

# 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 1<sup>st</sup> 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

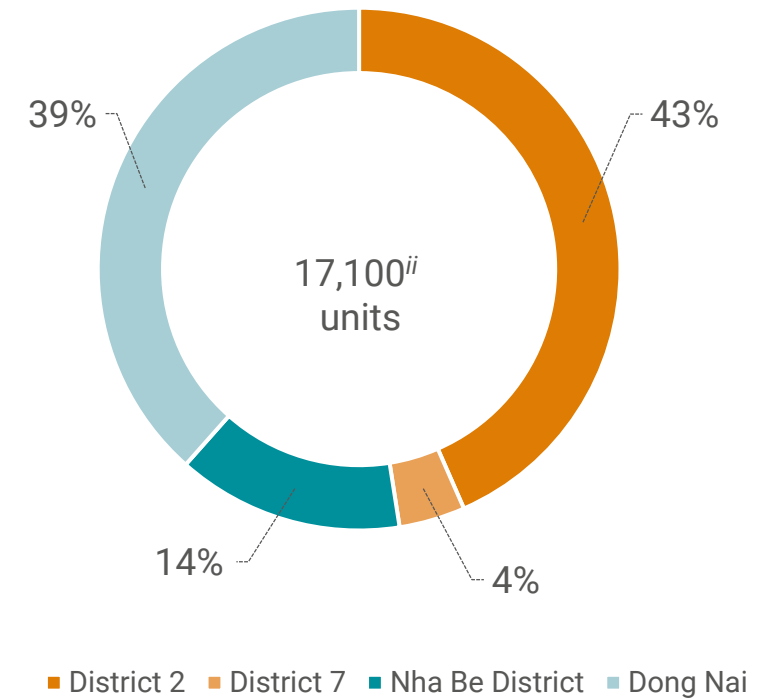


The property portfolio in Vietnam has an RNAV of S\$1.5 billion<sup>i</sup>

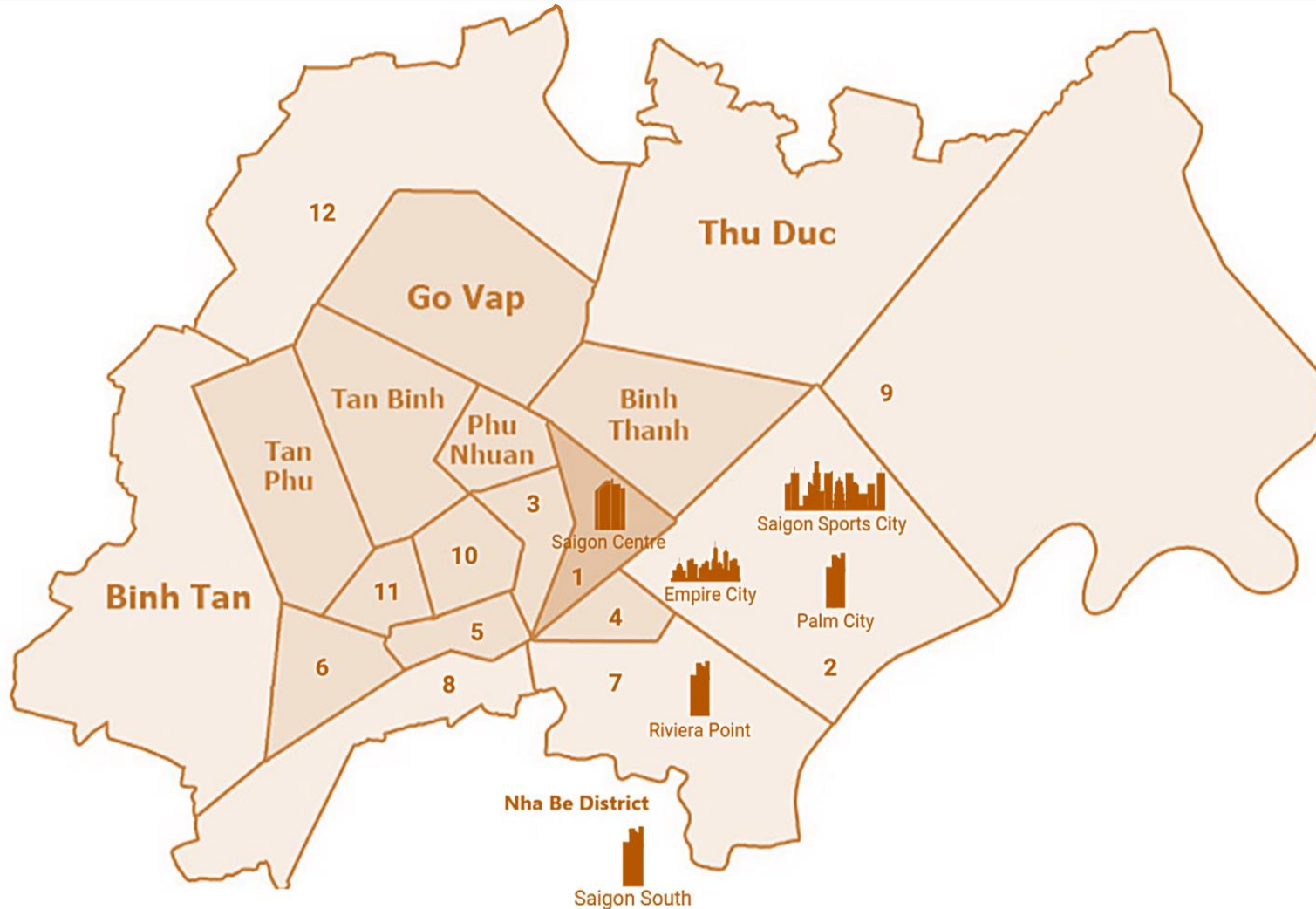


- Completed ~3,000 units since 2007
- Established residential landbank
  - Currently comprises ~17,100<sup>ii</sup> units, of which ~5,700<sup>ii</sup> units are launch ready from now through 2021
