



DUNE
HILLS



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KASA
DEVELOPMENT



**DOT PROPERTY
THAILAND AWARDS
2018**

WINNER

**BEST DEVELOPER
KOH SAMUI**

KASA Development

Awarded by
www.dotpropertyawards.com

Leading
REAL ESTATE COMPANIES
OF THE WORLD

KASA Development is proud to be awarded the prestigious Best Developer Koh Samui award by Dot Property Thailand, 2018.

苏梅岛最佳开发商

Recognized for our remarkable developments, diligent work and innovative concepts, KASA Development is a company always striving to develop projects that reflect our commitment to quality and excellence.

KASA Development intends to continually raise the bar in the luxury real estate market, as a show of honour to this award.

KASA房地产开发集团荣获由Dot Property Thailand所颁发2018年度最佳苏梅岛房地产开发商奖项。我们以卓越的发展和高品质的建设，创新的理念为公司准则。本公司是一家不断在成长及扩展的公司，体现了我们对质量和品质的承诺。KASA的发展将会不断提高豪华房地产市场的门槛，以示对这一奖项的荣誉。



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DUNE HILLS

岱丘海岸·二期

Welcome to your very own tropical hideaway. Nestled on the lush hillside, our sea-facing villas come with panoramic views of the Gulf of Thailand and the gentle rolling hills of nearby islands. A truly private sanctuary, both far away from the rest of the world, but also ideally situated to experience the true magic of Thai island living.

We deliver superlative residential living that will delight high-end international jet-setters, discerning retirees and affluent second-home owners alike; providing them with the epitome of luxury living. Strategically placed overlooking the sea, the estate comprises of 30 bespoke pool villas, ranging from 1-bedroom residences of 150 sqm to 5-bedroom residences of 398 sqm.

DUNE features all the premium facilities and modern conveniences you would expect from a developer of KASA's world class caliber.

欢迎来到您的热带私密避世所，坐落在葱郁山坡上的岱丘海岸（二期）拥有俯瞰泰国湾的一线海景，与远处散落的颗颗小岛遥遥相望。这里远离尘世，是真正的休憩港湾，充斥着海滨生活的焦点魅力。

我们为精明的投资者、度假养老者和海外第二家园的移居者提供上等且奢华的居住环境。30栋合理规划泳池别墅均坐拥无敌海景，从150平一房型到398平五房型多种户型任君选择。

岱丘海岸（二期）配备高端设施，KASA向您提供世界级的现代式生活方式和奢华居家质感。



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KOH SAMUI

明珠之岛

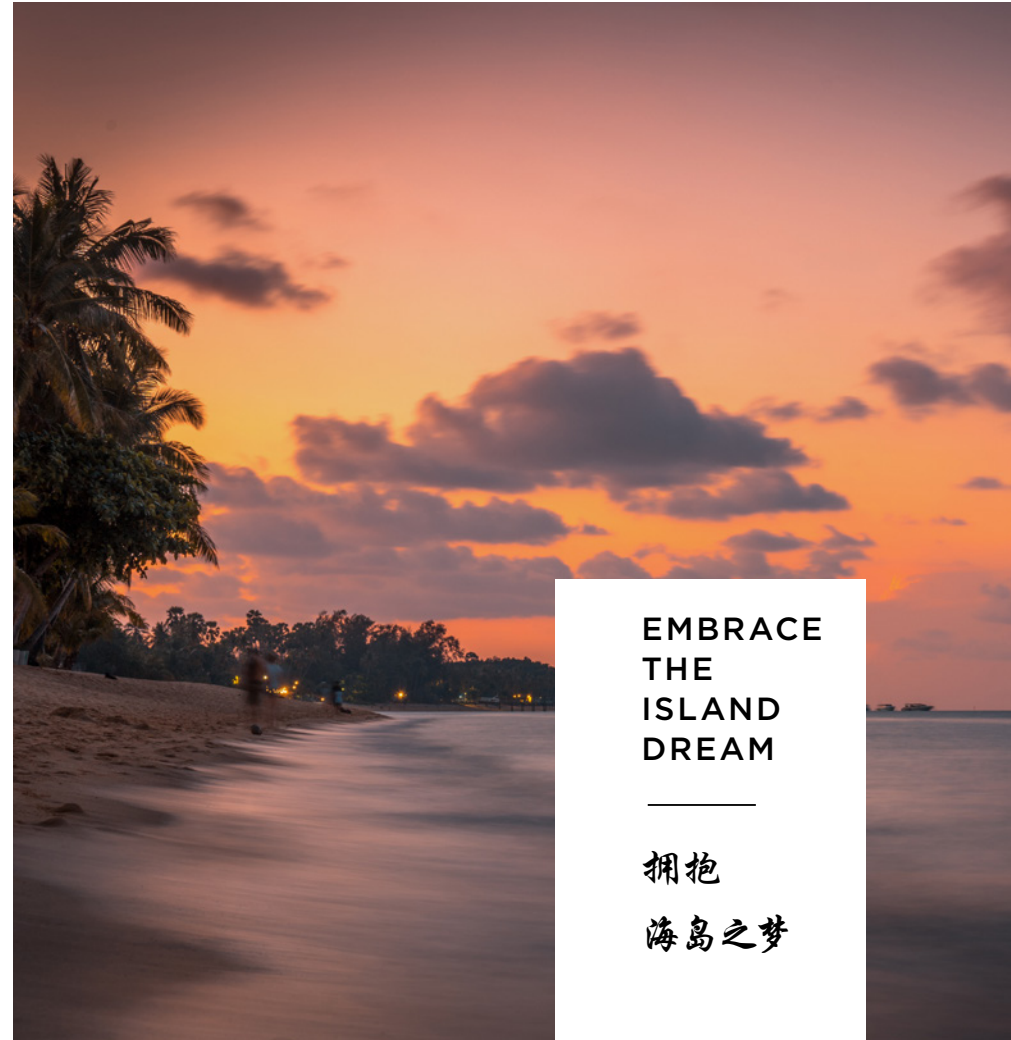
World-renowned for its palm-lined beaches, azure waters and tropical weather, Koh Samui is genuinely paradise-found in the Land of Smiles. The island is both a secluded hideaway and a connected destination, being only a 60-minute direct flight from Bangkok and a 1-hour 30-minute ferry ride from Surat Thani, the mainland.

By purchasing a villa in Chaweng Noi, you'll be joining the ranks of Samui's property-owning elite, eager to welcome permanent residents, seasonal holidaymakers and long-term investors alike. The island is well prepared to welcome visitors and can already welcome private light jets, midsize jets and large jets and will soon open a purpose-built cruise line and super yacht marina.

