Title)

- ❖ **An Agriculture land with building restriction in the title**
- ❖ **To optimize and unlock potential land value by obtaining change of use from URA to convert rural land to residential use**
- ❖ **URA granted approval for mixed landed development for Phases 1 & 2 after:**
 - a) paying differential premium to upgrade the land use**
 - b) accepting a 99-year lease title issued by SLA without building restriction**

Lot 12949 at Nim Road/Ang Mo Kio Ave 5 (Phases 1 & 2)



Artist's Impression

Skyline
Residences



St Thomas Walk



St Thomas Walk



Paterson Collection



Paterson Collection



Paterson Collection



- ❖ **Looking forward – our mid term plans to have 3 different development options, and to launch the various development projects in different stages and phases with the outlined marketing strategies.**
- ❖ **The marketing plans as indicated in the presentation slides may be subject to changes depending on market conditions and the business environment.**

Skyline
Residences

