




BUKIT SEMBAWANG  
ESTATES LIMITED

# 55<sup>TH</sup> Annual General Meeting

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28<sup>th</sup> July 2021



“2020 was a year marked by disruption, resilience and reinvention. This unprecedented global crisis has underscored the importance of resilience and adaptability as we navigate these challenging times together. Against this backdrop, we have reaffirmed our commitment to building strength, flexibility and innovation into the very foundations of our business, as we continue to stay true to our mission of creating quality homes for generations to come.”

— KOH POH TIONG, CHAIRMAN



# AGENDA

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Financial Highlights

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Awards & Accolades

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Projects Construction Progress & Sales Status

4

Looking Forward: Business Plans

# FINANCIAL HIGHLIGHTS



<b>For the year ended 31 March</b>	<b>2021</b>	<b>2020</b>	<b>% Change</b>
Revenue	\$580.96m	\$369.72m	57.14%
Profit Before Tax	\$227.37m	\$102.26m	122.35%
Profit After Tax	\$189.44m	\$76.08m	149.00%
Net Return on Equity (%)	12.76%	5.75%	122.91%
Earnings Per Share	\$0.73	\$0.29	151.72%



**BCA**

Top 10 Developers

**PropertyGuru Asia  
Property Awards 2020**

Best Landed Developer



**BCA Quality Mark  
Award 2020**

Merit

**EdgeProp Excellence  
Awards 2020**

Top Landed Development

# AWARDS | Luxus Hills Contemporary Collection



**PropertyGuru Asia  
Property Awards 2020**

Best Housing  
Development (Singapore)

**PropertyGuru Asia  
Property Awards 2020**

Best Landed Housing  
Development



**Asia Pacific Property Awards 2020**

Architecture Multiple Units





**FIABCI World Prix d'Excellence Awards 2021**

World Silver Winner – Residential (High Rise) Category

# AWARDS | Fraser Residence Orchard, Singapore



**World Travel Awards 2020**

World's Leading Serviced Apartments 2020

# PROJECTS UNDER CONSTRUCTION



**Pollen Collection**

5% Completed  
Expected TOP 4Q 2024



**LIV @ MB**

298 Residences  
3% Completed  
Expected TOP 4Q 2024



**The Atelier**

120 Residences  
10% Completed  
Expected TOP 3Q 2023



# PROJECTS FOR SALE



## 8 St Thomas

District 9

River Valley

Freehold

250 Residences

[bsel.sg/8stthomas](https://bsel.sg/8stthomas)



# PROJECTS FOR SALE



## The Atelier

District 9  
Newton  
Freehold  
120 Residences

[bsei.sg/theatelier](https://bsei.sg/theatelier)



# UPCOMING PROJECTS



## Pollen Collection

District 28

Seletar

99-Year Leasehold

Estimated to launch by Q2 2022

[bsel.sg/pollencollection](https://bsel.sg/pollencollection)



# UPCOMING PROJECTS

## LIV @ MB

District 15

Mountbatten

99-Year Leasehold

298 Residences

Estimated to launch by Q2 2022

[bsel.sg/livatmb](https://bsel.sg/livatmb)



# OPERATION OF SERVICED APARTMENTS

## FRASER RESIDENCE ORCHARD, SINGAPORE

District 9  
Orchard  
Freehold  
115 Rooms





## Landed Homes

### A. Nim Collection (District 28)

- Phase 1: **100% of units sold**
- Phase 2: **96% of units sold**

### B. Luxus Hills (District 28)

- Signature Collection: **100% of units sold**
- Contemporary Collection: **95% of units sold**

