



LUXURY PROPERTY DANANG



# THE POINT- MASTERPLAN



PHASE 1: 20 VILLAS

PHASE 2 : 22 VILLAS



| PHASE 2 | No    | Plot number | Villa Type | Lot area | GBA  | No of Bedrooms |
|---------|-------|-------------|------------|----------|------|----------------|
|         | 1     | 1           | B          | 342      | 289  | 3              |
|         | 2     | 2           | B          | 283      | 289  | 3              |
|         | 3     | 3           | B          | 287      | 289  | 3              |
|         | 4     | 5           | B          | 310      | 289  | 3              |
|         | 5     | 6           | B          | 314      | 289  | 3              |
|         | 6     | 7           | B          | 315      | 289  | 3              |
|         | 7     | 8           | B          | 315      | 289  | 3              |
|         | 8     | 9           | B          | 316      | 289  | 3              |
|         | 9     | 10          | B          | 320      | 289  | 3              |
|         | 10    | 11          | B          | 333      | 289  | 3              |
|         | 11    | 12          | B          | 341      | 289  | 3              |
|         | 12    | 14          | B          | 341      | 289  | 3              |
|         | 13    | 15          | B          | 342      | 289  | 3              |
|         | 14    | 16          | B          | 341      | 289  | 3              |
|         | 15    | 17          | B          | 320      | 289  | 3              |
|         | 16    | 18          | B          | 284      | 289  | 3              |
|         | 17    | 19          | B          | 275      | 289  | 3              |
|         | 18    | 20          | B          | 272      | 289  | 3              |
|         | 19    | 21          | C          | 261      | 286  | 3              |
|         | 20    | 22          | C          | 262      | 286  | 3              |
|         | Total |             |            | 6174     | 5774 |                |

## THE POINT - TYPE B



*This image has been digitally produced based on our current plans and is for illustrative purposes only*





## THE POINT - Floor Plan Bare Shell TYPE B



### GROUND FLOOR

GBA INTERNAL 94 sqm

GBA EXTERNAL 78 sqm

### FIRST FLOOR

GBA INTERNAL 96 sqm

GBA EXTERNAL 21 sqm

**TOTAL GBA** 289 sqm



GBA INTERNAL

GBA EXTERNAL

## THE POINT - Floor Plan Finish Villa TYPE B



### GROUND FLOOR

GBA INTERNAL 94 sqm

GBA EXTERNAL 78 sqm

### FIRST FLOOR

GBA INTERNAL 96 sqm

GBA EXTERNAL 21 sqm

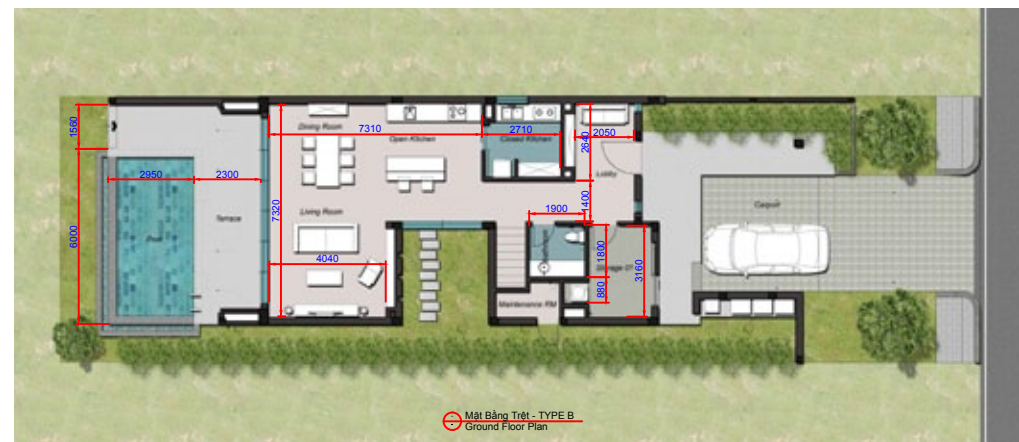
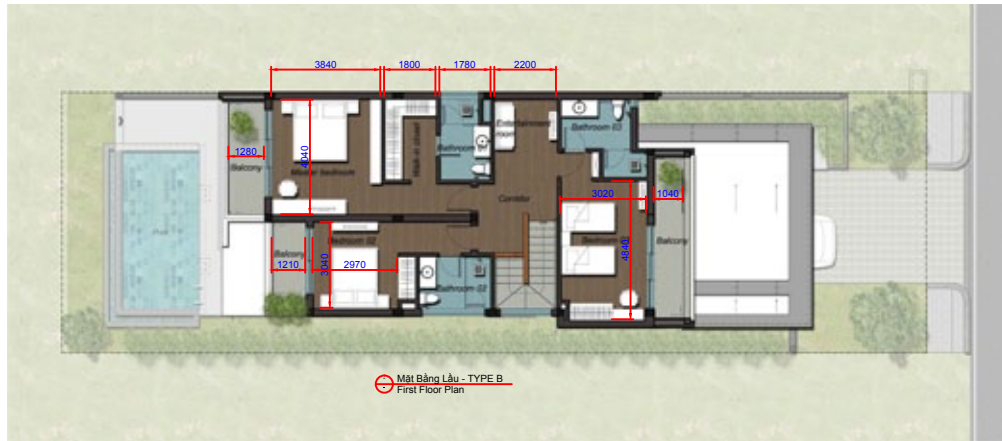
**TOTAL GBA** 289 sqm



