

DEYU

sales kit

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DEYU

DEYU

lifestyle apartments & penthouse

creating a lifestyle of personal renewal, connection and investment potential with our newest offering: an off-plan apartment project nestled in the heart of Bingin, Bali. This exclusive development redefines the essence of modern living, offering 14 meticulously crafted units spread across four floors, ranging from intimate studios to lavish penthouses

whether you're in pursuit of your dream residence or seeking a strategic investment opportunity, this project promises to exceed your expectations in every aspect.



mood board



1st floor

D E Y U

1st floor

| floor | type | size (sqm) | full suite package price | | | |
|-----------------|--------|------------|--------------------------|---------|---------|---------|
| | | | IDR | USD | AUD | EUR |
| 1 st | studio | 42 | 1,639,696,000 | 102,481 | 156,162 | 96,453 |
| | 2 br | 78 | 3,488,144,000 | 218,009 | 332,204 | 205,185 |
| | 1 br | 53 | sold | | | |
| | 1 br | 48 | 2,162,528,000 | 135,158 | 205,955 | 127,208 |

Leasehold 30 Years + 23 Years

DEYU



studio

42 sqm 1st floor

price

IDR 1,639,696,000

12%

expected yearly
commercial returns

10%

capital appreciation
per annum

full suite package

full build with all fittings and fixtures. fully
furnished to management standards

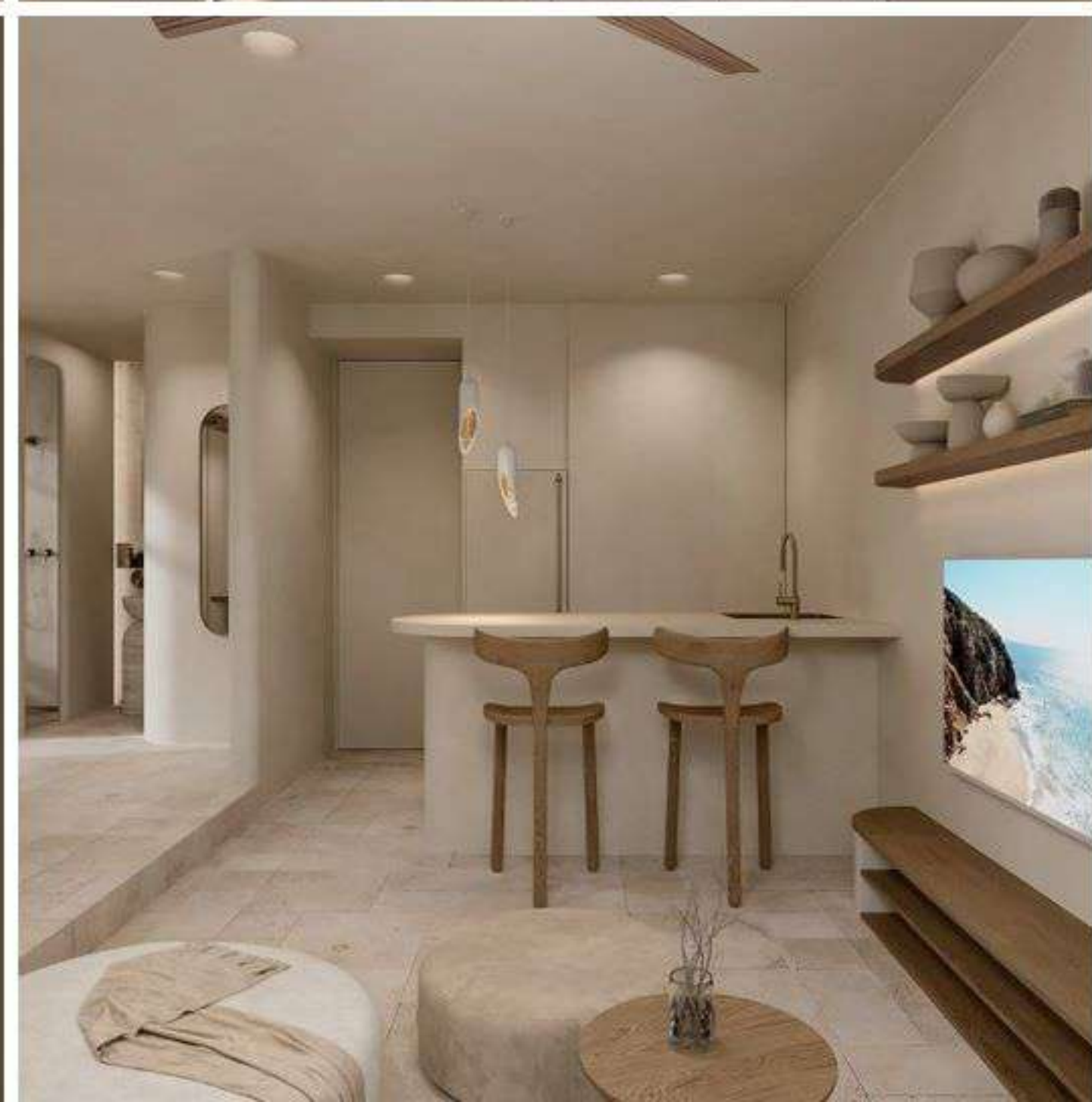
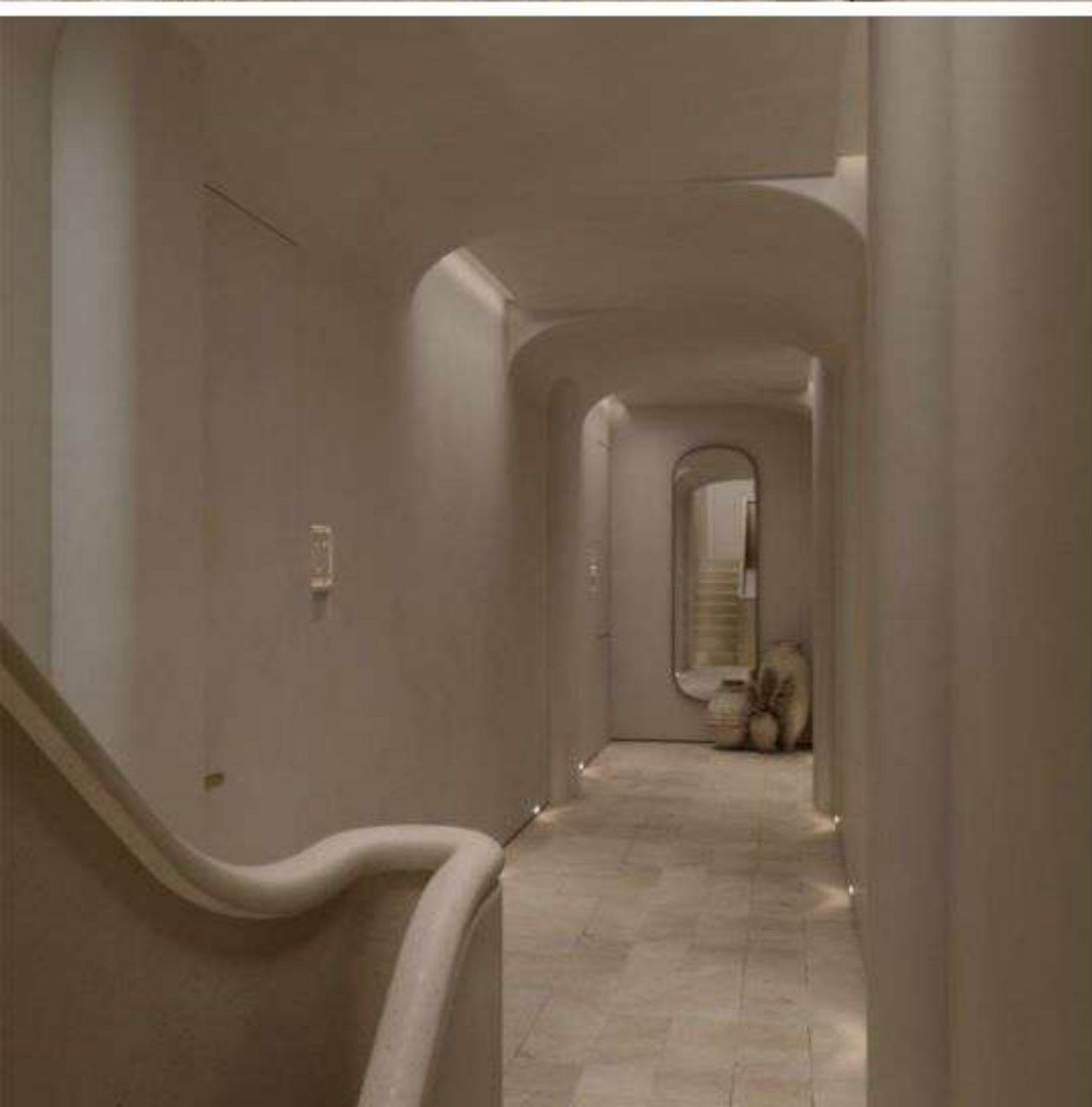
DEYU



studio

42 sqm 1st floor





1 bedroom type a

48 sqm 1st floor

price

IDR 2,162,528,000

12%

expected yearly commercial returns

10%

capital appreciation per annum

full suite package

full build with all fittings and fixtures. fully furnished to management standards

