BANYAN TREE RESIDENCES
LĂNG CÔ

TERM SHEET

Property Type **Hill villas**

Location **Banyan Tree Residences at Laguna Lang Co, Vietnam**

Price & Availability

Bedroom	Land plot (sqm)	Total BUA	A/C cover	Non A/C cover	Price (US$)
		(sqm)	(sqm)		
1BR	640 - 1300	152	96	56	$780,000
3BR	670 - 1800	260	166	94	$1,240,000 - 1,400,000

***Prices are exclusive of applicable VAT under Vietnam laws*

Method of Payment Payments shall be made in US$ in the form of cash or by bank transfer into the Laguna designated bank account.

Reservation Required to sign Option form and place a deposit of US$5,000

Payment Schedule

Payments	Descriptions	% of Selling Price
1st	Signing of contract	20% (less deposit)
2nd	Completion of first floor slab	10%
3rd	Completion of super structure inclusive walls (only brick wall) & roof	10%
4th	Completion of exterior works (excluding swimming pool, door /window , hardscape, and softscape)	10%
5th	Completion of architectural finishes	10%
6th	Completion of external landscape, hardscape, and swimming pool.	10%
7th	Handover	30%

Guaranteed rental return option:

- Minimum guaranteed rental return at 5% (in USD) over 3 years.
- Minimum guaranteed rental return at 9% (in VND) over 3 years

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Notes	1. Handover will be within 24 months from the contract execution date. 2. Furniture, fixtures and equipment are included with the sale of the villa. 3. Price and payment terms listed are effective from the date of this term sheet, subject to applicable taxes and to change without notice.
Benefits	Privileges & discounts at all Banyan Tree, Angsana and Laguna Lang Co Resorts and Hotels (terms and conditions apply)
Rental Program	The Developer operates the Rental Program for owners of Villas in the Hotel to include their Villas in the Hotel's inventory for the purpose of renting them out to guests. The Owner will share the net revenue from his Villa with the Developer and will also enjoy the Exchange Program. The Owners are entitled to 60 days complimentary use every year (terms & conditions apply) and access to the Exchange Program. Rental return is 40% of net revenue. The owner shall receive 37% and 3% is held in a reserve fund to pay the regular maintenance costs of the Villa. Refurbishment/renovation costs for the Villa (if any) will be paid separately when incurred
Ownership	As a foreign buyer, you will have 2 options: 1. Enter into dual onshore/ offshore structure which will entitle you a lease over 50/ 70 years on your Banyan Tree Residences. 2. Enter into onshore structure which will entitle you a 50 years renewable ownership title under the foreign ownership law taken effect from July 2015
Purchase Documents	**1.** Investment and Revenue Sharing Contract **2.** Resort Stay Lease Contract

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