



BANYAN TREE
BEACH RESIDENCES
NAMMU

INFORMATION BRIEFING



- About Banyan Tree
- Our Brands
- Global Network
- The Sanctuary Club
- Banyan Tree Grand Residences – Beach Terraces

About Banyan Tree



- A leading, international multi-award winning hospitality brand that manages and develops premium resorts, hotels, residences and spas
- Over three decades of experience
 - 50+ hotels and resorts
 - 60+ spas
 - 60+ retail galleries
 - 3,000+ properties developed
 - 6,000+ properties in pipeline
 - 3 golf courses
 - 1 destination club





MISSION

Banyan Tree is committed to developing exemplary service and a unique retreat experience to each valued guest. As a company with a global focus and strong brand positioning, our mission is to constantly surpass the expectations of our guests, creating opportunities for future growth and financial success for our investors and esteemed partners.



PHILOSOPHY

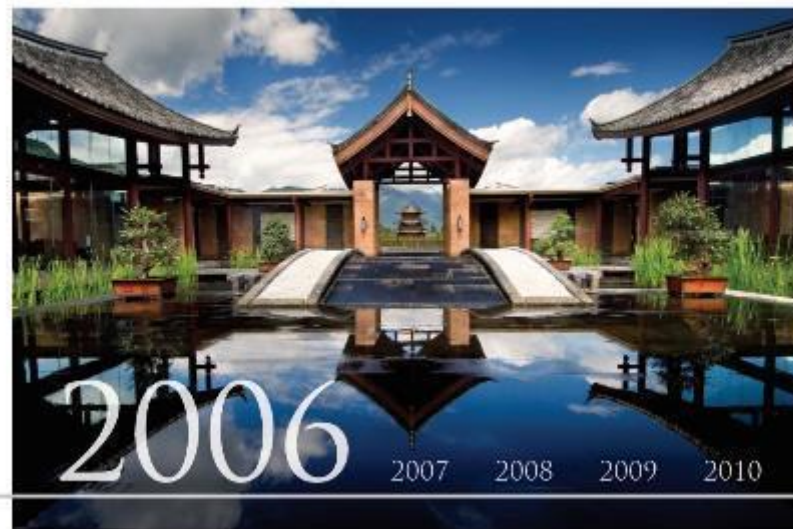
Our philosophy is based on providing a place for rejuvenation of the body, mind and soul – a Sanctuary for the Senses. Placing special emphasis on providing guests with a sense of place, each property is designed to fit into its natural surroundings, using indigenous materials as far as possible and reflecting the landscape and architecture of the destination.

Stock Exchange Listing



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.





EXPANDING OUR MISSION

Centered on our Brand DNA of
Wellbeing, Sustainability,
Sense of Place
and our
Stay for Good Programme

