



THE PAVILIONS EL NIDO, PALAWAN ISLAND



El Nido, Parawan Island, Phillipines

A PROJECT MANAGED BY



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Welcome to
The Pavilions El Nido, Palawan Island

GEMMALYN CROSBY
President | The Pavilions El Nido, Palawan Island

With over 30 years combined management experience in the hospitality industry, our development team is uniquely qualified to add value to any upscale hotel or resort project. Since our launch, we have carved a highly successful niche offering hotel investment opportunity for our clients looking to invest in the highgrowth Philippine tourism market.

As a sustainable developer, it is our policy to protect, develop and conserve the country’s natural resources by supporting the implementation of plans, programs and projects formulated to preserve and enhance the environment while pursuing socioeconomic goals.

Yours sincerely,
Gemmalyn Crosby

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ONE OF
The best island destinations
IN THE WORLD

INTRODUCTION



INVESTMENT HIGHLIGHTS

- 5-Star Fully Managed Resort Property – Passive Investment
- 10% Rental Returns Guaranteed for 5 Years
- 110% Developer Buyback at Year 5 – Guaranteed Exit Uplift
- 120% Developer Buyback at Year 10 – Guaranteed Exit Uplift
- 4 Weeks Free Villa Usage Every Year = 3% PA Benefit in Kind
- Prime Location in the World's #1 Best Island Destination
- Project Development to be Managed by T1 KMC Savills
- Resort to be Managed and Operated by The Pavilions Hotels

Imagine your very own slice of paradise.

A place that is genuinely off the grid where you can enjoy 180° panoramic ocean views, limestone cliffs, secret beaches, underground rivers, marine wildlife and the exotic island lifestyle with luxury amenities that are second to none.

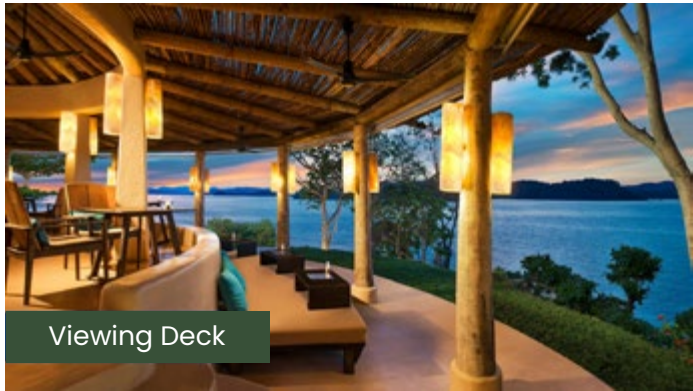


EL NIDO HAS BEEN RANKED AS

One of the best island destinations
IN THE WORLD

by Travel + Leisure, CNN-Go and Condé Nast Traveler
with the country's highest tourism growth market.

THE VISION



Viewing Deck

Our resort facilities, clubhouse and villa designs are guided by principles of sustainability as we shall be developing the land with the least impact to the environment by supporting the implementation of plans, programs and projects formulated to preserve and enhance the environment while pursuing socio-economic goals.



Outdoor Spa

The Pavilions El Nido, Palawan Island is soon to become a leader in the fastest-growing segment of the adventure travel industry: Growing at a solid 25% per year, the demand for adventure travel destinations with all-inclusive luxury vacations far outweighs the current supply.



Bar & Resto Grill

The lease of private luxury villas and overwater villas at the El Nido Beach Spa and Resort, presents a significant opportunity to acquire a world-class asset in an emerging tourist destination.

LOCATION OVERVIEW

Nowhere else has such a spectacularly beautiful and diverse landscape. The whole archipelago is a Unesco Biosphere Reserve, noted for its sustainable development and conservation efforts. El Nido is a 1st class municipality located in the northernmost tip of mainland Palawan, one of the few unspoiled tropical paradises on Earth. It is composed of 45 islands and islets; each has its own unique geological formations.

Palawan has a very favourable geographical location being close to countries like China, Malaysia, Thailand and the whole of Europe and is now connected with two new international airports and two new expanded domestic airports nearby. This gives the island a competitive advantage over the other destinations within the Philippines, including Boracay and other exotic destinations such as Bali and the Maldives.

The Pavilions El Nido Palawan Island features a wide range of **spacious ocean view luxury private villas** along with charming overwater villas enhanced by extraordinary amenities. Such an enviable development location offers many ways to discover amazing natural wonders.

The Pearl of
THE PHILIPPINES





PROJECT GROUNDBREAKING



DEVELOPMENT OVERVIEW

Property: The Pavilions El Nido, Palawan Island is a 5-star beach resort development located on a stunning, 10+ hectare private 550 meter beachfront in El Nido, Palawan that offers 180° panoramic ocean views of a truly indulgent tropical escape in a booming tourist destination, which has been recently named the world’s best island.

Site Size: 101,000 square meters (10.1 Hectares)

Maximum Building Percentage: 60% of the 101,000 square meters. Excellent likelihood of increasing the maximum building percentage if needed for future development.

Sub-Structure: The site will be developed with a private access road connecting to the national highway with well-planned infrastructure and utilities including power, water, telecommunications, drainage and stormwater systems, and waste management systems.