苏梅岛是泰国湾的热带岛屿，以成排的棕榈树、清澈的海水，以及终年的热带气候和热情的淳朴民风而出名，被誉为是“微笑国度”的海滩天堂。

这座全泰第二大岛屿既是喧嚣都市的避风港，又是与繁华世界的连接站，从曼谷直航一小时，或从素叻他尼转乘也只需不到两小时的行程，就可跳脱纷扰生活，找到这个藏匿于海湾之中的休憩地。

在小查汶海滩购置别墅的买家，通常是寻找海外第二家园的移居者、度假养老者，以及精明的房产投资人。全方位的国际化设施和服务吸引着来自全世界各地的财富人士，众多五星级酒店、高尔夫球场、高档餐厅及休闲会所的入驻让苏梅岛形成了“避世而不绝世”的居住氛围。在查汶海滩上拥有自己的海景别墅，等于拥有一片私人的海滩宫殿。



EMBRACE
THE
ISLAND
DREAM

拥抱
海岛之梦

BY THE NUMBERS



- ◇ The average length of stay on Koh Samui is 4.52 days
- ◇ Thailand's travel and tourism sector grew by nearly 11% in 2016
- ◇ Land prices in Koh Samui appreciate by an average of 10-20% annually
- ◇ Koh Samui welcomes 1.5 million tourists annually (22% y-o-y growth)
- ◇ Island accommodation enjoys a high of 75% occupancy rate year-round
- ◇ Samui International Airport is about to undergo a THB 1 billion expansion
- ◇ Key feed markets: Mainland China, Australia, United Kingdom, Germany and France
- ◇ Average daily rate (ADR) for international standard properties is THB 7,874, topping the mainstream Thai destination market
- ◇ Current hotel pipeline on the island is 1,217 keys, with most properties in the four and five-star tier categories
- ◇ Hotel keys in the Thai accommodation market: Bangkok 138,186; Phuket 81,727; Chiang Mai 33,593; Samui 22,309; and Krabi 19,467

苏梅投资指南

- ◇ 游客平均入住周期 4.52 天
- ◇ 2016年游客增涨11%
- ◇ 地价每年增涨约10-20%
- ◇ 每年迎接150万游客(同比增涨22%)
- ◇ 全年入住率均达75%
- ◇ 政府即将斥资10亿泰铢扩建苏梅国际机场
- ◇ 主要游客市场: 中国、澳大利亚、英国、德国、法国
- ◇ 达标国际标准平均房价: 7,874泰铢/每晚
- ◇ 目前岛上四/五星级酒店数量为1,217家
- ◇ 泰国酒店市场: 曼谷 138,186; 普吉岛 81,727; 清迈, 33,593; 苏梅岛, 22,309; 甲米, 19,467



TOURISM

苏梅岛旅游

SNAPSHOT OF INTER- NATIONAL APPEAL

目 一
的 生
地 必
去 去
的 的

Not surprisingly, Samui is considered the jewel in the crown of Thailand's buoyant tourism industry. Whether the tourists want to doze in a hammock, feast on world-class cuisine, rave at a beach party or get pampered in an exclusive wellness spa, Koh Samui has something for everyone.

Samui is undoubtedly the island that won't slow down; over the last decade, it has gained an average of 11.9% tourism growth per year. Arrivals from Mainland China have alone surged by a staggering 61% since 2016. Other key local feeder markets are Singapore, Hong Kong and Kuala Lumpur.

This phenomenon has shifted the island's seasonality trend, with accommodation operators now experiencing two peak periods: December to Mid-February and July to August.

毋庸置疑，苏梅岛是泰国蓬勃旅游业中的一枚皇冠。无论您是想在吊床上打盹，还是品尝星级美食餐厅，抑或是在海滩派对中释放自我，最后在香薰SPA中释放压力，苏梅岛有您想要的一切。

苏梅岛的发展从未放慢脚步，在过去十年里，游客增长率为每年11.9%。从2016年起，到苏梅岛旅游的中国游客就占了总游客数量的61%。作为全泰国数一数二的旅游目的地，大量来自新加坡、香港和吉隆坡的游客也频繁光临于此。由于气候宜人，岛上全年都适合观光，其中12月到2月中以及7月到8月为顶峰季。

LANDMARKS

周边地标

4 min
drive

INTERNATIONAL
SCHOOL

FROM
6 min
walk

CHAWENG NOI
BEACH

6 min
drive

GOLF COURSE

8 min
drive

INTERNATIONAL
HOSPITAL

10 min
drive

SHOPPING CENTER

20 min
drive

SAMUI INTERNATIONAL
AIRPORT

25 min
drive

FISHERMAN'S VLLAGE
WALKING STREET

30 min
drive

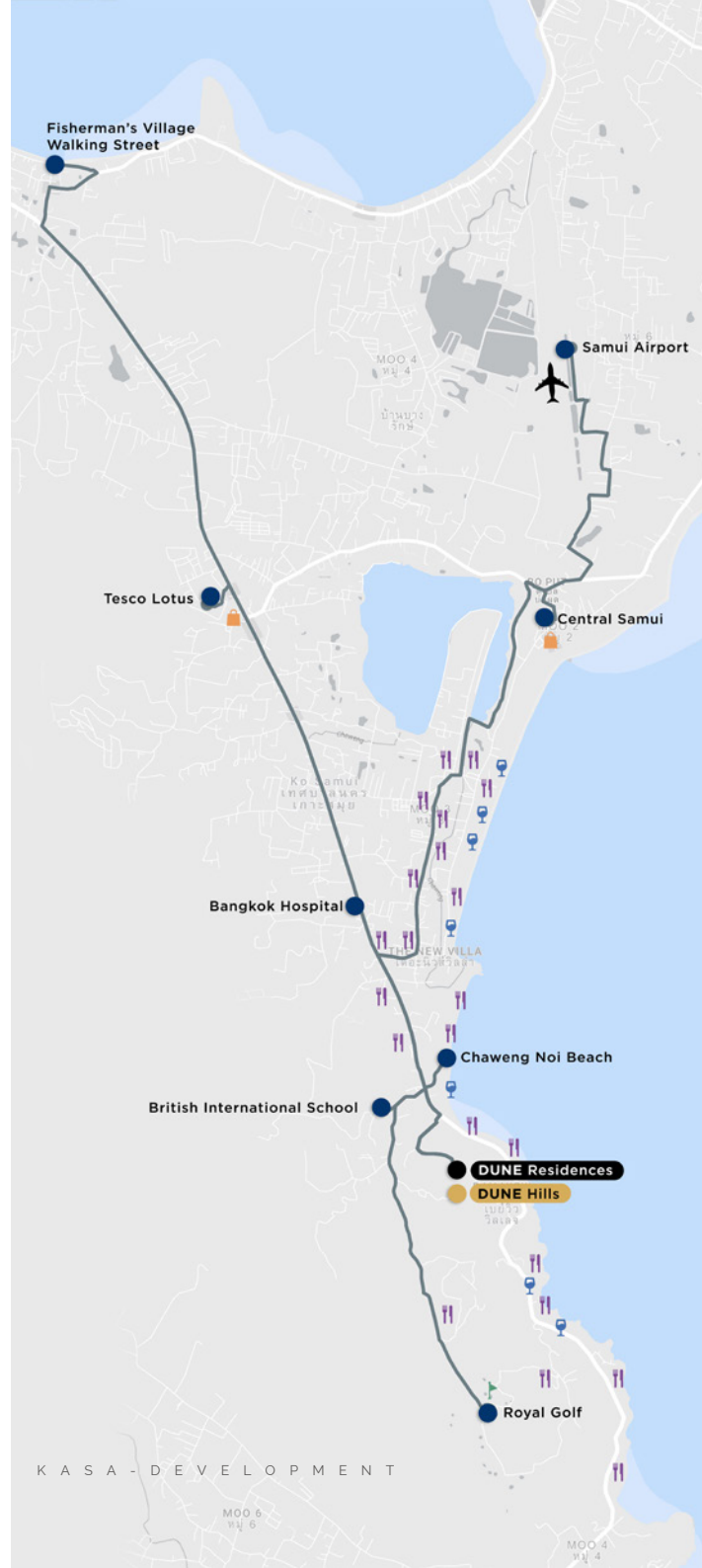
BIG BUDDHA
(WAT PHRA YAI)

