



BUKIT SEMBAWANG
ESTATES LIMITED

54TH ANNUAL GENERAL MEETING

24 July 2020





“Our foremost priority in these trying times is the health and well-being of our staff, customers, and business partners. As uncertainties persist in the local and global economy, we will maintain an agile and responsive posture to safeguard our core business and continue to strive towards our vision of building quality homes for generations to come.”

– MR KOH POH TIONG, CHAIRMAN



AGENDA

Financial Highlights

01

Awards For Development Projects

02

Development Projects' Construction
Progress & Sales Status

03

Looking Forward:
Business Plans

04



FINANCIAL HIGHLIGHTS

For the year ended 31 March	2020	2019	% Change
Revenue	\$369.72m	\$357.86m	3.31%
Profit Before Tax	\$102.26m	\$128.48m	(20.41%)
Profit After Tax	\$76.08m	\$101.29m	(24.89%)
Net Return on Equity (%)	5.75%	7.76%	(25.90%)
Earnings Per Share	\$0.29	\$0.39	(25.64%)



AWARDS HIGHLIGHTS | WATERCOVE

WATERCOVE



**PropertyGuru Asia
Property Awards 2019**

Best Housing
Development
(Singapore)



**PropertyGuru Asia Property
Awards 2019**

Best Strata Housing
Architectural Design
(Singapore)

**PropertyGuru Asia Property
Awards Grand Final 2019**

Best Residential Green
Development
(Asia)

