

# ABSOLUTE DESTINATIONS Frequently Asked Questions

#### Choose from a World Menu...

Whether you prefer sunbathing on the pristine beaches of Thailand, soaking up the incredible sights of India, skiing in Austria, adventuring in Africa or just kicking back in Australia, with the vacation clubs of the Absolute World Group, choosing a holiday is like running an index finger down a menu of the finest international cuisine.

For a one-time joining fee and small Annual Management Charge, a lifetime of stunning vacations awaits in a carefully chosen collection of resorts. Some are Absolute resorts; others are our partners and affiliate resorts. You will find a vacation to suit any taste in landmark locations worldwide, all part of our growing portfolio.

Absolute Vacation Clubs, with thousands of members, are flexible and fun. Members choose the number of weeks to vacation and use our own Absolute Resorts network, Absolute Partner resorts, Absolute last minute accommodation, or our Absolute Bonus weeks to check availability and choose where to stay.

Members can also join the Absolute Friends referral programme and start earning holiday Rewards.

"Absolute Destinations" is the most recent of the vacation club scheme developed by the Absolute World Group. It is an excellent business model that we've researched in depth, identifying and responding directly to our members' needs. Our meticulous approach has put us at the pinnacle of the vacation club market worldwide.

We have prepared this document to answer questions regarding your membership.

# Q1: What exactly are Absolute Vacation Club Limited and Absolute Destinations?

A1: **Absolute Vacation Club Limited** is a private company limited by guarantee incorporated in England and Wales with registration number 09655555 and registered office at 5 Priory Court, Tuscam Way, Camberley, Surrey GU15 3YX, England.

Absolute Vacation Club Limited beneficially owns Assets, to which are embedded rights to occupy Accommodation units in touristic resorts, as well as common facilities, furnishing and equipment, for the purpose of allowing its Members to use such Accommodation.

The object of this company is to secure for its Members the right to occupy the Accommodation.

Absolute Vacation Club Limited issue Debentures, exclusively for the purpose of getting finance for acquiring such Assets.

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Debentures are a financial instrument, also sometimes called as "bond". A debenture entitles its owner to receiving 2 things:

- An annual interest. In the case of the debentures issued by Absolute Vacation Club Ltd, the interest takes the form of rights to use the accommodation assets owned by the company.
- Redemption of the debentures at their nominal value when they expire.

Absolute Vacation Club Limited gives you an official financial title which entitles you to use the accommodation assets of the company.

Members acquire Debentures issued by Absolute Vacation Club Limited. Furthermore a Membership of Absolute Vacation Club Limited is embedded to the Debentures which the Member is purchasing. It is a condition for acquiring or being transferred Debentures to be or to become a Member of Absolute Vacation Club Limited.

Purchasers agree to become a Member of Absolute Vacation Club Limited at the same time as they are purchasing Debentures issued by this company. As a Member of the company, the Purchaser becomes entitled to use Accommodation Units in touristic resorts.

The Founder Member of Absolute Vacation Club Limited is Absolute Developments Limited, a company of the Special Administrative Region of Hong-Kong, China with registered number 1954692, and registered office at Room 616, Block C, DB Plaza, Discovery Bay, Lantau, Hong-Kong, China, and which is part of the Absolute World Group of companies.

The Founder Member is in charge of the operational management of Absolute Vacation Club Limited.

"Absolute Destinations" is a type of Membership of Absolute Vacation Club Limited, with its own specific rules and operational procedures. Members who have opted for this type or Membership have access to suites, hotels, apartments and other accommodation in a number of resorts, those currently available are detailed in the Absolute Destinations booklet and the Absolute Destinations web site <u>www.absolute-destinations.com</u>

Members are entitled to access accommodation unit, to be selected from a pool of units within Absolute Resorts. The rights are backed up by real estate based assets (whether freehold, leasehold or rights of occupation), which secure the members' right to occupy the accommodation units over a very long period of time.

#### Q2: Where are and how can I go on a vacation to Absolute and Absolute Partners Resorts?

A2: Members holding the Absolute Destinations type of membership have access to reservations at Absolute Resorts, and at nearly 200 Absolute Partners Resorts in Asia, Europe, Africa, America and Oceania, subject to availability.

