SALES BROCHURE + BUSINESS PLAN + LEGAL / UNDERWRITING APPENDIX

SELL THE TITLE. KEEP THE HOME.

A clean 30-year home solution built around transparency, registered rights and documented costs.

Fresh 30™ acquires the underlying property, establishes the customer's approved 30-year occupancy right, and keeps every payment, government fee, tax, carrying cost and future obligation documented from the first conversation through closing.

฿20,000,000
Official assessed value — worked example

฿15,000,000
Cash purchase price

฿246,150
1.5% Day-1 service margin

฿17,805/mo
Worked monthly carrying charge at 2.0×

TOTAL MODELED FUNDING
฿16,410,000

MONTHLY VS MARKET
24%

5-YEAR EMPTY STRESS

฿1,204,261

30-YEAR CASH MARGIN

฿5,328,537

Illustrative Thai tropical villa

EXECUTIVE OVERVIEW

What Fresh 30 does — and why the timing matters.

Fresh 30 turns a growing Thai property-registration problem into a structured housing and investment opportunity. The customer receives a clean long-duration right to remain in a chosen home; Fresh 30 acquires and controls the underlying asset, earns processing and recurring margin, and preserves the long-term freehold value.

1

Enforcement pressure rises.
More owners want a clean alternative before formal escalation.

2

Fresh 30 acquires.
Real title transfer at a negotiated price with all costs disclosed.

3

Resident stays.
Registered 30-year right using the counsel-approved structure.

4

Risk is institutionalized.
OCPB-compliant cash plus bank LG / escrow / approved credit support.

5

Capital compounds.
Profits stay in the business; refinancing and retained reserves fund controlled expansion.

The operator thesis: Fresh 30 is not a workaround business. It profits by replacing uncertainty with a clean registered structure, keeping customer economics attractive, and retaining enough capital to make each new property safer rather than more fragile.

HOW TO READ THIS DECK

Opportunity first. Mechanics second. Customer proposition last.

01

Why now

Enforcement, screening data and addressable market.

02

How money is made

Acquisition economics, carry margin and reversion.

03

How risk is controlled

Title diligence, payment security, reserves and financing discipline.

04

How it scales

Retained profit, capital recycling and broker sourcing.

05

What the customer sees

The clean, simple 30-year home proposition.

CURRENT ENFORCEMENT RECORD — UPDATED 7 SEP 2026

The enforcement model has changed.

The most important development is no longer simply "more raids." Thailand is moving toward **permanent, cross-agency database matching and retrospective ownership tracing**. That materially expands the group of owners who may prefer to restructure voluntarily while their title and company remain fully transferable, rather than waiting until they are inside a formal case.

WHAT CHANGED IN SEPTEMBER

From isolated operations to a permanent data-driven enforcement system.

Commerce and Interior have agreed to connect DBD, Department of Provincial Administration and Department of Lands data, update the shared information monthly, and trace company formation, shareholder changes, people involved and land ownership retrospectively. The practical implication is that simply changing shareholders later is no longer a reliable way to fall out of the screening net.

2,314

companies reported holding land in the current review population

5,800+

land plots associated with those companies

฿65B

reported land-value scale of that review population

14,000

additional companies reported under further investigation

Fresh 30 market implication: the addressable customer is no longer limited to people reacting to a raid in their province. A permanent database-matching regime creates a much larger population of owners who may choose a voluntary, transparent restructure before a company, shareholder history or title is escalated into a formal investigation.

Nominee Enforcement Scoreboard

Running public-record snapshot. Screening populations and formal actions are shown separately so “under review” is never presented as a proven violation.

REFRESHED 7 SEP 2026

LIVE REVIEW UNIVERSE

2,314

landholding companies in the current high-priority review population

5,800+

land plots linked to that 2,314-company review population

฿65B

reported land-value scale of that current review population

14,000

additional companies reported under further investigation

BROADER SCREENING + FORMAL ACTION

36,277

foreign-linked landholding entities in the broader DBD screening universe

≥94

formal legal / special cases identifiable in three recent named operations alone

≥104

arrest warrants issued in two documented 2026 crackdown phases

≥65

arrests publicly documented across selected distinct 2026 operations

PROPERTY + PROSECUTION PRESSURE

฿5.55B+

property value in selected geographically distinct named probes, conservatively summed

฿2.146B

Krabi land explicitly restrained and moved toward the forced-sale process

22

Krabi plots under that restraint / forced-sale track, covering 126+ rai

31

Villa Andaman accused referred with case files to special prosecutors

Methodology: numbers are minimum verified public-record figures. We do not add overlapping screening universes or repeat the same company/property across successive phases. The ฿5.55B+ named-probe value uses separate reported probes in Krabi, Koh Samui, Hua Hin, Chiang Mai and Bangkok; it excludes the broader ฿65B screening universe and excludes potentially overlapping Andaman/Samui operations. Final forfeitures, deportations or convictions are not displayed unless a reliable source reports a non-zero completed outcome.

4 SEP 2026

Thai Rath — Commerce and Interior establish permanent anti-nominee team

DBD, Department of Provincial Administration and DOL data will be linked, updated monthly and used for retrospective tracing of company registration, shareholder changes, persons involved and land ownership.

↗

1 SEP 2026

Naewna — 2,314 companies / 5,800+ plots / ~฿65B; another 14,000 companies under scrutiny

The Deputy Interior Minister said the nationwide review population includes 2,314 companies holding more than 5,800 plots valued at roughly ฿65 billion, while another 14,000 companies are being investigated further.

↗

1 AUG 2026

New screening rule expands beyond incorporation to later shareholder and director changes

DBD's enhanced screening explicitly targets post-registration changes in shareholder structure and directors, closing the earlier gap where a company might pass initial screening and change control later.

↗

3 SEP 2026

Nakhon Phanom field checks test the underlying registration facts

Seven foreign-linked companies were found registered at residential addresses where homeowners said they had not consented and did not know the foreign directors/shareholders; DBD moved toward possible revocation and criminal referrals if false filings are confirmed.

↗

21 AUG 2026

DSI searches suspected nominee landholding network in Pattaya / Bang Lamung

Official DSI operation at three Chonburi locations tied to Special Case 135/2569 — important because Pattaya/Bang Lamung is directly inside Fresh 30's launch geography.

↗

15 AUG 2026

Koh Samui phase targets 60+ foreign-linked companies and billion-baht land exposure

Police action covered luxury pool villas and other businesses, reinforcing that high-value residential assets remain a visible enforcement category.

↗

22 JUN 2026

DBD says nominee enforcement now spans 23 agencies and 34 field areas

DBD reported 3,294 higher-risk companies checked in 34 areas across 11 provinces and more than 14,000 referrals to other agencies, showing the system was already shifting toward data-sharing before the September permanent-team announcement.

↗

2026 POLICY

Interior had already ordered provincial-level anti-nominee mechanisms nationwide

Government guidance describes provincial working groups, DOL post-acquisition investigation, and data exchange between DOL and DBD — the September permanent team builds on that architecture.

