Vietnam Property Briefing for Analysts

26 September 2019



Saigon Centre, Ho Chi Minh City

Disclaimer

This presentation may contain forward-looking statements which are subject to risks and uncertainties that could cause actual results to differ materially from such statements. Such risks and uncertainties include industry and economic conditions, competition, and legal, governmental and regulatory changes. The forward-looking statements reflect the current views of Management on future trends and developments.



Trusted Brand Name

EXPERIENCE

~30

YEARS IN VIETNAM

TRACK RECORD

20

LICENSED PROJECTS

INVESTMENT

US$3.4b

REGISTERED CAPITAL

CAPABILITY

~500

EMPLOYEES

SAFETY

100%

NO ACCIDENTS

RECOGNITION

+41

AWARDS & ACCOLADES

Strong Foundations

We are one of Vietnam's pioneer and largest real estate investors with a diverse portfolio of properties.

1995

Completed the 1st commercial development in Hanoi



International Centre

1996

Shifted strategic focus to HCMC



Saigon Centre

2007

First landed residential development in HCMC



Villa Riviera

2012

First high-rise condominium project in HCMC



The Estella

2019

Broadened product offerings with smart city solutions in collaboration with KUS



Saigon Sports City

Our Growth Strategy

We are meeting the demand for quality homes and commercial spaces, driven by healthy economic growth and Vietnam's growing affluence.

1

BREADTH & DEPTH

Address wider segments in the residential sector from luxury to middle-income and mass market, as well as in the commercial sector.

2

SCALE

Agile expansion into up-and-coming precincts such as Thu Thiem and Saigon South in HCMC.

3

LOCAL NETWORK

Collaborate with the government on urban development and partner local players to access sites in strategic locations.

4

INNOVATION

Offer differentiated concepts and urban living solutions including co-working spaces and smart city development.

5

DELIVERY

Build on track record of delivering quality products and services.

Property Portfolio

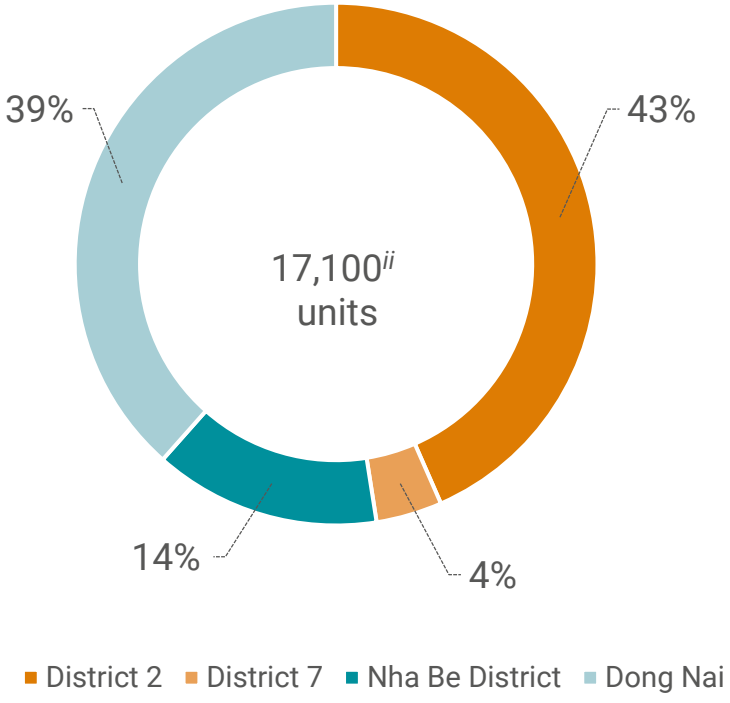


The property portfolio in Vietnam has an RNAV of S$1.5 billion[i]