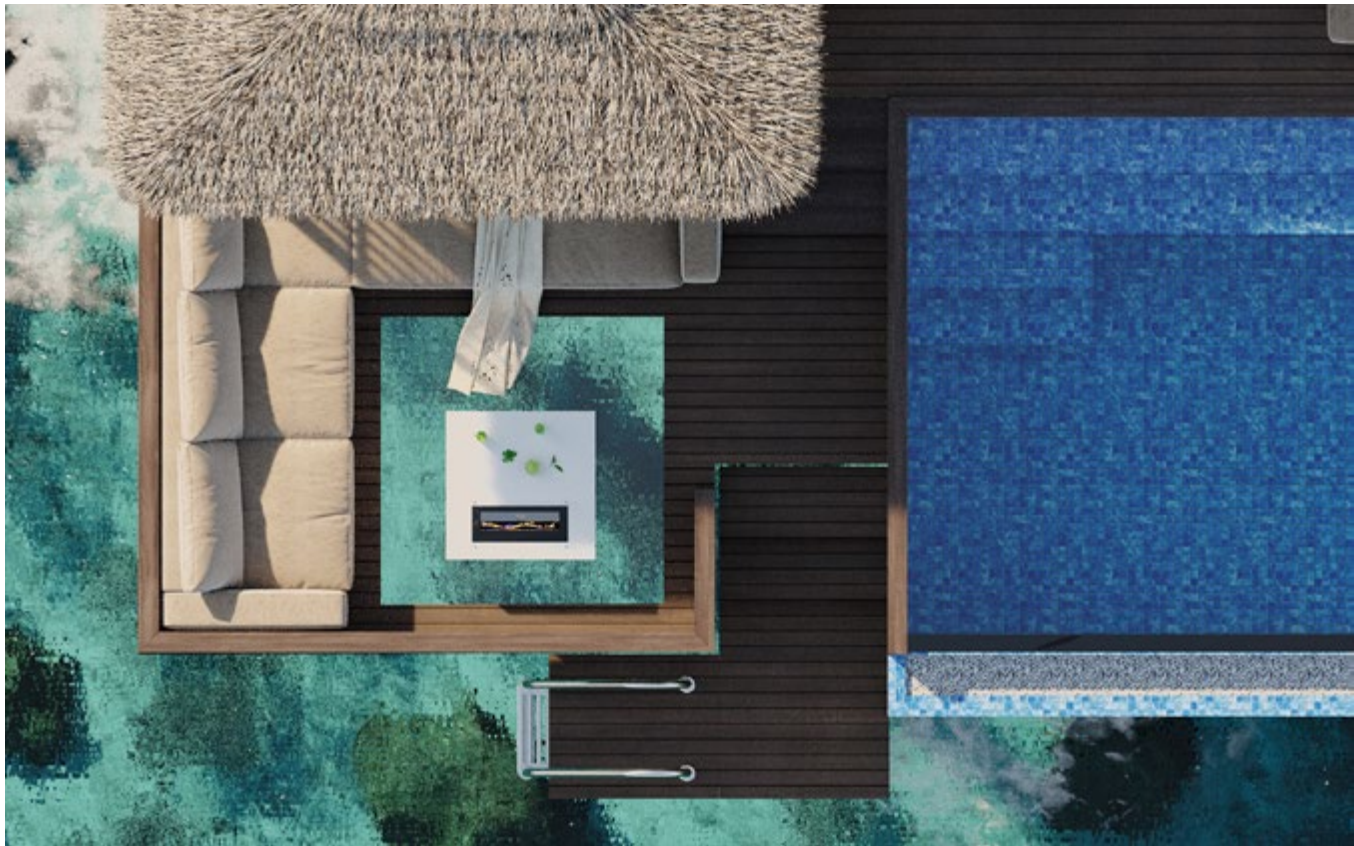
Site Access: Guests can take a 1-hour direct flight from Metro Manila to El Nido Palawan Lio Airport via Airswift. You can reach the site in a short 25-minute drive via the national highway from the airport or local port. Our road network shall be developed for secure and convenient access into the resort from the national highway.

Approved Facilities & Villas: The Pavilions El Nido Palawan Island is scheduled for completion in 2022. Phase one of this development will feature 39 ocean view luxury pool villas along with 20 charming overwater villas enhanced by extraordinary amenities.

The project is fully integrated as a comprehensive 5-star resort. It will include a helipad, clubhouse, restaurants, spa, fitness centre, adventure park, cable car, dive centre and resort infrastructure with auxiliary buildings, parking facilities and full landscaping. Initial surveys, designs and permits exist and form the basis of information for this plan.



EXPECTED FORECAST



During the official launch of this project, we will use a time-tested and proven hotel investment business model for our qualified investors. We are expected to lease out all the luxury villa units before the end of 2021.

The completion of the 1st phase of development will take 24 months with construction commencing in the Q1 of 2020. The resort and spa are on schedule to be fully operational by Q1 2022.

We anticipate the Average Daily Rate to be a minimum of \$250 (₱12,500) per night for 1-bedroom villas, \$450 (₱22,500) per night for 2-bedroom villas, and \$650 (₱32,500) per night for overwater villas.

The average occupancy rate for all hotels in Palawan is 78%, but due to the shortage and high demand of 5-star accommodations, many of these luxury hotels and resorts are 100% sold out most of the year in advance.

HOTEL INVESTMENT RETURNS

	1 BEDROOM VILLA	2 BEDROOM VILLA	OVERWATER VILLA
Total No. of Units	64	10	20
Average Daily Rate	\$250	\$450	\$650
Occupancy Rate	70%	70%	70%
Projected RevPar	\$175	\$315	\$455
Gross Sales Per Night	\$11,200	\$3,150	\$9,100
No. of Days Per Year	335	335	335
Annual Gross Sales	\$3,752,000	\$1,055,250	\$3,048,500
Add: 4% Annual Misc.Revenue	\$150,080	\$42,210	\$121,940
Annual Gross Revenue	\$3,902,080	\$1,097,460	\$3,170,440
Less: Annual Operating Expenses	\$2,341,248	\$658,476	\$1,902,264
Rental Pool Income Per Year	\$1,560,832	\$438,984	\$1,268,176
Total Unit Gross Floor Area	3,821.44 sqm	1,191.50 sqm	1607.40 sqm
Total Unit Floor Area	59.71 sqm	119.15 sqm	80.37 sqm
Annual Profit Share Per Unit	\$24,388	\$43,898	\$63,408
Add: 30 Personal Usage Days	\$7,500	\$13,500	\$19,500
Annual Income Per Unit	\$31,888	\$57,398	\$82,908
Rental Pool Income/sqm/month	\$44.50	\$40.14	\$85.96
Investment Per Unit USD	\$239,000	\$469,000	\$399,000
Investment Per Unit PHP	₱11,950,000	₱23,450,000	₱19,950,000
Annual Return on Investment	13.34%	12.23%	20.77%

HOTEL INVESTMENT RETURNS (continued)



1. **Average Daily Rate (ADR) and Average Occupancy Rate (AOR)** is an estimated figure only for all comparable hotel units located in Palawan. This is the conservative projected average ADR and AOR rate during the first 5 years of operations. This value may increase or decrease depending on actual demand.

