

What is MontAzure?

MontAzure is a mixed-use residential resort development stretching over 454 Rai (180 acres/73 hectares) of mountain to oceanside land on Phuket's central west coast at Kamala beach. Twinpalms Residences MontAzure offers buyers a rare opportunity to own a condominium located on one of the Phuket's best beaches.

Who is the developer?

Subsidiaries of three of the most prestigious property and hotel investment groups in Asia – Narai Group (Thailand), Arch Capital (Hong Kong) and Philean Capital (Singapore), part of Pontiac Land Group – have teamed up to launch what will be Asia's most exceptional residential resort development.

Who is the designer?

Martin Palleros, and the team at Tierra Design, well known in Phuket for designing the island's most popular luxury resort Twinpalms Phuket.

Martin Palleros is also the landscape consultant, so both the architecture and the landscape will be fully integrated.

How many condominiums will there be and what are the configurations and sizes?

There will be a total of 75 one and two-bedroom units with penthouses having access to a private roof top and pool. There are also options to combine unit types and create a magnificent three-bedroom unit with private rooftop and pool. The one-bedroom unit sizes range from 70 to 250 sqm (750 to 2,690 sqft). For two bedroom units the sizes range from 154 to 400 sqm (1,700 to 4,300 sqft).

What facilities and amenities will be available to residents?

Buyers will have an option to make their unit available for renting out by a professional operator. Onsite facilities will include a Residents' Lobby, Restuarant, Room Service, Pool Bar, Gym/Yoga Studio, Spa Pavilions, Library and Lounge, and Outdoor event spaces. Staff will be on duty 24 hours a day to assist residents and guests.

What other facilities and services will be available to buyers?

The full vision for the MontAzure mixed-use development includes an international anchor hotel, ultra luxury private estates, beach clubs, an upscale lifestyle and retail centre, medical wellness spa and protected forest nature reserve.

What are the options to customize the units?

Should a buyer decide to join the rental program no customization of the unit will be allowed. However, buyers who choose not to join the rental program can customize their units in consultation with the project's interior designers. No changes to the exterior of the apartment will be permitted.

What is the construction schedule?

Construction will take a minimum of 24 months from breaking ground, which is planned for Q2 2016. Completion is therefore expected in 2018.

What type of furniture, fixtures and fittings are used?

Fit-out will be of the highest international standard. These items will complement the contemporary tropical design of the development and will be carefully chosen to suit the location, taking into account that many units may be occupied on a short-term basis.

What warranties come with the materials and furnishings?

Obviously different suppliers and products offer different warranties, and these warranties and documentation will form part of the hand over package.

What is the ownership structure at Twinpalms Residences MontAzure?

Twinpalms Residences MontAzure will be sold as registered condominiums under the Condominium Act of Thailand. As such, 49% of the sellable space is offered to foreign buyers with a foreign freehold title while the remaining 51% are offered either as Thai freehold or foreign leasehold titles.

What are the taxes and costs associated with the purchase of a residence?

The developer covers all transfer taxes and fees for Leasehold title. For Freehold 1% of Land Department Assessment Value is charged to the buyer while all other fees or taxes are covered by the developer.

How much will the common area management fee be?

It is estimated that this fee will be charged at THB 80 per square metre per month. The final figure will be determined at the time of registration of the condominium.

How much will the sinking fund contribution be?

Each owner will contribute to the sinking fund an amount equivalent to THB 700/square metre. This is a once off payment but when monies from the sinking fund are used for necessary repairs or maintenance owners will be requested to contribute to topping it up from time to time.

Is there a rental program available?

Twinpalms Residences MontAzure will provide a rental opportunity for those buyers who wish to earn a return on their investment. To maximize occupancy and deliver hospitality level services, Kamala Beach Resort & Hotel Management Co Ltd is opting to use a qualified and experienced hotel operator – Twinpalms Management - who will be appointed to manage this program and ensure that owners receive the highest possible yield. However, joining this program is not compulsory and those buyers who wish to retain their property for private use only will be in a position to do so.