 GBA INTERNAL

 GBA EXTERNAL

# THE POINT - Floor Plan Dimension TYPE B





## THE POINT - TYPE C



## THE POINT - Floor Plan Bare Shell TYPE C



### GROUND FLOOR

GBA INTERNAL 94 sqm

GBA EXTERNAL 75 sqm

### FIRST FLOOR

GBA INTERNAL 96 sqm

GBA EXTERNAL 21 sqm

**TOTAL GBA** 286 sqm



 GBA INTERNAL

 GBA EXTERNAL



## THE POINT - Floor Plan Finish Villa TYPE C



### GROUND FLOOR

GBA INTERNAL 94 sqm

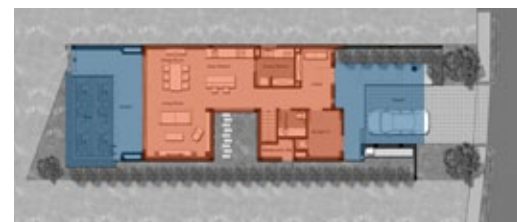
GBA EXTERNAL 75 sqm

### FIRST FLOOR

GBA INTERNAL 96 sqm

GBA EXTERNAL 21 sqm

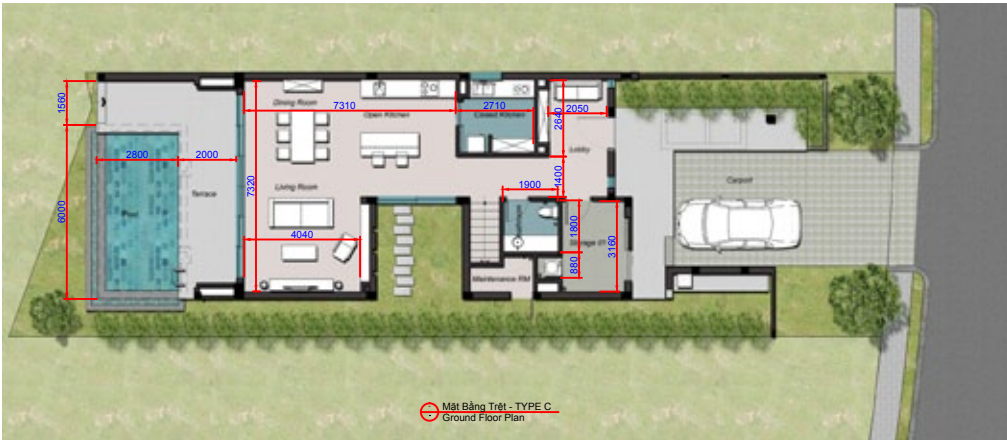
**TOTAL GBA** 286 sqm



GBA INTERNAL

GBA EXTERNAL

# THE POINT - Floor Plan Dimension TYPE C

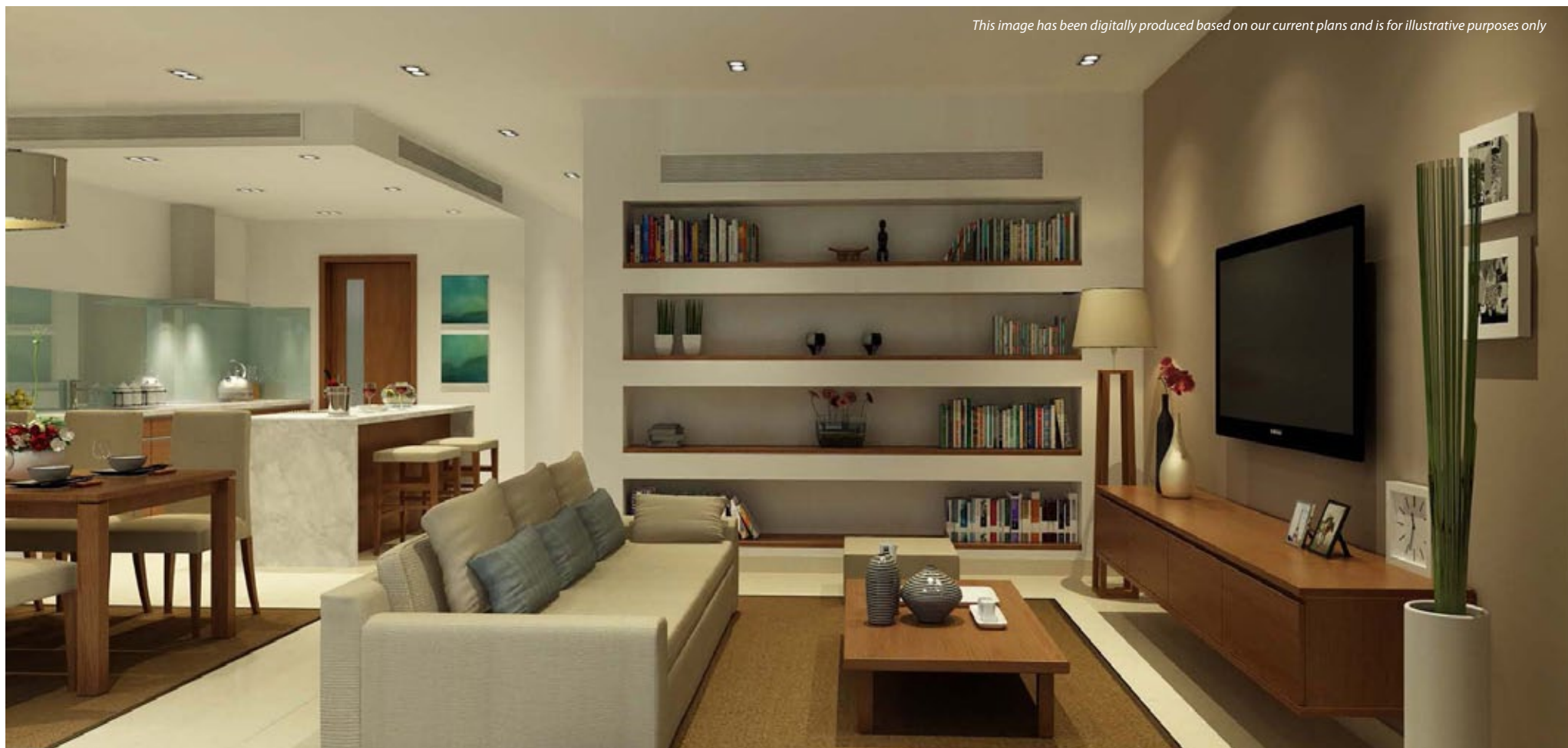


## THE POINT - INTERIOR





## THE POINT - INTERIOR



## PAYMENT TERM



### Option 1 FINISH VILLA

**Deposit:** 100 mil VND

2 months

**SPA:** 30% Foundation complete after 2 months

4 months

**2nd payment term:** 30% Roof complete after 4 months

6 months

**3rd Payment term:** 35% Handover Villa after 6 months

**4th Payment term:** 5% Pink Book.

### Option 2 BARE SHELL

**Deposit:** 100 mil VND

2 months

**SPA:** 30% Foundation complete after 2 months

4 months

**2nd payment term:** 30% Roof complete after 4 months

4 months

**3rd Payment term:** 35% Handover Bare shell Villas after 4 months

**4th Payment term:** 5% Pink Book.

## PROMOTION

---



**Option 1:** 5% + trial 2 years Golf Membership (if needs)

**Option 2:** 2.5% + 10 years Golf Membership

**Option 3:** Full Golf Membership (Around 42 years)

- Memberships are “Residential” category only provided to owners of property within Danang Beach Resort
- Residential memberships are not transferable
- Membership is only activated upon handover of the villa and must be activated within 12 months of handover
- Memberships will bound by all regulations of Danang Golf Club