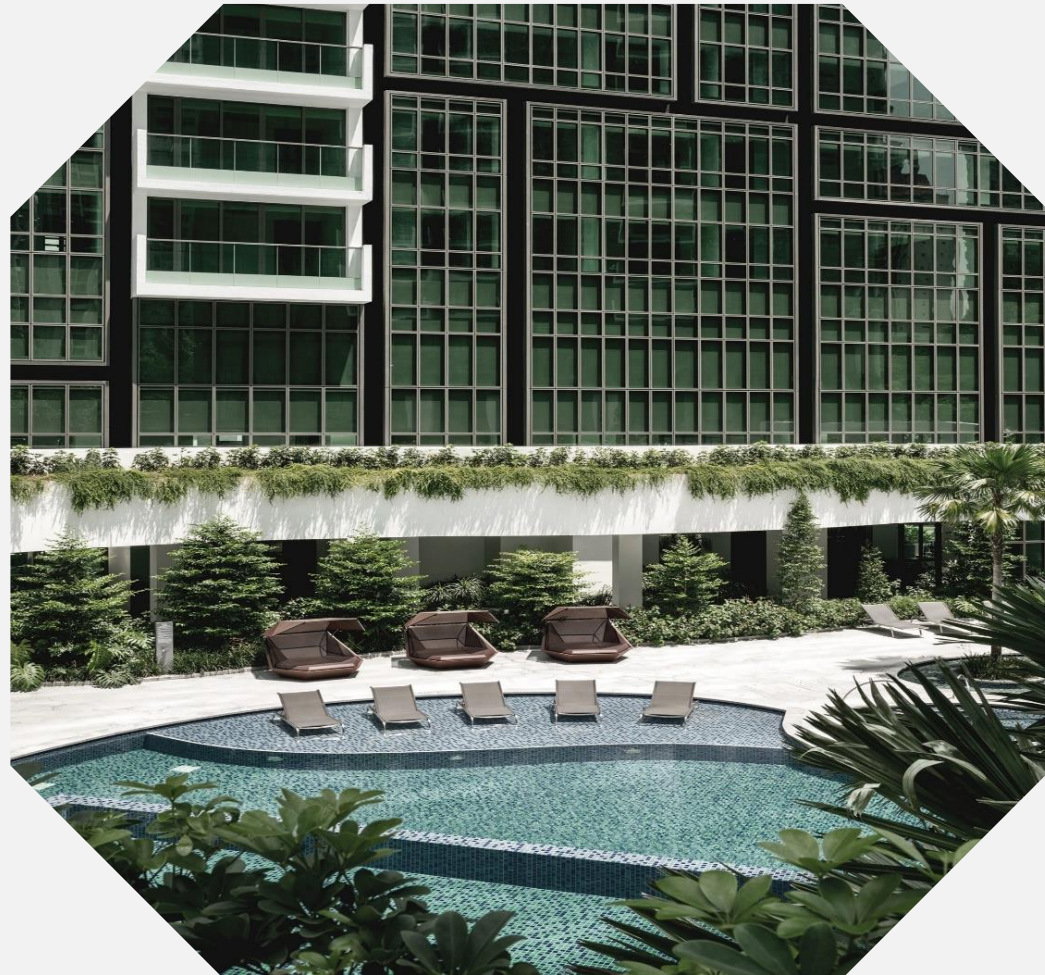


AWARDS HIGHLIGHTS | 8 ST THOMAS



**Asia Pacific Property
Awards 2019**

Best Apartment/
Condominium
Singapore 2019-2020



**China Real Estate Design
Award (CREDAWARD) 2019**

Silver - High-End
Residence Category

**FIABCI-SINGAPORE
Singapore Property Awards
2019**

Winner - Residential
(High Rise) Category



AWARDS HIGHLIGHTS | LUXUS HILLS



LUXUS HILLS

**PropertyGuru Asia
Property Awards 2019**

Winner - Best Landed
Housing Development
(Singapore)



BCA Green Mark Award 2019

Luxus Hills
Contemporary
Collection - Gold^{PLUS}

**PropertyGuru Asia Property
Awards Grand Final 2019**

Best Housing
Architectural Design
(Singapore)



2019-2020 ASIA & INTERNATIONAL AWARDS

Project	Award Name	Title Won
Bukit Sembawang Estates Ltd	BCA	Top 10 Developers 2019
	The Edge Billion Dollar Club	Best-Performing Stock (Properties)
8 St Thomas	FIABCI-SINGAPORE Singapore Property Awards	Winner - Residential (High Rise) Category
	Asia Pacific Property Awards	Best Apartment/Condominium Singapore 2019-2020
	China Real Estate Design Award (CREDAWARD)	Silver - High-End Residence Category
	Global Architecture and Design Awards 2019	Third Award - Housing More than 5 Floors (Built)
Luxus Hills	PropertyGuru Asia Property Awards Grand Final	Best Housing Architectural Design (Singapore)
		Best Housing Interior Design (Singapore)
	PropertyGuru Asia Property Awards (Singapore)	Winner - Best Landed Housing Development
		Winner - Best Landed Housing Architectural Design
		Winner - Best Landed Housing Interior Design

