



Hua Hin Gardens Resort

Frequently Asked Questions

What is Hua Hin Gardens Resort?

Hua Hin Gardens Resort is a brand new mixed development resort on a site of about 4Ha (9 acres) in Hua Hin, on the Gulf of Thailand. It offers a full range of facilities such as members only Country Club, swimming pools, signature restaurants, shops, health and fitness centre, scuba diving school, bar lounges, internet café and membership (fee payable) to our own 18 holes championship Golf Club and Beach Club.

In Phase one Hua Hin Gardens Resort is made of a 71 two bedrooms serviced apartment block within the four blocks, 284 apartments of the Pride of Hua Hin developed by the Milford Group.

In phase two, we will be offering 295 two bedrooms serviced apartments and 60 three bedrooms duplex .

What is a Serviced Apartment?

A Serviced apartment is the same as a condotel. The only difference is that people book a two-bedroom apartment rather than a hotel room.

It is an apartment fully furnished to four star resort specifications including plasma TV screen, high-speed internet connection, fully fitted kitchen and luxuriously appointed en-suite bathrooms.

What do I get when I buy a Serviced apartment?

You are purchasing a specific unit within the Hua Hin Gardens Resort complex, together with all fixtures, fittings and furniture. You assign its exclusive management rights to the Resort Management Company for five years.

You are purchasing an investment that will provide you an income and spectacular potential capital growth. In short, you are investing in a four star luxury award winning resort that offers unequalled quality and



excellence to the ever increasing and highly discerning holiday market.

What legalities are involved?

You will enter into a sales/purchase contract with the developer and a mandatory five years management contract with the resort management company that is specific to your unit, not the complex as a whole.

What revenue can I expect?

Option 1

If you purchase your unit on our “Early Bird” scheme, you will receive a guaranteed income of 6% payable to you on completion of the sale (in effect a 30% discount).

Option 2

If you purchase your unit in full, you will receive guaranteed 8% revenue for 5 years. Your income will be paid six months in arrears.

In either case, a mandatory 5 years management contract is required.

Capital growth

Thailand and Hua Hin in particular, is one of the most sought after holiday destination in the world. The area has benefited from strong capital growth well in excess of normal trends. All the indicators point to a continued demand for well designed, income generating tourist based units. We would expect to see your investment to double its value in 5 years.

Your usage period

The contract allows you to use your own apartment for 39 days per year. During that time no revenue will be generated and you will only



need to pay operating expenses related to your unit (cleaning, electricity, etc...) during your stay.

You must notify the Resort Management Company in March of each year indicating your requirements for the following year. If you do not notify them, it will be assumed that the unit will be available for rent for the whole year. Your private use is subject to High Season restrictions to ensure maximum return on your investment.

Furniture, fittings, etc

Your apartment will be furnished to the standard specified by the resort operator. All furniture, fittings and fixtures are included in your purchase price.

On going repairs & maintenance

The Resort Management is responsible for repairs and maintenance of your unit including furniture, fixtures and fittings. These costs will be deducted from the gross rental income.

Who owns the furniture?

You do, but you assign exclusive rights and control to the resort management as part of the Management Contract.

Can I take the plasma TV home?

No, you cannot!

Who replaces things when broken or stolen?

The Resort Management Company is responsible for all operational issues related to your apartment. Damaged or stolen items will be replaced and refund sought from the offending guest. Where recovery is impossible, the cost will be deducted from the gross rental income.



Resale

You must notify the Resort Management Company of your intention to sell **before** you actually put the unit on the market. You and/or your agent are not allowed any "for sale" signs anywhere within the resort. You and/or your agent must arrange appointments with the resort Management Company for viewing purposes. Any sale is subject to the purchaser signing the resort management contract.

How can I sell my unit?

We strongly suggest you appoint the Resort Management Company to sell your unit.

Who can use my usage period?

You, your family and guests booked under your name as described in the Resort Management Contract.

What do I pay when I use my apartment?

You have to pay all your consumption bills (bar, restaurant, etc...) and the apartment operating expenses (cleaning, housekeeping and utilities). If you use your unit outside your free period, you will be charged the lowest room rate applicable at the time.

It is strictly forbidden to sub-let your Condotel unit.

Can I leave personal effects in my Condotel unit?

No, unlike a Serviced Apartment, you buy an investment and as such cannot leave personal belonging in your unit.



Asset management

How is the Resort management maximising my return?

The Resort Management Co. is incentivised through a Standard Management Contract linked to the revenue and profit they generate. It ensures their best interest is linked to yours.

Who manages the asset and oversees the Resort operator?

The Milford Group is an experienced asset management Co. It will supervise and monitor the performance of the Resort operator, which has to report to them on a regular and timely basis. In turn, the resort management Company will report key operational data to you, the owner.

When will the resort be ready?

Hua Hin Gardens Resort is expected to be operational for the Season 2008 - 2009

Is parking included?

No, however free parking is available on a first come/first serve basis

Who is my point of contact?

Hua Hin Gardens Resort is your contracting party. A full list of contacts, both in your country and in Thailand, including email address, direct telephone number will be attached to your sales/purchase agreement.