35 min
drive

NAMUANG
WATERFALL

40 min
drive

HINTA
& HINYAI



4 分钟车程
国际学校

6 分钟步行
小查汶海滩

6 分钟车程
高尔夫球场

8 分钟车程
国际医院

10 分钟车程
购物中心

20 分钟车程
苏梅国际机场

25 分钟车程
波普渔村步
行街

30 分钟车程
苏梅大佛

35 分钟车程
纳挽瀑布

40 分钟车程
阿公阿妈石

K A S A - D E V E L O P M E N T

D U N E - H I L L S

A LIFESTYLE OF UNMATCHED EXTRAVAGANCE

MASTER PLAN

规划图

Exquisitely designed to the highest international standards, Dune Hills concept takes its inspiration from modern architecture and expresses it in a contemporary seaside vernacular.

We work with exclusive top-notch creative architects and skillful construction partners to create genuinely memorable houses that exceed expectations. The interiors are a destination in themselves, with the living areas, kitchen, bathrooms, bedrooms, and outdoor spaces offering the utmost privacy, spaciousness and versatility.

岱丘海岸(二期)的设计理念从现代建筑中获取灵感,依照国际高标准进行设计,并融入了浓浓的本地海岛风情。

我们与极具创造力的前沿设计师和建商并肩合作,力致于为客户打造品质卓越的精品别墅,让客厅、厨房、卧室、户外等多个空间在达到保持绝对私密性、空间感和功能性的同时,凭借巧妙设计让其与周边的自然美景融为一体。

PROJECT ENTRANCES

项目入口



OCEAN VIEW
海景

VILLA LAYOUTS 別墅戶型圖



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VILLA ANAHITA

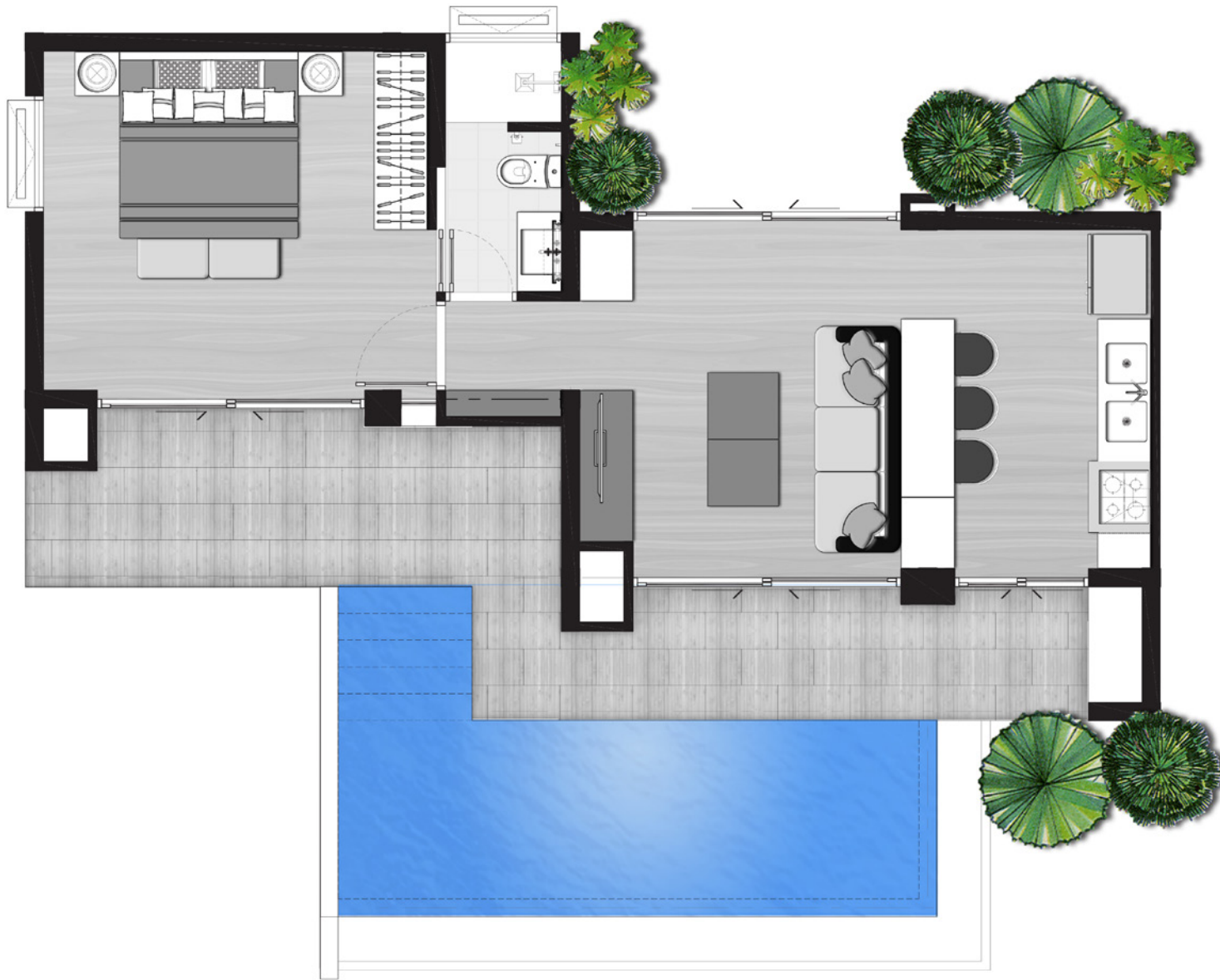
8,400,000 Baht
泰铢

1-Bedroom - 1-Storey 1-卧 - 1-层

Ground Floor: 100 SQM
TR - P & W*: 50 SQM
Build area: 150 SQM
Land Size : from 200 SQM
CAM: 3,000 THB/month
(additional cost)