Serving customers' need-states,
with common core values

Global Network - Hotel

OUR GLOBAL PORTFOLIO

BANYAN TREE GROUP | ANNUAL REPORT 2011

Resorts/Hotels Spas

23
Countries

2,921
Awards Won to Date

55
Resorts/Hotels

63
Spas

64
Galleries

7,970
Room Keys

North America

6 3

Cuba
2

Mexico
4 3

Europe

1 4

Ireland
2

Portugal
1

Greece
1 1

Asia

45 52

Africa

3 4

Mauritius
1 1

Monocco
2 2

South Africa
1

China
21 25

Indonesia
3 2

Laos
1 1

Qatar
1 2

Sri Lanka
1

Guam
1

Japan
1

Malaysia
3 3

Singapore
1

Thailand
9 6

India
1 2

Kuwait
1

Maldives
3 3

South Korea
1 1

Vietnam
2 2

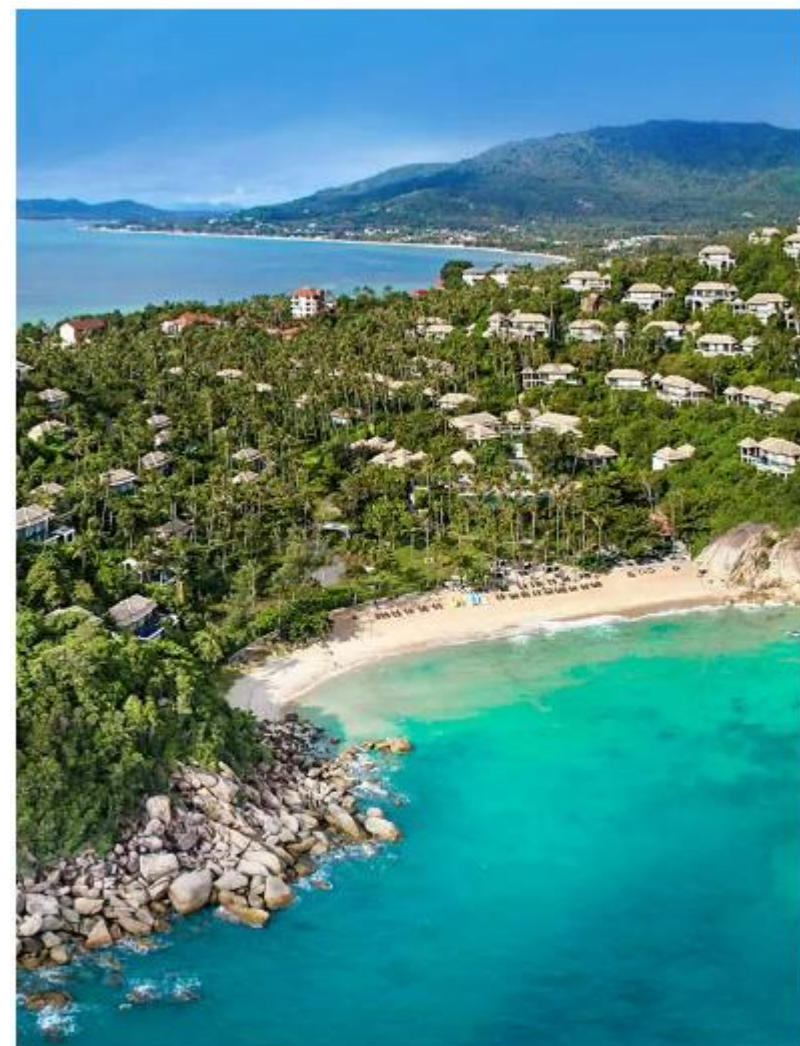
Thailand



Banyan Tree Bangkok



Banyan Tree Phuket



Banyan Tree Samui



Banyan Tree Hangzhou



Angsana Xishuangbanna



Banyan Tree Yangshuo

Other destinations – Asia Pacific



Banyan Tree Lăng Cô



Angsana Ihuru

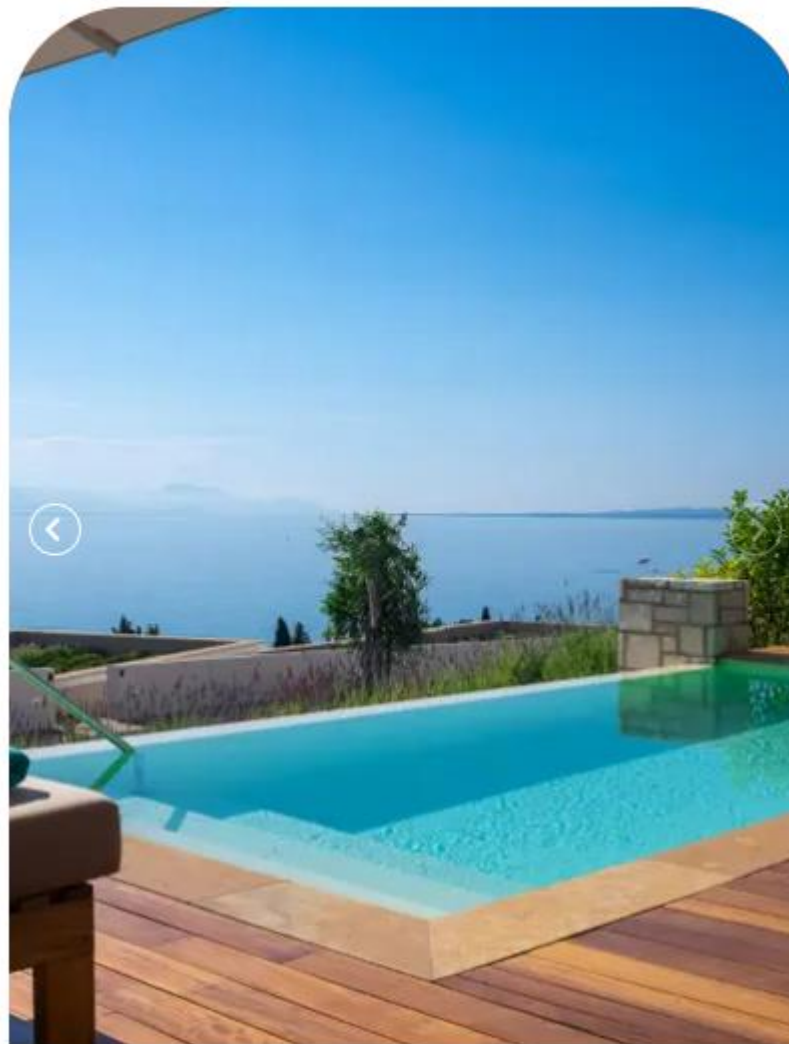


Buahan - A Banyan Tree Escape

Other destination – Rest of the world



Banyan Tree Mayakoba



Angsana Corfu Resort & Spa



Garrya Nijo
Castle Kyoto

[EXPLORE](#)

Signature owners program

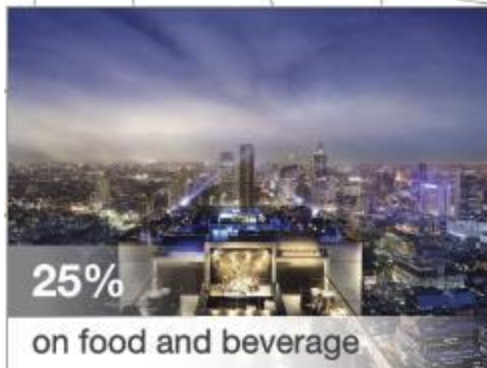
“Only branded residences with exclusive worldwide benefits for owners”

- 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 Community events
- Owners can exchange part of their annual owners entitlement for free stays in network (Exchange Programme) *

** Participating properties in hotel managed rental program*



Sanctuary Club



Beach Terraces

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



- A private and secure gated residential development
- Fifteen (15) luxury three (3) bedroom townhome with private pool
- A multi purpose room can be converted to 4th bedroom, child playroom or home office
