

LaGuna

BEACH RESIDENCES

Seashore

INFORMATION BRIEFING



- About Banyan Tree
- Our Brands
- Global Network
- The Sanctuary Club
- Laguna Beach Residences Seashore



- 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





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 KwongCjan 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.



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.



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

1989 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999

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



2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010




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

OUR GLOBAL PORTFOLIO

BANYAN TREE GROUP | ANNUAL REPORT 2021

 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

Morocco
 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

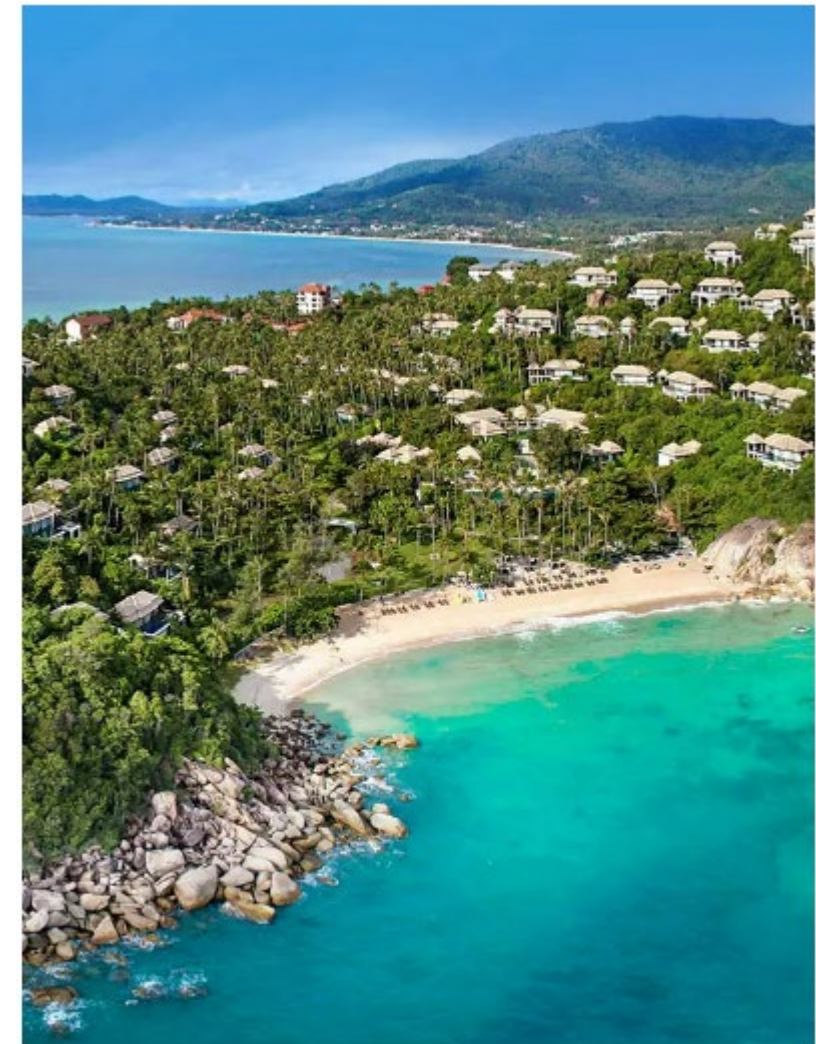
