



# BANYAN TREE HOTELS & RESORTS

BANYAN TREE  
HOTELS & RESORTS



BANYAN TREE



ANGSANA



CASSIA



DHAWA

1983 From an abandoned & polluted tin mine...



BANYAN TREE  
HOTELS & RESORTS



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... to Asia's first and most awarded integrated resort

Laguna Phuket, Thailand

- 6 resorts
- Over 30 food and beverage outlets
- 18-hole golf course
- Over 2,000 residential property development

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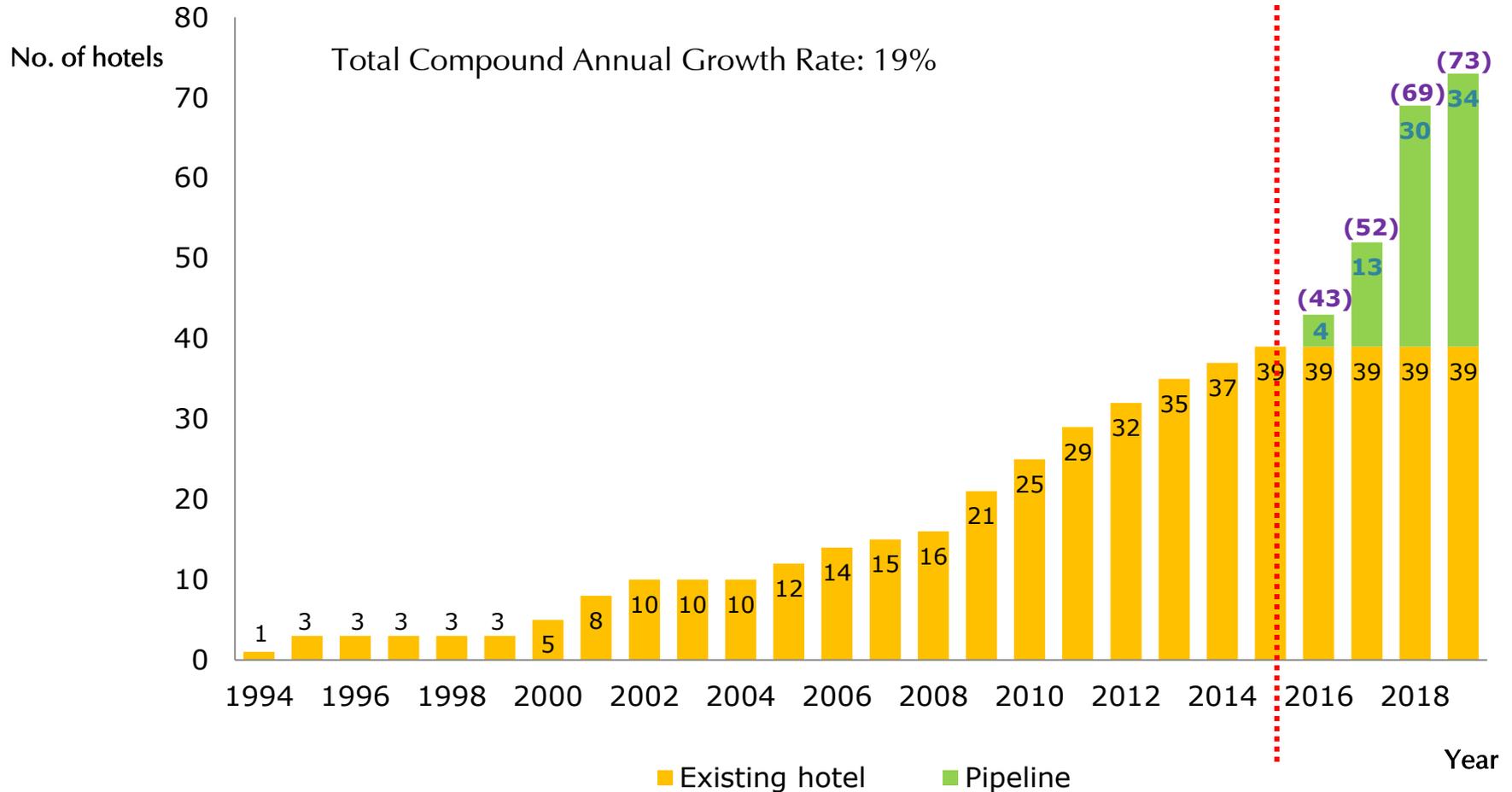
CASSIA



