

Why invest in Lombok?

investment overview
2 bedroom villa

For several years, Lombok has consistently been the fastest growing tourist destination in the Indonesian archipelago, maintaining this position even despite the pandemic.

With Bali being increasingly congested and saturated, the government has identified Lombok as a key focus for Indonesian growth, investing 3 billion US dollars in the Mandalika Project.

With a new world-class international airport that serves as one of Indonesia's key hubs, Lombok is easily accessible for both international and domestic travellers.

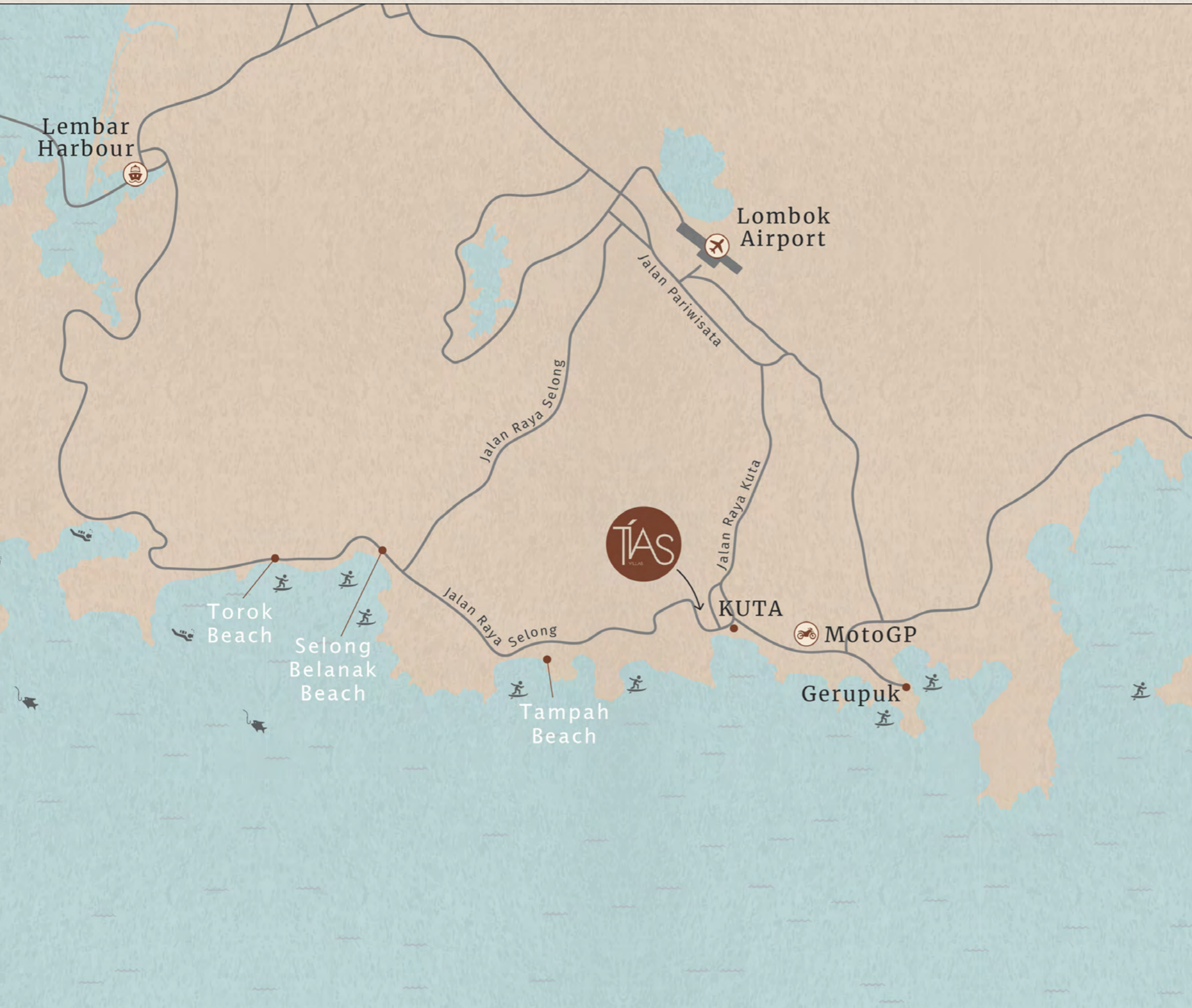
Lombok boasts beautiful landscapes and scenery across the whole island. From white sandy beaches to Indonesia's third highest volcano and some of the best surfing spots in the world, this island has something to offer to all.