Vietnam
 2  2



Banyan Tree Bangkok



Banyan Tree Phuket



Banyan Tree Samui



Banyan Tree Hangzhou



Angsana Xishuangbanna



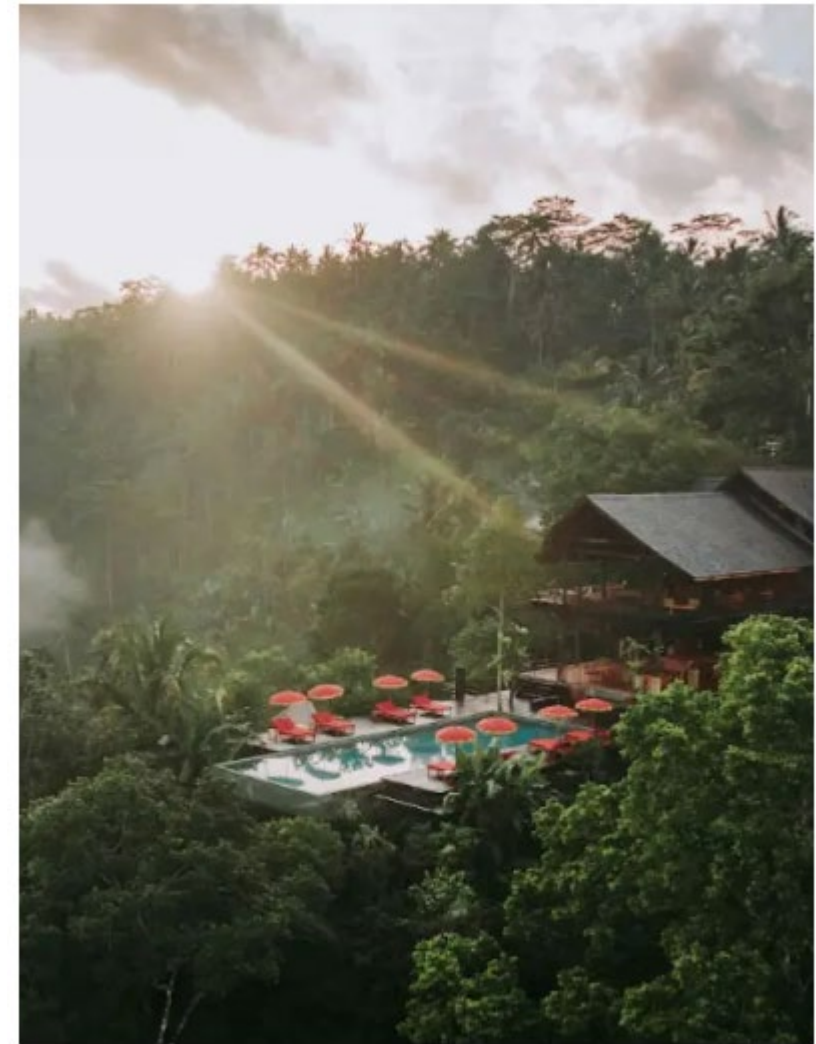
Banyan Tree Yangshuo



Banyan Tree Lăng Cô



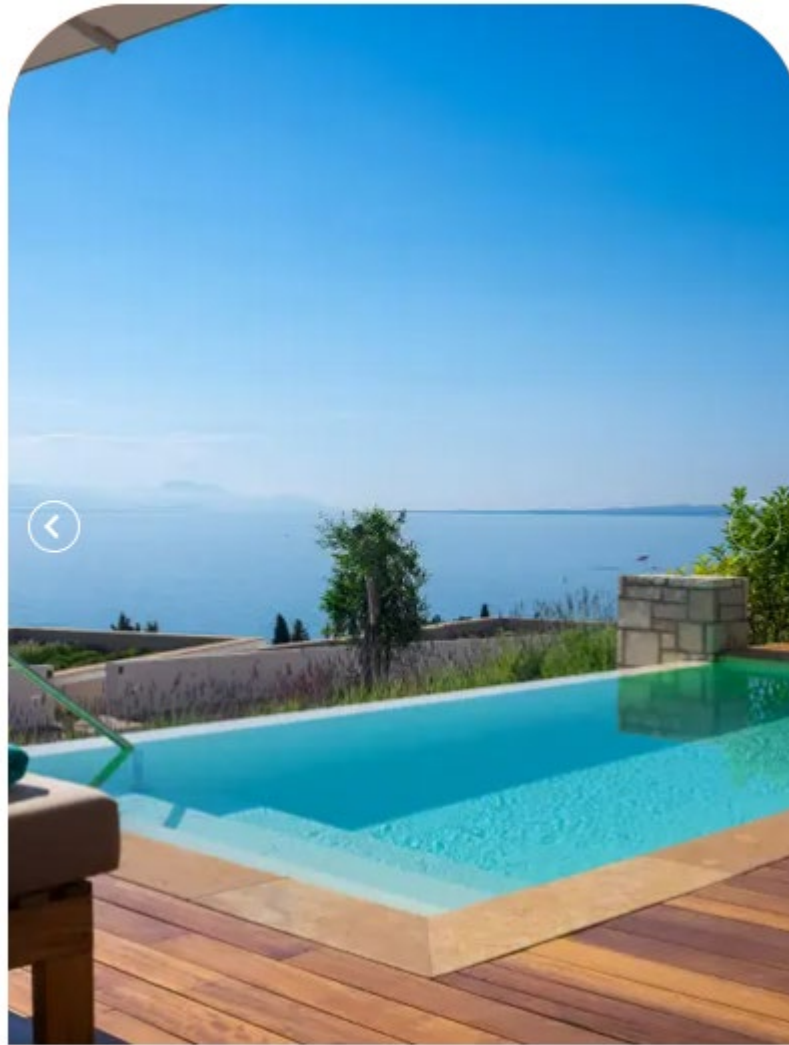
Angsana Ihuru



Buahan - A Banyan Tree Escape



Banyan Tree Mayakoba



Angsana Corfu Resort & Spa



Garrya Nijo
Castle Kyoto

[EXPLORE](#)

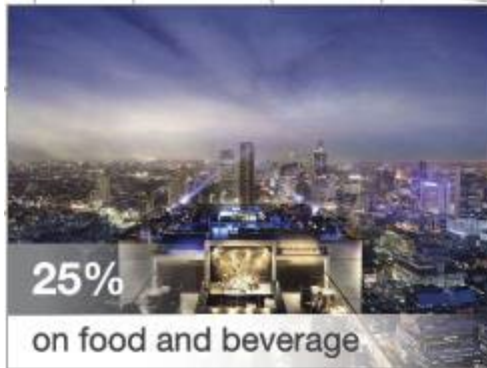
Signature owners program

“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*





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





- A few meters from the beach
- Features a dedicated beach area
- Rooftop area with swimming pool, BBQ areas, kids playground
- 1- to 3-bedroom condominium units from 59-131 sqm
- Two unique interior design themes
- Customisable enclosed lanai
- A work-from-home console included in most units
- 20 minutes drive from the recently expanded Phuket International Airport
- 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
- 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 & retails (Porto de Phuket, Boat Avenue, Robinson Thalang, Central Festival, Jungceylon)
- World class private hospitals (Bangkok Phuket International)
- International schools (British International, United World College)

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



- 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 & 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)

SITE PLAN



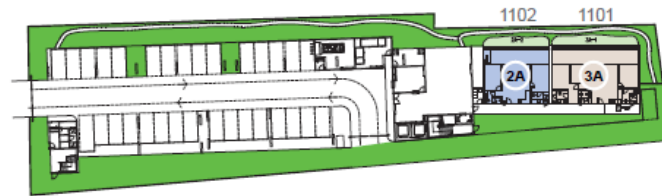
- One (1) low-rise condominium buildings of five (5) floors comprising ~50 units

No. of Bedrooms	No. of Units	Unit Mix %	Total Area (sqm)	Internal Area (sqm)	External Area (sqm)	Lanai Area (sqm)
1	19	38%	60	58	2	
2	13	27%	99	69	3	27
3	17	35%	131	92	4	35
Total	49	100%				

