



SAAI
RESORT & RESIDENCE

FREQUENTLY ASKED QUESTIONS

LEGAL

FREQUENTLY ASKED QUESTIONS

Q. What type of ownership are available?

A. The land is offered on a freehold basis for Thai buyers and leasehold basis for foreign buyers. The term is a 90 year lease, being three terms of consecutive 30-year leases (30-years being the maximum lease term that may be permitted under current Thai law). The villa structures are being offered on a freehold basis.

Q. What are the costs associated with the freehold/ lease registration?

A. The cost & taxes associated with the unit purchase are outlined below:

Lease registration: Lease registration fees and Stamp duty (currently 1.1% of the land rental and lease premium) is payable in full by the lessee (buyer) to the Land Department upon registration of the lease. The cost of lease renewals will be borne by the lessee according to the contracts.

Freehold registration: Registration fees (currently 2.0% of the appraisal price) is payable to the Land Department upon transfer and registration of title. The appraisal price is calculated relative to the government's tax assessment value which is generally below market value. This is split 50/50 between the buyer and the developer and is payable to the Land Department upon transfer and registration.

Legal Fees: Fee payable to the buyers' legal representative to conduct due diligence and contract review. The fee ranges between law firms. The developer is able to recommend lawyers who are familiar with the ownership structure in Thailand.

Note: Applicable rates stated are current and may be subject to change.

Q. Is a leasehold land transferable?

A. Yes. Leasehold land may be transferred subject to the terms and conditions of the lease agreement. Generally, a small fee is payable. In addition, the new owner must agree to be bound by the terms and conditions contained in the original lease agreement.

Q. Is leasehold ownership secure?

A. Leasehold ownership is a common method of ownership for foreign buyers. Once the lease is registered at the Land Department, the lessee's rights over the land will be officially recognized.

Q. When will the registration and transfer take place?

A. Approximately 90 days after full payment has been received and construction is complete. We will notify the owner of any documents and fees required for registration.

Q. Should I appoint a lawyer to review the agreements?

A. Our agreements have been reviewed by major international law firms. We have our own in-house legal team which will assist to clarify any questions you may have concerning the agreements. However, should you wish to obtain specific advice regarding the structuring of your investment, we recommend you consult with a professional legal and/or financial adviser.

PROPERTY MANAGEMENT

FREQUENTLY ASKED QUESTIONS

Q. What property management services are provided?

A. SAAI Resort will provide a full range of services (including villa caring, housekeeping, pool cleaning, routine and preventative maintenance, etc.) and these are included as part of the rental program.

Q. What are maintenance fees and expenses for the villas?

A. **Common Area Fees:**

Resort residence zone is **THB 60 / SQ.M. / MONTH**

Private residence zone is **THB 50 / SQ.WAH. / MONTH**

The common area fee will be payable one year in advance upon transfer of ownership. The subject to charges includes the following services:

- 24 hrs security guards
- Ground maintenance and all common areas
- Electricity for all common areas
- Garbage disposal
- M&E preventive maintenance

Sinking Fund:

The Sinking Fund is a one-off payment made upon the transfer of ownership to a common fund used for any potential major repair or maintenance to the common areas and infrastructure and is set at THB 500 per sq.m., based on the build-up area of the villas.

RENTAL PROGRAM

FREQUENTLY ASKED QUESTIONS

Q. Is there a rental program available?

A. Yes, All pool villas will be professionally and exclusively managed by SAAI Resort. The rental scheme will be separated into 2 rental packages.

Lifestyle Rental Program

Owners participating in lifestyle rental package will have unlimited days stay per year, with the flexibility to include the unit in the package when unoccupied by the owners. The owners are required to give the manager 90 days notice of when the villas would be available to rent out with a minimal rental period of 30 days per time. In addition, The owners will be required to use the villa caring services if the owners don't participate in the rental program.

Investment Rental Program

Owners participating to join the investment rental package will be entitled to 30 days stay per year in order to maximize rental returns. All villas are required to join in this package will be top priority of rental. The owners shall be entitled to 30 days complimentary use of their pool villa (room only, does not include breakfast or personal expenses) per year (terms and conditions apply).

Q. How does the rental program work?

A. The rental returns paid to owners We will be calculated based upon a 50% share of net room revenue the balance being retained by the manager to cover operating expenses of the rental program) In addition, a reserve fund (2% per year) will be deducted and held for future in-villa refurbishment costs.