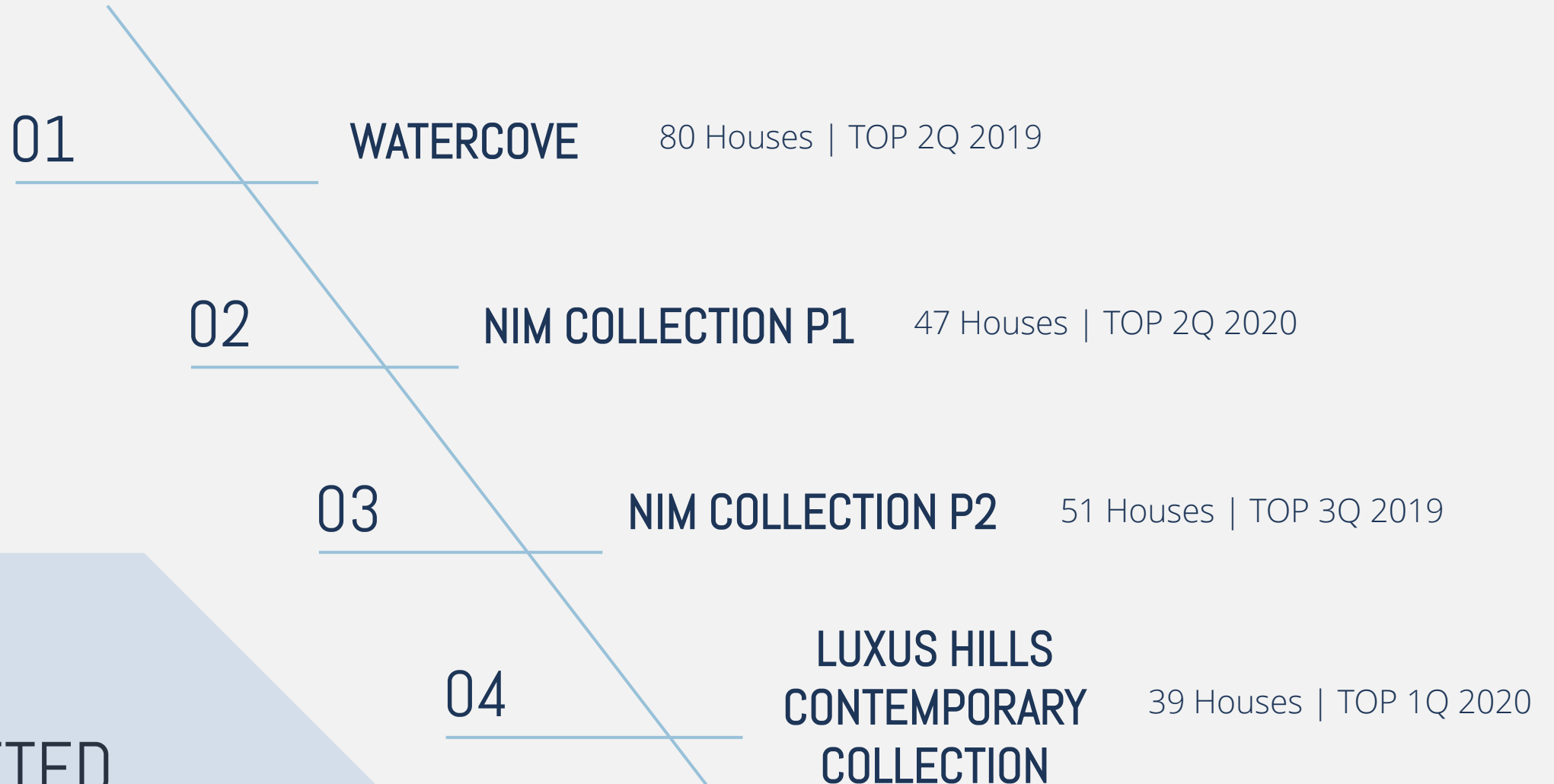


2019-2020 ASIA & INTERNATIONAL AWARDS (CONT'D)

Project	Award Name	Title Won
Luxus Hills Signature Collection	BCA Quality Mark Award	Certified
Luxus Hills Contemporary Collection	BCA Green Mark Award	Gold ^{PLUS}
Nim Collection P1 & 2	BCA Quality Mark Award	Merit
Skyline Residences	Asia Pacific Property Awards	Award Winner – Residential High-rise Development Singapore 2019-2020
Watercove	BCA Quality Mark Award	Star
	PropertyGuru Asia Property Awards Grand Final	Best Residential Green Development (Asia)
		Best Housing Development (Singapore)
		Best Housing Architectural Design (Singapore)
	PropertyGuru Asia Property Awards (Singapore)	Winner - Best Housing Development
		Winner - Best Strata Housing Development
		Winner - Best Strata Housing Architectural Design
		Winner - Best Residential Green Development



DEVELOPMENT PROJECTS WITH CONSTRUCTION COMPLETED IN FY2020



100%
COMPLETED



WATERCOVE



District 27 | Sembawang |
Freehold | 80 Houses



ARTIST'S IMPRESSION



NIM COLLECTION

District 28 | Seletar |
99-Year Leasehold | 98 Houses

bsel.sg/NimCollection



ARTIST'S IMPRESSION



LUXUS HILLS

CONTEMPORARY COLLECTION

District 28 | Seletar |
999-Year Leasehold | 39 Houses

bsei.sg/LuxusHills



ARTIST'S IMPRESSION



SALES STATUS OF DEVELOPMENT PROJECTS

WATERCOVE



100%

80 Units Sold

**NIM COLLECTION
P1**



100%

47 Units Sold

**NIM COLLECTION
P2**



94%

48 Units Sold

**LUXUS HILLS
SIGNATURE & CONTEMPORARY
COLLECTION**



99%

116 Units Sold

8 ST THOMAS



64%

160 Units Sold

*Sales figures as at 18 June 2020.