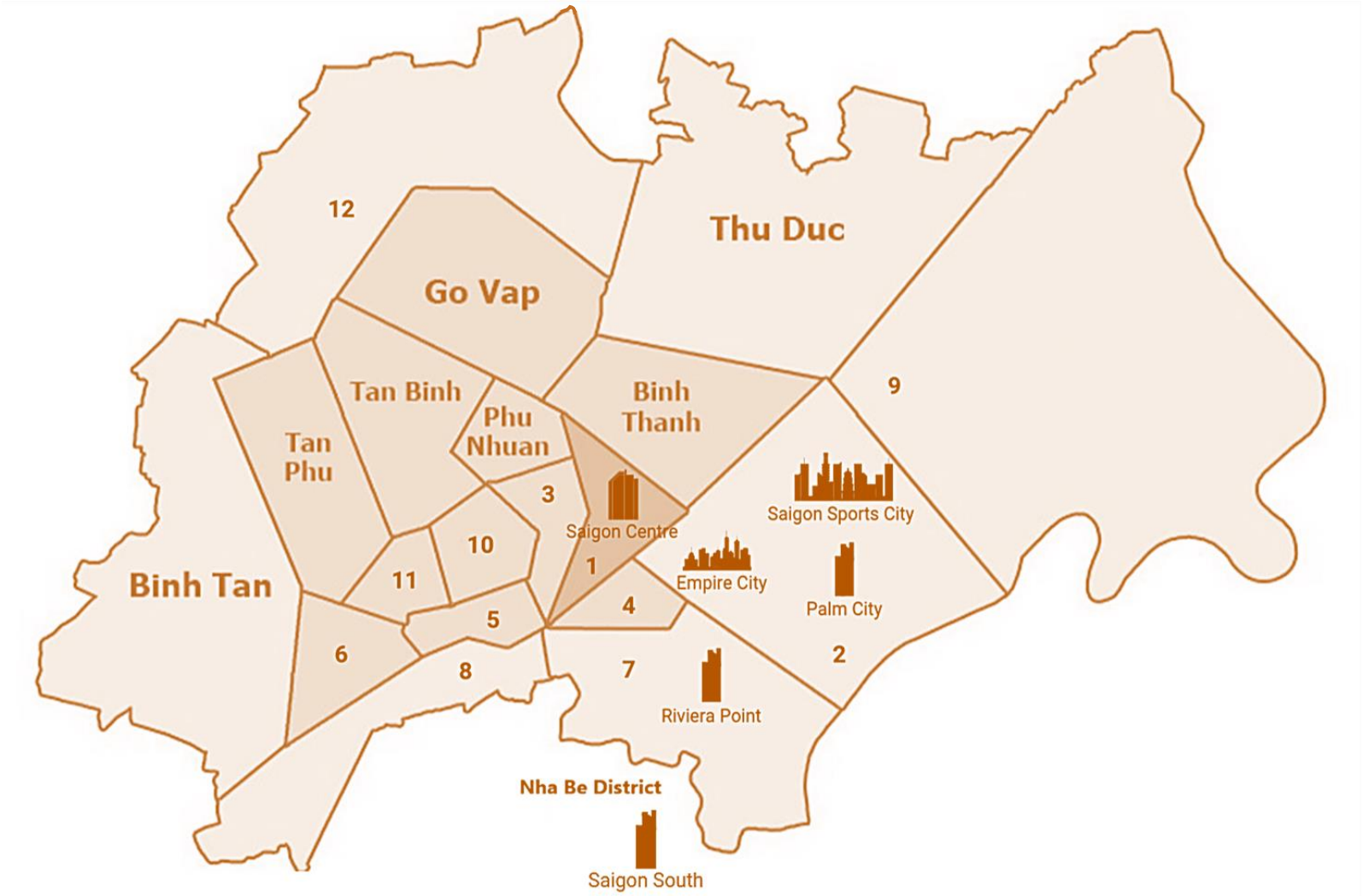
- Completed ~3,000 units since 2007
- Established residential landbank
  - Currently comprises ~17,100[ii] units, of which ~5,700[ii] units are launch ready from now through 2021
- Prime commercial portfolio
  - 405,600 sm in total GFA, 62% of which is under development