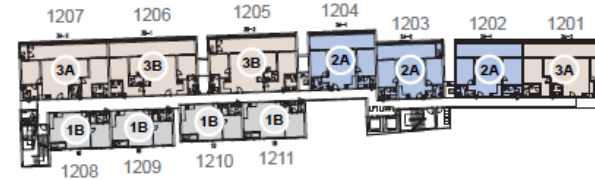
BUILDING PLAN



1st Floor



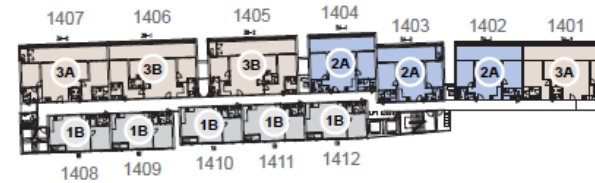
2nd Floor



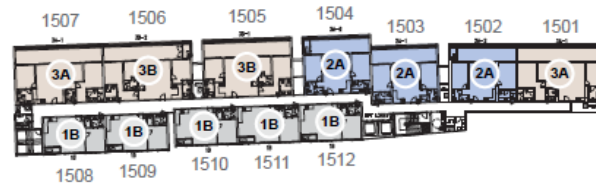
3rd Floor



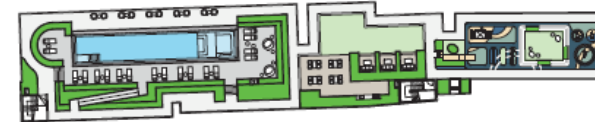
4th Floor



5th Floor

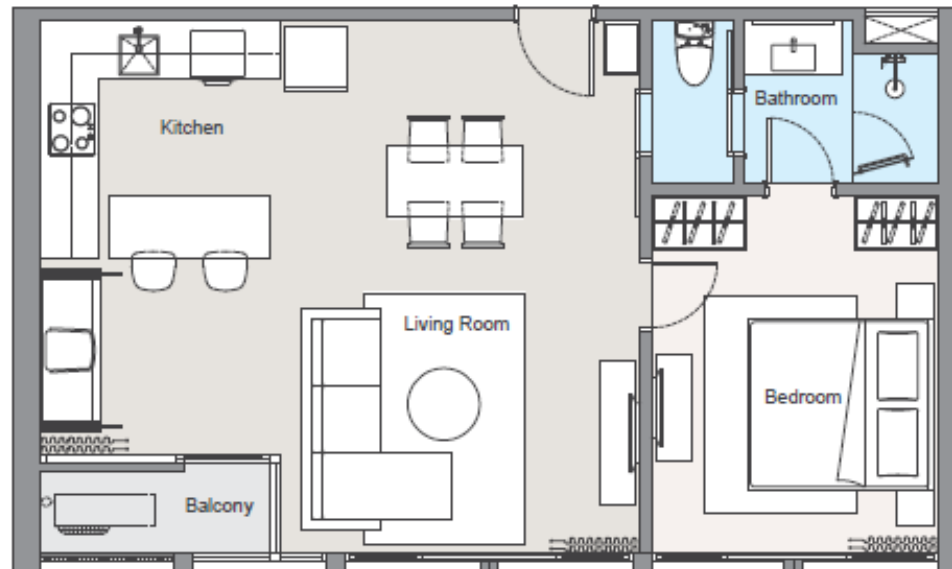


Rooftop Floor



Internal area : 58 m²
External area : 2 m²
Total area : 60 m²

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



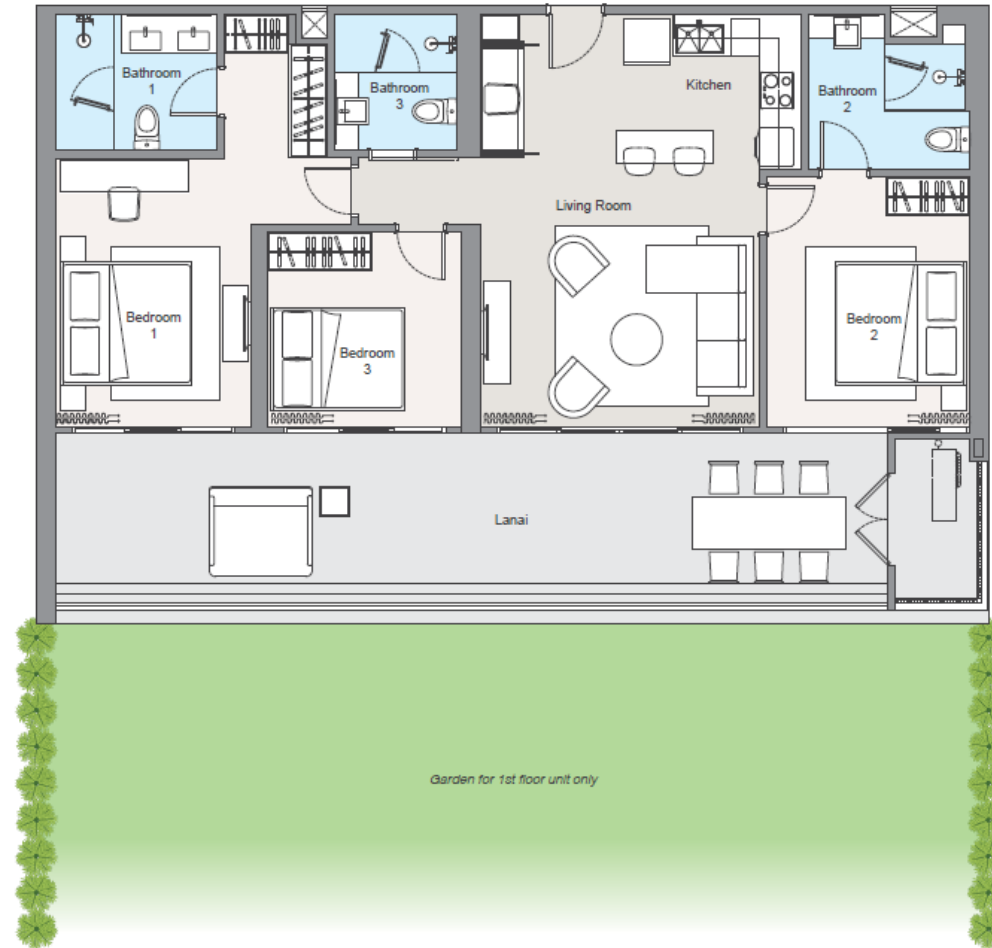
Internal area : 69 m²
 External area* : 2-3 m²
 Lanai area* : 27-29 m²
 Total area : 99-101 m²

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



Internal area : 92 m²
 External area* : 3-4 m²
 Lanai area* : 35-38 m²
 Total area : 131-134 m²

-  3-Bedrooms
-  3-Bathrooms
-  1-Living Room
-  1-Lanai



*Varies, depending on location of AC ledge

Internal area : 92 m²
External area* : 3-4 m²
Lanai area* : 35-38 m²
Total area : 131-133 m²