- Prime commercial portfolio
  - 405,600 sm in total GFA, 62% of which is under development

Residential Landbank by Segments



# Deepening Presence in HCMC

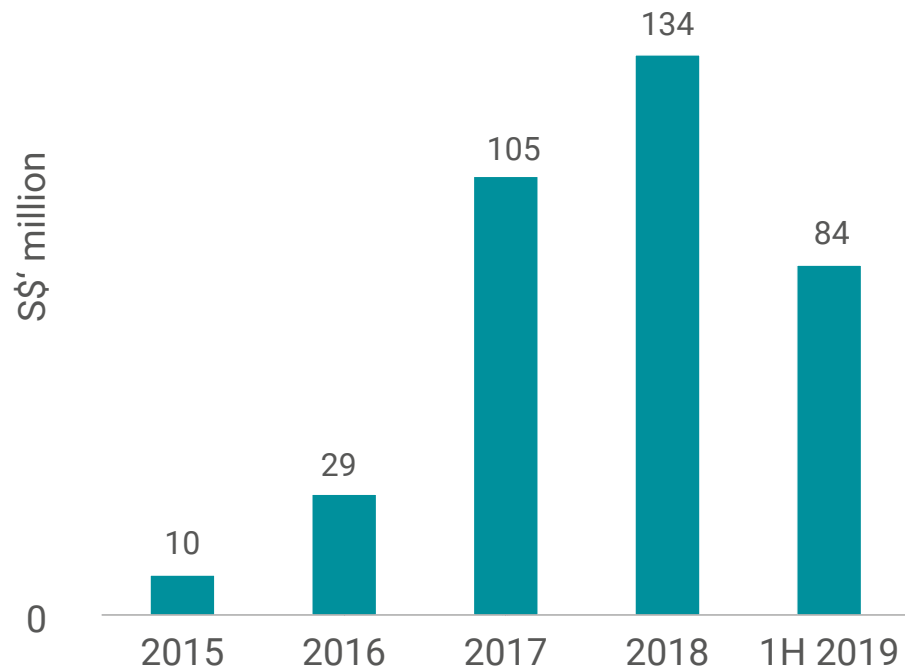


- Established presence in prime districts 1 & 2
- Tapping growth in HCMC's southern corridor
  - Riviera Point, District 7
    - Approx. 1,900 homes launched, over 93% is sold
  - Saigon South project, Nha Be District
    - About 2,400 premium homes
    - Shophouses with GFA of ~14,650 sm

