

FREQUENTLY ASKED QUESTIONS

- Legal -

Q. What types of ownership are available?

A. The various types of ownership available depend upon the type of property purchased and is set out in more detail below:

- Laguna Townhomes and Laguna Residences

Development licences under the Land Allotment Code are obtained for our Townhomes and Residences developments whereby individual title deeds are issued in respect of each land plot. Therefore, land plots may be owned on a leasehold or freehold basis. Under Thai law, foreigners may own buildings developed upon the land leased by them, but not the land itself. We offer a 90-year lease for non-Thais, being three terms of consecutive 30-year leases (30-years being the maximum lease term that may be permitted under current Thai law). Alternatively, freehold ownership of the land is available for Thai nationals or Thai registered companies.

- Banyan Tree Villas

As these villas are an integral part of the exclusive Banyan Tree Resort, land is offered on a leasehold basis only. However, buildings are sold as freehold.

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

A. These are outlined below:

- Leasehold title

Lease registration fees and stamp duty (currently 1.1% of the land rental or lease premium) is payable to the Land Department upon registration of the lease.

- Freehold title

Freehold registration fees (currently 2.0% of the appraisal price of property) is payable to the Land Department upon transfer and registration of title of the property. The appraisal price is calculated relative to the government's tax assessment value which is generally well below market value. Other applicable taxes upon transfer and registration of freehold title are:

- Corporate Income Tax (currently 1.0% of the selling price or appraisal price, whichever is higher)
- Specific Business Tax (currently 3.3% of the selling price or appraisal price, whichever is higher)

The burden for the above costs will be specified in the Lease and/or Sale & Purchase Agreements.

Q. Is leasehold land transferable?

A. Leasehold land may be transferred subject to the terms and conditions of the agreements. Generally, an assignment fee is payable. In addition, the assignee must agree to be bound by the terms and conditions contained in the original lease agreement.

Q. Can leasehold be upgraded to freehold title?

A. This depends upon particular circumstances and is set out in more detail below:

- Laguna Townhomes and Laguna Residences

We provide in our standard lease agreements an option clause to purchase the land as freehold title during the lease term provided that the Lessee is eligible under the Thai Law. An option fee is also payable (generally 1% of the lease premium) upon upgrading of the title.

- Banyan Tree Villas

As these villas are an integral part of the exclusive Banyan Tree Resort, the option to purchase the land on a freehold basis is not available.

Q. Is leasehold land ownership secure?

A. Our land titles are free from mortgage and any encumbrances and this is the preferred method of ownership for foreign buyers. Once the lease is registered at the Land Department, the right of use to the land will be vested with the lessee.

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

A. Our agreements have been used for a number of years and 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 re the structuring of your investment, we recommend you consult with a professional legal and/or financial adviser.

- Construction -

Q. How long does construction take?

A. All construction works are subject to receiving the appropriate Government approvals. Generally, it will take approximately 12 months to complete the building and landscaping.

Q. What is the warranty period offered?

A. This depends upon the particular product offered and is set out in more detail below:

- Laguna Townhomes and Laguna Residences

For all new construction projects we offer a 5 year warranty on main structural parts of the building, piles, footing, slab, roof structure and load bearing walls which is accordance with Government regulations. A one year warranty is offered on component parts or accessories which are major parts of the building.

- Banyan Tree Villas

A one year warranty is offered on the building.

Q. Is customization of the building allowed?

A. All of our residential properties have been professionally designed by leading architects and engineers and construction must be in accordance with building permits issued by the Government authorities. However, we will consider minor modifications which do not breach the construction permit and do not impact the building structure such as internal partitions, built-in furniture, wall and floor tiles, etc and do not affect the overall aesthetics of a development.

- Rental Options -

Q. Is there a rental program available and what are the potential returns?

A. Yes, various rental programs are available. The terms and conditions of rental programs and the returns may differ depending upon the type of property. However, Laguna has a proven track record in generating excellent rental returns in addition to the capital appreciation potential that exists from owning a Laguna property within Asia's leading integrated resort. Please contact the Property Sales office for further details.

- Property Management -

Q. What types of property management services are offered and what is the approximate cost?

A. In addition to common area property management, optional property management services are available to individual owners. For properties in a rental program, these services such as housekeeping, pool cleaning, gardening, routine and preventative maintenance, general repairs

and pest control will normally be provided as part of the rental program. However, these services are also available to non-rental program properties. Please contact the Property Sales office for further details.

- Privileges -

Q. What privileges will I receive as an owner of the Laguna property?

A. As an owner of a property in Laguna Phuket, you may be entitled to a regular membership of Laguna Phuket Golf Club. In addition, owners will receive a Resident Privilege Card which entitles holders to generous discounts in all hotels within Laguna Phuket and access to resort facilities (terms and conditions apply).

- Infrastructure & Common Areas -

Q. What infrastructure facilities and services are provided?

A. Being an owner in Asia's leading integrated resort, the five deluxe hotels with their restaurants, rejuvenating spas, recreation facilities such as the acclaimed Laguna Phuket Golf Course and a shopping village are all within easy reach via the free inter-resort shuttle bus and ferry services.

