



BUKIT SEMBAWANG  
ESTATES LIMITED

**52<sup>nd</sup> ANNUAL GENERAL MEETING**

**27 JULY 2018**

## **GROUP'S PROJECT DEVELOPMENT PLANS**

### **1) Updating of development progress and sales status**

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

### **2) Looking forward – mid term plans**

- ❖ Challenging residential market conditions**
- ❖ Business & marketing plan and strategies**

## **DEVELOPMENT PROJECTS UNDER CONSTRUCTION**

- 1) Condominium apartment project  
– 8 St Thomas**



## 8 St Thomas



## **DEVELOPMENT PROJECTS UNDER CONSTRUCTION**

- 1) Condominium apartment project**
  - 8 St Thomas**
  
- 2) Landed development projects**
  - Watercove at Sembawang Road**
  - Nim Collection (99-year leasehold)**
  - Luxus Hills at Ang Mo Kio Avenue 5**

WATERCOVE



Artist's Impression



# NIM COLLECTION





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LUXUS HILLS PHASE 8 & 9





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LUXUS HILLS PHASE 10



## **DEVELOPMENT PROJECTS UNDER CONSTRUCTION**

<b>No.</b>	<b>Project</b>	<b>No. of Units</b>	<b>% Completion</b>	<b>Expected TOP</b>
<b>1</b>	<b>8 St Thomas</b>	<b>250</b>	<b>100%</b>	<b>1Q 2018</b>
<b>2</b>	<b>Luxus Hills Ph 9</b>	<b>32</b>	<b>99%</b>	<b>2Q 2018</b>
<b>3</b>	<b>Luxus Hills Ph 8</b>	<b>46</b>	<b>94%</b>	<b>3Q 2018</b>
<b>4</b>	<b>Luxus Hills Ph 10</b>	<b>39</b>	<b>48%</b>	<b>1Q 2019</b>
<b>5</b>	<b>Watercove</b>	<b>80</b>	<b>43%</b>	<b>2Q 2019</b>
<b>6</b>	<b>Nim Collection Ph 1</b>	<b>47</b>	<b>64%</b>	<b>1Q 2019</b>
<b>7</b>	<b>Nim Collection Ph 2</b>	<b>51</b>	<b>42%</b>	<b>3Q 2019</b>

## **ASIA PACIFIC & WORLD ARCHITECTURAL AWARDS FOR LUXUS HILLS**

<b>Project</b>	<b>Awards</b>	<b>Year</b>
<b>Luxus Hills Phase 5</b>	<b>Best Residential Development (Singapore) Asia Pacific Property Awards</b>	<b>2017</b>
<b>Luxus Hills Phase 6 &amp; 7</b>	<b>Best Residential Development (Singapore) Asia Pacific Property Awards</b>	<b>2018</b>
<b>Luxus Hills Phase 6 &amp; 7</b>	<b>FIABCI-World Prix d'Excellence Awards World Silver Winner in Residential (Low Rise)</b>	<b>2018</b>