- Expansive rooftop with private swimming pool and outdoor seating
- Just moments away from the beach, sparkling sea, and verdant mountains
- Generous living spaces & ensuite bedrooms featuring luxurious finishes
- Close proximity to hotels, golf and nearby Boat Avenue / Central Porto de Phuket boutique retail/ dining precinct
- 20 mins from Phuket International Airport



- South-east Asia's premier tourism destination
- 10 million visitors per year (pre-Covid)
- 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)

Various types of visa available for foreigners

There are various forms of visas available to foreigners who wish to enter Thailand for study, business, investment, retirement and other purposes ranging from 90 days to 20 year multiple entry which include.

- Long-Term Resident (LTR) visa offering 10 year renewable visas for four categories of foreign nationals: wealthy global citizens, wealthy pensioners, work-from-Thailand professionals, and highly-skilled professionals - subject to meeting qualification.
- Retirement visa for people aged 50 years or over and meet financial requirements
- Education visa when enrolled at registered education institution within Thailand
- Business visa when operating a business
- Marriage visa for foreigners married to a Thai
- Thailand Elite Visa - a government led program offering memberships including 5 to 20 year visas

Laguna Phuket



- 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, Laguna Beach, shopping & retail galleries)
- Inter-resort transport and tours operation
- Regular sporting events (Laguna Triathlon, Laguna Marathon, Singha Phuket Golf Open, Muay Thai Fight)
- Cultural events (National Children's Day, Loy Krathong, food and music festival)