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Members hold rights of occupation embedded to their Membership, for one or more Weekly Periods, in a specific season (high or low) in a specific type of Unit. Members can make bookings, subject to availability, into an equivalent unit size and season in any Absolute Destinations' resort.

You are not obliged to make a booking in a specific week of the year each year, but can choose to make a booking for any Weekly Period of the year if you hold a "High Season" interest, or for any Weekly Period in low season if you hold a "Low Season" interest (this is called "floating time").

The unit types are similar to those used by the International Exchange Companies.

Unless otherwise specified in the Absolute Destinations brochures and website, all construction works are complete.

The Absolute Destinations resorts (as at September 2015) are:

Resort	Location	Apartment Types
Absolute Nakalay Boutique Resort	Phuket, Thailand	T0, T1, T2
Absolute Bangla Suites	Phuket, Thailand	T0, T1
Absolute Twin Sands Resort & Spa	Phuket, Thailand	T0, T1, T2
KC Resort & Over Water Villas	Koh Samui, Thailand	ТО

#### Coming soon:

Resort	Location	Apartment Types
The Beach Samui by Absolute	Koh Samui, Thailand	T0, T1, T2

Legend: T0 Studio (max occupancy: 2 people)

T1: 1 bedroom apartments (max occupancy: 4 people)

T2: 2 bedrooms apartments (max occupancy: 6 people)

#### The Absolute Partners Resorts

Members can exchange their rights in Absolute Resorts to access Absolute Partners' resorts.

Absolute Partners' Resorts are available through exchange agreements forged over the years between the Absolute World Group and hotel and resort developers around the globe. These agreements allow Absolute Members to access the available space at a selection of almost 200 quality properties worldwide.

Partners' Resorts are listed on <u>www.absolute-destinations.com</u> under Resorts / Partners' Resorts. The list may be subject to change.

To book in an Absolute Partners' Resort, you will be charged a small reservation fee, per Weekly Period and per unit, of  $\notin$ 29 (or equivalent) if the Season listed on your purchase agreement shows at High Season, or  $\notin$ 49 (or equivalent) if it shows at Low Season.

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### Q3: How do I access the Members' area of www.absolute-destinations.com?

A3: You will receive your Username and password by post once you have completed your purchase.

#### Q4: What facilities and amenities are available to the member?

A4: Communal services (lighting, water, Maintenance, refuse collection) are provided in each resort and are at no additional charge.

Facilities and amenities available at the Resorts for Members are indicated for each resort in the Absolute Destinations web site. Telephone, access to Internet, games, Restaurants, Café/Bars, shops, baby-sitting, beauty and health treatments, car hire, excursions, golf bookings, water sport, laundry and other services which are commonly payable are subject to payment as per price lists available at the resorts. Other Facilities and amenities (swimming-pool, sauna, gym) are normally free of charge for Members (they may be subject to charges for non-Members). Details of conditions of use are available at reception or at Absolute Destinations Member Service department.

Facilities and amenities available near the Resorts are indicated for each resort in the Absolute Destinations website. The Resorts may have negotiated certain benefits for Members in accessing such facilities and amenities, however, such facilities and amenities are indicated for general information purpose only and Absolute World Group is not responsible for their operations, conditions of use and prices.

The information is modified from time to time on the Absolute Destinations web site, and notified to members, to reflect the modifications in respect of facilities and amenities available at the resorts.

Unless specified otherwise in the Absolute Destinations brochures or web site, all works in respect of the communal services, facilities and amenities on site at the Resorts are completed.

#### Q5: Is it possible to join an exchange system?

A5: Yes, Absolute Destinations Members can exchange their rights in Absolute Resorts to access Absolute Partner resorts. In addition, members can also be enrolled for membership with the international external exchange organisation, which is currently Interval International. Interval International is an independent exchange service company and is not owned, operated or controlled by any developer, seller, managing entity, Club or Membership plan participating in any Interval International exchange program.