一层: 100 平米
 停车场&走道: 50 平米
 建筑面积: 150 平米
 占地面积: 200 平米起
 公共区域管理费用 3,000 泰铢/月
 (不包含在售价中)

TR - P & W*: Technical Room - Parking and Walkway.
 Price: Inclusive of Purchasing Taxes & Stamp Duty
 售价已包含印花税及税费





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VILLA VENILIA

10,400,000 Baht
泰铢

2-Bedroom - 1-Storey 2-卧 - 1-层

Ground Floor: 150 SQM
TR - P & W*: 50 SQM
Build area: 200 SQM
Land Size : from 250 SQM
CAM: 4,000 THB/month
(additional cost)

一层: 150 平米
 停车场&走道: 50 平米
 建筑面积: 200 平米
 占地面积: 250 平米起
 公共区域管理费用 4,000 泰铢/月
 (不包含在售价中)

TR - P & W*: Technical Room - Parking and Walkway.
 Price: Inclusive of Purchasing Taxes & Stamp Duty
 售价已包含印花税及税费





VILLA SALACIA

12,400,000 Baht
泰铢

3-Bedroom - 1-Storey 3-卧 - 1-层

Ground Floor: 200 SQM
TR - P & W*: 50 SQM
Build area: 250 SQM
Land Size : from 300 SQM
CAM: 5,000 THB/month
(additional cost)

一层: 200 平米
 停车场&走道: 50 平米
 建筑面积: 250 平米
 占地面积: 300 平米起
 公共区域管理费用 5,000 泰铢/月
 (不包含在售价中)

TR - P & W*: Technical Room - Parking and Walkway.
 Price: Inclusive of Purchasing Taxes & Stamp Duty
 售价已包含印花税及税费





VILLA PALLAS

14,400,000 Baht
泰铢

3-Bedroom - 2-Storey 3-卧 - 2-层

Ground Floor: 190 SQM
First Floor: 65 SQM
TR - P & W*: 50 SQM
Build area: 305 SQM
Land Size : from 350 SQM
CAM: 6,100 THB/month
(additional cost)

一层: 190 平米
 二层: 65 平米
 停车场&走道: 50 平米
 建筑面积: 305 平米
 占地面积: 350 平米起
 公共区域管理费用 6,100 泰铢/月
 (不包含在售价中)

TR - P & W*: Technical Room - Parking and Walkway.
 Price: Inclusive of Purchasing Taxes & Stamp Duty
 售价已包含印花税及税费





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VILLA GALATEA

16,400,000 Baht
泰铢

4-Bedroom - 2-Storey 4卧 - 2层

Ground Floor: 236 SQM
First Floor: 65 SQM
TR - P & W*: 50 SQM
Build area: 351 SQM
Land Size : from 400 SQM
CAM: 7,020 THB/month
(additional cost)

一层: 236 平米
 二层: 65 平米
 停车场&走道: 50 平米
 建筑面积: 351 平米
 占地面积: 400 平米起
 公共区域管理费用 7,020 泰铢/月
 (不包含在售价中)

TR - P & W*: Technical Room - Parking and Walkway.
 Price: Inclusive of Purchasing Taxes & Stamp Duty
 售价已包含印花税及税费





VILLA MARINA

19,000,000 Baht
泰铢

5-Bedroom - 2-Storey 5-卧 - 2-层

Ground Floor: 240 SQM
First Floor: 108 SQM
TR - P & W*: 50 SQM
Build area: 398 SQM
Land Size : from 450 SQM
CAM: 8,000 THB/month
(additional cost)

一层: 240 平米
 二层: 108 平米
 停车场&走道: 50 平米
 建筑面积: 398 平米
 占地面积: 450 平米起
 公共区域管理费用 8,000 泰铢/月
 (不包含在售价中)

TR - P & W*: Technical Room - Parking and Walkway.
 Price: Inclusive of Purchasing Taxes & Stamp Duty
 售价已包含印花税及税费



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PERSONALIZATION BEGINS AT HOME

FURNISHINGS

家具配套

All villas in Dune Hills come outfitted with only the highest-quality furnishings, with choices such as Western elegance, Scandinavian contemporary and classical Thai.

A seamless blending of design, functionality, energy-efficiency and cutting-edge technology are used to accentuate and personalize every DUNE villa; expertly bringing your opulent dream home to life.

岱丘海岸（二期）的所有别墅均为高品质家具配套，户主可根据喜好选择现代或传统风格。

每一栋别墅都是设计、功能、能效和科技的完美融合，无论您钟意何种风格，我们的专业设计团队都将与您紧密沟通，为您建造出梦想中的家园。

TO ACCENTUATE YOUR STYLE AND PERSONALIZE YOUR HOME,
WE OFFER THE FOLLOWING FURNITURE PACKAGES*:

打造完美居家风格，我们提供以下家具套餐

STANDARD
FURNITURE
PACKAGE

精装家具
套餐价格

ANAHITA:	600,000	THB	泰铢
VENILIA:	700,000	THB	泰铢
SALACIA:	800,000	THB	泰铢
PALLAS:	900,000	THB	泰铢
GALATEA:	1,000,000	THB	泰铢
MARINA:	1,150,000	THB	泰铢

PREMIUM
FURNITURE
PACKAGE

高级家具
套餐价格

ANAHITA:	1,000,000	THB	泰铢
VENILIA:	1,300,000	THB	泰铢
SALACIA:	1,600,000	THB	泰铢
PALLAS:	1,900,000	THB	泰铢
GALATEA:	2,200,000	THB	泰铢
MARINA:	2,550,000	THB	泰铢

LUXURY
FURNITURE
PACKAGE

奢华家具
套餐价格

ANAHITA:	1,600,000	THB	泰铢
VENILIA:	2,200,000	THB	泰铢
SALACIA:	2,800,000	THB	泰铢
PALLAS:	3,200,000	THB	泰铢
GALATEA:	3,800,000	THB	泰铢
MARINA:	4,450,000	THB	泰铢

*: not included in the price

*不包含在售价中

DETAILS

Villas

- 1-5 bedrooms

Ownership

- 30-years leasehold
(renewable two times)
- Freehold
(recommended for investment)

Commencement

- Mid 2019

Completion

- End of 2020

Optional Investments

- Rental Program: Guaranteed Rental Returns
- Resell: Guaranteed Buy-Back

Pricing (unfurnished)