Residential Landbank by Segments



[i] *As at end-Dec 2018*
[ii] *As at September 2019*

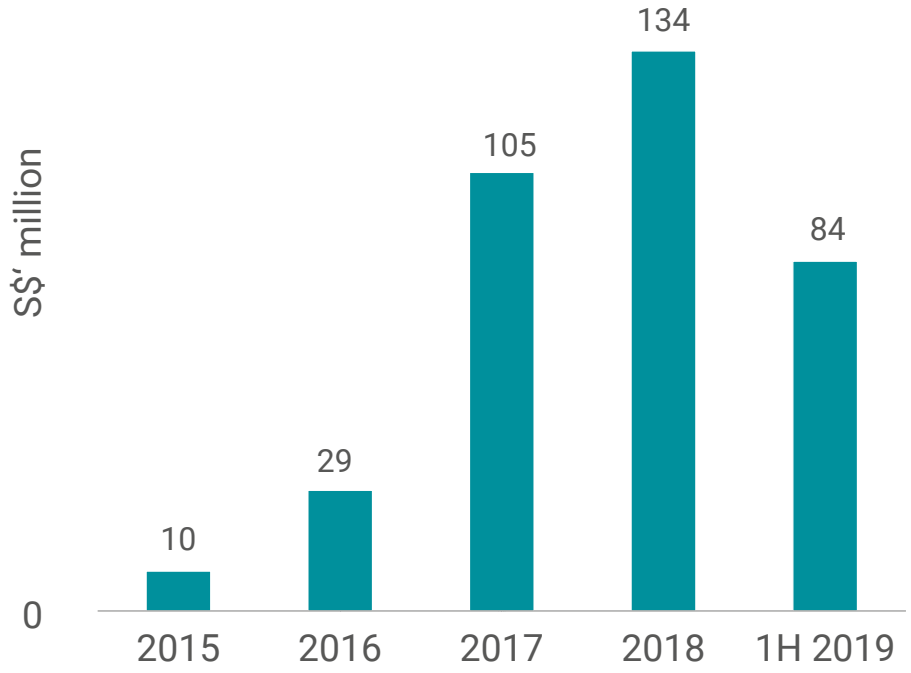
Deepening Presence in HCMC

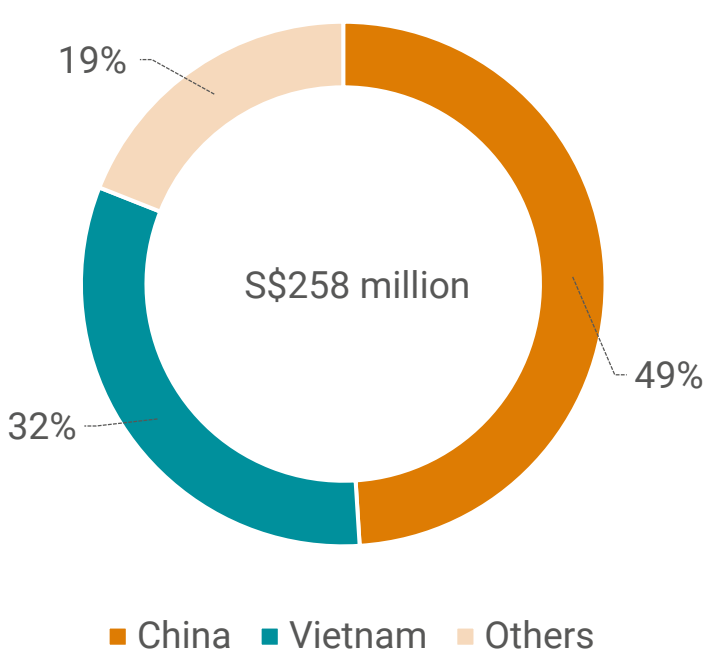


- Established presence in prime districts 1 & 2
- Tapping growth in HCMC's southern corridor
  - Riviera Point, District 7
    - Approx. 1,900 homes launched, over 93% is sold
  - Saigon South project, Nha Be District
    - About 2,400 premium homes
    - Shophouses with GFA of ~14,650 sm

Our Performance

Growing contributions from the Vietnamese property market.





Project Showcase



Palm City, Ho Chi Minh City

Commercial

Saigon Centre, District 1



- **Phase 1:** 17,000 sm Grade A office space and 89 serviced apartments.
- **Phase 2:** 7 levels of retail space (~55,000 sm); 44,000 sm of Grade A office space and over 195 luxury serviced apartments.
- Retail mall fully leased and anchored by Takashimaya for over 25 years.