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# Growing Our Portfolio

## Hotel Growth and Projection

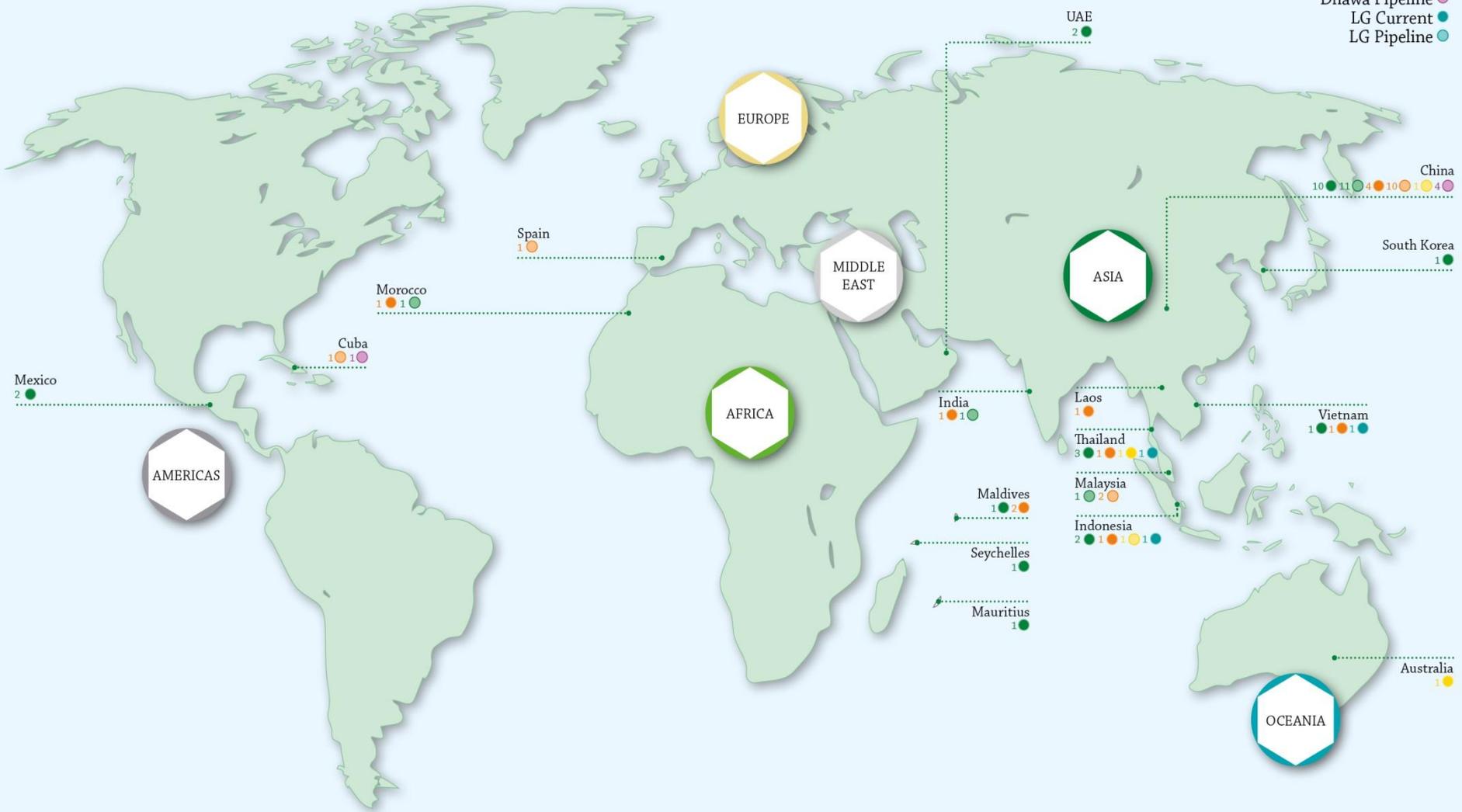


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# LEGEND

- Banyan Tree Current ●
- Banyan Tree Pipeline ●
- Angsana Pipeline ●
- Cassia Current ●
- Cassia Pipeline ●
- Dhawa Current ●
- Dhawa Pipeline ●
- LG Current ●
- LG Pipeline ●