If members choose not to go to an Absolute Destinations resort one year, they can use an Interval International affiliated resort instead, by paying the Interval International exchange fee. Members can use any week throughout the year on a first come first served basis. Interval International charges an annual subscription fee.

# HOLIDAY OF A LIFETIME, FOR A LIFE TIME

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For new Absolute Destination Members, the fee for first five years of membership of Interval International is included in the price of your purchase agreement. The first year is upgraded to the Platinum Card status. The member is responsible to activate the complimentary 5 years membership within the first 12 months of completing payment of the purchase price.

Thereafter, the cost of membership of Interval International is payable by the member. A transaction fee is charged by Interval International to the member in respect of processing and confirming an external reservation request. An external reservation confirmation may be given to another person by way of a guest certificate on payment of the appropriate fee.

All reservations are subject to space availability. Interval International's ability to confirm external reservation requests for Interval International members is dependent upon the availability of Membership interests deposited by other Interval International members with Interval International. Neither Interval International nor resort personnel may represent that specific resort choices, holiday dates and/or travel arrangements can be guaranteed through the Interval International external reservation program.

## Q6: Is it possible to rent extra accommodation?

A6: Yes, surplus accommodation at Absolute Resorts is made available to members at 30% less than our best online rate.

Use of Absolute Rental weeks does not affect your annual entitlement to use Absolute Resorts and Absolute Partners Resorts, or to exchange your rights through Interval International. Access to Rental Weeks will only be given once your corresponding Annual Management Charge is paid in full.

There are no restrictions as to the time of the year that you can use rented weeks, nor to the unit size that you can book. They are subject to availability.

# Q7: When shall I book my holidays?

A7: reservation requests can be made at any time between 12 months and 7 days to the check-in date for any resorts. All accommodation is of course subject to availability and therefore we always suggest the earlier you book the better! Please, remember that bookings can be made as long as you are a fully paid for your membership and that your Annual Management Charges are all paid up to date.

#### Q8: What happens if I need additional vacation accommodation?

A8: If you need additional accommodation, you may borrow week(s) up to the next two year's entitlement. You will be asked to pay a provisional Annual Management Charge for the week(s) you use ahead. If you have used your entitlement in advance and still need more weeks, you also have the option to purchase Rental/Extra week(s), you may go on the Absolute Destinations website and search on the live availability. If you cannot find a week, which suits you on live availability, then you may request from our reservation service to search their system for the week you require.

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If you need additional accommodation on an on-going basis, you can always purchase more weeks in Absolute Destinations at any time to increase your annual entitlement.

## Q9: What happens if I cannot use my annual entitlement?

A9: If you cannot holiday in a particular year, you can 'save' your entitlement week simply by contacting our Customer Service and before 1st of September in that year and we will confirm by email that the week has been banked. You have a maximum of two calendar years to use 'saved' week(s). In case you will not inform us about your 'saving' plan, your entitlement week(s) will be expired on 31st of December of applicable entitlement year.

## Q10: Who are the Absolute World Group?

A10: Founded in 1998, the Absolute World Group has grown strategically to become Asia's leading lifestyle property developer, resorts and hotels operator, and vacation club and fractional ownership developer.

The Absolute World Group offers a seamless range of services within the world lifestyle vacation industry, inclusive of a highly successful Destination Club, award-winning self and partner developed resorts in Thailand, Resort Real Estate, a pioneering Fractional Ownership division, now offering fractional motoryacht ownership and a successful lifestyle magazine series. 2015 marks the Group's 17th Anniversary year.

Across six subdivisions, growth moves on apace, with exciting ventures in developing markets, independently and in partnership with other world-leading brands. It's a pioneering spirit that's established the Absolute World Group as a forward-thinking company, one that's a huge, award- winning force in the vacation club, resort development and fractional ownership industry in Asia.

The group has teams positioned across China, Hong-Kong, Australia, Europe, Russia, Thailand and Bali, and continues to spread its wings across the world. Thousands of families place their trust and confidence in the Absolute World Group. With 6 eclectic resorts split across the paradise of Phuket and Koh Samui, Absolute World Group offers soft luxury infused with the exotic charm of the East, yet with a Western contemporary style. These three, four and five stars resorts and hotels capture a vast range of lifestyles and holiday demands.