2. **Annual operating expenses** (including property taxes, insurance, property maintenance, marketing, management fees, and other costs related to the hotel operations) is estimated at 60% of gross revenue. This value may increase or decrease depending on the actual operation.

Disclaimer: No warranties, however, of any kind, whether express or implied, are given with respect to any projections disclosed in this document (including without limitation, the projected return on investment) or the accuracy, completeness or correctness thereof. For presentation purposes only and may not form part of the contract. Price per unit is subject to change without notice.

THE OPPORTUNITY



BRAND NEW TURN-KEY HOTEL ASSET

With the planned hotel opening Q1 2022, this offering presents an opportunity to acquire an asset with low capital expenditure requirements, no real property taxes on leasehold, and significant taxable income depreciation benefits moving forward.

GUARANTEED RENTAL RETURNS (GRR)

The total annual gross income generated from the hotel revenues after completion will be used to pay investors a 10% Guaranteed Rental Return for 5 years, which will be distributed every 3 months with an audited financial statement. Investors will select the 5-year or 10-year buyback term at the outset of the investment and this will be reflected in the Lease Purchase Agreement.

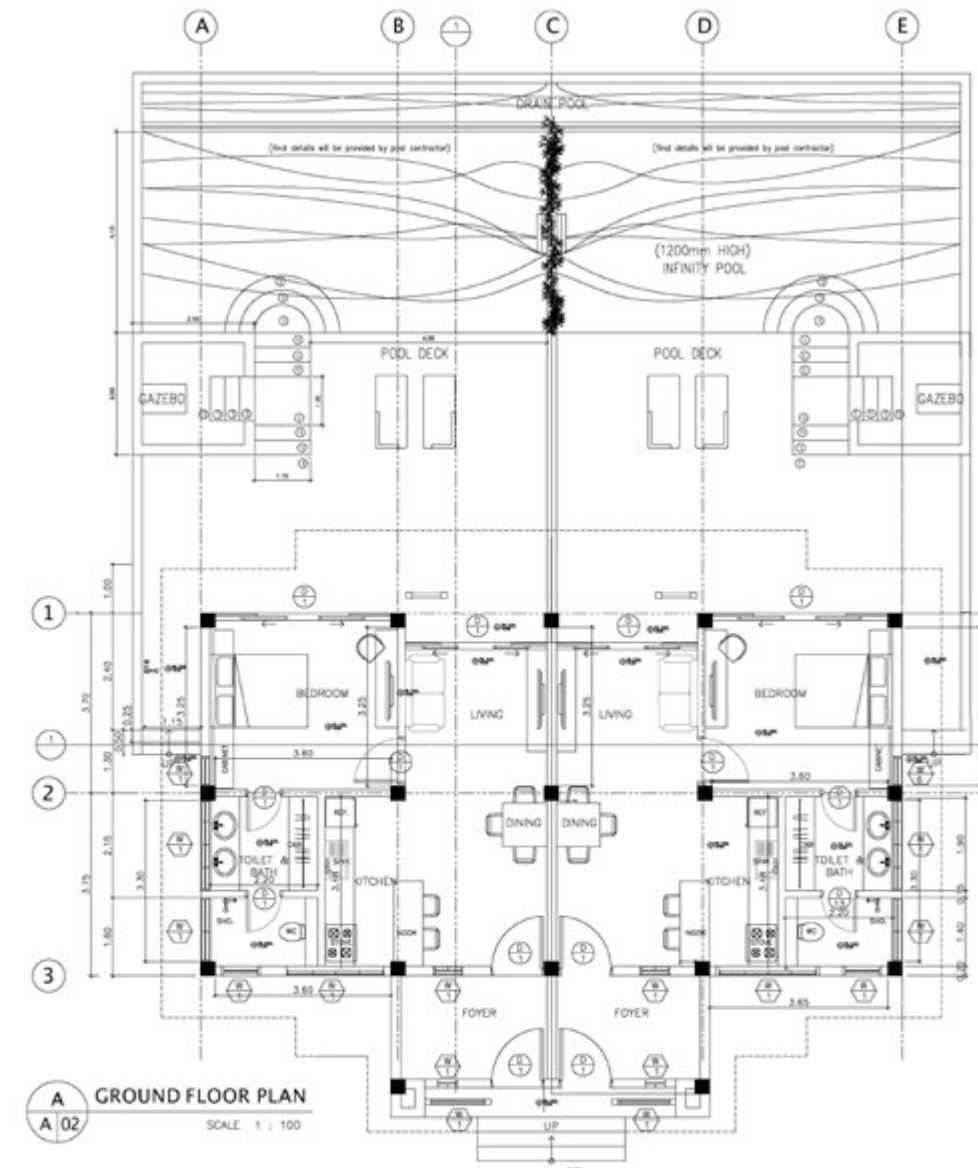
	UNIT TYPE	USD PRICE	PHP Price
OFFICIAL PRICE (January 2021)	1 Bedroom Villa	\$239,000	₱11,950,000
	2 Bedroom Villa	\$469,000	₱23,450,000
	Overwater Villa	\$399,000	₱19,200,000



1 BEDROOM DUPLEX VILLA EXTERIOR



1 BEDROOM DUPLEX VILLA FLOORPLAN



GROSS FLOOR AREA 59.71SQ.M.
DEVELOPED AREA =101.03SQ.M.