DEYU



1 bedroom type a

48 sqm 1st floor



DEYU



north west

your unit



1 bedroom type b

53 sqm 1st floor

price

IDR 2,377,536,000

12%

expected yearly commercial returns

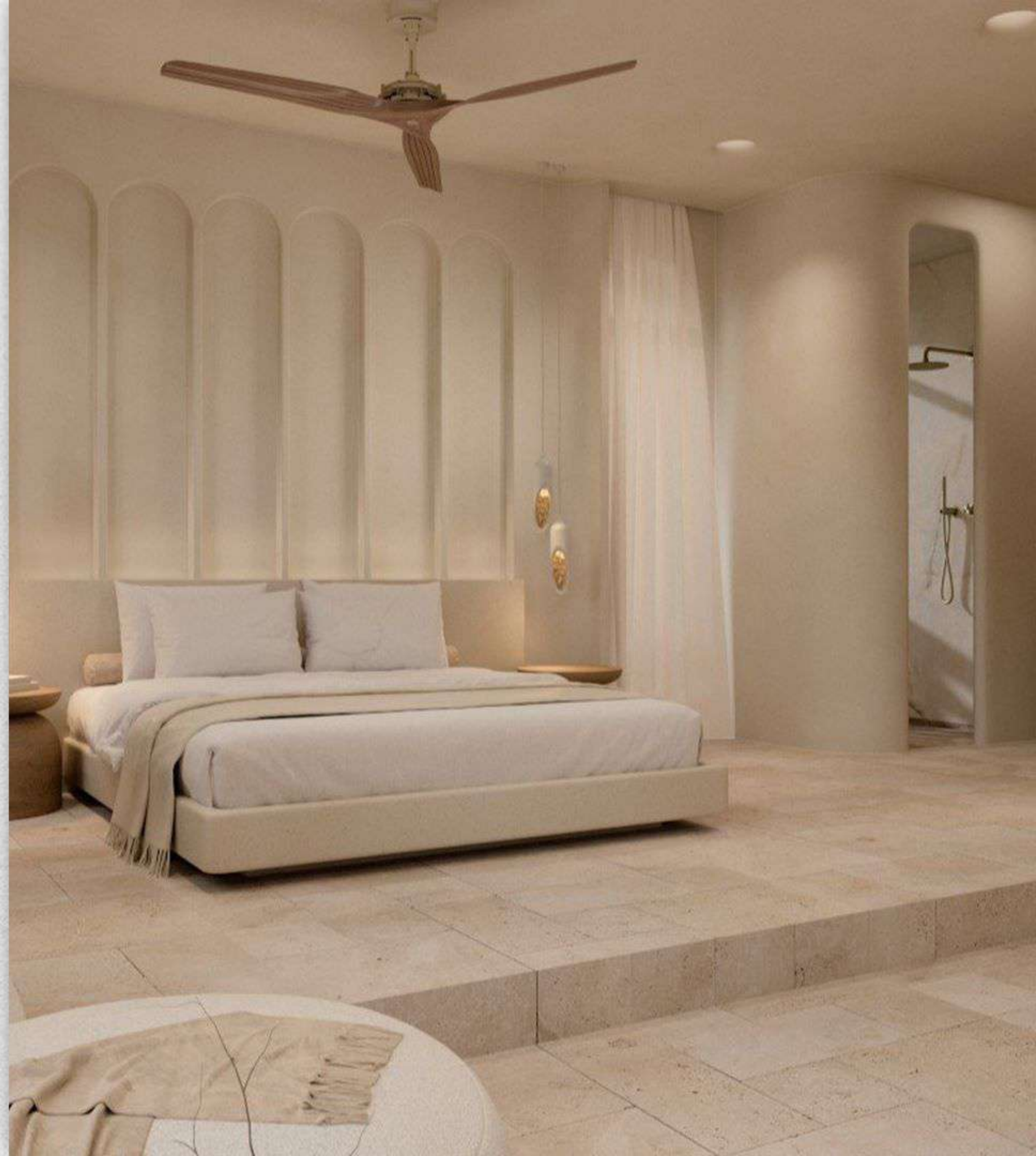
10%

capital appreciation per annum

full suite package

full build with all fittings and fixtures. fully furnished to management standards

DEYU



1 bedroom type b

53 sqm 1st floor



DEYU



south west

your unit



2 bedroom

78 sqm 1st floor

price

IDR 3,488,144,000

12%

expected yearly commercial returns

10%

capital appreciation per annum

full suite package

full build with all fittings and fixtures. fully furnished to management standards

DEYU



2 bedroom

78 sqm 1st floor



DEYU



your unit

north

DEYU



2nd floor

DEYU

2nd floor

| floor | type | size (sqm) | full suite package price | | | |
|-----------------|--------|------------|--------------------------|---------|---------|---------|
| | | | IDR | USD | AUD | EUR |
| 2 nd | studio | 42 | | sold | | |
| | 2 br | 78 | 3,622,304,000 | 226,394 | 344,981 | 213,077 |
| | 1 br | 53 | | sold | | |
| | 1 br | 48 | 2,245,088,000 | 140,318 | 213,818 | 132,064 |

Leasehold 30 Years + 23 Years

DEYU



studio

42 sqm 2nd floor

price

IDR 1,965,936,000

12%

expected yearly commercial returns

10%

capital appreciation per annum

full suite package

full build with all fittings and fixtures. fully furnished to management standards

DEYU



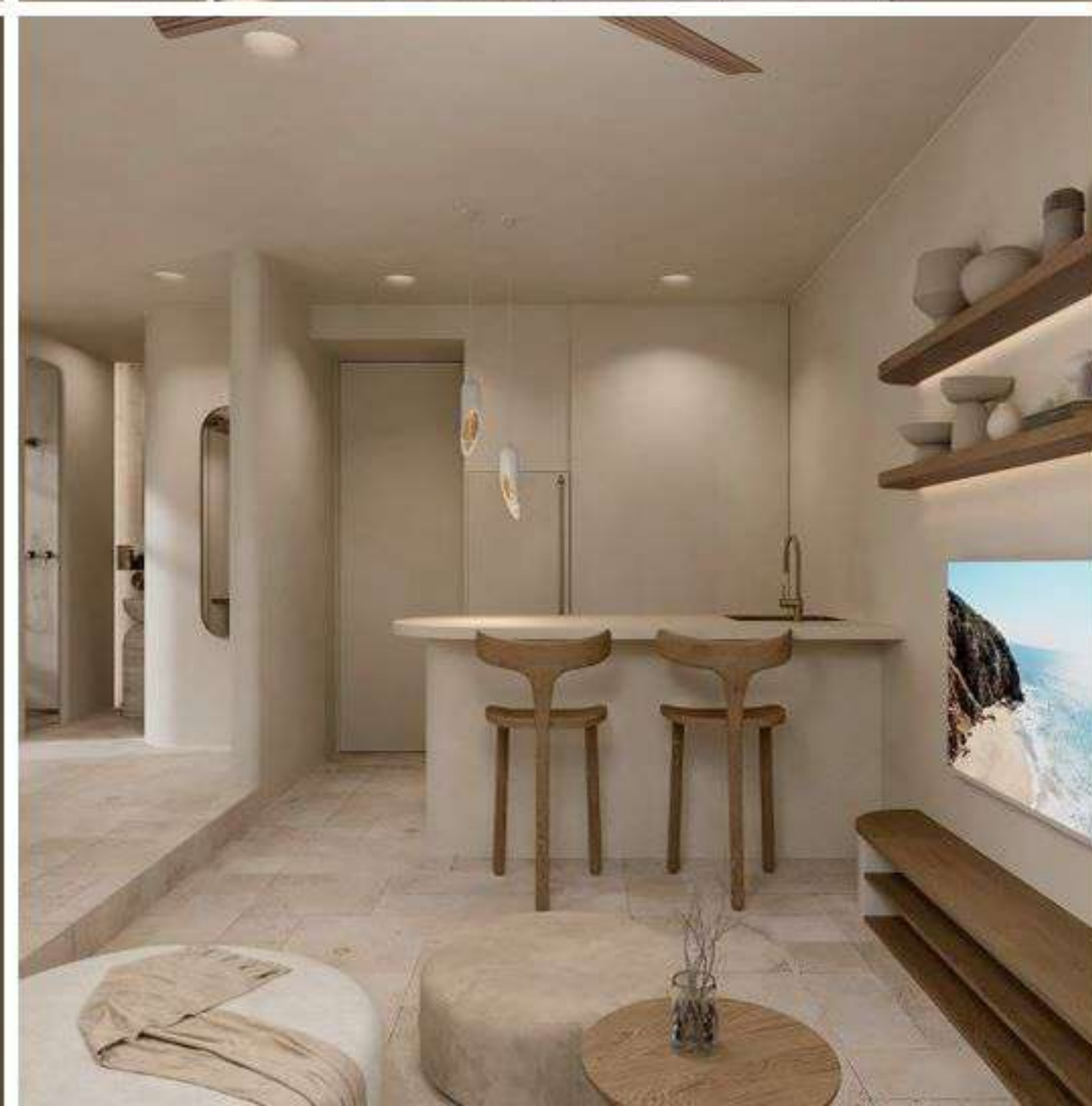
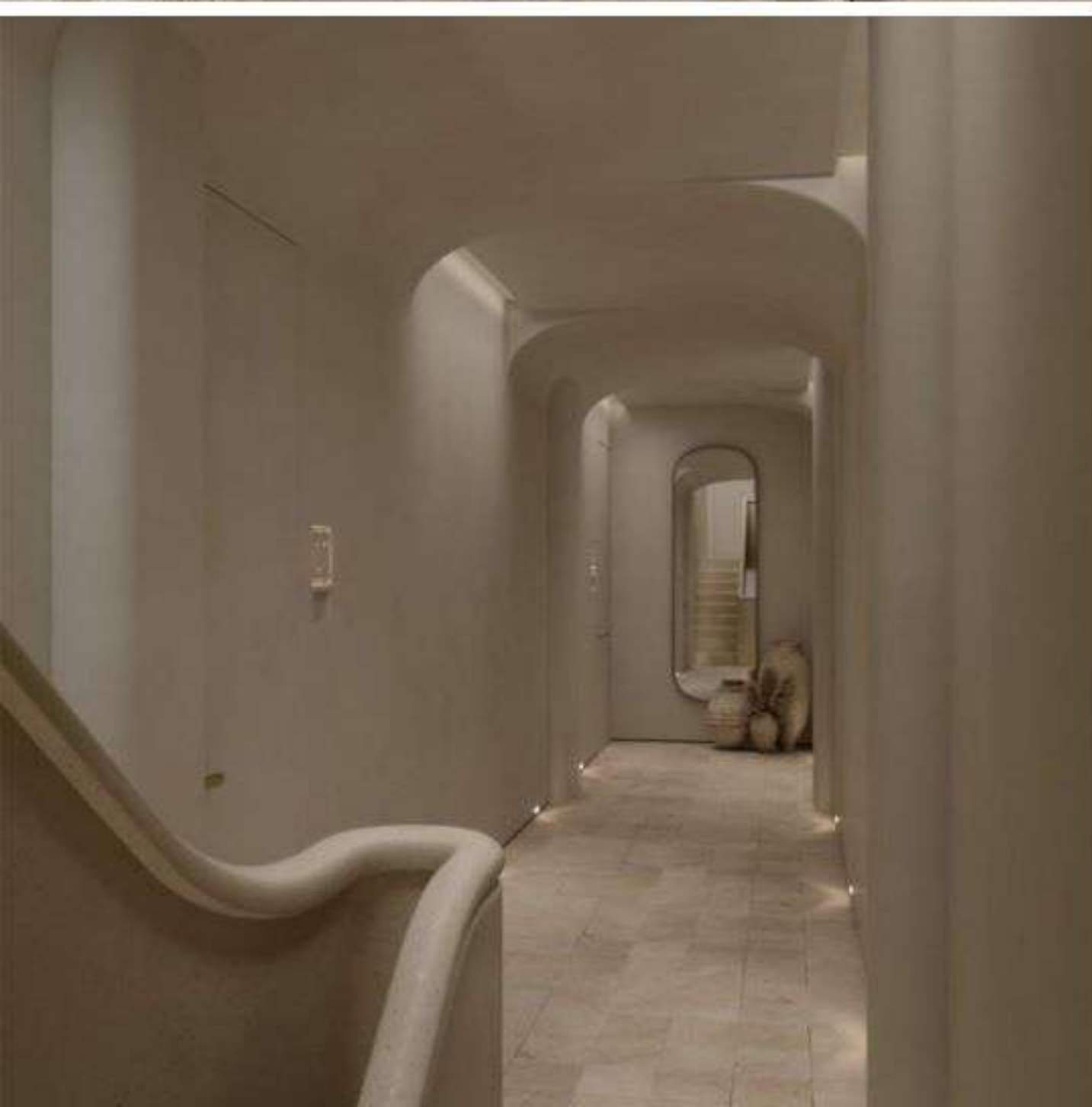
studio

