



Investment Proposal

DEVELOPMENT OF HORIZON PALACE SMART WELLNESS RESORT, LANGKAWI

By TrisM Kontrak Sdn Bhd

A member company of



IFP ADVISORS GROUP

TrisM Kontrak Sdn Bhd (“TKSB”) proposes to build a cluster of state of the art, conceptually SMART international wellness resort with an Islamic option on the island of Langkawi with an objective of attracting international clientele from the Middle East, Asia, European countries, USA and up-market segment of Malaysian society.

Notes

Key Members:



[Yasni Dato' Mohamad Yusof](#)

CEO, [TrisM Kontrak Sdn Bhd](#) & [IFP ADVISORS GROUP](#)

[IDr Monie Mohariff](#)

Executive Director, [TrisM Kontrak Sdn Bhd](#); Principal, [MZ Design Consultancy](#)



[Dr Mahender Singh](#)

Former Rector and CEO, [Malaysia Institute for Supply Chain Innovation \(MISI\)](#);
Former Executive Director, [Massachusetts Institute of Technology](#), USA .

[Dato' Dr Syed Abdul Aziz Syed Zin Benyahya](#)

Medical Director, [Medical Air Ambulance by Prima Air under HM Group](#);
Country Medical Consultant to [Elo Water \(M\) Sdn Bhd](#).



[Gobaind Naidu](#)

VP Strategy, [Sgomiv Technology Sdn Bhd](#) & [Nodrad Sdn Bhd](#).

GDV	= RM 310,470,825	On 2 nd Nov., 2018, Yasni Mohamad Yusof had purchased a 4-acre land on behalf of TrisM Kontrak Sdn Bhd.
GDC	= RM 94,963,357	
Net Profit	= RM 162,196,607	By power of attorney, on 27 th May, 2018, TRISM KONTRAK SDN BHD was nominated to develop the land.
Net Profit %	= 52.24 %	

Notes

The project can be funded **100%** by [MOTAC's Tourism Development](#) soft loans (up to RM100 million) as well as other government initiated funding such as TERAS grant under TERAJU, grant from [Northern Corridor Investment Authority \(NCIA\)](#), [Malaysia Digital Economy Corporation \(MDEC\)](#) and the conventional banking funding if necessary.

- I. Developer plans to apply for **15% Grant of TERAS under TERAJU** (from the project cost) in addition to 10% grant under [Public Private Partnership Unit \(UKAS\)](#).
- II. Assuming with 14.1million grant obtain from TERAJU combine with 14million capital in the bank, we now have more than minimum 20% needed to qualify for **TIF (MOTAC's) soft loan** at the interest of 4% - 6% per annum.
- III. In addition, the **RM3B Industry Revolution (IR) 4.0 Digital Financing & Sustainable Development Funds financing** at 2% recently launched by Finance Minister, YB Menteri Lim Guan Eng will also augur well for our project due to its smart features and sustainable development concept.
- IV. Conservatively, loan is fully payable upon 5 years from the project commencement although based on the projected cash flow the loan can be fully settled from the first year itself.

TKSB seeks to invite investors to participate by offering **40% stake** for **RM20 million**.

Fund Utilization:

- **RM6 million:** Working capital over the next 1 year and development plan expenditure, preliminary marketing expenses and expenses in relation to SMART Home sourcing and applications.
- **RM14 million:** Capital on standby before we apply for intended Tourism Infrastructure Fund (TIF)-soft loan of between 4-6% interests per annum as well as IR 4.0 digital and sustainable development financing.

The balance 60% is retained by TRISM & the founding key members whereby the shareholding of the new investors will be formalized via a Special Purpose Vehicle (SPV); **Horizon Palace Smart Wellness Resort Sdn Bhd**) and/or a Shareholders Agreement.

FIRST MOVER ADVANTAGES

International Retirement Resort is a new and soon to be fast growing industry in Malaysia but we will be the only one in the world with the SMART Home features.

Only 2 main players with different target market in the country.

Location advantage and unique development plan using The Wonder Stones.

