

VILLA MANAGEMENT OVERVIEW

40% MANAGEMENT
SERVICE STRUCTURE

Saraya
BEACH RESORT LOMBOK

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INTRODUCTION

Saraya Lombok villas are professionally managed within the Marina Bay community to provide owners with a seamless, high-quality lifestyle experience. Villas may be used personally, shared with family and friends, or—if an owner chooses—placed into the resort’s managed rental program when not in residence.

This document outlines the **40% villa management service structure**, including what the fee covers, what falls outside of the fee, how owner stays work, and how community fees are applied.

The 40% management fee is applied only to **rental revenue received from completed bookings**, once processed by the reservation channel. Owners are never charged a management fee for unconfirmed reservations or owner stays.

SARAYA LOMBOK COMPRISES SIX VILLA COLLECTIONS WITH THE FOLLOWING LAND SIZES:

AEGEAN	1 BEDROOM	60 M ²
CELESTIA	1 BEDROOM	75 M ²
VISTARA	2 BEDROOM	100 M ²
SERAYA	3 BEDROOM	150 M ²
ELYSIAN	3 BEDROOM	200 M ²
ALTURA	4 BEDROOM	220 M ²



SECTION I

WHAT
THE 40%
MANAGEMENT
FEE INCLUDES



1. WHAT THE 40% MANAGEMENT FEE INCLUDES

The management fee covers the full operational, hospitality and administrative framework required to service each villa to a professional resort standard.

1.1 OPERATIONS & STAFFING

- General Manager & leadership team
- Front office & reservations
- Concierge & guest support
- Housekeeping & room attendants
- 24/7 security
- Engineering & maintenance team
- Pool technicians & landscaping team
- HR, payroll, recruitment & BPJS administration
- Ongoing hospitality training



1.2 HOUSEKEEPING & LAUNDRY

- Daily villa servicing
- Turnover cleaning between stays
- Scheduled deep-cleaning cycles
- Laundry for linens & towels
- Amenity stock management
- Routine villa inspections



1.3 GUEST EXPERIENCE & CONCIERGE

- Pre-arrival communication
- Personalised check-in and check-out
- Welcome amenities
- 24/7 guest support
- Concierge assistance (dining, transport, activities)
- Special request handling



1.4 MARKETING, DISTRIBUTION & RESERVATION MANAGEMENT

(applies when a villa is in the rental program)

- Management of listings across booking platforms
- Channel Manager operation
- Property Management System (PMS)
- Dynamic pricing & availability management
- Coordination of online content
- Professional photography utilisation
- Rate parity monitoring
- Integration into Saraya & Marina Bay marketing channels



1.5 MAINTENANCE & TECHNICAL CARE

- AC servicing & filter cleaning
- General electrical & plumbing maintenance
- Pool servicing & chemical balancing
- Landscaping & external villa care
- Minor fixture and appliance repairs
- Preventative maintenance schedules
- Routine and emergency pest control
- Monthly technical inspections



1.6 FINANCIAL MANAGEMENT & ADMINISTRATION

- Monthly owner statements
- Reconciliation of revenue received
- Supplier and contractor payments
- Payroll for operational staff
- Accommodation tax (PHR) administration
- Budgeting & forecasting



1.7 LICENSING & COMPLIANCE

- Tourism licensing (NIB/OSS)
- Hygiene & sanitation compliance
- Fire & safety certification
- BPJS employment compliance
- Immigration guest registration via FRS
- Coordination with local authorities



1.8 TECHNOLOGY & UTILITIES

The following utilities and systems are included within the management structure:

- High-speed Internet service
- Television services & subscriptions
- Water supply
- Gas supply (where applicable)
- Property Management System (PMS)
- Channel Manager
- Booking engine configuration
- Guest communication platform
- Maintenance & asset-tracking software
- Smart lock/keyless entry support



1.9 VENDOR & INVENTORY MANAGEMENT

- Ordering of villa consumables and supplies
- Laundry vendor coordination
- Inventory tracking & stock rotation
- Storage and logistics management



1.10 LONG-TERM VILLA CARE

- Annual condition assessment reports
- FF&E monitoring
- Preventative maintenance planning
- Recommendations to preserve villa quality



SECTION 2

WHAT
THE 40%
MANAGEMENT
FEE DOES
NOT INCLUDE



WHAT THE 40% MANAGEMENT FEE DOES NOT INCLUDE

These items remain the responsibility of the villa owner or are deducted before revenue share calculation.

