

claire brown

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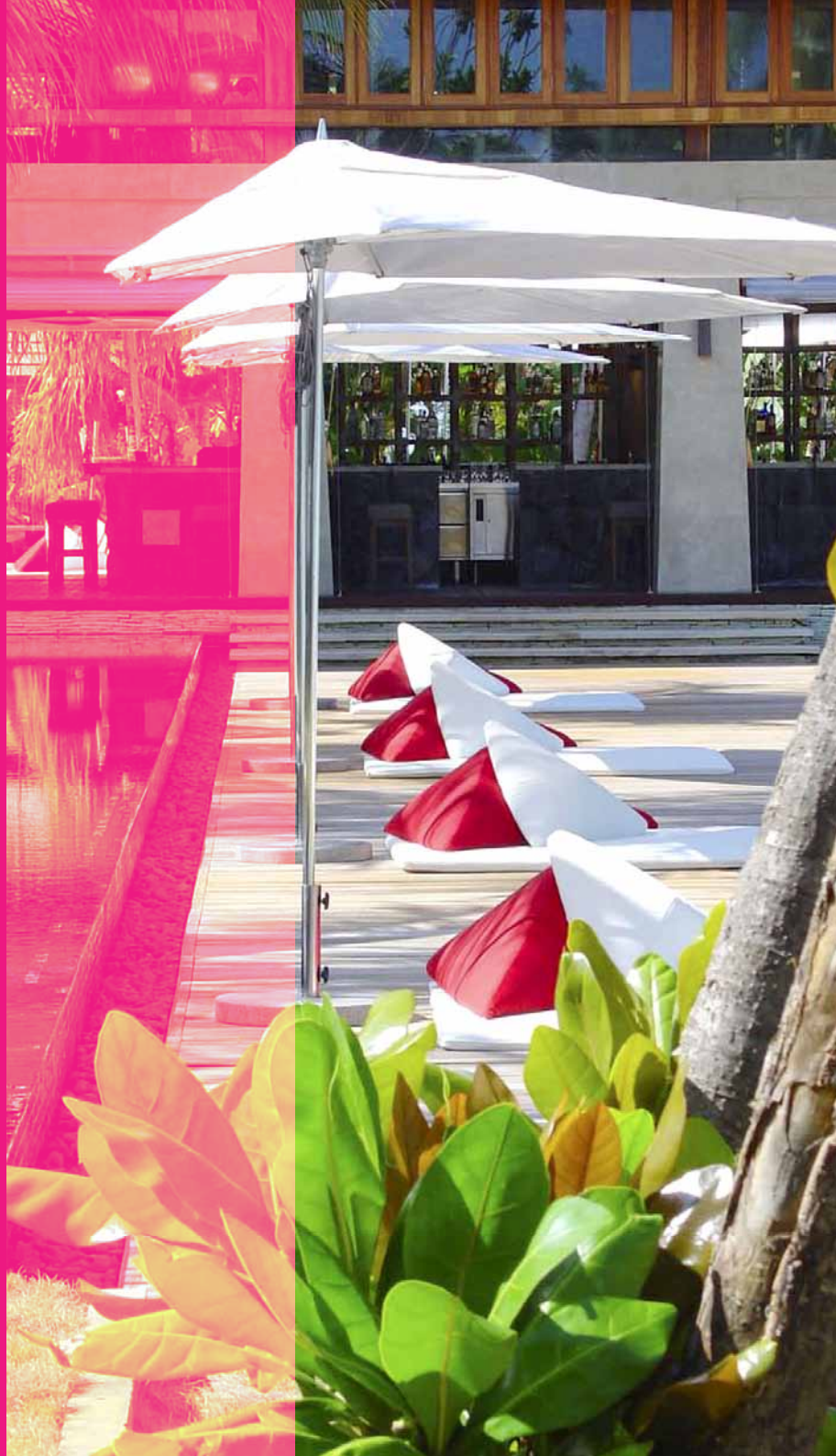


company overview

Claire Brown Realty was formed in 2004 and has since become a leading South East Asian real estate investment company, with a reputation for; sourcing compelling investment opportunities; delivering candid, unbiased market information to prospective clients; conducting exhaustive due diligence on new developments and having an unparalleled level of local knowledge of real estate projects in the region.

Although the core team is comparatively small, the Claire Brown Realty strategic network of developers, lawyers, financiers, marketing partners and investment analysts is vast.

Claire Brown Realty is involved in real estate projects in Malaysia, Thailand, Cambodia, The Philippines and Indonesia. These are the countries it deems to be the most 'investor friendly' whilst offering excellent growth potential.



Claire Brown Realty has a global marketing presence through alliances with effective sales partners in London, Dublin, Stockholm, Dubai, Singapore, Hong Kong and Moscow.