# AWARD WINNING BRANDS

Countries

28

Hotels

39

Spas

70

Awards

1,312



1994

2000

2014

2015

1992

12 countries

9 countries

4 countries

3 countries

4 countries

25 + 13 properties

13 + 9 properties

1 + 3 properties

0 + 5 properties

3 + 1 properties

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BANYAN TREE



BANYAN TREE

Signature blend of **romance**  
and **travel** with a green  
conscience

Rejuvenation of the body,  
mind and soul – a  
**Sanctuary for the Senses**

Banyan Tree Phuket, Thailand

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# BANYAN TREE SEYCHELLES



Opened: 2002

No of keys: 60

Features:

- All-villas Beachfront Cliff resort
- First luxury resort in Seychelles
- Each key has an in-villa private pool and an unimpeded view of the Indian Ocean

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# BANYAN TREE MAYAKOBA, MEXICO



Opened: 2009

No of keys: 117

Features:

- All-villa resort
- Private pool in every villa
- First "Banyan Tree" resort in Americas
- Banyan Tree Residential Villas

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# BANYAN TREE PHUKET, THAILAND



Opened: 1994

No of keys: 173

Features:

- SEA's first luxury spa resort
  - All-villa resort
  - Flagship Banyan Tree
- Multiple-time winner of Condé Nast best spa resort

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# BANYAN TREE VABBINFARU, MALDIVES



Opened: 1995

No of keys: 48

Features:

- Private island
- First luxury resort in Maldives
- All-villas, beach front access
- Award winning marine-biology lab, in-house divers and turtle conservatory



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# BANYAN TREE SAMUI, THAILAND



Opened: 2010

No of keys: 88

Features:

- All villa, beachfront, cliff resort
- Each villas has a private pool
- Private access Lamai Beach



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# BANYAN TREE LANG CO, VIETNAM



Opened: 2012

No of keys: 49

Features:

- All-villa resort
- Each villas has a private pool
- Banyan Tree residential hill villas



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# BANYAN TREE MACAU, CHINA



Opened: 2011  
No of keys: 246

Features:

- Relaxation pools in all 246 suites
- Rooftop Sky villas



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# BANYAN TREE BANGKOK, THAILAND



Opened: 2002

No of keys: 327

Features:

- Vertigo Grill and Moon bar
- Banyan Tree Residences

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# BANYAN TREE CLUB & SPA, SEOUL, KOREA



- Opened: 2010  
No of keys: 50  
Features:
- Club & Spa membership and rooms
  - Landmark Namsam Tower at the base of Namsam Mountain



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# BANYAN TREE SHANGHAI ON THE BUND, CHINA

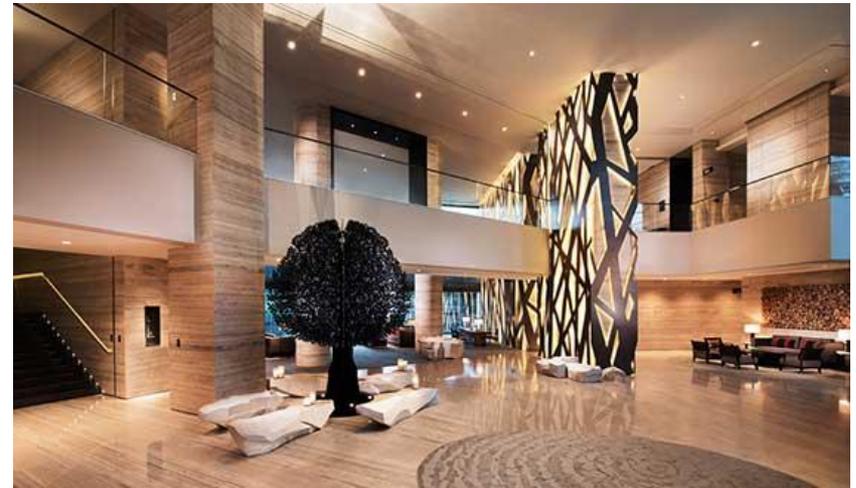


Opened: 2012

No of keys: 130

Features:

- Private heated dipping pools in 27 rooms
- TOPS rooftop bar – 180deg view of Huangpu
- Floor to ceiling windows' view of Pudong skyline from waterfront on North Bund



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ANGSANA

Contemporary and chic,  
Angsana hotels & resorts  
create and deliver vibrant  
**uplifting** experiences for all  
guests



Angsana Velavaru, Maldives

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# ANGSANA LANG CO, VIETNAM



Opened: 2012  
No of keys: 229  
Features:

- Almost half have in-room private pools
- 3km stretch of My Khe Beach
- Watersports to ATV rides to our expansive resort pool (245m)
- Between Hue and Hoi An



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# ANGSANA TENGCHONG • HOTSPRING, CHINA



Opened: 2013

No of keys: 37

Features:

- 28 hot spring retreats and 9 villas with private hot spring tubs
- Angsana Spa with 43 indoor and outdoor hotspring pools



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# ANGSANA VELAVARU, MALDIVES



Opened: 2007

No of keys: 113

Features:

- 33 in-ocean villas
- 'Turtle island' activities – dive centre, wind surfing, catamaran sailing and wakeboarding

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# ANGSANA XI'AN LINTONG, CHINA

Opened: 2014

No of keys: 400

Features:

- Ballroom for up to 800 guests and Tang-Dynasty-style courtyard accommodating up to 1000 guests
- 25 outdoor hot-springs and private cabanas



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# ANGSANA LAGUNA PHUKET, THAILAND



Opened: 2011

No of keys: 324

Features:

- Watersports from diving to sailing, meandering resort pool, man-made beach
- Treehouse kids club and even a resident baby elephant
- 5 board rooms and 4 meeting/ballrooms from 60 to 358 sqm
- Xana Beach Club by Attica

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# ANGSANA FUXIAN LAKE, CHINA



Opened: 2010

No of keys: 711

Features:

- Facing Fuxian Lake and the Maotian mountains
- Activities from health club, snorkelling, fishing to beachfront massages

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Cassia Phuket, Thailand

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# CASSIA PHUKET, THAILAND

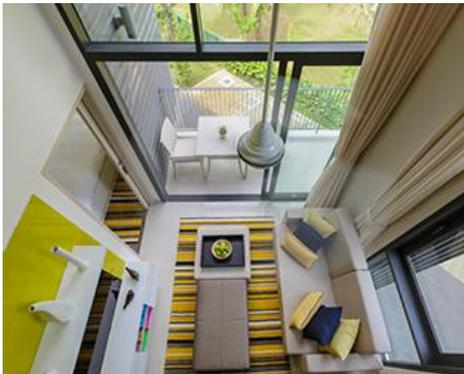


Opened: 2015

No of keys: 221

Features:

- 100% sold
- two swimming pools, a gym, home delivery service and touch-screen concierge
- private beach
- Chill-Chill Spa



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# CASSIA - PIPELINE

Cassia Bintan  
Year of launch: 2015  
No of keys: 180



Cassia Gold Coast  
Year of launch: 2017  
(to be confirmed)  
No of keys: 436

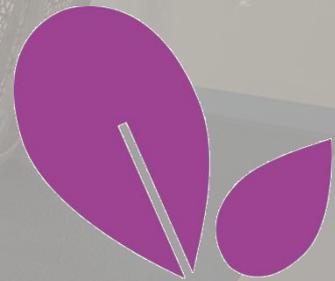


Cassia Lijiang  
Year of launch: 2017  
(to be confirmed)  
No of keys: 535



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DHAWA



Dhawa is a new addition to our portfolio of brands for the **well-travelled** and **design-savvy** traveler.

First two hotels to open in 2016.

Dhawa will be a **fuss-free** hotel with a **cutting-edge design** to boot.