Property prices are significantly lower compared to Bali but are projected to increase rapidly in the coming years, making this an excellent time to invest in this paradise island.



Why invest in South Lombok?

investment overview
2 bedroom villa



South Lombok is the perfect escape for everyone who is looking for a lifestyle investment in the tropics while still being connected with the rest of the world. With turquoise seas and world class white sandy beaches, it really is the epitome of a paradise island.

Enjoy a hike through lush green hills to enjoy the beautiful scenery, snorkel, dive or spearfish at some of Indonesia's best sites, or paddle out onto waves that attract surfers from across the globe.

In the evenings, you can enjoy a cold beer or coconut while watching breath-taking sunsets before taking a stroll into the heart of town to explore a wide range of restaurants and bars on offer.

Kuta is home to a thriving community of entrepreneurs, investors and creatives, with dedicated co-working spaces and many cafes also offering areas to collaborate or work independently.

With the government investing in developing South Lombok into a beautiful oasis within Indonesia, all you need to do is lean back, relax, and enjoy 15-20% estimated capital appreciation per annum on your land.

The Location

investment overview
2 bedroom villa

Nestled in the heart of surfing paradise, surrounded by fields of palm trees and just a stone's throw away from a selection of spectacular beaches, Tías Villas is Kuta's newest luxury villa development.

Tías Villas offers a tranquil oasis amongst lush greenery while being located only a few hundred meters from the main street of Kuta, which offers a range of restaurants, bars, shops and co-working spaces.



The Location



5 minutes
to the beach



Paved road
access



Fiber optic cable &
internet



24 hour
gated security



2 minutes
to Fresh Market



1 minute
to restaurants, bars
& co-working spaces



10 minutes
to MotoGP track

Virtual Assistant

Tías Villas offers an end-to-end concierge service for anything you need while staying at our villas, from laundry and postal services to restaurant recommendations and reservations, surf lessons and at-home spa services.

Managed on-site rental service

While your villa will be available to you as and when you desire, we also offer fully managed rental services in your absence. Our on-site services include security and personalised check-in/ check-out around the clock, servicing and managing your villa, as well as marketing your villa on selected sites to maximise your occupancy.





Design Approach

All of the furniture in Tías Villas has been hand selected and designed by Studio Amal, a Hong Kong based Design Studio, with a key focus on using sustainable materials and local producers to support the local artisans.

The concept design has been crafted by an award-winning architecture studio with the goal of creating an open, modern and natural space.

A photograph of palm fronds against a light sky, with the text "2 bedroom villa" overlaid in the center. The fronds are dark green and silhouetted against the pale, overcast sky. The text is in a clean, white, sans-serif font, centered horizontally and slightly above the vertical middle of the image.

2 bedroom villa











- 1. 2 bedroom villa
- 2. 3 bedroom villa
- 3. Pathway
- 4. Car parking
- 5. Scooter parking
- 6. Reception
- 7. Security
- 8. Private road access