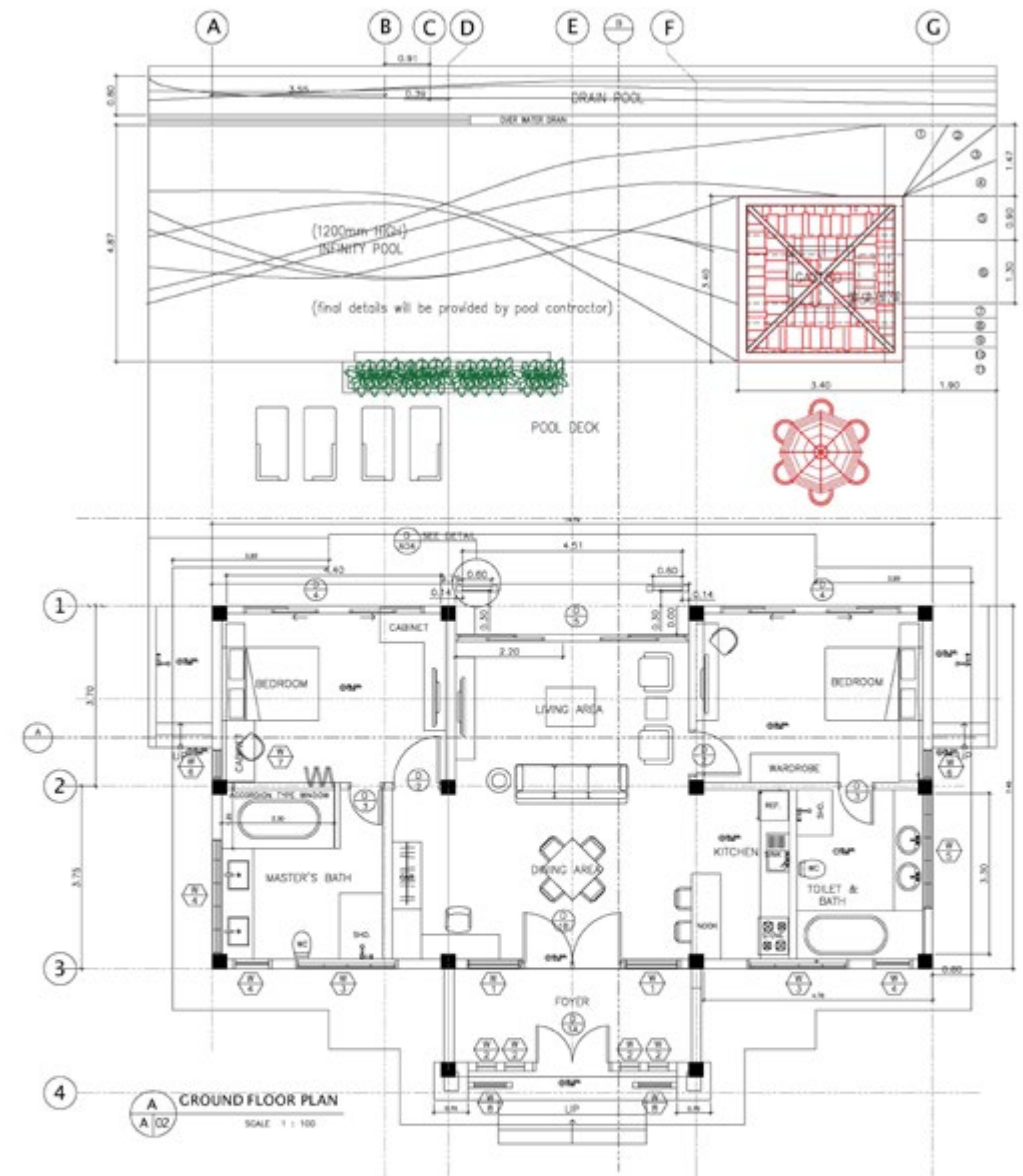
ONE BEDROOM DUPLEX
SCALE 1 : 100



2 BEDROOM GRAND VILLA EXTERIOR



2 BEDROOM GRAND VILLA FLOORPLAN



GROSS FLOOR AREA 119.15SQ.M.
DEVELOPED AREA =202.89SQ.M.

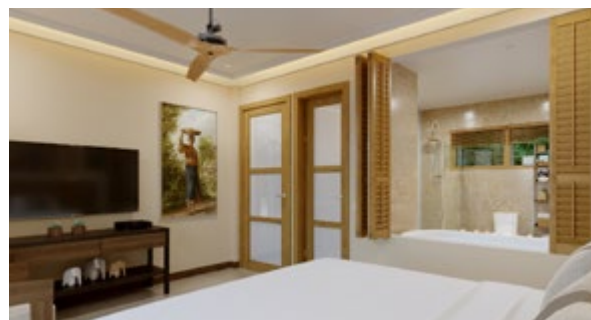
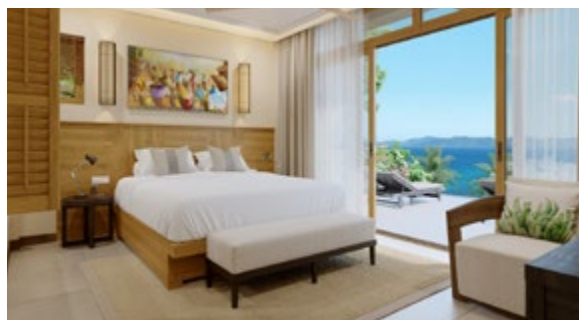
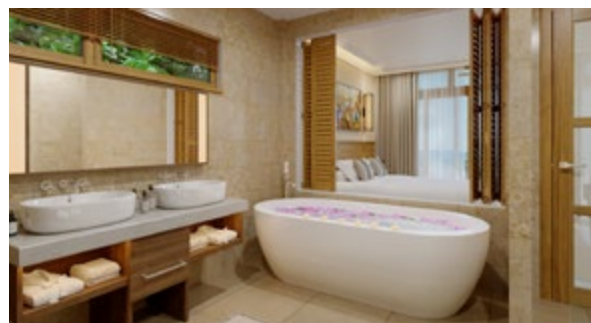
TWO BEDROOM VILLA
SCALE 1 : 100