BANYAN TREE  
HOTELS & RESORTS

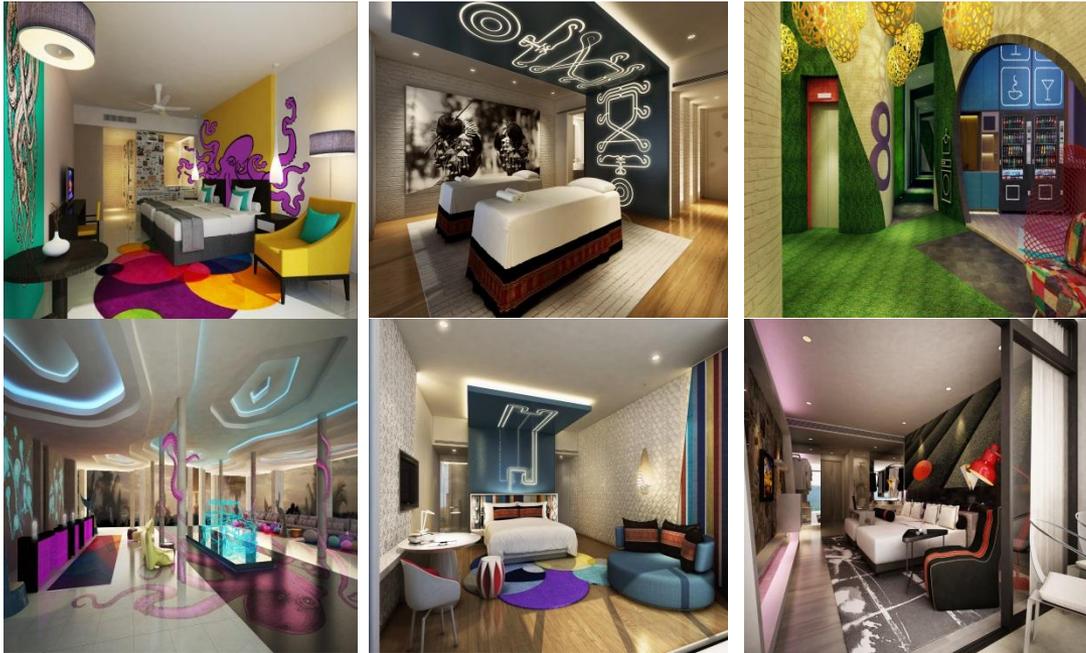


# DHAWA TOUCHPOINTS



- **Cocoon:** snuggle in style for all-purposes
- **Pod:** Therapeutic rainshowers with your own music and mood lighting
- **Nest:** Pantry on every guest floor with complimentary F&B
- **Void:** relaxation zones with amenities including sleeping pods and portable device charging stations
- **Nook:** awesome all day dining

# DHAWA - PIPELINE



DHAWA

Dhawa Cayo  
Santa Maria,  
Cuba  
Opening: 2016  
No of keys: 516

Dhawa Bo Ao,  
Hainan, China  
Opening: 2016  
No of keys: 325

Dhawa Pu Er,  
China  
Opening: 2017  
No of keys: 254

Dhawa Leishan,  
China  
Opening: 2018  
No of keys: 377

Dhawa Luoyang,  
China  
Opening: 2019  
No of keys: 300

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LaGuna



Banyan Tree develops and operates leading integrated resorts under the Laguna brand. Includes: multiple hotel operations, retail, spa, golf, and property sales.

Started with Laguna Phuket in 1987, which is **Asia's first and largest integrated resort**. With the success experienced in Phuket, we have gone on to set up three more Laguna integrated resorts in Indonesia, Vietnam and China.

Laguna developments are supported by a large centralized shared services across all hotels



Laguna Phuket, Thailand

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## Laguna Bintan, Indonesia

- Year commenced: 1995
- 3 properties – Banyan Tree, Angsana & Cassia (pipeline)
- Total 377 keys
- 18-hole golf course
- Residential sales



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## Laguna Lang Co, Vietnam

- Year commenced: 2012
- 2 properties – Banyan Tree & Angsana
- Total 285 keys
- 18-hole golf course
- Residential sales