↗

15 AUG 2026

Koh Samui — 60 legal cases, 88 suspects, 14 foreign arrests, ~฿1.2B property

A particularly useful formal-action benchmark because the report distinguishes cases, suspects, arrests and property value rather than merely describing a screening population.

↗

24 JUL 2026

Krabi — 22 plots / 126+ rai / ฿2.146B restrained, forced-sale process next

Government release says the land was restrained and was being moved toward compulsory disposal under Land Department procedures — a stronger enforcement stage than simple investigation.

↗

28 MAY 2026

Villa Andaman — case files and all 31 accused referred to special prosecutors

Useful prosecution-stage data point showing that the enforcement pipeline is producing completed investigative files, not only raids and press conferences.

↗

20 JUL 2026

Chiang Mai — 31 companies / 29 plots / ~฿633M nominee-property probe

Another geographically separate property investigation, showing the enforcement footprint is not limited to southern resort markets.

↗

Evidence discipline: “under scrutiny,” “flagged,” “searched,” “restrained,” “charged” and “adjudicated” are different stages. Fresh 30 should never inflate screening populations into proven violations. The commercial thesis is the expanding review universe and the rising value of voluntary cleanup before formal escalation.

WHY THIS MARKET EXISTS

The law was restrictive for years; the enforcement climate is what changed.

Foreign land ownership has long been restricted under Thailand's Land Code. Registered leases have also long been available, with ordinary immovable-property leases capped at 30 years and terms over three years requiring Land Office registration to be enforceable beyond three years. What changed materially in 2025–2026 is the intensity, coordination and public visibility of nominee enforcement.

30

Lease ceiling

CCC §540 limits an ordinary immovable-property lease to 30 years. CCC §538 requires registration for enforceability beyond three years.

180–365

Disposal window

Land Code §94 provides a Director-General-set period of at least 180 days and not more than one year for unlawfully acquired foreign land to be disposed of, followed by forced-disposal power if it is not.

2026

Enforcement phase

DOL circulars and coordinated government raids now emphasize source-of-funds, juristic-person ownership and nominee arrangements in tourist/property markets.

Thailand Real Estate 2026 — lease framework ↗ Land Code §§86–96 including §94 ↗

WHAT THE CURRENT NOMINEE LAWS ACTUALLY EXPOSE PEOPLE TO

Forced disposal is the economic threat; criminal penalties sit on top of it.

Fresh 30 should never exaggerate this. Thailand does not automatically confiscate every baht. The current framework can require unlawful land to be disposed of, and criminal or corporate penalties can be pursued separately depending on who did what. The most commercially important consequence for an owner is losing control over the timing and manner of the property exit.

PROVISION	WHO / CONDUCT	MAXIMUM STATED PENALTY	APPROX USD*
Land Code §111	Foreigner unlawfully acquiring land	Up to 2 years imprisonment and/or ฿20,000 fine	~$608
Land Code §112	Juristic person unlawfully acquiring/holding land	Fine up to ฿50,000	~$1,519
Land Code §113	Thai person acquiring/holding land as agent for foreigner	Up to 2 years imprisonment and/or ฿20,000 fine	~$608
Criminal Code §137	False statement to official	Up to 6 months and/or ฿10,000	~$304
Criminal Code §267	Causing false statement to be entered in official/public document	Up to 3 years and/or ฿60,000	~$1,823
Foreign Business Act §36	Thai nominee assistance / foreigner allowing nominee structure	Up to 3 years and/or ฿100,000–฿1,000,000; court orders cessation	~$3,038–$30,380
FBA §§36–37 court-order breach	Continuing after court orders cessation	฿10,000–฿50,000 per day	~$304–$1,519/day

Land disposal: DOL's current public guidance states that where nominee/unlawful foreign landholding is found, authorities can set a disposal period of **not less than 180 days and not more than one year**; if the land is not disposed of, the Director-General has statutory power to dispose of it.

What authorities have already put under investigation / restraint in 2026

2026 ACTION	PROPERTIES / COMPANIES	REPORTED VALUE	APPROX USD*	STATUS / CAUTION
Phuket–Phang Nga–Krabi Phase 3	**89 land plots**, 49+ rai	**฿1.053B**	**~$31,990,140**	Government-reported operation
Krabi enforcement, Jul. 24	**126+ rai**	**฿2.146B**	**~$65,195,480**	Government said land was restrained/ attached pending forced-sale process
Koh Samui cases, Aug. 15	**37 plots/buildings; 59 firms; 60 cases; 88 suspects**	**~฿1.2B**	**~$36,456,000**	Investigation/case value, not all finally adjudicated
DSI Samui group J, Jul. 10	**15 plots; ~97 rai**	**land ~฿1.568B**	**~$47,621,865**	DSI investigation; project estimated ~฿1.6B
Law-firm-linked network, Jul. 10	**150+ linked companies; 101 with real estate/ assets**	**~฿795M transaction value**	**~$24,152,100**	DSI investigation; source-of-funds tracing underway
Pattaya / Bang Lamung, Aug. 21	**3 search targets; multiple linked companies**	**hundreds of millions of baht of assets**	Not precisely stated	Special Case 135/2569; DSI says investigation is expanding

2,040

High-risk company connections

DBD reported accounting firms/bookkeepers holding shares in 2,040 foreign-invested companies across eight high-risk provinces, with share values of roughly ฿2.53B. This is a red-flag/screening population, not a finding that all 2,040 are illegal.

112

Koh Pha-ngan entities

Government reported 112 land-holding juristic persons in Pha-ngan falling within the group requiring further scrutiny. Under review is not convicted.

36,277

Broader land-holding universe reported

DBD disclosures reported in August identified 36,277 foreign-linked legal entities holding land in 16 provinces as part of a broader data-screening universe. This must never be described as 36,277 nominee violations.

*USD conversions use approximately ฿1 = US$0.03038 (Sep. 6, 2026 mid-market reference). Enforcement values can overlap between operations and investigations; this table intentionally does not sum them into a false nationwide “total seized” number.

DOL — Land Code enforcement penalties ↗ DOL — disposal period + current penalties ↗ DSI — Foreign Business Act §§36–37 ↗ Thai Government — 89 plots / ฿1.053B ↗ Thai Government — Krabi ฿2.146B restraint ↗ Koh Samui — 60 cases / ฿1.2B ↗ DSI — Jul. 10 Samui/Pha-ngan ↗ DSI — Aug. 21 Pattaya/Bang Lamung ↗

POSITIONING

A different kind of offer for a different kind of customer.

Fresh 30 is not trying to look like a bargain operator or a generic legal service. The offer is built for older, asset-aware residents who value lifestyle continuity, dignity, and clear paperwork more than flashy promises.

September 2026 update: Thailand has now moved to a permanent joint-team model linking business-registration, population and land data for monthly and retrospective review. This is exactly the environment in which a voluntary, fully documented Fresh 30 restructure becomes more valuable.

The emotional promise

Keep the view, keep the routine, and keep the freedom of long-term living in Thailand — without an unstable ownership structure hanging over the property.

WHY IT LANDS

The message that attracts the right resident.

