ARE YOU THE ONE?
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CHAPTER 1:
OVERVIEW

WHO ARE WE?
Bintan Resorts occupies and refers to the entire northern coast of the Indonesian Island of Bintan, the largest of the enchanting Riau Islands in the South China Sea. This 18,000 hectares development is masterplanned and managed by PT Bintan Resorts Cakrawala and its associates. The area is home to award-winning resorts, designer golf courses, and popular recreational facilities and attractions.

The hidden gem is a renowned world-class resort destination with infrastructure, security and stability, amidst ivory beaches and lush forests. Access into the area is restricted only to guests and resort employees.
Bintan Resorts was founded in 1990 as a collaborative initiative, between the Governments of Singapore and Indonesia and enjoys the highest level of government support, as an international and regional investment destination. Bintan Resorts was designated as a Free Trade Zone in 2009 and special tax concessions are offered to encourage investments. In addition, it has been declared by the Government to be a ‘protected zone’ as a national asset within which no strikes or riots are permissible.

The Singapore-Indonesia consortium is committed to developing this area, creating the necessary basic infrastructure and seeking suitable investors for each of the projects being designed. Since this agreement, the consortium’s investments and actions in Bintan have contributed completely new features and components of excellence in this area. The consortium has also since evolved into a public listed company in Singapore called Gallant Venture Ltd. Following the formal establishment of Bintan Resorts (now a subsidiary of Gallant Venture Ltd) in 1996 and the setting up and listing of Gallant Venture Ltd on Singapore Exchange Ltd (SGX) in 2006, until today, the following have been put in place:

- A system of ferries and terminals that connect Bintan to Singapore and Batam by sea
- A large reservoir and water treatment and distribution systems that supply abundant potable water of World Health Organization standards
- Self-supported power generation system
- Fibre optic telecommunications system
- Singapore-standard road system that connects Bandar Bentan Telani (BBT) Ferry Terminal to all resorts and townships within Bintan Resorts
- Private security force to complement the work of Indonesian tourism police force
- Private fire-fighting and emergency response infrastructure with supervisory level firemen trained in Singapore
- Health management system for fighting mosquitoes and several diseases typical to the area - Bintan Resorts has been declared ‘malaria-free’ since the inception of this system
- Environment control system to ensure that ecological balance (white beaches as well as the natural greenbelts) of the estate is preserved
- Township for staff-housing with local food and retail shops

The excellent facilities and modern infrastructure have helped Bintan Resorts win accolades such as the ‘Best Weekend Getaway’ by I-S Magazine, ‘Best Golf Venue’ by M&C Asia Pacific Gold Awards and ‘WTM 1997 Global Award’ by World Travel Mart, London.

WHAT DO WE DO?
At Bintan Resorts, we provide comprehensive masterplanning and support services to resort operators including:

- Ferry Services and Terminal Operations
- Destination Marketing and Promotions
- Property Rental and Workers Accommodations
- Estate & Township Management
- Infrastructure and Utilities support such as roads, potable water, stable power supply
- Critical services such as fire fighting, security, environment and community support

WHO IS THIS BOOKLET FOR?
Lagoi Bay has something for everyone – whether you are a seasoned developer seeking your next project, a dynamic entrepreneur scouting for business ventures, or an individual looking for your dream vacation home.

Lagoi Bay is an exceptional investment proposition - it not only offers the potential for attractive financial returns, it also allows you to be a key contributor in the transformation of Bintan into a first-class lifestyle location of choice.

So come join us on our journey at Lagoi Bay – it’s Yours to Develop.
CHAPTER 2:
WHAT DO WE HAVE FOR YOU?

Lagoi Bay is a prime tropical beach resort development spread over 1,300 hectares on the Indonesian Island of Bintan. Nestled between internationally renowned resorts like Banyan Tree Bintan and Club Med Bintan Island, Lagoi Bay encompasses resorts, residential and commercial properties.

Investors who wish to be part of this exciting project can choose from a wide range of investment options, according to their desired commitments and investment horizons.
THE HEART OF BINTAN RESORTS

Centrally located along the picturesque beachfront on the northern part of Bintan Island, Lagoi Bay development is a short 15 minutes’ drive away from the Bandar Bentan Telani (BBT) Ferry Terminal. The development is designed to complete the continuum of resort facilities on the coastline.

