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LUXURY LIFESTYLE & WELLNESS RESORT

**OWNERSHIP AT CAPE PAKARANG  
PURCHASE YOUR PIECE OF PARADISE**

FREQUENTLY ASKED QUESTIONS

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## **1. About the development**

### **FAQ 1.1 - What is Cape Pakarang Luxury Lifestyle & Wellness Resort?**

Cape Pakarang Luxury Lifestyle & Wellness Resort is located in one of Khao Lak's most unique locations. This 6-star boutique resort focuses on lifestyle and wellness in a natural, active, fun and unpretentious setting.

Situated on a cape, Cape Pakarang Luxury Lifestyle & Wellness Resort is set on 4 rai (approximately 6'000 m<sup>2</sup>) prime beach front land and provides 270 degree uninterrupted views over the Andaman Sea. This private and secluded resort has direct beach access to both sunrise and sunset idyllic viewpoints.

Cape Pakarang Luxury Lifestyle & Wellness Resort comprises of 5 exclusive villas and 18 exclusive suites, which are all part of the managed rental program. All owners will be able to enjoy a wide & full range of resort facilities and amenities.

### **FAQ 1.2 - Where is Cape Pakarang Luxury Lifestyle & Wellness Resort located?**

Cape Pakarang Luxury Lifestyle & Wellness Resort is located on a unique cape in Khao Lak, Phang Nga Province, called Laem Pakarang. (Laem = Cape, Parakang = Coral).

The location (being on a peninsula) offers a natural and private setting surrounded by the intriguing sea life on the beaches connected to the land. The cape is set in between the Pak Weep Bay & Khuk Khak Bay with the finest beaches in Khao Lak and guaranteeing 270-degree sea view.

Khao Lak is easily accessible by car from Phuket Airport (approximately 60 minutes) and is home to various other high-end hotels (such as Ramada, Pullman, Marriot, The Sarojin and Casa de la Flora). With proximity to various excursions Khao Lak is considered the ultimate holiday location.

Cape Pakarang Luxury Lifestyle & Wellness Resort is less than 10 minutes away of the center of Khao Lak (Bang Niang) with shops, restaurants and entertainment.

### **FAQ 1.3 - What is the master plan of Cape Pakarang Luxury Lifestyle & Wellness Resort?**

The master plan comprises of the following buildings (see Attachment 1):

- Clubhouse with infinity pool, bar, restaurant, lobby and multi-purpose activity room
- Secluded and exclusive Spa and Wellness
- 14 low-rise 2 story villas comprising of 5 pool villas and 18 suites
  - 5 pool villas (4 sea view, 1 garden view)

These villas are occupying the most prime positions on the land,

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offering impressive panoramic ocean views of the Andaman Sea. Set-out over two floors, each villa features a spacious bedroom with open bathroom (with bath tub) at the upper floor and an open space living room with private garden, plunge pool and sundeck at the ground floor.

- 9 pool suites (4 sea view, 5 garden view)

Each of the pool suites is beautifully located on the ground floor of a 2 story villa (4 with sea view, 5 with garden view).

Each pool suite has a natural and open space living area with private garden, sundeck and plunge pool, and a luxurious bedroom with open bathroom.

- 9 suites (4 sea view, 5 garden view)

Each suite is beautifully located at the upper floor of a 2 story villa (4 with sea view, 5 with garden view).

Each upper floor suite has a natural and open space living area with spacious terrace and panoramic views to maximize the indoor-outdoor living experience. Also the upper floor suits have a luxurious bedroom with open bath room.

2 pool villas, 4 pool suites and 4 suites are for sale to external investors.

### **FAQ 1.4 - What is the mission of Cape Pakarang Luxury Lifestyle & Wellness Resort?**

Our mission is to offer guests a fun experience.

Our mission is to make every guests feel reborn and re-energized in mind, body and spirit.

We live to be forever young.

### **FAQ 1.5 - What are the facilities & services at Cape Pakarang Luxury Lifestyle & Wellness Resort?**

Villa owners will enjoy the use of Cape Pakarang Luxury Lifestyle & Wellness Resort facilities.

Below is the full list of facilities and services.

