



SKYPARK

Information Briefing

- About Banyan Tree
- Our Brands
- Global Network
- The Sanctuary Club
- Skypark

- A leading, international multi-award winning hospitality brand that manages and develops premium resorts, hotels, residences and spas
- Over three decades of experience
 - 40+ hotels and resorts
 - 60+ spas
 - 75+ retail galleries
 - 2,000+ properties developed and sold
 - 1,500+ properties under development
 - 3 golf courses
 - 1 destination club





HO KWONPING
EXECUTIVE CHAIRMAN

Mr. Ho KwonPing is the Executive Chairman of Banyan Tree Holdings, which owns both listed and private companies engaged in the development, ownership and operation of hotels, resorts, spas, residential homes, retail galleries and other lifestyle activities around the world.



CLAIRE CHIANG
SENIOR VICE PRESIDENT

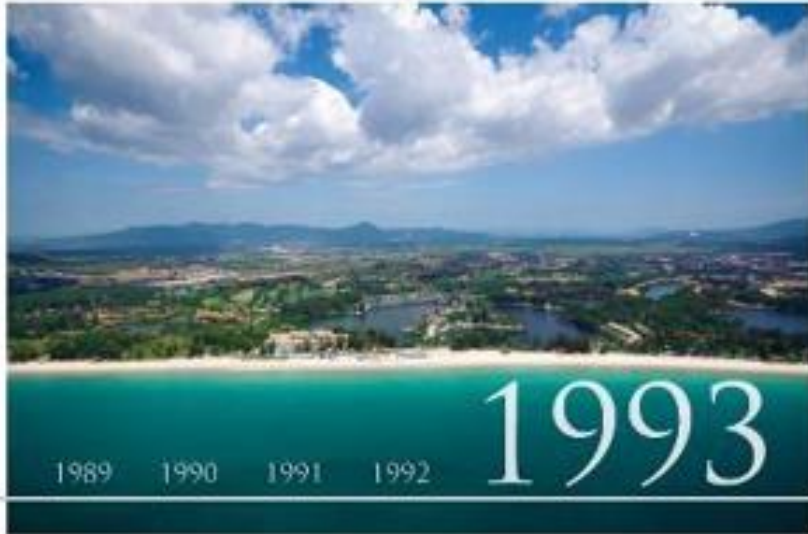
Ms. Claire Chiang, Senior Vice President, Banyan Tree Holdings, is a co-founder of Banyan Tree Hotels & Resorts, and also pioneered the group's retail business in 1996 which has since grown to over 80 retail outlets worldwide.

She serves also as the Chairperson for China Business Development, where she primarily focuses on the acquisition of new management contracts; and an Advisor to the group on Human Capital Development, where she guides key strategic issues in organisational and human capital capability.



HO KWONCJAN
SENIOR VICE PRESIDENT &
MANAGING DIRECTOR


Mr. Ho KwonCjan is the Senior Vice President and Managing Director, Design Services of Banyan Tree Holdings Limited, as well as Managing Director, Project Development of Laguna Resorts & Hotels, PCL in Thailand, the first integrated resort in Asia. He heads and oversees the project and design teams of Architrave Design and Planning, the in-house design team of Banyan Tree.

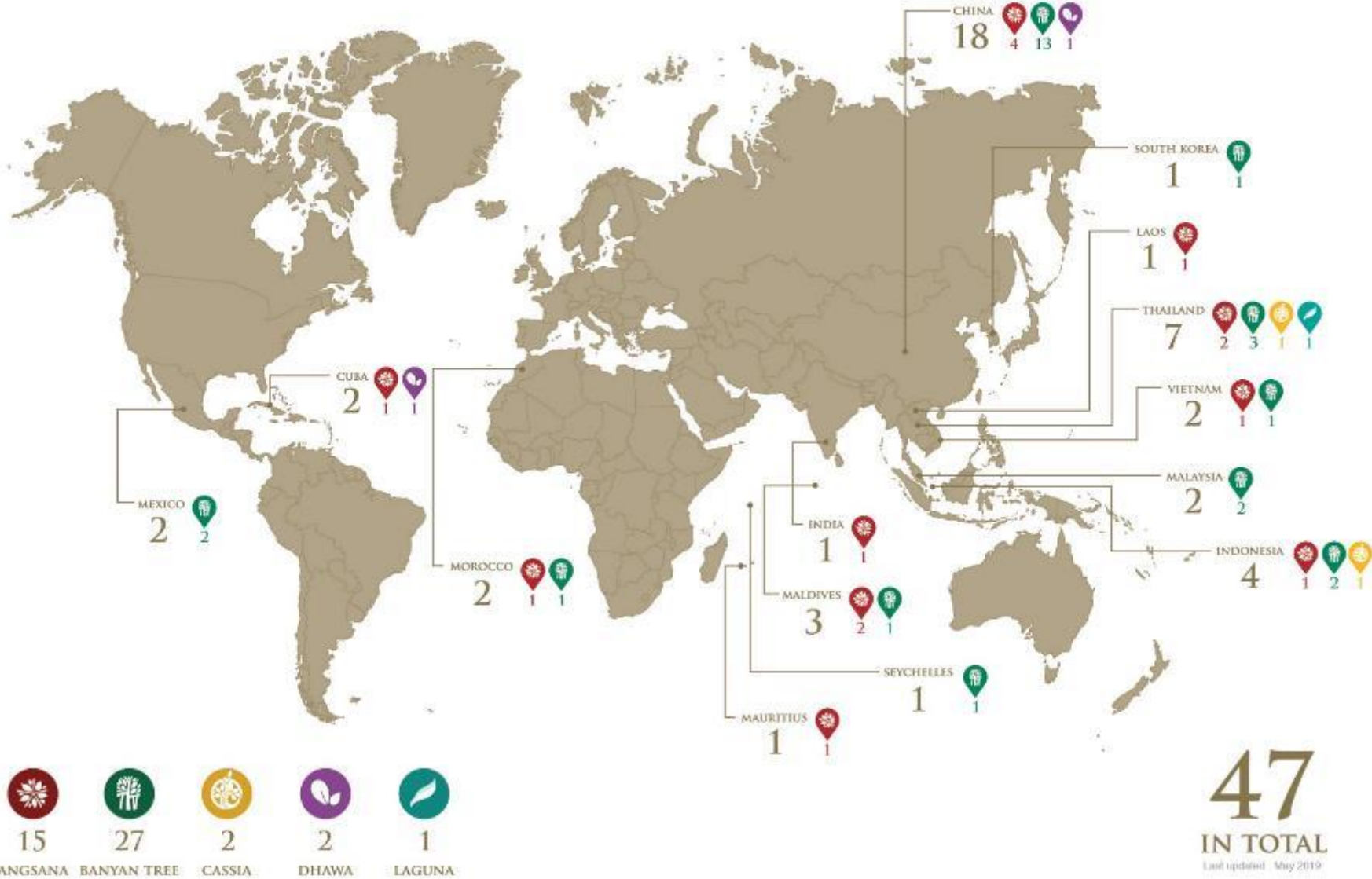


Laguna Resorts and Hotels listed its shares on the Stock Exchange of Thailand.

On 14 June, Banyan Tree Holdings Limited made its debut on the Singapore Exchange.



Hotels & Resorts	Spas	Galleries	Properties
 BANYAN TREE HOTELS & RESORTS	 BANYAN TREE SPA	 BANYAN TREE GALLERY	 BANYAN TREE RESIDENCES
 ANGSANA HOTELS & RESORTS	 ANGSANA SPA	 BANYAN TREE WELLNESS	 ANGSANA RESIDENCES
 CASSIA	 ELEMENTS Spa & Gym by The	 ANGSANA GALLERY	 CASSIA
 DHAWA		 ELEMENTS Spa & Gym by The	 DHAWA
		 MATTER	 LAGUNA PROPERTY





ANGSANA



Maldives



BANYAN TREE



Hangzhou





 Laguna

Lăng Cô

Signature owners program

“Branded residences with exclusive worldwide benefits for owners”

- Dedicated multi-lingual owner services team
- Privileges exclusively for group’s property owners
- Discounts worldwide at resorts, spas, golf, retail galleries
- Invitations to new hotels pre-opening and Banyan Tree events
- Owners can exchange part of their annual owners entitlement for free stays in network (Exchange Programme) *

** Participating properties in hotel managed rental program*





- Overview
- Phuket
- Laguna Phuket
- Location
- Site Plan
- Building and Floor Plans
- Schedule of Finishes
- USPs
- Perspectives
- Owner Privileges
- FAQs



- A new brand of Laguna Resorts & Hotels Plc
- Affordable condominiums
- Low-rise buildings containing approx. 140 units each
- Studio, 1 and 2 bedroom configurations
- Sky pools and gardens on rooftop
- Overlooking Laguna Phuket Golf course and lagoons
- Adjacent to Laguna Park 1 gated estate
- Close proximity to beach, hotels, golf and nearby Boat Avenue / Central Porto de Phuket boutique retail/ dining precinct
- Shuttle bus transport to Laguna Phuket hotels, beach and golf



- South-east Asia's premier tourism destination
- 9 million+ visitors per year
- Within 5 hours flying time of 50% of world's population
- Stunning beaches and gateway to Phang Nga bay
- Historical Phuket town
- Patong nightlife and entertainment
- Modern world class shopping centres (Central Festival, and Jungceylon)
- World class private hospitals (Bangkok Phuket International)
- International schools (British International, United World College)