# MATERIAL EQUIPMENT - FINISH VILLA



## THE POINT RESIDENCES SPECIFICATIONS - FINISHED VILLA Sept 2014

|   |   |
|---|---|
| Foundation                                | Reinforced concrete foundation  |
| Superstructure                            | Reinforced concrete structure   |
| Walls                                     |   |
| External walls                            | Reinforced concrete / brick, plaster & painted with weather-shield emulsion finish      |
| Internal walls                            | Reinforced concrete / brick, plaster & painted in emulsion finish                       |
| Roof                                      |   |
| Flat Roof                                 | Reinforced concrete flat roof   |
| Interior Finishes                         |   |
| Floors                                    |   |
| Corridor                                  | Ceramic tiles 60 x 60 cm or equivalent  |
| Ground Floor Foyer, Living Room & Kitchen | Ceramic tiles 60 x 60 cm or equivalent  |
| Bedrooms                                  | Laminate wooden floor or equivalent   |
| Toilets & Bathrooms                       | Ceramic tiles 30 x 30 cm or equivalent  |
| Laundry/ Storage                          | Ceramic tiles or equivalent   |
| Swimming pool                             | Blue Stone  |
| Walls                                     |   |
| Foyer                                     | Fixed glass panels in aluminium frames, Plaster & painted in emulsion finish            |
| Living Areas & bedrooms                   | Plaster & painted in emulsion finish  |
| Toilet & Bathrooms                        | Plaster & paint in emulsion for rooms with ceramic skirting, ceramic tiles at wet area. |
| Swimming pool                             | Blue Stone  |
| Ceiling                                   |   |
| Roof Eaves                                | Moisture resistant ceiling boards in weather-shield emulsion paint finish               |
| Interior                                  | Gypsum board ceiling in emulsion paint finish   |
| Toilets                                   | Moisture resistant fibrous plaster board in emulsion paint finish                       |
| Other Areas                               | Cement skim coat in emulsion paint finish   |
| Kitchen                                   |   |
| Kitchen counter top                       | Composite Quartz stone or equivalent  |
| Wall counter top                          | Tempered translucent glass  |
| Kitchen hob                               | Malloca 3 zone gas hub, or equivalent   |
| Kitchen hood                              | Malloca Stainless steel kitchen hood, or equivalent                                     |
| Sink                                      | Built in stainless steel sink complete with single lever mixer faucet, or equivalent    |
| Internal Stair                            |   |
| Steps                                     | Reinforced concrete / brick, timber finish or equivalent                                |
| Riser                                     | Reinforced concrete / brick, timber finish or equivalent                                |
| Doors                                     |   |
| Front Entry                               | Solid core timber door with applied finish  |
| Bedrooms, Study, Toilets                  | Timber door with applied finish   |
| Aluminium Doors, Windows & Claddings      |   |
|   | Sliding doors in aluminium frames and tempered glass                                    |
|   | Windows in aluminium frame and tempered panels  |
|   | Aluminium sunshade cladding louvers   |

|   |  |
|---|--|
| Sanitary Wares & Fittings                 |  |
| WC, hand basin, basin mixer, shower set   | Caesar or equivalent   |
| Bathroom accessories                      | Caesar or equivalent   |
| Exterior Areas                            |  |
| Floor                                     | Bush hammered stone or equivalent  |
| Wall                                      | Plaster & paint in emulsion finish / partly stone cladding per design  |
| Railing                                   | Tempered glass railing   |
| Mechanical, Electrical, Plumbing Services |  |
| Electricity                               | Concealed electrical wiring  |
| Electrical fittings                       | Clipsal or equivalent  |
| Air conditioning                          | Wall mounted split air condition system to Living/Dining and master bedroom (Concealed AC piping for Bed room 1 and 2) |
| Ceiling fans                              | Waiting pipes at Bedrooms 1 and 2 for installation of fans   |
| TV socket                                 | Clipsal, provided in Living/Dining and all bedrooms  |
| Lightning Protection                      | To be provided in accordance to Vietnam laws.  |
| Plumbing and Sanitary                     | In PVC/PPR piping  |
| Hot water                                 | Central hot water cistern  |
| Others                                    |  |
|   | Termite treatment  |
|   | Waterproofing to ground slab, and all wet areas  |

## THE POINT RESIDENCES NOT INCLUDED - FINISHED VILLA Sept 2014

|                  |  |
|------------------|--|
| Air-Conditioning | A/C units for Bedrooms 1 & 2. Location, A/C piping & power provision provided. |
| Others           |  |
|                  | Loose furniture and equipment  |
|                  | Kitchen/ laundry appliances other than listed in inclusions                    |
|                  | Curtains, blinds.  |

