

OUTLOOK



BANYAN TREE



Section 3

2ND HALF OUTLOOK

- 1st Half results **in line with our expectations**
- outlook for **2nd half broadly positive**
- general tourism environment remains favourable
- some uncertainties from slower global economic growth, and
- costlier air ticket



2ND HALF OUTLOOK

Hotel Investment

- Full recovery from 2004 tsunami
- 2006 peak season should return to or even exceed pre-tsunami level



2ND HALF OUTLOOK

Hotel Investment (cont'd)

- demand rebounding from expected downturn due to Fifa World Cup
- rebound slightly less than expected, but no cause for concern



2ND HALF OUTLOOK

Hotel Investment (cont'd)

- continuing absence of direct flights from Japan and Hong Kong to Phuket
 - may place capacity constraint on growth
- decision to close Velavaru resort in Maldives in 2Q06 to hasten renovation
 - reopen in 4Q06, instead of 2Q07
 - reduce resort's income in 2Q and 3Q06
 - but increase income in 4Q06 and 1Q07



2ND HALF OUTLOOK

Property Sales

- Property sales remain positive in Phuket
- Unbranded units continue to sell steadily
- New Products (e.g. Dusit Residences) introduced
→ good response but revenue recognition mostly in following year



2ND HALF OUTLOOK

Property Sales

- New Ultra luxurious Double Pool Villa under Banyan Tree brand
 - well received
 - should continue to sell well though mainly in 4Q06



2ND HALF OUTLOOK

Property Sales

- unclear whether we can start selling Lijiang units in 2H06
- new government restrictions on sale of properties in China
- conversion of office floor to hotel and residential floor in BT BKK to 4Q06 instead of 3Q06
 - will improve hotel occupancies
 - but defer property sales income to 07
- Property sales in Banyan Tree Seychelles will commence this years
 - revenue recognition in 07
- **Impact of above points on BTH's expected income this year, not significant**



2ND HALF OUTLOOK

Management and Design Services

- Outlook positive
- Growing pipeline of projects
- contributing to hotel and spa management fees, and design fees
- need to hire more staff to support rapid growth
 - temporary increase pressure on profit margin



2ND HALF OUTLOOK

Business Development

- outlook for securing new projects remains positive
- a number of projects in advanced stage of negotiation



2ND HALF OUTLOOK

Hotel Developments Timetable

- Development of hotel projects are on track
- No revision in target opening dates, except for Angsana Velavaru, now brought forward to 4Q06



NEW PROJECTS



Banyan Tree Resort and Spa

Karnataka, Chikmagalur, India (2008)

25 keys

Kerala, India (2009)

100 keys

15% equity



Angsana Resort & Spa

Karnataka, Chikmagalur, India (2008)

50 keys



Angsana Spa

Bunratty Castle Hotel, Ireland (2006)

5 treatment rooms

Sofitel Fizi Tianmu Lake, Jiangsu, PRC (2007)

15 treatment rooms

Gold Coast, Australia (2007)

17 treatment rooms

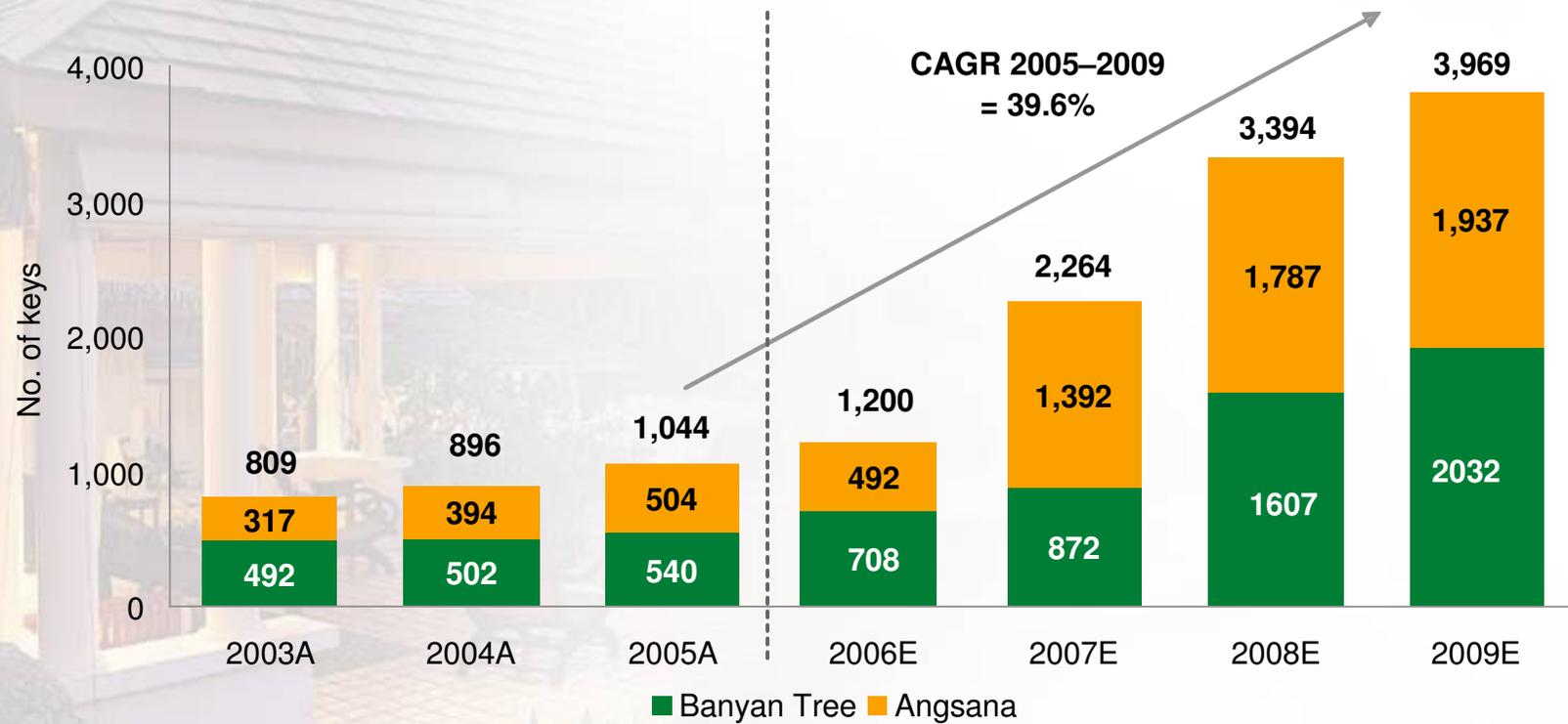
Gurgaon, India (2008)