- Laguna Resorts & Hotels plc (listed on Stock Exchange of Thailand) major investment
- Asia's multi-awarding winning integrated resort and residential community
- 1,000 acres of tropical parkland fronting 3km of Bangtao beach
- Premium hotels and gated communities
- Vast amenities and facilities (spas, golf course, restaurants and bars, Xana Beach Club, shopping and retail galleries)
- Inter-resort transport and tours operation
- Regular sporting events (Triathlon, Marathon, Singha Phuket Golf Open, Muay Thai Fight)
- Cultural events (National Children's Day, Loy Krathong, food and music festival)





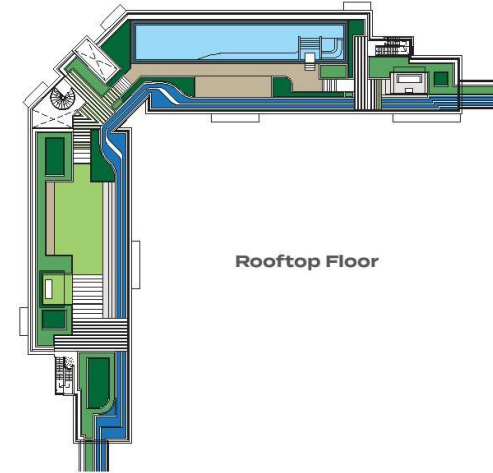
- Phase 1 - three (3) low-rise condominium buildings of seven (7) floors comprising approx. 400 units

Building	Units
A	146
B	142
C	<u>128</u>
Total	416

Unit Type	Unit Mix (%)	Total Area (sqm)	Internal Area (sqm)
Studio	20%	29	25
1 bedroom	40%	31 - 39	28 - 33
2 bedroom	40%	40 - 60	37 - 50
Total	100%		

- Approx. 100 non-allocated parking lots
- Block A and B released for sale, Block C pending
- Selected ground floor units will have separate garden area





- Three (3) types of fit-out to choose from “BASE”, “FITTED” and “FURNISHED”
- “Furnished” option required for short-term (< 30 days) and extended stay rentals (1-6 month)

	Base	Fitted	Furnished
Living / dining			
• Floor (homogenous tiles)	✓	✓	✓
• Walls (plaster and paint)	✓	✓	✓
• Air-conditioning (split system)		✓	✓
• Ceiling fan		✓	✓
• Loose furniture (sofa, table, chairs)			✓
• Artwork and wallpaper			✓
Kitchen			
• Floor (homogenous tiles)	✓	✓	✓
• Walls (plaster and paint)	✓	✓	✓
• Sink and faucet	✓	✓	✓
• Benchtap	✓	✓	✓
• Instant hot water heater		✓	✓
• Backsplash		✓	✓
• Cabinets		✓	✓
• Appliances (hob and hood)		✓	✓
• Appliances (fridge and microwave)		✓	✓
• Cooking and eating utensils			✓

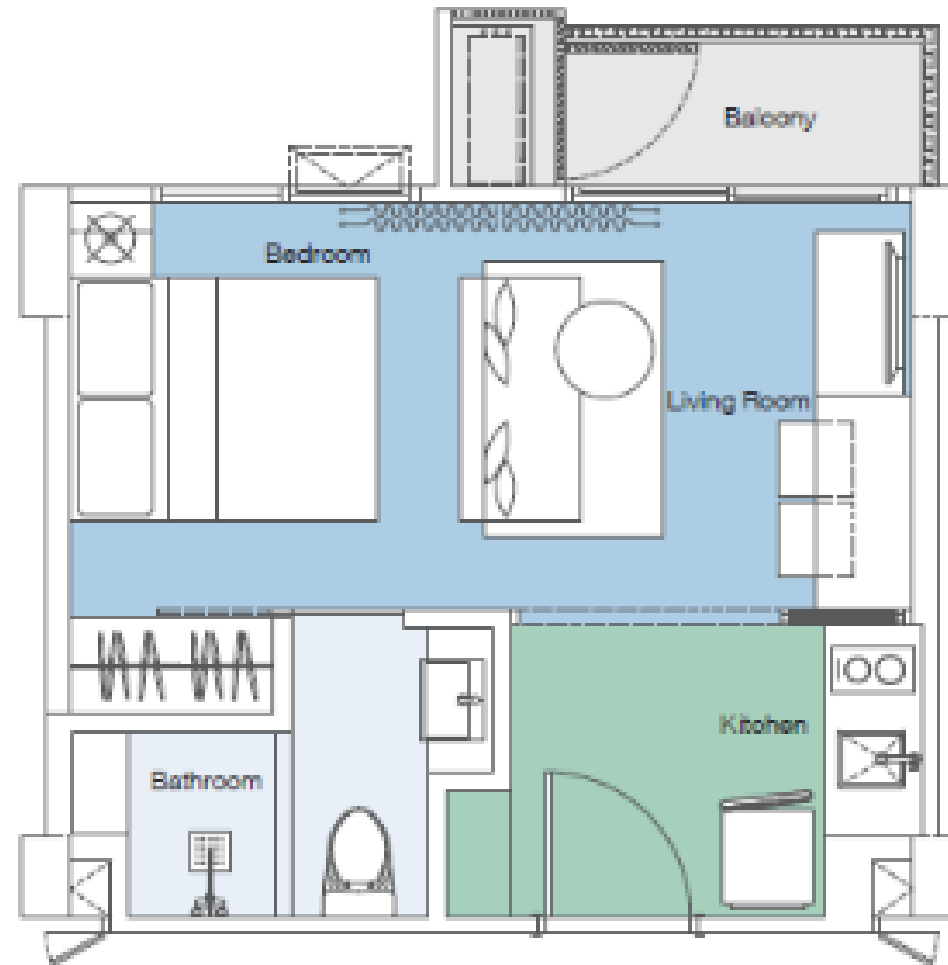
	Base	Fitted	Furnished
Bedroom <ul style="list-style-type: none"> Floor (homogenous tiles) Walls (plaster and paint) Air-conditioning (split system) Wardrobe (open-style) Loose furniture (bed) Bed linen 	<ul style="list-style-type: none"> ✓ ✓ 	<ul style="list-style-type: none"> ✓ ✓ ✓ ✓ 	<ul style="list-style-type: none"> ✓ ✓ ✓ ✓ ✓ ✓
Bathroom <ul style="list-style-type: none"> Floor (homogenous tiles) Walls (plaster and paint) Walls (homogenous tiles ½ height) Wash basin and faucet Vanity cabinet and mirror Toilet and hose spray Shower cubicle (fully tiled) Shower set (hand set) Shower door (tempered glass) Instant hot water heater Towels 	<ul style="list-style-type: none"> ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ 	<ul style="list-style-type: none"> ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ 	<ul style="list-style-type: none"> ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓

1A

-  1-Bedroom
-  1-Bathroom
-  1-Living Room

Internal area : 25 m²
External area : 4 m²
Total area : 29 m²

Studio (5.5 x 4.5 m)

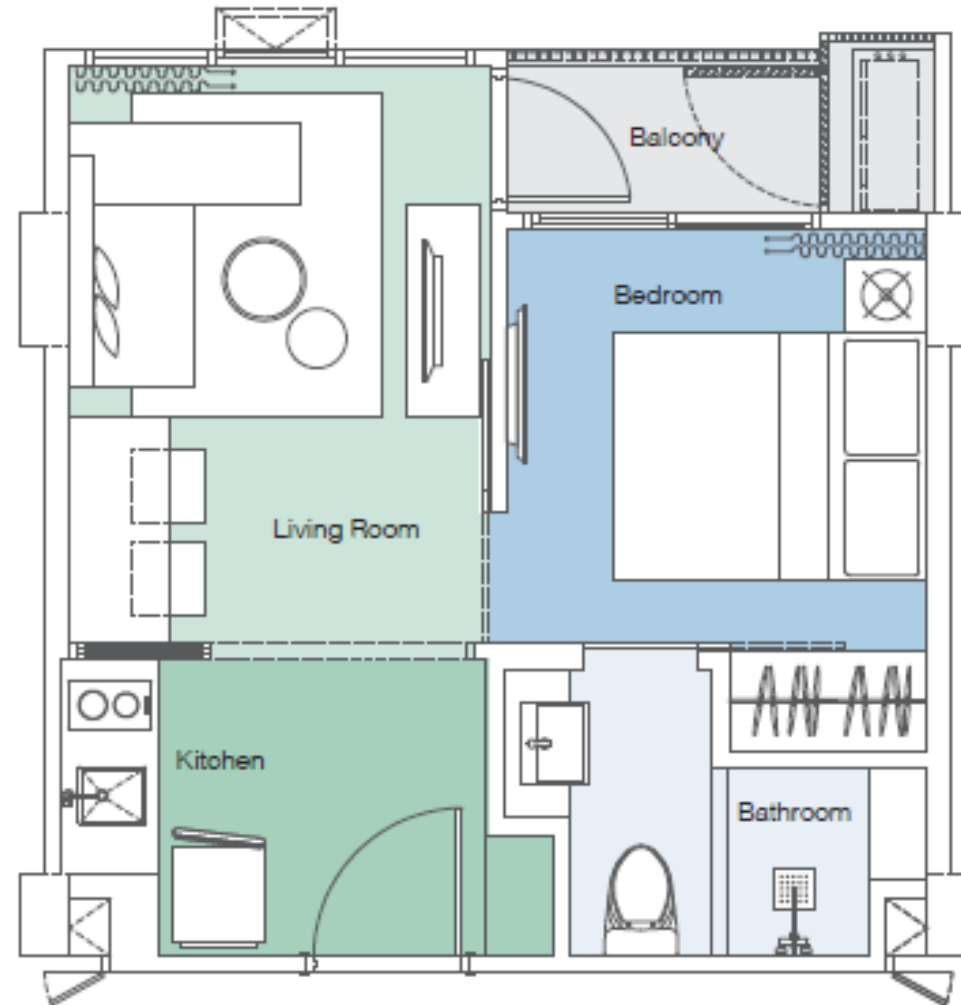


One bed (5.5 x 5.5 m)

