

THE BALI RESIDENCE JIMBARAN
FIVE YEAR ADR & OCCUPANCY PROJECTION
22 MAY 2008

	1st Year	2nd Year	3rd Year	4th Year	5th Year	Total
# OF DAYS	365	365	365	365	365	
# OF ROOMS	13	16	16	16	16	
ROOM AVAILABLE	4,745	4,745	4,745	4,745	4,745	
OCCUPIED ROOMS	3,197	3,559	3,749	4,033	4,176	
OCCUPANCY (%)	67.37%	75%	79%	85%	88%	
AVERAGE ROOM RATE (RP)	3,562,500	4.025.625	4.548.956	5.140.321	5.808.562	
ROOM REVENUE (RP)	11,388,243,750	14,326,192,969	17,051,989,951	20,732,197,909	24,254,232,471	
REVENUES						
ROOMS	11,475,587,500	14,326,192,969	17,051,989,951	20,732,197,909	24,254,232,471	87,840,200,800
FOOD & BAVERAGE REVENUE	479,505,000	599,381,250	749,226,563	936,533,203	1,170,666,504	3,935,312,520
TELEPHONE & INTERNET	54,343,900	143,261,930	170,519,900	207,321,979	242,542,325	817,990,034
SPA	508,983,500	610,780,200	732,936,240	879,523,488	1,055,428,186	3,787,651,614
MINOR OPERATED DEPT	51,147,200	107,446,447	127,889,925	155,491,484	181,906,744	623,881,800
OTHER INCOME	57,377,938	71,630,965	85,259,950	103,660,990	121,271,162	439,201,005
TOTAL REVENUES	12,626,945,038	15,858,693,761	18,917,822,529	23,014,729,053	27,026,047,392	97,444,237,773
COST OF SALES						
FOOD & BAVERAGE	167,826,750	179,814,375	224,767,969	280,959,961	351,199,951	1,204,569,006
TELEPHONE & INTERNET	27,171,950	71,630,965	85,259,950	103,660,990	121,271,162	408,995,017
SPA	101,796,700	122,156,040	146,587,248	175,904,698	211,085,637	757,530,323
TOTAL COST OF SALES	296,795,400	373,601,380	456,615,167	560,525,649	683,556,750	2,371,094,346
PAYROLL & RELATED EXPENSES						
ROOMS	283,233,408	305,892,080,640	330,363,447,090	356,792,522,860	385,335,924,690	1,378,667,208,688
FOOD & BAVERAGE	158,701,023	171,397,104,910	185,108,873,300	199,917,583,170	215,910,989,820	772,493,252,223
SPA	68,685,248	74,180,068,330	80,114,473,790	86,523,631,700	93,445,522,230	334,332,381,298
TOTAL PAYROL & RELATED EXPENSES	510,619,679	551,469,253,880	595,586,794,180	643,233,737,730	694,692,436,740	2,485,492,842,209
OTHER EXPENSES						
ROOMS	628,537,813	787,940,613	937,859,447	1,140,270,885	1,333,982,786	4,828,591,544
FOOD & BAVERAGE	26,372,775	35,962,875	44,953,594	56,191,992	70,239,990	233,721,226