PHASE 5

★ Best Residential Development (Singapore)  
Asia Pacific Property Awards 2017







★ Best Residential Development (Singapore) Asia Pacific Property Awards 2018

PHASE 6 & 7







PHASE 6 & 7

★ FIABCI-World Silver Winner in Residential (Low Rise) 2018









## **SUMMARY OF SALES STATUS**

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



# **SALES STATUS FOR LANDED PROJECTS**

## **❖ Nim Collection Phase 1**

# NIM COLLECTION (PHASE 1 & 2)



Artist's Impression

# NIM COLLECTION (PHASE 1 & 2)





# **SALES STATUS FOR LANDED PROJECTS**

- ❖ **Nim Collection Phase 1**
- ❖ **Watercove**

# WATERCOVE



Artist's Impression

WATERCOVE



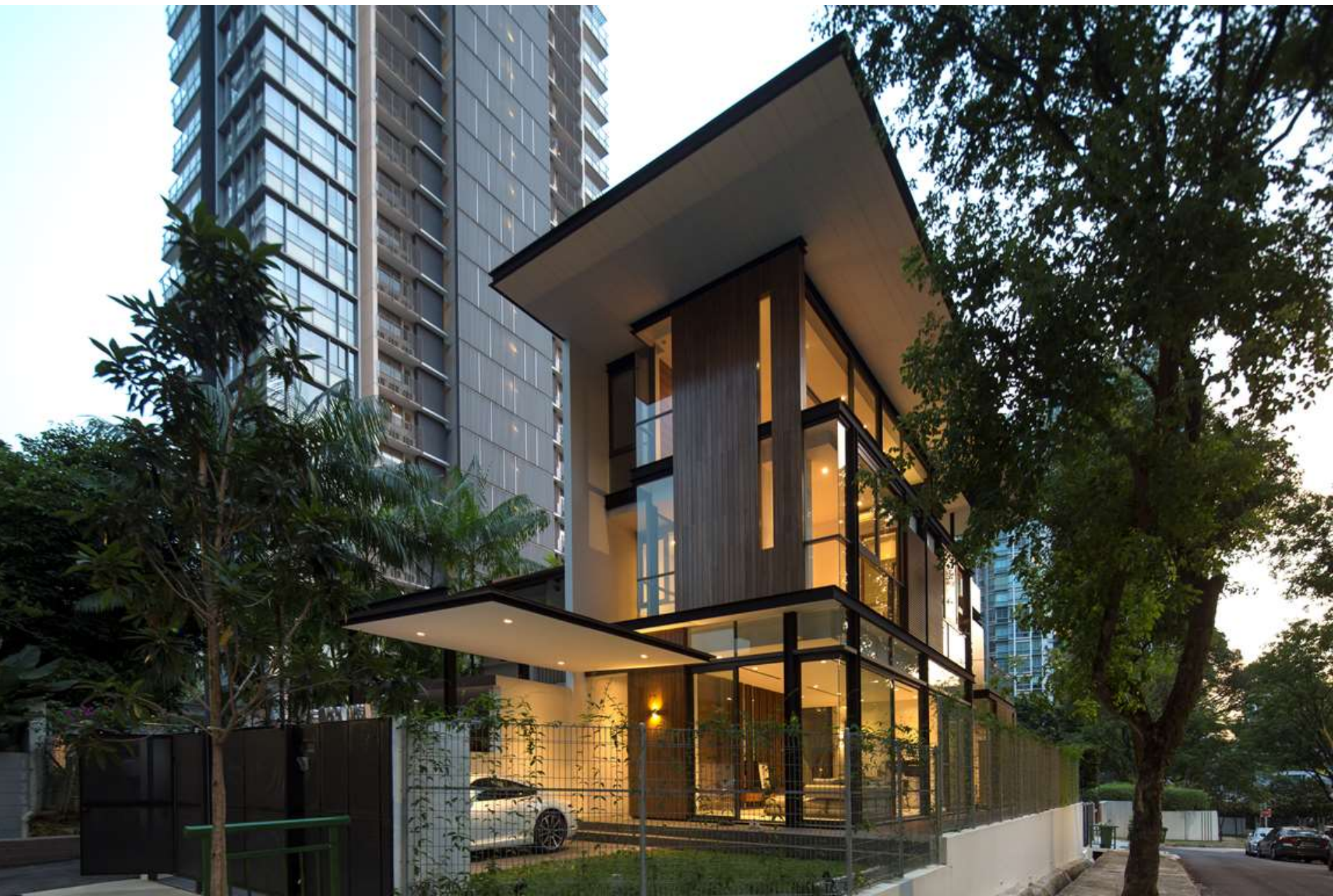
Artist's Impression



# **SALES STATUS FOR LANDED PROJECTS**

- ❖ **Nim Collection Phase 1**
- ❖ **Watercove**
- ❖ **2 Houses at Paterson**

## 2 Semi-detached Houses @ Paterson





## 2 Semi-detached Houses @ Paterson

★ Architecture with the distinctive “Iconic Award 2017  
by German Design Council





# **SALES STATUS FOR CONDOMINIUM PROJECT**

## **❖ Skyline Residences**

Skyline  
*Residences*



## **CONDOMINIUM & LANDED PROPERTIES MARKETING SALES STATUS**

<b>Property</b>	<b>No. of Units</b>	<b>Sales Status</b>		
		<b>No. of Units Sold During the Year</b>	<b>Cumulative Total No. of Units Sold</b>	<b>% Sold</b>
<b>Skyline Residences</b>	<b>283</b>	<b>5</b>	<b>283</b>	<b>100%</b>
<b>2 Houses at Paterson</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>100%</b>
<b>Watercove</b>	<b>80</b>	<b>46</b>	<b>46</b>	<b>57%</b>
<b>Nim Collection Phase 1</b>	<b>47</b>	<b>14</b>	<b>14</b>	<b>30%</b>
<b>Total</b>	<b>412</b>	<b>67</b>	<b>345</b>	<b>84%</b>