#### Q11: What is Hutchinson Trustees Limited and what does it do?

A11: Hutchinson Trustees Limited is a private company incorporated in England and Wales with company number 03195365 and having its registered office at 5 Priory Court, Tuscam Way, Camberley, Surrey GU15 3YX, England.

Hutchinson Trustees Limited as a dual role, it has been appointed to act as Secretary of Absolute Vacation Club Limited (see Q12) and as Trustee of the Scheme (see Q13),

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# Q12: What is Hutchinson Trustees Limited's role as Secretary of Absolute Vacation Club Limited?

A12 First of all, the Secretary countersigns all Membership Certificates and Certificates of Debentures and maintain the records of Memberships and Debentures issued.

As Secretary of Absolute Vacation Club Limited, the Trustee has the ultimate role of protecting the Members rights and interests in the case of an extraordinary event which would cause the Founder Member not to be able to comply with its obligation of diligently manage Absolute Vacation Club Limited. Such events are listed in Article 16.c of the Articles of Association of Absolute Vacation Club Limited as follows: *"In the event that the Founder Member ... would become bankrupt, or be dissolved, or be put into liquidation or receivership, or be otherwise unable to comply with its obligations as Founder Member under the Articles, or in the opinion of the Secretary would not comply with such obligations, or in the event that the Management Company resigning and the Vacation Club Company failing to appoint a replacement Management Company within three months from the date of resignation of the previous Management Company".* 

If these extraordinary events happen, the Directors of Absolute Vacation Club Limited, or by default the Trustee shall call an Extraordinary Meeting of all Members of Absolute Vacation Club Limited. At such meeting, the members shall shall appoint new Directors of Absolute Vacation Club, take the control of Absolute Vacation Club and adopt any further resolutions which they would deem necessary for the interests of the Company and of the Members. Please refer to Article 16 of the Articles of Associations for further details.

# Q13: What is Hutchinson Trustees Limited's role as Trustee of the scheme?

A13: The essence of the trust system is that there is a legal separation between the developer and the assets of the Club (freehold or leasehold property or other rights). The assets of the Club are vested into a company administered by the independent Trustee, which does not trade, and holds the assets on trust to protect the legal rights of occupation for the members.

The basic principles of how the trust system works and protects the legal interest of the members are as follows:

When Absolute Vacation Club Limited acquires assets, it transfers control over such asses to companies set up and administered by the trustee and under the trustee's control. This "Owning" company is registered in the United Kingdom and the trustee holds the shares in trust for the benefit of Absolute Vacation Club Limited. The Owning Company set up by the trustee is never allowed to trade and can therefore never fall into financial difficulties, nor can the property be sold or mortgaged without the trustee's prior knowledge and consent. Hutchinson Trustees Limited and related companies have well over 120 "owning" companies under their control, holding the occupancy rights to properties in all parts of the world, and the value of the properties held runs into many millions of dollars.

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After receipt of the balance of the Purchase Price, the Absolute World Group shall register the Purchaser with the Trustee as a Member; and cause to be issued a Membership Certificate, which shall entitle the Member to occupancy rights each year as contemplated in the Purchase Agreement. The trustee maintains an ownership database of each resort and club and by this means is able to check that no double sales takes place.

By adopting the "owning company" principle the trustee is able to protect the legal rights of occupancy of the vacation club holders for the total period of the club. This trust system would continue despite changes in the ownership or management of the resorts, or even the closure of the developer or the trust company.

The principle of "trust" has been recognized under British Law for many centuries. A trust under British Law creates a legal obligation for the trustee to hold property over which it has control for the benefit of others. The principles of trust have spread to many parts of the world. The structure involves various companies (developer, management company, trustee, owning company), which may look complicated at first view. However, each of the different companies is in the structure for a very specific reason and the system is well tried and tested. In a word, we would sum up the reason for the complicated structure as "protection". This means protection for the purchase / member, the developer, the manager of the property and the marketer of the vacation club product.