There are three main elements to the Claire Brown Realty business, which are more often than not interwoven. These are ;

Fundraising for new projects
Developer consultancy
Real estate sales

Claire Brown Realty has always sought to work with developers and partners who put integrity above quick profit and operate with a long term business view.



fundraising for new projects

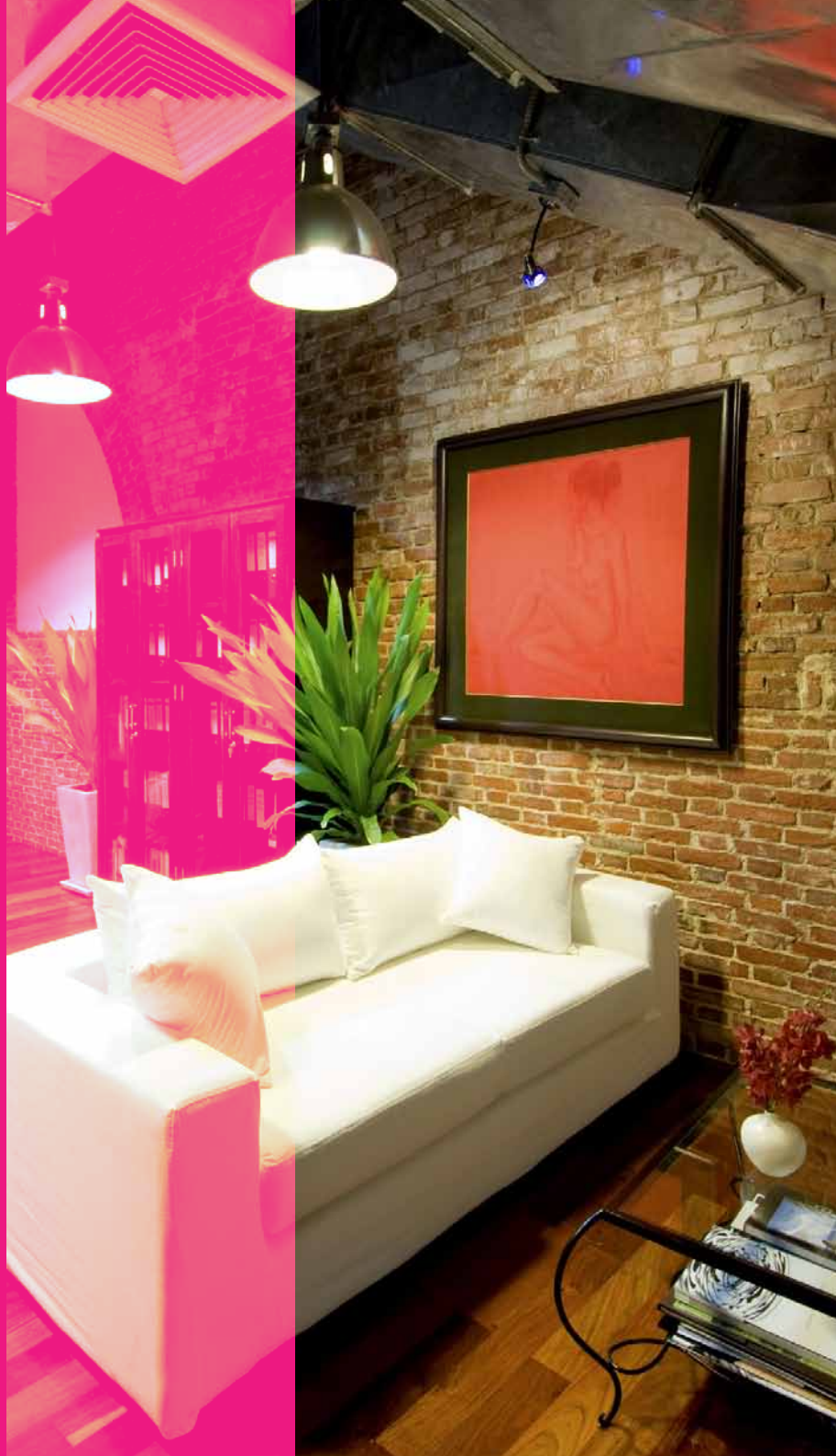
As Claire Brown Realty operates predominantly in emerging markets, it is more often than not the case that institutional finance isn't readily available for new developments. If development companies are foreign owned, it can be especially difficult to obtain bank loans for construction.

Claire Brown Realty is fundamentally selective when it comes offering to assist with fundraising for new ventures, rejecting over 95% of the opportunities that come its way. However, when all the elements of a proposed venture stack up under extreme inspection, Claire Brown Realty are typically able to source suitable investors.

Requirements for joint ventures offering equity positions or high returning debt financing deals can range from as little as \$100k up to \$20m plus.