# MATERIAL EQUIPMENT - BARE SHELL VILLA

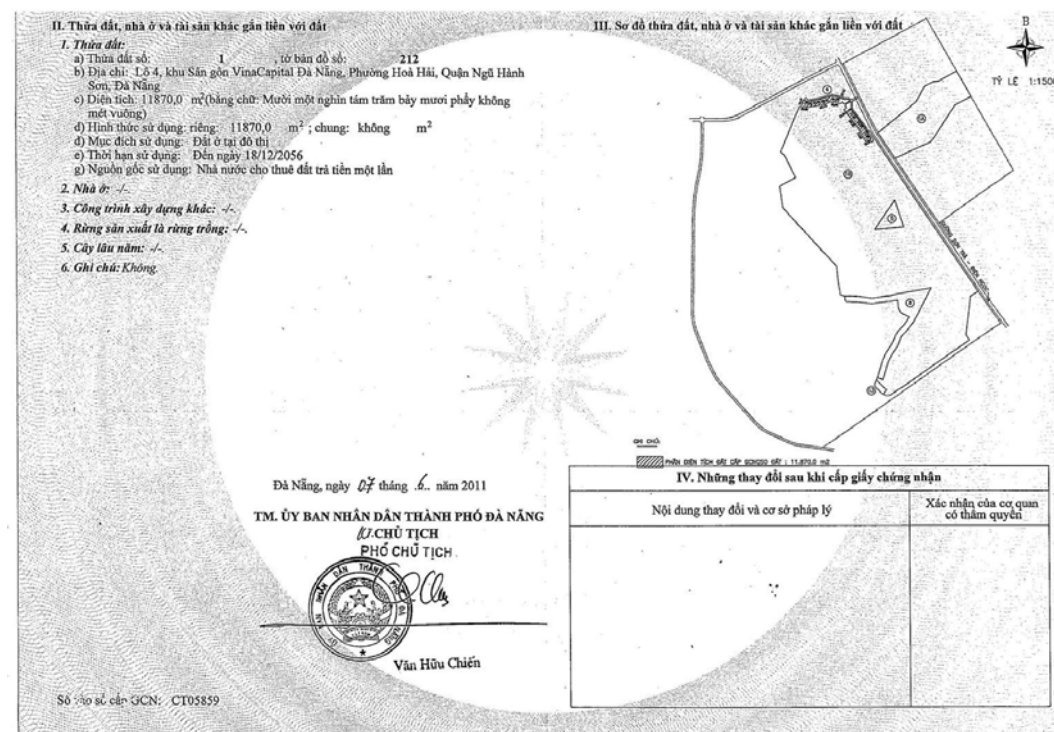
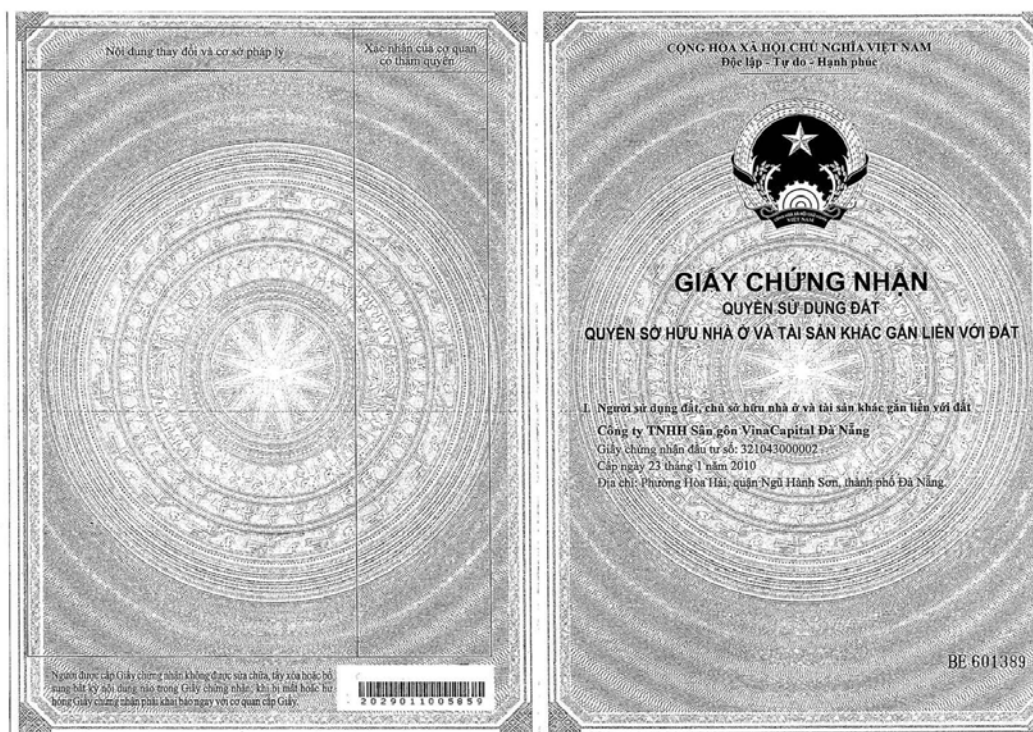