SALES STATUS SUMMARY

Development Project	No. Of Units	Total Units Sold	% Sold
Watercove	80	80	100%
Nim Collection P1	47	47	100%
Nim Collection P2	51	48	94%
Luxus Hills Signature & Contemporary Collection	117	116	99%
8 St Thomas	250	160	64%
Total	545	451	83%

*Sales figures as at 18 June 2020.



UPCOMING DEVELOPMENT PROJECTS

01

THE ATELIER

120 Residences

(Former Makeway View)

02

LIV @ MB

298 Residences

(Former Katong
Park Towers)

03

BESPOKE LANDED HOMES AT SELETAR

132 Houses



— *The* —
ATELIER

District 9 | Newton |
Freehold | 120 Residences

bsel.sg/TheAtelier



ARTIST'S IMPRESSION



LIV @ MB

District 15 | Mountbatten |
99-Year Leasehold | 298 Residences

bsei.sg/LIVatMB



ARTIST'S IMPRESSION



BESPOKE LANDED HOMES AT SELETAR

District 28 | Seletar |
99-Year Leasehold | 132 Houses



ARTIST'S IMPRESSION



BUSINESS PORTFOLIO

A. Watercove (District 27)

- 100% of Units Sold

B. Nim Collection (District 28)

- Phase 1: 100% of Units Sold
- Phase 2: ~94% of Units Sold (3 Houses remaining)

C. Luxus Hills (District 28)

- Final Phase: ~99% of Units Sold (1 House remaining)

D. Fraser Residence Orchard, Singapore (District 9)

- 45% Occupancy Rate

E. 8 St Thomas (District 9)

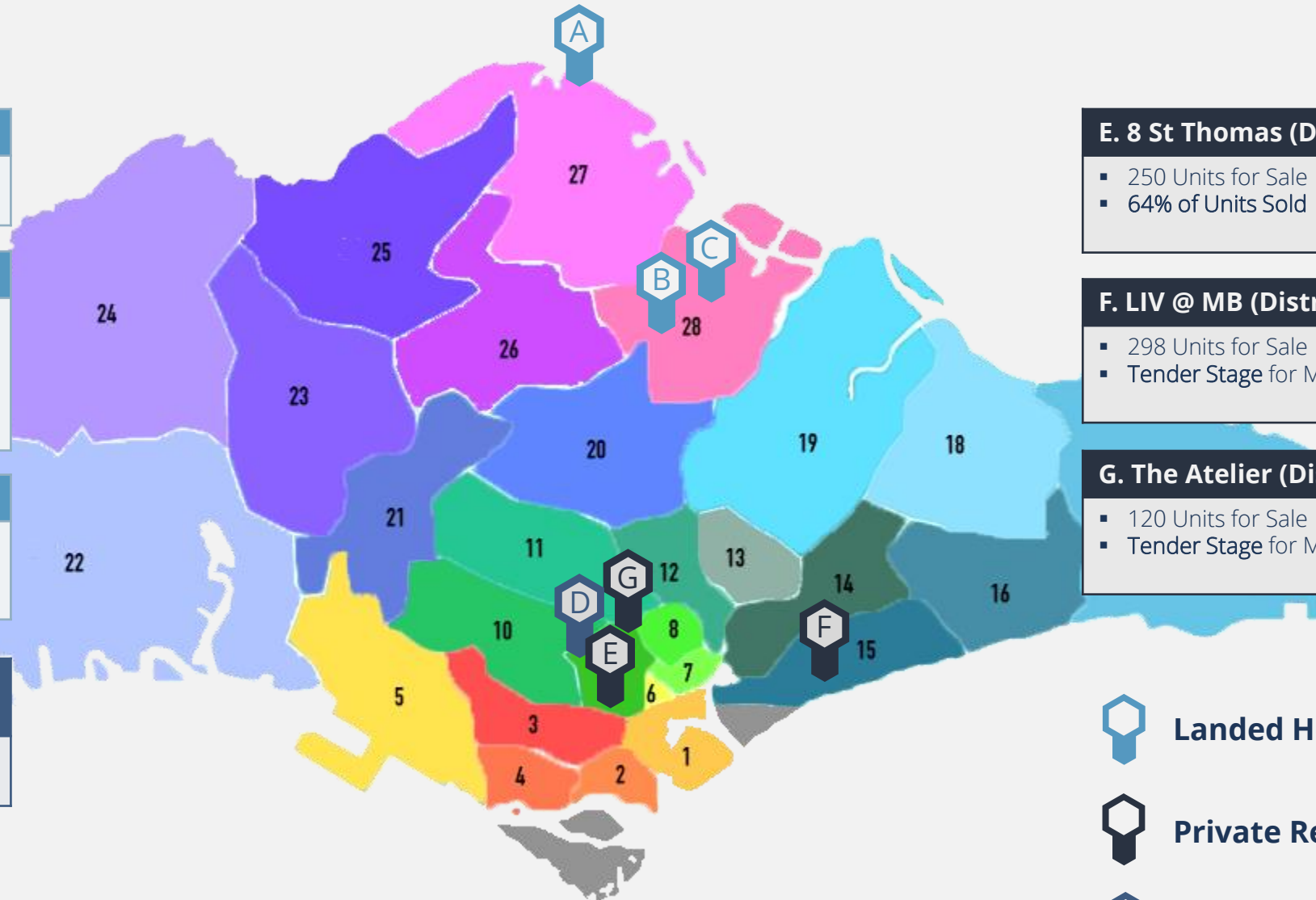
- 250 Units for Sale
- 64% of Units Sold

