**Yolla Group**

Transcription by Azure AI, Summary by OpenAI

**Ringkasan Meeting Notes - Yolla Group**

1. **Kegiatan Usaha**:
   * Yolla Group terlibat dalam pengembangan, pengelolaan, pembangunan, dan penjualan properti, termasuk vila dan hotel.
   * Investasi satu unit apartemen satu kamar dapat menghasilkan pengembalian dalam 6,2 tahun dengan tingkat okupansi 75%.
2. **Harga dan Fasilitas**:
   * Harga unit satu kamar: USD 215.000 (termasuk pajak kecuali pajak notaris 1%).
   * Fasilitas termasuk furnitur lengkap, AC, kulkas, dispenser air, dan layanan sarapan opsional.
   * Sewa per malam berkisar antara USD 230–300 tergantung musim.
3. **Proyek dan Pembangunan**:
   * Durasi konstruksi 10–11 bulan dengan penalti 0,02% per hari untuk keterlambatan.
   * Pengembangan meliputi vila dua lantai dengan area hijau di sekitar unit untuk menjaga privasi.
4. **Sistem Sewa dan Pendapatan**:
   * Unit disewakan melalui platform seperti Airbnb, Booking.com, dan situs resmi.
   * Pendapatan bersih tertinggi pada Agustus adalah USD 4.600 untuk vila satu kamar, sedangkan terendah pada Februari dan November sebesar USD 2.500.
   * Keuntungan hotel mencapai USD 70.200 dalam tujuh bulan pertama.
5. **Kepemilikan dan Leasehold**:
   * Properti ditawarkan dengan sistem leasehold (80 tahun untuk orang asing, hingga 34+20 tahun dengan opsi perpanjangan).
   * Freehold lebih mahal dan terbatas di lokasi tertentu.
6. **Pengelolaan dan Biaya**:
   * Komisi manajemen 15% dari pendapatan, ditambah pajak pemerintah 5%.
   * Biaya operasional termasuk listrik, Wi-Fi, pemeliharaan kolam, dan kebun, berkisar USD 600–700 per bulan untuk vila dua kamar.
7. **Rencana Pengembangan**:
   * Dana dari penjualan digunakan untuk pembelian tanah dan pengembangan lebih lanjut.
   * Lokasi pengembangan berada di area strategis dengan akses mudah ke pantai dan area wisata populer.

