

KEYSTONE

N H A T R A N G

by EPI[K]UREAN LIFESTYLE

BENEFITS OF VILLA OWNERSHIP

Villa owners at Keystone will receive a variety of valuable benefits, including:

- An almost immediate return on investment.
- All villas will automatically become part of the inventory of the resort, which will be formalized with the execution of a lease document. Owners will then receive a payment of USD 80,000 per annum per villa effective for the first three (3) years from the date full payment has been received and the purchase is finalized. After the first three years, this payment will increase to USD 115,000 per annum from year four (4) onwards.
- Villa owners will receive 30 days of free usage per year, subject only to availability. Eligibility for each of the 30 days will be provided to owners in the form of numbered vouchers. All owner reservation requests will receive a priority and can be requested via the resort's reservations office. A small reservation fee will apply. Amount to be advised.
- Villa owners may transfer part or all of their free usage to other parties. Alternatively, owners can resell part or all of their eligible free usage directly to 3rd. parties. Standard hotel and resort rates in Nha Trang vary almost on a daily basis due to supply and demand. For guidance purposes only, it is anticipated that Keystone's published rates will range from USD 280 - 600 during year one.
- In our Villa Exchange Programme, owners can also exchange their 30 days free stay with villas in other Epikurean affiliated resorts or partner hotels.
- Owners receive up to 40% discount on resort facilities (including spa treatments, food & beverage experience, in-villa dining, chef on demand, etc.) The same discounts will also apply at Epikurean's nearby Kauthara luxury resort for rental of beach club equipment.
- Owners can expect high property appreciation. Land value will continue to rise, especially as this project is one of the very few

freehold luxury developments in Vietnam. Property appreciation is also being driven by Nha Trang becoming recognized as one of the premier tourist destinations in South East Asia.

- Access to promotional and special opening prices at new Epikurean resorts
- Access to Epikurean Private Residences' expanding portfolio. For more information, please visit <http://www.epikureanresorts.com/>

INVESTMENT RETURNS

In addition to the immediate investment returns described above, owners can confidently expect the value of their investment to increase significantly in a relatively short period of time.

Over the last two years Nha Trang has become one of the most popular resort destinations in the region and has seen an exponential rise in developments for condominiums, hotels, resorts and shopping centres. This has put continued upward pressure on land values, especially in prime locations such as Keystone.

OWNERSHIP COSTS PAID BY THE OPERATOR KEEP

Owners have the benefit of not having to pay for any of the following expenses as they are all either paid by the Operator, or covered by the reserve fund:

- a. Sales, international sales offices, agent representatives;
- b. Marketing, advertising, brochures;
- c. Operator's remuneration;
- d. Website and online marketing;
- e. Reservations, bookings, guest communication, call center;
- f. Villa cleaning;
- g. Guests relations and concierge;
- h. Accounting and bill collection;
- i. Recruitment, training and management of villa staff;
- j. Laundry and linen costs;
- k. In-villa amenities;
- l. Services and maintenance common fee;
- m. Property insurance;
- n. Monthly utility costs;
- o. Laundry and cleaning costs with in residence.

LAND & VILLA PURCHASE AGREEMENTS

The land for your villa is freehold and you will have a title deed to both land and villa. For foreign investors, villas will be purchased via an approved Foreign Direct Investment Vietnamese Company (FDI). This can then be legally owned either directly by yourself or another nominated company.

OWNERSHIP AGREEMENTS

Ownership will be legally structured via a Master Agreement. Owners will sign a Maintenance and Management Agreement, allowing the operator to operate and rent the villas as part of the resort's Villa inventory.

FEES & TAXES

Costs for these items can vary according to your country of residence, local laws and your personal financial structure. We are able to offer you some general advice, but recommend that you seek the services of a professional tax accountant for specific advice on any applicable liability. We can recommend specialists in this area to advise you.

RESALE & ASSIGNMENT

Prior approval of the developer (which shall not be unreasonably withheld) is necessary for re-sales. Re-sale is only possible after your villa is paid in full, and after Phase Two is completed. If your villa is sold to a purchaser who is introduced to you by the developer or any member of our staff, we will charge an assignment fee of 3% of the resale price.

Epikurean Hotels & Lifestyle has built a global network of agents and intermediaries who are at the top end of luxury real estate specialists in their countries and understand Epikurean's value proposition. We would be happy to help you resell your villa if requested to do so. Epikurean will always recommend your villa for resale if informed in advance.

We will always give our owners first option for resale when we receive either direct enquires or via our global sales force

WARRANTIES

The design life span of structural elements is in excess of 25 years. Interiors and fit out come with individual workmanship and manufacturers' warranties of 12 months from the date of installation/completion. (All warranties are subject to normal wear and tear. Full details will be available in the sale contract.)

It should be noted that all villas at Keystone are designed and constructed to use the highest quality materials, which have been selected specifically for their durability to withstand the demands of the local climate.

PAYMENT SCHEDULE

Please note. Financing is available for up to 70% of the total cost from our local bank, but is available only to Vietnamese passport holders.

The payment schedule is as follows:

- A 5% deposit is required to secure your villa (refundable in 30 days);
- An additional 30% is due upon contract execution;
- 30% due upon 1/3 completion;
- 25% due upon 2/3 completion;
- The remaining 10% is due upon completion of your villa.

All deposits are non-refundable unless stated.