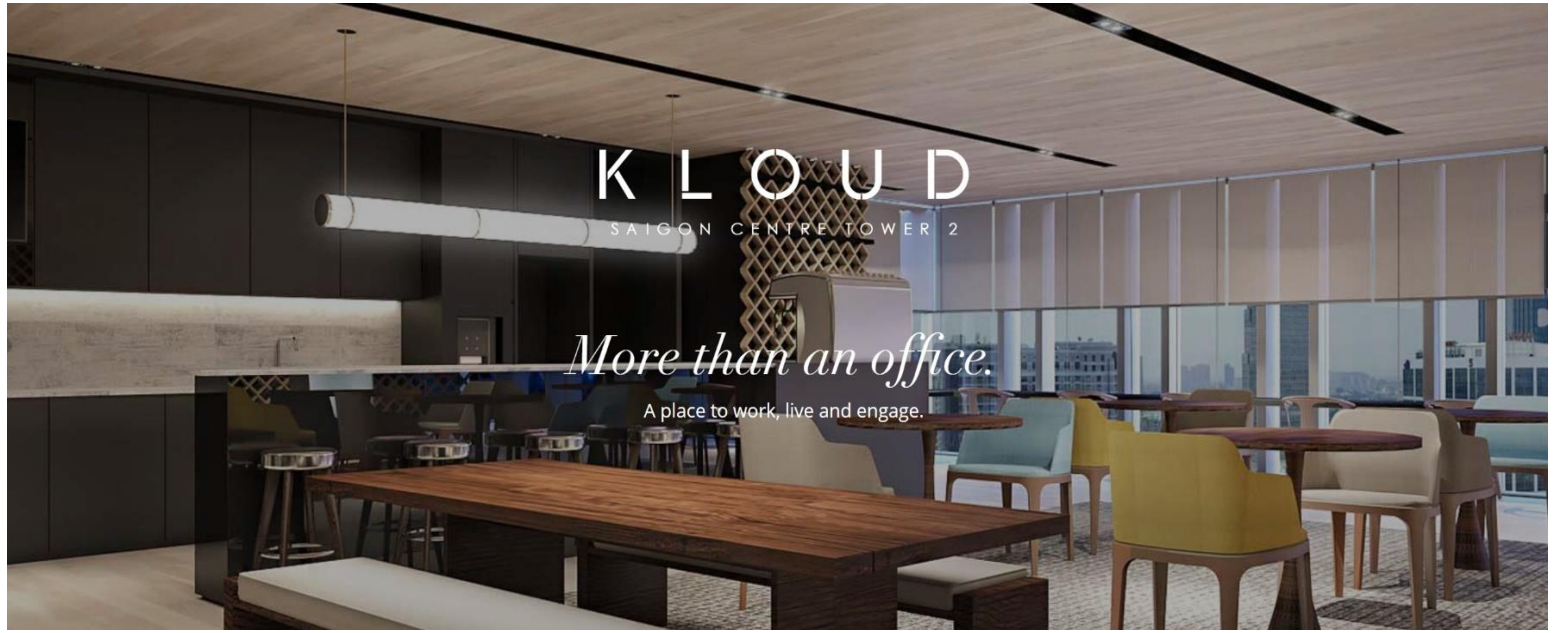
Estella Place, District 2



- Keppel Land's newest retail mall located in the growing District 2 of HCMC
- Commenced commercial operations in 2018
- Retail space spanning 37,000 sm of GFA
- ~97% leased with specialty stores, F&B outlets, educational & enrichment centres and a clinic.

Co-working Spaces

KLOUD, Saigon Centre









- 1,870 sm of flexible coworking space located at Saigon Centre, HCMC.
- Commenced commercial operations in Nov 2017.
- Leased to tenants across several industries including accountancy & consultancy, engineering & manufacturing and retail.