What level of rental return can I expect?

The operator will divide the total gross revenue derived from the rental pool on a 40/60 basis – 40% will be paid to the owners and 60% will be retained by the operator. This commercial structure is an improvement on the 50/50 profit split used in other projects in Phuket as conflicts always arise from the lack of transparency on operation costs and expenses. A top-line revenue split removes this uncertainty and protects our buyers and residents. From the operator's share, all operating expenses will be paid. Such expenses will include (but not be limited to) utilities, marketing, salaries, cleaning equipment and all other necessary expenses in order to operate the rental program in an efficient and proper manner.

From the owner's share the Common Area Management Fee must be paid (which is estimated to be THB 80 per square metre) as well as any taxes levied by the Thai Government. The owner will also be expected to insure the contents of the unit on an annual basis.

Below is an example of how the rental split will be determined:

Days available	365
Days occupied	183
Occupancy %	50%
Average Daily Rate of 1 & 2 bedroom units in THB	12,472
Gross Revenue in Thai Baht	2,282,376
40% Revenue Share to Owner	912,950

What are the terms & conditions of my 45-day usage?

The owner will be entitled to use the unit for 45 days per annum. The owner can utilize those days at anytime of the year. However, the number of days forfeited per stay will depend on the time of the year when the visit takes place.

During the summer season (1 May to 31 October) each day of stay will equal **one** day of own usage.

During the high season (1 November to 19 December and 11 January to 30 April) each day of stay will equal **two** days of own usage.

During the peak season (20 December to 10 January) each day of stay will equal **four** days of own usage. These dates may be adjusted by the operator every year depending on their marketing for the peak season.

Should an owner's occupancy exceed the 45 days, a preferential daily rate will be charged.

What is my personal responsibility for the daily service?

During the 45 days of personal use the owner will be charged a daily rate in order to cover utilities and other costs associated with cleaning and maintaining the unit and preparing for the next hotel guest. It is estimated that the daily rate for a one-bedroom unit will be THB 600 (THB 1,000 with pool) and for a two-bedroom THB 1,000 (THB 1,500 with pool). The owner will receive a full maid service during those 45 days.

This fee will include Continental Breakfast for two persons in the case of an one bedroom unit and for four persons in the case of a two bedroom unit.

Checkin 2 pm. Check out 12 noon.

There is no guaranteed return offered at Twinpalms Residences MontAzure as is typical with luxury real estate offerings. However, it is believed that the potential of a good return is very high considering the location and quality of the development as well as the fact that the operator will be a hotel group and not the typical asset managers, so they are very experienced in running such a rental scheme and driving occupancy.

How much for the utility fees?

In the case of units who have joined the rental program, the operator will cover the cost of the utilities when the unit is being rented out. In the case of owners who are not part of the rental program, they will be charged on a monthly basis based on actual consumption. The utility deposit is THB 50,000.

What about the management of my unit?

The operator will provide a full management service for units which have joined the rental program. In the case of units which are not part of the program an arrangement can be made with the operator to manage the unit.

How much notice must be given to join or leave the rental program?

If a buyer chooses to join the rental program at the time of purchasing the unit it is bound to remain in the program for 15 years. However, any unit which is not included at the time of purchase, can join and leave at the discretion of the owner. However, the unit must be included in the program by no later than 1 July of that year and must remain for at least one year. Should the owner wish to remove the unit from the program at least 6 months written notice must be given to the operator.

Is there a guaranteed return offered?



Will I be entitled to any special privileges at Twinpalms?

Each owner who joins the rental program will be issued with a Twinpalms Privilege Card which is renewable each year. This card will entitle the owner to various discounts at Twinpalms outlets the details of which will be updated from time to time. Each unit will be issued with only one card and if the card is lost a fee will be charged for its replacement.

How is my rental income paid?