- Infinity outdoor pool and sun deck located on 2<sup>nd</sup> floor of the Clubhouse with amazing infinity views overlooking the Andaman Sea
- Exclusive Spa area with specialized wellness treatments, 8 hydrothermal therapies and tropical discovery garden
- Beach access to both sunrise and sunset idyllic viewpoints equipped with sun decks, showers and hammocks
- Gym and Fitness Center
- Beach & Pool Bar with sunset views
- Restaurant with specialized health and organic food: RAW food, fresh seafood and Thai tapas
- Use of bike & scooter
- Lobby with chill out area
- Meeting/Idea/function room offering flexible configuration
- Library with specialized lifestyle, wellness & health books
- Lifestyle activities & workshops
- Tour desk

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- Visitor Parking
- 24hr security guards & CCTV
- Daily maid service and monthly engineering maintenance
- In-house Rental and Management Office onsite
- 24-hour front office & concierge
- Early check-in & late check-out lounge

### **FAQ 1.6 - What kind of activities are available through Cape Pakarang Luxury Lifestyle & Wellness Resort?**

Cape Pakarang Luxury Lifestyle & Wellness Resort offers a wide variety of activities:

#### 1/ In-house Activities

- Yoga
- Meditation
- Fitness
- Jogging & biking
- Gym
- Thai boxing
- Water activities
- Morning wake up sessions
- Outdoor cinema
- Candle light dining

#### 2/ Relax Discoveries

- Waterfall excursion
- Sunset Cruise
- Star & Moon watching
- Gourmet Picnic
- Fishing

#### 3/ Active Discoveries

- Snorkeling
- Dive Exploration
- Cape & Island Excursions
- Guided Nature walk
- Surf
- Horse riding
- Golf

### **FAQ 1.7 - What other leisure is available near Cape Pakarang Luxury Lifestyle & Wellness Resort?**

#### 1/ A travel time of less than 10 minutes for leisure such as:

- Waterfalls
- Mangroves
- Bamboo rafting
- Golf courses
- Canoe
- Thai boxing

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- Mountain biking nature trails
- Horse riding

### 2/ A travel time of 15 minutes to the pier for boat trips to famous:

- Similan Islands - listed as one of the ten best Dive sites on earth
- Phang Nga Bay and the James Bond Island - a Unesco World Heritage bay with huge karst formations, mangrove forests and caves.

### 3/ A travel time of around 60 minutes to other famous sites:

- Khao Sok National Parks
- Ratchaprapa Lake
- Tachai Island
- Ko Surin
- Phuket Island

From Phuket it is only an hour flight to Bangkok with frequent direct flights to countries such as Hong Kong, Singapore, Malaysia, Japan, Australia and charter flights from Europe, Russia, China, Korea and Middle East.

### **FAQ 1.8 - Who is the team behind Cape Pakarang Luxury Lifestyle & Wellness Resort?**

#### 1/ FOUNDER

##### **Zofie Feytons**

Zofie is the creative brain of the team with photography and video expertise in both commercial and TV environment.

Zofie is the Owner of Studio BZ Limited, corporate movie & photography Company and works freelance as TV Director for Chinese and Belgian Media Companies

Zofie is also a passionate food freak with love for healthy and responsible kitchen. Therefore she achieved a Certificate in Plant-Based Nutrition at the T. Colin Campbell Center for Nutrition Studies (Completed June, 2015, Cornell University)

Zofie and her husband lived, worked and travelled for over 10 years in Asia, which gives her a hands-on experience in managing and working with Asian teams.

The passionate owner will work with a team of hospitality professionals recruited from the finest hotels in the region. Everything is taken care of in-house including the estate & rental management, restaurant and spa.

In order to combine Asian hospitality excellence with Western business precision the team is supported by an extensive team of consultants & advisors.

#### 2/ CONSULTANTS

##### **Gonzalo Maceda**

Vice President Business Development Melia Hotels Company

Melia is one of the largest hotel companies in the world, with 7 famous brands and, 350+ hotels in 35 countries

<http://www.meliahotelsinternational.com>

**Klaus R. Rauter**

CEO and Managing Director of 'mai-bs'

Mai-BS is a Hotel Management Company with clients in Thailand, Bangladesh and Myanmar

<http://mai-bs.com>

3/ ADVISORS

**Claire Bostock**

Executive Director Absolute Sanctuary Samui Island

Luxurious 38 rooms Detox & Yoga Resort

<http://www.absolutesanctuary.com>

**Julie Van den Kerchove**

Raw food chef and writer

Graduated from the renowned *Living Light Culinary Institute* in California

<http://www.julieslifestyle.com>

**Griet Van Brabant**

Sous Chef Aman luxurious resort

<https://www.aman.com>

**Matthew Kenney**

Plant-based cuisine

Bringing together culinary art & ultimate nutrition

<http://matthewkenneycuisine.com>

**Eim Juntima Maharakaga**

Owner & Manager The Milestone Travel in Khao Lak

Consultant locally connected

Hotel & construction experience in Thailand

<http://www.allaboutkhaolak.com>

4/ ARCHITECTS & INTERIOR DESIGN

**Wendy Saunders**

**Vincent De Graaf**

Principals AIM Headquarters in Shanghai

Spa – Resort – Restaurant – Office – Stores - Art and Residential projects in Asia