2.1 UTILITIES NOT INCLUDED

- Electricity consumption
- Generator fuel (if applicable)

2.2 INSURANCE

- Building insurance
- Public liability cover
- Natural disaster, flood & earthquake cover

2.3 MAJOR FF&E REPLACEMENT

- Replacement of major furniture
- Outdoor furniture
- Mattresses, sofas & soft furnishings
- Large appliances (AC units, TVs, refrigerators)

2.4 MAJOR REPAIRS & CAPITAL WORKS

- Structural repairs
- Roofing replacement
- Major plumbing/electrical upgrades
- Owner-requested renovations

2.5 PROPERTY TAXES

- Accommodation tax (PHR)
- Land & Building Tax (PBB)
- Any ownership-entity corporate tax

SECTION 3

OWNER USE
AND STAY
CONDITIONS



3.1 OWNER STAY CLEANING SERVICES (ON REQUEST)

Cleaning services are optional and charged only when used.

DAILY LIGHT CLEAN

(Quick tidy, bins, surface wipe)

VILLA TYPE	FEE (IDR)
AEGEAN	100,000
CELESTIA	125,000
VISTARA	150,000
SERAYA	175,000
ELYSIAN	200,000
ALTURA	250,000



3.1 OWNER STAY CLEANING SERVICES (ON REQUEST)

Cleaning services are optional and charged only when used.

FULL SERVICE CLEAN

(Beds made, towels changed if required, full floor clean, villa reset)

VILLA TYPE	FEE (IDR)
AEGEAN	150,000
CELESTIA	200,000
VISTARA	250,000
SERAYA	300,000
ELYSIAN	325,000
ALTURA	350,000



3.1 OWNER STAY CLEANING SERVICES (ON REQUEST)

Cleaning services are optional and charged only when used.

TURNOVER DEEP CLEAN (POST-STAY) *(Required after every owner stay)*

VILLA TYPE	FEE (IDR)
AEGEAN	300,000
CELESTIA	350,000
VISTARA	400,000
SERAYA	450,000
ELYSIAN	475,000
ALTURA	500,000



3.2 OWNER STAY OPERATING COSTS

DURING OWNER STAYS:

- Electricity consumption
- Consumables used

are charged at cost.

Water and gas are not charged as they are included.



3.3 COMMUNITY / COMMON AREA FEE**

** (PRO-RATA, WITH 30 FREE DAYS PER YEAR)

Each owner receives **30 days per calendar year** where **no community/common area fees are charged** during their stay. After the free 30 days are used, the fee is charged **pro-rata per day**.

DAILY RATE CALCULATION
Based on IDR 15,000 per sqm per month:
15,000 ÷ 30 ≈ 500 IDR PER SQM PER DAY

COMMUNITY FEE PER VILLA TYPE (DAILY, AFTER FREE DAYS)

VILLA	LAND SIZE	FORMULA	DAILY FEE
AEGEAN	60 M ²	60 X 500	30,000 IDR/DAY
CELESTIA	75 M ²	75 X 500	37,500 IDR/DAY
VISTARA	100 M ²	100 X 500	50,000 IDR/DAY
SERAYA	150 M ²	150 X 500	75,000 IDR/DAY
ELYSIAN	200 M ²	200 X 500	100,000 IDR/DAY
ALTURA	220 M ²	220 X 500	110,000 IDR/DAY