The infrastructure facilities and services for each Laguna Townhomes and Laguna Residences meets the same high standards of the hotels. Facilities and services include:

- Security - 24- hour security guards stationed at the entrance gates to each project.
- Roads and fences– each gated community contains a private internal road and a perimeter wall.
- Electricity – power is provided by the Provincial Electricity Authority of Thailand
- Water– each project contains its own supply from either a reservoir and/or deep well.
- Landscaped area - a landscaped park area of at least 5% of the total project area is provided for common use of the owners.
- Communications – each house is provided with 2 external telephone lines. Broadband and cable TV connections need to be separately arranged.
- Garbage collection – is provided on a daily basis by Laguna Service Company.
- Estate Management – a dedicated estate management office is provided to oversee the 24-hour security, garbage collection, gardening and landscaping, general cleaning and ongoing maintenance of common areas in the project. Our dedicated staff are also happy to assist owners with any reasonable request.

Q. What are the estimated common area charges?

A. Common area charges are the costs the owners pay for ongoing maintenance and upkeep of the common infrastructure and facilities which are provided for their benefit. These are set out in more detail below:

- Laguna Residences and Laguna Townhomes

The common areas are managed on behalf of owners by our dedicated estate management office. The annual charges that apply differ from project to project depending upon the total expenses and the total number of properties within a project among which the expenses will be proportionately divided. Details of the estimated annual fees for a particular project can be provided upon request. In addition, a sinking fund will be established for each project. The purpose of the sinking fund is to accumulate funds for major infrastructure repairs and/or improvements which may be undertaken in the future. Rather than charge a large upfront amount, contributions will be sought on a regular basis such that the fund is built up over time.

- Banyan Tree Villas

Common area costs are absorbed by the Banyan Tree as part of their normal operating costs.

- Financing -

Q. What are the terms of payment?

A. For all new properties sold, we offer 2 options of payment plans. Payment terms are as follows:

Option 1: 100% Payment Term

Reservation Deposit	Baht 250,000
1 st Payment upon signing contract	
2 nd Payment when construction is 25% complete*	
3 rd Payment when construction is 50% complete**	
4 th Payment when construction is 75% complete***	
5 th Payment upon completion of construction	

Notes:

1. Concrete structure substantially complete*
2. Roof, brickwork and rendering substantially complete**
3. Electrical conduits, pipework and plastering substantially complete***

Option 2: Deferred Payment Term

Selling Price	Reservation Deposit	50% Payment During Construction	Post Construction Payments	Post Construction - Monthly Installment		
				1 year plan 7.5% interest	3 year plan 9% interest	5 year plan 12% interest
11,000,000	250,000	5,500,000	5,250,000	455,476	166,949	116,783
12,000,000	250,000	6,000,000	5,750,000	498,855	182,848	127,906
13,000,000	250,000	6,500,000	6,250,000	542,234	198,748	139,028
14,000,000	250,000	7,000,000	6,750,000	585,613	214,648	150,150
15,000,000	250,000	7,500,000	7,250,000	628,991	230,548	161,272
16,000,000	250,000	8,000,000	7,750,000	672,370	246,448	172,394
17,000,000	250,000	8,500,000	8,250,000	715,749	262,348	183,517
18,000,000	250,000	9,000,000	8,750,000	759,127	278,248	194,639
19,000,000	250,000	9,500,000	9,250,000	802,506	294,148	205,761
20,000,000	250,000	10,000,000	9,750,000	845,885	310,047	216,883
21,000,000	250,000	10,500,000	10,250,000	889,264	325,947	228,006
22,000,000	250,000	11,000,000	10,750,000	932,642	341,847	239,128
23,000,000	250,000	11,500,000	11,250,000	976,021	357,747	250,250
24,000,000	250,000	12,000,000	11,750,000	1,019,400	373,647	261,372
25,000,000	250,000	12,500,000	12,250,000	1,062,778	389,547	272,494
26,000,000	250,000	13,000,000	12,750,000	1,106,157	405,447	283,617
27,000,000	250,000	13,500,000	13,250,000	1,149,536	421,346	294,739
28,000,000	250,000	14,000,000	13,750,000	1,192,914	437,247	305,861
29,000,000	250,000	14,500,000	14,250,000	1,236,293	453,146	316,983
30,000,000	250,000	15,000,000	14,750,000	1,279,672	469,046	328,106
31,000,000	250,000	15,500,000	15,250,000	1,323,051	484,946	339,228
32,000,000	250,000	16,000,000	15,750,000	1,366,429	500,846	350,350

Notes:

1. All amounts are stated in Thai Baht.
2. The above table sets out the estimated payments required under the respective payment plans for selling prices between Baht 11-32 million.
3. The estimated payments are indicative only and the developer / seller does not accept any responsibility or liability whatsoever for any inaccuracies or omissions.
4. One year deferred plan is 12 equal monthly installments (7.5% interest applies).
5. Three year deferred plan is 36 equal monthly installments (9% interest applies).
6. Five year deferred plan is 60 equal monthly installments (12% interest applies).
7. Payment terms are subject to change without notice.