### C. Pollen Collection (District 28)

- Under construction
- Scheduled to launch by Q2 2022

## Private Residences

### D. 8 St Thomas (District 9)

- 250 units for sale
- 99% of units sold**

### E. The Atelier (District 9)

- 120 units for sale
- Under construction
- 3% of units sold**

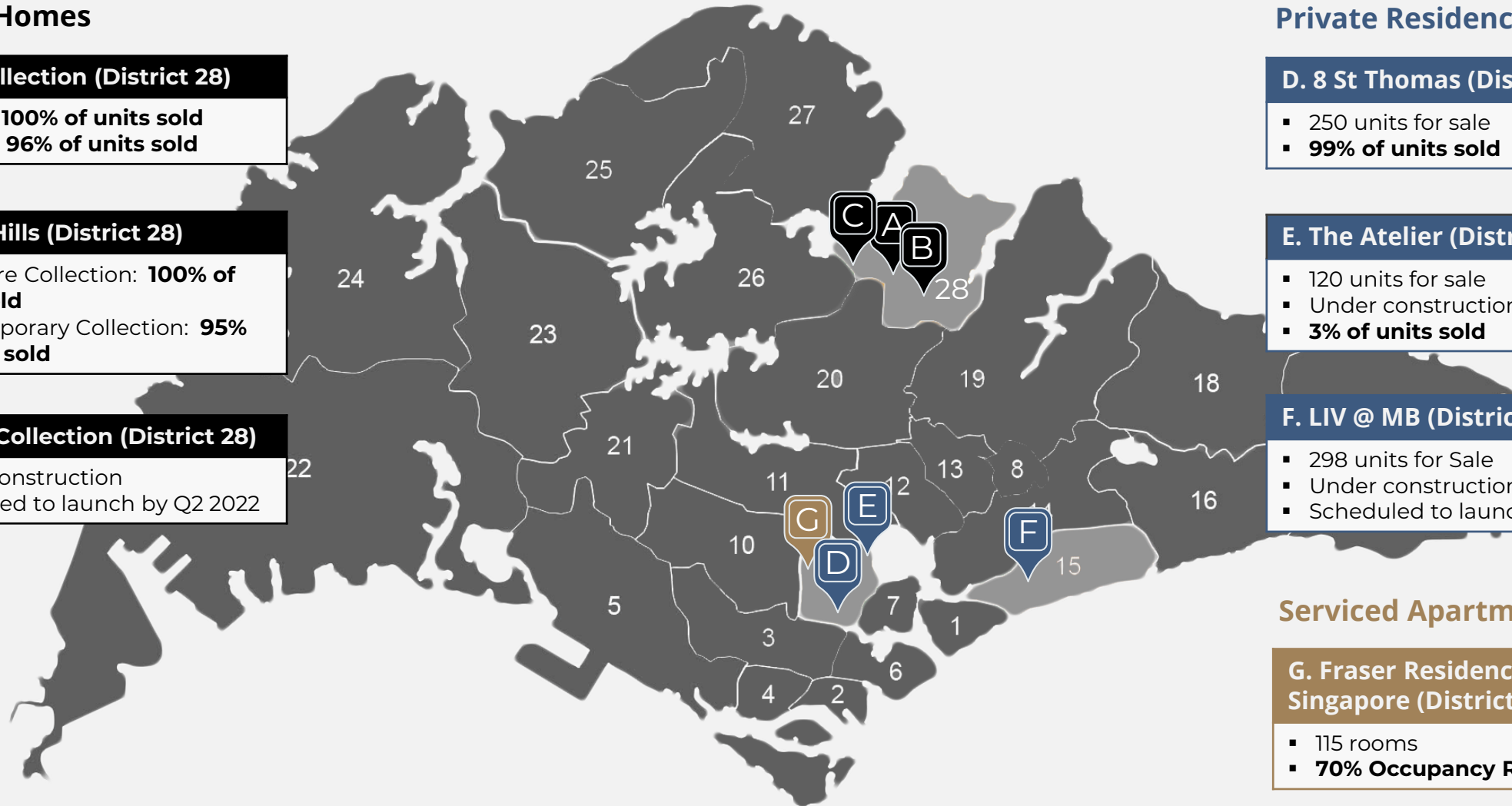
### F. LIV @ MB (District 15)

- 298 units for Sale
- Under construction
- Scheduled to launch by Q2 2022

## Serviced Apartments

### G. Fraser Residence Orchard, Singapore (District 9)

- 115 rooms
- 70% Occupancy Rate**



# BUSINESS APPROACH & STRATEGY



## CORE COMPETENCE

Developing luxury properties progressively

## QUALITY HOMES

Building high-quality residential projects for sale

## FINANCIAL STABILITY

Investment in properties for recurring income



# CORE COMPETENCE



## Strengthen the Group's Portfolio of Distinctive Luxury Properties

- Pollen Collection  
99-year leasehold landed housing
- LIV @ MB  
99-year leasehold residences



# QUALITY HOMES



## Forward-looking Development Philosophy

- Homes designed for the current and future generation of homeowners
- Thoughtfully designed elements for greater comfort and privacy



# FINANCIAL STABILITY



## Focus On Creating Long-term Value and Sustainability

- Taking measured steps when assessing the suitability of the market in terms of new releases
- Lookout for suitable opportunities to supplement our land bank



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Over the years, the Group has built resilience into the core of our business and kept our focus on creating long-term value and sustainability through our diversified portfolio of properties, substantial landbank and forward-looking strategies.

The Group will continue to adopt a prudent and measured stance as we assess the new-launch market in the upcoming year.

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



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