HOW IT WORKS



Days 1-30 per year:
No charge



Days 31+ per year:
Charged at the daily fee above



Only charged when the owner is physically staying in the villa



Not charged when the villa is vacant or rented to guests

SECTION 4

INVESTING
RETURNS
AND COST
OVERVIEW



AEGEAN

I BEDROOM VILLA OUTRIGHT MODEL



	ASSUMPTIONS
Occupancy	80%
Est. Price/Night AUD	\$187 ++
Est. Price/Night IDR	2,000,000
ROI %	18.54%
Management	40%
Est. OTA (10%) per night	\$18.69
Total Availability	365

CURRENCY RATE	
Date	24/10/2025
1 IDR to AUD	\$0.000093
1 AUD to IDR	Rp10,700

Assumptions: Estimated 10% annualised growth.

	ESTIMATED RENTAL INCOME				
	Income	Cost	Profit	Comission	Net. Profit
Annual	\$54,579	\$5,458	\$49,121	\$19,649	\$29,473
Total	\$54,579	\$5,458	\$49,121	\$19,649	\$29,473
Estimated Monthly	\$4,548	\$455	\$4,093	\$1,637	\$2,456

	ESTIMATED VALUE										
	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Value Increase Per Year	25%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Villa Value	\$159,000	\$199,000	\$218,900	\$240,790	\$264,869	\$291,356	\$320,491	\$352,541	\$387,795	\$426,574	\$469,232
Annual Value Increase	\$0	\$40,000	\$19,900	\$21,890	\$24,079	\$26,487	\$29,136	\$32,049	\$35,254	\$38,779	\$42,657
Total Value Increase	\$0	\$40,000	\$59,900	\$81,790	\$105,869	\$132,356	\$161,491	\$193,541	\$228,795	\$267,574	\$310,232
Monthly Value Increase	\$0	\$3,333	\$1,658	\$1,824	\$2,007	\$2,207	\$2,428	\$2,671	\$2,938	\$3,232	\$3,555

	RETURN ON INVESTMENT							
	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 6
APY Only Rental	18.54%	18.54%	18.54%	18.54%	18.54%	18.54%	18.54%	18.54%
APY Rental + Value	18.54%	43.69%	56.21%	69.98%	85.12%	101.78%	120.10%	
ROI Rental	18.54%	37.07%	55.61%	74.15%	92.68%	111.22%	129.75%	
ROI Rental + Value	18.54%	62.23%	93.28%	125.59%	159.27%	194.46%	231.32%	

	ROI	
	Months	Years
ROI Rental	65	5.4
ROI Rental + Value	27	2.3
APY% Rental	1.54%	18.54%
APY Rental + Value	3.64%	43.69%

	High Season	Mid Season	Low Season
Nights	60	180	120
Est Room Rate Per Night	315	225	150

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CELESTIA

I BEDROOM DELUXE VILLA OUTRIGHT MODEL



ASSUMPTIONS	
Occupancy	80%
Est. Price/Night AUD	\$280++
Est. Price/Night IDR	3,000,000
ROI %	19.31%
Management	40%
Est. OTA (10%) per night	\$28.04
Total Availability	365

CURRENCY RATE	
Date	24/10/2025
1 IDR to AUD	\$0.000093
1 AUD to IDR	Rp10,700

Assumptions: Estimated 10% annualised growth.

	ESTIMATED RENTAL INCOME				
	Income	Cost	Profit	Comission	Net. Profit
Annual	\$81,869	\$8,187	\$73,682	\$29,473	\$44,209
Total	\$81,869	\$8,187	\$73,682	\$29,473	\$44,209
Estimated Monthly	\$6,822	\$682	\$6,140	\$2,456	\$3,684

	ESTIMATED VALUE										
	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Value Increase Per Year	22%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Villa Value	\$229,000	\$279,000	\$306,900	\$337,590	\$371,349	\$408,484	\$449,332	\$494,266	\$543,692	\$598,061	\$657,867
Annual Value Increase	\$0	\$50,000	\$27,900	\$30,690	\$33,759	\$37,135	\$40,848	\$44,933	\$49,427	\$54,369	\$59,806
Total Value Increase	\$0	\$50,000	\$77,900	\$108,590	\$142,349	\$179,484	\$220,332	\$265,266	\$314,692	\$369,061	\$428,867
Monthly Value Increase	\$0	\$4,167	\$2,325	\$2,558	\$2,813	\$3,095	\$3,404	\$3,744	\$4,119	\$4,531	\$4,984