TELEPHONE & INTERNET	1,630,317	3,581,548	4,262,997	4,146,440	4,850,846	18,472,148
SPA	50,898,350	61,078,020	73,293,624	87,952,349	105,542,819	378,765,162
MINOR OPR DEPT	13,991,750	26,861,612	31,972,481	38,872,871	45,476,686	157,175,400
TOTAL OTHER EXPENSES	721,431,005	915,424,668	1,092,342,143	1,327,434,537	1,560,093,127	5,616,725,480
DEPART OPERATING COST & EXP	1,528,846,084	1,840,495,302	2,144,544,104	2,531,193,922	2,938,342,214	10,983,421,626
DEPARTEMENT INCOME						
ROOMS	10,563,816,280	13,232,360,275	15,783,767,057	19,235,134,501	22,534,913,760	81,349,991,873
FOOD & BAVERAGE	126,604,452	212,206,895	294,396,127	399,463,667	533,315,573	1,565,986,714
TELEPHONE & INTERNET	25,541,633	68,049,417	80,996,952	99,514,550	116,420,316	390,522,868
SPA	287,603,202	353,366,072	432,940,894	529,142,810	645,354,208	2,248,407,186
MINOR OPR DEPT	37,155,450	80,584,835	95,917,443	116,618,613	136,130,069	466,406,410
OVERHEAD DEPARTMENT						
PAYROLL & RELATED						
ADM & GENERAL	481,664,462	520,197,619	561,843,428	606,758,502	655,299,183	2,825,763,194
SALES & MARKETING	242,368,589	261,758,076	282,698,722	305,314,619	329,739,789	1,421,879,795
HUMAN RESOURCES	218,248,450	235,708,326	254,564,992	274,930,191	296,924,607	1,280,376,566
ENGINEERING	139,430,980	150,585,458	162,632,295	175,642,879	189,694,309	817,985,921
TOTAL PAYROLL & RELATED	1,081,712,481	1,168,249,479	1,261,739,437	1,362,646,191	1,471,657,888	6,346,005,476
OTHER EXPENSES						
ADM & GENERAL	176,777,231	194,454,954	213,900,449	253,290,494	258,819,543	1,097,242,671
SALES & MARKETING	565,601,142	722,261,256	794,487,382	873,936,120	961,329,732	3,917,615,632
HUMAN RESOURCES	107,329,033	118,061,936	129,868,130	142,854,943	157,140,437	655,254,479
ENGINERING	315,673,626	347,240,989	381,965,087	420,161,596	462,177,756	1,927,219,054
ENERGY COST	1,262,694,504	1,370,023,537	1,486,475,537	1,612,825,958	1,749,916,164	7,481,935,700
TOTAL OTHER EXPENSES	2,428,075,536	2,752,042,672	3,006,696,585	3,303,069,111	3,589,383,632	15,079,267,536
TOTAL OVERHEAD DEPARTMENT						
HOUSE PROFIT	7,497,310,938	10,097,906,309	12,504,872,401	15,835,819,828	19,026,663,557	64,962,573,033
LESS DEDUCTION						
BASIC MANAGEMENT FEE	347,240,989	436,114,078	520,240,120	632,905,049	743,216,303	2,679,716,539
GROSS OPERATING INCOME						

INSURANCE GENERAL	100,000,000	125,000,000	150,000,000	175,000,000	200,000,000	750,000,000
GROSS OPERATING PROFIT/LOSS	7,050,069,950	9,536,792,230	11,834,632,281	15,027,914,779	18,083,447,254	61,532,856,494
%GOP	55.8%	60.1%	62.6%	65.3%	66.9%	63.1%
INCENTIVE FEES	387,753,847	524,523,573	650,904,775	826,535,313	994,589,599	3,384,307,107
RESERVE FUND	378,808,351	475,760,813	567,534,676	690,441,872	810,781,422	2,923,327,134
OWNER SHARE PROFIT	6,283,507,751	8,536,507,845	10,616,192,830	13,510,937,595	16,278,076,233	55,225,222,254
OWNER INSURANCE	100,000,000	125,000,000	150,000,000	175,000,000	200,000,000	750,000,000
OWNER EXPENSES						
OSP per SQM	91,544,892	1,255,448,930	1,562,118,330	1,990,438,450	2,399,712,870	7,299,263,472
NET OWNER SHARE PROFIT	6,133,507,751	8,411,507,845	10,466,192,830	13,335,937,595	16,078,076,233	54,425,222,254
NET INDIVIDUAL OWNER PROFIT	471,808,289	647,039,065	805,091,756	1,025,841,353	1,236,775,095	4,186,555,558

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