1B

-  1-Bedroom
-  1-Bathroom
-  1-Living Room

Internal area : 28 m²
 External area : 3 m²
Total area : 31 m²

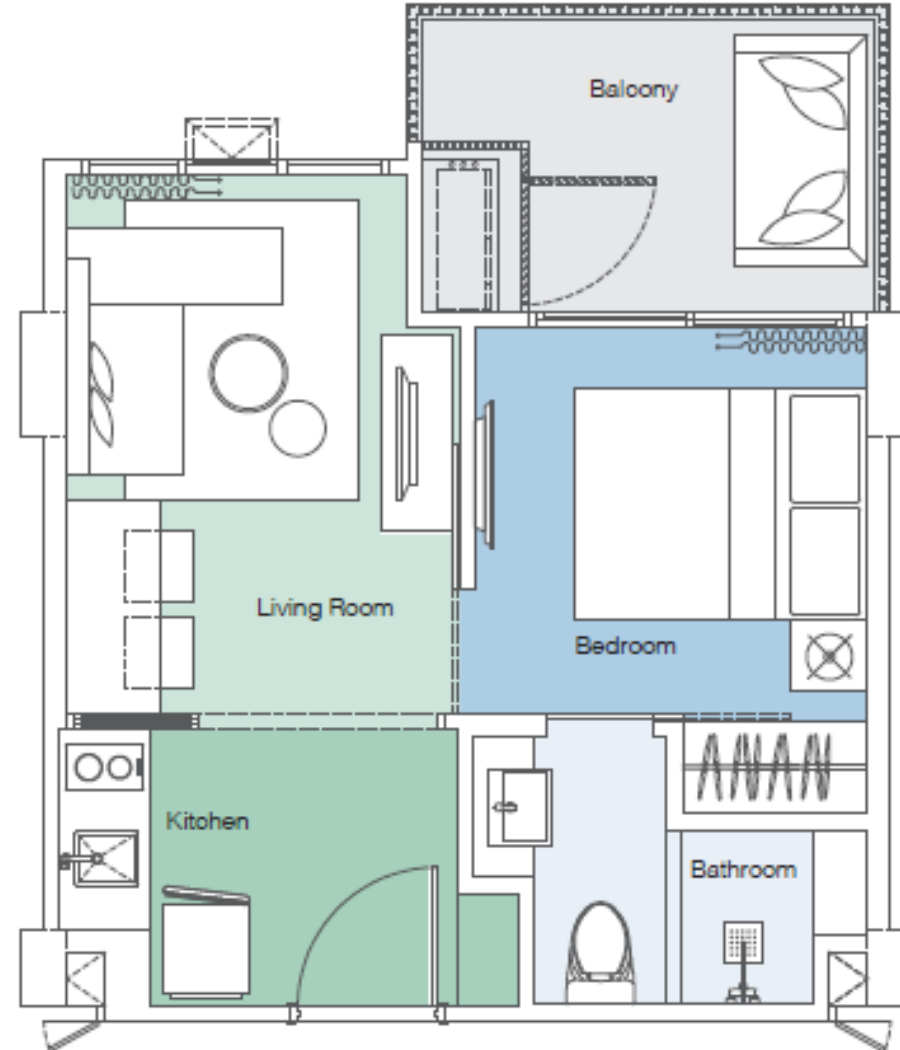


One bed (5.5 x 5.5 m) – extra balcony

1Bx

-  1-Bedroom
-  1-Bathroom
-  1-Living Room

Internal area : 28 m²
 External area : 6 m²
 Total area : 34 m²



1C

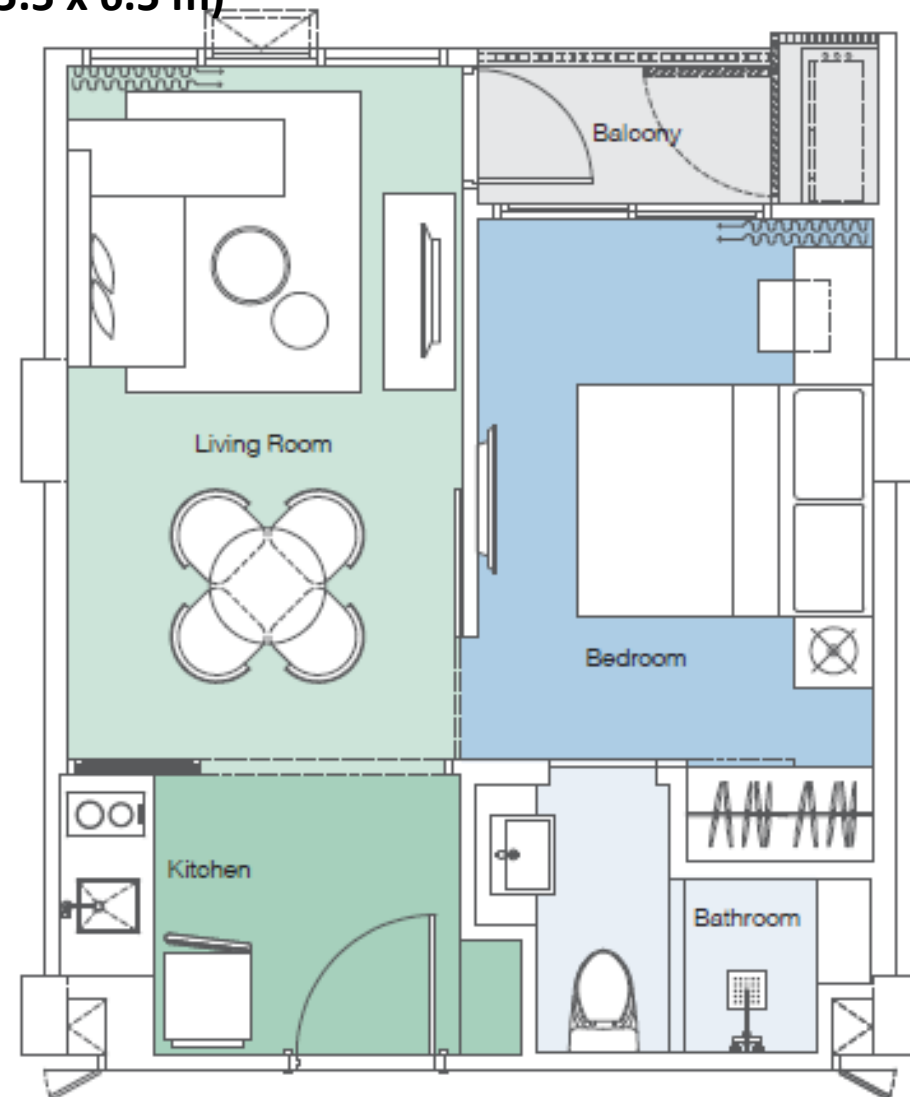
-  1-Bedroom
-  1-Bathroom
-  1-Living Room

Internal area : 33 m²

External area : 3 m²

Total area : 36 m²

One bed (5.5 x 6.5 m)