CONTROL

Keep the home

continuity beats disruption

STATUS

Dignified

not a distress-sale tone

CLARITY

Transparent

every cost disclosed

SAFETY

Registered

clean legal structure, no workarounds

WHO FRESH 30 IS FOR

This is bigger than owners with legacy or uncertain registration structures.

The original pain point is owners who no longer trust a legacy or uncertain ownership structure. But the same legal architecture can also serve people who simply want long-term certainty in Thailand without needing freehold ownership themselves.

01

Current owner with a registration problem — stay in the same home

For an owner who likes the home but no longer trusts the existing registration or ownership structure: sell the title cleanly and immediately replace it with a registered 30-year lease. Same home, same neighborhood, new legal relationship.

02

Retiring to Thailand — find the forever home

Fresh 30 can help locate a qualifying villa, house or condominium, acquire it through the Thai owner, and register a 30-year lease for the resident. The customer chooses the home first; Fresh 30 provides the long-duration ownership/lease structure so the entire market can be considered, not only the usual limited slice of foreign-friendly inventory.

03

Condo resident or buyer who wants broader choice

Fresh 30 is not limited to the narrow foreign freehold condo pool. A condominium can be sold and leased back, or sourced for a new resident, subject to the unit title, condominium rules and Land Office registration. That can open up a much wider condo market while still delivering a registered long-term right to occupy.

04

Estate / family planning

Owners who would rather convert the house into cash or other inheritable assets while preserving long-term occupancy can use Fresh 30 as a planned restructuring rather than waiting for a crisis.

05

Capital-light long-term resident

A retiree may prefer paying a large one-time lease consideration and low carrying rent rather than buying a full freehold/condo investment or paying full market rent for decades.

06

Professional referral case

Lawyers, accountants, brokers, estate advisers and village managers can refer clients who want a legitimate long-term housing solution without another improvised ownership structure.

Sales-safe promise: “We can secure a registered 30-year right to occupy the home, subject to the lease terms and Thai law.” Do not advertise “30 years no matter what.” Non-payment, serious breach, casualty and lawful termination still matter.

MONTHLY ECONOMICS

Low compared with market rent — but high enough to carry real ownership risk.

In the worked ฿20M property, the documented Year-1 ownership-cost pool is **฿106,828/year**, or about **฿8,902/month**. Fresh 30’s current underwriting uses **2.0× actual documented carrying cost**: **฿213,656/year**, or **฿17,805/month**. Utilities remain actual-use pass-throughs and are not marked up.

฿8,902

Actual monthly owner carry

Tax, insurance, HOA/CAM and admin in the current worked example.

฿17,805

Fresh 30 monthly charge

2.0× the documented cost pool.

฿106,828

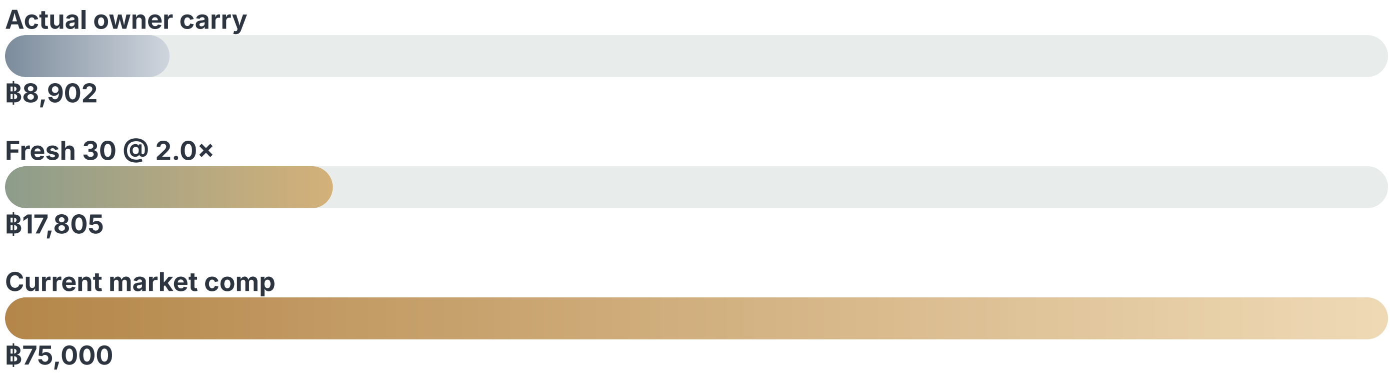
Year-1 recurring margin

Exactly one additional turn of the owner-cost pool.

24%

Of current market rent

Compared with the ฿75K/month 3BR View Talay market reference.



Why 2.0×: the recurring spread funds the ugly years — litigation, vacancy, insurance inflation, administration and property preservation — without making the resident’s monthly burden remotely resemble full market rent.

CLOSING WORKFLOW

Every document tells the same story.

A single closing binder should allow the seller, buyer, lawyer, accountant, bank and Land Office to independently reconstruct the transaction without a side explanation.

1

Title + authority intake

Chanote/unit title, official assessment, seller authority, company records, liens, village/condo debt, taxes and government correspondence.

2

Independent valuation

Vacant-possession market value plus leased-fee/reversion analysis supporting the negotiated sale price.

3

Source-of-funds package

Thai buyer bank trail, inheritance/gift/capital documentation and transaction funding proof. Haley attends pilot closings personally where practical.

4

Final closing statement

Exact sale price, statutory government fees, professional costs, service margin, lease consideration and resident obligations shown before signing.

5

Freehold transfer

Land Office sale application and government sale instrument record the real price and real payment. Title transfers completely.

6

Fresh 30 lease registration

Immediately register the 30-year lease and approved private terms against the title. No automatic extension or secret ownership rights.

7

Payment security

Use only counsel-approved payment/security mechanics. Any escrow, bank guarantee or other credit support must comply with OCPB and Thai banking/property law.

8

Closing binder + operations

Title endorsement, receipts, tax calculations, appraisal, proof of funds, sale/lease documents, condition report, insurance and autopay setup.

Documentation standard

Every title record, bank transfer, Thai tax receipt and registered right should support the same commercial story without needing a side explanation.

Title

Sale instrument and registered right match the commercial deal.

Bank

Payment flows, source of funds and receipts are visible.

Tax

Closing taxes and fees are calculated and receipted.

Process standard: the deal should look just as clean to the Land Office, bank, accountant and lawyer as it does to the customer.

DOL registration forms ↗

DOL registration manuals ↗

PAYMENT SECURITY ARCHITECTURE

Protect the money without disguising years of rent as a deposit.

The 2025 OCPB rule for covered residential rental operators is clear on one point: **advance rent plus security deposit cannot exceed three months of monthly rent.** The low-risk answer is therefore not a giant landlord-controlled reserve. The better answer is to separate **residential occupancy** from **institutional credit support**.

Fresh 30 Secure™ — proposed pilot architecture

Use the strongest lawful 30-year real/property right available for the customer, keep direct landlord-held cash within the consumer limit, and place future credit risk with a regulated bank or independent third party rather than with Fresh 30.