The Absolute World Group first appointed the predecessor in business of Hutchinson Trustees Limited as trustee in1998. Since this date, both companies have grown beyond all recognition and we are truly delighted to still have an excellent working relationship.

Absolute Vacation Club Limited is the most recent of the vacation club schemes developed by the Absolute World Group. It is constituted as per, and governed by, the Project Documentation, consisting of the Memorandum and Articles of Association of Absolute Vacation Club Limited, the Operational Procedures for each type of membership, the management Agreement and the Deed of Trust, the Absolute Destinations Rules, the standard membership Certificate and Certificate of Debentures, established on 31<sup>st</sup> July 2015 between the Absolute World Group and the Trustee (and all amendments of such documents since this date, when applicable).

The rights are personal rights. The scheme will continue until the Termination Date using assets held in accordance with the Deed of Trust and subject to provisions contained in the Project Documentation.

# Q14: Can we sell, transfer bequeath or let our Absolute Destinations membership/week(s)?

A14: Members may sell, transfer or bequeath their membership. They may also make a booking of accommodation using their week(s) and allow someone else (non-members included) to use that booking by purchasing a guest certificate. They may charge their guests whatever fee they wish.

# Q15: What is the length of time of Absolute Destinations?

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A15: The scheme terminates on the 31<sup>st</sup> December of the year indicated in the Ownership Certificate as "Last year of Occupation", or on the 31<sup>st</sup> December 2049, whichever is the sooner. It can however be extended if the Members so decide subject to Article 33 of the Articles of Association.

## Q16: How are the Annual Management charges arrived at?

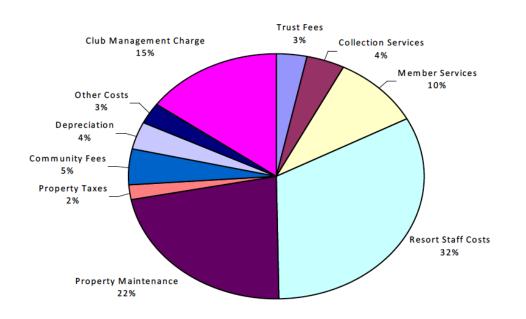
A16: The management charge fund covers every aspect of membership, from the cost arising from the staffing and maintenance of the resorts (including reception, catering, leisure facilities, gardens and grounds, housekeeping, and apartments) and the reservations department to the Member Service department, which exists to deal with members' concerns and queries. The Annual Management Charges are calculated by adding up all of these costs, including the costs arising from the maintenance at underlying resorts and dividing the total amongst members.

Absolute Vacation Club Limited is a multi-resort facility scheme, which secures occupancy rights for its members at various resorts which are either owned and/or managed by the Absolute World Group or where the Absolute World Group has secured occupancy rights in 3rd Party resorts. Therefore, the Annual Management Charges include the cost of securing these occupancy rights plus the cost of servicing the Club itself.

In order to illustrate please see below a table, which provides an example of how your Annual Management Charges are allocated:

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# Maintenance Fee Breakdown

Absolute World Group endeavours to keep increases to no more than a weighted average of the rates of inflation in the countries in which the Resorts are situated.

More specific information about the management charges can be found in the Project Documentation, which govern the running of the scheme, a copy of which can be sent to you on request by contacting our Member support, by email at: <a href="mailto:membersupport@absolute-destinations.com">membersupport@absolute-destinations.com</a>

# Q17: When do I need to pay Annual Management Charge and how can I pay?

A17: Before you can use your entitlement week(s), your Annual Management Charge must be paid in full. You should pay the Annual Management Charge for the following year by the 1st October, or within one month of the invoice whichever is the later due date. Full payment details are included on the invoice that would be sent to you. Payment options would include paying by bank transfer or credit card.

#### Q18: Is the Absolute World Group member of industry organisations?

A18: Absolute World Group is a Member of:

- The American Resort Development Association (ARDA)
- The Resort Development Organization (RDO) The official European trade association for vacation club companies in Europe, North Africa and the Middle East

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• The Thai Vacation Ownership Association (TVOA), which is the official trade association for vacation club companies in Thailand.