- From THB 8.4 to 19 million
- Inclusive of purchasing taxes and stamp duty

Returns

- From 6% to 7.8% yearly for 4 years
- From THB 40,000 to 150,000 / month
- From THB 4,500 to 15,000 / night

Buy-Back

- Year 4 to 5: Buy back your property at the purchased price +15%
- Year 6 to 7: Buy back your property at the purchased price +19%
- Year 8 to 9: Buy back your property at the purchased price +23%

Resell

- Free to resell at any time with any capital gains

Appreciation

- From 6 to 8% per annum

Communal Area Maintenance (CAM) and Sinking Fund

- 20 THB / build SQM

项目信息

别墅户型

- 1-5房

产权

- 30年产权

(可续两次, 共90年)

- 永久产权

(推荐投资)

项目启动

- 2019 年中

项目完工

- 2020 年底

可选投资方案

- 租赁: 保证租赁回馈

- 转售: 保证回购收益

价格(不含家具)

- 840万至1900万泰铢

- 售价已包含印花税及税费

租赁回报

- 为期4年, 每年6%至7.8%

- 每月租金回报40,000 至150,000泰铢

- 每晚租金回报4,500 至15,000泰铢

回购收益

- 4-5年: 购价增值15%回购

- 6-7年: 购价增值19%回购

- 8-9年: 购价增值23%回购

转售

- 可随时转售, 即获资金收益

增值空间

- 每年6%至 8%

物业管理维护费和偿债基金

- 20泰铢/平/月



SERVICES & AMENITIES

竭心服务 & 配套设施

KASA will undertake all actions from marketing to managerial tasks, for buyers who are interested in renting out their property.

KASA offers the following suite of comprehensive real estate services:

Buyer warranties:

- 2-year finishing warranty
- 5-year structural warranty

对于那些想要出租房产的客人，我们提供以下综合房管服务：

保修服务:

- 2年硬装保修
- 5年架构保修

社区服务:

- 48小时解决架构问题
- 72小时解决硬装问题

On-site support:

- 48-hours for structural issues
- 72-hours for finishing queries

Rental program:

- Marketing Services
- Villa Operations
- Guest Management
- Transparent Reporting
- House and Pool Cleaning
- Maintenance and Security

租赁方案:

- 营销宣传
- 房产经营
- 客户管理
- 透明报告
- 房屋及泳池清洁
- 物业及安保

Dune Hills project also comes equipped with the following top-notch amenities and services that add value to the property:

- All-inclusive Clubhouse
- 24-Hour Concierge Service
- 24-Hour Security Service: CCTV Surveillance, daily patrols of entire grounds

岱丘海岸同时还配备有齐全的高端配套设施：

- 俱乐部会所
- 24小时礼宾服务
- 24小时安保

BUY BACK GUARANTEE

保证增值回购

Elaboration of the Buy Back guarantee percentage scheme:

Year 4 to 5:

Buy back the property at the purchased price +15%

Year 6 to 7:

Buy back the property at the purchased price +19%

Year 8 to 9:

Buy back the property at the purchased price +23%

保证增值回购方案详情见下:

第4-5年: 购价+15%回购

第6-7年: 购价+19%回购

第8-9年: 购价+23%回购

A testimony to KASA's world-class services is the Buy Back Guarantee offered to its clients. Recognising that a large number of clients are property investors, KASA offers a Buy Back Guarantee where after 4 years, the investor has the option of reselling the villa back to KASA for a sizable capital gain.

A dynamic destination for property investment, Koh Samui is unquestionably going to gain value in land prices, with increases of 15 - 20% projected by our expert real estate market analysts. These figures of capital appreciation are taken into consideration, with KASA promising its clients a fixed selling value starting from 115% - where 100% is the Initial Property Price value and 15% is the guaranteed capital gain.

While clients have the right to sell their property at anytime they wish to do so, KASA offers the reliable option of engaging in the Buy Back Guarantee that promises investors the most secure, yet highly profitable investment.

KASA为客户提供的保证增值回购是其国际化服务品质的见证,我们深知,许多客户购买房产的意向在于转售升值资产并获益。我们可以保证, KASA将会在客户购买四年后从客户手中回购房产。

我们的房产分析专家表示,作为房产投资的理想地,苏梅岛的地价将继续升值15%-20%。以此数据为参考, KASA承诺为客户提供115%起的回购方案,其中100%是原始购价,15%是保证资金收益。

保证增值回购将由KASA全程负责为客户寻找买家,并为客户提供保证收益,确保客户投资有保证且收益高。当然,客户也可选择在任意时候自行出售房产。

GUARANTEED RENTAL RETURNS

Dune Hills ensures every investor the privilege of a Guaranteed Rental Income.

The Guaranteed Rental Returns Program (GRR) offers investors annual rental revenue of 6% to 7.8%, for a period of 4 years.

By offering this program, KASA guarantees clients an effortlessly profitable investment - while KASA undertakes all responsibility from renting out the property to its maintenance. Such is the caliber of KASA's services, the sole reason for our clients' unreserved trust.

How KASA guarantees Rental Returns

It has been revealed that Thailand is one of the very few countries offering guaranteed rental returns to property investors. Recognizing the need for effective catering due to the increasing number of foreign investors, a handful of investors, including KASA, have taken measures to ensure investors a profitable investment by offering an annual fixed income for a specific number of years.

Investors can emphatically trust KASA to maximize the rental revenue for their DUNE property, as high-priority is placed on Dynamic Price Forecasting and Competitive Price Adjustment strategies, effectively employed to increase revenue and occupancy.

Upon purchasing an exclusive DUNE property, investors will be invited to sign the Guaranteed Rental Returns Agreement, assuring them of KASA's unquestionable commitment to the terms of the agreement.

While owners have the option of not engaging in the program, KASA encourages them to do so as the program provides rewarding opportunities offered exclusively by a small number of developers.

This unique program offered by KASA is tailored in the best interests of investors, and goes unparalleled by all developers in Koh Samui.

保证租赁回馈

为了让我们的房产租赁方案更加具有投资吸引力, 根据所选户型不同, KASA为投资者提供每年6%至7.8%收益丰厚的保证租赁回馈(GRR)可选方案, 业主可按季度收益长达4年的租赁回报。

KASA提供的此回馈方案, 能够让客户无需忧心即可轻松获得可观收益, 从租赁到维护, KASA全程为您负责。正是凭借这样的服务水准, KASA才赢得了客户的深深信任。

KASA如何保证租赁回报?