- 3-Bedrooms
- 3-Bathrooms
- 1-Living Room
- 1-Lanai



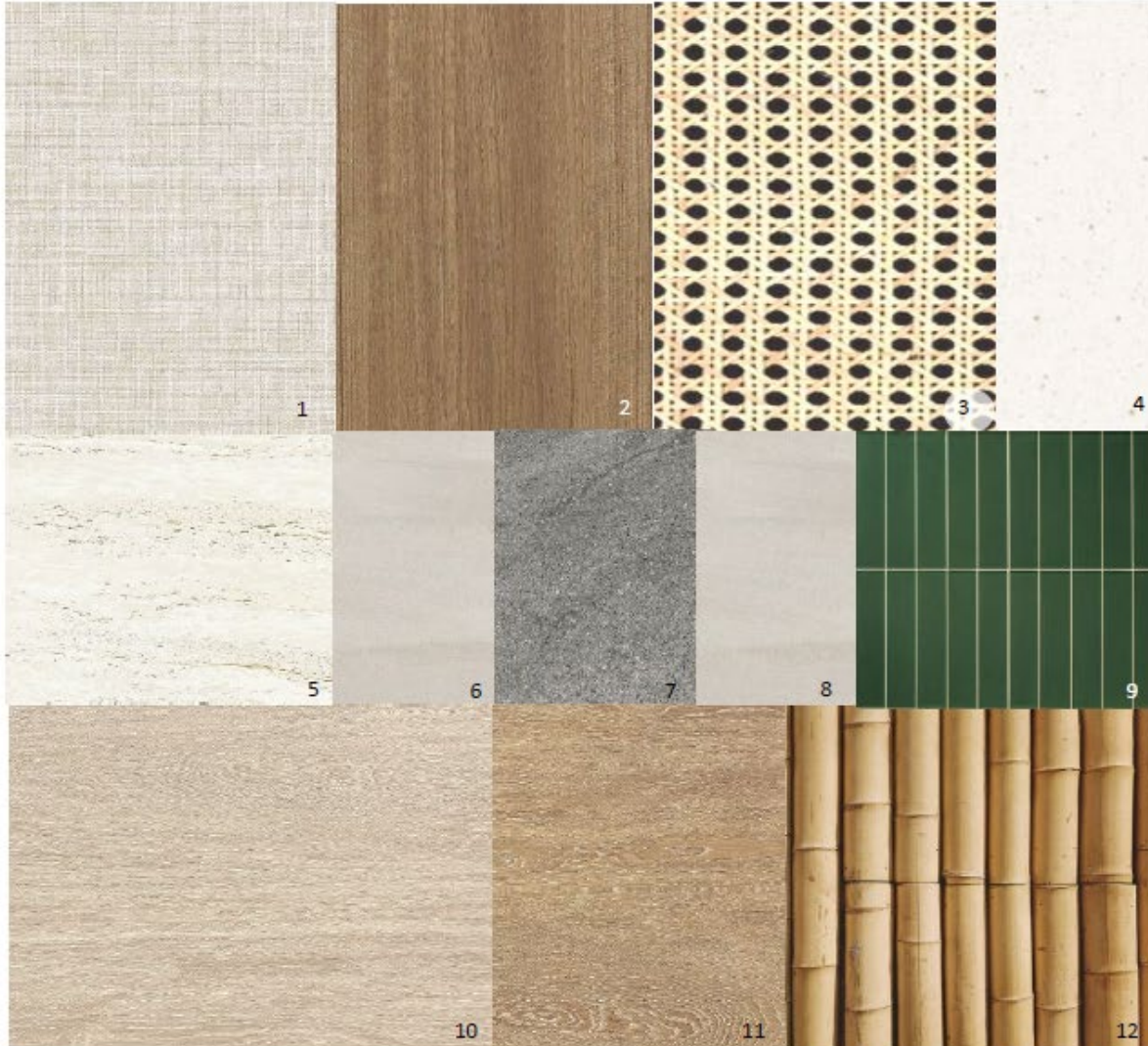
General	
Internal Walls	Brick / block with plaster and paint finish
Internal Walls	Wall paper decoration or equivalent
Internal Ceilings	Gypsum with paint finish
Entry Door	Solid core with paint finish or equivalent
Internal Doors	Hollow core with paint finish or equivalent
Flooring	Homogeneous tiles
Lighting	Recessed or surface mounted LED downlights
Communication	Data outlet
Television	Data outlet
Air Conditioning	Wall mounted split type
Bedroom	
Built in Wardrobe	PB / Melamine or equivalent
Kitchen	
Sink & Tapware	Stainless steel sink and mixer
Counter Top	Solid surface or equivalent
Joinery/Cabinet	PB / Melamine or equivalent
Hot water	Instantaneous
Splashback	Homogeneous tile or equivalent
Basic appliances	Hob / Extractor hood
Bathroom	
Walls	Homogenous tiles
Ceiling	Moisture resistant plasterboard with paint finish
Tapware	Shower & basin mixers
Sanitary Ware	Ceramic wash basin / toilet
Accessories	Towel rails & robe hooks
Ventilation	Mechanically vented
Hot water	Storage tank
Shower screen	Tempered glass
Balconies / Lanai	
Balustrade	Tempered glass with aluminium frame
Lighting	Wall or ceiling-mounted LED lights
Balcony Soffit	Plaster with paint finish
External	
Walls	Plaster and paint finish
Windows & Doors	Aluminum, UPVC or equivalent

MATERIAL SELECTION (COASTAL GARDEN)