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

**Part 2 : Looking forward – Business plans**

## **LOOKING FORWARD – BUSINESS PLANS**

- ❖ **Government cooling measures and challenging residential market**
- ❖ **Marketing thrusts and strategies for business plan**
- 1) **Strengthening Group's core businesses in developing and offering different types of landed properties**
  - a) **Luxus Hills at AMK Ave 5: 999-yr lease conventional housing**



LUXUS HILLS PHASES 8 & 9





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LUXUS HILLS

PHASES 8 & 9



## **LOOKING FORWARD – BUSINESS PLANS**

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    - a) **Luxus Hills at AMK Ave 5: 999-yr lease conventional housing**
    - b) **Watercove at Sembawang Rd: Freehold cluster housing**

# WATERCOVE



Artist's Impression



## **LOOKING FORWARD – BUSINESS PLANS**

- ❖ **Government cooling measures and challenging residential market**
  - ❖ **Marketing thrusts and strategies**
- 1) **Strengthening Group's core businesses in developing and offering 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**

# NIM COLLECTION (PHASE 1 & 2)



Artist's Impression

**NIM COLLECTION  
(PHASE 1 & 2)**





## **LOOKING FORWARD – BUSINESS PLANS**

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    - c) **Lot 12949 at Nim Road/AMK Ave 5: 99-yr leasehold mixed landed housing**  
**Offering different types of landed properties to meet purchasers' preferences & lifestyle**
  - 2) **Building our high-end residential projects for sales**
    - a) **8 St Thomas**



# 8 St Thomas



Artist's Impression





# 8 St Thomas







# 8 St Thomas



Artist's Impression

## **LOOKING FORWARD – BUSINESS PLANS**

- ❖ **Government cooling measures and challenging residential market**
- ❖ **Marketing thrusts and strategies**

**1) Strengthening Group's core businesses in developing and offering 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 different types of landed properties to meet purchasers' preferences & lifestyle**

**2) Building our high-end residential projects for sales**

- a) 8 St Thomas**
- b) Makeway View**

# Makeway View





## **LOOKING FORWARD – BUSINESS PLANS**

- ❖ **Government cooling measures and challenging residential market**
- ❖ **Marketing thrusts and strategies**