The Lagoi Bay development is a masterplanned resort destination, with a variety of development opportunities, including:

- Resort Hotels and Accommodation (beachfront and lakefront)
- Beach Village
- Commercial Mixed Use
- Shop Houses
- Accommodation Mixed Use
- Waterfront Residential
- Residential Estates
- Condominium Sites
- Golf Course
- Forest Sensitive Development (residential and resort)
- Education and Recreation

EXPERT PLANNING AND PROFESSIONAL MANAGEMENT

The Lagoi Bay Masterplan was developed by Gallant Venture Ltd and its subsidiaries. Gallant Venture Ltd has been an integrated masterplanner and developer of industrial parks and resorts in Batam and Bintan since the early 1990s. Its principal shareholders include the Salim Group, Parallax Venture Partners Ltd, SembCorp Industrial Parks Ltd and Ascendas Investment Pte Ltd.

COMPLETE INFRASTRUCTURE AND WORLD-CLASS MANAGEMENT

The entire Lagoi Bay development will enjoy a full range of world-class infrastructure, utilities and support facilities provided by PT Bintan Resorts Cakrawala - including stable power supply, potable water, waste management system, fibre optic telecommunications system, 24-hour crisis centre, fire-fighting, security, environment control, medical support and township maintenance.
PLANNING VISION

“To create a high quality development that offers a variety of tourism, resort and residential accommodation and accompanying commercial and recreational opportunities, while protecting the natural attractiveness of this valuable coastal area.”

When fully developed, the Lagol Bay of the future will be characterized by its:

- Resort, residential and commercial facilities in harmonious existence with the natural coastal and forest environment
- Safe, attractive and functional environment for both residential living and leisure activities
- High quality lifestyle for residents, including areas free from tourist activities
- Secure, reliable and efficient utilities, waterworks, and information technology networks

LAND USE PLAN

Following a comprehensive analysis of the developmental potential and physical characteristics of the site, a Land Use Plan has been drawn up, and individual land parcels created. These will be progressively sold to investors, who are responsible for the planning and design of their respective parcels, subject to the Masterplan guidelines and approval from Bintan Resorts.

The key elements of the Land Use Plan are:

- **Expansive Mixed-Used Areas**
  At least 35% of the total site area will be set aside for open space, recreation and habitat protection purposes

- **Environment Preservation**
  Designated forest preservation zone, and other vegetation-sensitive areas

- **Road Network**
  An internal road network facilitates convenient and attractive vehicular access within the development, and controlled access to resort and private residential precincts

- **Pedestrian Coastal Walkway**
  All development lots along the coastal foreshore are subject to a minimum setback from the average high-tide water mark, so as to facilitate construction of continuous pedestrian walkway

- **Inland Lake**
  Remodeled from an existing low-lying marshland, the newly excavated lake provides water frontage for a variety of commercial, residential, tourism and other initiatives

- **Resorts**
  11 large subdivided parcels of varying sizes (ranging from 2.6 to 21.5 hectares) with minimal building footprint and staggered height restrictions to preserve the existing coastal foreshore’s visual qualities

- **Beach Village**
  Centralized activity hub for the entire Bintan Resorts, extending from the coastal foreshore to the inland lake

- **Residential Development**
  Low-density residential projects distributed throughout the lower foothills with a small proportion of oceanfront residential properties offering dramatic views of Lagol Bay and the Singapore Strait

- **Condominium Development**
  Larger scale condominium developments (ranging from 3 to 10 storeys) concentrated around the newly excavated lake

- **Golf Course & Clubhouse**
  Available opportunity for the construction of a golf course and associated clubhouse facilities
CHAPTER 3

ARE YOU THE ONE?

Lagoi Bay is a secret waiting to be revealed. Many will desire this world-class development but only a few will own. Are you a creative investor looking to own a unique real estate opportunity? Lagoi Bay will inspire you to build your dream resort, villa, retail or recreational property. Lagoi Bay is Yours to Develop.
YOURS TO DEVELOP

If you are a real estate developer searching for a site with attractive returns potential and the chance to create a stunning property amidst a natural landscape of pristine beaches and lush forestry, you will find no opportunity better than Lagoi Bay. We offer a wide variety of options for you to explore:

PRIME SITES
We have a variety of sites for potential development - ranging from residential villas to boutique hotels and 500-room resorts, as well as, food and beverage and recreational facilities. All sites will enjoy direct road access and be fully served with power, potable water, telecommunications lines and waste management services.

BEACHFRONT SITES
Eleven land parcels have been earmarked for the development of prime beachfront resorts. Each of the sites enjoys direct beachfront access spanning 150 to 400 metres, panoramic views of Lagoi Bay and close proximity to the centrally located Lagoi Beach Village. With their excellent locale and spectacular view of the bay, the sites may be developed into integrated resort accommodations - including beachfront holiday villas, suites and guest rooms.