	RETURN ON INVESTMENT							
	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 6
APY Only Rental	19.31%	19.31%	19.31%	19.31%	19.31%	19.31%	19.31%	19.31%
APY Rental + Value	19.31%	41.14%	53.32%	66.72%	81.47%	97.68%	115.52%	
ROI Rental	19.31%	38.61%	57.92%	77.22%	96.53%	115.83%	135.14%	
ROI Rental + Value	19.31%	60.44%	91.93%	124.64%	158.69%	194.21%	231.35%	

	ROI	
	Months	Years
ROI Rental	62	5.2
ROI Rental + Value	29	2.4
APY% Rental	1.61%	19.31%
APY Rental + Value	3.43%	41.14%

	High Season	Mid Season	Low Season
Nights	60	180	120
Est Room Rate Per Night	425	345	225

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VISTARA

2 BEDROOM VILLA OUTRIGHT MODEL



	ASSUMPTIONS
Occupancy	80%
Est. Price/Night AUD	\$327 ++
Est. Price/Night IDR	3,500,000
ROI %	19.91%
Management	40%
Est. OTA (10%) per night	\$32.71
Total Availability	365

CURRENCY RATE	
Date	24/10/2025
1 IDR to AUD	\$0.000093
1 AUD to IDR	Rp10,700

Assumptions: Estimated 10% annualised growth.

	ESTIMATED RENTAL INCOME				
	Income	Cost	Profit	Comission	Net. Profit
Annual	\$95,514	\$9,551	\$85,963	\$34,385	\$51,578
Total	\$95,514	\$9,551	\$85,963	\$34,385	\$51,578
Estimated Monthly	\$7,960	\$796	\$7,164	\$2,865	\$4,298

	ESTIMATED VALUE										
	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Value Increase Per Year	15%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Villa Value	\$259,000	\$299,000	\$328,900	\$361,790	\$397,969	\$437,766	\$481,542	\$529,697	\$582,666	\$640,933	\$705,026
Annual Value Increase	\$0	\$40,000	\$29,900	\$32,890	\$36,179	\$39,797	\$43,777	\$48,154	\$52,970	\$58,267	\$64,093
Total Value Increase	\$0	\$40,000	\$69,900	\$102,790	\$138,969	\$178,766	\$222,542	\$270,697	\$323,666	\$381,933	\$446,026
Monthly Value Increase	\$0	\$3,333	\$2,492	\$2,741	\$3,015	\$3,316	\$3,648	\$4,013	\$4,414	\$4,856	\$5,341

	RETURN ON INVESTMENT							
	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
APY Only Rental	19.91%	19.91%	19.91%	19.91%	19.91%	19.91%	19.91%	19.91%
APY Rental + Value	19.91%	35.36%	46.90%	59.60%	73.57%	88.94%	105.84%	
ROI Rental	19.91%	39.83%	59.74%	79.66%	99.57%	119.48%	139.40%	
ROI Rental + Value	19.91%	55.27%	86.73%	119.34%	153.23%	188.51%	225.32%	

	ROI	
	Months	Years
ROI Rental	60	5.0
ROI Rental + Value	34	2.8
APY% Rental	1.66%	19.91%
APY Rental + Value	2.95%	35.36%

	High Season	Mid Season	Low Season
Nights	60	180	120
Est Room Rate Per Night	615	350	285

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SERAYA

3 BEDROOM VILLA OUTRIGHT MODEL



	ASSUMPTIONS
Occupancy	80%
Est. Price/Night AUD	\$421 ++
Est. Price/Night IDR	4,500,000
ROI %	18.47%
Management	40%
Est. OTA (10%) per night	\$42.06
Total Availability	335

CURRENCY RATE	
Date	24/10/2025
1 IDR to AUD	\$0.000093
1 AUD to IDR	Rp10,700

Assumptions: Estimated 10% annualised growth.