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BANYAN TREE



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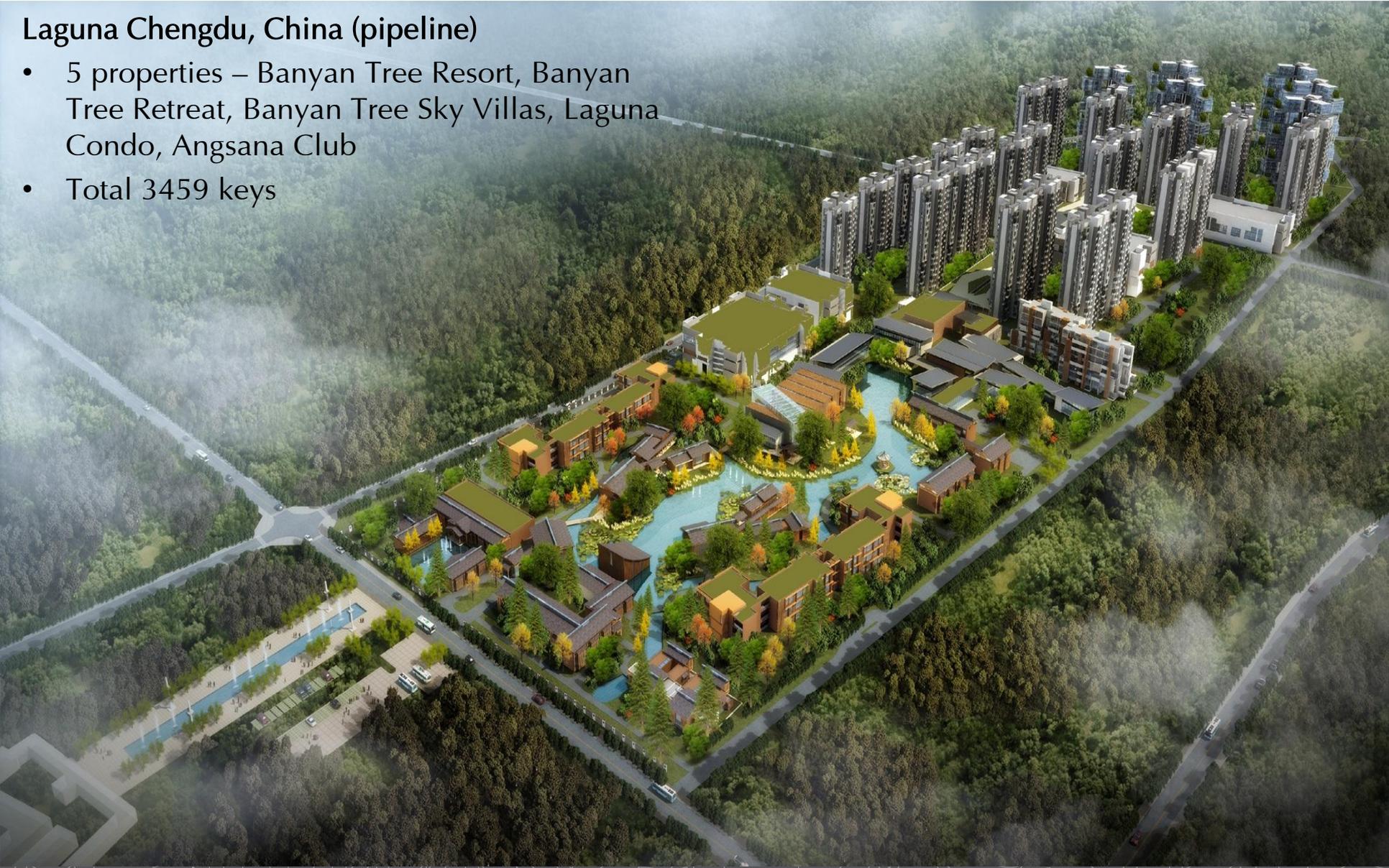
CASSIA



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## Laguna Chengdu, China (pipeline)

- 5 properties – Banyan Tree Resort, Banyan Tree Retreat, Banyan Tree Sky Villas, Laguna Condo, Angsana Club
- Total 3459 keys



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and... Asia's first and most awarded integrated resort

### Laguna Phuket, Thailand

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- Over 30 food and beverage outlets
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# BRAND FACTSHEET