VILLA INTERIOR

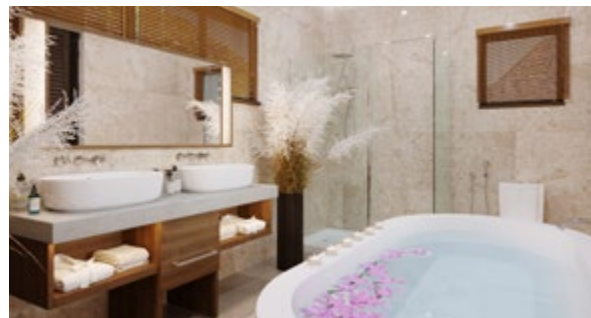


OVERWATER VILLA EXTERIOR

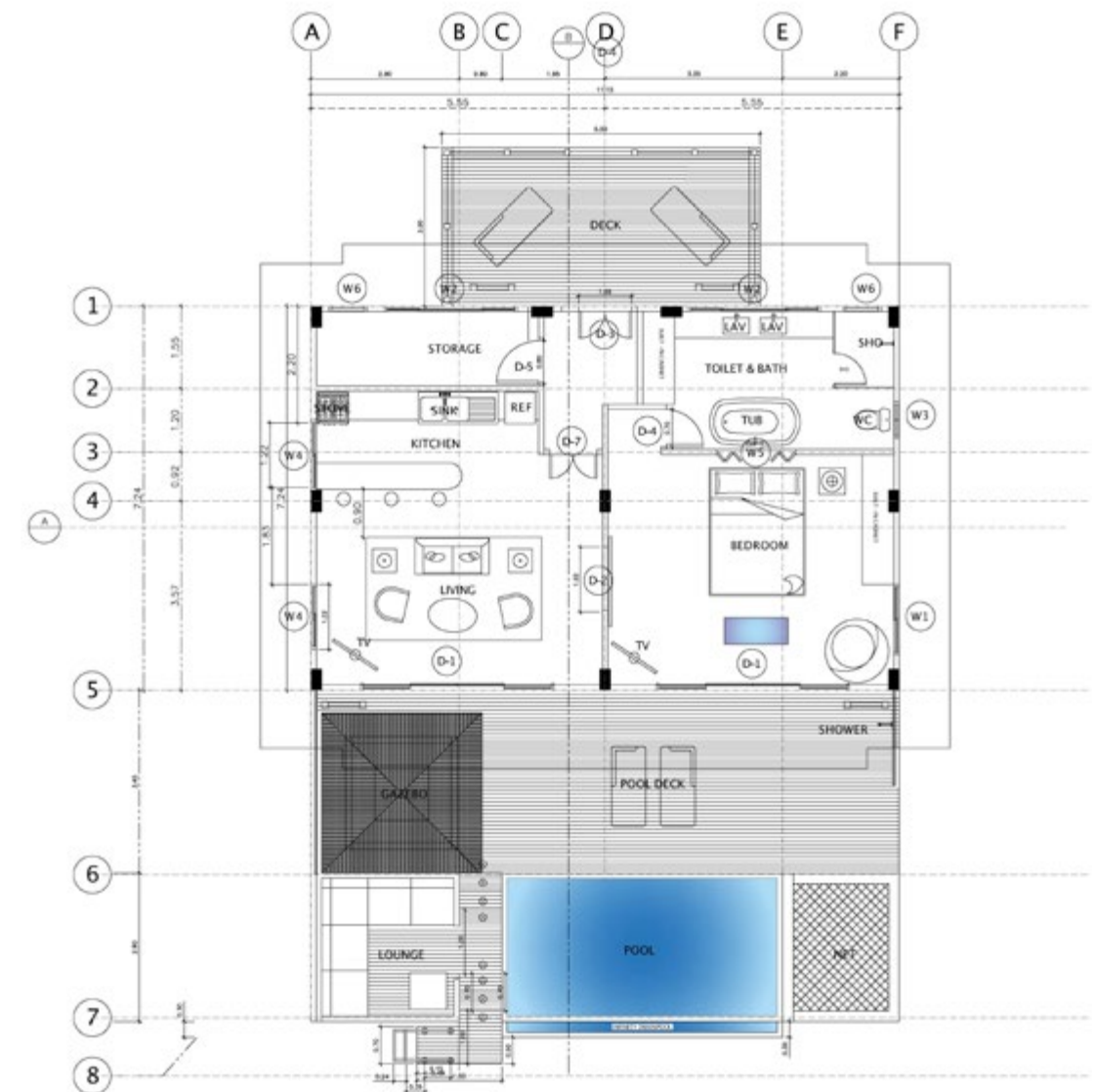




OVERWATER VILLA INTERIOR



OVERWATER VILLA FLOORPLAN



GROSS FLOOR AREA 80.37SQ.M.
DEVELOPED AREA = 88.96SQ.M.

OVERWATER VILLA
SCALE 1 : 100

THE OPPORTUNITY (continued)

CASHBACK OPPORTUNITY

For investors who complete their payment in full (without instalments) and elects the Cashback option, the Developer will distribute 10% Cashback of the total price to the investor annually, paid each quarter, until the completion of the construction.

LIMITED CO-OWNERSHIP OPPORTUNITY

For a restricted period of time, the Developer will offer investors an opportunity to invest 50% as a co-owner with the Developer for any available unit, thus reducing the capital expenditure required, and reducing the free personal usage of the unit. For example, an investor can lease a 1-bedroom villa for as little as \$119,500 USD with prorated returns based on the amount invested. This means the guaranteed rental return income due to the investor shall be computed at 10% Net per annum, based on the total price paid.

PAYMENT SCHEDULE

Your payment plan will begin upon signing the Lease Purchase Agreements and shall run between the time that your reserved unit is completed and joins the existing resort operations. Below is our standard payment schedule and additional discount options available.

1. \$5,000 USD to Reserve a Unit
2. 25% due upon Signing Contracts, less \$5,000 USD Reservation
3. 10% due at 30 June 2021
4. 10% due 30 September 2021
5. 5% due at 31 Dec 2021
6. 50% due upon Completion (Tentatively Q4 2022)

DEVELOPER BUY-BACK OPTION

The Developer is offering a capital uplift exit option to investors with a 110% buy-back at year 5 and a 120% Buy-back at year 10. Below is an illustration of what hotel investors can earn by purchasing a 1-bedroom villa with 10% Guaranteed Rental Returns and a Buy-back Option.