<http://www.aim-architecture.com>

5/ LEGAL ADVISOR

**Wichien Harnpraween**

Director Wissen & Co Ltd. Lawyers

The firm is broad-based commercial and business practice acting primarily for multinational corporations conducting operations in Thailand.

<http://www.wissenandco.com>

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### FAQ 1.9 - When is construction due to start and complete?

Construction of the show villa will start in April 2016 and is expected to complete in October 2016. The construction of the complete resort will commence by December 2016 and is expected to be completed by September 2017.

### FAQ 1.10 - What are the types of furniture, fixtures and fittings? Is there a furniture package available?

All villas will be fully furnished to international standards in a modern tropical style. Design and development is done by AIM Architecture. The fully furnished package includes local high-end natural materials and fittings as well as custom-made pieces specifically designed for Cape Pakarang Luxury Lifestyle & Wellness Resort.

The furniture package is included in the selling price.

### FAQ 1.11 - Is customizing of the villas and suites allowed?

Modification of the villas and suites will not be allowed since it is important to maintain consistency in the design in order to sustain the premium quality of the villas and ensure maximized rental yields.

### FAQ 1.12- What is the cost price of the villas and suites?

2 pool villas, 4 pool suites and 4 suites are for sale to external investors.

The pricing of the villas is based on the quality of the ocean view and the size of each individual villa. Your interior design package and appliances are included in the price. The sunsets and sunrises are free.

Selling price of the villas and suites is listed below:

Villa number	Villa view	Villa Type	Floor level	SQM key	Sales Price
1	Ocean	Pool Suite	Ground	81.39	7,000,000
1	Ocean	Suite	Upper	71.98	6,500,000
2	Ocean	Pool Suite	Ground	81.39	7,000,000
2	Ocean	Suite	Upper	71.98	6,500,000
3	Ocean	Pool Suite	Ground	81.39	7,000,000
3	Ocean	Suite	Upper	71.98	6,500,000
4	Ocean	Pool Villa	Ground + Upper	146.47	12,000,000
5	Ocean	Pool Villa	Ground + Upper	146.47	12,000,000
6	Ocean	Pool Suite	Ground	81.39	SOLD
6	Ocean	Suite	Upper	71.98	SOLD

#### Notes:

- All prices above are in Thai Bath
- All prices above are excluding taxes and costs related to the purchase (see section 2 of FAQ)
- All prices are related to this version to the document and might be subject to change



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### FAQ 1.13 - What are the payment terms?

The term of payment is as follows:

Step 1	Reservation Deposit	1%
Step 2	Signing agreement	24%
Step 3	Upon completion all structural works	35%
Step 4	Upon completion architectural works and hand-over	35%
Step 5	Upon completion warrantee period (1 year after step 4)	5%

Notes:

- The reservation deposit is non-refundable
- Warrantee period payment will be deducted from the first year benefits

### FAQ 1.14 - What is the warranty period offered?

A one year warranty is offered on each villa and suite.

## 2. Legal

### FAQ 2.1 - How can a foreigner own property in Thailand?

Under the current laws of Thailand, foreign ownership of land is restricted. The Land Code of Thailand generally prohibits the ownership of land by foreigners; this applies to both individuals and legal entities. However, there are different secured ownership structures that allow a foreigner to control or own real estate in Thailand.

### FAQ 2.2 - What is the ownership structure at Cape Pakarang Luxury Lifestyle & Wellness Resort?

Each villa and suite is an integral part of Cape Pakarang Luxury Lifestyle & Wellness Resort.

Buyers will have control of the property in the following way:

- Freehold ownership of their villa/suite and FF&E
- Leasehold right to the Project Land where villa/suite and common property is located. Buyers will enter into a direct lease with the landlord (Krull's Co. Ltd., the legal company behind Cape Pakarang Luxury Lifestyle & Wellness Resort) for a period of 30 years with two times extension rights to a total of 90 years, the maximum lease term permitted under current Thai law.