Incorporation of ELO water and ELO Bath therapy as unique value added.

Malaysian Ringgit is weaker against major foreign currencies.

Optional bilingual religious / Quranic classes.

LOCATION

Langkawi is one of the top tourist destinations.

Naturally beautiful, offering a relaxed lifestyle.

Easy accessibility to other parts of exciting places both by sea and air, including its international airport.

Duty free benefits especially on imported/luxury cars as well as on chocolates, tobacco & liquors.

Low cost of living and huge upside potentials to commence any property investment

LIFESTYLE

Luxury and extravagance at an affordable price.

Relaxed and simple lifestyle with plenty of activities whereby everyday is a holiday.

Being a tourist spot offers plenty of activities.

Resident Medical Consultant at the premises (24 hours)

Resident 'Ustaz' and funeral management system for both Muslims and Non-muslims

Notes

PROPOSED SITE



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proposed site



other guidelines :

** With terms and conditions by MPLBP



in and out access road



infrastructures
and
Utilities



with neighbourhood facilities,
Ample communal spaces, and
recreational area

Design Guidelines



Location

the proposed area must be within 250m
radius from the main road



Allowed Density

30 room units per acre



Max. Height

3 storey
40 % of plinth area



Authority

needs DO (Development Order)
from MPLBP



for Apartment

1.5 car parking for each
units + 20% for guest
+ 20% motorcycle parking
+ 1 bus parking for each 40 units

for Resort/villa

1 car parking for each 2
guestroom units + 1 car parking
for each 30 sqm Dining Hall

Notes

4 acres of elevated land (approximately 100m above sea level) at

H.S (M) 11-79, Mukim Ulu Melaka, No. P.T.PHTL: 501(A), Bukit Telok, Mukim Ulu Melaka, Daerah Langkawi, Negeri Kedah.

UNIQUE VALUE PROPOSITIONS



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SMART Technology application

We are working closely with a former professor from Massachusetts Institute of Technology (**MIT**), USA to incorporate smart technology to the resort using the application of Artificial Intelligence (**AI**), Internet of Things (**IOT**) and **Big Data**.

Usage of “Wonder Stones” in Building Development

Wonder Stones are special building material imported from Turkey that not only provides for a sustainable and livable environment (cooling inside and insulated against outside heat) but it also produces positive ions/energy for the body to “recharge faster”.

Incorporation of ELO Water

We are forming a strategic alliance with ELO Mart Pte Ltd to incorporate the usage of ELO Water and ELO Bath/ELO Spa therapy as part of the facility contents and programs which will make this wellness and retirement resort as the only one of its kind in the world. (<http://www.facebook.com/elowaterofficial>)

Notes

OTHER FEATURES

- A live in resident consultant Doctor and 24-hour access to nurses.
- Transport is provided for shuttling residence to the hospital, airport transfers, shopping in Kuah, recreational activities around Langkawi, i.e: to the beach, hills, golf courses.



TOTAL: 82 Units of properties

Apartment (Top of the Hill)

- 1 and 2 bedroom apartments
- Reception and Office
- Communal Lounge
- Communal Kitchen or BBQ place
- Café/Restaurant
- Musallah
- A pool for hydrotherapy (open different times for male and female)
- Physiotherapy room
- Garden plots for communal gardening

Villas (Lower part of the Hill)

- 3 units of 2-storey villas (4 bed rooms)
- 1 unit of 3-storey villa (5 bed rooms)
- Lease or Time Sharing

Semi Ds (Lower part of the Hill)

- Single and 2-storey Semi Ds (2 or 3 bed rooms)

Islamic Options:

- **Daily Religious Classes:** Tafseer Al-Quran and Hadith
Quranic memorization: Feqah, Tauhid and Akhlaq classes
- Muslim patients' **modesty** and **privacy** will be valued and taken care of by nurse(s) of the **same gender**.
- **Easy Access to Mosque** for the congregational Jummah (Friday) prayer as well as a Surau/Musallah in the development.

