

## Update 2022 Investment guide:



Kilua is a unique investment opportunity. An exclusive collection of various sized apartments with access to a clean white beach along well know international beach hotels.

There has traditionally been an under supply of quality apartment accommodation at the beach to buy or to rent on this prime area. This is the fundamental investment reason underpinning this exciting project. Strong rental yields are anticipated together with capital growth.

The Kenyan North Coast is an internationally recognized holiday and business destination. This landmark project at the Coast should provide buyers with a strong investment, due to the recent and continued economic growth in the country.

## Management Program

These luxury ocean residences will be operated by a specialist management company, who will provide hospitality and management services to owners and guests. Kilua will be run in a professional manner, focusing on details that make owning a property a simple pleasure. The aim will be to provide a secure, efficient and relaxed atmosphere, to give you a pleasurable home away from home as well as an optimized investment.

### *Management Service Costs*

The service community will be professionally managed to maintain properties, grounds and communal areas. If owners wish to rent out their properties at Kilua, they will be required to join our holiday Rental Management Program. The property will then be marketed locally, regionally and internationally to generate valuable income. The management company will be owned and run by the owners of the property.

The Monthly Management Service Charge is calculated and apportioned based upon the area of each individual unit, as defined on the property plan at the time of purchase. As a guide, the management charge is defined as the cost of running Kilua Beach Resort administratively and operationally, also and marketing the Kilua Resort. This cost figure is then apportioned between each property according to unit size.

The yearly management company accounts will be audited and verified externally and the monthly management charge may be adjusted accordingly in future periods. The management team will ensure that residents and guests are treated to a high level of service. The objective is to have consistent quality for all properties, by standardizing furniture, electrical goods, linen, crockery and glassware to provide harmonized facilities which can then be more readily marketed internationally.

## Rental Program

To optimize investment at times when you are not in residence, we have established a professional Rental Program to generate income through examples of existing rental properties That show seasonal utilization.

**Based on previous occupancy data, Rental occupancies along this stretch, with the position of beach front, are expected to be at the 60% or occupied for 219 days per year.**

- Stable pro-investment Government
- Business friendly regulatory reforms
- Large pool of skilled English speaking enterprising workers
- Strategic location as a regional financial, communication and transportation hub
- Well developed social and physical infrastructure
- Fully liberalized economy
- Preferential market access within the region the E.U., Americas and Asia
- Well established local and foreign private sector

Gulf Homes Management Company is establishing a rental network with specialized Marketing and PR Agencies based in Kenya and abroad, which promote luxury serviced apartments.

*Rental Services to booking guests:*

The property is made ready for occupation.

The following services are availed:

- Fresh flowers at arrival,
- Occupied property cleaned daily.
- Linen service
- Beds turned down daily
- Reception and concierge service.

*Services against additional payments include:*

- Airport transfers,
- Children care/Nannies
- Clothing laundry service
- Private chefs on request

Management- and Housekeeping Fees are approx. 22% plus VAT and Taxes.  
All income will be paid in a designated local account.

## Example of Rental Yield (with a cautious 50% occupancy)

|          |                        |            | <b>Gross daily rental</b> | <b>Owners daily rental</b> | <b>Annual Owners est. net income at</b> | <b>Net Yield</b> |
|----------|------------------------|------------|---------------------------|----------------------------|---|------------------|
| Property | Average Purchase price | No of Beds | Aver. Gross rent income   | Aver. Net rent income 60%  | 50% occupancy 183 days/year             | %                |
| 3 B.room | 35,000,000             | 6          | 25,000                    | 15,000                     | 2,745,000                               | 7.8              |
| 2 B.room | 27,000,000             | 4          | 17,500                    | 10,500                     | 1,921,500                               | 7.1              |
| 1 B.room | 19,000,000             | 2          | 12,000                    | 7,200                      | 1,316,600                               | 6.9              |

N.B:

- Capital appreciation: In addition to the above rental yields, property prices in Mombasa North Coast have been increasing over recent years by typically 10-15 % per annum.
- These figures are the estimated income for rental companies before travel agents fees (if applicable).
- Owner's daily rental income is net of gross rental charges ( i.e net means after deduction of fees for Management , House keeping, Staff service charge, Marketing, VAT, ) and less deductions of Property service charge and electricity consumptions. These net rental benefit to owners result in an average of 60% of the gross rent income , going towards the owner.
- All figures are an estimated average and will fluctuate seasonally.
- All figures are estimates, not guaranteed, not contractually binding and for guidance only. Past performance is not necessarily an indication of future performance.
- The purchase property prices are at average and will vary depending on the precise size and location of the property.

