



9 July 2024

Dear Investor,

Re: Mantra on Salt Beach | Investor Information – Unit 1314

Thank you for your enquiry in relation to the management options available at Mantra on Salt Beach.

Mantra on Salt Beach is part of the Mantra brand, which operates under Accor, Australia's leading asset manager of premium apartment, hotel and resort developments. Currently Accor has over 50,000 rooms under management in more than 340 properties in the Pacific. These brands include Art Series, Peppers Resorts, Mantra Resorts and BreakFree Resorts.

Accor delivers a broader service for you and your investment property, including 24-hour onsite management, exclusive apartment owner benefits and a dedicated Owner Relations team. When considering an agent to manage your asset, it makes sense to select a team that will be there for you in more ways than one.

1. Short Term Letting (Pooled)

Short term letting is the most flexible way of renting an investment unit. Please note that your monthly income is not fixed and will fluctuate with travel demand. Under this agreement model, owners have the freedom to utilise their apartments throughout the year.

Under the Pooled Income Agreement, the expenses and income relating to all apartments under the Pooled Agreement are "pooled" into the one bank account and then the individual owner return is calculated using each apartments unit lot entitlements.

Please refer to the costs, expenses and commissions (referred to in our POA Form 6 Appointment of Agent) as these will be deducted from your gross return. These include but are not limited to items such as replacement, repairs and maintenance of the property, utilities consumed in the property, Ownership Expenses (such as Body corporate levies, contents and public liability insurance, rates). A copy of this can be provided upon request.

Please note that your monthly income is not fixed and will fluctuate with market seasons. However as you will understand, there are peak periods throughout the year which help to counteract and balance out the returns received in the low seasons.

The average pooled gross return between July 23 – June 24, for an apartment on 38 unit lot entitlements was \$66,007.33*

** DISCLAIMER: The Historic Gross and/or Net Return is an indication based on our assessment of the historical performance of the property and should be used as a guide only. Accor (including its directors, partners, employees and related entities) has used its best endeavors to ensure the information contained in this document is true and accurate. However, Accor accepts no responsibility and disclaims all liability in respect to any errors, omissions, inaccuracies or misstatements and for any direct or indirect loss or damage, howsoever caused, suffered by any person arising from the reliance or use of any information contained in this document. The information provided in this document is general information only and interested parties should not rely on these particulars as representations of fact but must satisfy themselves by inspection or otherwise. The information contained herein is not to be construed as constituting part of any contract.*



2. Short Term Letting (Non-Pooled)

Short term letting is the most flexible way of renting an investment unit. Please note that your monthly income is not fixed and will fluctuate with travel demand. Under this agreement model, owners have the freedom to utilise their apartments throughout the year.

Under the Non-Pooled Income Agreement, income and expenses are not pooled and owners are paid the income generated by their apartment less the expenses directly relating to their apartment.

Please refer to the costs, expenses and commissions (more information available on request) as these will be deducted from your gross return. These include but are not limited to items such as replacement, repairs and maintenance of the property, utilities consumed in the property, cleaning and linen.

Although a non pooled agreement is also an option at Mantra on Salt Beach, unfortunately there are no units of the same room category under this agreement model so therefore we are unable to provide any historic financials. Please contact me directly if you would like to discuss this in further detail.

The Partnership Program

As a valued Accor Apartments & Leases apartment owner, you will also receive complimentary membership to our partnership program which provides you with a great range of discounts and rewards at participating Art Series, Peppers, Mantra and BreakFree Retreats, Resorts and Hotels throughout Australia, New Zealand, Indonesia and Hawaii. Owners under Accor Apartments & Leases management now also have access to great savings on hotel rates at participating Accor properties in the Asia Pacific region by visiting all.accor.com website.

For more information on the benefits of Accor management services, please do not hesitate to contact me on 07 5631 2693 or email: abbey.drescher@accor.com

Kind regards

Abbey Drescher
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Accor Apartments & Realty