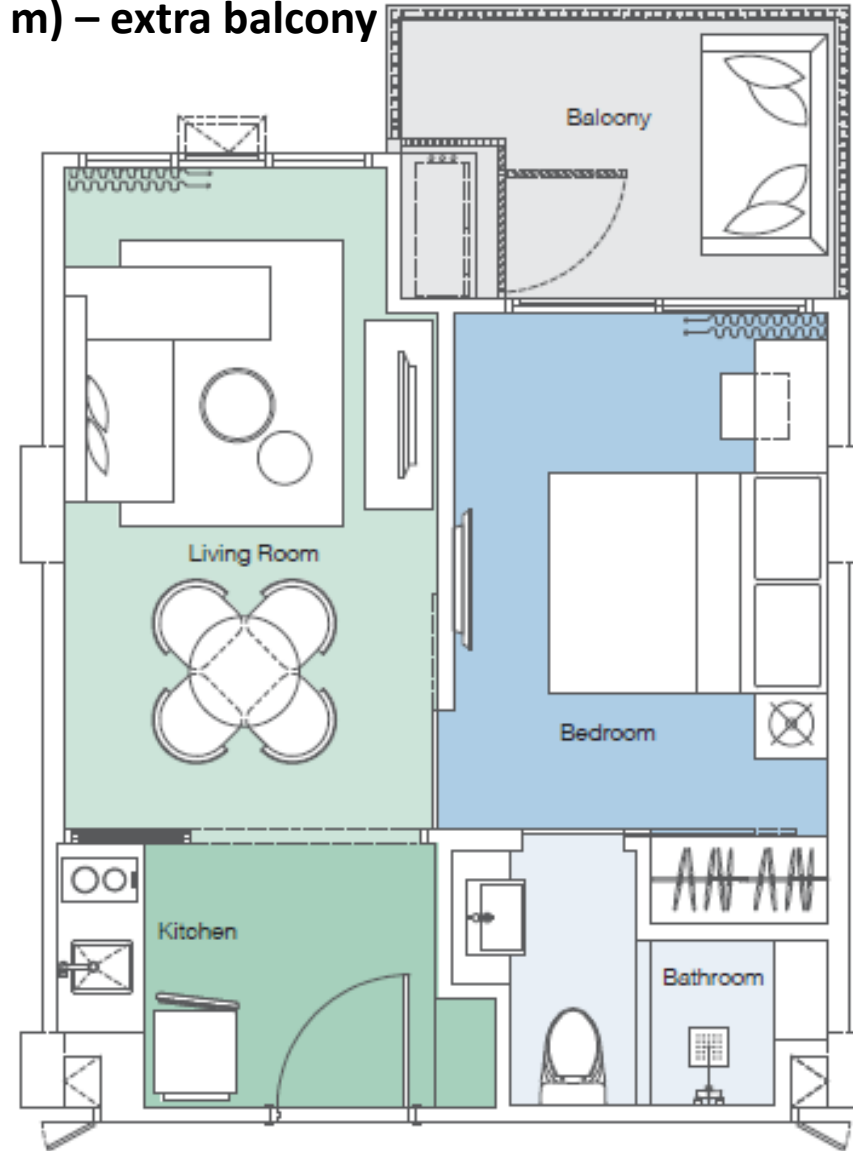


One bed (5.5 x 6.5 m) – extra balcony

1Cx

-  1-Bedroom
-  1-Bathroom
-  1-Living Room

Internal area : 32 m²
 External area : 7 m²
 Total area : 39 m²

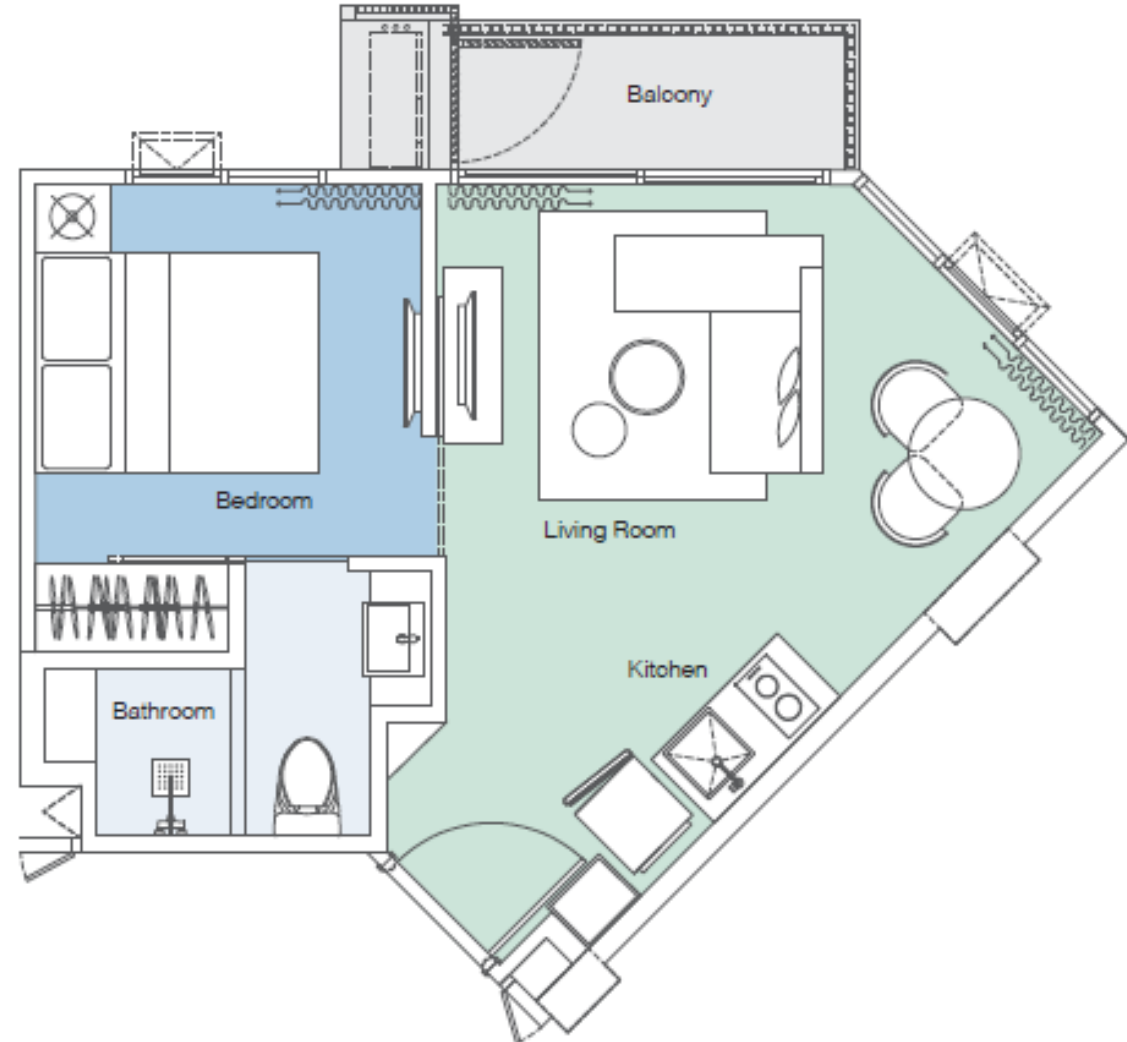


One bed corner (4.5 x 7.4 m)

1D




-  1-Bedroom
-  1-Bathroom
-  1-Living Room

Internal area : 29 m²
 External area : 4 m²
Total area : 33 m²

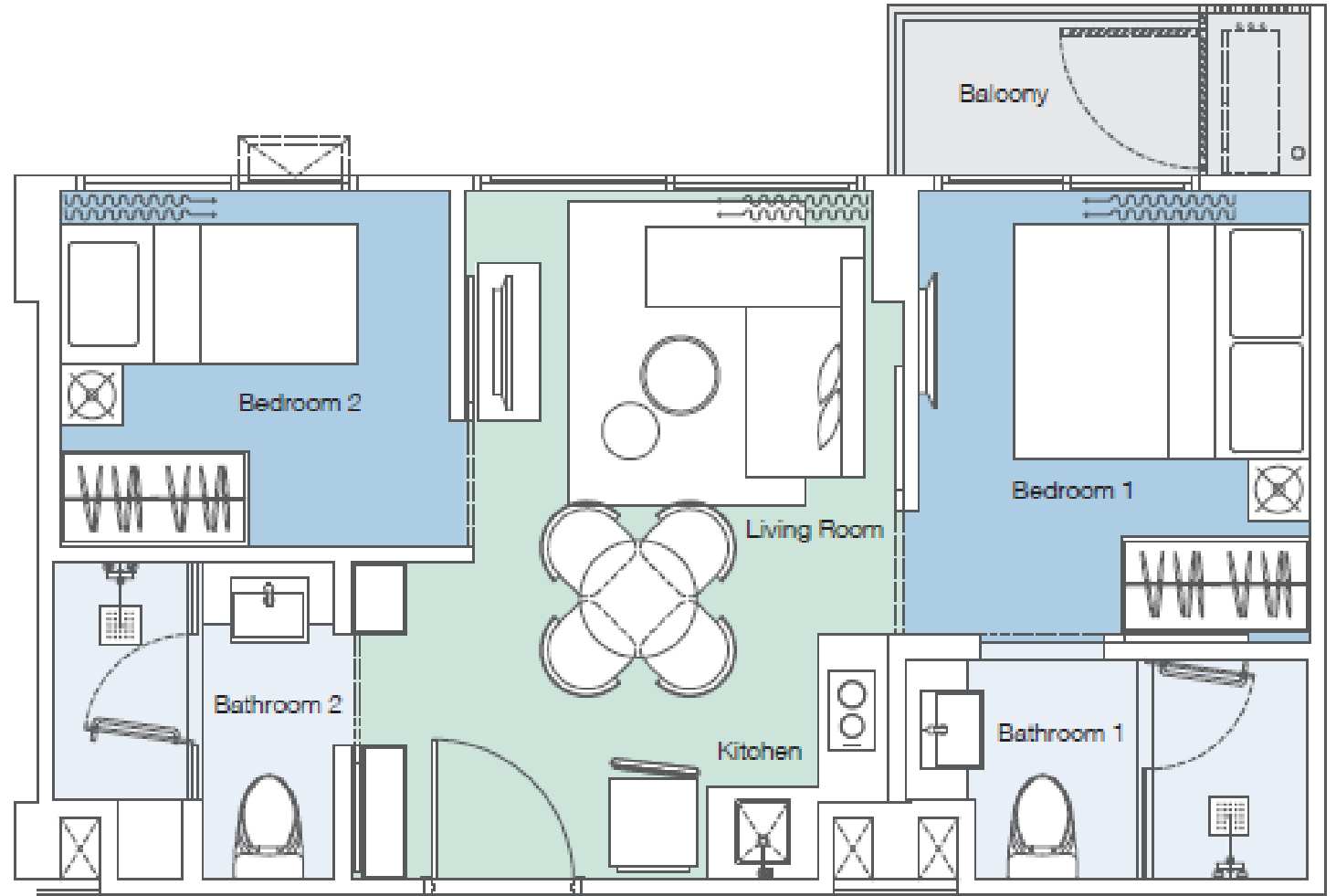


2A-1

Two bed (8.25 x 4.5 m)