42 sqm 2nd floor



south east

your unit



1 bedroom type a

48 sqm 2nd floor

price

IDR 2,245,088,000

12%

expected yearly commercial returns

10%

capital appreciation per annum

full suite package

full build with all fittings and fixtures. fully furnished to management standards

DEYU



1 bedroom type a

48 sqm 2nd floor



DEYU



north west

your unit



1 bedroom type b

53 sqm 2nd floor

price

IDR 2,468,688,000

12%

expected yearly
commercial returns

10%

capital appreciation
per annum

full suite package

full build with all fittings and fixtures. fully
furnished to management standards

DEYU



1 bedroom type b

53 sqm 2nd floor



DEYU



south west

your unit



2 bedroom

78 sqm **2nd floor**

price

IDR 3,622,304,000

12%

expected yearly
commercial returns

10%

capital appreciation
per annum

full suite package

full build with all fittings and fixtures. fully
furnished to management standards

DEYU



2 bedroom

78 sqm 2nd floor



DEYU



your unit

north

DEYU



3rd floor

D E Y U

3rd floor

| floor | type | size (sqm) | full suite package price | | | |
|-----------------|--------|------------|--------------------------|---------|---------|---------|
| | | | IDR | USD | AUD | EUR |
| 3 rd | studio | 40 | 1,945,296,000 | 121,581 | 185,266 | 114,429 |
| | 2 br | 78 | reserved | | | |
| | 1 br | 48 | reserved | | | |
| | 1 br | 48 | 2,327,648,000 | 145,478 | 221,681 | 136,920 |

Leasehold 30 Years + 23 Years

DEYU



studio

40 sqm 3rd floor

price

IDR 1,945,296,000

12%

expected yearly
commercial returns

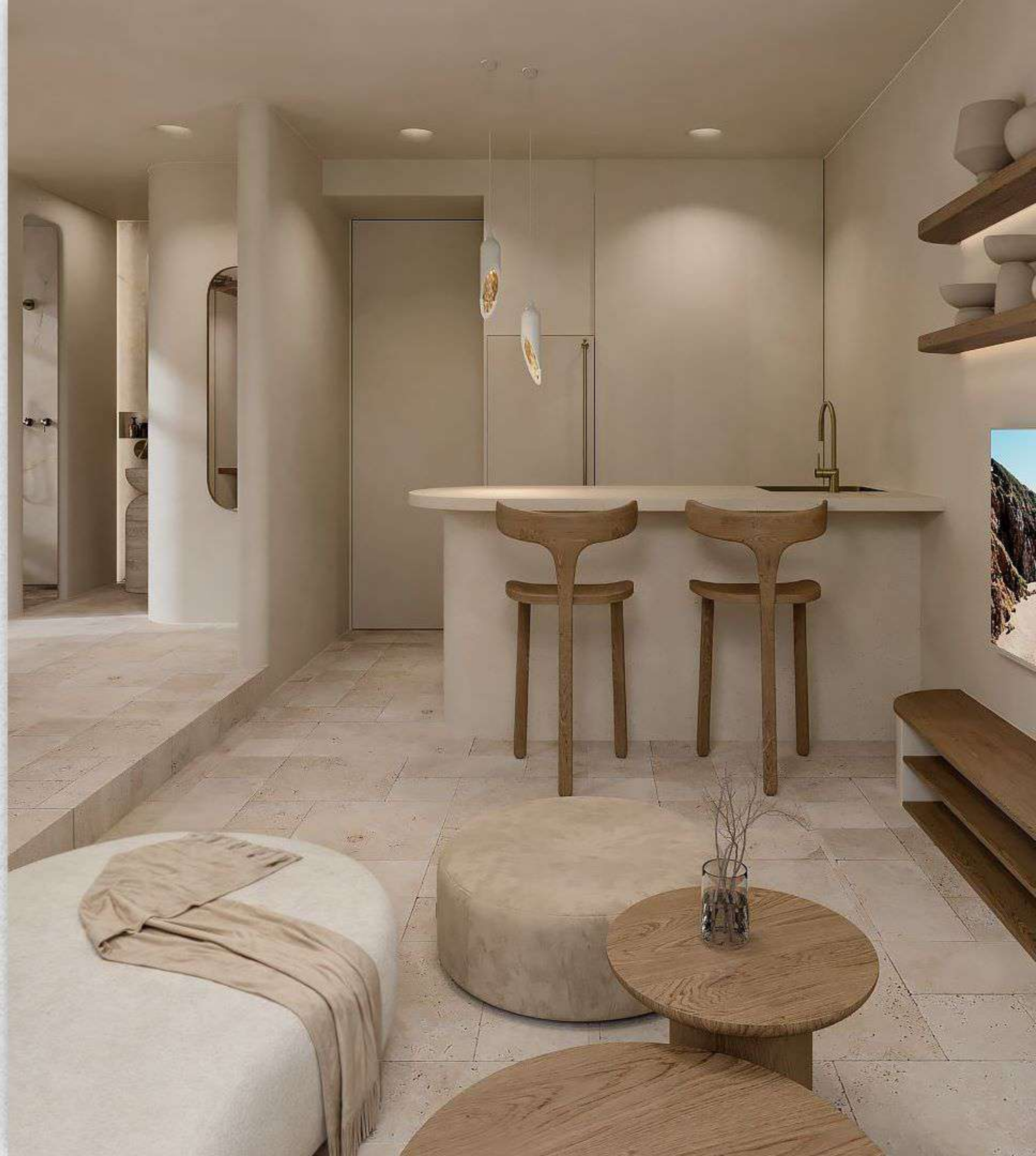
10%

capital appreciation
per annum

full suite package

full build with all fittings and fixtures. fully
furnished to management standards