LAKESIDE SITES
A little further inland and on the southern bank of the freshwater lake sits a unique site, nestled amongst the mature rainforests of Lagoi Bay. Suitable for over-water villas, this site presents a whole new resort experience never before seen at Bintan Resorts. Villa guests can easily access the Lagoi Beach Village via small boats or water-taxis across the lake.

BEACH VILLAGE SITES
Located within Lagoi Beach Village are 37 land parcels, ranging from 0.2 to 1.1 hectares, suitable for the development of boutique hotels (up to 60 rooms), retail shops and food and beverage outlets. Some of these sites have been further subdivided into units of between 65 and 150 square metres to cater for the participation of smaller investors.

All sites are a short stroll to the beach, with the majority of sites enjoying direct frontage to the village pedestrian mall. The sites facing the pedestrian mall are zoned as ‘Mixed Use’, and will feature various retail, wellness, and food and beverage outlets. In addition, some of the sites also enjoy exclusive beach frontage.

YOURS TO LEASE

Lagoi Beach Village is a centrally located shopping and entertainment hub at the heart of the development. This landmark area will be the main activity centre for all resort guests, as well as Lagoi Bay residents.

Whether you are a business owner looking to expand your franchise footprint or an astute entrepreneur setting up your latest venture, there are many locale options of varying sizes for you to choose from at Lagoi Bay. Bintan Resorts is offering many ready-to-move-in shopping and commercial spaces on attractive leases designed to allow you to get started easily.

FOOD & BEVERAGE
Wide range of food and beverage options for alfresco dining by the sea with natural breeze, fine dining, family restaurants, bars and fast food joints at the centrally located Lagoi Beach Village or by the Lake. Great opportunity for you to expand your already successful franchise or start a new outlet to cater to the crowd of visitors and nearby residents.

HEALTH & WELLNESS
Those in the business of running a medical or wellness business will find a new market in Lagoi Bay. Its beach front and idyllic setting provides a natural magnet for spa seekers seeking soothing relaxation. Be the first to establish your brand at Lagoi Bay.

RETAIL
Great opportunity for brand owners to attract tourists and residents where they can shop in a leisurely environment. Attractive lease terms on many ready-to-move-in shopping and commercial properties in different sizes and locations available now.

ENTERTAINMENT & RECREATION
Start a recreation business with a ready crowd enjoying at Bintan Resorts. Whether you are planning a sea sports centre or an entertainment outlet, your establishment will be frequented by residents, visitors and tourists, and groups.
Ongoing Residential Developments

Construction for residential projects at Lagoi Bay has already started. Individuals looking for an investment or vacation property may immediately consider these projects:

- **Pantai Indah**
  A cluster of 162 upscale resort villas situated at a prime beachfront location.

- **Aranya Lagoi Residences**
  244 exquisite land plots perched on prime hilltop sites with a panoramic view of the South China Sea, pristine lakes, dense forests and verdant golf course.

Yours to Live

For the first time ever, Bintan Resorts will launch a collection of residential land parcels at Lagoi Bay to be developed into private villas, housing clusters or condominium blocks. Discerning individuals looking for a distinctive vacation or retirement homes can also consider units at various villa and condotel projects that will be built.
Chapter 4

WHY INVEST?

Bintan Resorts has the rare luxury of being high on natural beauty and ‘infrastructure-ready’, at the same time. We are ready-to-go with water, power, security, telecommunications and roads. Investors can work with us immediately to develop their dream resort, villas, retail or recreational outlets. Bintan Resorts also has 20 years of experience in masterplanning and providing infrastructure support and that wealth of experience can help investors minimise their execution risk.
INVEST IN LAGOI BAY, BINTAN RESORTS
Bintan Resorts is known for its world-class infrastructure. It attracts almost half a million tourists each year making it an established market. Lagoi Bay naturally enjoys many competitive advantages that make it an attractive investment proposition.