## THE POINT RESIDENCES SPECIFICATIONS - BARE SHELL VILLA Sept 2014

|  |   |
|--|---|
| <b>Structure</b>                                 | Reinforced Concrete ("RC") Structure  |
| <b>Flooring</b>                                  |   |
| General  | RC ground slab including external terraced areas and first floor slab (no finishes)                               |
| Balconies  | RC flooring with water proofing and protective screed (no finishes)   |
| <b>Stair</b>                                     | Reinforced Concrete ("RC") / Brick (no finishes)  |
| <b>Roof</b>                                      | RC roof slab with water proofing and screed finish  |
| <b>Walls</b>                                     |   |
| External wall                                    | RC Concrete Columns and Masonry infill walls  |
| External wall finish                             | Exterior side plaster & painted with weather-shield emulsion finish<br>Exterior side stone cladding as per design |
| <b>Doors</b>                                     |   |
| Entrance door                                    | Timber door with hardware   |
| Exterior door                                    | Timber door with hardware<br>Aluminium frame with tempered glass bi-folding or sliding doors                      |
| <b>Windows</b>                                   | Aluminium frame with tempered glass panels<br>External timber/aluminum shade screen as per design                 |
| <b>Balconies</b>                                 | Tempered glass balustrade with steel supports as necessary  |
| <b>Swimming Pool</b>                             | RC structure (No finish), cast in pipes for operating equipment   |
| <b>Landscaping</b>                               | Landscape with turf and nominal planting  |
| <b>Driveway</b>                                  | RC slab finished with stone paving  |
| <b>Boundary wall</b>                             | Fencing with hedge planting/Plastered and painted brick wall  |
| <b>Mechanical, electrical , plumbing service</b> |   |
| Storm drainage                                   | Piping recticulation, manhole and roof drainage   |
| MEP system                                       | Conduit/piping only under ground floor slab connected to common infrastructure                                    |
| Water meter                                      | Provided within villa boundary  |
| Power meter                                      | Provided within villa   |

## THE POINT RESIDENCES NOT INCLUDED - BARE SHELL VILLA SEPT 2014

|  |  |
|--|--|
| <b>Villa internal element</b>                    | Internal masonry partition walls (non-structural)<br>Handrails/ balustrade to stairs / voids<br>Internal doors or frames<br>Joinery, wardrobes, cabinets<br>Applied finishes to walls/ floors/ ceilings<br>Suspended ceilings<br>MEP service reticulation ( others than noted in specification)<br>Fixture, fittings and equipment |
| <b>Villa external non-structure element</b>      | Pool tiling, finishes and filter or operation equipment (cast-in pipes included)<br><br>External tiling / paving to external balconies, terraces, decks, courtyards, pathways  |
| <b>Mechanical, electrical , plumbing service</b> | MEP plant and equipment including Airconditioning units, hot water system etc.   |