DEYU



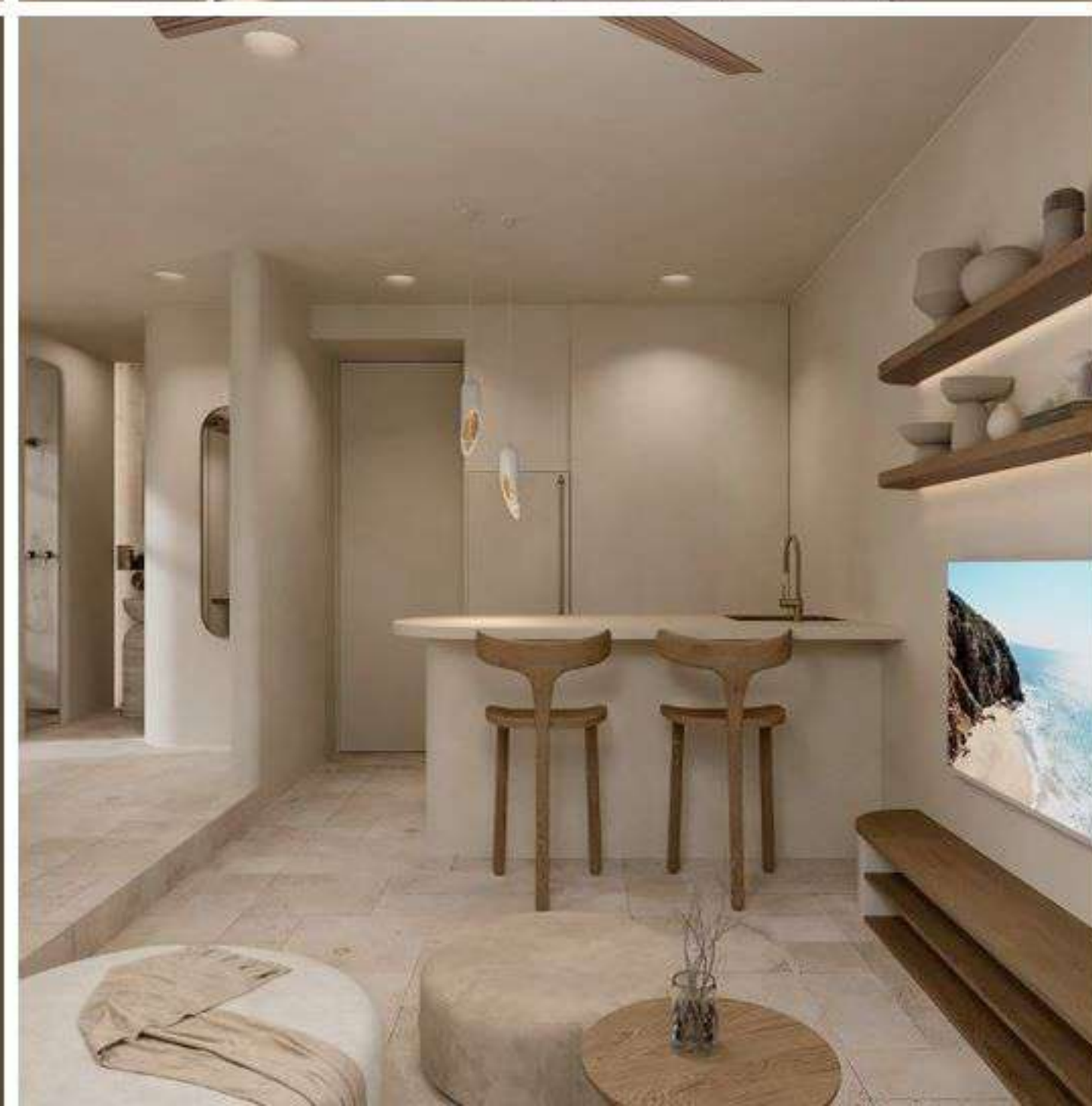
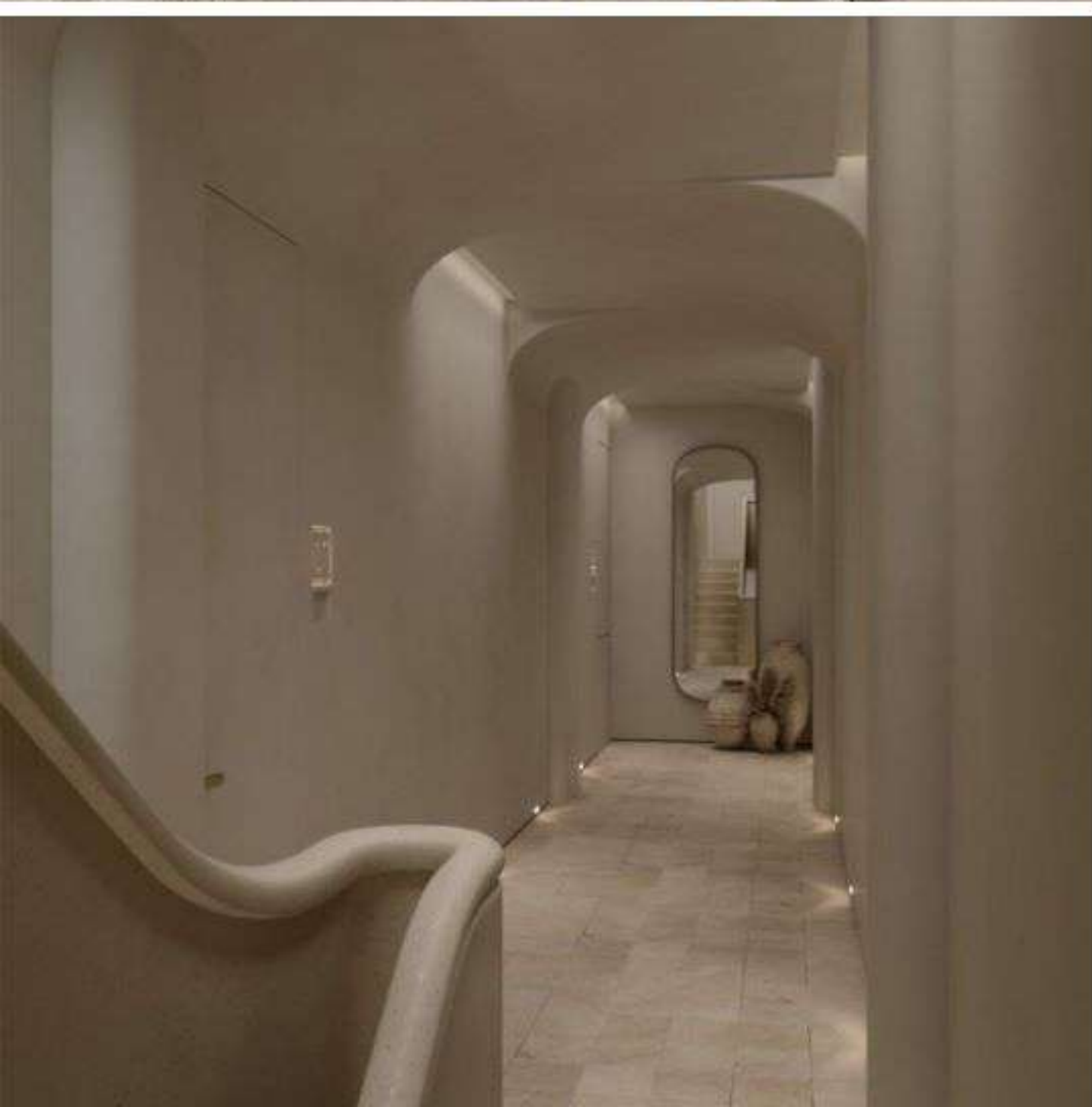
studio

40 sqm 3rd floor



your unit

south east



1 bedroom type a

48 sqm 3rd floor

price

IDR 2,327,648,000

12%

expected yearly commercial returns

10%

capital appreciation per annum

full suite package

full build with all fittings and fixtures. fully furnished to management standards

DEYU



1 bedroom type a

48 sqm 3rd floor



DEYU



north west

your unit



2 bedroom

78 sqm 3rd floor

price

IDR 3,756,464,000

12%

expected yearly commercial returns

10%

capital appreciation per annum

full suite package

full build with all fittings and fixtures. fully furnished to management standards

DEYU



2 bedroom

78 sqm 3rd floor



DEYU



your unit

north

DEYU



4th floor

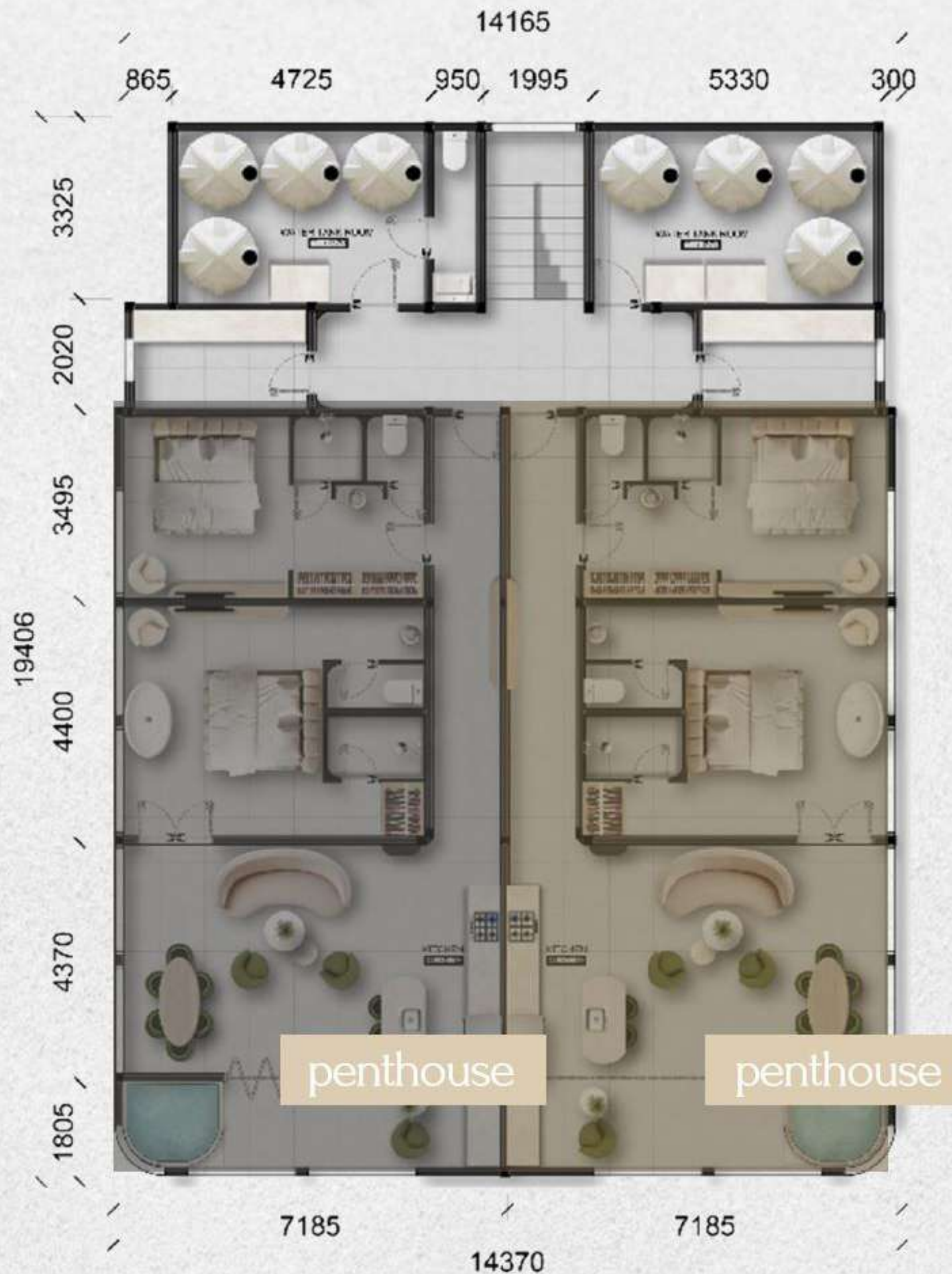
DEYU

penthouse floor

| floor | type | size (sqm) | full suite package price | | | |
|-----------------|-----------|------------|--------------------------|---------|---------|---------|
| | | | IDR | USD | AUD | EUR |
| 4 th | penthouse | 104 | 6,072,000,000 | 379,500 | 578,286 | 357,176 |
| | penthouse | 104 | reserved | | | |