1-BEDROOM VILLA PROJECTED INCOME

5 YEAR INVESTMENT		
Price	\$239,000	₱11,950,000
YEAR	TOTAL	INCOME
1	\$23,900	₱1,195,000
2	\$47,800	₱2,390,000
3	\$71,700	₱3,585,000
4	\$95,600	₱4,780,000
5	\$119,500	₱5,975,000
120% Buyback	\$262,900	₱13,145,000
Total Income	\$382,400	₱19,120,000
Total ROI	160%	160%

 **10% RENTAL RETURNS**
are Guaranteed for 5 years

10 YEAR INVESTMENT		
Price	\$239,000	₱11,950,000
YEAR	TOTAL	INCOME
1	\$23,900	₱1,195,000
2	\$47,800	₱2,390,000
3	\$71,700	₱3,585,000
4	\$95,600	₱4,780,000
5	\$119,500	₱5,975,000
6	\$143,400	₱7,170,000
7	\$167,300	₱8,365,000
8	\$191,200	₱9,560,000
9	\$215,100	₱10,755,000
10	\$239,000	₱11,950,000
130% Buyback	\$286,800	₱14,340,000
Total Income	\$525,800	₱26,290,000
Total ROI	220%	220%

*During the 24-month construction period, investors can earn an additional 10% interest per annum for full payment purchases.



THE OPPORTUNITY (continued)

INVESTOR INCENTIVES

As an owner, you can use your unit up to 4 weeks per year and vacation for free, every year as a VIP. The remaining weeks are leased back to the property manager and those weeks are placed into a rental pool, which will

be managed by a branded 5-star world class hotel operator (i.e. <https://www.PavilionsHotels.com>). The free personal usage of each unit is equal up to a 3.5% benefit in kind.



CAPITAL APPRECIATION

Philippine real estate appreciation is one of the best in S.E. Asia. Consider, if you had invested \$100,000 USD (₱5,000,000) in real estate 5 to 7 years ago, today it is very likely to be worth in excess of \$200,000 USD (₱10,000,000). With the Government P8-trillion infrastructure initiative and overseas investors continuing to invest into the country, the property prices and tourism

growth shows no sign of slowing down. Realistically, it's very hard to find a turn-key investment that is fully managed with such high returns at such a low entry level. This is an opportunity for qualified investors to tap into one of the fastest-growing tourist markets in the world as a hotel unit owner and enjoy the additional lifestyle benefits.

LAND & VILLA TENURE

The Philippines like Thailand and many countries in South East Asia do not allow foreigners to own land, so the Developer has included the following bulletproof security for Non-Filipino investors in this project.

- a) 50% of the lease purchase price covers the land ownership with a 25 year Leasehold automatically renewing for a total of 50 years.
- b) 50% of the lease purchase price is allocated for the building structure, which is owned by the investor.

MASTER SITE DEVELOPMENT PLAN



MARKET COMMENTARY



FAST TOURISM GROWTH

The number of arrivals in Palawan have steadily been increasing, even without any focus on the new infrastructure projects. Arrivals are set to accelerate at a rate of 200,000 arrivals per year and surpassed Boracay in 2018.

Recently, international media (CNN, TripAdvisor, Lonely Planet, Huffington Post & Daily Mail) have started to cover Palawan and regard it as one

HOTEL COMPARISON

Due to this segment’s infancy in the industry, there is no single travel outfitter or 5-star beach hotel that offers a broad range of all-inclusive vacations with adventure travel options in all of Palawan. Comparable 5-star hotels in the area include, El Nido Resorts owned and operated by Ayala and Two Seasons Coron Island Resort. However, as an investor, you cannot invest in these hotels as they are not offered for sale or lease.

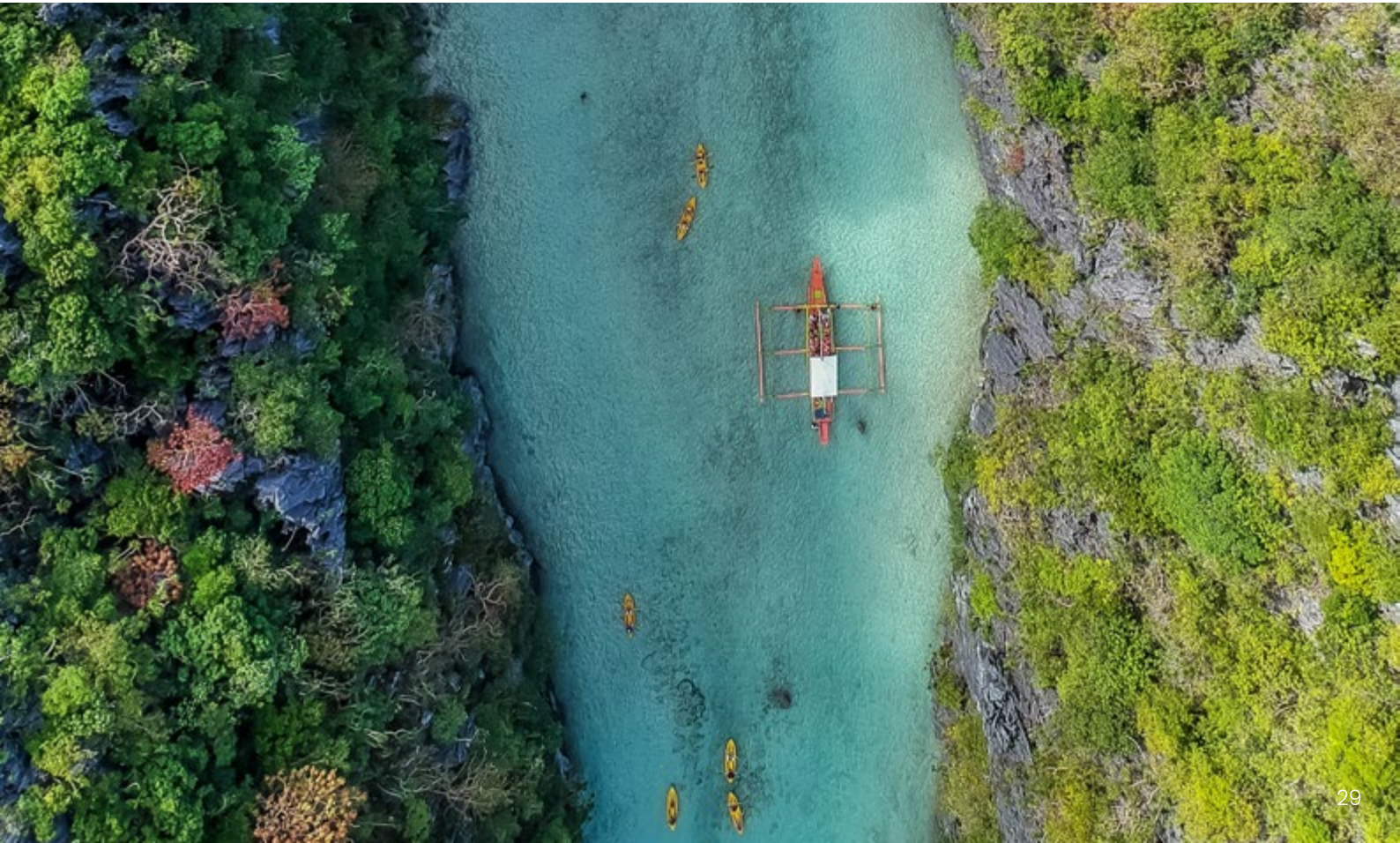
- Savoy Condo Hotel Boracay & Savoy Condo Hotel in Mactan, Cebu. The price for a standard hotel room (32 sqm) is offered at \$184,000 USD (₱9,200,000). This calculates to \$5,760 USD (₱288,000) per sqm. Compared at the pre-launch price of El Nido Beach Spa and Resort is only \$4,000 USD (₱200,000) per sqm. Most importantly, with this product, there are no rental guarantees or buyback options from the Developer. They offer investors a different income share model, but nothing is guaranteed.