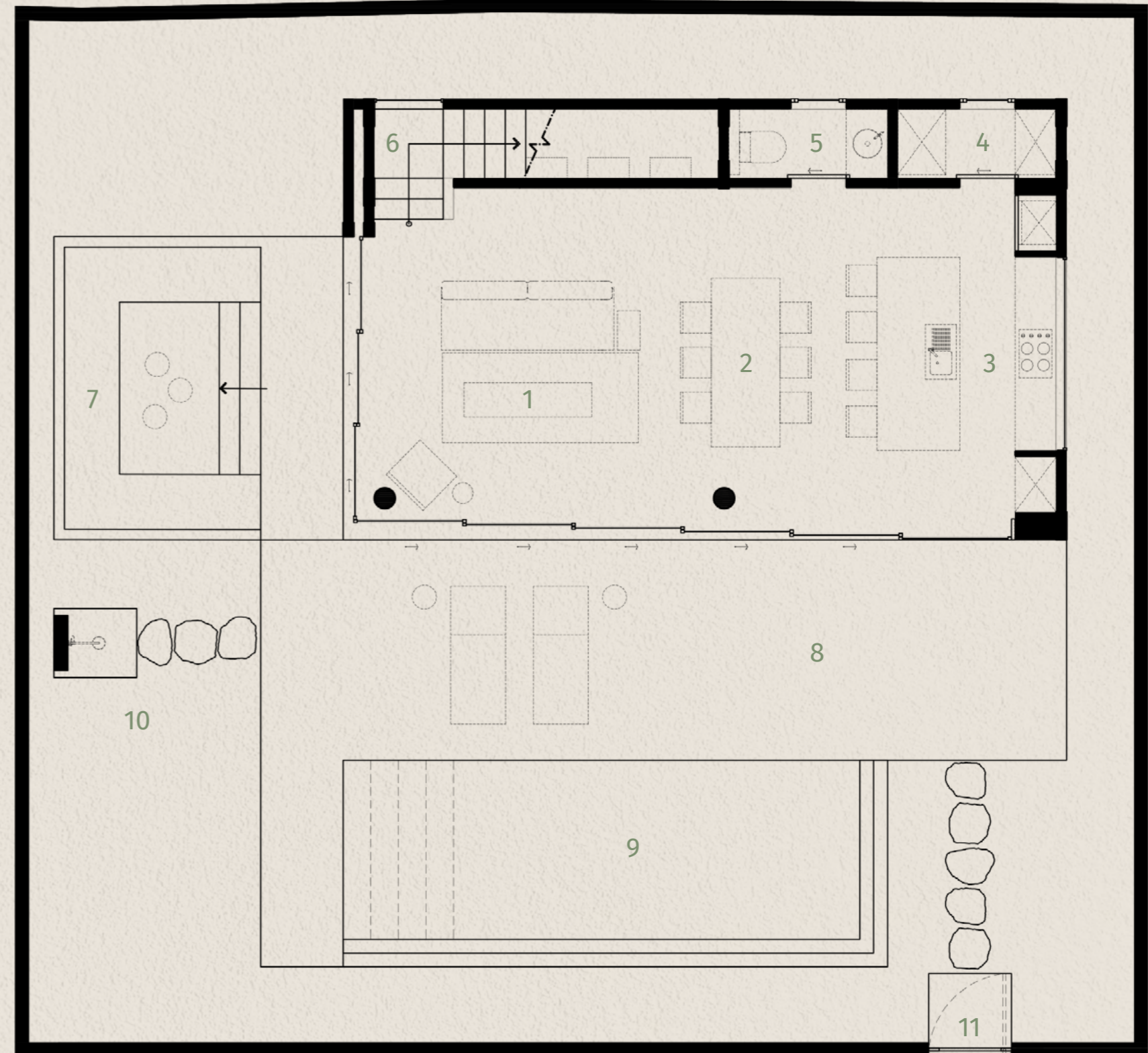


Floorplan Bird's eye view

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investment overview
2 bedroom villa