Leasehold 30 Years + 23 Years

DEYU



penthouse

104 sqm 4th floor

start from

IDR 6,072,000,000

12%

expected yearly
commercial returns

10%

capital appreciation
per annum

full suite package

full build with all fittings and fixtures. fully
furnished to management standards

DEYU



penthouse

104 sqm 4th floor



DEYU



your unit

north



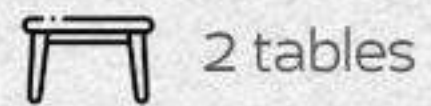
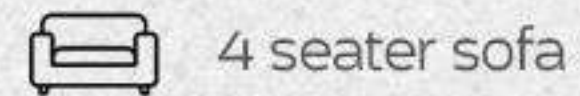
package inclusions

studio

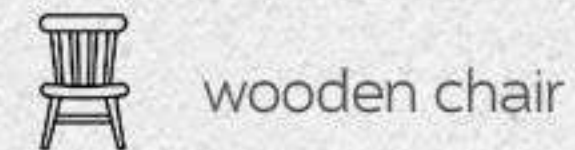
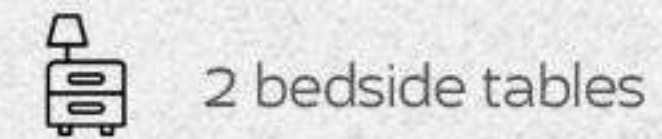
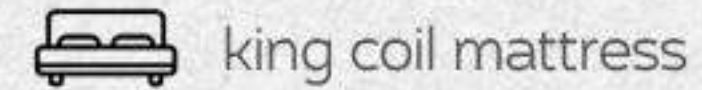
full suite package

same fittings & fixtures as shown in standard package. fully furnished, including :

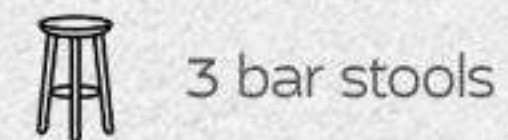
living room



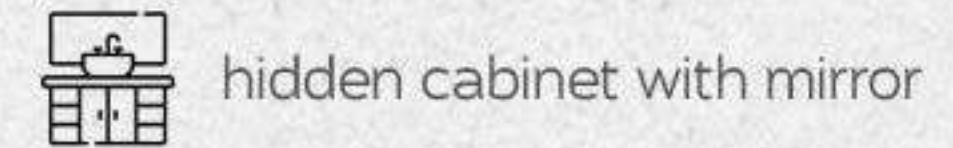
bedroom



kitchen



bathroom



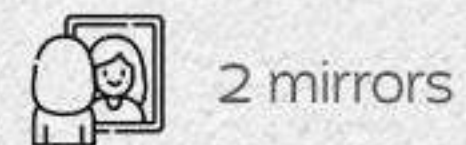
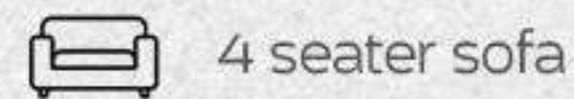
package inclusions

1 bedroom apartment

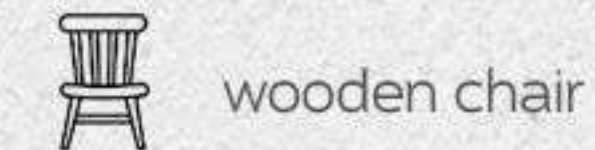
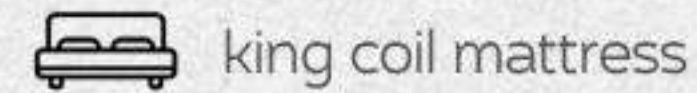
full suite package

same fittings & fixtures as shown in standard package. fully furnished, including :

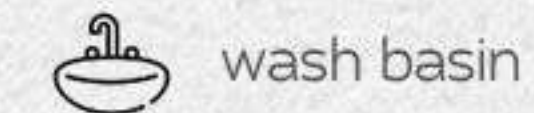
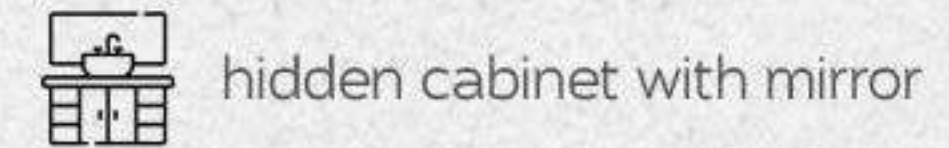
living room



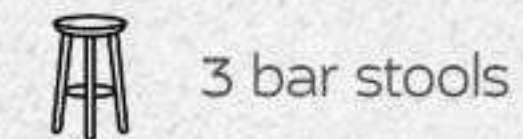
bedroom



bathroom



kitchen



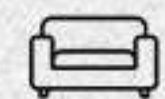
package inclusions

2 bedroom apartment

full suite package

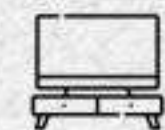
same fittings & fixtures as shown in standard package. fully furnished, including :

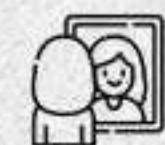
living room


 4 seater sofa

 arm chair


 2 tables

 tv cabinet

 2 mirrors

 ac unit


bedroom


 2 king coil mattress

 4 bedside tables


 2 ac unit

bathroom

 hidden cabinet with mirror

 wash basin

kitchen

 3 bar stools

 dining table

 6 dining chairs

package inclusions

penthouse

full suite package

same fittings & fixtures as shown in standard package. fully furnished, including :

living room

 4 seater sofa

 3 arm chair


 2 tables

 tv cabinet

 2 mirrors


 ac unit

bedroom

 2 king coil mattress

 4 bedside tables

 desk


 2 wooden chairs


 2 ac unit

laundry room


 shelves

bathroom

 hidden cabinet with mirror

 wash basin

kitchen

 3 bar stools

 dining table

 6 dining chairs

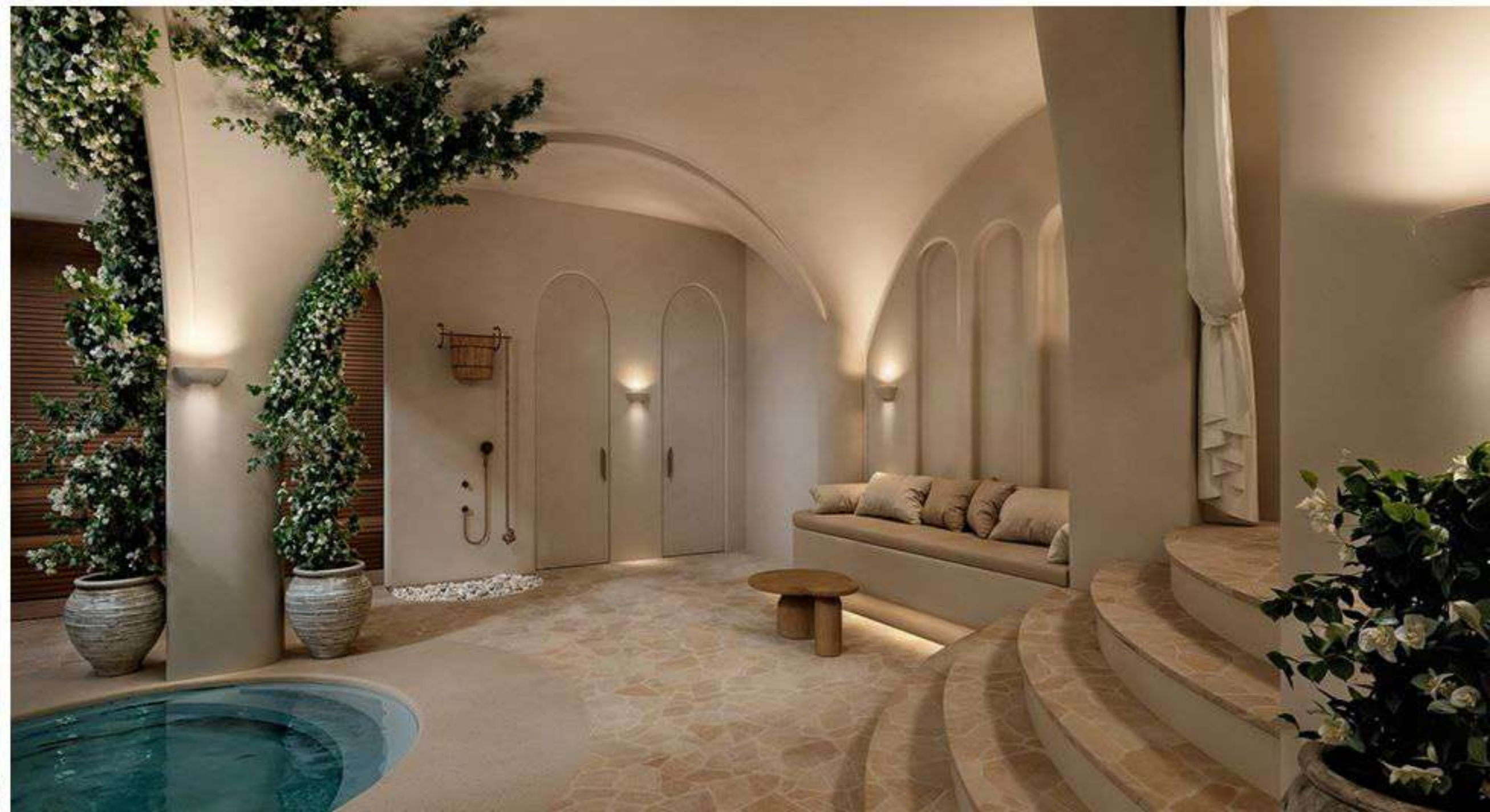
private spa

ground floor

- ✔ deep dive swimming pool
- ✔ sauna
- ✔ seating areas
- ✔ furniture
- ✔ cold bucket shower
- ✔ lighting & decoration