KEY INVESTMENT HIGHLIGHTS

Excellent location with strong Government support
Lagoi Bay is located in the heart of South East Asia, with close proximity to Singapore. The destination can be reached via Singapore, which is only a 45-minute ferry ride away, as well as via two domestic airports, one of which is located in Tanjung Pinang on Bintan Island itself and the other on the nearby Batam Island. In 2010, Singapore enjoyed 11.6 million visitors and the number is expected to grow to 17 million by 2015. Singapore Tourism Board (STB) is promoting Singapore and Bintan Resorts as a ‘win holiday destination’ that combines city life and tropical beach getaway. The Indonesian Government has promoted tourism investment in Bintan by granting the development a Free Trade Zone status. It (Exemption from Import/Export Duty, Value Added Tax (VAT), Sales Tax on Luxurious Goods and Customs according to UU No 4 tahun 2007 (http://www.sjdih.depkeu.go.id/fullText/2007/44TAHUN2007UU.HTM) and PP 47 tahun 2007 (http://www.sjdih.depkeu.go.id/fullText/2007/47TAHUN2007PP.htm).

Established international resort destination with world-class infrastructure
Bintan Resorts attracted 433,764 visitors in year 2010. Arrivals have been increasing at a healthy rate over the years. More importantly, besides Singaporeans, native Indonesians and visitors from China, Korea, Japan, India, and Australia have contributed to the growing popularity of Bintan Resorts globally.

Strong Principal Investor and significant alignment of interest
Gallant Venture Ltd, through its subsidiary, PT Bintan Resorts Cakrawala (BRC) is the owner, masterplanner and manager of Bintan Resorts development. As the Principal Investor in Bintan Resorts, Gallant Venture Ltd will work closely with other investors to successfully develop Lagoi Bay. Lagoi Bay already has in place a world-class infrastructure, masterplanning inputs, telecommunications network, water and power supplies.

Integrated sizeable development which would be the future hub of Bintan Resorts
Lagoi Bay development will comprise resorts, residences, medical centres, retail and a variety of food and beverage, sea sports and entertainment facilities. Located in the middle of existing resorts to its East and West, Lagoi Bay will be the main hub of activity in Bintan Resorts. Lagoi Beach Village, a resort village and market is expected to become Bintan Resorts’ popular rendezvous.

Significantly reduced investment risk
An investment in the Lagoi Bay project has a substantially reduced risk profile due to the following factors:

- Long tenure land title: Hak Guna Bangunan (HGB) title is effectively a lease-hold in perpetuity. The title is transferrable. The title can also be pledged as collateral security for bank financing.
- Improved real estate investment environment: Helped by political reforms the risk profile of Indonesian real estate has significantly improved. Indonesia’s Real Estate Transparency Index is now on par with countries such as Thailand, Philippines, South Korea, and India.
- Strong Principal Investor: Gallant Venture Ltd has two decades of operating experience, strategic relationships, proven strengths in masterplan design and land use planning along with a track record of forging successful partnerships with leading hospitality brands.
- Well-established hospitality market: Bintan Resorts is a well-established resort destination backed by strong growth drivers and significant Government support. Bintan Resorts has an operating history of more than 15 years and with the presence of renowned hospitality brands and integrated complementary facilities, it is a highly recognised resort destination in South East Asia.
INVESTMENT MADE EASY

Bintan Resorts International will provide you with the required information to conduct your investment analysis. Investors who have committed to a purchase may also consult our Resort Development team for a detailed analysis of your proposed project.

Bintan Resorts Cakrawala, the master developer, can provide you with more than just reliable infrastructure and support. It will also assist our investors and developers to apply for building, export-import and employment permits. The company also facilitates dissemination of relevant information from the government to the resort operators.

Owners and operators may also coordinate their marketing strategies with Bintan Resorts International’s Destination Marketing team. We believe that by working with our resort owners and business operators, we can achieve greater branding and promotional synergies when attracting visitors and customers to Lagoi Bay.
APPENDIX A

INDONESIA INVESTMENT GUIDE

In this section, we have compiled, for your reference, the answers to Frequently Asked Questions (FAQ) about investing in Lagoi Bay and in Indonesia.

INVESTMENT FAQ

What is a Foreign Direct Investment Company, and why do I need it to invest in Indonesia?

Foreigners investing into Indonesia will need to do so through a Foreign Direct Investment - or Penanaman Modal Asing (PMA) - Company. You can apply for a PMA Company licence through the country’s investment service agency, Badan Koordinasi Penanaman Modal (BKPM). BKPM has representative offices in all of Indonesia’s provincial capitals, as well as in countries such as Australia, Japan, Taiwan, Singapore, UK and USA. BKPM also operates a National Single Window for Investment (NSWi) website, which allows investors to apply for investment licences online at http://nswi.bkpm.go.id.

You may also wish to visit the BKPM website at http://www.bkpm.go.id for other useful information on investing in Indonesia.

What are the criteria for establishing a Foreign Direct Investment Company?