### FAQ 2.3 - What are the taxes and costs associated with the purchase of a villa or suite?

The costs & taxes associated with the purchase are outlined below:

- a) Leasehold Registration (Land):  
Lease registration fee (1%)\* and Stamp Duty (0.1%)\* of the total price apportioned to the land. This is payable in full by the buyer to the Land Department upon registration of the lease.
- b) Leasehold Registration (villa/suite Rental):  
Lease registration fee (1%)\* and Stamp Duty (0.1%)\* of assessable rental value of the property for the whole period of lease (equivalent to the initial term of the rental agreement). This is payable in full by the buyer to the Land Department upon registration of the lease.
- c) Freehold Registration (villa/suite):  
Registration fee of 2%\* of the appraisal price of the property. The appraisal price is calculated relative to the government's tax assessment value which is generally well below market value. This is split 50/50 between the buyer and the developer and is payable to the Land Department upon transfer and registration of the villa or suite.
- d) Legal Fees:  
Fee payable to the buyers' legal representative to conduct due diligence and contract review. The fee ranges between law firms. Krull's Co., Ltd. is able to recommend lawyers who are familiar with the leasehold ownership structure in Thailand.

\* Certain applicable tax rates rely upon the relevant Thai tax laws at the date of issue of this

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FAQ. Changes in law or circumstances may occur after the issue date

## **FAQ 2.4 - Are there other ongoing taxes and expenses?**

a) Common Area Management Fee (Outlined in Section 4. Property Management)

b) FF&E (Outlined in Section 4. Property Management)

c) Taxes on rental income:

If rental income is paid to a non-resident of Thailand, the income is subject to a withholding tax at the rate of 15%. Under the Thai Revenue Code, a person residing in Thailand for 180 days or more in one tax year is deemed to be a resident of Thailand, in which case they are subject to a withholding tax rate of 5% and annual filing for income tax returns

*\* Certain applicable tax rates rely upon the relevant Thai tax laws at the date of issue of this FAQ. Changes in law or circumstances may occur after the issue date*

## **FAQ 2.5 - Is leasehold secure?**

Leasehold is the preferred method of ownership for foreign investors. Once the lease is registered at the Land Department, the right of use to the land and common areas will be vested with the buyers. Individual buyers will enter into a direct lease with the landlord, Krull's Co., Ltd. (Krull's Co., Ltd is the company behind Cape Pakarang Lifestyle and Wellness Resort)

## **FAQ 2.6 - When will the lease registration and transfer take place?**

Upon practical completion of the project, the developer will notify buyers of any required documents and fees that will be incurred upon the registration. The land lease registration and transfer of the villa/suite shall take place within 90 days of the completion and upon full payment (excluding warrantee payment) of the purchase price by the buyer.

### **3. Rental Program**

#### **FAQ 3.1 - Is there a rental program available?**

A rental program is available for the villas. It is mandatory to join the rental program whereby the villas and suites will be operated as a Luxury Lifestyle & Wellness resort and managed up to international standards. Owners will benefit from a 21-day complimentary usage per annum outside of the blackout dates in order to maximize rental returns.

#### **FAQ 3.2 - What level of rental return can I expect?**

- An 8% guaranteed yield is offered for all villas and suites during the first 3 years.
- Thereafter, owners will receive 35% of the actual pooled rental revenue which will be proportionately split to individual villa owners in accordance to their villa or suite areas.  
Average villa room rate and occupancy will be split according to pool villas and suites.

#### **FAQ 3.3 - What are the terms & conditions of my 21-day usage?**

The 21-day complimentary usage is subject to the following terms & conditions:

High Season (from 1 November to 19 December and 11 January to 31 April):  
A maximum of 7 days during the high season, with 60 days advance notice for their usage.

Low Season (from 1 May to 31 October):  
A 45 days advance notice for their usage.

Peak Season (from 20 December to 10 January): Black-out period

#### Villa/suite Availability:

In the event your own villa/suite is not available, the operator will use their best endeavor to allocate a similar villa/suite type for the owners' use during the requested stay dates.

#### Unused Days:

Owners will not be able to carry over any unused days to the next calendar year.

#### Additional Usage:

Should owners want to stay beyond their 21-day usage, a 10% discount from the Best Available Rate is applicable.

#### How will the rental income be paid?

Krull's Co., Ltd. will pay the income to a bank account in the currency of the owner's choice on an annual basis. Payments will be made net of any

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withholding tax which is currently 15% if the payments are made off-shore account and to a non-Thai resident and 5% if the payments are made locally to a Thai-resident.

Can I rent my villa out on my own?