DEYU





exterior

D E Y U

penthouse

penthouse

2 bedroom

1 bedroom

DEYU

north



1 bedroom

studio

1 bedroom

studio

south

penthouse

1 bedroom

1 bedroom

west





1 bedroom

studio

penthouse

2 bedroom

south-east

pricing details

| floor | type | size (sqm) | full suite package price | | | |
|-----------------|-----------|------------|--------------------------|---------|---------|---------|
| | | | IDR | USD | AUD | EUR |
| 1 st | studio | 42 | 1,639,696,000 | 102,481 | 156,162 | 96,453 |
| | 2 br | 78 | 3,488,144,000 | 218,009 | 332,204 | 205,185 |
| | 1 br | 53 | sold | | | |
| | 1 br | 48 | 2,162,528,000 | 135,158 | 205,955 | 127,208 |
| 2 nd | studio | 42 | sold | | | |
| | 2 br | 78 | 3,622,304,000 | 226,394 | 344,981 | 213,077 |
| | 1 br | 53 | sold | | | |
| | 1 br | 48 | 2,245,088,000 | 140,318 | 213,818 | 132,064 |
| 3 rd | studio | 40 | 1,945,296,000 | 121,581 | 185,266 | 114,429 |
| | 2 br | 78 | reserved | | | |
| | 1 br | 48 | reserved | | | |
| | 1 br | 48 | 2,327,648,000 | 145,478 | 221,681 | 136,920 |
| 4 th | penthouse | 104 | 6,072,000,000 | 379,500 | 578,286 | 357,176 |
| | penthouse | 104 | reserved | | | |

DEYU

note : exchange rate US\$1 = IDR16,000 / leasehold until june 2050

revenue model

5-6 Years ROI

12%

expected yearly
commercial returns

10%

capital appreciation
per annum

D E Y U

studio

40 & 42 sqm

102,481
USD
purchase
price

76%
occupancy

21.9%
expected
ROI

An expected yearly ROI of 21.9% post construction, with a 10% capital appreciation.

| marketing & distribution revenue and costs | low | in usd | medium | in usd | high | in usd |
|--|---------------|---------|---------------|---------|---------------|---------|
| purchased price | 1,639,696,000 | 102,481 | 1,639,696,000 | 102,481 | 1,639,696,000 | 102,481 |
| published rate | 1,350,459 | 85 | 1,509,336 | 95 | 1,747,653 | 110 |
| occupancy | 72% | | 76% | | 76% | |
| booking revenue | 354,900,560 | 22,338 | 418,689,876 | 26,353 | 484,798,804 | 30,514 |
| booking (airbnb) fees (15%) | 53,235,084 | 3,351 | 62,803,481 | 3,953 | 72,719,821 | 4,577 |
| marketing fees (12.5% after OTAs) | 37,708,184 | 2,373 | 44,485,799 | 2,800 | 51,509,873 | 3,242 |
| service charge (5%) | 13,197,865 | 831 | 15,570,030 | 980 | 18,028,456 | 1,135 |
| taxes (10%) | 26,395,729 | 1,661 | 31,140,060 | 1,960 | 36,056,911 | 2,269 |
| net revenue | 224,363,697 | 14,122 | 264,690,506 | 16,660 | 306,483,744 | 19,291 |
| operational costs | | | | | | |
| property management | 12,000,000 | 755 | 12,000,000 | 755 | 12,000,000 | 755 |
| operational expenses | 62,497,592 | 3,934 | 63,797,763 | 4,016 | 64,842,594 | 4,081 |
| total operational costs | 74,497,592 | 4,689 | 75,797,763 | 4,771 | 76,842,594 | 4,837 |
| yearly income for owner* | 149,866,105 | 9,433 | 188,892,743 | 11,889 | 229,641,150 | 14,454 |
| % of the net revenue | 66.8% | | 71.4% | | 74.93% | |
| % of the purchase price | 9.4% | | 11.9% | | 14.5% | |
| yearly capital appreciation | 10% | | 10% | | 10% | |
| total yearly ROI | 19.4% | | 21.9% | | 24.5% | |

* Historically off-plan investments increase 15% to 20% in pricing from breaking ground to handover in high demand areas

* Please note that depending on your tax residency, Income taxes must be paid on this amount. We encourage you to discuss with your tax consultant or accountant to determine the % to be paid

1 bedroom type a & b

48 & 53 sqm

135,138
USD
purchase
price

76%
occupancy

22.5%
expected
ROI

An expected yearly ROI of 22.5% post construction, with a 10% capital appreciation.

| marketing & distribution revenue and costs | low | in usd | medium | in usd | high | in usd |
|--|---------------|---------|---------------|---------|---------------|---------|
| purchased price | 2,162,528,000 | 135.138 | 2,162,528,000 | 135.138 | 2,162,528,000 | 135.138 |
| published rate | 1,745,585 | 110 | 1,903,848 | 120 | 221,156 | 140 |
| occupancy | 72% | | 76% | | 76% | |
| booking revenue | 458,739,607 | 28,908 | 528,127,435 | 22,288 | 616,148,674 | 38,836 |
| booking (airbnb) fees (15%) | 68,810,941 | 4,336 | 79,219,115 | 4,993 | 92,422,301 | 5,825 |
| marketing fees (12.5% after OTAs) | 48,741,083 | 3,071 | 56,113,540 | 3,537 | 65,465,797 | 4,126 |
| service charge (5%) | 17,059,379 | 1,075 | 19,639,739 | 1,238 | 22,913,029 | 1,444 |
| taxes (10%) | 34,118,758 | 2,150 | 39,279,478 | 2,476 | 45,826,058 | 2,888 |
| net revenue | 290,009,445 | 18,275 | 333,875,563 | 21,044 | 389,521,490 | 24,552 |
| operational costs | | | | | | |
| property management | 12,000,000 | 756 | 12,000,000 | 756 | 12,000,000 | 756 |
| operational expenses | 71,771,236 | 4,523 | 73,159,889 | 4,611 | 74,551,037 | 4,699 |
| total operational costs | 83,771,236 | 5,279 | 85,159,889 | 5,368 | 86,551,037 | 5,455 |
| yearly income for owner* | 206,238,209 | 12,996 | 248,715,674 | 15,677 | 302,970,453 | 19,096 |
| % of the net revenue | 71.1% | | 74.5% | | 77.78% | |
| % of the purchase price | 10.4% | | 12.5% | | 15.3% | |
| yearly capital appreciation | 10% | | 10% | | 10% | |
| total yearly ROI | 20.4% | | 22.5% | | 25.3% | |

* Historically off-plan investments increase 15% to 20% in pricing from breaking ground to handover in high demand areas

* Please note that depending on your tax residency, Income taxes must be paid on this amount. We encourage you to discuss with your tax consultant or accountant to determine the % to be paid

2 bedroom

78 sqm

218,009
USD
purchase
price

74%
occupancy

20.8%
expected
ROI

An expected yearly ROI of 20.8% post construction, with a 10% capital appreciation.

| marketing & distribution revenue and costs | low | in usd | medium | in usd | high | in usd |
|--|---------------|---------|---------------|---------|---------------|---------|
| purchased price | 3,488,144,000 | 218,009 | 3,488,144,000 | 218,009 | 3,488,144,000 | 218,009 |
| published rate | 2,538,824 | 160 | 2,856,177 | 180 | 3,173,530 | 200 |
| occupancy | 72% | | 74% | | 76% | |
| booking revenue | 667,202,947 | 42,048 | 771,453,408 | 48,618 | 880,337,222 | 55,480 |
| booking (airbnb) fees (15%) | 100,080,442 | 6,307 | 115,718,011 | 7,293 | 132,050,583 | 8,322 |
| marketing fees (12.5% after OTAs) | 70,890,313 | 4,468 | 81,966,925 | 5,166 | 93,535,830 | 5,895 |
| service charge (5%) | 24,811,610 | 1,564 | 28,688,424 | 1,808 | 32,737,540 | 2,063 |
| taxes (10%) | 49,623,219 | 3,127 | 57,376,847 | 3,616 | 65,475,081 | 4,126 |
| net revenue | 421,797,363 | 26,582 | 487,703,201 | 30,736 | 556,538,188 | 35,074 |
| operational costs | | | | | | |
| property management | 24,000,000 | 1,513 | 24,000,000 | 1,513 | 24,000,000 | 1,512 |
| operational expenses | 101,301,934 | 6,384 | 103,241,580 | 6,506 | 105,257,304 | 6,632 |
| total operational costs | 125,301,934 | 7,897 | 127,241,580 | 8,019 | 129,257,304 | 8,144 |
| yearly income for owner* | 296,495,429 | 18,686 | 360,461,621 | 22,717 | 427,394,873 | 26,929 |
| % of the net revenue | 70.3% | | 73.9% | | 76.78% | |
| % of the purchase price | 8.9% | | 10.8% | | 12.8% | |
| yearly capital appreciation | 10% | | 10% | | 10% | |
| total yearly ROI | 18.9% | | 20.8% | | 22.8% | |