泰国是为数不多的购房提供保证回馈的国家之一, 由于游客到访量庞大, 住宅需求持续增长, 为外籍投资者的租赁收益提供了保障。为了更好的迎合这些投资者, 像KASA这样的少数开发商, 为了让客户安心投资, 制定了无需忧心就能获得每年固定收益的回馈方案。

我们通过一系列策略来帮助客户实现别墅租赁收益的最大化, 其中包括动态定价策略、竞价调整和价格预测, 通过这些方法准确调研市场环境, 并及时向买家调整卖价。有效的策略能够使收益、入住率和每日均价(ADR)等多项数据实现最大化。

根据所买的DUNE别墅, 投资者将签署保证租赁回馈协议, 确保KASA完成协议内容。同时业主也可选择不包租, 然而对于寻求房产投资回报的投资者来说, KASA建议选择包租, 此方案只有少数开发商提供, 且由KASA为投资者量身定做, 在苏梅岛的开发商中独树一帜。

RENTAL MANAGEMENT PROGRAM

Amongst the many benefits of purchasing a DUNE property, is the benefit of partaking in the Rental Management Program - a program crafted by KASA solely intended to provide clients with a lucrative, yet, effortless investment. In this program, KASA undertakes the entirety of rental services necessary in generating a sizable rental revenue on the villas, while also maintaining its value. The comprehensive list of services that constitutes our distinctive Rental Management Program is as follows:

Marketing Services:

- Brand Awareness :

Acclaimed for our remarkable developments in Koh Samui, KASA conducts extensive and effective brand awareness campaigns to reinforce our brand visibility as a premier and esteemed Luxury Residential brand.

- Social Media Platform :

Our dedicated Marketing Team actively publicises our exclusive villas on Facebook, WeChat, Line, Instagram and Youtube. These platforms are employed not only to popularise our developments, but also to equip audiences with informative pieces on Koh Samui's attractions, available recreational activities as well as other particulars that we believe will enlighten and entertain merry vacationers.

- Social Influencers :

We are in association with diverse Potential Key Opinion Leaders - such as, columnists, socialites, bloggers and popular twitter personalities who influence demand and strengthen our communication with our targeted audiences.

- Advertising Campaigns :

KASA effectively advertises on billboards all across the island and runs magazine ads with a diverse range of local and international publications, in order to enhance our brand's publicity.

- Travel & Hotel Booking Operators :

KASA is currently initiating association with acclaimed travel operators and online booking platforms including booking.com, agoda.com and airbnb.com - that will list our exclusive DUNE villas and make them easily accessible to renters from across the globe.

- Holiday Rental Website :

KASA established a new holiday rental website in which each villa under the Rental Program are listed with high quality images and property details - in order for guests to proficiently select and book the villa that best suits their vacationing needs.

Guest Management:

A guest management department will be appointed to providing five-star hospitality and personalized services to all guests, promising them an exclusive and delightful experience at Dune Hills.

Villa Security:

High-end security services including 24-Hour CCTV Surveillance, patrols of the entire grounds and 24-Hour Concierge Services are regularly available as the security of villas and its residents are of paramount importance to KASA.

Villa Maintenance and Housekeeping:

Recognizing the importance of maintaining your villa's value, KASA's housekeeping and maintenance staff will be available seven days a week to ensure high standards of hygiene and upkeep of your villa.

Services include:

- Gardening and Landscaping
- House and Pool Cleaning
- Payment of water and electricity bills

After a guest departs, KASA's housekeeping staff are trained to inspect the residence for any damages or destruction. To ensure that owners are compensated for the damages or losses that may incur, KASA will collect a credit card of guests upon check-in. In the case of a damage report, KASA will use reasonable efforts to identify the responsible party and assess the costs of repair or replacement against the responsible party.

The Rental Management Program is designed to offer clients first-class services to make their investment journey trouble-free and effortless. Upon purchasing a DUNE property, investors will be invited to sign the Rental Program agreement, assuring them of KASA's unquestionable commitment to the terms of the agreement. While owners have the choice of not engaging in our Rental Program, KASA encourages them to do so, in order to avoid missing out on expert assistance in generating a substantial rental income.

租赁管理计划

在购买DUNE别墅后获享的多种利益中，其中有一项是租赁管理计划，这是由KASA精心策划的为客户提供可观收益且安全放心的投资方案。在此方案中，KASA负责全程租赁服务，并做到在维护别墅价值的同时，收获可观的租赁收益。以下列出租赁管理计划详细服务：

营销服务

- 品牌知名度:

KASA 在泰国拥有多个高品质项目，并通过有效的品牌宣传活动来增加品牌知名度，以及其住宅和服务的奢华之处。

- 社交平台:

我们的专业营销团队在Facebook、微信、Line、Instagram和Youtube这些网络社交平台上积极宣传我们精美独特的别墅。除了宣传项目本身以外，还为我们的粉丝提供很多有用有趣的信息，比如苏梅岛好玩的景点、娱乐场所，以及一些新开业的地标等等，深深受到了度假者们的喜爱。

- 网红宣传

我们和国内外不同平台上的网红合作宣传我们的项目，与专栏作家、社交人士和网络博主合作，也是巩固粉丝粘性并增加影响力的方式之一。

- 广告宣传:

KASA在岛上很多地方都竖立了广告牌，并且与国内外不同杂志合作宣传我们的产品。

- 旅游及酒店预定平台:

KASA目前正在启动与booking.com, agoda.com 和airbnb.com 这些在线预订平台的合作，并将把我们独特的DUNE别墅在网站上线，让全世界的租赁者看到。

- 度假租赁网站:

KASA建立了全新的度假租赁网站，每一栋别墅都在平台上通过高清图片、详细信息和项目亮点展示，方便租客轻松浏览、选择和预定喜欢的别墅。

别墅安保

别墅的安保和住户安全对KASA而言非常重要，因此，我们会在每一个细节上确保所有别墅的安全防护。24小时安全监控系统加上每天全社区巡视，KASA的安全人事将确保住户的居住安全。

客户管理

在Dune Hills别墅，我们会有客户管理部门为客人的入住体验提供一流服务。客人一经抵达，就会有热情的礼宾接待，管理团队会让其沉浸在五星级服务中。KASA会全力以赴，确保让每一位客人都被安排妥当入住别墅，并在美丽的苏梅岛上享受愉悦的假日时光。

别墅维护及家政管理

我们深知，维护别墅对别墅的价值至关重要，KASA将会雇佣家政服务和维护人员，每天为您的DUNE别墅提供清洁和保养工作。

服务包括:

- 别墅和泳池清洁服务
- 花园整理服务
- 水电账单清付服务

客人离开后，KASA的家政人员也会对别墅进行检查，看看是否有损坏。为了确保业主能够从或因发生的损坏中获得赔偿，KASA会确保在客人入住时使用信用卡。如有损坏发生，KASA会合理向承租方解释，并评估修复或替换所需产生的费用。

租赁管理计划为客户提供一流的服务，意在让投资置业更加轻松有保障。根据所买的DUNE别墅，投资者将签署保证租赁回馈协议，确保KASA完成协议内容。同时业主也可选择不包租，而对于寻求房产投资回报的投资者来说，KASA建议选择包租，以便不会错过KASA帮您获取投资收益的有力协助。



INVEST RIGHT

如何做精明的投资客

Why you're making the smart choice

With regards to property investment for buyers with an eye for long-term growth or to generate a rental income, Thailand is a perfect choice, as it has no capital gains tax for private investors and low ongoing taxes.