Brand	Positioning	Customer Base	Average Hotel Size	Average Room Size	Selected Competitors
 BANYAN TREE	Full Service / Luxury	Honeymooners; affluent couples; intimate events	80 – 150 keys	60 sqm	Four Seasons, Shangri La, JW Marriott
 ANGSANA	Full Service / Upper Upscale	Groups; families; large & small meetings; social events	200 – 500 keys	40 sqm	Sofitel, W Hotels, Hilton
 CASSIA	Selected Service / Extended Stay	Extended stay guests; individual business & leisure travelers; families	150 – 300 keys	35 sqm	Capri, Aloft, Cosi
 DHAWA	Full Service / Upscale	Individual business & leisure travelers; small meetings	150 – 300 keys	25 sqm	Hotel Jen, Indigo, Moxy

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## 2016

- Banyan Tree Tamouda Bay, Tetouan, Morocco
- Banyan Tree Jiuzhaigou, Szechuan, China
- Cassia Bintan, Indonesia
- Dhawa Bo Ao, Hainan, China
- Dhawa San Augustin, Cuba

## 2017

- Banyan Tree Signatures Pavilion, Kuala Lumpur, Malaysia
- Banyan Tree Anji, Zhejiang, China
- Banyan Tree Yangcheng Lake, Jiangsu, China
- Angsana Marbella, Spain
- Angsana Zhuhai, Guangdong, China
- Angsana Langfang, Hebei, China
- Angsana San Augustin, Cuba
- Cassia Lijiang, Yunnan, China
- Dhawa Pu' Er, Yunnan, China

## 2018

- Banyan Tree Wenjiang Service Residence, Sichuan, China
- Banyan Tree Leishan, Guizhou, China
- Banyan Tree Emeishan, Sichuan, China
- Banyan Tree Goa, India
- Banyan Tree Residences Kangaroo Point, Brisbane, Australia
- Banyan Tree Dali, Yunnan, China
- Banyan Tree Tufu Bay, Hainan, China
- Banyan Tree Jilin Riverside, Jilin, China
- Banyan Tree Wenjiang, Chengdu, China
- Banyan Tree Wuxi, Jiangsu, China
- Angsana Xishuangbanna, Yunnan, China
- Angsana Yang Jiang Hai Ling Dao, China
- Angsana Leishan, Guizhou, China
- Angsana Fuzhou Changle, Fujian, China
- Angsana Tengchong, Yunnan, China
- Angsana Wuxi, Jiangsu, China
- Angsana Telok Bahang, Penang, Malaysia
- Dhawa Leishan, Guizhou, China

## UPCOMING PROPERTIES

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# Integrated Entity



## INTEGRATED BUSINESS MODEL

- Horizontally integrated
- Vertically integrated

As developers ourselves, we are able to identify and anticipate your needs - cost management, communication and return on investment.

Ability to maximise efficiencies and economies of scale along with guest experiences

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## VERTICALLY INTEGRATED

We are one of the few, if not the only completely vertically integrated hospitality company, with the ability to take your development from greenfield to completion in a seamless manner:

1. Master planning services;
2. Architecture and interior design services;
3. Project management advisory;
4. Project coordination;
5. Technical services; and
6. Hotel, resort and property management

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## BANYAN TREE AND ANGSANA SPA

Pioneers of the tropical garden spa concept, our award winning spa product

High quality graduate therapists trained in the Banyan Tree Spa Academies in China, Indonesia and Thailand.

Attracts travellers, especially during the properties' low seasons- weekdays in city hotels and winter season for resorts, evening out yearly revenue streams

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BANYAN TREE



ANGSANA



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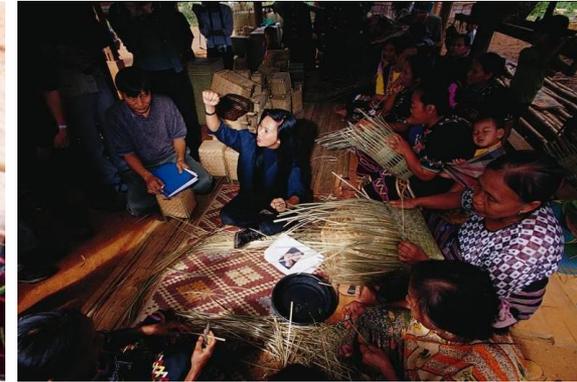


DHAWA

## BANYAN TREE AND ANGSANA GALLERY

Banyan Tree and Angsana Gallery are the retail arms of the hotels and resorts.