Q. An example of how the return returns will be determined is set out below?

DAYS AVAILABLE	365
DAYS SOLD	182
OCCUPANCY %	%50
AVERAGE DAILY RATE (BAHT)	15,000
GROSS RENTAL REVENUE (BAHT)	2,730,000
%10 MANAGEMENT FEE	273,000
NET RENTAL REVENUE	2,457,000
REVENUE SHARE TO OWNER @ 50 % (BAHT)	1,228,500
LESS RESERVE FUND CONTRIBUTION @ 2 % OF REVENUE*	(54,600)
REVENUE SHARE TO OWNER- BEFORE WITHHOLDING TAX	1,310,400

Note: The operation of the rental program is at the discretion of the manager and may be subject to change. The above example is indicative only of how the rental returns will be determined and may not reflect the actual returns achieved.

Q. How is my rental return paid?

A. Owners will be paid rental returns directly to their nominated bank on an annual basis.

Q. What are the taxes levied on the rental program that an owner will be subject to?

A. Rental distributions made to non-residents (foreign) owners are subject to 15% withholding tax. Rental earned by Thai tax residents are subject to 5% withholding taxes.

Note: applicable tax rates are current at the date of issue of this FAQ and may be subject to changes. The villa owner shall be responsible for any income or any other taxes, duties and fees of whatever nature which may be levied by relevant authorities on the villa in connection with the rental.

Q. Can I rent my villa out on my own?

A. No. All rentals must be conducted exclusively through the manager of SAAI resort.

Q. Can I choose my own furniture?

A. For the rental program, A standard furniture package will be required for all villas.

Q. Can I stay any time?

A. This is subject to the terms and conditions imposed under the rental option selected (e.g. blackout dates shall apply during peak demand periods where a guaranteed rental is payable). All reservations by owners for their stays are subject to availability.

Q. How much advance notice is required for my stay?

A. Owners should provide as much notice as possible as units may be pre-booked with third party guests particularly for stays during high season periods.

Q. Can my friends use my owner's entitlement?

A. Yes, subject to terms and conditions of the rental agreement (e.g. owner's guests may be required to be pre-registered with the manager).

Q. What utilities do I have to pay?

A. These costs will be covered by the revenue share retained by the manager

CONSTRUCTION

FREQUENTLY ASKED QUESTIONS

Q. Types and number of villas for sale?

A. SAAI comprises a total of 31 pool villas (10 resort and 21 private residence), ranging from two-bedroom and three-bedroom pool villas

TYPE OF VILLA	NO. OF UNITS
PRIVATE RESIDENCE	
3 BEDROOM BEACHFRONT POOL VILLA - TYPE A	7
3 BEDROOM SEAVIEW POOL VILLA - TYPE B	5
2 BEDROOM SEAVIEW POOL VILLA - TYPE C	9
RESORT RESIDENCE	
SEAVIEW DUPLEX POOL VILLA - TYPE D	8
BEACHFRONT DUPLEX POOL VILLA - TYPE E	2

* 'Resort Residence' zone must join the investment rental program managed by SAAI resort

Q. How long does construction take?

A. Construction can only commence once the relevant government approval is obtained and estimated to take approximately 18 (+/- 4) months to complete from the commencement date.

Q. Is a warranty period offered?

A. Yes. Five (5) years of structure warranty is offered from the date of handover and completion of construction.

Q. What is included in the property?

A. Every villa is fully furnished in SAAI's signature in Asian tropical style with custom-made furniture. All villas will come with fully furnished from (wardrobes, kitchen cabinets and built-in appliances) and loose furniture is included. The furniture package is included in the selling price.

Q. Is customization of the villas allowed?

A. As the residence will be managed as part of the SAAI Resort, A standard configuration and furniture and amenities package is required. It is important to maintain consistency in the design in order to sustain the premium quality and maximise the rental yield.

WHY BUY?

FREQUENTLY ASKED QUESTIONS

Q. What are the key selling points of SAAI resort and residence?

- A.
- Located in a private and peaceful beach with tropical surroundings offering maximized privacy, ideal for a luxury resort residence and getaway for visitors.
 - Only 30 minutes from Chumphon Airport and High-speed train is coming in the next few years.
 - Absolute beachfront position with a 500-metre beach frontage.
 - Management & Rental Services by SAAI, more than 15-year experience in hospitality industry, ensuring the highest quality of service and a maximized rental yield.
 - Fully furnished by SAAI in Asian contemporary style with tropical experience theme.
 - Extensive luxury facilities including fitness centre, spa, bar, all-day restaurant, beachfront main pools and kid's club.
 - A lifestyle investment and opportunity to own an exclusive beachfront villa with tropical experience in a location which is the hidden gem of the gulf of Thailand.

Disclaimer:

The company reserves the right to change and/or correct details without prior notice. The information contained in the FAQ is for reference only and shall not constitute or be construed as making any offer, representation, undertaking, promise or warranty. The information contained in the FAQ is subject to change as maybe approved by authorities and cannot form part of an offer or contract. While the best endeavor has been made to ensure the highest accuracy of all information included herein as of the date of printing this FAQ, its owners or agents cannot be held responsible for any inaccuracies. Information correct as of February 2020.