-  2-Bedrooms
-  2-Bathrooms
-  1-Living Room

Internal area : 37 m²
 External area : 3 m²
 Total area : 40 m²

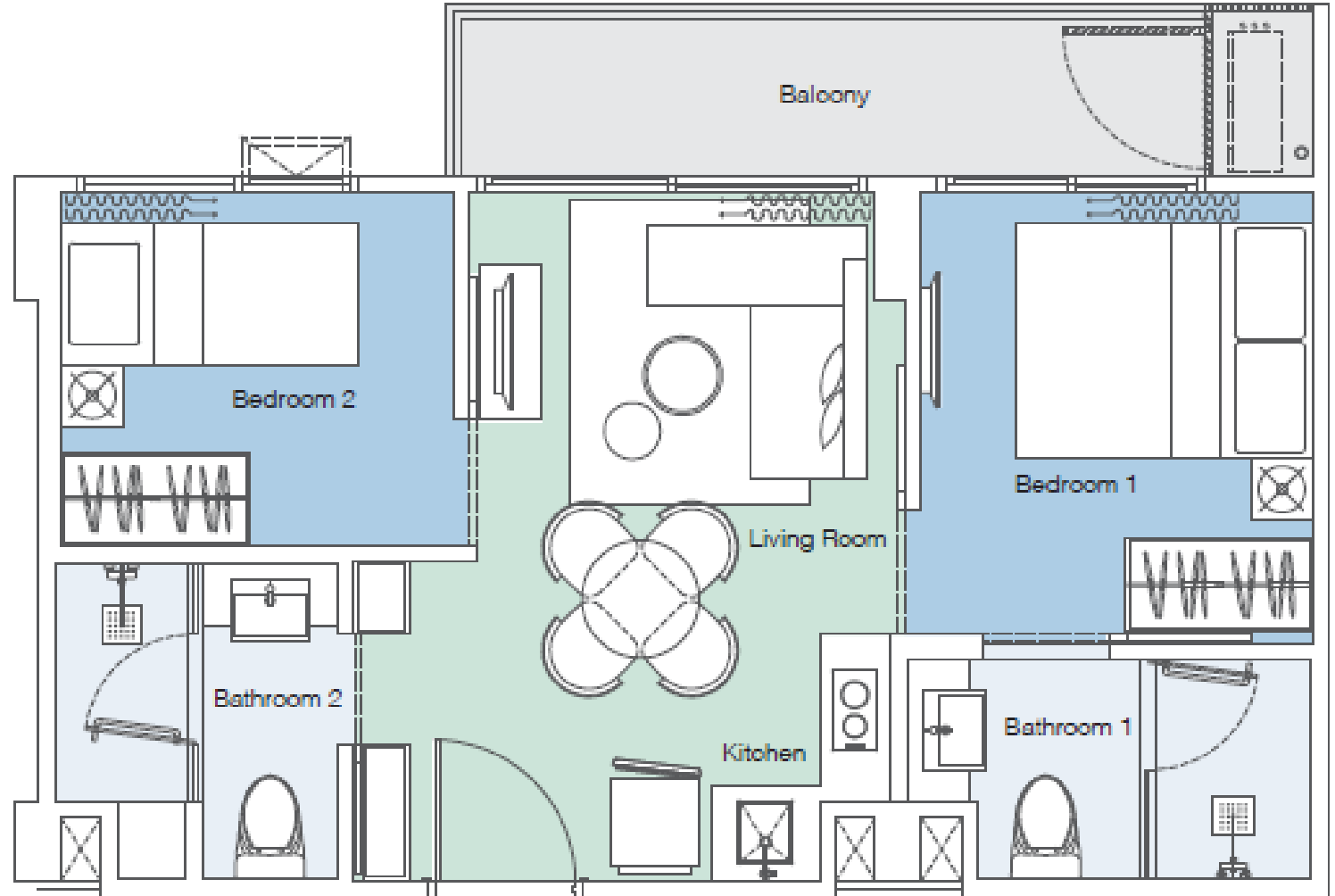


2Ax-1

Two bed (8.25 x 4.5 m) - extra balcony




-  2-Bedrooms
-  2-Bathrooms
-  1-Living Room

Internal area : 37 m²
 External area : 6 m²
 Total area : 43 m²

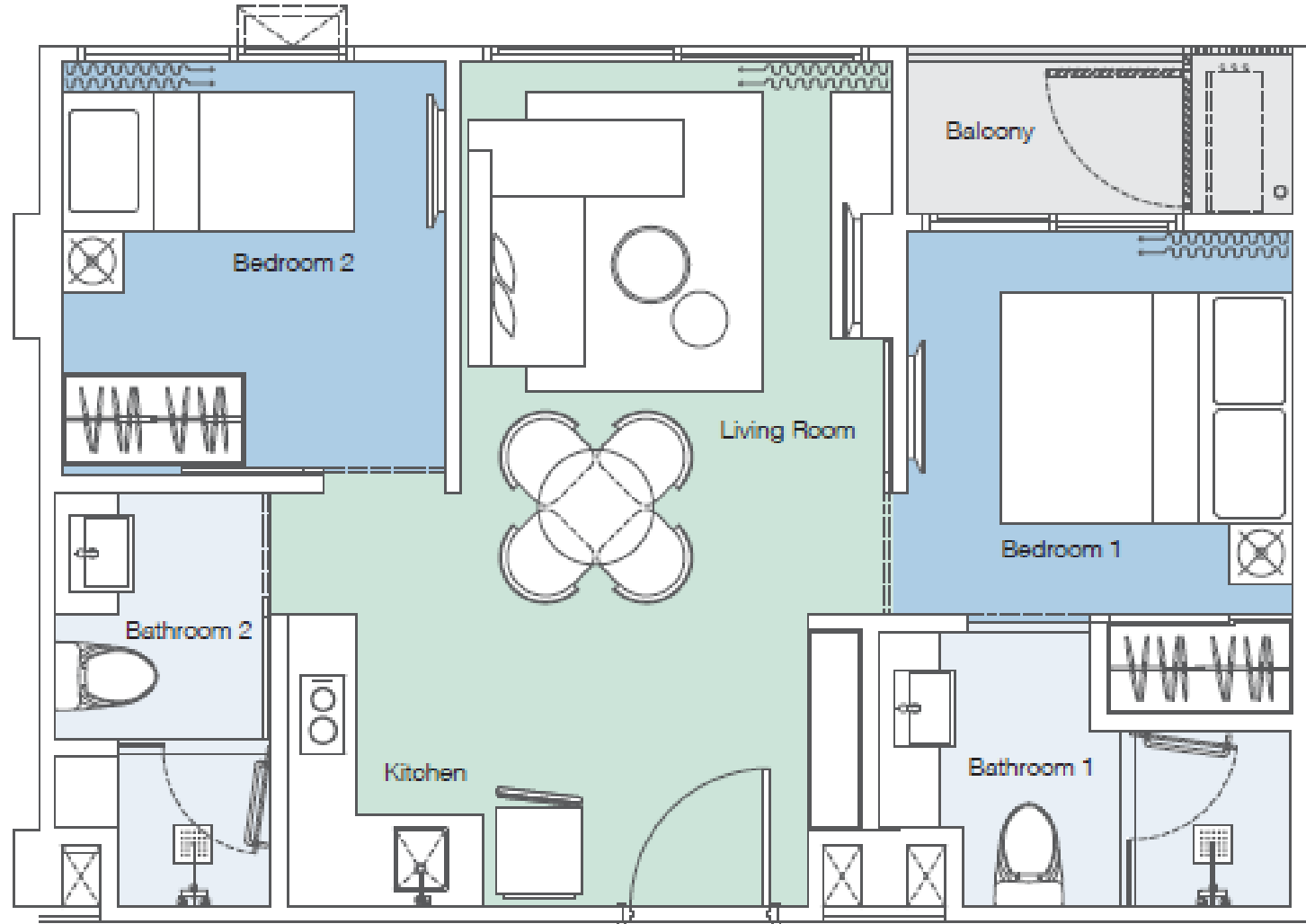


2B-1

Two bed (8.25 x 5.5 m)