* Historically off-plan investments increase 15% to 20% in pricing from breaking ground to handover in high demand areas

* Please note that depending on your tax residency, Income taxes must be paid on this amount. We encourage you to discuss with your tax consultant or accountant to determine the % to be paid

penthouse

104 sqm

379,500
USD
purchase
price

73%
occupancy

22.0%
expected
ROI

An expected yearly ROI of 22.0% post construction, with a 10% capital appreciation.

| marketing & distribution revenue and costs | low | in usd | medium | in usd | high | in usd |
|--|---------------|---------|---------------|---------|---------------|---------|
| purchased price | 6,072,000,000 | 379,500 | 6,072,000,000 | 379,500 | 6,072,000,000 | 379,500 |
| published rate | 4,522,594 | 285 | 4,918,259 | 310 | 5,235,366 | 330 |
| occupancy | 70% | | 73% | | 74% | |
| booking revenue | 1,155,522,703 | 72,818 | 1,310,469,977 | 82,600 | 1,414,126,242 | 89,133 |
| booking (airbnb) fees (15%) | 173,328,405 | 10,923 | 196,570,497 | 12,390 | 212,118,936 | 13,370 |
| marketing fees (12.5% after OTAs) | 122,774,287 | 7,737 | 139,237,435 | 8,776 | 150,250,913 | 9,470 |
| service charge (5%) | 42,971,001 | 2,708 | 48,733,103 | 3,072 | 52,587,820 | 3,315 |
| taxes (10%) | 85,942,001 | 5,416 | 97,466,205 | 6,143 | 105,175,639 | 6,629 |
| net revenue | 730,507,009 | 46,034 | 828,462,739 | 52,218 | 893,992,933 | 56,349 |
| operational costs | | | | | | |
| property management | 48,000,000 | 3,025 | 48,000,000 | 3,025 | 48,000,000 | 3,025 |
| operational expenses | 159,770,175 | 10,068 | 163,095,068 | 10,280 | 165,025,323 | 10,402 |
| total operational costs | 207,770,175 | 13,093 | 211,095,068 | 13,305 | 213,025,323 | 13,427 |
| yearly income for owner* | 522,736,834 | 32,941 | 617,367,670 | 38,913 | 680,967,610 | 42,922 |
| % of the net revenue | 71.6% | | 74.5% | | 76.17% | |
| % of the purchase price | 10.1% | | 12.0% | | 13.2% | |
| yearly capital appreciation | 10% | | 10% | | 10% | |
| total yearly ROI | 20.1% | | 22.0% | | 23.2% | |

* Historically off-plan investments increase 15% to 20% in pricing from breaking ground to handover in high demand areas

* Please note that depending on your tax residency, Income taxes must be paid on this amount. We encourage you to discuss with your tax consultant or accountant to determine the % to be paid

steps to purchase

1

Reservation Agreement

- ✔ Sign reservation form
- ✔ Transfer IDR 80.000.000 reservation fee

2

Due Dilligence

(By 30th September 2024)

- ✔ Handover of all documents to notary of your choosing
- ✔ Transfer 10% deposit to the notary

3

Notary Signing

(By 31st October 2024)

- ✔ Binding agreement signing between buyer and Deyu team
- ✔ in front of a public notary
- Transfer 40% payment to the notary

4

Construction Period

(By 1st November 2024)

- ✔ Official Ground Breaking Ceremony
- ✔ Further payments in instalments per construction progress (2nd payment 25% by May 2025, 3rd payment 20% by August 2025)

5

Official Handover

(By February 2026)

- ✔ Sign unit lease agreement
- ✔ Final 5% payment
- ✔ Move in to your unit, or make your unit available for rental

management team



our team of experienced professionals includes

- ✔ host manager with 10+ years of experience in the hospitality industry
- ✔ chief engineer supervising the maintenance of the villas
- ✔ a team of housekeepers and butlers who worked with the managing team for years in Bali
- ✔ tax and accounting experts
- ✔ notaries and lawyers specialized in real estate deals and property management

DEYU



Matthieu Chauveau
strategy & sales

Matthieu worked for AccorHotels as a Financial Auditor before being in charge of the P&L performance of 120+ hotels in Indonesia and managing hotels in Bali and Singapore

Matthieu holds an MBA from INSEAD and ensures that the villas' profit is optimized with rigorous processes and reporting



Vincent Wybier
operations

Vincent is an experienced Hotel General Manager with 28 years of expertise in all aspects of mid-scale to premium hospitality properties in Indonesia

Passionate about building human connections, he speaks Bahasa fluently and is in charge of all the operations

exclusive agency

Harcourts Purba Bali

Harcourts Purba Bali, as part of the global Harcourts network, takes pride in being the premier real estate agency for those investing in the beautiful island of Bali. Our team of experienced professionals is committed to guiding you through the buying process, helping you find the ideal property that aligns with your investment goals. With our exceptional support and personalized services, you can trust that you're in capable hands.



Siti Salmah Purba, S.H.
Director Harcourts Purba Bali

Harcourts

879 OFFICES
11 COUNTRIES
OVER 6,670 SALES CONSULTANTS



\$45.1B

worth of property sold

More than

10,700

auctions conducted



\$72.6B

in properties under management

More than

100,000

properties under management



Our team sells a property every

10 MINS

Our team rents out a property every

17 MINS

81.4

Net Promoter Score given by our sellers**

135

years experience across our network in residential, rural and commercial property



\$7.7M

raised by Harcourts Foundation supporting 1220 charities*

Deyu team

PT Hanuman Aria Bali was established as a family office for two families, bringing together parents and children who are professionals in construction, healthcare management, law, and real estate sales and management.

With a commitment to passing down valuable life knowledge and assets, the families formed PT Hanuman Aria Bali to create a brand and a select number of boutique suite and apartment hotels.

This initiative aims to ensure the transfer of knowledge and wealth across generations, upholding the core values of quality, stability, and integrity, thereby providing a secure and trustworthy investment opportunity.

DEYU



**Avaline Katherine Horthy BSc
Hons, MCP, MPM**
head of architecture & construction



Eugene Shivnan NZ EWRB, REINZ
head of land acquisition & sales



Qasthalani Daiva Doel, S.H
main director | LSP no. reg. BPT 255 00886 2018



Alifsony Pahlevi, S.Sos, M.Parr
company director

faq

DEYU

Legals & Purchasing

Can I, as a foreigner, own property in Bali under my name?

Yes, foreigners are allowed to own leasehold properties in their own name in Bali. This process does not require you to live in Bali, or apply for any sort of visa.

Is a leasehold studio/apartment a safe and secure investment?

Leasehold ownership is a prevalent structure among non-locals, safeguarding their investment in the property. Registration/notarization of legal documents relevant to the property guarantees that the owner's rights are acknowledged by the Indonesian and local government and pertinent authorities. *

**It's important to note that while leasehold ownership provides a legal framework for non-locals to invest in property, potential buyers should carefully consider the terms and duration of the lease, as well as any restrictions or obligations associated with leasehold agreements. Additionally, engaging with a reputable legal advisor familiar with Indonesian property laws can further ensure the security and safety of the investment.*

How long does the leasehold last, and what happens when it ends?

The leasehold is for 30 years, with an option to extend for a further 23 years in total. The owners will be provided a leasehold extension to their apartment every five years.

How much will the extension cost me?

Each owner will pay the extension based on the size of their respective apartment compared to the total floor area of all apartments combined, based on land value only (see below).

To better understand this, we will provide an example below.

First, we will calculate the total extension value, using today's market price for the land.

Total land size : 335 sqm (or 3,35 are)

Price / are / year : IDR 35,000,000

Total extension years : 5 years

Total extension value : (price x land size x years) IDR 586,250,000 for 5-year extension