No. All rentals must be conducted through the management of Cape Pakarang Luxury Lifestyle & Wellness Resort.

Can my friends use my owner`s entitlement?

Yes, subject to terms and conditions of the rental agreement entered into with the manager.

### **FAQ 3.4 - Are there any other benefits to residence owners?**

Owners will receive a membership to the Cape Pakarang Club and enjoy a 20% discount on spa treatments and 20% discount on their food bills.

## 4. Property Management

### FAQ 4.1 - Who will manage my property?

All 23 villas and suites will be managed by the management of Cape Pakarang Lifestyle & Wellness Resort.

### FAQ 4.2 - What are maintenance fees and expenses for the villas and suites?

The villas and public areas will be professionally managed by our team. A common area fee will be charged to all owners for maintenance and shared services provided in respect of public areas and common property based upon costs incurred.

#### 1/ FF&E Reserve Fund:

The FF&E reserve fund will be collected for the purpose of ensuring the villas and suites are maintained to the standard of an international hotel and for maximized rental opportunities. Regular maintenance, replacement and repairs of the furniture, appliances and equipment of villas and suites are required from time to time.

The FF&E reserve fund is collected as a percentage of the rental revenue as follows:

1 <sup>st</sup> to 3 <sup>rd</sup> year:	0%
4 <sup>th</sup> year onwards:	5% of the owners' rental revenue

#### Notes:

- FF&E will be paid at the beginning of each year at full and will be deducted from the cash benefits from previous year

#### 2/ Common Area Management Fee:

The Common Area Management fee (CAM fee) is 100 Thai Bath per SQM per month starting from the 4<sup>th</sup> year of the management (SQM is excluding garden, including pool)

Every year the CAM will increase with 5%.

#### Notes:

- The CAM Fee reserve fund is exempted from the 1st to 3rd year during the guaranteed yield period
- The CAM fee will be paid at the beginning of each year at full and will be deducted from the cash benefits from previous year
- SQM of each villa and suite can be found in FAQ 1.12

## 5. Why Buy?

### FAQ 5.1 - What are the key project features & selling point of Cape Pakarang Lifestyle & Wellness Resort?

Buying a villa at Cape Pakarang Lifestyle & Wellness Resort gives you the opportunity to participate into a unique lifestyle concept resort with safe investment return.

- Rental management with a 8% guaranteed yield for 3 years
- Unique natural location on a peninsula with 270 degree views over the Andaman Sea and direct beach access
- Secluded 6 star boutique resort offering privacy and natural surroundings
- Unique concept offering lifestyle and wellness in an active and unpretentious way
- Low density - only 14 exclusive villas with Clubhouse & Spa integrated within on 4 rai of tropical beach forest
- Full access to Cape Pakarang exclusive resort facilities & activities
- Designed and furnished by a international architecture company
- Round-the-clock services
- 30 degree temperatures all year round
- Beautiful sandy beaches
- Friendly Thai people with the famous Thai smile
- Easy access to wide variety of activities and to Khao Lak city center
- Phuket Airport is only approximately 1 hour away from the resort

## 6. Attachments

### Attachment 1 - Master Plan

Villa number	Villa view	Villa Type	Floor level	SQM key	Sales Price
1	Ocean	Pool Suite	Ground	81.39	7,000,000
1	Ocean	Suite	Upper	71.98	6,500,000
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5	Ocean	Pool Villa	Ground + Upper	146.47	12,000,000
6	Ocean	Pool Suite	Ground	81.39	SOLD
6	Ocean	Suite	Upper	71.98	SOLD
7	Ocean	Pool Villa	Ground + Upper	146.47	NOT FOR SALE
8	Ocean	Pool Villa	Ground + Upper	146.47	NOT FOR SALE
9	Garden	Pool Villa	Ground + Upper	146.47	NOT FOR SALE
10	Garden	Pool Suite	Ground	81.39	NOT FOR SALE
10	Garden	Suite	Upper	71.98	NOT FOR SALE
11	Garden	Pool Suite	Ground	81.39	NOT FOR SALE
11	Garden	Suite	Upper	71.98	NOT FOR SALE
12	Garden	Pool Suite	Ground	81.39	NOT FOR SALE
12	Garden	Suite	Upper	71.98	NOT FOR SALE
13	Garden	Pool Suite	Ground	81.39	NOT FOR SALE
13	Garden	Suite	Upper	71.98	NOT FOR SALE
14	Garden	Pool Suite	Ground	81.39	NOT FOR SALE
14	Garden	Suite	Upper	71.98	NOT FOR SALE