- 1 FEATURE WALL
Wallpaper decoration or equivalent
- 2 KITCHEN CABINET
Melamine or equivalent
- 3 HANING KITCHEN CABINET AND WARDROBE
Melamine or equivalent
- 4 TOP COUNTER KITCHEN
Solid surface or equivalent
- 5 KITCHEN BACKSPLASH
Homogeneous tiles
- 6 FLOOR TILE BATHROOM (Dry area)
Homogeneous tiles
- 7-8 WALL TILE BATHROOM (Dry area)
Homogeneous tiles
- 9-10 FLOOR AND WALL TILE BATHROOM (Wet area)
Homogeneous tiles
- 11 LIVING AREA,BEDROOM
Homogeneous tiles
- 12 FLOOR TILE LANAI
Homogeneous tiles
- 13 WALL AND CEILING LANAI
Decorative cladding

MATERIAL SELECTION (BEACH RESORT)



- 1 FEATURE WALL
Wallpaper decoration or equivalent
- 2 COUNTER KITCHEN CABINET
Melamine or equivalent
- 3 HANGING CABINET AND WARDROBE
Melamine or equivalent
- 4 TOP COUNTER KITCHEN
Solid surface or equivalent
- 5 KITCHEN BACKSPLASH
Homogeneous tiles
- 6 FLOOR TILE BATHROOM (Dry area)
Homogeneous tiles
- 7 FLOOR TILE BATHROOM (Wet area)
Homogeneous tiles
- 8 WALL TILE BATHROOM (Dry area)
Homogeneous tiles
- 9 WALL TILE BATHROOM (Wet area)
Homogeneous tiles
- 10 FLOOR LIVING, BEDROOM
Homogeneous tiles
- 11 FLOOR TILE LANAI
Homogeneous tiles
- 12 WALL AND CEILING LANAI
Decorative cladding















Ownership

- Condominiums are available on a freehold basis for both Thai and non-Thai buyers. However, according to current Thai law, non-Thais may only purchase up to 49% of the condominium's saleable area on a freehold basis. Otherwise, they may purchase any remaining units on a renewable leasehold basis (currently for a maximum period of 30 years as permitted by law).

Freehold

- 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

- 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)

Registration

- Approximately 180 days after full payment has been received and construction of all buildings in the Project are completed and condominium license is obtained. We will notify the owner of any documents and fees required for registration.

Construction

- The development includes one (1) low-rise condominium buildings comprising a total of approximately 50 units. One, two and three bedroom configurations are available ranging in size from 60 – 131 square metres.
- Construction can only commence once the relevant government environmental and building approvals are obtained and is estimated to take approximately 18-24 months to complete from the commencement date.
- A five (5) year building structure warranty is offered from the date of completion of construction. Warranties on any other component parts of the building will be subject to a two (2) year warranty.
- Two (2) interior design options available and another option to enclose the balcony
- 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.

CJP management (by Laguna)

- Infrastructure and common facilities include:
 - Carpark
 - Roof top swimming pool/s and garden/s
 - Utilities (eg water, electricity, communications, central TV system)
- Services include:
 - 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 @ 60 sqm = THB 3,000 per month
 - 2 bed unit @ 100 sqm = THB 5,000 per month
 - 3 bed unit @ 130 sqm = THB 6,500 per month
- Special fund THB 100 per square metre per year
 - 1 bed unit @ 60 sqm = THB 6,000 per year
 - 2 bed unit @ 100 sqm = THB 10,000 per year
 - 3 bed unit @ 130 sqm = THB 13,000 per year
- CAM and special fund invoiced quarterly in advance
- Rates are subject to change



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

- **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 (non-allocated)
- **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 or must be part of the hotel rental program (daily rent)

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



Owner benefits

- Sanctuary Club*
 - Complimentary enrollment
 - Discounts and privileges worldwide in resorts, spas and galleries
 - Multi-lingual owner services team
- 5 year golf membership at Laguna Phuket Golf Club (3 bed only)
- Access to Laguna Phuket *
 - Access to Laguna Phuket amenities such as shuttle bus, gym, restaurants, spa and beach area (pool restricted)
- Owner services team 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 25% complete ¹	10%
3 rd Payment when construction is 50% complete ²	10%
4 th Payment when construction is 75% complete ³	10%
Post construction payments⁴	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



THANK YOU