-  2-Bedrooms
-  2-Bathrooms
-  1-Living Room

Internal area : 43 m²
 External area : 3 m²
 Total area : 46 m²

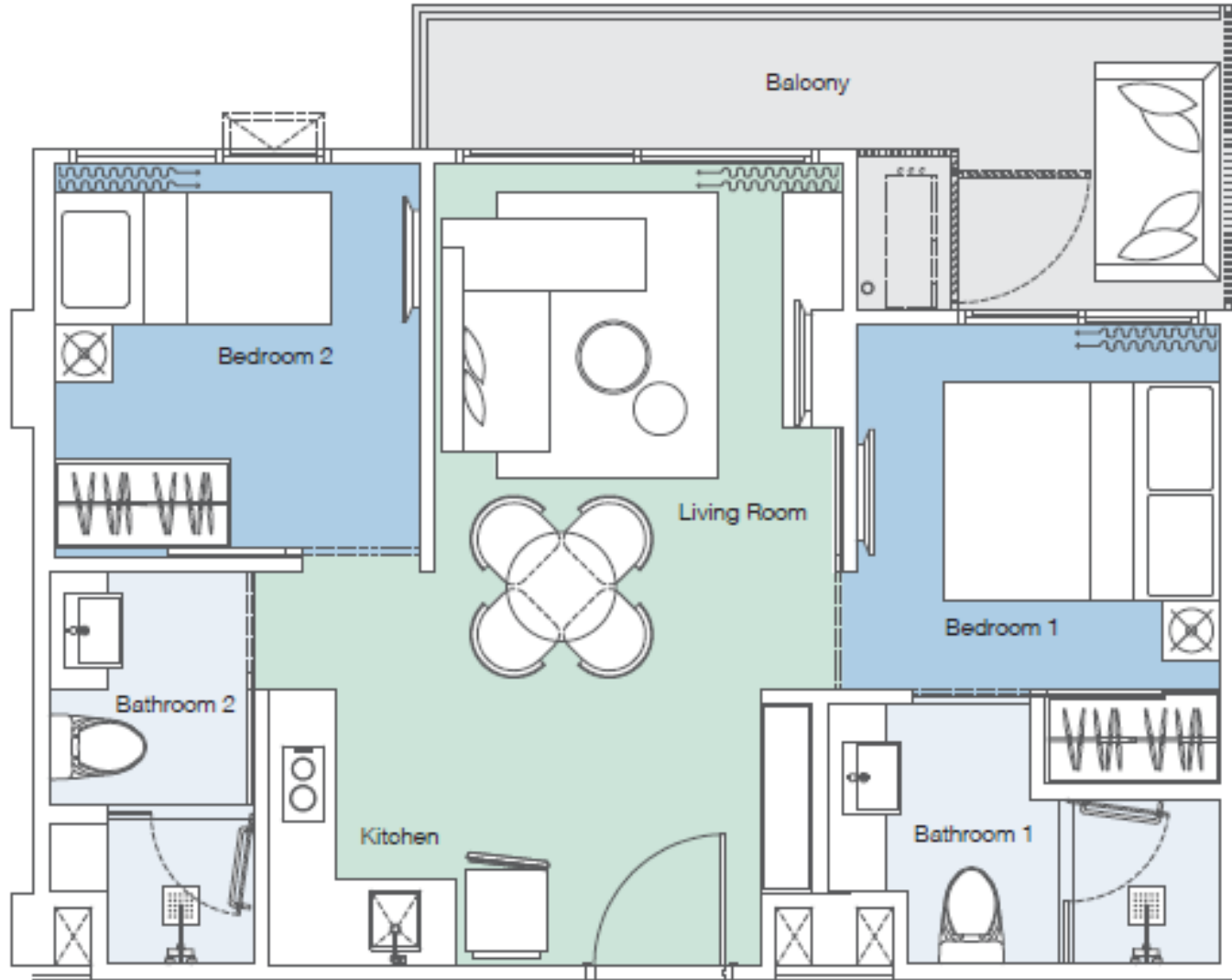


Two bed (8.25 x 5.5 m) – extra balcony

2Bx-1

-  2-Bedrooms
-  2-Bathrooms
-  1-Living Room

Internal area : 42 m²
 External area : 10 m²
 Total area : 52 m²

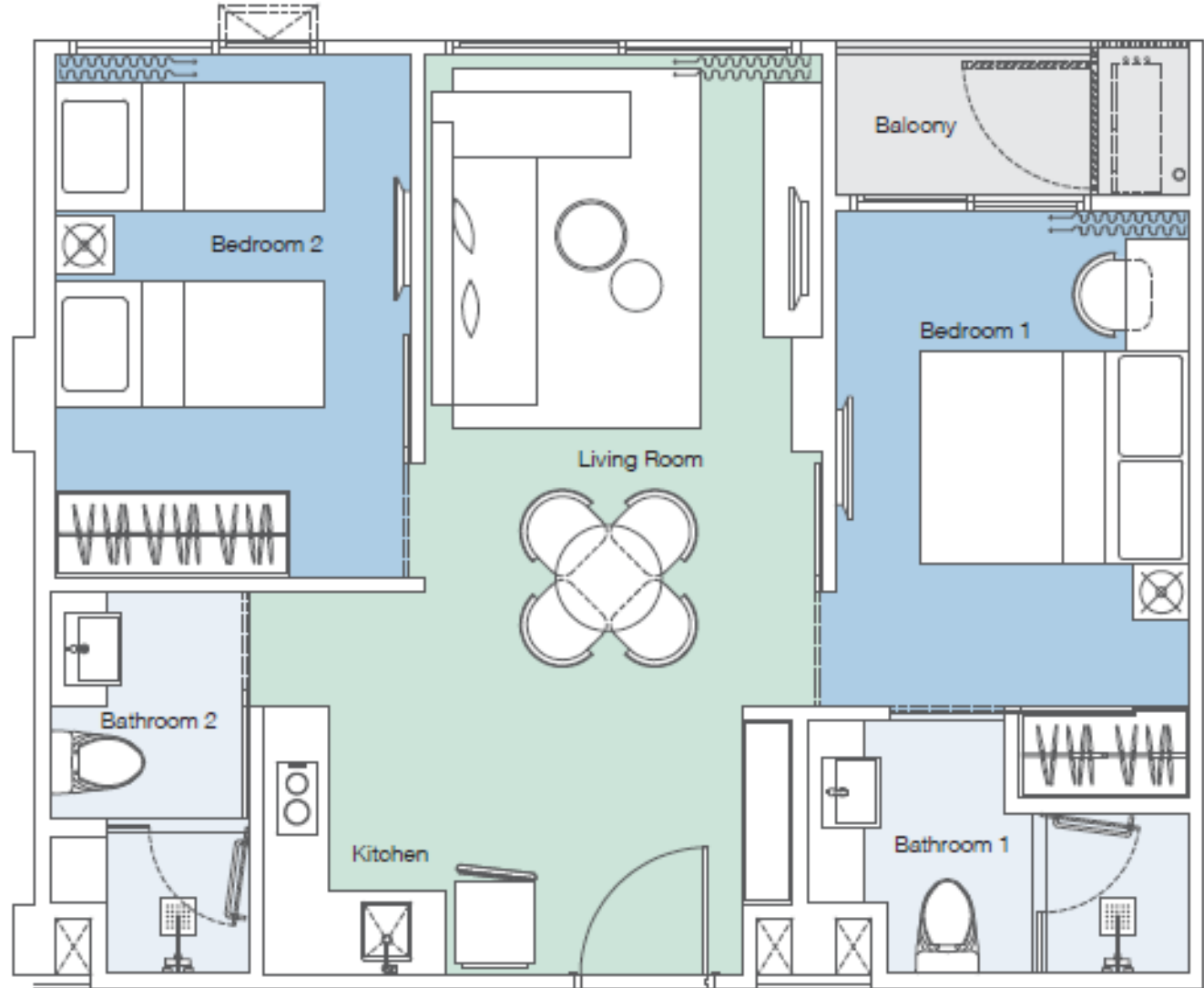


Two bed (8.25 x 6.5 m)