Estate Planning and Funeral Management

Professional Consultation

- Preparing wasiat/wills
- Appointment of executor for transference of property to the chosen beneficiary (ies) any balance of the deposit paid upfront to the resort.
- Keeping proper documentation on behalf of the deceased family.

Funeral management system:

- Proper preparations on who to be informed first in the event of death, where to be buried and etc.
- Standard operating procedure (SOP) upon death; repatriation, etc.
- After death procedures – Police report, death certification, permit for burial/repatriation and etc will be either fully undertaken or coordinated by the management of the resort.
- Cleaning the deceased body (Al-Ghusl), shrouding the deceased (Al- Kafn) for male & female and its etiquettes. How and where this will be done as per request made by the deceased.

Notes



Notes

How TKSb can contribute to the economy:

- Attract international clientele
- Contribute to boosting the tourism and hospitality industry in Langkawi
- Create job opportunities
- Bringing in Wonder Stones from Turkey and train the local talents (human development capital) via our strategic alliances with local colleges providing vocational training and courses in Stone Masonry instead of the normal welding, electrical, automotive and many other common skills which eventually will be replaced by machines.

- Throughout the development process, TKSb will be dealing a lot with imported goods, namely the Wonder Stones from Turkey, and seek to get exclusive rights from the Turkish manufacturers as the sole supply and install partner for the Wonder Stones business in Malaysia and the whole of Asia.
- Wonder Stones are in line with the sustainable development and green development policies whereby there are incentives under the [Ministry of Energy, Science, Technology, Environment & Climate Change \(MESTECC\)](#) such as the [Green Building Compliant \(GBI\)](#) & also [Efficient Energy Incentive \(EEI\)](#).
- We will also be importing ELO Water from Singapore and eventually plan to have ELO Bath/ELO Spa therapy at the resort.
- The [Ministry of International Trade & Industry \(MITI\)](#) will be playing a huge role in facilitating the bureaucratic process of international trade.