1. PROPERTY

฿15,000,000

Fresh 30 acquires the freehold at the real negotiated price.

2. 30-YEAR RIGHT

REGISTER

Lease, Sap-Ing-Sith, or other counsel-approved long-duration right.

3. CASH HELD BY US

≤ 3 MO.

Advance rent + security deposit kept within OCPB limits where the residential regime applies.

4. CREDIT SUPPORT

BANK

LG or permitted escrow supports defined future obligations without parking years of rent with Fresh 30.

5. MONTHLY

฿17,805

2.0× documented carrying cost plus actual-use utilities.

What the current rule actually says: OCPB's current guidance says covered residential lessors may not collect advance rent and security deposit together in excess of **three months of monthly rent**. It also requires clear contracts and actual-cost utility billing. The published guidance does **not** expressly say that an independent bank Letter of Guarantee is itself "advance rent" or a "security deposit." That is why the LG route deserves a narrow written opinion rather than a broad assumption.

#1 ORDINARY-LEASE OPTION

Registered lease + cash-secured Thai bank LG

- Resident holds collateral with the bank, not with Fresh 30.
- Bank issues an irrevocable guarantee for clearly defined contractual obligations.
- Fresh 30 holds the bank's promise, not 24 or 36 months of tenant cash.
- BOT describes LGs as bank commitments to pay when a customer fails to perform under a contract.
- e-LG infrastructure has been tested by major Thai and international banks including KBank, SCB, Krungsri, KTB, Bangkok Bank, UOB, HSBC, Standard Chartered and others.

฿427,312

24-month rolling guarantee at current monthly charge

฿640,968

36-month rolling guarantee at current monthly charge

Legal gate: obtain written confirmation that a bank LG collateralized solely at the bank is not counted as prohibited excess "security deposit" under OCPB.

#2 PREMIUM-RIGHT OPTION

Sap-Ing-Sith with paid consideration

- Separate statutory real-property right rather than an ordinary lease.
- Can run up to 30 years and is designed to be transferable, inheritable and mortgageable.
- Potentially stronger customer value proposition for a large paid-at-closing premium.
- Could separate "purchase of a real right" from ordinary residential advance rent if counsel/OCPB agrees.

Legal/tax gate: confirm OCPB treatment, Land Office mechanics, and tax/registration treatment before using as the primary premium structure.

Licensed third-party escrow

#3 CLOSING / RESERVE TOOL

- Independent escrow agent controls funds according to written release conditions.
- Excellent for same-day/coordinated closing mechanics.
- Potentially useful for limited post-closing reserves if counsel confirms classification.
- Cleaner than any Fresh 30-controlled USD/offshore reserve.

Use carefully: a long-term rent reserve in escrow may still be characterized economically as excess security; closing escrow is the cleaner use.

Ordinary registered lease + 3-month cash cap

FALLBACK

- Clearly fits the current OCPB framework once 3+ units trigger it.
- Simple and defensible.
- Credit protection relies on monthly monitoring, lawful enforcement and reserves.
- Useful fallback if the bank guarantee / Sap-Ing-Sith routes are not cleared.

Why a bank guarantee is different

BANK CREDIT ≠ TENANT CASH

BOT describes a Letter of Guarantee as the bank's undertaking to pay the beneficiary if its customer fails to perform the underlying obligation. That gives Fresh 30 institutional credit support without physically holding years of prepaid residential rent.

Why we should use a rolling guarantee

24–36 MONTHS

A rolling 24–36 month LG is easier to justify as reasonable credit support than a 30-year guarantee equal to the entire future rent stream. It can be renewed before expiry and sized to cover enforcement, carrying costs and transition risk.

STRUCTURE	CUSTOMER'S 30-YEAR RIGHT	FRESH 30 CREDIT PROTECTION	OCPB CONCERN	PILOT STATUS
Lease + bank LG	Registered lease up to 30 years	Bank promise; collateral stays with bank	Need written answer whether LG counts as "security"	**Investigate first**
Sap-Ing-Sith	30-year real property right	Potential paid-at-closing consideration for the right	Need OCPB + tax confirmation	**Investigate in parallel**

Closing escrow + LG	Registered lease/right	Escrow closes; LG protects future obligations	Long-term escrow reserve should be avoided unless cleared	**Strong operational combo**
Lease only	Registered lease up to 30 years	3-month cash + legal enforcement	Known compliance route	Fallback

Institutional-grade payment protection

Use a Thai-baht-first structure: compliant cash held only where appropriate, with larger future-obligation protection shifted to a bank guarantee or other approved institutional support.

฿17,805/mo

Current worked monthly charge

The payment model stays understandable while the legal and financing architecture behind it becomes stronger and more scalable.

transparent · registered · bankable · low-reactance

Preferred pilot: closing escrow for same-day certainty, registered 30-year right, OCPB-compliant cash amount, and a **24–36 month rolling cash-secured bank LG** for defined future obligations. In parallel, obtain a written opinion on whether Sap-Ing-Sith can carry the larger paid-at-closing consideration as consideration for a real right rather than residential advance rent.

Operating discipline: keep landlord-held cash within the consumer-law limit, use bank-grade credit support where needed, and ensure every document tells the same commercial story from closing through long-term administration.

OCPB — 3-month advance rent + deposit limit ↗

BOT — Letter of Guarantee overview ↗

BOT — e-LG participating banks ↗

DOL — registration fees / lease consideration ↗

FRESH 30 GROWTH ENGINE

Retain profit for protection first — then recycle capital for the next property.

The operating policy is intentionally conservative: early profits stay inside Fresh 30. The first objective is a property-level vacancy reserve; only excess liquidity becomes growth capital. Bank financing can accelerate expansion, but only after its cost is measured against the recurring margin.

฿246,150

Day-1 service margin on the current base deal.

27.7 months

How long that Day-1 margin alone carries the property at actual current owner cost.

฿213,656

24-month property reserve target — already covered by the base Day-1 margin.

Capital recycling scenario

Illustrative underwriting only — these are not quoted bank terms.

LEASED-FEE / LENDER VALUE

BANK LTV %

BANK INTEREST RATE %

BANK SETUP FEE ASSUMPTION %

RESERVE TARGET / MONTHS

DEALS / YEAR

What the structure does

GROSS BANK ADVANCE

฿9,800,000

ESTIMATED FINANCING FEES*

฿196,000

NET CAPITAL RECYCLED

฿9,604,000

PERMANENT EQUITY LEFT

฿6,806,000

ANNUAL INTEREST-ONLY COST

฿637,000

RECURRING MARGIN AFTER INTEREST

฿-530,172

DEBT SELF-SERVICED BY RECURRING MARGIN

฿1,643,508

APPROX. PV OF 30-YEAR MONTHLY STREAM

฿2,816,891

*Includes 1% mortgage registration capped at ฿200K plus the adjustable setup-fee assumption. The present-value line is only a rough economic illustration of the existing monthly payment stream; it is not a bank quote and does not prove assignability or discountability.

CREDIT COMMITTEE GATES

Clean collateral

Transferable Chanote, no freeze/restraint, clean source-of-funds file, independent appraisal and lender valuation *subject to* the registered occupancy right.