Site Plan










Floor Plan

- All townhome boast three (3) bedrooms, one (1) multipurpose room, one (1) media room, and a private rooftop swimming pool
- Built-up area of 421 square metres

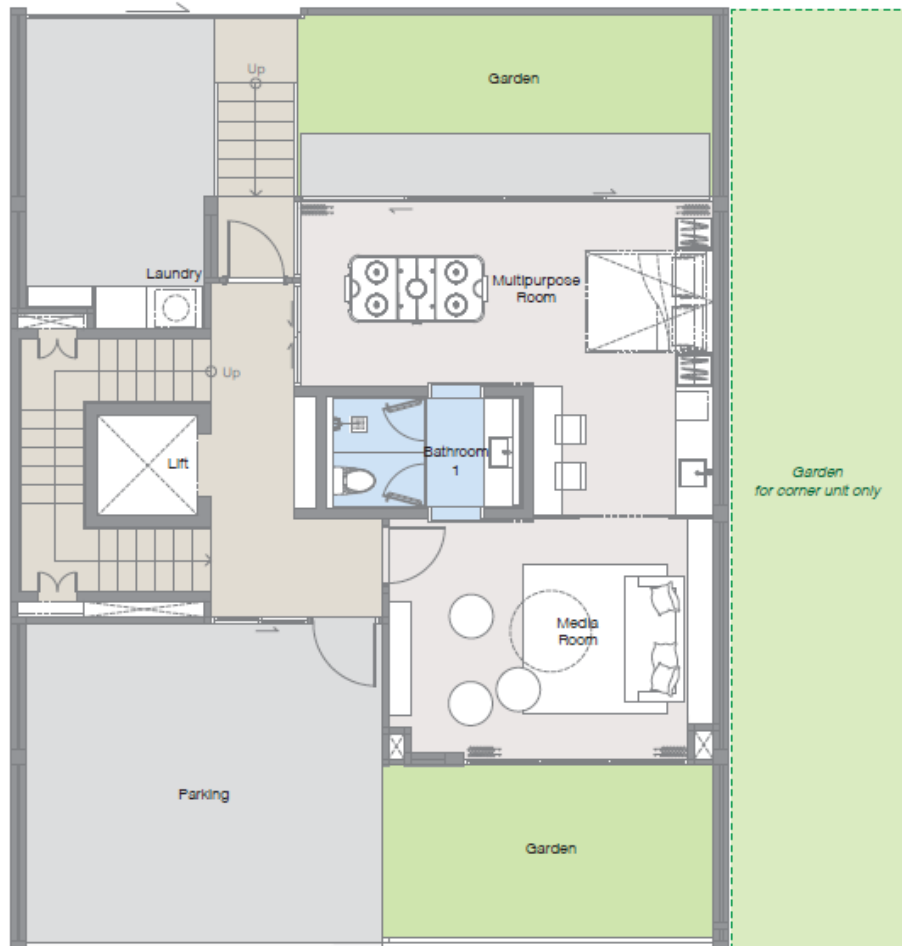
	No. of Bedrooms	Multipurpose room	Media room	Total Units	Land Area (sqm)	Built up Area (sqm)	Internal Area (sqm)	External Area (sqm)
BTGR Beach Terraces	3	1	1	15	170-215	417	225	192
Total								

Floor Plan

Internal area : 225 m²
 External area : 192 m²
 Total area : 417 m²

-  3-bedrooms
-  5.5-bathrooms
-  Living and dining area
-  Multipurpose room
-  Media room
-  Swimming pool
-  Rooftop deck

