



LAY pearl

BY PORJAI GROUP DEVELOPMENT CO.,LTD

LAY PEARL RENTAL PROGRAM



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Option 1

7% Rental Guarantee Return On Investment

The Leaseback rental guarantee return program will involve dealing enquiry from The Seller desires to lease the property for use in its rental scheme arrangement at the Lay pearl Villa and the Buyer agrees to grant a lease to the Property Management for this purpose on these terms:

- The Buyer shall lease the Leased Premises to the Seller for a term of 1-3 (One-Three) years beginning
- The Buyer may use the Leased Premises up to fourteen (14) days per calendar year
- The Buyer knows and agrees that during the Fourteen (14) permitted days of stay per calendar year, the Seller has the right to reserve and deny access to the Leased Premises for the Owner during different periods of time as follows:

| SEASON | DATES |
|--------------------|---|
| <u>High Season</u> | 1 November – 20 December & 15- January – 30 April |
| <u>Peak Season</u> | 21 December – 14 January |
| <u>Other</u> | Chinese New Year |



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Option 2

Lay pearl Rental Program Summary

We will also offer professional rental management services for owners who would like to earn income from their property's investment. We can offer your property for rent whenever you do not wish to occupy your property yourself. We do not have any registrations of occupancy for the owners, so you can come to stay in your property whenever you want, and when you are away, we will rent out your property.

The rental management program will involve dealing enquiry from the clients, managing all booking, handling client complaints and rental service, arrange tenant rental payment.

- Website promotion and rental booking of your villa.
- Promotion of your villa to rental agents.
- Welcome drinks for the tenants.
- Bill payment.
- Agent 's commission is 40% of gross rental income.

Rental Projection

(All amounts are in THB)

| Short Term Rental / Type: | | Short Term | Long Term |
|-----------------------------------|-----|---------------------|---------------------|
| Bedroom | | 3 Bed 4 Bath | 3 Bed 4 Bath |
| Sq.m | | 428 | 428 |
| Selling Price | | 24,964,000 | 24,964,000 |
| Revenue before Tax | | 6,452,250 | 3,600,000 |
| Total ROI % | | 26% | 14% |
| Rental Management Fee | 40% | 2,580,900 | 1,440,000 |
| Common Area Fee 0.00 thb per sq.m | 0 | - | - |
| Total Expense | | 2,580,900.00 | 1,440,000.00 |
| Gross Rental Income | | 3,871,350.00 | 2,160,000.00 |
| Total ROI % | | 16% | 9% |

| Projected Occupancy | % | Short Term Rental | | | | Long Term Rental | | | |
|--------------------------------------|------------|-------------------|------------------|------------------|------------------|------------------|----------|-----------|------------------|
| Season | | Low Season | Hight Season | Peak Season | Total Revenue | 3 months | 6 months | 12 months | Total Revenue |
| Rate / Night | | 15,000 | 25,000 | 40,000 | | 350,000 | 300,000 | 250,000 | 300,000 |
| Dates | | 153 | 150 | 62 | 365 | | | | |
| Occupancy | | 45% | 85% | 90% | 73% | | | | |
| House Sold | | 69 | 128 | 56 | 252 | | | | |
| Total Revenue | | 1,032,750 | 3,187,500 | 2,232,000 | 6,452,250 | - | - | - | 3,600,000 |
| <u>Gross operated depts.</u> | | | | | | | | | |
| Room | 6% | 61,965 | 191,250 | 133,920 | 387,135 | | | | 216,000 |
| Utilities | 5% | 51,638 | 159,375 | 111,600 | 322,613 | | | | 180,000 |
| Loyalty Program Fee | 1% | 10,328 | 31,875 | 22,320 | 64,523 | | | | 36,000 |
| Maintenance | 3% | 30,983 | 95,625 | 66,960 | 193,568 | | | | 108,000 |
| <u>Undistributed OP expenses</u> | | | | | | | | | |
| Administration & Genaral | 2% | 20,655 | 63,750 | 44,640 | 129,045 | | | | 72,000 |
| Sales & P.R | 5% | 51,638 | 159,375 | 111,600 | 322,613 | | | | 180,000 |
| Marketing FEE (Agent / OTA) | 15% | 154,913 | 478,125 | 334,800 | 967,838 | | | | 540,000 |
| Bank Fee | 3% | 30,983 | 95,625 | 66,960 | 193,568 | | | | 108,000 |
| Total operated dept. expenses | 40% | 413,100 | 1,275,000 | 892,800 | 2,580,900 | - | - | - | 1,440,000 |
| Income after OP expenses | | 619,650 | 1,912,500 | 1,339,200 | 3,871,350 | - | - | - | 2,160,000 |

Cleaning, laundry, water & electric to be charged separately, NOT included in the long term discounted rated Exact price and available will be given upon booking enquiry based on the total length of stay and seasonal rates

*All prices and return are for indication only