Controlled cash flow

Assigned/acknowledged receivables where lawful, collection account, insurance, documented carrying-cost formula and clearly ranked payment obligations.

Debt discipline

Loan sizing must survive interest, vacancy and legal-cost stress. LTV is an output of underwriting — not a target to maximize.

Critical ST3 finding: at aggressive mortgage leverage, the current per-property recurring spread does **not** service a large loan by itself. The bank facility must therefore be constrained by portfolio cash flow, deeper acquisition discounts, external capital, or a separately bankable customer receivable. Treating property debt as “free recycled cash” would overstate the model.

Sweet-spot policy: keep at least 24 months of actual property carry as the first reserve layer; retain recurring margin; use refinancing only to the point where portfolio coverage remains comfortable. Faster growth is useful only if it does not consume the resilience that makes Fresh 30 attractive in the first place.

DAY 1

฿246,150

27.7 months of one-property carry.

6 MONTHS

฿299,564

Approx. retained margin if resident performs and profits stay inside the business.

1 YEAR

฿352,978

About 39.7 months of one-property carry.

GROWTH RULE

Reserve first

Excess above the chosen reserve floor becomes acquisition / growth capital.

CAPITAL RECYCLING — VIABLE, NOT YET OVER-ENGINEERED

The model does not have to leave all acquisition cash trapped in each property.

Fresh 30 can potentially refinance part of its acquisition capital after closing by using the underlying Chanote and related contract rights as a secured credit package. We do not need final lender terms today; we only need confidence that no obvious structural obstacle prevents capital recycling.

Best current structure

Acquire the property cleanly, register the customer's approved 30-year occupancy right, then use the property and associated payment rights to support secured bank financing.

1. ACQUIRE

TITLE

Fresh 30 owns the freehold outright after a genuine Land Office transfer.

2. REGISTER

30 YEARS

Lease, Sap-Ing-Sith or other counsel-approved long-duration right.

3. SECURE

CHANOTE

Bank takes a registered mortgage or equivalent secured position over the property.

4. SUPPORT

CASH FLOW

Assigned receivables, insurance, collection account and resident LG/escrow support where approved.

5. RECYCLE

CAPITAL

Bank proceeds return part of Fresh 30’s acquisition cash for the next property.

PRIMARY

Chanote / property collateral

The freehold remains the core lender security. Any lender valuation should reflect the property subject to the registered 30-year right rather than pretending it is vacant.

PLUS

Receivables + LG

Future contractual payments, insurance proceeds and the benefit of a resident bank guarantee can provide additional credit support without forcing Fresh 30 to hold years of tenant cash.

LATER

Portfolio facility

Once there are multiple stabilized properties, individual mortgages can potentially evolve into a borrowing-base or revolving portfolio facility.

Capital should keep moving.

STEP 1
Acquire
Buy the freehold at a price tha
for safety, taxes, and future fle

STEP 2
Register
Document the sale, occupanc
and cash flows as one clean s

STEP 3
Secure
Add lender comfort through tit
payments, insurance and ban

STEP 4
Recycle
Recover working capital
property is not blocked b

Goal

Use structure to improve capital velocity without turning the presentation into a leverage pitch.

Capital should keep moving

The point of secured refinancing is not leverage for its own sake. It is preserving cash velocity so one good Thailand property does not prevent the next one.

฿17,805/mo

Current worked monthly charge

The payment model stays understandable while the legal and financing architecture behind it becomes stronger and more scalable.

transparent · registered · bankable · low-reactance

Current conclusion: secured bank funding appears to be a credible path for reducing permanent equity tied up in each property. We will refine lender valuation, LTV, priority and documentation once the legal occupancy-right structure and first pilot property are finalized.

Fresh 30 underwriting implication: acquisition price should ultimately be set with capital recycling in mind — not by an arbitrary “25% discount” rule. A deeper discount may be appropriate if that is what produces acceptable permanent equity after refinancing.

INTERNAL BUSINESS PLAN

Profit comes from processing, carry margin and the reversion — not leverage.

฿246,150

Day-1 margin / base deal

1.5% of modeled transaction funding.

฿106,828

Year-1 recurring margin

2.0× charge less documented ownership cost.

฿5,328,537

30-year gross cash margin

Day-1 fee + recurring carry margin, assuming 3% annual cost growth. Excludes freehold value.

฿20,000,000

Year-30 property at 0% appreciation

Stress case terminal freehold value, separate from cash profit.

฿246,150
Day-1 service margin

฿106,828
Year-1 recurring margin

฿5,328,537
30-year cash margin

PER-PROPERTY ECONOMICS

One property can be viewed in three layers.

Processing
฿246,150
captured at closing

Carry spread
฿106,828
annual recurring gross margin

Stress reserve
฿1,204,261

5-year empty-property cost

Reversion

฿20,000,000

0% appreciation terminal freehold reference

PORTFOLIO	DAY-1 SERVICE MARGINS	YEAR-1 RECURRING MARGIN	30-YEAR CASH MARGIN*	FREEHOLDS AT 0% APPRECIATION
1	฿246,150	฿106,828	฿5,328,537	฿20,000,000
5	฿1,230,750	฿534,140	฿26,642,683	฿100,000,000
10	**฿2,461,500**	**฿1,068,280**	**฿53,285,365**	**฿200,000,000**
25	฿6,153,750	฿2,670,700	฿133,213,413	฿500,000,000

*Illustrative identical base deals, 3% cost inflation, before corporate income tax, capex surprises and default litigation. Not an investment forecast.

PILOT TRANSACTION — CREDIT PROTECTION

Capital recycled at closing. Credit risk supported by a bank.

Fresh 30 funding

฿16,410,000

cash required for the worked closing

Service margin

฿246,150

1.5% Day-1 gross margin

LG target

฿427,312

24-month rolling credit support

Monthly charge

฿17,805

2.0× documented carry

Deal calculator

Only the variables we choose are editable. Government percentages auto-fill.

OFFICIAL ASSESSED VALUE

AGREED PURCHASE PRICE

SERVICE FEE %

CARRY MULTIPLE

MARKET RENT / MONTH

DEALS / YEAR

BROKER / REFERRAL % (IF APPLICABLE)

Set this only when a broker / introducer fee is actually earned. The gold output below is driven by this field.

FRESH 30 MONTHLY

฿17,805

SPP PUBLISHED

฿15,000

MARKET RENT

฿75,000

Live calculator — edit any field above.