As a member of these industry organizations, the Absolute World Group is committed to high service standards and integrity.

The Absolute World group has signed the Code of Ethics / Codes of Conducts of these organizations. Such documents can be found on the organizations web sites: <a href="http://www.arda.org">www.arda.org</a>, <a href="http://www.arda.org"/www.arda.org</a>, <a href="http:/

# Q19: What is the Absolute Vacation Club Limited Membership Certificate?

A19: The Absolute Vacation Club Limited Membership Certificate is the official certificate and proof of your membership. This will be sent to you once you have paid in full and will include your name and address and specify the details of membersjip such as: type of membership, season, number of weekly periods, vacation unit size, maximum occupancy, first year of occupancy and last year of occupancy.

## Q20: When can I expect to receive my Absolute Vacation Club Limited Membership Certificate?

A20: Upon making the final payment of your membership, the process of issuing Absolute Vacation Club Limited Membership Certificate is started. It will be issued to you within 180 days.

If you have not received your Absolute Vacation Club Limited Membership Certificate within a 2 month period of balance payment, then please contact the Absolute Contracts Department (your Absolute Contract Officer), quoting your name and your Purchase Agreement number as well as the date the agreement was signed, whom will check and inform you about the status of issuing you Absolute Destinations Ownership Certificate.

# Q21: Can I book a vacation before the Absolute Vacation Club Limited Membership Certificate is received?

A21: Yes, you can use benefits of being member of Absolute Destinations from the date you completed your purchase. Please, contact our Member Service department and go ahead with booking of your vacations.

#### Q22: What should I do if I lose my Absolute Vacation Club Limited Membership Certificate?

A22: Your Absolute Vacation Club Limited Membership Certificate is a legal document. If you should lose it, you should notify the Trustee (Hutchinson Trustees Limited) and our Member Service department in writing as soon as possible.

If you require a duplicate certificate to be issued, please contact the Trustee requesting an indemnity form, quoting your full name and address. Completed an indemnity form should be sent to Trustee direct. There

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will be a payment for re-issuing, so please keep your Absolute Vacation Club Limited Membership Certificate safe.

## Q23: Can I book flights with Absolute Destinations?

A23: No, this service is not available.

## Q24: What should I do if I change address?

A24: You should notify our Member Service department, and the Trustee, in writing as soon as possible. Your membership can only remain totally protected if Absolute World Group and the Trustee have the most up-to-date address to which your Annual Management Charge invoice will be sent. Invoices sent to the wrong address, resulting in non-payment, could cause suspension and ultimately cancellation of your membership. You may request a new Absolute Vacation Club Limited Membership reflecting your new address although there will be a fee payable for the administration and postage etc. at that time.

## Q25: What should I do in event of death / divorce / marriage?

A25: You should notify our Member Service department and the Trustee in writing, as soon as possible and enclose with the correspondence a copy of the appropriate certification. If a new Absolute Vacation Club Limited Membership is required it can be issued at a small administration fee and posted back promptly.

#### Q26: What is the Absolute Friends referral programme?

A26: As an Absolute Destinations member you have the right to extend an invitation to close friends, family and colleagues to enjoy one week's accommodation at an Absolute resort. With every qualified referral who books with us you will earn fantastic Destinations credit towards

your next Absolute Destinations holiday, and if your friends go on and become Absolute Destinations members you will earn additional credit. Please refer to the Absolute Friends leaflet for further details.

Should you have any further questions, a member of our Member Service department will be available by calling one of the local rate numbers below for your convenience.

THIS DOCUMENT HAS BEEN REVIEWED FOR THE LAST TIME ON 1<sup>ST</sup> SEPTEMBER 2015. THE INFORMATION CONTAINED HEREIN IS CORRECT ON THE DAY YOU BECOME A MEMBER. THE INFORMATION MAY BE AMENDED IN THE FUTURE. PLEASE CHECK THE WEBSITE <u>WWW.ABSOLUTE-DESTINATIONS.COM</u> FOR AN UPDATED VERSION OF THIS DOCUMENT AT ANY TIME.

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