15 treatment rooms



STRONG GROWTH PIPELINE

Total no. of keys—Banyan Tree and Angsana resorts/hotels¹



Note:

1. Based on contracts that are already signed



STRONG PIPELINE OF RESORTS / HOTELS

No. of keys % equity interest Equity amount (\$m)

2006	 Bahrain	78	0%	0
	 Velavaru, Maldives	79	77.4%	12
2007	 Hainan, PRC	114	0%	0
	 Ras Al Khaimah, UAE	50	15.0%	5
	 Dubai, UAE	900	0%	0
2008	 Barbados, West Indies	50	0%	0
	 Koh Samui, Thailand	100	0%	0
	 Marine Reserves and Spa Al Gurm, UAE	150	0%	0
	 Marrakech, Morocco	50	0%	0
	 Mayakoba, Mexico	100	20.0%	10
	 Punta Diamante, Mexico	60	15.0%	5
	 Pilos Greece	135	0%	0
	 Ungasan, Bali	73	0%	0
	 Abu Dhabi	150	0%	0
	 Adelphi, London	68	0%	0
	 Phuket, Thailand	150	51.8%	24
	 Swanee, Sri Lanka	70	79.9%	7
	 Tepi Kahyangan, Bali	57	0%	0
	 Karnataka, India	50	0%	0
 Karnataka, India	25	0%	0	
2009	 Velavaru, Maldives	20	77.4%	15
	 Chiang Mai, Thailand	40	66.2%	10
	 Esplanade, Dubai	220	0%	0
	 Kerala, India	100	15%	6



STRONG PIPELINE OF SPAS

2006

-  Bahrain
-  Bavaria Executive Suites, UAE
-  Crescat City Colombo, Sri Lanka
-  El Gouna Golf Club, Egypt
-  Emirates Hill, UAE
-  Velavaru, Maldives
-  Bunratty, Ireland

2007

-  Hainan, PRC
-  Kuwait
-  Ras Al Khaimah, UAE
-  Bentota Beach, Sri Lanka
-  Dubai, UAE
-  Shinkobe Oriental, Japan
-  Shanghai Hongqiao, PRC
-  Jiangu, PRC
-  Gold Coast, Australia

2008

-  Barbados, West Indies
-  Koh Samui, Thailand
-  Marine Reserves and Spa Al Gurm, UAE
-  Marrakech, Morocco
-  Mayakoba, Mexico
-  Pilos, Greece
-  Punta Diamante, Mexico
-  Ungasan, Bali
-  Karnataka, India
-  Adelphi, London
-  Phuket Thailand
-  Swanee, Sri Lanka
-  Tepi Kahyangan, Bali
-  Gurgaon, India
-  Karnataka, India

2009

-  Velavaru, Maldives
-  Chiang Mai, Thailand
-  Esplanade, Dubai
-  Angsana Spa, Abu Dhabi
-  Kerala India