Closing

TRANSFER FEE 2%

฿400,000

SBT 3.3%*

฿660,000

CORPORATE WHT 1%*

฿200,000

TOTAL FUNDING

฿16,410,000

SERVICE MARGIN — 1.5% OF CORE TRANSACTION FUNDING

฿246,150

UPFRONT CONSIDERATION

฿16,656,150

Long-term economics

MONTHLY CHARGE

฿17,805/mo

MONTHLY VS MARKET

24%

YEAR-1 RECURRING MARGIN

฿106,828

5-YEAR EMPTY RESERVE

฿1,204,261

10-YEAR EMPTY RESERVE

฿2,600,329

30-YEAR GROSS CASH MARGIN

฿5,328,537

Portfolio economics — driven by Deals / Year

DEALS / YEAR
10

ANNUAL DAY-1 SERVICE MARGIN
฿2,461,500

YEAR-1 RECURRING MARGIN / COHORT
฿1,068,280

30-YEAR GROSS CASH MARGIN / COHORT
฿53,285,370

Acquisition / referral cost

BROKER / REFERRAL COST — FROM % INPUT ABOVE
฿0

ALL-IN ACQUISITION FUNDING INCL. REFERRAL
฿16,410,000

*Company-seller worked example. Exact seller status and final closing statement control.

FIVE-YEAR AND THIRTY-YEAR CARRY RISK

Cost inflation does not break the model when the charge follows actual carry.

The underwriting rule is now **2.0× documented owner carrying cost**. If tax, insurance, HOA and administration rise, the recurring charge adjusts from the same documented cost pool.

Capital goes into hard assets

Purchase price, government closing costs, professional diligence and approved transaction expenses.

Cash return has three layers

Day-1 service margin, recurring carrying spread, and long-duration freehold/reversion value kept separate from cash profit.

No leverage fantasy

Refinancing is modeled after fees and interest. The deck does not count an LG as cash or assume a bank advances against vacant-possession value.

YEAR	ACTUAL CARRYING COST	RESIDENT CHARGE @ 2.0×	MONTHLY EQUIVALENT	GROSS RECURRING MARGIN
Year 1	฿106,828	฿213,656	฿17,805/mo	**฿106,828**
Year 5	฿120,236	฿240,472	฿20,039/mo	**฿120,236**
Year 10	฿139,386	฿278,773	฿23,231/mo	**฿139,386**
Year 15	฿161,587	฿323,174	฿26,931/mo	**฿161,587**
Year 20	฿187,324	฿374,647	฿31,221/mo	**฿187,324**
Year 25	฿217,159	฿434,319	฿36,193/mo	**฿217,159**

Year 30	฿251,747	฿503,494	฿41,958/mo	**฿251,747**

฿246,150

Day-1 1.5% service margin

฿1,204,261

5 years completely empty including preservation

฿2,600,329

10 years completely empty including preservation

฿5,328,537

30-year gross cash margin before tax/capex; excludes freehold

> **Recovered-property stress case:** even renting at only 50% of the current ฿75K market reference produces about **฿298,172/year** before income tax and exceptional capital work.

INTERNAL UNDERWRITING — VACANCY & RECOVERY RESERVE

Long-duration vacancy is expensive — but still modest relative to the underlying asset.

The model does not require an immediate replacement tenant. We assume the company is willing to carry a recovered property through a bad market rather than dump it. The stress case includes normal ownership costs plus a conservative ฿10,000/month preservation allowance for inspection, pool/garden care, airing, keys and supervision.

฿1,204,261
5 years completely empty

8.0%
5-year empty cost as % of the ฿15M purchase price

฿2,600,329
10 years completely empty

17.3%
10-year empty cost as % of the ฿15M purchase price

RECOVERED-PROPERTY CASE	ANNUAL / TOTAL	INTERPRETATION
Gross rent at only 50% of current ฿75K comp	**฿450,000**	฿37,500/month — intentionally priced to fill quickly
10% management allowance	−฿45,000	External/affiliate leasing and management budget
Current owner carrying pool	−฿106,828	Tax + insurance + HOA + admin

Operating profit at 50% market rent	**฿298,172/ year**	**Before income tax and exceptional capital repairs**
5-year zero-rent vacancy	**฿1,204,261**	8.0% of purchase price / 6.0% of current official value
10-year zero-rent vacancy	**฿2,600,329**	17.3% of purchase price / 13.0% of current official value

Economic takeaway: once possession is lawfully recovered and the registered lease is cleared, the company owns the freehold outright. Because the original transaction capital was designed to be recovered at closing, even years of carrying cost represent a relatively small additional cash investment compared with the value of the asset. When the rental market recovers, even deliberately discounted rent can make the recovered property cash-positive.

BROKER / INTRODUCER OPPORTUNITY

Fresh 30 needs feet, eyes and trusted introductions.

Thai residential seller-side brokerage commonly runs in the 3–5% range, but Fresh 30 should not assume it automatically earns or captures a seller commission merely because it is the buyer. The cleaner model is a disclosed referral / acquisition fee for brokers who source a qualified transaction.

฿15M SALE-PRICE EXAMPLE	AMOUNT	HOW TO THINK ABOUT IT
3% conventional seller-side brokerage reference	**฿450,000**	Market context, not automatically a Fresh 30 cost or income line.
4% reference	**฿600,000**	Useful when evaluating an existing listing agreement.
5% reference	**฿750,000**	Upper end of common published residential ranges.
Fresh 30 recommended qualified referral budget	**1.0–1.5% = ฿150K–฿225K**	**Only where contractually earned and disclosed.**

Underwriting rule: broker/referral compensation is an explicit deal cost when it applies. The deal calculator should not silently assume it on every transaction because direct-owner deals may have none.

Qualified referral means: an owner or buyer with identifiable property, realistic pricing expectations and a title that remains legally transferable. Fresh 30 does not pay for unusable leads and does not close around a government freeze, seizure, restraint or transfer prohibition.

COMPETITIVE PRICING — THE MISSING NUMBER MATTERS

Our monthly line is higher than SPP's published line. Their upfront fee is still the missing number.

SIRI Property Partners currently publishes a 30-year sale-and-leaseback fee of ฿7,500/month up to ฿10M assessed value and 0.075% of assessed value per month above ฿10M. On the same ฿20M property, that published recurring fee is **฿15,000/month**. Their public site does not disclose a clearly identifiable initial acquisition/service fee, closing-spread fee, or all-in setup charge. Until we obtain a written quote, that line stays deliberately marked unknown.

฿15,000
SPP published monthly line

฿17,805
Fresh 30 current monthly line

฿2,805
Gap we justify with transparency / structure

PRICING ITEM — ฿20M PROPERTY	SPP PUBLISHED	FRESH 30 LAUNCH	WHO WINS TODAY?
Upfront / initial business fee	**UNKNOWN — GET WRITTEN QUOTE**	**฿246,150** = 1.5% of modeled transaction funding	Cannot compare yet
Published monthly recurring charge	**฿15,000/mo**	**฿17,805/mo**	**SPP lower by ฿2,805/mo**
Annual recurring charge	**฿180,000**	**฿106,828**	Fresh 30 lower by ฿19,758/yr
Fresh 30 documented Year-1 actual owner cost	Not publicly itemized	**฿106,828**	Our disclosure advantage

Fresh 30 Year-1 recurring gross margin	Not knowable publicly	฿106,828	Positive while beating published monthly price

Critical competitor diligence: before advertising “cheaper overall,” obtain an actual SPP proposal for a real ฿20M Pattaya/Jomtien villa. Ask specifically for: initial fee, purchase discount, closing costs, transfer tax allocation, lease-registration/key-money cost, legal fee, HOA, insurance, annual administration, utility handling, renewal/ROFR charges and every recurring payment.