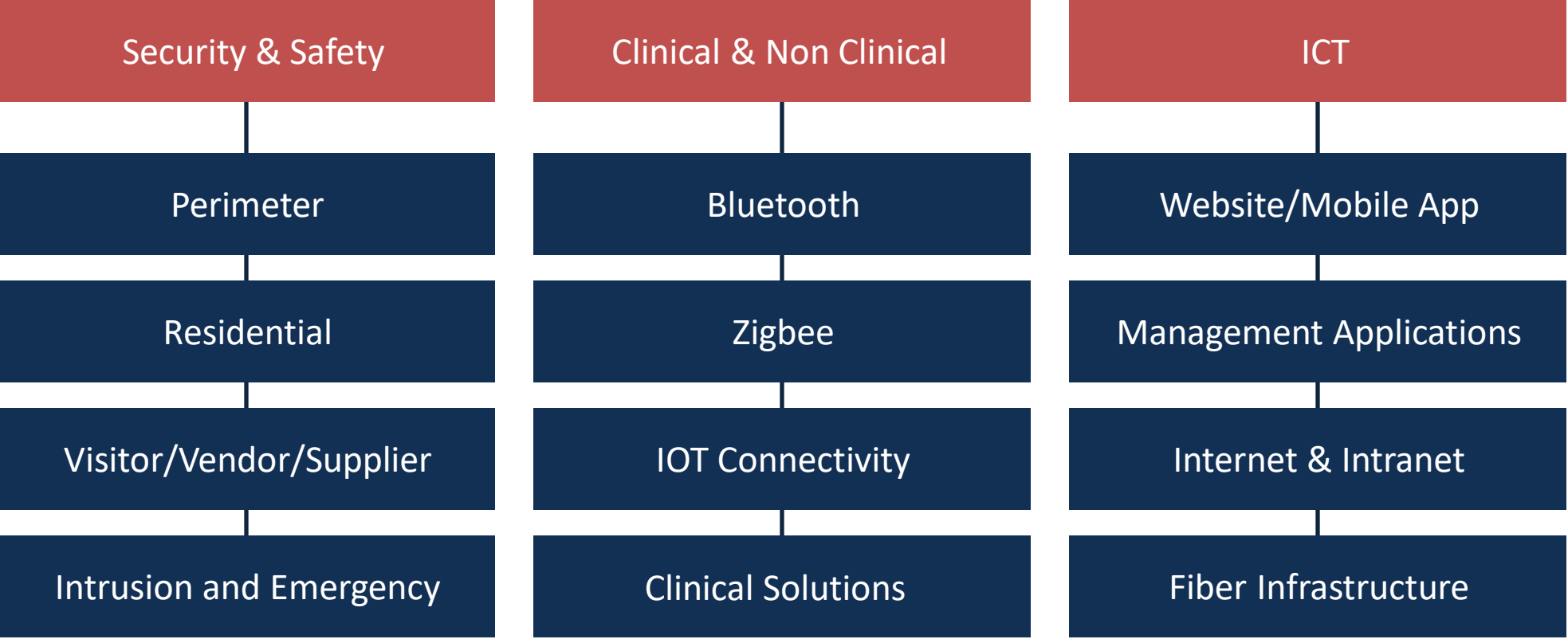
Artist's Impression - Bird Eye View



Notes



HPSWR already offers the perfect solution for many different requirements through individual Mobility Services. To enhance the benefits of these solutions even further, HPSWR also offers sophisticated service packages for our home-stay members through Integrated Solutions integrating various technological platforms combining conventional and state-of-the-art internet of things.



Notes

HPSWR approaches IT Application Management Services automation on crucial matters; it is aimed to be an outcome-driven facility that generates the best automation output. The application of Artificial Intelligence (**AI**), Internet of Things (**IOT**) and **Big Data** in understanding the digital maturity of the facility and its users will help to define its core automation objectives and **Smart Management** of the resort.

Clinical Management System

Helps to coordinate and integrate all the inherent activities involved in the out-patient healthcare facilities for residence which managed by in-house physician and nurses.

Residential Management System

Centralized residential solution for residential information, utilities, payments, notification, announcement, event, visitor/vendor registration, emergency features with mobile application integration.

Facility Management System

Helps to manage entire residential, maintenance services, equipment--asset--inventory management, facility and infrastructure management, security management, and others.

Security Management System

Able to monitor and manage real-time integrated residential securities, vehicle entry/exit management with RFID integration, visitor/vendor, supplier management, guard management and others.

Notes

2013
population

Based on World Population 2013, average of Malaysia senior citizen is at 100th place

3.32
million

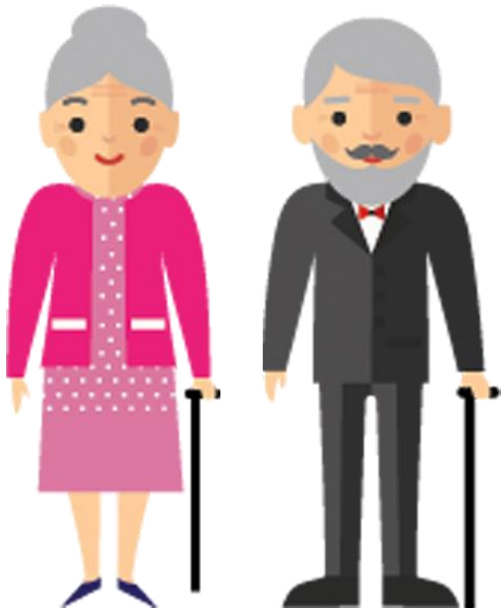
of Malaysia's population were aged 60 & above in 2018 with percentage of 9.3%

2030

Malaysia is expected to become an ageing nation when 15% of its population will comprise those aged 60 above amount 5,522,245

OCT 1

The International / National Day of Older Persons is celebrated each year, as a mark of recognition for the contributions of senior citizens



NATIONAL POLICY FOR OLDER PERSONS

To provide efficient and effective services for the individuals, family and society to ensure a conducive environment for older persons

Source: [Social Welfare Department](#) & [Department of Statistics](#)

Notes

THANK YOU

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