



REVENUE ENGINES

Diversification = Resilience

NONESAVANH is not a single-activity hotel. It is an integrated tourism platform combining four complementary revenue engines plus restaurant and ancillary services, designed to smooth seasonality and reduce dependence on any single market segment.

Engine 1 — Senior & Family Accommodation

36 renovated rooms serving two complementary clienteles: active European seniors seeking long stays of one to twelve months, and families or couples on shorter stays. Smart Launch pricing is progressive: standard nightly rates from \$35–45 during the first six months, \$45–55 during months 7 to 12, and \$50–65 from Year 2 onward; premium nightly rates from \$55–65 at launch to \$70–85 at maturity; senior long-stay formulas from \$500–650 per month at launch to \$700–850 at maturity. A "Founding Resident" offer grants 20% discount to the first 50 seniors committing to six-month stays. Projected Year 1 contribution: \$138,600 from senior long-stay plus \$163,800 from family tourism.

Engine 2 — Eco-Tourism Camping (primary cash-flow driver)

50 lightweight bamboo cabins on stilts, elevated one meter above ground, each on a 120 m² plot delimited by vegetative hedges, capturing the structural backpacker flow of the Thailand–Laos–Cambodia circuit. Two models: a Standard cabin of 24 m² at \$5 per person per night (double bed, mosquito net, fan, 12 m² terrace, photovoltaic autonomy, shared sanitary facilities); and a Premium cabin of 32 m² at \$10 per person per night (king-size bed, air conditioning, private bathroom, 20 m² furnished terrace). Five shared sanitary buildings serve the area with autonomous wastewater treatment. This engine generates revenue from Day 30 with exceptional gross margins of 80 to 85%, due to photovoltaic energy autonomy, minimal staffing (2 staff for 50 cabins) and local materials. Projected Year 1 revenue: \$166,075, i.e. 22% of total revenue, at a constant 65% occupancy.

Engine 3 — Local Commercial Hub (recurring revenue)

20 traditional Asian-style retail units of 50 m² each, located at the main entrance of the estate with dual access — road-facing for customers and merchandise display, courtyard-facing for deliveries and storage. Target activities: fresh produce, hardware, clothing and footwear, mobile phones and services, handicrafts, mini-restaurants. Monthly rents range from \$150 to \$300 per unit depending on activity, with 3% annual indexation and 12-to-36-month renewable leases. A dedicated shared sanitary building is included in rental charges. This



engine produces fixed rental income independent of tourism seasonality. Projected Year 1 revenue: \$23,400 at 85% occupancy.

Engine 4 — Treehouse Apartment Sales (liquidity injection)

10 octagonal treehouse structures comprising 20 autonomous apartments of 40 to 55 m², built around preserved mature trees and sold off-plan between \$10,000 (Standard: equipped kitchenette, shower bathroom, 15 m² terrace, 2 weeks/year personal use) and \$20,000 (Premium: fully equipped kitchen, bathtub or Italian shower, air conditioning, 25 m² terrace, 4 weeks/year personal use). Each acquisition includes optional delegated rental management by the resort (target occupancy 65%, estimated gross yield 6–9% per year), a 30-day withdrawal clause, deposits held in an independent escrow account, and a buyback option by the resort after 5 years. Projected Year 1: 12 units sold, i.e. \$180,000, plus \$9,072 of delegated management commissions.

Restaurant & ancillary services

A 100-cover restaurant with professional kitchens (HACCP standards), spa and wellness services, excursions (Wat Phou, Bolaven, Mekong cruises), laundry and bicycle rental. Projected Year 1 revenue: \$91,313, with a 65% gross margin on dining.

Year 1 revenue mix

In Year 1, the projected revenue of \$772,260 is balanced across segments: treehouse apartment sales contribute 23%, eco-tourism camping 22%, family tourism 21%, senior long-stay accommodation 18%, and commercial leasing plus restaurant and services 16%. Even if one segment temporarily underperforms, the others compensate. This is the core of our resilience.