The rental income will be paid into the owner's bank account on a six monthly basis in arrears with details of the calculation of the payment provided at that time.

Can I rent the unit out on my own?

Owners at Twinpalms Residences MontAzure will only be entitled to rent out their units on a short term basis through the appointed operator.

How long for the advance notice of my stay?

In order to ensure that the owner's unit is available during the stay it is recommended that at least 6 months notice be given. However, shorter notice will be allowed in which case the owner will be allocated another similar unit should his/her unit not be available. In the event that an owner wishes to cancel a booking a minimum of 14 (Fourteen) days notice must be given to the operator. Shorter notice will result in those personal use days which were used for the booking being lost.

Can I choose my own furniture?

For those owners who elect to join the rental program a standard furniture and hospitality package will be made available which must be purchased through the developer. There can be no deviation from this package and the price is not included in the unit price. In the case of owners who do not join the rental program they will be entitled to furnish their property as they choose. However, should such an owner decide to join the rental program in the future the unit would have to comply with all the requirements of the operator.

Can my friends/ family use my owner's entitlement?

Friends and family of the owner are entitled to use the unit subject to any terms and conditions contained in the agreement between the owner and the operator. Please note that the daily rate for maid service and to refresh the room will apply.

Sub Structure

Foundation	Reinforced concrete wet bored piles
Ground slabs	Reinforced concrete
Retaining walls	Reinforced concrete

Superstructure

Building wall	Light weight concrete block wall
Columns	Reinforced concrete column
Floor	Reinforced concrete slab cast in place
Roof structure	RC slab with water proof membrane, planter and plant-climbing structure with subsoil drainage system

Floor Finishes

Internal floors	Solid stone and homogeneous ceramic tile
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Wall Finishes

Internal walls	Gyproc, acrylic paint, porcelain tile, hardwood timber and marble stone
External walls	Timber and plaster paint
External facade	Timber, engineered timber, texture concrete and timber finishes

Exterior Finishes

Timber Decking	Hardwood timber on hard wood studs
Unit Entrances	Charcoal grey granite, framed finish
Parking Surfaces	Cobblestone and pepperwash

Doors & Windows

Entry doors	Glass door, extruded aluminum
Interior doors	Solid timber frame, timber veneer
Windows	Powder-coated extruded aluminum frame operable and fixed windows
Shower doors	Frameless glass
Hardware	Stainless steel

Air Conditioners & Ventilation

Air conditioners	Concealed FCU with low-level of noise
Control	Wireless remote controller
Refrigerant:	R22/R410A, latest technology and environmentally friendly

Sanitary Ware

Taps and fixtures	Hansgrohe or equivalent
Tubs and basins	Homogeneous ceramic or equivalent

Kitchen

Work surface	Engineered stone
Sink	Silgranit Puradur or equivalent
Appliances	Gorenje or equivalent

Swimming Pool & Finishes

Pool Tile	Local glazed clay tile
Pool Terrace	Timber on hardwood studs
Filtration & Disinfection	High rate sand filter with silver-copper anodized system completed with salt chlorinator

Water Supply

Water supply	A package of series of in-line vertical mounted variable speed and constant pressure pump and storage tank
Cold water filter	Activated carbon & manganese filter
Hot water	Storage heater system

Lighting

General area	FOH: Dimmable LED saving lights
Area contain bath	IP44 + 12v light bulb, safety code to BS7671

Fire Safety

Fire alarm	Smoke and heat detector system connected to central facility
Fire systems:	Fire hose cabinets through the project on each storey and fire extinguishers within units

Electrical Installation

Main cable	Underground 3-phase low voltage supply
Internal cable	In UPVC conduit cast-in or surface mount
External cable	Sheathed cable in HPDE conduit, buried in ground
Dimming	Centralised common area and master bedroom dimming systems
System Design	The system is designed and installed to latest edition of Thai Electrical Code (2008) and to UK BS7671 in critical part such as wet and damp area