



BUKIT SEMBAWANG
ESTATES LIMITED

**48TH ANNUAL GENERAL MEETING
ON 25 JULY 2014**

GROUP PROJECT DEVELOPMENT PLANS

1) Updating of development progress and sales status

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

2) Mid-term marketing plans

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

DEVELOPMENT STATUS IN 2013



THE VERMONT
OF CANTON, MA



PROJECTS DEVELOPMENT PROGRESS FOR 2014

L
LUXUS HILLS

PHASE 5



Paterson
Collection



PROJECT LAUNCHED & UNDER CONSTRUCTION

Skyline
Residences





SUMMARY OF SALES & DEVELOPMENT STATUS

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

CONDOMINIUM APARTMENTS PROJECTS SALES & DEVELOPMENT STATUS

Property	Location	No. of Units	Sales Status	Development Status
1) Paterson Suites	Paterson Road	102	99%	TOP
2) The Vermont	Cairnhill Rise	158	77%	TOP
3) Skyline Residences	Telok Blangah Road	283	81%	23%
	Total	543	83%	

LANDED PROPERTIES – LUXUS HILLS

SALES & DEVELOPMENT STATUS

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LUXUS HILLS PHASES 6 & 7



LANDED PROPERTIES – LUXUS HILLS SALES & DEVELOPMENT STATUS

Phase Development	No. of Units	Sales Status	Development Progress
Phase 4	36	100%	TOP
Phase 5	54	100%	90%
Phase 6	36	11%	10%
Total	126	75%	

GOING FORWARD : MID-TERM PLANS

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

- 1) Focusing on needs of target purchasers for selling remaining unsold apartment units**
 - **The Vermont and Skyline Residences**

THE VERMONT
ON CAIRNHILL



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 - 2) **Strengthening Group's core businesses in developing and offering different types of landed properties:**
 - **Luxus Hills Ph 6 & 7 at AMK Ave 5 : 999 yrs lease conventional housing**



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Watercove Ville



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 - **Lot 12949A at AMK Ave 5/CTE : to be issued with a fresh 99 yrs lease**

Lot 12949A Mk 18 at Ang Mo Kio Avenue 5/Nim Road

- ❖ **The Singapore Land Authority (SLA) requires the Group to apply for lifting of the building restriction in the title in order to proceed with the development of the land Lot 12949A Mk 18.**
- ❖ **For permission to be granted to lift the building restriction, SLA requires the Group to surrender the existing 999-year lease for re-issuance of a fresh 99-year lease without building restriction and to pay differential premium.**

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 - **Paterson Collection and St Thomas Walk project**

St Thomas Walk



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- 3) **Building our high-end residential projects with development options**
 - **Paterson Collection and St Thomas Walk project**
- ❖ **Marketing plans are subject to changes depending on market conditions and business environment**

- ❖ **Mid-term plan to launch the various development projects in different stages and phases with 3 outlined marketing strategies.**

Paterson
SUITES



THE VERMONT
ON CAIRNHILL





St Thomas Walk





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LUXUS HILLS PHASES 8 & 9





Watercove Ville



- ❖ **Mid-term plan to launch the various development projects in different stages and phases with 3 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.**

THE VERMONT
ON CAIRNHILL