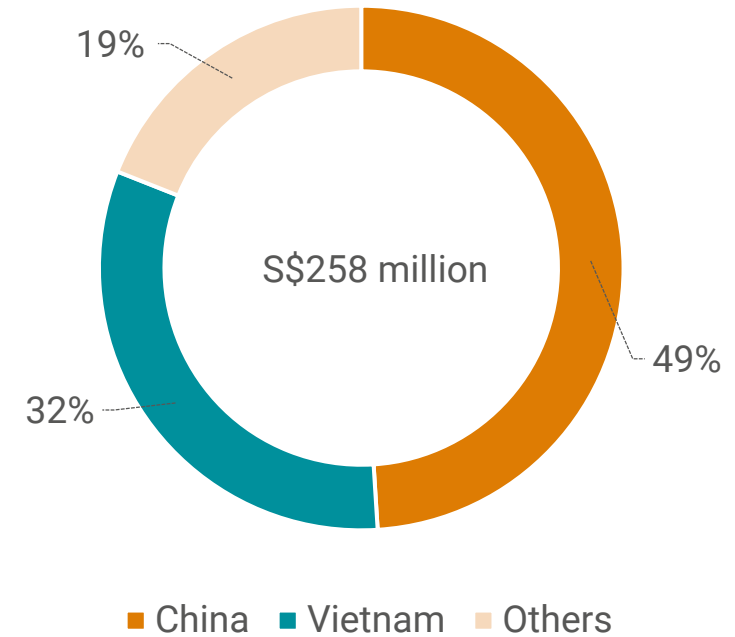
# Our Performance

*Growing contributions from the Vietnamese property market.*

### Net Profit (Vietnam)



### Keppel Land's 1H 2019 Net Profit by Geography





# 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

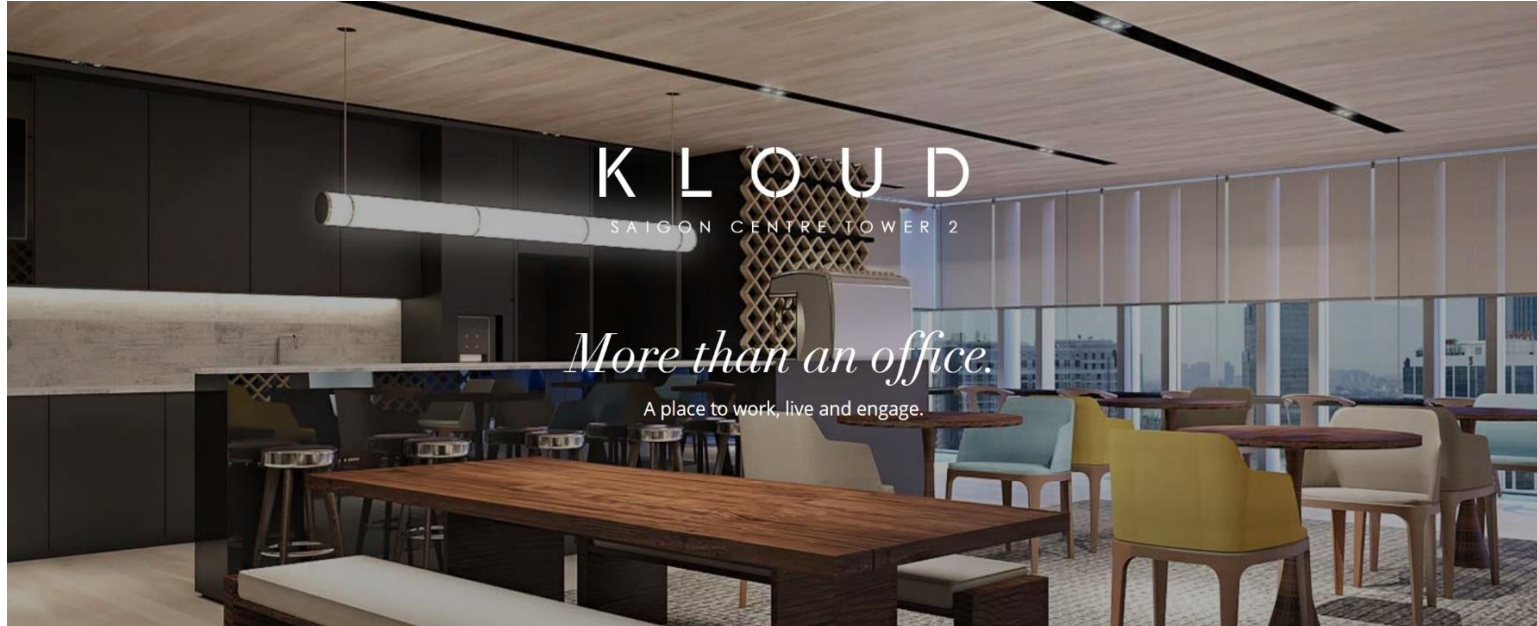


- Keppel Land's newest retail mall located in the growing District 2 of HCMC
- Commenced commercial operations in 2018
- Retail space spanning 37,000 sm of GFA
- ~97% leased with specialty stores, F&B outlets, educational & enrichment centres and a clinic.



# 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