Samui's burgeoning property market is fast becoming a top commodity for shrewd investors as it makes for a relatively inexpensive choice when compared to real estate in neighboring countries and other parts of the world.

Investors can expect a significant rental income, with the holiday rental market showing consistent

当我们在寻找海外第二家园的时候，务必要从众多的选择中挑剔出能够保证长期回报的项目。所在地经济的稳定发展、当地市场的涨幅趋势，以及保证回馈的回报比例等各种因素都会影响到业主在未来的收益。泰国之所以在近两年成为中国人海外置业的首选地之一，是因为不管从以上哪个方面来看，它都是一个绝佳的投资选择。长期持稳的市场走势和合理的税费，为投资者铺陈了低风险的大环境，加上KASA提供的保证回馈方案，将帮助业主放心购买、安心投资。

在全球房价普遍飞涨的今天，同样处于亚洲的曼谷、新加坡、香港等地的房价都已在短短几年内被炒的翻了一番，而苏梅岛房产由于市场泡沫少因此依然处于积极发展但价格合理的行情。

放眼全球，热衷海外置业的投资客们在过去的许多年里都把

year-on-year growth. We calculate that an actively managed property can produce annual returns of 6-8%.

Capital appreciation of properties in Koh Samui varied from 15-20% annually, with off plan properties appreciating by as much as 50-100% between the launch of the project and its completion. The Global Property Guide 2015 says yields have notably risen at the luxury end of the market, with the price index for a detached house increasing by 4.9% since 2014.

更多精力放在了欧洲、澳大利亚、美国等国家，然而峰回路转，当投资家的目光回望亚洲——特别是距离中国较近的泰国的时候，发现这里正蕴藏着良好的投资良机。

在整个泰国，苏梅岛的投资优势显著，这一特点在其“奢华度假房产需求量”的数据上就可显示出来。投资客在苏梅岛购置豪华别墅，并应对租客需求将其出租出去，在需求量每年增长的趋势下，所获得的收益是显而易见的。

实际市场调查数据显示，根据不同项目类型，由专业管理公司有效经营的房产每年可为投资者创造6-8%的利益，苏梅岛房产的年增值率高达15%-20%，很多房买家在置业之后得到50-100%的翻倍收益。2015年的全球房产指南表明，高端房产市场的回报率正在积极增长，自2014年起别墅价格上升了4.9%。

TOURIST SEASONS IN Koh Samui

苏梅岛旅游季

The Peak season in Koh Samui starts from late December to mid February, when there's plenty of sun with a 30°C climate and moderate winds. The Christmas holidays are the highest, reaching above 90% occupancy.

The high season goes mainly from July to August, where the sun shines the brightest with great beach weather - sunny and warm but not blazingly hot like April and May.

Low season begins in October - where it starts out hot and sunny and gently approaches the rainy season. Dark clouds begin to make an appearance from mid-October, but the island tends to save its wettest and windiest conditions for November, going into December.

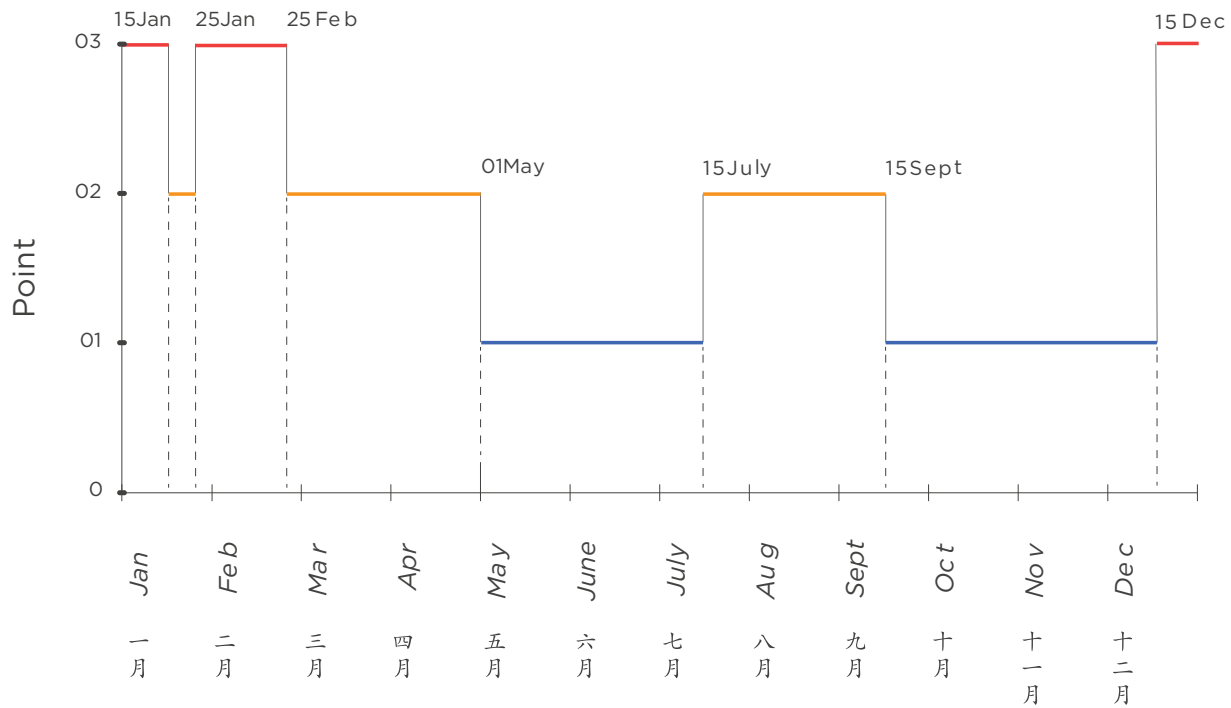
*Although October falls into the Low Season category, the island enjoys a relatively good occupancy rate owing to the Chinese Golden Week - a national holiday spanning from the 1st of October until the 7th of October.

苏梅岛的的顶峰季是从每年的十二月底开始到二月中结束，平均30度的舒适气温让居住在这里的每一天都风和日美、心神俱醉。加上十二月是圣诞月，游客数量最多，入住率高达90%。

旺季则是从七月到八月，这时候阳光最耀眼，海滩边最热辣。不过比起四月和五月还不算是最热的时候。

到了十月，淡季悄悄来临，灼热烈阳开始少露面庞，取而代之的是雨季。十月中旬的时候，时而见到天空中会有乌云飘过，不过降雨最多的月份是在十一月，十二月雨季则渐渐消退。

十月虽为苏梅岛的淡季，但十一黄金周期间仍有高入住率。



The rental program gives investors complimentary stay each year with a period of 4-days minimum per stay.