# THE POINT

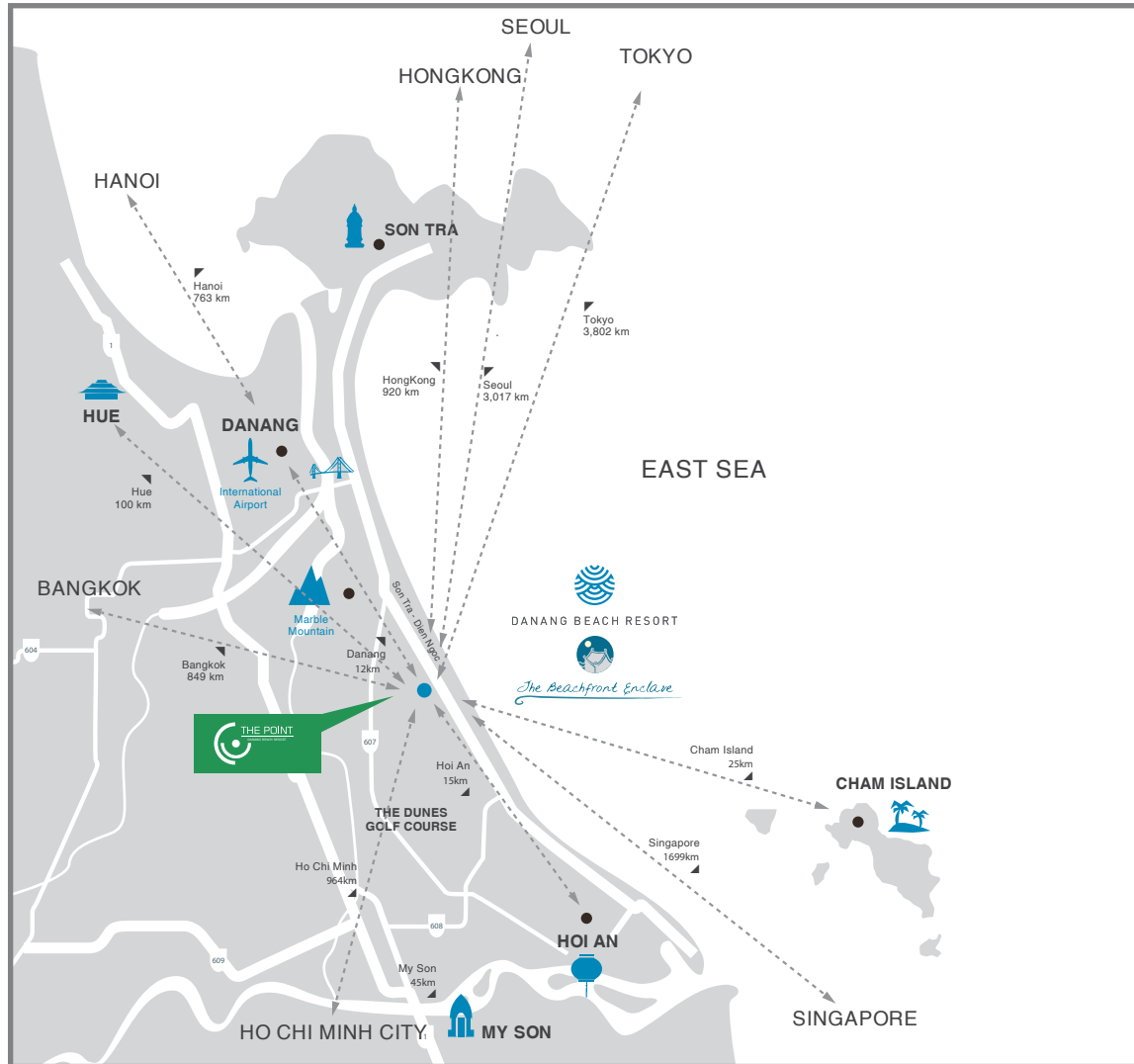


# DANANG BEACH RESORT





## MAP LOCATION



- Son Tra - Dien Ngoc Coastal road, Ngu Hanh Son District, Da Nang, Vietnam.
- Perched on a bluff above the East Sea, Vietnam.
- 20 minutes to Danang International Airport.
- 20 minutes to Hoi An Ancient City.
- Take 2 hour to My Son – A UNESCO World Heritage
- And 2 hour to Hue – A UNESCO World Heritage



# LATEST INTERNATIONAL FLIGHTS TO DANANG



## Danang International flights (as of November 2014)

Note: Frequencies may change due to seasonality

| Country Origin  | City      | Airlines          | Weekly Frequency | Aircraft | Weekly passenger | Remark  |
|-----------------|-----------|-------------------|------------------|----------|------------------|---------|
| <b>Cambodia</b> | Siem Reap | Vietnam Airlines  | 1                | ATR 72   | 68               |         |
| <b>China</b>    | Beijing   | China Eastern     | 2                | A320/737 | 300              | Charter |
|                 | Chengdu   | Vietnam Airlines  | 2                | A321     | 370              | Charter |
|                 | Guangzhou | Vietnam Airlines  | 2                | A321     | 370              | Charter |
|                 | Nanjing   | Vietnam Airlines  | 2                | A321     | 370              | Charter |
|                 | Hangzhou  | Vietnam Airlines  | 2                | A321     | 370              | Charter |
|                 | Shanghai  | Vietnam Airlines  | 2                | A321     | 370              | Charter |
|                 | Wenzhou   | Vietnam Airlines  | 2                | A321     | 370              | Charter |
|                 | Kunming   | China Eastern     | 2                | A320/737 | 300              | Charter |
|                 | Nanjing   | China Eastern     | 2 / week         | A320/737 | 300              |         |
|                 | Ningbo    | China Eastern     | 2 / week         | A320/737 | 300              |         |
|                 | Shanghai  | Shanghai Airlines | 2 / week         | A320/737 | 300              | Charter |
|                 | Shenyang  | Vietnam Airlines  | 2 / week         | A321     | 370              |         |
|                 | Shenzhen  | China Southern    | 2 / week         | A320/737 | 300              | Charter |
|                 | Wenzhou   | Vietnam Airlines  | 2 / week         | A321     | 370              | Charter |
|                 | Xiamen    | Vietnam Airlines  | 2 / week         | A321     | 370              |         |

Airline capacity assumptions: ATR 72 - 68 seats, A320/737 - 150 seats, A321 185 seats, A330 300 seats