TOTAL

7

9

15

5

5

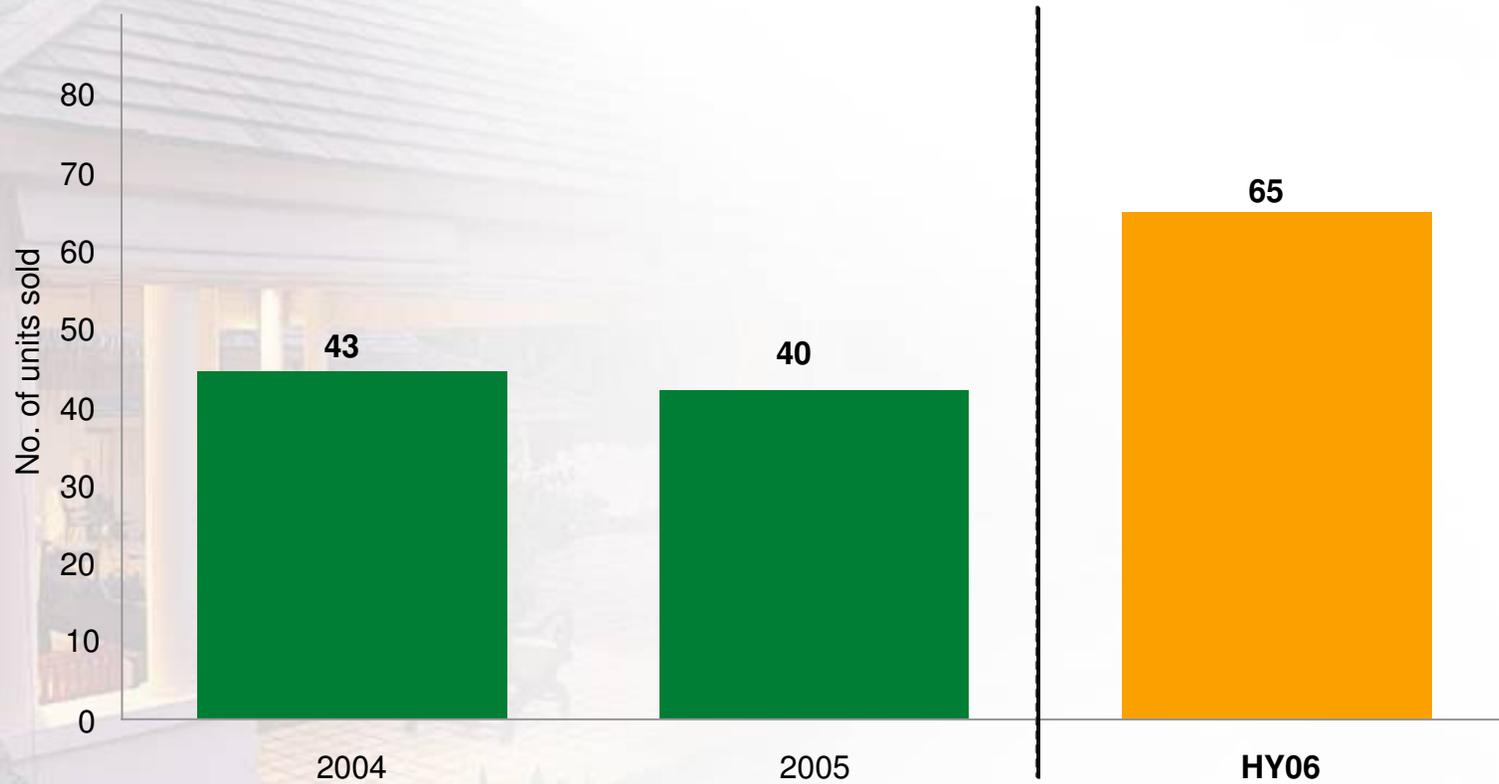


HOTELS / RESORTS WITH PROPERTY SALES

	Equity interest	Management fees	Royalty fees on sale	Property sales income
 Abu Dhabi	-	√	-	-
 Bangkok	51.8%	√	-	√
 Bintan	-	√	-	√
 Barbados	-	√	-	-
 Chiang Mai	66.2%	√	-	√
 Lijiang	66.3%	√	-	√
 Mayakoba, Cancun	20.0%	√	√	√
 Marrakech	-	√	-	-
 Phuket	51.8%	√	-	√
 Pilos, Greece	-	√	-	-
 Punta Diamante, Acapulco	15.0%	√	√	√
 Seychelles	30.0%	√	-	√
 Ungasan, Bali	-	√	-	-
 Phuket	51.8%	√	-	√
 Tepi Kahyangan, Bali	-	√	√	-



STRONG PROPERTY DEMAND IN PHUKET



MISSION STATEMENT

“ We want to build a globally recognised brand which by inspiring exceptional experiences among our guests, instilling pride and integrity in our associates and enhancing both the physical and human environment in which we operate, will deliver attractive returns to our shareholders. ”