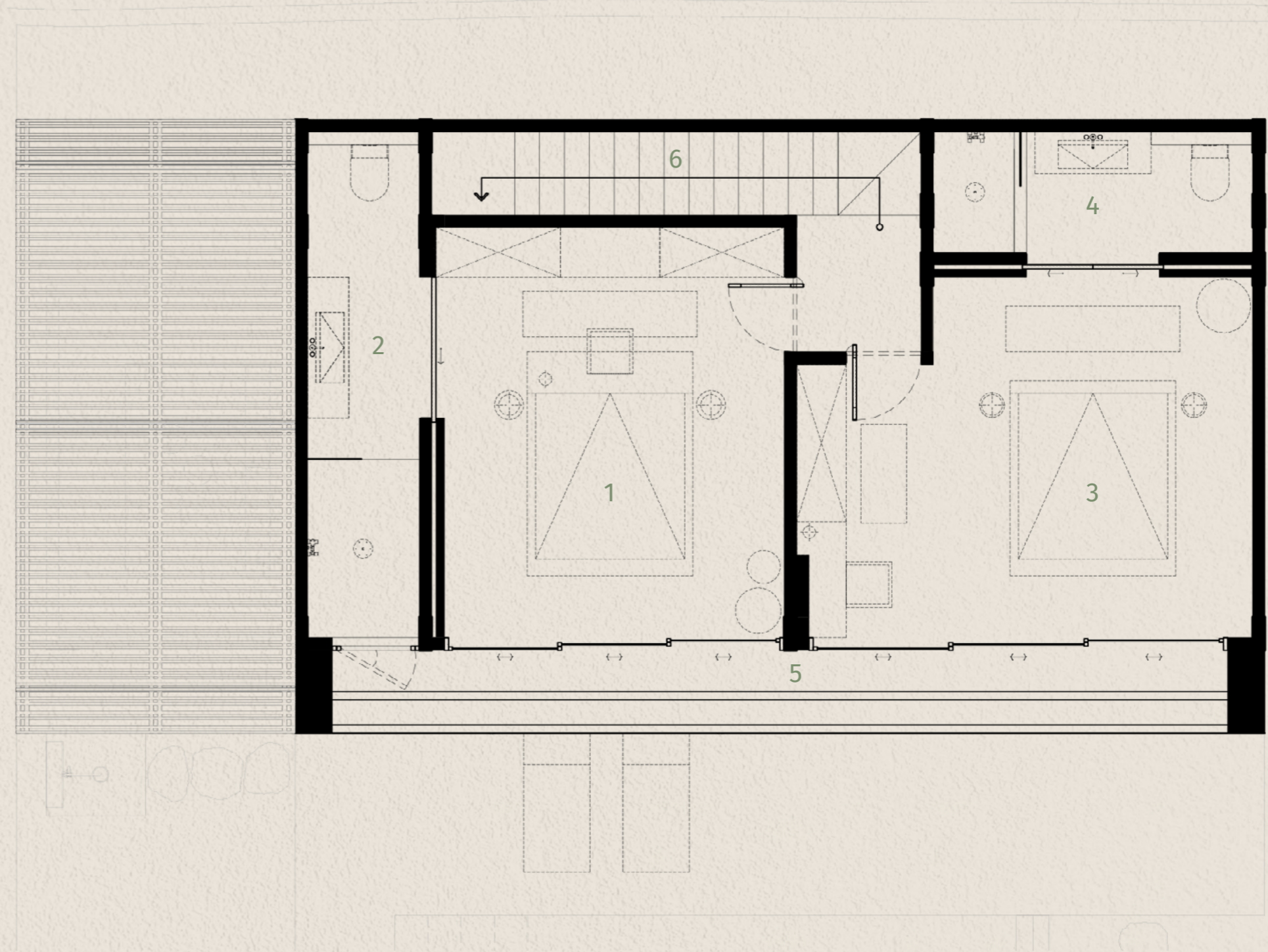
1. Living area
2. Dining area
3. Kitchen
4. Storage room
5. Powder room
6. Staircase
7. Sunken outdoor lounge
8. Pool deck
9. Swimming pool
10. Outdoor shower
11. Entrance



ground floor

Floorplan Bird's eye view

- 1. Bedroom 1
- 2. Bathroom 1
- 3. Bedroom 2
- 4. Bathroom 2
- 5. Balcony
- 6. Staircase



first floor

Investment



ROI Calculation

1-Bedroom Villa	Occupancy	Daily Rate low estimate	Daily Rate high estimate
\$ 299,000	75%	\$ 170	\$ 255
Annual income		\$ 33,034	\$ 51,639
estimated ROI		11.0%	17.3%