2C-1

-  2-Bedrooms
-  2-Bathrooms
-  1-Living Room

Internal area : 50 m²
 External area : 3 m²
 Total area : 53 m²

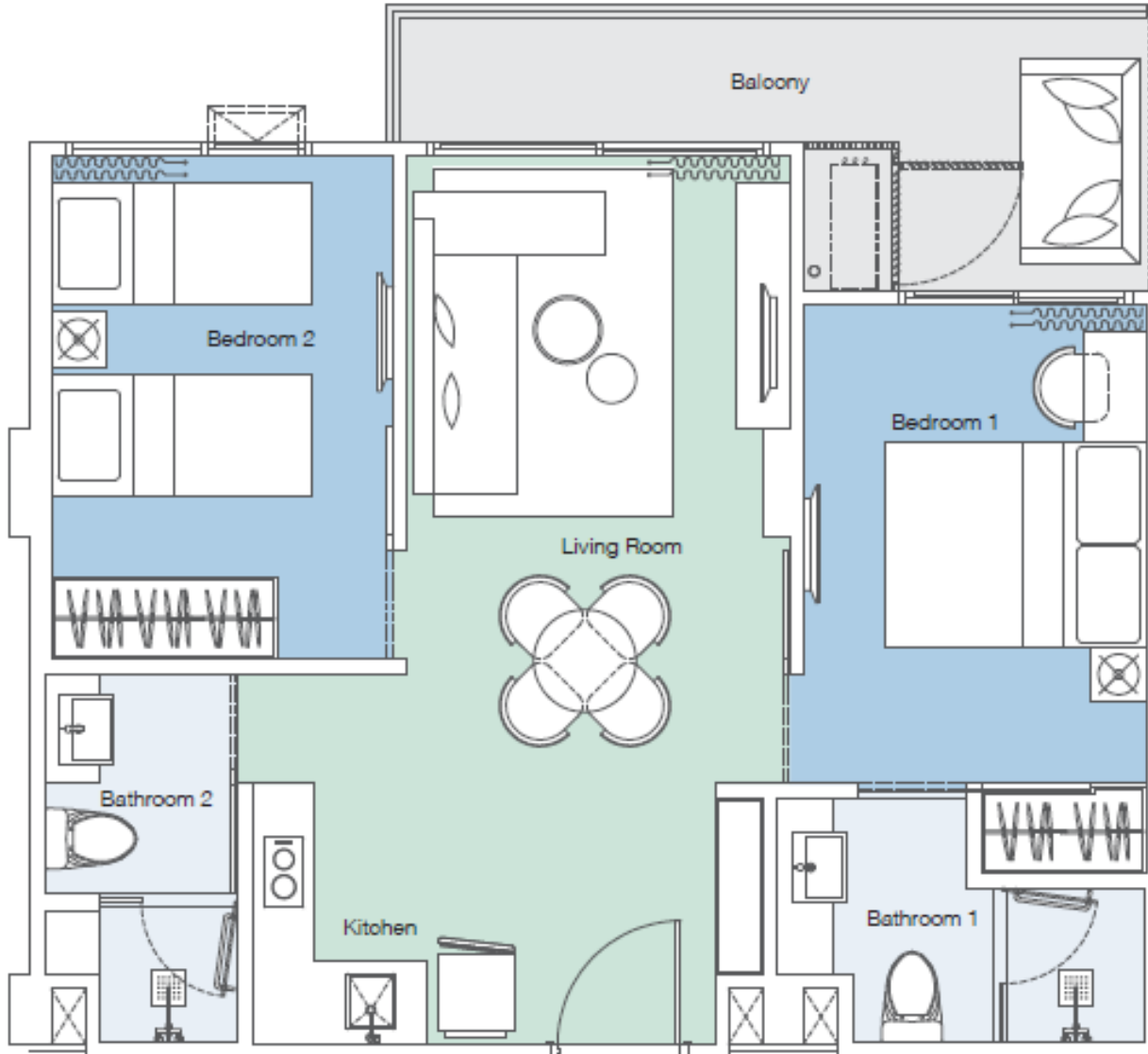


Two bed (8.25 x 6.5 m) – extra balcony

2Cx-1

-  2-Bedrooms
-  2-Bathrooms
-  1-Living Room

Internal area : 50 m²
 External area : 10 m²
 Total area : 60 m²



General	
Internal Walls	Plaster and paint finish
Internal Ceilings	Gypsum with paint finish
Balcony Soffit	Plaster with paint finish
Ceiling Height	Maximized ceiling heights
Entry Door	Solid core with veneer finish
Internal Doors	Hollow core with veneer finish
Air Conditioning	Wall mounted split type (Optional)
Communications	Data and telephone
Television	Free to air television
Hot Water	Hot water heater in shower rooms (Optional)

Living & Dining	
Flooring	Vinyl floor tiles or homogeneous floor tile or equivalent
Lighting	Recess downlight LED

Bedrooms	
Flooring	Vinyl floor tiles or homogeneous floor tile or equivalent
Lighting	Recess downlight LED

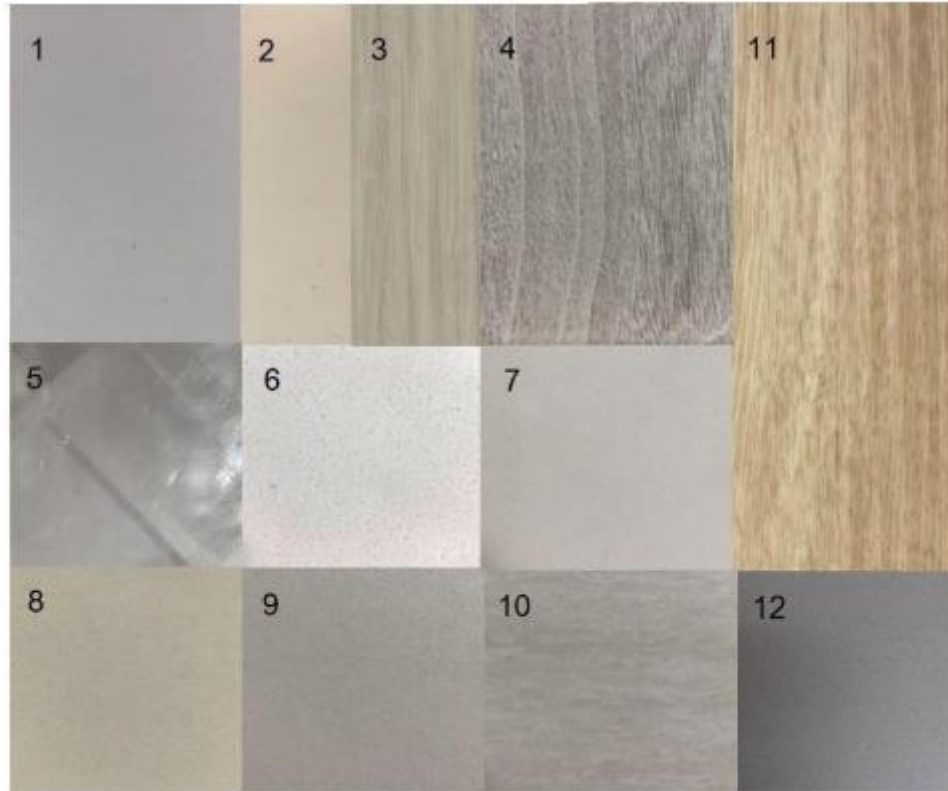
Balconies	
External Balustrade	Painted steel or similar standard
Floor	Homogenous tile

Kitchen	
Flooring	Homogenous tiles
Lighting	Recess downlight LED
Benchtop	Solid surface or equivalent
Splashback	Tile or similar standard
Joinery	PB / Melamine (Optional)
Sink & Tapware	Stainless steel sink and chrome tap

Bathroom, Powder Room & Ensuite (as/where applicable)	
Flooring	Homogenous floor tiles
Walls	Tile to wet areas, plaster paint to dry
Ceiling	Moisture resistant plasterboard with paint finish
Lighting	Recess downlight LED
Tapware	Chrome plated basin tap
Shower	Wall mounted shower mixer set
Sanitary Ware	Ceramic basin and water closet
Ventilation	Mechanically vented

External	
Walls	Plaster and paint finish
Windows & Doors	Aluminium frames powder coated

MATERIAL SELECTION



- 1  **INSIDE KITCHEN CABINET**
Melamine
- 2  **COUNTER KITCHEN CABINET**
Melamine
- 3  **DOOR FINISH**
Laminate
- 4  **HANGING KITCHEN CABINET**
Melamine
- 5  **WARDROBE**
Mirror
- 6  **TOP COUNTER KITCHEN**
Solid Surface
- 7  **FLOOR TILE BATHROOM**
Homogeneous tiles finish
- 8  **KITCHEN BACK SPLASH**
Granito tiles finish
- 9  **FLOOR TILE KITCHEN**
Homogeneous tiles finish
- 10  **WALL TILE BATHROOM**
Granito tiles finish
- 11  **LIVING AREA, BEDROOM**
Vinyl Floor
- 12  **FLOOR TILE BALCONY**
Homogeneous tiles finish

- ✓ Multi-awarding winning developer with 30+ years of experience
- ✓ Listed on Thailand and Singapore Stock exchanges
- ✓ Affordable entry level into exclusive Laguna Phuket
- ✓ Safe and controlled environment
- ✓ Competitively priced versus the market
- ✓ Flexible fit-out options
- ✓ Foreign freehold ownership available
- ✓ Deferred payment plans up to 5 years
- ✓ In the “heart” of Laguna Phuket
- ✓ Overlooking Laguna Phuket Golf course
- ✓ Unique rooftop skypools, gardens and recreation areas including yoga lawn, jogging track and BBQ areas
- ✓ Only 3 mins to beach and 20 mins to Phuket International Airport
- ✓ Walking distance to Boat Avenue and Central Porto de Phuket
- ✓ Worldwide discounts and privileges from Banyan Tree Group’s “Sanctuary Club”
- ✓ Professional management by Laguna including rentals, individual property management services, building facilities and common areas

















One bed



Two bed

Ownership

- Freehold
 - Thai buyers may purchase freehold
 - Foreign buyers may purchase freehold (limited to 49% of the total net sellable area)
 - Registration fees upon transfer of title at 2% of appraisal price payable by buyer
 - Corporate income tax (1% of selling price) and Specific Business Tax (3.3% of selling price) payable by seller
- Leasehold
 - Leasehold available on renewable basis (maximum registered lease term as permitted by law – currently 30 years)
 - Lease registration and stamp duty costs at 1.1% of lease premium payable by lessee
 - Cost of lease renewals will be borne by lessee according to the relevant agreements
 - Leasehold may be transferred subject to terms and conditions
 - Assignment fee payable to lessor
 - New lessee to be bound by terms and conditions of original lease agreement
 - Option to convert to freehold (subject to consent by Lessor and permitted by Thai law)
- Transfer of ownership / registration of lease
 - Approximately 90 days after condominium registration and full payment has been received
 - Early occupation permitted upon completion of construction and connection of utilities