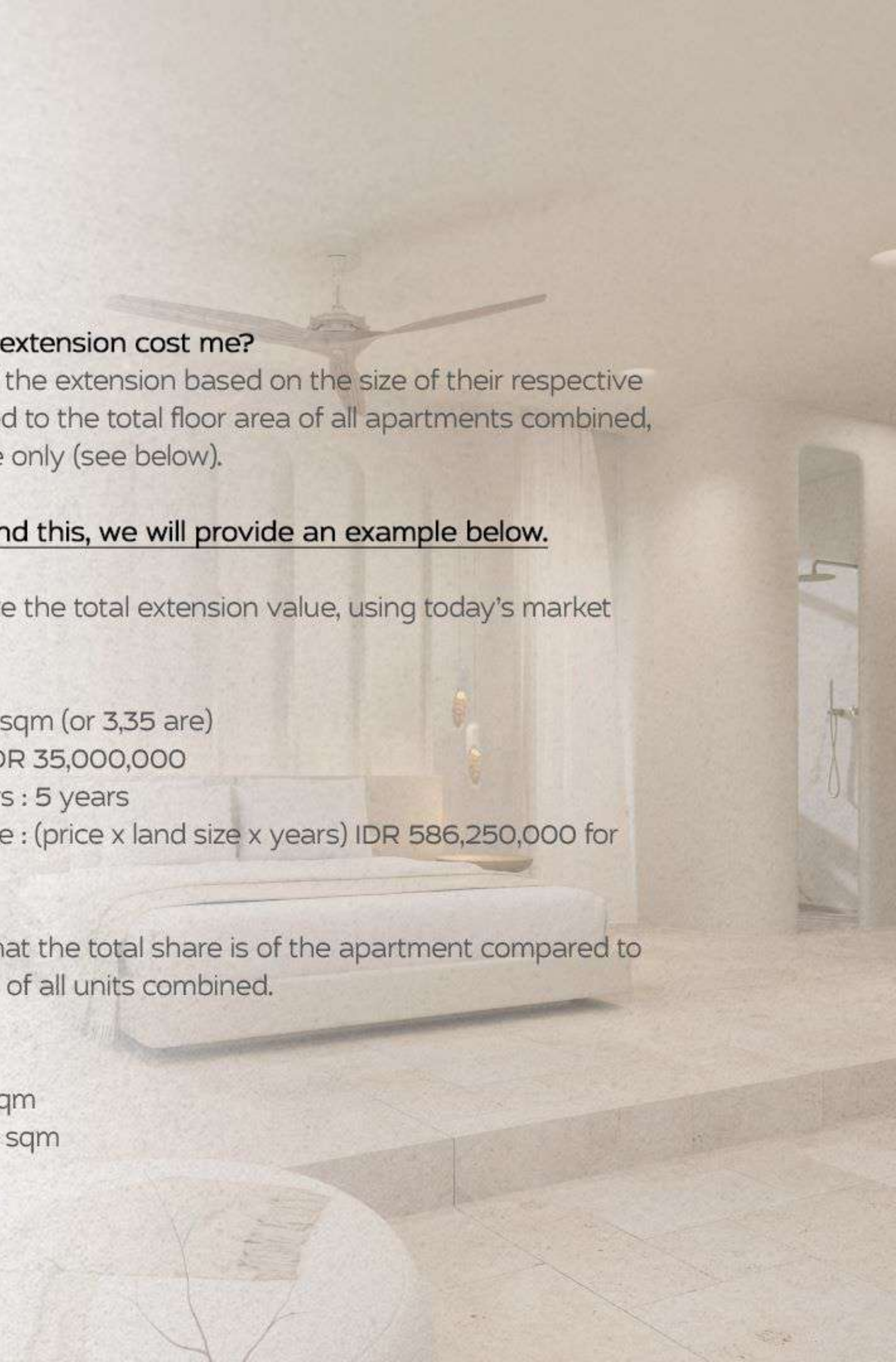
Next, we find out what the total share is of the apartment compared to the total floor space of all units combined.

Studio

Total unit size : 40 sqm

Total floor size : 864 sqm

Unit/floor : 4,63 %



Legals & Purchasing

5-year extension for studio : IDR 27,143,375 or USD 1655

Extension per year : IDR 5,428,675 or USD 331

This means the extension for the studio will be 4,63% of IDR 586,250,000, which equals to IDR 27,143,375 for an extension of 5 years, or USD 1655 (IDR 16,400/USD exchange rate).

Using the same formula, here is an example of the extension for a two-bedroom apartment, which is 78 sqm on all floors (first, second and third floor).

2-BED APARTMENT

Total unit size : 78 sqm

Total floor size : 864 sqm

Unit/floor : 9,03 %

5-year extension : IDR 52,938,375 or USD 3227.95

Per year : IDR 10,587,675 or USD 645.59

What happens if the apartment building isn't finished on time?

If the apartment building isn't finished on time, you are financially protected. Penalties are in place to compensate for any construction delays, reducing your unit price for each day of the delay. This ensures that each apartment and penthouse will be delivered on time, with

safeguards for any unforeseen delays.

How is the construction quality ensured?

We ensure construction quality by offering a 5-year warranty, significantly surpassing the typical one-year warranty in Bali. Our commitment to rigorous building standards allows us to confidently provide this extended warranty, ensuring your peace of mind. Additionally, our purchase contracts clearly outline the finishing materials, sanitary ware brands, and appliance brands that will be installed in your unit. This transparency holds us accountable for delivering high-quality finishes. (PT Hanuman Aria are also investors and owners of Deyu Apartments.)

What services does the management company provide for villa owners?

Deyu's management team takes care of everything on behalf of the owners, from marketing to staff management, preventive maintenance, paying all the bills, preparing financial reports, and paying taxes. A real definition of passive income.

Can I manage my own apartment or penthouse?

No, owners are not allowed to rent out their own units themselves. This way management can ensure and maintain the highest standard of service for all units that participate in the rental pool.



Legals & Purchasing

I would like to use my apartment as residence only. Do I still need to sign a management agreement?

Yes, even if you don't take part in Deyu's rental pool, you still need to sign a management agreement. This will ensure that your apartment or penthouse will still be under the best care with a world-class management. Furthermore, all bills and running costs are managed by Deyu's management team. To learn more about our management team, please check this link: <https://tktvillamanagement.com/>.

Do I need an Indonesian bank account to receive rental income?

No, an Indonesian bank account is not required. Rental income can be transferred to your bank account anywhere in the world. Bank charges will apply, which are paid by the owner.

And also, many banks in Indonesia allow for non-residents to open an account, for those who wish to have a bank account in Indonesia.

Can I customize the interior of my apartment?

Yes, owners who are not taking part in Deyu's rental pool can customize their own interior. However, these customized apartments can no longer take part in the rental pool.

Can I buy into the management furniture package one year after purchase?

The majority of Deyu's furniture is ordered and custom-made in bulk

half-way the building's construction progress. Switching to the Full Suite furniture package at a later stage will be extremely challenging as there is a possibility that the furniture can't be duplicated. Also keep in mind, this time around the furniture is no longer ordered and produced in bulk, which could mean a significant increase of price.

Can I buy an apartment remotely if I'm not in Bali?

For leasehold property purchases it is possible to appoint a Power of Attorney to sign documents on your behalf. So, the entire purchasing process can be done successfully without making the trip down to Bali.

Are there any restrictions on selling leasehold apartments as a foreigner in Bali?

With the only condition that Deyu's management needs to be informed, anyone can sell their leasehold apartments to foreigners or Indonesian citizens, without any issue. All new owners will need to sign off on the management agreement.

How does Deyu ensure its profitability despite potential oversupply of rental properties?

Deyu optimizes its profitability by being strategically located walking distance, not driving, to all popular amenities, including beautiful beaches, popular branded restaurants, world-class sport facilities, schools, international golf courses and world-class spas. Also to add,

Legals & Purchasing

Deyu is located in already established and developed areas, where available land is extremely limited. This combination of factors will no doubt generate fantastic ROIs.



Management

What services does the management company provide for Deyu's owners?

We take care of everything on behalf of the owners, from marketing to staff management, preventive maintenance, paying all the bills, preparing financial reports, and paying taxes. A real definition of passive income.

How often will the management company inspect the property?

Our housekeeping team cleans the building, apartments and penthouses every day. The building manager inspects the property at least three to four times weekly and is at the building daily when there are guests. Our senior management team also visits all our properties several times a month.

What is the process for booking the apartment/penthouse for personal use by the owner?

The owner can contact the reservation team. If the unit is available, we will block it for them.

How does the management company handle maintenance and repairs?

We have a preventive maintenance plan for all our properties. The operational team is trained to highlight all maintenance issues regularly and contact the engineering team if needed. The engineering

team comes as soon as possible to fix maintenance issues and repairs. If the issue requires unique skills, we call a third party to fix/repair it.

What are the fees associated with using the management company's services?

Marketing fee for Deyu is 12.5% on every booking, after the booking platform (Airbnb, booking.com) fee.

Management fee start at IDR 1 million per room per month which applies to all apartment and penthouse units of Deyu, to cover common area & building expenses such as security, cleaning and communal facilities.

How does the management company handle guest bookings and check-ins/check-outs?

We have a reservation team handling bookings and communication with guests before check-ins.

When the guests check in, the building manager welcomes them and explains the facilities, the house rules, and what to do around... The building manager will also be present during check-out to ensure nothing is broken and to thank the guests for staying with Deyu.

Is there a minimum rental period required for Deyu?

It depends on the unit and the period. For instance, we often ask guests to book at least four days for New Year's Eve. For apartments, we start

Management

with a 2-night minimum stay. For penthouses, often 3.

What is the process for handling security deposits from guests?

We ask for a deposit upon check-in and give the deposit back upon check-out after we ensure the villa is in good condition.

How does the management company market Deyu to potential renters?

We market Deyu on Online Travel agents (Airbnb, booking.com, Expedia, Traveloka...).

We also market Deyu through our online channels (website, Instagram accounts...).

And lastly, we also market Deyu with travel agents in Indonesia and internationally.

What is the procedure for resolving disputes between the owner and the management company?

We talk and find a way to resolve these disputes. The termination clause is flexible enough to ensure disputes don't escalate. Our vision is to build long-term partnerships with owners. If the owner does not wish to work with us anymore, we will make sure we separate in good terms.

How does the management company handle cancellations by guests?

We have a cancellation policy. Usually, cancellation 30 days or less before check-in is non-refundable.

What is the process for renewing the management agreement?

1 year contract, renewed automatically.

What insurance coverage does the management company have for the property?

Insurance is the owner's responsibility. For minor damages caused by the guests, booking platforms (such as Airbnb Cover) cover the costs (under certain conditions).

How does the management company handle taxes and other financial matters related to the property?

The management company collects the revenue, pays all the taxes and operational expenses on behalf of the owner, and transfers the net income to the owner's bank account every month.

When renting a villa short-term in Indonesia, there are two types of taxes to consider:

PBI (or PHR or Hospitality tax): Guests pay 10% of the bookings upon check-out. The property management company withholds and remits this amount to the local government. To declare your PBI taxes, you

Management


need an NPWPD, a unique tax number associated with your property.


PPH: taxes on the income (profit) of the property. The amount to be paid depends on various factors, such as the owner's tax situation, residency, and property ownership. Generally, residents in Indonesia pay 10%, while non-residents pay 20% (tax credit claims can be made in specific jurisdictions).







 www.deyubali.com

 [deyu.bali](https://www.facebook.com/deyu.bali)

 [deyu.bali](https://www.instagram.com/deyu.bali)

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