of the world’s best Islands, praising it for its natural beauties.

Never has there been so many indicators nor interest in the island. The outlook for 2020 and further is remarkable in terms of the increase in land prices and investment opportunities due to first mover advantage.

GOVERNMENT INFRASTRUCTURE INVESTMENT PROJECTS TO SUPPORT TARGETED TOURISM GROWTH PROJECTIONS

- New Taytay-El Nido Airport to be completed in 2022
- Palawan constructing 600-kilometer six-lane superhighway in 2018
- Two New International Airports (Puerto Princesa & San Vicente) in 2017
- New Lio-El Nido Airport Expansion completed in 2017
- New Sea Port and improvement of existing ports completed in 2017
- New network of access roads connecting non-accessible areas of the island
- DOT push to make Palawan the main eco-tourism hub of SE Asia
- Hospitality growth will lead to residential, commercial and industrial growth
- Geographically located away from typhoons, volcanoes and earthquakes
- The Philippines is the fastest growing economy in Asia with the highest GDP





Gemmalyn Crosby | President

An award-winning, celebrity athlete, sports organizer, book author and businesswoman. Gemmalyn is a graduate of Wharton for Land Development and known for integrity, diplomacy, and sincerity in all her dealings. In her tenure in the business, she first and foremost strives to be someone in whom her colleagues can rely on and uses her unique negotiating insights to get the job done. Born-and-raised in the Philippines with seasoned knowledge of the local landscape and an intimate understanding of what makes each distinct Philippine tourist destination so special. Gemmalyn is a sustainable developer and El Nido landowner who vows to protect, develop and conserve the country’s natural resources and is committed to educating, mentoring, and supporting others.



Rick Lee | CEO

A business veteran of more than 20 years, Rick has always been at the forefront of innovative marketing technologies and income-producing real estate investments. Specialising in sales and marketing, real estate acquisitions, financial planning, feasibility, as well as hospitality consulting and re-sort development. Rick has an uncanny ability to increase business income, wealth and success. He uncovers hidden assets, overlooked opportunities and undervalued possibilities. This skill set has captured the attention and respect of CEOs, MBAs, best-selling authors, entrepreneurs and marketing experts.



David O’Neill | Project Manager

President of T1 KMC Savills. Experienced in hospitality development, project planning, cost management, quality control and project closeout. KMC Savills is an award-winning real estate services firm headquartered in BGC, Metro Manila with over 100 employees involved directly in transactions for office, investments, retail, industrial, hotels and residential properties. With services ranging from investments, property management and facilities management. KMC Savills is an affiliate of Savills, a leading global real estate service provider listed on the London Stock Exchange (SVS: LSE). T1 is the project delivery arm of KMC Savills, who specializes in overseeing the project and construction management, design management, quantity surveying, project cost management and are currently undertaking several hotel projects in El Nido and are well aware of the local market conditions, logistics and supply chain.



Michael Kosmas, MBA | Hospitality Development Advisor

Luxury resort development career spans over two decades as a senior executive in hospitality and commercial real estate, managing annual revenues between \$100M and \$300M in companies generating \$800M+ annually. Michael drives marketing for luxury hotels, writes strategic plans, budgets, and produces revenue forecasting models. In addition to leading sales events, he oversees global MARCOM teams, social media, digital marketing, public relations and foreign investor relations in Canada, US, Caribbean, UAE, China, Hong Kong, Thailand, Vietnam and the Philippines. In SE Asia, Michael served as SVP Marketing for Anantara Vacation Club and Banyan Tree Resorts. In the US and Caribbean, Michael served in senior roles for Starwood, Marriott, Bates Worldwide Advertising, and his family’s development, KGI Resorts.



Scot Toon | The Pavilions Hotels and Resorts

A 30+ year hospitality executive who has worked with a series of leading hospitality brands, including Stamford Hotels and Per Aquum, managing luxury resorts in Sri Lanka, the Maldives and Malaysia. Now serving as Managing Director of The Pavilions Hotels and Resorts, a boutique hospitality group with a portfolio of unique and diverse hotels and resorts. From the beaches of Indonesia to the lively city of Madrid, to a pop-up experience on the vast Mongolian grasslands. Each award-winning destination entwines itself with the culture, people and location in which it resides, offering management services to unique experience led properties that are dynamic, professional and focused on providing results. Through our love for romance, adventure, culture and the arts, we live to create our guests the best experiences and weave them into lasting memories.



Atty. Pierre Martin Reyes | Corporate Secretary & Attorney

Graduated Cum Laude from the University of the Philippines School of Economics and a member of Integrated Bar of the Philippines. Diligent and innovative lawyer, providing seamless and timely legal services in line with client needs. Hardworking, determined, with a vast knowledge of all facets of business law. Pierre teaches Taxation Law I, Taxation Law II, Estate and Donor’s Taxes, Value-Added Tax, Tax Remedies, Local Government Taxation, Real Property Taxation, Tariff and Customs, and Judicial Remedies, Taxation Law Review and Legal Forms in the Juris Doctor Program of the FEU Institute of Law.