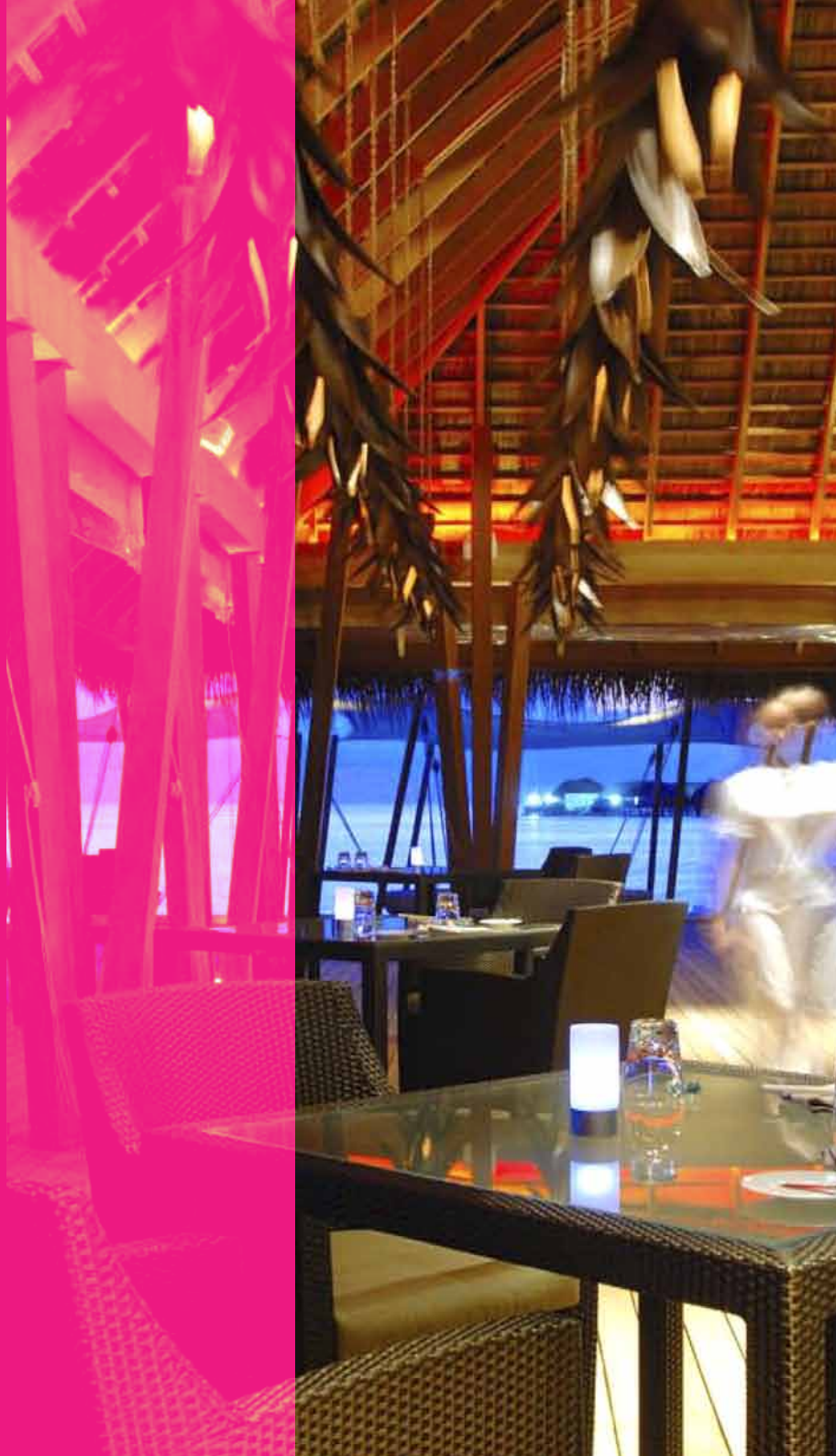
The common denominator linking the approved opportunities is that they must represent a compelling business case for investors. In all cases, project teams must be experienced, with key people involved having strong track records in their requisite fields, developments must be in sound growth markets, project concepts must be both marketable and original and the business plan must be solid, prudent and carry contingency plans for all known eventualities.



developer consultancy

Claire Brown Realty specialises in assisting developers to realise maximum gross development revenues through the delivery of careful and considered consultancy. This consultancy is a culmination of real estate development and marketing experience spanning eight years trading in South East Asia, coupled with ongoing feedback from a worldwide bank of seriously sophisticated clients.

Claire Brown Realty clients are made up of fund managers, professional investment syndicates and private investors. The collective and continuous dialogue between these clients and Claire Brown Realty provides invaluable market information. It is rather like one huge, ongoing focus group.