1ST FLOOR










2ND FLOOR

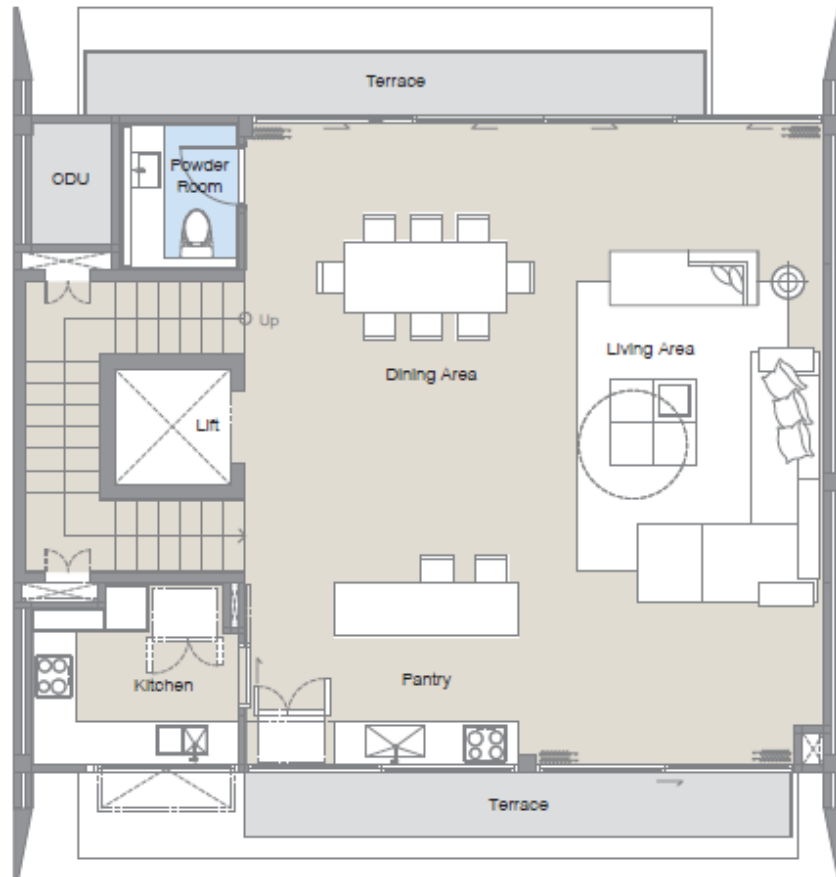


Floor Plan

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3RD FLOOR



ROOFTOP FLOOR



Schedule of finishes

GENERAL	
Internal Walls	Brick / block with plaster and paint finish
Internal Walls	Plaster and paint finish / Laminate finish wall or equivalent
Internal Ceilings	Gypsum with paint finish
Entry Door*	Solid core with paint finish or equivalent
Internal Doors	Hollow core with laminate finishes or equivalent
Flooring	Homogeneous tiles
Lighting	Recessed or surface mounted LED downlights
Air Conditioning*	Split type
Communication	Data GPON
Television	Data GPON
Staircase	Solid timber floor
Bedrooms & Wardrobes	
Flooring	Engineered wood
Built-in Wadrobe	PB / Melamine or equivalent

Bathrooms	
Walls	Homogeneous tiles
Ceiling	Moisture resistant plasterboard with paint finish
Tapware	Shower & basin mixers
Sanitary Ware	Ceramic wash basin / toilet
Accessories	Towel rails & robe hooks
Hot water	Storage tank
Shower screen	Tempered glass
Living Area	
Cabinet	PB / Melamine or equivalent
Countertop	Solid surface or equivalent
Kitchen & Pantry	
Sink & Tapware	Stainless steel sink and mixer
Countertop	Solid surface or equivalent
Joinery / Cabinet	High moisture resistance board / Melamine finishes or equivalent
Hot water	Instantaneous
Backsplash	Solid surface or equivalent
Basic Appliances	Hob / Extractor hood
Outdoor Deck Area	
Floor	Homogeneous tiles with rated slip resistance
Appliances	Outdoor gas grille
External	
External Walls*	Plaster and paint finish
Windows & Doors*	uPVC / Aluminium

Schedule of finishes



- 1 General – wall and ceiling**
Texture paint
- 2 Multipurpose/media room - Floor**
Wood grain tiles
- 3 Multipurpose/media room - Wall**
Homogeneous tiles
- 4 Multipurpose/media room - Countertop**
Solid surface