**Transcription Details**

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| Jl. Anlak Sari No. 1–3.m4a | [00:00] We have, we are developing, we are managing, we are building and we are selling. So everything yes, yes, exactly investment like this what's the.  [00:12] One bedroom 16% and 6.2 years calculated on actual rental incomes. In 6.2 years you get your internal investment. But that should be how many person occupancy meaning 7575 during the whole year, yes.  [00:31] How much does it?  [00:33] Depends if it's full season, off season and so on. But minimum minimum 230 a knife minimum doesn't load highest it can go to 300 something. Let's see, OK.  [00:45] That's why.  [00:47] Big space, that's what we would. Only difference is the breakfast, right? We have, we have.  [00:55] Restaurant in the hotel and if they want breakfast, we deliver breakfast, but of course it's not included. Yeah, it's OK. It's not experienced, but yeah. And it can be, you know, because they have their own.  [01:06] We can do floating, yes, Yes, it works really well. Everybody knows.  [01:14] Fully furnished, including the air con.  [01:19] Yes.  [01:22] Does it include the fridge? Yes, it does. The fridge? The water dispenser, yes. Yeah.  [01:28] It includes everything so one bedroom. How much does it sell nowadays of plan Yeah. So we have 5 units of plant. We just sold the last one 215 U.S. dollars, 21215 U.S. dollars with taxes already with everything included except the notary tax. The notary tax, how many person 1% depends on the notary. We we collaborate with one notary, it takes 1%.  [01:53] I heard some notaries can take even 1.5. I don't know. I don't know. It's there, it's there.  [01:59] Yes.  [02:02] So this is smaller because the guest.  [02:06] Smells that here I have to tell them to come in.  [02:16] Yeah, but.  [02:26] What? Even the ceiling is good. Wow.  [02:33] So they just ensure this because they just take insurance when they buy, right? Meaning they buy if they want to make sure they hold you need, right. What is this?  [02:43] It's full of food if we can there's fire, yes, they have to make that's correct. Some clients even buy insurance from the construction stage because you never know what can happen. Yeah, it's not under our yeah. So some of them I know that they make sense that.  [03:02] Construction, the audience usually, yeah, the insurance and then they don't care. Yeah, whatever happens.  [03:16] The road is very narrow to us like that road. There's a big truck delivering materials maybe from your project and then thank you.  [03:28] At the end of the That's it. That's the end of the street here there's a small, low, small one. OK, that's a good thing about.  [03:36] So it starts in the morning. When construction starts you will see on the other.  [03:42] So I have to sleep with music, otherwise I don't. |
| Recording 8.m4a | [00:00] Three years ago a one bedroom off plant has been 150, so now it's 215 after wow, three years or something. Yes, yes, the land prices are increasing, the construction prices are increasing.  [00:18] Also, they are making a profit.  [00:30] We only build on pink commercial zones. This is what you mean.  [00:34] I know if they sell yes, or the house yes.  [00:40] No, no, no, no, no. So we transfer from the owner, transfers to the new buyer. Still still, Yeah, number of years, yeah, exactly with the remaining years. Now we're going to go, right, Okay.  [01:02]  [01:15] We can go right here now.  [01:18] I'm gonna look over the fence and now I'll show you where where there's construction. |
| Recording 9.m4a | [00:09] 25215 will be a one bedroom. This is a 2 bedroom.  [00:16] So I don't know if it will be able to come home or.  [00:21] So you see the construction here.  [00:25] Further and to the left is where we are building the nine more units and no, but if I take you there, it's all muddy. It's dusty. I don't know if you can.  [00:40] Yeah, it's OK.  [00:55] So your construction time is 8 to 10 months? No 10-11 months. We say 10 1/2 months from the moment of.  [01:04] Breaking ground?  [01:07] The foundation and if we delay then we pay penalties also mentioned in the contract, we pay 0.02% every day out of the every day, every day per day, yes. So even if we delay one month, that would kind of be the beginning rental of a month.  [01:28] We have a two-story yes, this, this one and the other one are the only ones. This is the one bedroom. Yeah, it's yes, it's a loft. It's a loft. The one bedroom is built here, so they are also lost down is the.  [01:44] Seating area, yes, the swimming pool and then the bedroom is upstairs.  [01:48] The flat one, yeah. So the bedroom, you can see the pool. Yes, you can. But it's I mean here because they are building here.  [01:57] What they're going to do, they're going to put palm trees all the way in greenery so they do not see in the other villas. And it will from the bedroom upstairs, you will just look at greenery as if you see forest in front of you.  [02:12] Yes, exactly.  [02:14] So they don't look at the back of the building.  [02:23] I don't know what you mean because I have, I don't know anything about electricity, power.  [02:34] You said underground, yeah. How can it be underground?  [02:48] The three bedrooms are on the other side where we went first, but I cannot show you because they are booked.  [02:54] Airbnbbooking.com or directly to our website Instagram. They see our page on Instagram or friends recommend them or.  [03:09] Not yet. We are. We are trying to get on Agoda.  [03:14] So $300.00 per night, that's like 4.5.  [03:18] I can, I can, I can send you the links of Airbnb because each villa has their own Airbnb page. So we do not rent them as a complex of 25 because of the name, right, not necessarily because of the name because they get different. Okay, you know, okay, okay, okay, okay. Each one has their own space.  [03:41] No, it's not. It's not.  [03:44] Actually, we started selling for the owner. He lived there. One of my colleagues told this one when it was still building, but.  [03:54] They are using.  [03:57] Type of concrete. I don't know what's the name of it. It cracks. Oh my God. So now the owner is very unhappy and they they need to fix. Yeah, it's very fast.  [04:11] So I said yes, they do. They do. Yeah, they have privacy approached in the back.  [04:17] But here I know we have around the quarter. Well, how about the owners here, how much do they pay you a month?  [04:29] There are three types of contracts, 15% is our Commission plus government taxes, is 5% paid through US plus operational costs every month they have to pay like the dues, yes, electricity, Wi-Fi, salaries, cleaning, pool maintenance, gardening and so yes, exactly. So all this would be roughly for a 12 bedroom roughly 607 hundred maximum per month U.S. dollars.  [04:58] 607 hundred a month, yes. So this is big. It is because it's about the area as well. But if you have income, it's OK.  [05:06] I was explaining to the ladies that I can actually even send you after I can show you a real financial report a month to see what are the costs, how much the villa made each day, how much is deducted from our Commission, how much is deducted salaries and you see the remaining costs.  [05:28] In August, a one bedroom villa August, which is the highest month one bedroom villa made $4600.  [05:41] 6040, so 4600 add 40% it made it made a lot of August, August is the best month for all the relapses. Lowest lowest month net profit was 2500 still, but yeah, after the all our commissions 60%.  [06:03] So lowest February, November 2500, so.  [06:11] If you'd like, we can go to see the project, but you're going to get your. I'm telling you from now, you're going to get your pretty shoes dirty because it's construction, okay?  [06:23] Just look up the computation.  [06:27] Or, or maybe you just can send us the location. I can send you. And yes, at least we you can. We know. Yeah, but you will not. Yeah, it's OK. We can see the final. Yeah. You can go with the car actually inside. You can go in a car and pass by also. Also construction trucks go through that dirty Rd. So you could you could tell them we just want to see the villas from outside.  [06:55] OK. When will you finish the Once you reach there, you will see that on the left side the buildings are almost finished and for those within a few months, 2-3 months will finish. But on the right side, we just started construction because we just bought the land three months ago.  [07:12] Yes. So some of them already have a foundation and some of them will start only January at the end of the road. So that's a bigger, but the one that comes up actually already sold also, Yeah.  [07:31] You will see on the presentation that Kira sent you. Let me open the page, I'll show you now.  [07:38] So.  [07:43] It's our office, the management office, This one here is the one that I will send you for the one that I showed you that we are building. Now this is off plan.  [07:53] This is the two-bedroom villa which is being sold for 200. Is it 8 billion? IDR the one? Yes, a million, yes. This is our hotel also for resale and this is Nyangyang. So this one yes, you will see, you will enter from this road over here and then you will go through the complex. This is everything.  [08:12] That you see, soldier? Yes. Whatever you see empty, it's either directly from us or it's a resale offline also.  [08:23] Is there any price difference between this whole and the Freehold property here? Freehold is way more expensive, but but we don't have any. I don't know if you maybe found a developer that sells free board, but for us personally, we don't have yes, yeah, if you want, we can go. If you want to see the hotel just to look at it, it's finished.  [08:48] Yes, it's for sale, $1.2 million. Is it a unit by unit or no? The whole hotel or the hotel it has? It has 6 rooms in all restaurants, yes.  [09:14]  [09:21] Hello. Hello. Oh so boutique. Yes, 6 rooms.  [09:31] But we can.  [09:34] Individual room, yes, yes, yes, everybody runs individual rooms. But the whole thing can be rented also if somebody wants hello, they can book the. We had, we had this group, they booked the whole hotel for themselves.  [09:52] Using using booking.com and Airbnb.  [10:06] Yeah, it's OK. |
| Recording 10.m4a | [00:01] After. After salaries, after Commission, after everything.  [00:07] Yes. So it made a very good, very good profit. That's what one person in seven months, in only seven months because we posted on Airbnb and booking only starting from March. So the hotel was finished in January. From March onward we posted it. And since then, March, March, April, May, June, July, August, September.  [00:29] And no, October, I didn't calculate, so only seven months. I looked over the reports, 70,200 U.S. dollars net profit, it was yes.  [00:40] But why are you selling it?  [00:42] We need more cash flow to buy more land and make more developments.  [00:49] Only 40 percent.  [00:55] Yes, exactly. I mean, it still gets.  [00:58] No, no, no. That's not not I don't know. We don't know.  [01:05] I'm not sure it's very nice. Yes, it is. Also, I don't know what's that nice. This is very nice of you.  [01:16] So the the five hour the land, yes, why you get only the rest of the road and I mean any land here is.  [01:30] Freehold, from what I understood, because I'm sorry, but I don't know, I don't have a lot of information. Usually Freehold is more to the edges of the cliffs and it's difficult. You need the, I mean for you it's not difficult, but I know that for investors from outside is hard. They have to make an Indonesian company in order to own leasehold.  [01:54] And the leasehold is not forever for for foreigners, it's only for 80 years. I tried I believe eight years PTPMA.  [02:02] Ah, company in Indonesia, yes, for you, of course.  [02:07] Yeah, kind of like this for you. It's for life. You are Indonesians, but yeah.  [02:14] We don't. We don't own Freehold for now.  [02:25] Ya I know, I know, that's why. But I asked the ladies if you want to move in, you want to leave me. No, no. If it's for investment, you don't care how many years you know you have it. If you don't want it anymore, you resell it after anyway.  [02:39] They will negotiate extensions and because everybody wants money at a certain point. So when when the developer bought the land here, it was 25 years plus 10 extension and we by contract we were willing to wait 25 years, but the land owners said let's extend from now because they needed money.  [03:04] And then it's perfect.  [03:07] At market price, that's amazing. Thank you.  [03:11] Yeah. And there in what I showed you, we are still building, it's 34 years now plus 20 extension, which also we believe that within the next few years they will ask to extend earlier.  [03:27] So let's see, so this area is still what lur 2 or yes, it's part of Uluwatu. The area is called yes, yes.  [03:37] I think sorry I have to run an appointment. |
| Recording 11.m4a | [00:00] In Yangyang also there are big waves, but I haven't seen more than two 3 surfers there because it's very rocky. So it's very dangerous. It's very dangerous. So that's why they don't go there. They come to begin and and which is 5 minutes.  [00:23] So we will visit the.  [00:28] Location.  [00:30] Also in the presentation, yeah, yeah, when the page with you will see the orange text and it's mostly location.  [00:41] So here see location on map you can click on it.  [00:45] It will open here, Yeah. Oh, sorry, yes, that one. And it will show you exactly.  [00:53] You will see that on outside, it's our name, Yola. Yola.  [00:59] So you can go either from here or from here. There is also shortcuts through here, but I see Google Maps doesn't recognize it, but it's like 12 minutes, so only three minutes extra. OK.  [01:12] OK, yeah, let's go.  [01:15] Pleasure to meet you. Thank you. It's very nice to meet you.  [01:19] Can describe.  [01:25] Any more questions and we discussed.  [01:33] Thank you so much. Most welcome. Very nice to meet you.  [01:37] Bye. |