F. LIV @ MB (District 15)

- 298 Units for Sale
- Tender Stage for Main Contractor

G. The Atelier (District 9)

- 120 Units for Sale
- Tender Stage for Main Contractor



Landed Homes



Private Residences



Serviced Residences

*All information is accurate as at 18 June 2020.



THREE-PRONGED BUSINESS STRATEGY



CORE COMPETENCE

Strengthen the Group's core competence in developing landed 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 Core Competence In Developing Landed Properties Progressively

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

- I. Bespoke landed homes at Seletar
99-year leasehold mixed landed housing
- II. Luxus Hills at Ang Mo Kio Ave 5
999-year leasehold conventional housing





QUALITY HOMES

Building High-quality Residential Homes

Luxury Private Residences

- I. 8 St Thomas
- II. The Atelier
(Former Makeway View)
- III. LIV @ MB
(Former Katong Park Towers)



ACTUAL PHOTO - 8 ST THOMAS



FINANCIAL STABILITY

Investment In Properties For Recurring Income

- I. Fraser Residence Orchard, Singapore
- II. Other property assets



ACTUAL PHOTO – FRASER RESIDENCE ORCHARD

We will pursue the three-pronged business strategy in the mid to long-term, as we work to strengthen our current and future position for greater shareholder value.

In the near term, we will continue launching both completed and under construction development projects in a timely manner.

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



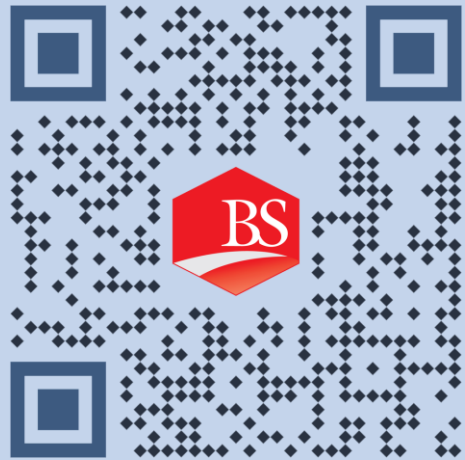
ARTIST'S IMPRESSION – 8 ST THOMAS



BUKIT SEMBAWANG
ESTATES LIMITED



THANK YOU



Scan for website



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Website bsel.sg



LinkedIn [Bukit Sembawang
Estates Limited](https://www.linkedin.com/company/bukit-semawang-estates-limited)