* a detail return on investment overview can be provided



Investment Summary

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investment overview
2 bedroom villa



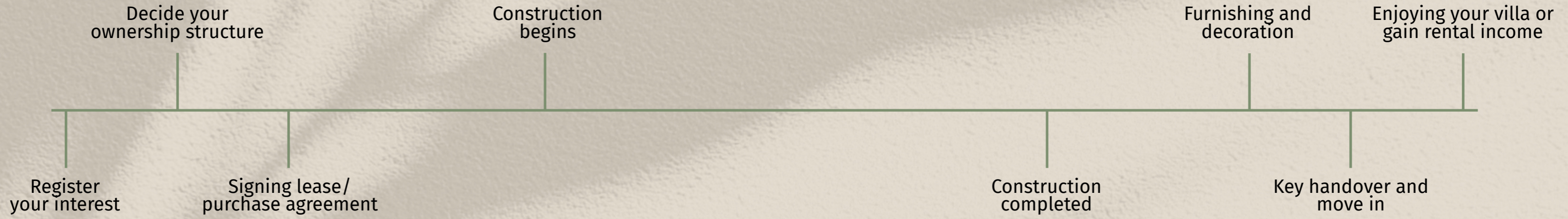
When you choose to invest in Tías Villas, you are going beyond just investing in a rapidly growing island; you are embracing the vibrant, paradisiacal, fulfilling life that Lombok and Kuta have to offer.

Whether you will use this property as a short-term escape or to settle longer-term, you will join a community of like-minded individuals and families, and we look forward to welcoming you in your new home at Tías Villas.

A few points to keep in mind:

- We project that rental yields will be between 11-17%
- We estimate the payout to be 6-9 years
- Your villa will be fully managed by our team of experts, including cleaning, pool and garden maintenance, 24-hour security and electricity, all provided at an estimated cost of 480 US dollars per month

Timeline



1. Who is the owner and developer of Tías Villas?

Tías Villas is conceptualised, designed and owned by PT Boutique Properties Lombok. We are a boutique hotel company created by two German partners with a strong passion for design.

We are proud to have worked with an award-winning Indonesian-based Architect and with Hong-Kong based Interior Designers to bring our vision to life.

2. Who will be the operator and manager of Tías Villas?

PT Boutique Properties Lombok will be the management company for all Tías Villas.

3. What is Tías Villas?

Tías Villas is a boutique villa resort in Kuta Lombok with a total of 15 villas – a tropical, modern and private oasis just a stone's throw away from all the restaurants, bars and co-working spaces.

4. How large is the property?

Tías Villas will be built on a total area of 4,400 sqm. We have designed the layout around the beautiful coconut trees that have grown naturally on the land, providing each villa with privacy as well as offering a tropical atmosphere and plenty of shade on hot summer days.

5. What are the benefits of being a villa owner at Tías Villas?

By purchasing a villa at Tías Villas, not only are you buying into a community and lifestyle on a beautiful paradise island, but you will have very tangible benefits as well, including:

- Owning a property in a prime and growing resort destination
- Enjoying a healthy return on investment from the rental income of your villa
- Strong capital appreciation of your property
- Be part of the Tías Villas marketing and reservations system
- End-to-end maintenance of your villa by a dedicated Tías team
- Quarterly financial and operational updates
- On-site concierge service to support all of your needs

6. What is the expected return I get from the rental of my villa?

Based on both government and private projections, we have conservatively forecast that returns will be in the region of 10% to 17% per annum.

7. Can I resell the Villa?

As the owner, you always have the option to sell on the open market or appoint our management to sell through our channels.