**1) Strengthening Group's core businesses in developing and offering different types of landed properties**

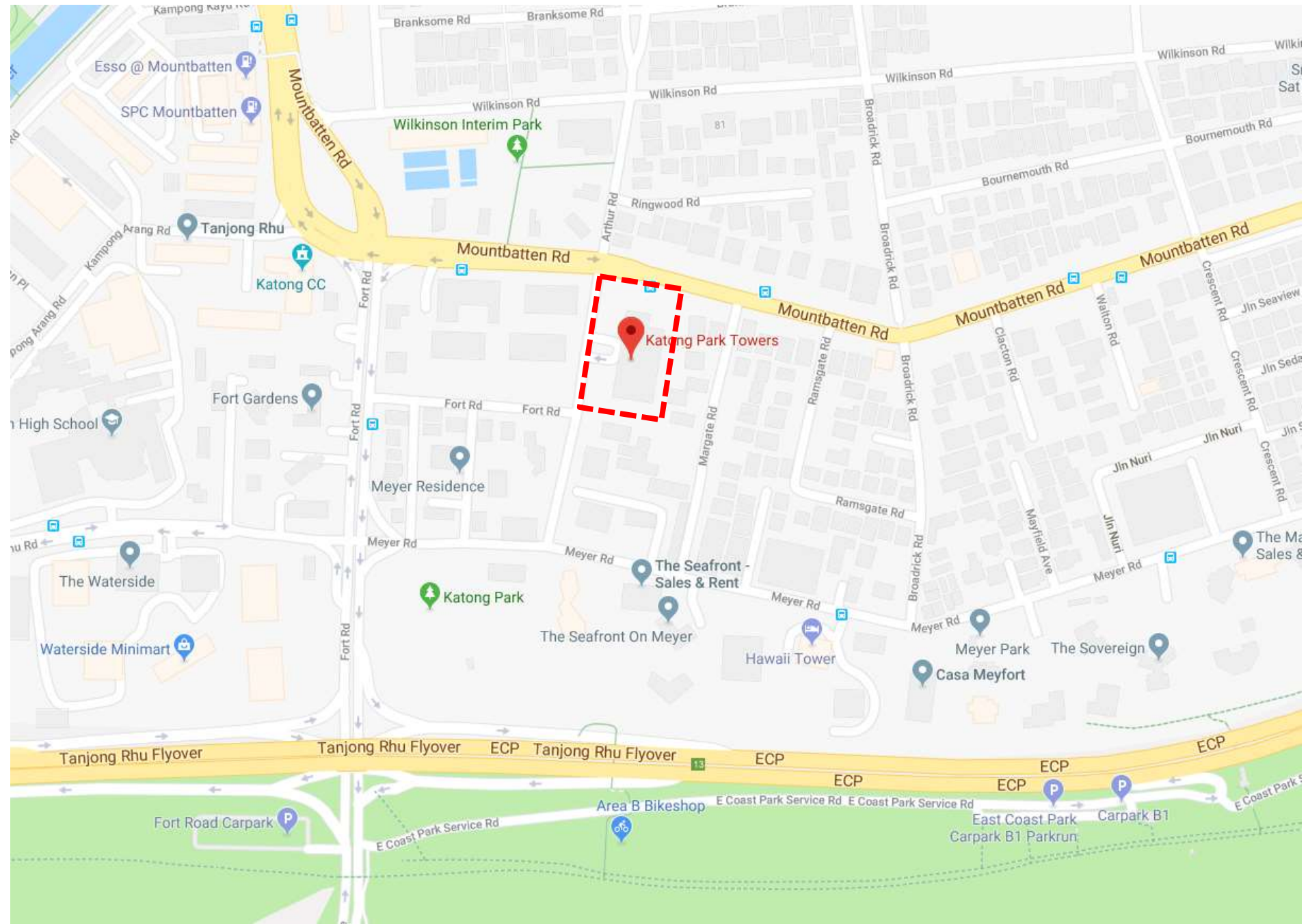
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**Offering different types of landed properties to meet purchasers' preferences & lifestyle**

**2) Building our high-end residential projects for sales**

- a) 8 St Thomas**
- b) Makeway View**
- c) Katong Park Towers**

# Katong Park Towers



## **LOOKING FORWARD – BUSINESS PLANS**

- 1) Strengthening Group's core businesses in developing and offering different types of landed properties**
  - a) Luxus Hills at AMK Ave 5: 999-yr lease conventional housing**
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  - c) Lot 12949 at Nim Road/AMK Ave 5: 99-yr leasehold mixed landed housing**  
**Offering different types of landed properties to meet purchasers' preferences & lifestyle**
  
- 2) Building our high-end residential projects for sales**
  - a) 8 St Thomas**
  - b) Makeway View**
  - c) Katong Park Towers**
  
- 3) Investment Properties for Recurring Income**
  - a) Paterson Collection**



**Paterson Collection**



# Paterson Collection





# Paterson Collection





## **LOOKING FORWARD – BUSINESS PLANS**

- 1) Strengthening Group's core businesses in developing and offering different types of landed properties**
  - a) Luxus Hills at AMK Ave 5: 999-yr lease conventional housing**
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  - c) Lot 12949 at Nim Road/AMK Ave 5: 99-yr leasehold mixed landed housing  
Offering different types of landed properties to meet purchasers' preferences & lifestyle**
  
- 2) Building our high-end residential projects for sales**
  - a) 8 St Thomas**
  - b) Makeway View**
  - c) Katong Park Towers**
  
- 3) Investment Properties for Recurring Income**
  - a) Paterson Collection**
  - b) Other property assets**

❖ **Looking forward:**

- **our mid term plans to have 3 different strategies in developing landed housing, condominium projects and building up investment properties for recurring income.**
- **in near term to continue launching both completed and under construction condominium and landed development projects in timely manner.**

❖ **The marketing plans as indicated in the presentation slides may be subject to changes depending on market conditions and the business environment.**



# 8 St Thomas



Artist's Impression