- 5 Multipurpose/Wardrobes - Wall and cabinet**
Laminate
- 6 Multipurpose/bedrooms/Wardrobes - Wall and cabinet**
Laminate
- 7 Multipurpose/pantry/kitchen - Wall and cabinet**
Laminate
- 8 Bedrooms - wall**
Laminate
- 9 Bedroom/Wardrobes - Floor**
Engineered wood
- 10 Bathrooms - wall**
Homogeneous tiles
- 11 Bathrooms - floor**
Homogeneous tiles
- 12 Bathrooms - countertop**
Solid surface
- 13 Bathrooms - cabinet**
Laminate
- 14 Living area - Wall**
Laminate
- 15 Living area/pantry/kitchen - floor**
Homogeneous tiles
- 16 Living area/pantry/kitchen - countertop**
Solid surface
- 17 Rooftop - Floor**
Homogeneous tiles
- 18 Rooftop - countertop**
Stone







Perspectives



Living area



Dining area



Rooftop



Rooftop



Ownership

- Land is available on a leasehold basis. Leases are registered with the government (currently for a maximum period of 30 years as permitted by law) and are renewable. However, the buildings are sold as freehold.
- The cost of land lease renewals will be borne by the lessee according to the contracts.
- According to current Thai Law, non-Thai's are entitled to own the buildings developed upon the land leased by them, but not the land itself. Land will be available for freehold purchase by Thai buyers once a land subdivision is completed.
- Upgrading land from leasehold to freehold title will be available once a land subdivision is completed, provided that the lessee is eligible under relevant Thai laws and regulations to take transfer of and own the land (currently, non-Thai's are prohibited to acquire land on a freehold basis).

Registration

- Approximately 180 days after full payment has been received and construction is complete. We will notify the owner of any documents and fees required for registration

Construction

- Generally, it will take approximately 12-18 months to complete construction of the individual property.
- A one year building structure warranty is offered from the date of completion of construction.
- Fixed furnishings (wardrobes, kitchen cabinets and built-in appliances) and landscaping is included. Loose furniture, artworks and amenities are not included but are available to purchase separately.
- The building must be built in accordance with building code and permits as issued by the relevant authorities so no changes to the external areas or structural items are permitted.

Estate management (by Laguna)

- Infrastructure and common facilities include:
 - Internal roads, drainage, landscape
 - Utilities (eg water, electricity, communications)
- Services include:
 - 24 hours on-site security
 - Garbage collection
 - Cleaning and maintenance of infrastructure and common facilities
 - Any other services required for benefit of owners (eg pest control)
- Common area fees estimated at THB 1400 per square wah per year of land area
 - E.g. 200 sqm ~ 50 sq wah x 1400 = ~70,000 per year or ~ THB 6,000 per month
- Special fund THB 100 per square wah per year of land area
 - E.g. 200 sqm ~ 50 sq wah x 100 = ~5,000 per year or ~ THB 420 per month
- CAM and special fund invoiced quarterly in advance
- Rates are subject to change

Property management (by Laguna / Banyan Tree)

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

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 allowed but must be controlled
 - 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

Rules & regulations

- Rentals
 - Rental conditions are as follows:

Rental term	Conditions
> 6 months	No restrictions
< 6 months	Exclusively through Laguna Rentals / Banyan Tree

- Owners are prohibited from advertising, marketing or renting their units for < 6 months other than through exclusive rental services through Laguna Rentals or Banyan Tree
- Laguna Rentals commission is 10-15% of rental income

Owners 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 *
 - Access to Laguna Phuket amenities such as shuttle bus, gym, restaurants, spa (pool restricted)
- Owner services team who can arrange services upon request (eg housekeeping, maintenance, etc)

Other benefits

- Golf membership at Laguna Phuket Golf Club
- 3 year Banyan Tree private collection membership

** 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

Construction Payment Term	Of Selling Price
1st Payment upon signing contract	20%
2nd Payment when construction is 25% complete ¹	10%
3rd Payment when construction is 50% complete ²	10%
4th Payment when construction is 75% complete ³	10%
Post construction payments ⁴	50%

¹ Concrete structure substantially completed

² Roof, brickwork and rendering substantially completed

³ Electrical conduits, pipe work and plastering substantially completed

⁴ Subject to interest

Launch Phasing



- Phase 1: launch Plot 1/2/3 first
- Phase 2: launch plot 4/5/6/7/8/9/10/11/12/13/14/15

- END -