Consultancy for new projects generally would begin with a process of 'reverse engineering' of a developer's core investment offer. Reverse engineering in simple terms means starting with a checklist of investors requirements, demands and typical wishes, and working backwards to ensure that the investment offer in question exactly meets (and exceeds) those very same requirements, demands and wishes. By meeting and exceeding the needs and wants of the developer's target market, sales can occur in volume, regardless of global economic influences.

Claire Brown Realty provides guidance on unit pricing, marketing and sales strategy, legal structuring and contractual detail, rental schemes and the overall 'look and feel' of the developments.



This process also works for the benefit of those clients who are constantly seeking out solid investment opportunities, but who are frequently disappointed to find flaws with what they are being offered. Projects that Claire Brown Realty provides consultancy for, if that advice is taken up by the developer, are rarely rejected by professional investors on the grounds that they are flawed in any way.



real estate

Claire Brown Realty is dedicated to sourcing only the very finest of South East Asia's real estate investment opportunities and is the only company dedicated 100% to the South East Asian region.

As the credit crunch sends the UK and the US into a tailspin, and with Eastern European countries simply unable to deliver on the wondrous growth that was promised, and the traditional Spanish markets in stalemate through oversupply, South East Asia becomes yet more compelling as a potentially prosperous parking place for funds. Below is a snapshot profile of the 5 countries Claire Brown Realty operates in:



Cambodia is a rare example of a true emerging market with foreign direct investment up 350% from 2006 to 2007. GDP averaged 6.4% between 2000 and 2004, with 2004 being the first year of very accelerated growth. This was down to a number of factors including massive increases in garments manufacturing, the discovery of drillable oil and tourism numbers hitting 2m per year for the first time. GDP growth in 2007 was a very impressive 9.6%.

The Philippines is a genuine Asian Tiger - since the Peso was de-pegged from the \$USD 14 months ago it strengthened 26% against, and 2007 saw the country's fastest rate of growth in three decades with GDP up at 7.3%. Incidentally, GDP has been consistently over 5% year on year since 2001. The Philippines has strong export capabilities and the capital, Manila, is rapidly becoming the SE Asian trading hub of choice for multinational corporations.



Malaysia is one of the regions most consistent performers, with GDP growth figures averaging 6% YOY since 2002. 2007 held no disappointment with the end of year results at a healthy 6.3%. As well as a strong export trade, an abundance of natural resources and a multi-billion dollar palm oil business, Malaysia is now a centre for development and manufacturing of electronic goods and pharmaceuticals which has further bolstered the economy.

Despite political uncertainty in Bangkok, Thailand's robust economy continues to grow - mainly thanks to the country's various export industries - from cars to electronics to foodstuff. In Q4 2007, exports were up 26% YOY from the same period in 2006. International tourist arrivals increased by a staggering 33% last year and so resort real estate is an excellent market to be in.



Indonesia has been undergoing significant economic reforms under the current Government. The country's debt-to-GDP ratio has been declining steadily, its foreign exchange reserves are at an all-time high of over \$50 billion, and its stock market has been one of the three best performers in the world in 2006 and 2007, as global investors sought out higher returns in emerging markets. GDP growth in 2007 was a very respectable 6.3%.

With sound local knowledge built across 8 years trading in the region, a network of analysts, lawyers, financiers and developers on hand, and with a focus on exhaustive due diligence from the macro to the micro, Claire Brown Realty provides an excellent platform for those wishing to harness growth in South East Asia through property acquisition.



Here are a selection of current opportunities, hand picked by Claire Brown Realty:

Philippines

A 5 star condo tower in Manila with 70% interest free finance on all properties

An iconic hotel brand comes to Makati, Manila with Residences for sale

Off-plan villas on a private island eco-chic resort in Palawan

Cambodia

Stunning refurb of French colonial properties in the heart of Phnom Penh

A 6 star private island resort near Ream, designed by Bill Bensley

A 20 story tower of boutique serviced apartments in Phnom Penh (coming soon!)



Malaysia

A sophisticated city waterfront development in Kota Kinabalu

5 and 6 star beach resorts in Sabah featuring amazing properties - with bank finance and guaranteed yields

A luxury gated development in Kenny Hills - the best address in KL

Indonesia

A world class lifestyle development in the CBD of Jakarta

A beautiful retreat in the up and coming Tabanan area of Bali

A sophisticated, contemporary villa resort in Seminyak



Thailand

A cutting edge, architecturally driven residential resort in Bang Por, Samui

A delightful boutique resort of just 10 villas with 50% finance in Maenam, Samui

Equity positions in a mega villa project in Samui - the only island project with a marina license

Claire Brown Realty is absolutely proud to deliver world class opportunities such as these to smart investors who are willing to take a step off the beaten track in order to be rewarded with exponentially high growth and above average yields.

Claire Brown Realty dares to suggest that the overall investment experience is also likely to be rather fun and encourages clients to make site visits when feasible and to take up the invites to the various events and parties which Claire hosts throughout the year.

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