You can apply to set up a PMA Company as long as there is a consensual agreement between two or more parties to conduct a business activity. As part of the Indonesian Government’s attempts to attract foreign investment into the country, there are no restrictions on foreign ownership when investing in a Limited Liability Company - i.e. all the parties in the PMA Company can be non-resident individuals or entities.

However, certain industries in the country are earmarked for local participation, and foreign investors may face certain ownership restrictions. These industries are identified in the Negative List of Investment (Daftar Negatif Investasi, or DNI) as detailed in Keputusan Presiden (President Regulation) No. 36/2010.

PROPERTY OWNERSHIP FAQ

How is the property ownership system in Indonesia structured?

There are four relevant land titles in Indonesia as governed by Act No. 5 of 1960 regarding the Basic Provisions Concerning the Fundamentals of Agrarian Affairs.

<table>
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<th>Type of Land Title</th>
<th>Characteristics</th>
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| 1) Hak Milik (HM) or Right of Ownership | • The inheritable right, the strongest and fullest right on land  
   • Transferable and bankable  
   • May only be owned by Indonesian citizens |
| 2) Hak Gunung Bangunan (HGB) or Right of Use of Structures | • A right to construct and possess buildings on land which is not one’s own for a period of at most 30 years which can be extended  
   • Transferable and bankable  
   • Can be owned by Indonesian citizens and companies incorporated and resident in Indonesia |
| 3) Hak Pakai (HP) or Right of Use | • A right to use and/or collect produce from land directly controlled by the State or land owned by another individual which grants certain authority and obligation  
   • Can be owned by Indonesian citizens, foreign citizens domiciled in Indonesia, companies incorporated and reside in Indonesia, and foreign corporate bodies having representation in Indonesia |
| 4) Hak Sewa untuk Bangunan or Right of Lease for Buildings | • A right given to individual and corporate body to use land for purposes related to structures by paying the owner of the land a certain sum of money as rent  
   • Can be owned by Indonesian citizens, foreign citizens domiciled in Indonesia, companies incorporated and reside in Indonesia, and foreign corporate bodies having representation in Indonesia |

The complete information can be found at http://www2.bkpm.go.id/file_uploaded/UNDANG-UNDANG-No-5-Tahun-1960.pdf.
**PROPERTY OWNERSHIP FAQ**

**What are the procedures for land ownership transfer?**
Ownership transfers of HGB and HP properties have to be registered with the Land Office. Hak Sewa can be given or transferred to a third party without lodging it with the Land Office. The agreement may be officiated at a Notary Public Office for a greater degree of legal protection.

Here are the documents which a Property Buyer have to submit to apply for a Ijin Peralihan Hak (IPH), or Land Transfer Permit:

- Akta Pendirian Perusahaan (Article of Association)
- Berita Negara (official gazette) from the Ministry of Justice
- Endorsement letter from Investment Coordinating Board
- Nomor Pokok Wajib Pajak (NPWP, tax file number)
- Identity cards of the investment company's board commissioners and directors
- Declaration of land owned
- Declaration of land use with detailed plan
- Power of attorney given to Gallant Venture's representative to apply for the transfer
- Full payment of Bea Perolehan Hak atas Tanah dan atau Bangunan (BPHTB), a levy imposed for acquiring rights in land and building

**What are the applicable costs of property ownership or transfers?**

**Cost of holding a property:**
- Pajak Bumi dan Bangunan (PBB), or Land and Building Tax - 0.5% of taxable value (taxable value is set at (i) 20% for properties with value of up to Rp1Billion, and (ii) 40% for properties worth more than Rp1Billion)
- Renewal/Extension fees for HGB and Hak Pakai properties: [link to fee calculation]

The formula for HGB are:
- For 30 years period: 1 % (NPT - NPTTKUP) x 50 %
- For less than 30 years period: (Tenure / 30) x 1 % (NPT - NPTTKUP) x 50 %

**Sellers of properties have to pay:**
- Income Tax on Sales of Land and / or Building - at 5% of the transaction value

**Buyers of properties have to pay:**
- Land transfer duty (BPHTB) - of 5% of the transaction value (for properties valued at more than IDR 60 million)
- 0% VAT and Luxury Sales Tax in Bintan Resort Area (Free Trade Zone)
- Notary Public fee - approximately 0.5% of the transaction value
- Stamp duty - IDR 6,000

**Rental of Land and / or Building**
- Lease of land and building is subject to 10 % tax

**What are the procedures for property leases?**
Lease agreements for a property between two parties do not need to be lodged with the Land Office, but may be officiated at a Notary Public Office for a greater degree of legal protection.