The rental program offers each homeowner 15 points per year:

1 night stay during Low season = 1 point

1 night stay during High season = 2 points

1 night stay during Peak season = 3 points

包租期间业主可享受免费入住，每次入住至少四日起，入住总天数按以下点数计算。

包租期间，业主可免费入住别墅的天数总共为15个点数：

淡季 入住一晚 = 1 点

旺季 入住一晚 = 2 点

顶峰季 入住一晚 = 3 点

- Peak Season
顶峰季
- High Season
旺季
- Low Season
淡季

WHY

CHOOSE KASA?

为什么选择 KASA?

- ◇ Unbeatable property management services
- ◇ One-stop service
- ◇ Experienced architectural and interior design teams
- ◇ Well-established local connections
- ◇ Outstanding after-sales care
- ◇ Bespoke investment planning services
- ◇ Comprehensive knowledge of property legislation
- ◇ Solid and well-established reputation in the property development market
- ◇ 全方位管理服务
- ◇ 客户一站式服务
- ◇ 与经验丰富的建筑和室内设计团队强强联手
- ◇ 扎实的行业根基
- ◇ 杰出的售后服务团队
- ◇ 投资计划服务
- ◇ 丰富的法务相关经验
- ◇ 良好企业口碑



YOUR PROPERTY SPECIALISTS

Ever since KASA Development ventured into real estate development, Koh Samui has been accentuated with KASA's eight impeccable creations.

Recognized as the leading local developer in Koh Samui, the company has risen to develop projects in other highly acclaimed holiday destinations, conveying the same excellent quality in planning, construction, management and sale of its luxury development projects.

As the future unfolds, KASA intends to add more signature landmarks to Koh Samui as well as other burgeoning areas of Thailand.

您的房产置业专家

从进入房地产市场的那天起至今，KASA 在泰国的主要热门旅游城市共开发了 8 个品质卓越的项目，在业务拓展的各个方面做出了优异成绩。

作为苏梅岛的领先房产开发商，随着 KASA 的规模扩大，其发展足迹也延伸到了泰国的其他热门城市，以同样的高水准，在策划、建造、管理和销售方面继续着它的奢华房产建造传奇。

随着未来蓝图的展开，KASA 将会有更多的地标性建筑在泰国的其他傲人地段冉冉崛起。



O'ZEN RESIDENCES

Comprised of only 11 stylish sea view villas, this project epitomizes exclusivity at its best. OZEN Residences project is set in the heart of northern Samui's prestigious Bophut neighborhood.

苏梅岛OZEN Residences Bophut 一期共有11栋外观精美的海景别墅，坐落于苏梅岛北部中央地带著名的波普海滩。

O'ZEN HILLS

This truly stunning development is ideally located in Chaweng Noi. Comprised of 8 spectacular villas, OZEN Hills offers the discerning buyer east-coast living at its finest.

苏梅岛 OZEN Hills Chaweng Noi 二期共有8栋视野迷人的别墅，坐落于查汶海滩的优越地段，为住户带来苏梅岛东海岸的理想生活。

NAORI RESIDENCES

Set in the exclusive district of Chaweng Noi - merely a short stroll from the beach, NAORI's 27 luxurious villas are designed for maximum enjoyment.

苏梅岛 NAORI Residences Chaweng Noi 一期共有27栋奢华别墅，距离环境宜人的小查汶海滩仅咫尺之遥，超齐全配备为住户带来与众不同的居住体验。

NAORI HILLS

An exciting development of 12 new villas - in a genuinely vibrant district that never stops evolving.

苏梅岛 NAORI Hills Chaweng Noi 二期共有12栋设计新颖的别墅，蓬勃欣荣的区域地段将为生活带来更多新意和便捷。

OUR COLLECTION OF PROJECTS



SAYANA
LUXURY POOL VILLAS

Offering 49 bespoke villas, beautifully designed to the highest specifications. An outstanding location coupled with superb facilities, SAYANA is a spectacular development.

苏梅岛 SAYANA 共有49栋设计美奂且细节精致的别墅，是一个配套设施齐全且设计高档的别墅项目。

DUNE
LUXURY RESIDENCES

52 beautifully crafted villas located in Chaweng Noi- a prime Koh Samui location with a seaside town atmosphere and easy access to all the island's premier destinations.

苏梅岛岱丘海岸 (DUNE) 共有52栋品质卓越的别墅，坐落于环境宜人的小查汶海滩，具备优越的地理位置和惬意的海滨氛围，并可方便前往岛上的其他区域。

DUNE
HILLS

Perched on a tropical hillside in Koh Samui, DUNE Hills comprises of 30 private pool villas. With a sweeping view of the sea, this development introduces residents to a private world of luxury living.

苏梅岛岱丘海岸别墅 2期 (DUNE HILLS) 共有30栋品质卓越的别墅，具备优越的地理位置和惬意的海滨氛围，并可方便前往岛上的其他区域。

DUNE
PHUKET RESIDENCES

A residential haven strategically located in the highly acclaimed island of Phuket, DUNE Phuket Residences comprises of 30 exquisite villas offering a sensational lifestyle of tropical serenity.

普吉岛岱丘海岸别墅 (DUNE Phuket) 共有30栋精美的别墅，坐落在普吉岛投资潜力巨大且生活环境优雅的地段，为住户带来优质的热带岛屿居住体验。

往期精彩项目



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Project Owner: KASA Development. Chief Executive Officer : John-Alan Dupiech.
Head Office: Sathorn Square 29th Floor, Khwaeng Silom, Khet Bang Rak, Bangkok 10500.
Sales Office: 124/1 Moo Bophut, Koh Samui, Surat Thani 84320. The project will be constructed as a residential project comprising of a communal area and 30 villas in Chaweng Noi, Koh Samui. Construction permit is in the process of application. Estimated construction commencement: Mid 2019. Estimated construction completion: End of 2020. The project shall be registered as a housing development project after construction is completed. Sinking fund and communal area fees are to be paid by the buyer on a monthly basis to the juristic person. Information provided is deemed accurate at the time of publication. Images are subjected to artist's interpretation and are shown for reference purposes only. KASA Development reserves the right to alter, amend and revise layout plans, specifications and features subject to the approval of the authorities, without prior notice or obligation. KASA Development, along with its affiliates, employees, officers and/or agents shall not be held responsible for any direct or indirect loss caused as a result of any reliance placed on the information contained in this brochure. The purchase of a KASA property shall be subjected to the terms, conditions and provisions of a deed of sale provided by KASA Development.