SPP current published pricing ↗

RESIDENT EXPERIENCE

Designed for thirty years of quiet, predictable occupancy.

The public proposition is simple: a registered long-duration right, a transparent carrying-cost formula, clean monthly administration and a clear record of what each party is responsible for.

30

Registered years

One clearly documented 30-year occupancy right, using the structure approved for the property and customer.

1 bill

Simple monthly administration

Documented carrying charge plus actual-use utilities through a controlled payment process.

Annual

Cost transparency

Tax, insurance, HOA/CAM and agreed administration are reconciled and documented.

Year 29

Future discussion

No automatic extension promise. Any future term is a new negotiation near the end of the registered right.

Fresh 30 is built to feel boring after closing.

The complicated work happens before the customer receives the keys or signs the new occupancy right. Afterward, the goal is stability.

Clear title

Underlying ownership documented and fully transferred.

Clear right

Resident’s 30-year right registered and documented.

Clear costs

No mystery HOA, tax, utility or service charges.

IMMIGRATION / RESIDENCE

Useful evidence of residence — not a visa.

YES

Helps document where they live

Thai Immigration's published Non-O retirement documentation expressly accepts a rental agreement with supporting address documents; TM30 also uses landlord/owner and address documentation. A registered 30-year lease is strong evidence of a stable residential address.

NO

Does not replace visa eligibility

The lease itself does not satisfy retirement income/deposit rules, age requirements, DTV rules, marriage requirements or any other immigration status criteria. It supports the residence/address side only.

Sales-safe wording: “Your registered lease can provide strong documentary evidence of your Thai residence/address for immigration processes that require accommodation evidence. It does not itself grant or guarantee a visa.”

Immigration — Non-O retirement documents include rental agreement ↗

Immigration TM30 address system ↗

BEHAVIORAL FIT CHECK

Does this presentation attract the right customer?

Yes — if the target customer is a cautious, asset-aware retiree who wants continuity, privacy, and a legal structure that feels cleaner than the alternatives. The design and message have been tuned to attract people who value stability and dignity, while quietly filtering out bargain-hunters, speculators and people looking for shortcuts.

Target customer profile

Best fit: retired or near-retired, financially aware, likely 55+, wants to stay in a home they already love or secure a long-term place in Thailand, prefers documented certainty over legal gamesmanship, and cares how the offer feels socially and emotionally.

control-oriented | conflict-averse | status-aware | privacy-minded | documentation-driven

Behavioral read

The strongest hooks are: “keep the home,” “clean paperwork,” “registered 30 years,” and “monthly cost far below normal market rent.” The strongest objections will center on trust, inheritance, flexibility, and what happens if circumstances change — which is why the design now emphasizes calm, clarity, and institutional process rather than pressure.

8.9
trust / credibility

8.6
clarity

8.7
dignity / lifestyle fit

8.1
urgency without panic

3.0

reactance risk
(lower is better)

DO

Lead with continuity

Start with keeping the home, preserving lifestyle and creating a clean long-term arrangement.

DO

Use calm legal confidence

Registered, documented and bankable beats dramatic warning language for this audience.

AVOID

Looking like a distress buyer

If the tone feels like pressure or opportunism, the right client will become suspicious and shut down.

WORKED VALUE PATH

The economics in one line.

Official value

฿20,000,000

starting reference point

Purchase price

฿15,000,000

real negotiated sale

Total funding

฿16,410,000

purchase + modeled closing stack

Monthly charge

฿17,805

2.0× documented annual carry

PART I — OWNER-FACING SALES BROCHURE

Your home can stay your home — even if the ownership structure changes.

Fresh 30 does not promise a workaround. It does not promise 30+30+30. It gives the owner a direct commercial choice: sell the freehold cleanly today and immediately replace the old ownership position with a registered 30-year right to remain in the same home.

Fresh 30™ — The Clean Reset

You choose to sell. We pay the agreed purchase price in a documented Land Office transfer. At the same coordinated closing, you purchase and register a fresh 30-year residential lease. Your address stays the same. Your legal relationship to the property becomes simple.

30 YEARS
One registered term from the new closing date

NO MOVE
Remain in the home subject to the lease

NO YEAR-31 PROMISE
Want an extension? Ask us in Year 29.

Known closing cost

Every sale tax, transfer fee, legal cost, service charge, lease fee and monthly formula is shown before signing.

Low monthly burden

The resident already pays many ownership costs today. Fresh 30 converts those same property expenses into a documented monthly formula rather than charging full open-market rent.

Family use can be drafted

Spouse/children occupancy, approved subletting and succession/assignment rights are addressed explicitly rather than left to assumptions.

The sales message: “We are not asking you to pretend the past did not happen. We are giving you a straightforward way to decide what happens next.”

Confidential first step: Fresh 30 can run an owner-specific estimate before any commitment. The discussion focuses on the property, current title position, desired occupancy and economics — not on arguing about how the existing structure was created.

THE 3+ RESIDENTIAL-UNIT RULE — DEEPER ANSWER

Not an ownership cap. Not just another filing either.

Haley may own more than three properties. The OCPB trigger is about operating a residential-rental business with **three or more rental units**, whether in one building or several. OCPB expressly says it covers houses, condominium units, apartments and other residential accommodation, Thai and foreign individual tenants, and both short- and long-term leases.

NO CAP

Ownership

Nothing in this OCPB rule limits a Thai owner to three properties.

3+

Operator trigger

Three or more residential rental units moves the operator into the controlled-contract regime.

FORM B

Long-term contract

Long-term leases must use the prescribed standard-contract framework and avoid prohibited terms.

REQUIREMENT ONCE REGIME APPLIES	EFFECT ON FRESH 30	SEVERITY

Use prescribed long-term Form B framework	Standard drafting and document control	**GREEN**
Thai-language, clear contract; deliver proper copy	Normal compliance	**GREEN**
Electricity/water only at actual provider rates	Already matches our policy	**GREEN**
Clearly disclose other charges	Already built into our calculator / closing sheet	**GREEN**
Deposit-return deadlines	Administrative process	**GREEN**
Advance rent + security deposit combined ≤3 months monthly rent	**Potential collision if OCPB characterizes our large paid-at-closing 30-year lease premium as "advance rent"**	**ORANGE**
Incorrect/noncompliant contract	OCPB says up to 1 year imprisonment and/or ฿200,000 fine	**SERIOUS**

Bottom line: most of the 3+ regime is compliance plumbing. The one item that can affect our economics is the upfront 30-year payment. Until counsel/OCPB confirms whether that is lawful key money/lease premium outside the "advance rent" cap, or must be restructured, this box stays orange.

If the premium is cleared: the 3+ rule becomes primarily a standardized operating packet and is not a practical barrier to a large Thai-owned portfolio.

OCPB — 3+ units / short+long term / Form A+B / foreign tenants ↗

OCPB — 3-month advance rent + deposit cap / penalties ↗

PILOT DILIGENCE CHECKLIST

Contract / operating checklist before pilot #1.