Construction

- Development includes three (3) low-rise buildings (7 floors) comprising 416 condominiums
- Situated on golf course near entrance to Laguna Park 1 in the “heart” of Laguna Phuket
- Land area of approximately 13,000 sqm
- Built area of approximately 25,000 sqm
- Unit types in studio, one and two bedroom configurations ranging in size from 29 – 60 sqm
- Construction start estimated in Q2 2020 / completion Q2 2022
 - 25% completion (9-11 months)
 - 50% completion (13-15 months)
 - 75% completion (17-20 months)
 - 100% completion (20-24 months)
- Five (5) year structure warranty for building
- One (1) year warranty for other materials and built-in furnishings
- Various purchase options
 - Base (limited fixed furnishings and fit-out)
 - Fitted (includes fixed furnishings such as vanity, wardrobes, kitchen cabinets and appliances)
 - Furnished (includes full furniture package – required for short-term rentals)
- No customization permitted until after completion and handover (subject to approval from CJP)

CJP management (by Laguna)

- Infrastructure and common facilities include:
 - Carpark
 - Roof top swimming pool/s and garden/s
 - Minimart / café and storage facilities (adjacent to project)
 - Utilities (eg water, electricity, communications, central TV system)
- Services include:
 - On site concierge
 - 24 hours on-site security
 - Garbage collection
 - Cleaning and maintenance of infrastructure and common facilities
 - Shuttle bus transport
 - Any other services required for benefit of owners (eg pest control)
- Common area fees estimated at THB 600 per square metre per year (or THB 50 per month)
 - 1 bed unit @ 30-40 sqm = THB 1,500 – 2,000 per month
 - 2 bed unit @ 40-60 sqm = THB 2,000 – 3,000 per month
- Special fund THB 100 per square metre per year
 - 1 bed unit @ 30-40 sqm = THB 3,000 – 4,000 per year
 - 2 bed unit @ 40-60 sqm = THB 4,000 – 6,000 per year

Rules & regulations

- **Use of private property**
 - Owner shall use for residential purposes only (rentals < 6 months available exclusively from Laguna)
 - No modifications of structure or exterior façade is permitted
 - No hanging of equipment or materials that extend outside of the building
 - Pets are prohibited
 - Owners shall maintain the property in a tidy and sanitary condition
 - Storage of hazardous materials or unlawful substances are prohibited
 - Cars and vehicles must be parked in designated parking areas
- **Use of common property**
 - Owner shall not build or alter common property
 - No car or vehicle repairs permitted
 - No oversized vehicles or drones permitted (unless approved for specific period by manager)
 - Smoking permitted in designated areas only

Property management (by Laguna)

- Services to individual owners include:
 - Pest control
 - Routine and preventative maintenance
 - Housekeeping / maid service
 - Rentals (rentals < 6 months exclusively by Laguna / rentals > 6 months permitted directly by owner)

Rules & regulations

- **Future hotel use of condominium**

- The developer reserves the right to retain units in the building for future serviced apartment hotel use
- Buyers to provide irrevocable consent to obtain hotel license

- **Rentals**

- Rental conditions are as follows:

Rental term	Conditions
> 6 months	No restrictions
1 – 6 months	Exclusively through Laguna Rentals
< 1 month	Must be part of hotel rental program

- Owners are prohibited from advertising, marketing or renting their units for < 6 months or participating in a short-term rental program other than through exclusive rental services through Laguna Rentals and/or Skypark Phuket
- Laguna Rentals commission is 10-15% of rental income

Rentals *(for illustrative purposes only on should not be relied upon or represent actual returns achievable)*

Short-term (< 1 month)			
Unit type	Studio	One Bed	Two Bed
Area sqm (avg)	29	35	50
CAM fee THB psm/year	600	600	600
Sinking fund THB psm/year	100	100	100
Furnished			
Avg Price (THB 000)	3700	4200	6000
<u>Peak Season (30 days)</u>			
- Occupancy %	90%	90%	90%
- Daily rate (THB)	2800	3200	4600
- Rental (THB 000)	76	86	124
<u>High Season (60 days)</u>			
- Occupancy %	75%	75%	75%
- Daily rate (THB)	2300	2600	3700
- Rental (THB 000)	104	117	167
<u>Normal Season (275 days)</u>			
- Occupancy %	50%	50%	50%
- Daily rate (THB)	1400	1600	2250
- Rental (THB 000)	193	220	309
Annual gross rental (THB 000)	372	423	600
Less Property management fee @ 50%	<u>186</u>	<u>212</u>	<u>300</u>
Adjusted annual gross rental (THB 000)	186	212	300
Gross yield %	5.0%	5.0%	5.0%
CAM fee + Sinking Fund (THB 000)	20	25	35
Annual net rental (THB 000)	166	187	265
Net yield %	4.5%	4.5%	4.4%

Assume tenant pays for utilities based upon metered consumption

Amounts are before relevant taxes which may be applicable on rental income

Rental service and collection fee for extended stay lets approx 10-15%

Extended stays (1-6 months)			
Unit type	Studio	One Bed	Two Bed
Area sqm (avg)	29	35	50
CAM fee THB psm/year	600	600	600
Sinking fund THB psm/year	100	100	100
Furnished			
Avg Price (THB 000)	3700	4200	6000
<u>High Season (Dec-Feb)</u>			
- Rent/month (THB 000)	30	35	49
- No. of months	3	3	3
- Rental (THB 000)	90	105	147
<u>Normal Season (Apr, Jul-Aug, Nov)</u>			
- Rent/month (THB 000)	25	30	40
- No. of months	2	2	2
- Rental (THB 000)	50	60	80
<u>Low Season (Mar, May-Jun, Sep-Oct)</u>			
- Rent/month (THB 000)	20	23	33
- No. of months	2.5	2.5	2.5
- Rental (THB 000)	<u>50</u>	<u>58</u>	<u>83</u>
Annual gross rental (THB 000)	190	223	310
Gross yield %	5.1%	5.3%	5.2%
CAM fee + Sinking Fund (THB 000)	20	25	35
Annual net rental (THB 000)	170	198	275
Net yield % before other expenses	4.6%	4.7%	4.6%

Assume property management fee at 50% for short-term rental (check-in/out, cleaning, room amenities, utilities, etc)

Amounts are before relevant taxes which may be applicable on rental income

Rentals *(for illustrative purposes only on should not be relied upon or represent actual returns achievable)*

Long-term (> 6 months)			
Unit type	Studio	One Bed	Two Bed
Area sqm (avg)	29	35	50
CAM fee THB psm/year	600	600	600
Sinking fund THB psm/year	100	100	100
Fitted			
Avg Price (THB 000)	3400	3800	5500
Rent/month (THB 000)	<u>15</u>	<u>17</u>	<u>23</u>
Annual gross rental (THB 000)	180	200	280
Gross yield %	5.3%	5.3%	5.1%
CAM fee + Sinking Fund (THB 000)	20	25	35
Annual net rental (THB 000)	160	176	245
Net yield %	4.7%	4.6%	4.5%
Furnished			
Avg Price (THB 000)	3700	4200	6000
Rent/month (THB 000)	<u>17</u>	<u>19</u>	<u>26</u>
Annual gross rental (THB 000)	200	225	310
Gross yield %	5.4%	5.4%	5.2%
CAM fee + Sinking Fund (THB 000)	20	25	35
Annual net rental (THB 000)	180	201	275
Net yield %	4.9%	4.8%	4.6%

Assume tenant pays for utilities based upon metered consumption

Amounts are before relevant taxes which may be applicable on rental income

Rental service and collection fee for long-term lets equals one month rent

Owner benefits

- Sanctuary Club *
 - Complimentary enrollment
 - Discounts and privileges worldwide in resorts, spas and galleries
 - Multi-lingual owner services team
 - Invitations to events including new hotel pre-openings
- Access to Laguna Phuket *
 - Direct access to Laguna Phuket amenities such as shuttle bus, gym, restaurants, spa and beach area (pool restricted)
- On-site concierge who can arrange services upon request (eg housekeeping, maintenance, etc)

** Terms and conditions apply*

Payment terms

- Option 1 – 100% payable during construction

Construction Payment Term	Of Selling Price
1st Payment upon signing contract	20%
2nd Payment when construction is 25% complete ¹	20%
3rd Payment when construction is 50% complete ²	20%
4th Payment when construction is 75% complete ³	20%
5th Payment upon completion of construction	20%
Total	100%

- Option 2 – 50% payable during construction with 50% deferred payment over 1, 3 or 5 years

Deferred Payment Plan	Of Selling Price
1 st Payment upon signing contract	20%
2 nd Payment when construction is 50% complete ¹	10%
3 rd Payment when construction is 75% complete ²	10%
4 th Payment upon completion of construction ³	10%
Post construction payments⁴	50%

¹ Concrete structure substantially completed

² Roof, brickwork and rendering substantially completed

³ Electrical conduits, and pipe work and plastering substantially completed

⁴ Subject to interest at 3% (1 year), 5% (3 years), 7% (5 years)



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THANK YOU