Showcasing these local crafts help to sustain the livelihood and skills of these local artisans through gainful employment, committing the resorts to responsible tourism.



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# RESIDENCES

Branding our residences has allowed us to command a price premium in the market.

Kuala Lumpur Banyan Tree Signatures was 80% sold prior to launch and achieved the highest price per square foot in the city.

Our first 100% residential Banyan Tree Kangaroo Point Brisbane project has also launched in 2016.

Our successful sale and leaseback model also provides you with an alternative investment funding source, over and above a traditional hospitality asset.

As part of our Sanctuary Club program, investors can stay in their Residences and lease the unit back as part of hotel inventory with generous returns on investment.



**BANYAN TREE**  
HOTELS & RESORTS



# SUSTAINABILITY

Respect for nature is key to the Banyan Tree philosophy. Founded with the core value of driving sustainable development, the group adopts an intrinsic belief that businesses must create value for shareholders while creating value for communities, answering to the triple bottom line of economy, society and environment.



358,885  
Trees planted  
since 2007



386  
Turtles released  
in 2014



17,566  
Meals provided to  
community members  
under Feeding  
Communities Together



4  
Conservation  
laboratories



EARTHCHECK

31  
Properties active  
with EarthCheck



2,631  
Guests participating in  
voluntary sustainability  
activities



74  
Youths have undergone  
Seedlings Mentorship

2  
Seedlings cafe



BANYAN TREE  
GLOBAL FOUNDATION

US\$8,856,233  
Contributed to the Green  
Imperative Fund (GIF) in 2014

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HOTELS & RESORTS



To date, over 1,300 awards and accolades have been received since the Group's inception in 1994.

## Corporate

- **Corporate Social Responsibility**  
*PATA Gold Award Winner 2015*  
Banyan Tree Hotels & Resorts
- **Special Recognition Award for Best CSR Practices**  
*HRM Asia 2015*  
Banyan Tree Group
- **Best hotels in the Middle East, Africa & the Indian Ocean 2015**  
*Conde Nast Traveler*  
Banyan Tree Vabbinfaru
- **Top 25 Leisure Hotels & Resorts**  
*SmartTravelAsia.com*  
Banyan Tree Samui

## Travel

- **Top 10 Popular Newly Opened Hotel**  
*12th Golden Pillow Awards of China's Hotels*  
Banyan Tree Huangshan, China
- **2015 Top 10 Best Resort Hotel**  
*Tourism Authority of Thailand*  
Banyan Tree Phuket, Thailand
- **Leading Green Resort**  
*World Travel Awards 2015*  
Banyan Tree Seychelles
- **Best New Opening Hotels**  
*TravelZoo Travel and Lifestyle Awards 2014*  
Banyan Tree Yangshuo, China
- **Best Restaurant 2015 - Vertigo**  
*Thailand Tatler Best Restaurants*  
Banyan Tree Bangkok, Thailand
- **Best Restaurant 2015 - Ju-Ma-Na**  
*Indonesia Tatler Best Restaurants 2015*  
Banyan Tree Ungasan, Indonesia

## Spa

- **Travel Hall of Fame - Best Spa Operator (10<sup>th</sup> consecutive year)**  
*Annual Travel Trade Gazette (TTG) Travel Awards* Banyan Tree Spa
- **Resort Spa of the Year: Middle East and Africa (2<sup>nd</sup> consecutive year)**  
*World Spa & Wellness Awards 2015*  
Banyan Tree Al Wadi
- **Five-Star Hotel Rating**  
*2015 Forbes Travel Guide Star Award*  
Banyan Tree Macau
- **Best Hotels in Mexico 2015**  
*US News Travel Report*  
Banyan Tree Cabo Marques, Mexico
- **Top Spa Brand**  
*DestinAsian Reader's Choice Awards 2015*  
Banyan Tree Spa

AWARDS  
&  
ACCOLADES

BANYAN TREE  
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