Residential

Estella Heights, District 2





Phase 1
Total: 496 units
Sold: 100%
Completed: 2017

Phase 2
Total: 376 units
Sold: 100%
Completed: 2018

Residential

Riviera Point, District 7

Phase 1A: Riviera Point
Total: 549 units

Sold: 100%

Completion: 2014

Phase 1B: The View
Total: 518 units

Sold: 93%

Completion: Aug 2019

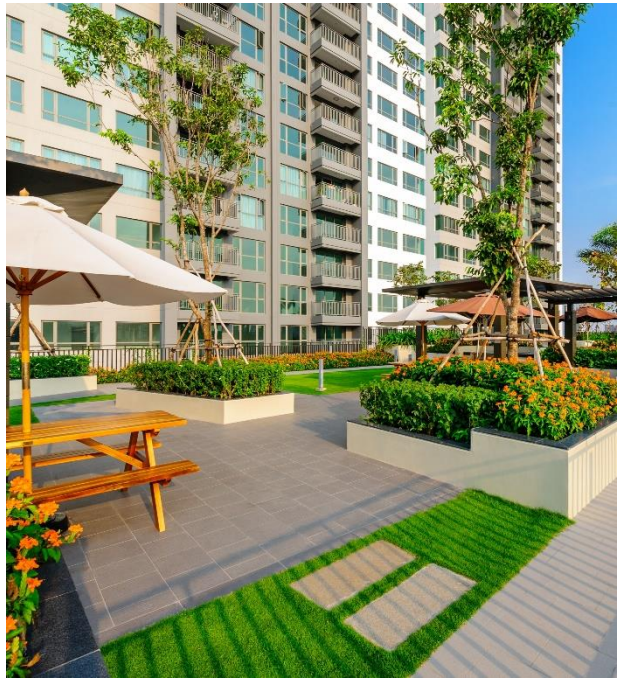
Phase 1C: The Infiniti
Total: 798 units

Sold: 88%

Completion: 2H 2021 (Bare)
1H 2022 (Fitted)

Subsequent phases
Total: 532 units

Status: Not launched









Residential

Palm City, District 2

Phase 1:

Palm Residence

Total: 135 units

Sold: 100%

Completed: 2017



Palm Heights

Total: 816 units

Sold: 100%

Completion: 2H 2019



Phase 2: Palm Garden

Total: 636 units

Booked: 94%

Completion: 2H 2022

Subsequent phases

Total: 1,452 units

Status: Not launched



Residential

Empire City, District 2





- 14.6-ha site comprising >2,700 premium homes and >250,000 sm of commercial GFA.
- Expected completion: 2025 (commercial)
- Target office tenants comprise both MNCs and well-established Vietnamese companies in sectors like banking, technologies, insurance, pharmaceuticals and law.

Residential

Empire City, District 2



Phase 1: Linden Residences

Total: 510 units

Sold: 100%

Completion: 2020

Phase 2: Tilia Residences

Total: 472 units

Sold: 100%

Completion: 1H 2021

Phase 3: Cove Residences

Total: 136 units

Sold: 97%

Completion: 2H 2021

Subsequent phases

Total: 1,659 units

Status: Not launched

Phase 4: Narra Residences

278 units to be launched in 2H 2019

Completion: 2H 2022





Residential

Empire City, District 2



Saigon Sports City

Keppel Land is collaborating with Keppel Urban Solutions to develop the 64-ha integrated township as a smart sustainable city.



- Vietnam's first-of-its-kind sports-oriented township featuring >4,000 residential units and >130,000 sm of commercial GFA.
- Incorporates latest urban solutions and technology from within the Group and other best-in-class partners.
- Our value proposition:
  - Human-centric design thinking
  - Adoption of biophilic design principles
  - Smart and sustainable enablers for essential services, covering security, environment and mobility
  - Data collection and analytics to enhance design and operations

Saigon Sports City

Saigon Sports City showcases Keppel Group's ability to create and capture value through different channels & enjoy pull-through of multiple earnings across the Group.



Growing with Our Communities

Words on wheels (WoW)

WoW is a mobile library programme that aims to promote reading and learning among children in local communities. Phase 2 of WoW (HCMC) is expected to positively impact over 7,000 students in districts 2 and 8 of HCMC



Scholarship Awards

Keppel Land supports needy students from Anh Phu Secondary School with scholarships. We are also sponsoring 15 high school students through the Big Friend Foundation.



Commitment to the Environment

Guinness World Record for the largest art installation made from 168,000 recycled plastic straws at Estella Place, HCMC



Q&As