Nick Stuart | Marketing Manager

Real estate advisory firm and international property specialists who focus exclusively on luxury development projects in SE Asia. Their seasoned team of professionals consistently provide clients with the best off-market real estate opportunities to investors and lifestyle buyers.

THE LEASE PROCESS

This limited hotel investment opportunity to own luxury villas at the El Nido Beach Spa and Resort is offered with special discounts, which are available upon request.

The Information Memorandum is being made available to qualified investors only. It is envisaged that the information contained herein will largely be sufficient for investors to carry out an initial review of the hotel investment for the purpose of making an indicative offer to lease one or more villas.



SELECTION OF INVESTORS

The Developer or its authorized agent may select from among those Investors who have submitted unit reservation to whom the Developer may grant the opportunity to conduct formal due diligence.

In selecting the hotel investors, the Developer will consider such factors as:

- The lease price and terms outlined in the reservation agreement;
- The investors financial capability;
- The investors ability to complete the transaction with the Developer in a manner which will satisfy timing and other objectives.

DUE DILIGENCE REVIEW

Prior to making a reservation, each investor will be afforded the opportunity to conduct a thorough due diligence review to gain an in-depth understanding of the hotel unit investment. The due diligence review will include access to additional information, including relevant technical, financial and legal information pertaining to the hotel. It is the investors responsibility to arrange for appropriate legal and/or financial advisors if necessary, to complete its due diligence review.

LEASE PURCHASE AGREEMENTS

The selected investors will be provided with a copy of the draft Lease Purchase Agreement and other ancillary agreements, which will be prepared by the Developer’s legal counsel. The Developer’s agents will be available to discuss the terms of the Lease Purchase Agreement, Hotel Room Lease and Management Agreement.



OUR COMMITMENT

1. Each investor is appointed their own dedicated property consultant who will be able to guide you through our selection of available hotel opportunities.

2. All our hotel property consultants have a strong background in hotel investments and happy to go above and beyond to ensure our clients are happy with their investment decisions.
3. As a testament to the service we provide, many of our transactions are repeat purchases from past clients and we always welcome one-to-one meetings and video calls.

4. Our property consultants’ pride itself on transparency and provide regular construction updates and information about your hotel unit throughout the construction period, upon completion and after handover.

TUBBATAHA REEFS NATURAL PARK



INVESTMENT HIGHLIGHTS

- 5-Star Fully Managed Resort Property – Passive Investment
- 10% Rental Returns Guaranteed for 5 Years
- 110% Developer Buyback at Year 5 – Guaranteed Exit Uplift
- 120% Developer Buyback at Year 10 – Guaranteed Exit Uplift
- 4 Weeks Free Villa Usage Every Year = 3% PA Benefit in Kind
- Prime Location in the World’s #1 Best Island Destination
- Project Development to be Managed by T1 KMC Savills
- Resort to be Managed and Operated by The Pavilions Hotels



EXPRESSION OF INTEREST BY RESERVATION

This Hotel Investment Guide provides a valuable insight into this hotel investment opportunity.

This unique investment model ensures you don’t need to lift a finger during your ownership, while also offering up to 4 weeks of free personal use per year, a 10% NET guaranteed rental return for 5 years; and for added security, a buyback exit option with up to 130% capital uplift. Don’t miss a chance to earn a hassle-free income from a branded fully managed 5-star hotel.

DISCLAIMER

This Hotel Investment Guide has been prepared by the Developer. This document does not constitute an offer or contract of sale or lease. It is intended only as a guide and an aid to further investigation by potential investors. Potential investors accept this document on the condition that they will make their own enquiries and obtain their own independent advice in order to verify the accuracy of the information presented in this document. The content of this document has been derived, in part, from sources other than Developer and may be based on assumptions. In passing this information on, the Developer do not warrant

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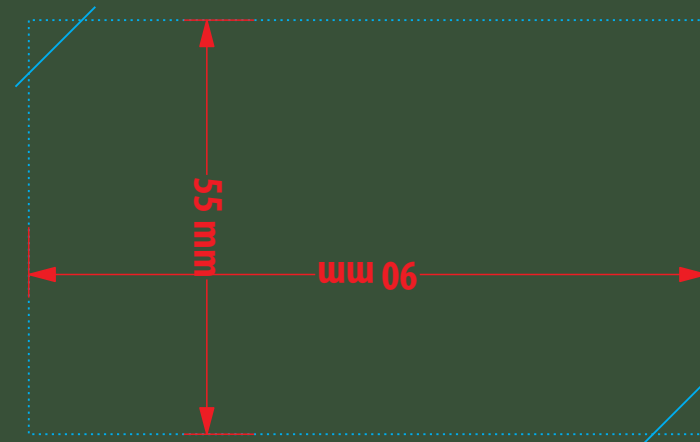
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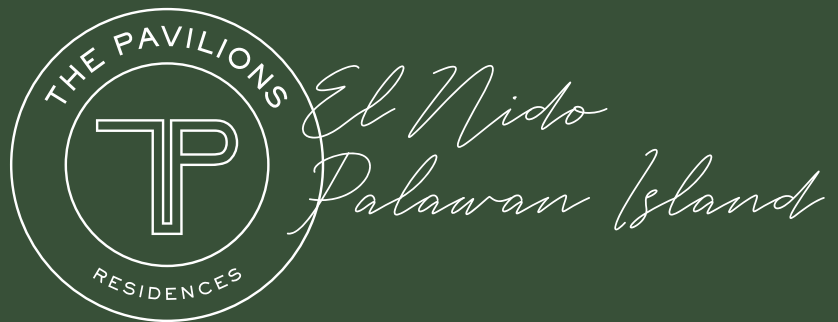
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This development project is brought by The Pavilions El Nido, Palawan Island, a company duly organized and existing under the laws of Labuan, Malaysia. The project is exclusive to accredited investors and not available to the general public. The information set forth herein is not an offer to sell or a solicitation of an offer to buy any securities.





FOR MORE INFORMATION

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