Death / succession

Decide whether lease rights end at death, pass to named co-lessees/heirs where enforceable, or allow approved assignment. Do not leave the family story ambiguous.

Subletting / family occupancy

Define lawful long-term residential subletting, disclosure, original-lessee liability and village rules.

Early voluntary surrender

Pre-agree the mechanics and any payment/refund schedule. Never rely on informal negotiation when the occupant wants out.

Casualty / total loss

Fire, flood, structural loss, insurance proceeds, rebuilding obligation and what happens to rent/lease if the home becomes unusable.

Condition report

Signed photo inventory at closing and annual inspections; CCC presumption otherwise can matter.

Structural alterations

Written-consent threshold for walls, pools, additions, major electrical/plumbing and permit-required work.

OCPB three-unit regime

Owning 3+ properties is not prohibited. Most requirements are standardized compliance. The orange item is whether our large paid-at-closing 30-year premium is outside or inside OCPB's "advance rent" cap. Get written confirmation before property #3 is placed under the operating model.

TM30 / immigration admin

Foreign residents require address notification; build it into onboarding.

Separate bank accounts

Transaction funding, lease consideration, security deposits, utilities and tax reserves should reconcile cleanly.

Default reserve

Maintain a per-property litigation/possession reserve even if historical default is low.

Vacancy plan

Standing property-care vendor, keys, insurance occupancy conditions, pool/garden, pest control, humidity/airing and marketing mandate.

Advertising compliance

Archive every public claim and calculator assumption. Never imply guaranteed legal status, guaranteed renewal, guaranteed immigration result or guaranteed timing.

INTERNAL DILIGENCE APPENDIX

Operational details for counsel, management and serious diligence.

These items are intentionally outside the public sales flow.

Payment default / enforcement workflow

Autopay failure is logged and reconciled; counsel-approved formal notice follows. Where CCC §560 applies to monthly-or-longer rent, the statutory cure period is at least 15 days. If uncured, remedies proceed under the registered right, contract and Thai court process. Physical possession is recovered only through lawful execution.

Vacancy and possession-recovery reserve

Underwrite a conservative legal/operational reserve and a property-preservation budget. The model assumes the company can carry the asset through a weak market rather than being forced into a sale.

Payment-security architecture

Preferred legal workstream: compare Sap-Ing-Sith, registered lease plus cash-secured Thai bank guarantee, and licensed third-party escrow. Do not use Fresh 30-controlled offshore reserve accounts or disguised prepaid-rent structures.

Death, succession, subletting and early surrender

These rights must be explicit in the registered/private documentation and aligned with Thai law, Land Office practice, insurance and TM30 obligations.

Does OCPB expressly say a bank guarantee counts toward the 3-month cap?

We have not found a published OCPB announcement or FAQ expressly stating that an independent bank Letter of Guarantee, collateralized solely at the bank, is itself “advance rent” or a “security deposit.” That silence is useful but not approval. Fresh 30 should obtain a narrow written Thai consumer-law opinion before relying on it.

Why is escrow weaker than a bank guarantee for long-term security?

If the tenant places a large pool of cash in escrow solely to secure future residential rent, OCPB could still view the economic substance as an excessive security fund. Escrow is strongest for coordinated closing mechanics; a bank guarantee is cleaner for post-closing credit support because Fresh 30 receives the bank’s independent undertaking rather than control over tenant cash.

Why not guarantee all 30 years?

A 24–36 month rolling bank guarantee is more proportionate to actual enforcement and transition risk. It provides meaningful protection while making the structure look like genuine credit support rather than a substitute for prohibited 30-year advance rent.

ST3 final adversarial check — executive summary

PASS with open legal/banking gates. Math was rechecked against the 2.0× carry model; stale portfolio rows were corrected. The OCPB three-month cap remains the principal legal gate for conventional residential leases. Bank LG / escrow / Sap-Ing-Sith are credible structures to investigate but are not represented as finally approved. The growth model now explicitly shows that aggressive refinancing can create negative per-property cash flow after interest, preventing the presentation from overstating leverage economics. Enforcement statistics remain separated between screening populations and formal actions to avoid double-counting.

RESEARCH LIBRARY

Primary law, government releases, current enforcement and market evidence.

Primary sources first

The business case becomes more credible when the law, government releases, market evidence and current reporting are all one tap away.

RESEARCH ARCHITECTURE

Three layers of support.

Law

Land Code

CCC, DOL, OCPB and tax/registration sources

Enforcement

2025–26

current crackdown and operating environment

Market

Comps

published competitor and rental references

Land law / enforcement

- DOL anti-nominee measures ↗
- DOL 2026 circular registry ↗
- DOL May 2026 special meeting ↗
- Thai Govt Aug 21 Pattaya operation ↗
- Aug 25 government crackdown report ↗

Sale / lease / default

- DOL fees/taxes ↗
- DOL forms ↗
- 2026 real-estate legal guide ↗
- CCC §560 non-payment ↗
- DOL lease cancellation after judgment ↗

Consumer / tax / immigration

- OCPB 3+ units / long-term lease / utilities ↗
- OCPB 3-month advance+deposit cap ↗
- Revenue 30-year lease ruling ↗
- Immigration retirement residence evidence ↗
- TM30 official portal ↗

Market / operations

- View Talay 3BR current rent comp ↗
- Pattaya house/villa care pricing ↗
- Pattaya pool/garden maintenance ↗
- Existing sale/leaseback competitor ↗

THB COST DASHBOARD

฿17,805

Current worked monthly charge

Annual carry pool ฿213,660

THAI BAHT

฿ 1000

Illustrative working-cash layer

RECEIPTS / FEES

฿1.26M

Illustrative closing stack

MARKET / OPERATIONS RESEARCH

Item	Illustrative THB amount	Status
Transfer fee	฿400,000	Known
Specific business tax	฿660,000	Known
Carrying charge / month	฿17,805	Modeled
5-year empty stress cost	฿1,204,261	Modeled

bank-ready · THB grounded · documented

Research that looks bankable

The presentation should feel grounded in law, market conditions and current enforcement realities, not in speculation or pitch-only optimism.

฿17,805/mo

Current worked monthly charge

The payment model stays understandable while the legal and financing architecture behind it becomes stronger and more scalable.

transparent · registered · bankable · low-reactance

Live enforcement watch: maintain a dated running table of new government/DSI/DBD announcements: companies, plots, cases, restrained land, forced-sale actions and baht values. Never double-count overlapping operations as a nationwide seized total.

Final internal rule: no property closes because the spreadsheet is attractive. It closes only after clean title, source-of-funds file, appraisals, exact tax schedule, counsel-approved sale/lease documents, OCPB treatment, insurance and Land Office mechanics are complete.

FRESH 30™ THAILAND

Private working master — owner brochure + business plan + legal/underwriting appendix.

Not a public legal opinion or binding offer. Property-specific terms require Thai legal/tax review before execution.

OPEN ITEM: obtain SPP's written all-in upfront fee and total 30-year cost for a ฿20M property before making any public total-cost comparison.

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