	ESTIMATED RENTAL INCOME				
	Income	Cost	Profit	Comission	Net Profit
Annual	\$122,804	\$12,280	\$110,523	\$44,209	\$66,314
Total	\$122,804	\$12,280	\$110,523	\$44,209	\$66,314
Estimated Monthly	\$10,234	\$1,023	\$9,210	\$3,684	\$5,526

	ESTIMATED VALUE										
	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Value Increase Per Year	11%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Villa Value	\$359,000	\$399,000	\$438,900	\$482,790	\$531,069	\$584,176	\$642,593	\$706,853	\$777,538	\$855,292	\$940,821
Annual Value Increase	\$0	\$40,000	\$39,900	\$43,890	\$48,279	\$53,107	\$58,418	\$64,259	\$70,685	\$77,754	\$85,529
Total Value Increase	\$0	\$40,000	\$79,900	\$123,790	\$172,069	\$225,176	\$283,593	\$347,853	\$418,538	\$496,292	\$581,821
Monthly Value Increase	\$0	\$3,333	\$3,325	\$3,658	\$4,023	\$4,426	\$4,868	\$5,355	\$5,890	\$6,479	\$7,127

	RETURN ON INVESTMENT							
	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
APY Only Rental	18.47%	18.47%	18.47%	18.47%	18.47%	18.47%	18.47%	18.47%
APY Rental + Value	18.47%	29.61%	40.73%	52.95%	66.40%	81.19%	97.47%	
ROI Rental	18.47%	36.94%	55.42%	73.89%	92.36%	110.83%	129.30%	
ROI Rental + Value	18.47%	48.09%	77.67%	108.37%	140.29%	173.55%	208.30%	

	ROI	
	Months	Years
ROI Rental	65	5.4
ROI Rental + Value	41	3.4
APY% Rental	1.54%	18.47%
APY Rental + Value	2.47%	29.61%

	High Season	Mid Season	Low Season
Nights	60	180	120
Est Room Rate Per Night	825	500	350

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ELYSIAN

3 BEDROOM DELUXE VILLA OUTRIGHT MODEL



	ASSUMPTIONS
Occupancy	80%
Est. Price/Night AUD	\$561++
Est. Price/Night IDR	6,000,000
ROI %	13.42%
Management	40%
Est. OTA (10%) per night	\$56.07
Total Availability	365

CURRENCY RATE	
Date	24/10/2025
1 IDR to AUD	\$0.000093
1 AUD to IDR	Rp10,700

Assumptions: Estimated 10% annualised growth.

	ESTIMATED RENTAL INCOME				
	Income	Cost	Profit	Comission	Net. Profit
Annual	\$163,738	\$16,374	\$147,364	\$58,946	\$88,419
Total	\$163,738	\$16,374	\$147,364	\$58,946	\$88,419
Estimated Monthly	\$13,645	\$1,364	\$12,280	\$4,912	\$7,368

	ESTIMATED VALUE										
	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Value Increase Per Year	14%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Villa Value	\$659,000	\$749,000	\$823,900	\$906,290	\$996,919	\$1,096,611	\$1,206,272	\$1,326,899	\$1,459,589	\$1,605,548	\$1,766,103
Annual Value Increase	\$0	\$90,000	\$74,900	\$82,390	\$90,629	\$99,692	\$109,661	\$120,627	\$132,690	\$145,959	\$160,555
Total Value Increase	\$0	\$90,000	\$164,900	\$247,290	\$337,919	\$437,611	\$547,272	\$667,899	\$800,589	\$946,548	\$1,107,103
Monthly Value Increase	\$0	\$7,500	\$6,242	\$6,866	\$7,552	\$8,308	\$9,138	\$10,052	\$11,057	\$12,163	\$13,380