| Country Origin                               | City         | Airlines         | Weekly Frequency | Aircraft  | Weekly passenger | Remark                  |
|--|--------------|------------------|------------------|-----------|------------------|-------------------------|
|  | Xian         | Vietnam Airlines | 2                | A321      | 370              | Charter                 |
| <b>Hong Kong</b>                             | Hong Kong    | Dragon Air       | 7                | A320**    | 1,050            | Sometimes fly an A330   |
|  |              | Vietnam Airlines | 3                | A321      | 555              | Commences July 2014     |
| <b>Japan</b>                                 | Narita       | Vietnam Airlines | 4                | A321      | 740              | Commences Jun 2014      |
| <b>Macau</b>                                 | Macau        | Vietnam Airlines | 2                | A321      | 370              | Charter                 |
|  |              | Jetstar          | 21               | A320      | 3,150            | Commenced 29th March    |
|  |              | Air Macau        | 6                | A321      | 1,110            | Charter / Irregularly   |
| <b>Malaysia</b>                              | Kuala Lumpur | Air Asia         | 4                | A320      | 600              | Recommences August 2014 |
| <b>Singapore</b>                             | Singapore    | Silk Air         | 7                | A319/320  | 1,050            |                         |
| <b>South Korea</b>                           | Seoul        | Korean Air       | 7                | A330/A300 | 1,925            |                         |
|  |              | Asiana           | 4                | A320      | 600              |                         |
|  |              | Vietnam Airlines | 7                | A321      | 1,295            |                         |
| Total passenger capacity per week            |              |                  |                  |           | 18,013           |                         |
| Total passenger capacity per year (52 weeks) |              |                  |                  |           | 936,676          | Annualised              |
| 2008 total passenger annual capacity         |              |                  |                  |           | 31,200           |                         |
| Currently 87 international flights per week  |              |                  |                  |           |                  |                         |

# DANANG BEACH RESORT RENTAL POOL



As the General Manager of The Ocean Villas for the previous 2.5 year period, I have had the opportunity and privilege to be a part of the success-story that The Rental Pool program has been for both Vina Living and to all owners that have been a part of the program.

Starting on a small scale with only 8 villas in the program in 2010, the rental pool program has now grown to 41 villas with very consistent occupancy (typically above 60% and growing) and subsequent financial returns to all villa owners.

The Ocean Villas has firmly established itself in the hospitality sector as a unique product offering its guests spacious living, high end service and the luxury of being in direct access to both a beautiful private beach and a world class golf course, Danang Golf Club. With the resorts ideal location; right in between the UNESCO Heritage listed town of Hoi An and the bustling city of Da Nang, guests have the convenience of only being a short taxi-ride away from both of these popular tourist destinations.

Thanks to the resort's unique positioning in the market, all major domestic and foreign travel agents have signed contracts with the rental pool operation to be able to send its guests to The Ocean Villas. These include:

- **Travel Agents**

The Ocean Villas currently has sales contracts in place with more than 160 travel agents based in both Vietnam and abroad. Establishing relationships with travel companies is essential in order to ensure that accommodation bookings are received from an as wide array of origins as possible. The relationships with these agents are very established and strong as the resort has delivered a service and product which the agent's clients have expressed satisfaction with over the past 4 years.

- **Online Booking Engines**

In addition to traditional agents, the resort is also listed on all major third-party booking engines such as Agoda.com, Bookings.com and Fastbookings.com. Guests choosing to book on the Internet as opposed to through travel agents is becoming more and more common for each year and is now representing almost 30% of all bookings for The Ocean Villas and growing.

- **Direct Bookings**

Guests can book directly with the resort, either by the booking-engine on the web-site ([www.theoceanvillas.com.vn](http://www.theoceanvillas.com.vn)), or by emailing or phoning the resort directly. Direct bookings is the most common way of making bookings for return guests which is a fairly large segment for The Ocean Villas. These guests have already experienced what the resort has to offer and chooses to come back knowing what to expect in terms of service and comfort. Return guests is especially common during the summer months where families come to the resort for a family vacation making the most of the beautiful weather and beach.

We are excited to welcome new projects currently under sale and development at Danang Beach Resort including **The Ocean Apartments** and **The Point** residential projects. These apartments and villas will complement our current inventory of accommodation types and we are confident to continue to achieve high occupancy rates across all projects currently under management at this magnificent integrated resort project.

**Erik Billgren**

*General Manager*



DANANG BEACH RESORT

## NON-RENTAL POOL AND RENTAL POOL



| INCLUSIVE  | NON- RENTAL POOL | RENTAL POOL |
|--|------------------|-------------|
| Security services (24 hours)                         | √                | √           |
| Reception services (24 hours)                        | √                | √           |
| Collecting and treating garbage                      | √                | √           |
| Preserving the landscape                             | √                | √           |
| Using common facilities                              | √                | √           |
| Reading figures of consumption of electricity, water | √                | √           |
| Provision of generated power                         | √                | √           |
| Common management services                           | √                | √           |
| Villa and Asset Insurance                            | x                | √           |
| AC Maintenance                                       | x                | √           |
| Preventive Maintenance                               | x                | √           |
| Pest control Inside the villa                        | x                | √           |
| Pest control Outside the villa                       | √                | √           |
| Checking M&E and other applications                  | x                | √           |
| Pool Cleaning and Pool Maintenance                   | x                | √           |
| Cleaning and HSKP service                            | x                | √           |
| Shuttle bus to Hoi An                                | x                | √           |
| Buggy Service  | √                | √           |
| Spot checks and villa care                           | x                | √           |