

Fractional Investment

3 Types of Fractional Ownership

Type	Ocean Loft	2-Bedroom Sky Villa	Penthouse Sky Villa
Guaranteed Return	5%	6%	3%
Usage Allowance (per year)	7 or 14 or 21	7 or 14 or 21	10 or 20 or 30
Investment Type	Investment	Investment	Lifestyle Investment
Size (sqm)	134	191	460
Published BAR rate, 2017 ^①	45,500	50,900	109,800
Price Per Share	12 M	11 M	25 M
Expected Returns			
Rental Returns	600,000 ^②	660,000 ^②	750,000 ^②
Usage Value ^③	670,000	750,000	2,300,000
Capital Growth (estimated at 8%) ^④	960,000	880,000	2,000,000
IL Club Owner's Benefits & Discounts ^⑤	158,900	169,000	215,000
TOTAL RETURN	2,035,966	2,459,000	5,264,000
%	20%	22.4%	21%

KATA ROCKS SKY VILLA FRACTIONAL SHARE OWNERSHIP

KEY FEATURES

- There are a total of four shares available per villa.
- The price of each share includes the full furniture package.
- The net revenue is split - 65% to the owner and 35% to the management company.
- Income paid to owners quarterly.
- The share owner of an Ocean Loft Sky Villa or 2 Bedroom Sky Villa enjoys complimentary use of the villa for 7 nights in peak season or 14 nights in high season or 21 nights in low season. The share owner of a 4 Bedroom Penthouse Sky Villa enjoys complimentary use of the villa for 10 nights in peak season or 20 nights in high season or 30 nights in low season.
- The income and expenditure from all the fractional sky villas in each type is shared to even out any discrepancies.
- For the first three (3) years, Kata Rocks guarantees a minimum rental return rate of 5% per annum for the Ocean Loft, 6% per annum for the 2 Bedroom Sky Villa and 3% per annum for the 4 Bedroom Penthouse Sky Villa investments.
- The purchaser of a share enjoys full membership of the Infinite luxury Club which includes, 20% owner's discounts at Kata Rocks in the bar, restaurant, spa, airport transfers along with additional benefits such as invitations to the Kata Rocks Superyacht Rendezvous.

EXPLANATORY NOTES

- These estimated rental costs include discounts given, breakfast deduction, maids, airport transfers, agents fees etc.
- The assumed occupancy level in this example is just over 60%
- The return is gross profit, before taxes
- ^① The BAR is calculated by averaging villa rate per seasonality, based on 2017 figures
- ^② Guaranteed minimum rental return (first 3 years)
- ^③ The usage value is calculated assuming BAR (Best Available Rate)
- ^④ Capital growth calculation based on 2016 market trend and research*
- ^⑤ Assumed personal and family use per annum
- All rates are in Thai Baht (THB)
- All terms subject to contract

*Katharangsiporn, K. (2016). Property market on road to recovery. Bangkok Post. Retrieved from <http://www.bangkokpost.com/business/news/995193/property-market-on-road-to-recovery>.