	RETURN ON INVESTMENT							
	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
APY Only Rental	13.42%	13.42%	13.42%	13.42%	13.42%	13.42%	13.42%	13.42%
APY Rental + Value	13.42%	27.07%	38.44%	50.94%	64.69%	79.82%	96.46%	
ROI Rental	13.42%	26.83%	40.25%	53.67%	67.09%	80.50%	93.92%	
ROI Rental + Value	13.42%	40.49%	65.27%	91.19%	118.36%	146.91%	176.97%	

	ROI	
	Months	Years
ROI Rental	89	7.5
ROI Rental + Value	44	3.7
APY% Rental	1.12%	13.42%
APY Rental + Value	2.26%	27.07%

	High Season	Mid Season	Low Season
Nights	60	180	120
Est Room Rate Per Night	950	675	550

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ALTURA

4 BEDROOM VILLA OUTRIGHT MODEL



ASSUMPTIONS	
Occupancy	80%
Est. Price/Night AUD	\$888 ++
Est. Price/Night IDR	9,500,000
ROI %	18.44%
Management	40%
Est. OTA (10%) per night	\$88.79
Total Availability	365

CURRENCY RATE	
Date	24/10/2025
1 IDR to AUD	\$0.000093
1 AUD to IDR	Rp10,700

Assumptions: Estimated 10% annualised growth.

	ESTIMATED RENTAL INCOME				
	Income	Cost	Profit	Comission	Net. Profit
Annual	\$259,252	\$25,925	\$233,327	\$93,331	\$139,996
Total	\$259,252	\$25,925	\$233,327	\$93,331	\$139,996
Estimated Monthly	\$21,604	\$2,160	\$19,444	\$7,778	\$11,666

	ESTIMATED VALUE										
	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Value Increase Per Year	58%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Villa Value	\$759,000	1200000	\$1,320,000	\$1,452,000	\$1,597,200	\$1,756,920	\$1,932,612	\$2,125,873	\$2,338,461	\$2,572,307	\$2,829,537
Annual Value Increase	\$0	\$441,000	\$120,000	\$132,000	\$145,200	\$159,720	\$175,692	\$193,261	\$212,587	\$233,846	\$257,231
Total Value Increase	\$0	\$441,000	\$561,000	\$693,000	\$838,200	\$997,920	\$1,173,612	\$1,366,873	\$1,579,461	\$1,813,307	\$2,070,537
Monthly Value Increase	\$0	\$36,750	\$10,000	\$11,000	\$12,100	\$13,310	\$14,641	\$16,105	\$17,716	\$19,487	\$21,436

	RETURN ON INVESTMENT							
	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
APY Only Rental	18.44%	18.44%	18.44%	18.44%	18.44%	18.44%	18.44%	18.44%
APY Rental + Value	18.44%	76.55%	92.36%	109.75%	128.88%	149.92%	173.07%	
ROI Rental	18.44%	36.89%	55.33%	73.78%	92.22%	110.67%	129.11%	
ROI Rental + Value	18.44%	94.99%	129.25%	165.08%	202.66%	242.15%	283.74%	

	ROI	
	Months	Years
ROI Rental	65	5.4
ROI Rental + Value	16	1.3
APY% Rental	1.54%	18.44%
APY Rental + Value	6.38%	76.55%

	High Season	Mid Season	Low Season
Nights	60	180	120
Est Room Rate Per Night	1225	995	875

THE INFORMATION PRESENTED IS FOR REFERENCE ONLY USING THE BEST AVAILABLE COMPARISON DATA FROM BOOKING.COM, AIRDNA.COM ETC.

++ Refers to 10% government tax and 11% service charge as mandated in Indonesia. Above are estimated figures. Please review the full financial disclaimer on the last page of this presentation.

SUMMARY

The Saraya Lombok 40% management structure provides a complete, resort-grade operational and hospitality system, giving owners an effortless villa ownership experience. Owners retain 60% of revenue received from completed bookings, while a dedicated on-site team handles all operations, maintenance, guest services and compliance.





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+62 813-3977-5503

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