8. As a foreigner, can I purchase the land, and what would be my status of ownership?

Yes, you may purchase land as a foreigner, and there are several ways to structure this. You may purchase land as a long-term leaseholder or via HBG certificate. To hold a HGB title, you need to own/ set up an Indonesian company (PT PMA) first. Alternatively we also offer the option to own a villa via a shareholder structure of PT Boutique Properties Lombok.

9. In addition to villa purchase, what other costs are incurred by the villa owners?

Villa buyers are responsible for paying 10% of the purchase price as PPN tax and a 2% notary fee. In addition, there is a monthly maintenance and service fee dependent on the size of your property.

10. Why should I invest in a villa in Lombok now?

Some primary factors in choosing the right land and hotel investments are the nightly room rates and occupancy level in the identified destination. Villas in Lombok often charge 300-400 US dollars per night and yet have an 80% occupancy level year round, with ever growing tourist arrivals and demand exceeding supply. In comparison, in saturated markets such as Bali or other popular tourist destinations, this is significantly harder to achieve. Investing now will give you an early mover advantage with higher returns, including land appreciation.

11. What agreement will I need to sign and what is the procedure?

A complete step-by-step process will be sent upon request. Please contact us through the Enquiry Form.

12. Who is handling the legal side of the contract?

We are working with several well-reputed professionals, including a Mataram-based law firm, a Lombok-based Notary Office, and all relevant government institutions.

13. What would be the arrangement between villa owner and Tías Villas?

After signing a non-disclosure agreement, we will provide you with the detailed management agreement. Please contact us through the Enquiry Form.

14. What is included in the Villa price?

Your villa price will include:

- Land ownership
- Clear access to the property
- Private parking
- All necessary licenses
- All interior furniture and fittings

15. How long does it take to build a villa?

While exact timelines depend on the villa and plot selection, we estimate a maximum of 15 months for construction and furnishing. For more detailed information, please contact us through the Enquiry Form.

16. Who will be in charge during the villa construction?

We have a team of professionals dedicated to ensuring a smooth end-to-end construction process. This includes ensuring the building permit (IMB, or Ijin Mendirikan Bangunan) is issued before construction starts, setting and controlling the building schedule, inspecting the standard of work and materials supplied, controlling the architectural and design aspects, managing the construction cost, etc.

17. What is there to do in the area?

Kuta is a rapidly growing town that offers a wide variety of activities to residents and visitors; water activities include snorkelling, diving, stand-up paddle boarding, fishing, kite-surfing and surfing, while land sports include yoga, hiking, waterfall tours, horse riding, mountain biking, moto-cross, golf and para-gliding. Visitors can also experience the warm local Sasak

culture by visiting traditional villages, where local crafts such as ceramics and textiles are made.

18. What is the climate like in the south of Lombok and when is the rainy season?

South Lombok enjoys a beautiful, tropical climate all year around. Temperatures range between 23-31 degrees Celsius (73-88 degrees Fahrenheit). Because of the trade winds, the south of the island endures less rainfall than the North. The dry season in the south ranges from May to November, while the wet season lasts from December to April.

19. Is there any security at Tías Villas?

Yes, all villas come with a 24-hour security service and CCTV coverage.

20. Is financing available?

Mortgages in Indonesia are difficult to obtain for foreigners. Furthermore, they are typically over a short time-frame (<5 years) and attract very high interest rates and are therefore generally not an option for foreign buyers. Tias Villas offers buyers the option of staged instalments across 12 months.

21. What sort of occupancy rates are you expecting for this part of Lombok?

Lombok is an all year round destination. The high season runs from May to November (aligned to the dry season), with Christmas, Chinese New Year and Easter also being very busy periods. While there are certainly peak periods, we predict that the lack of high quality villas in the area will create year-round demand. Average occupancy across Lombok is approximately 75% and in South Lombok, comparable luxury developments experience between 80 to 90% occupancy throughout the year.

22. Can I insure my villa during and after construction?

Yes, Construction All Risks (CAR) insurance will be provided throughout the construction stage. Once the villa is completed, building and contents insurance can be put into place, which also covers you against all force majeure events. All insurance coverage provided is through large reputable international companies.

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