

The Founders Offer

**UNIQUE, BUT LEGAL.
ENGINEERED FOR ADVANTAGE.
UNPRECEDENTED IN PANAMA.
PROVEN WORLDWIDE.**



Founders Real Estate Terms

1. **Mountain Lots in Panama:** Start at \$40,000 and range to over \$70,000.
2. **Kalu Yala's First 20 Lots:** \$15,000 Lot Price. No Infrastructure. First come. First serve.
3. **20 Founders:** Buy lots at $\frac{1}{3}$ the typical Panama lot entry price point & get to capture the \$15,000 of profit upside by paying Infrastructure Fees.
4. **20 Infrastructure Fees:** \$500 per month for 2 years. 20 owners pooled fees provide \$10,000/month for improvements to lots, driving everyone's lot valuation.
5. **20 Owners:** 2 years of payments results in a credit history, which when combined with your \$27,000 Total Lot & Fee Investment will create access to finance for home construction.



A Bubble of Trust in Panama

1. **MMG Trust:** Central America's largest Fiduciary is our farm's owner, obligated to defend the land, administer all contract terms, including our community's vision.
2. **The Use of Usufructs:** Own the rights to your lot, plus your home & improvements, but maintain the tax advantages of our farm held in trust. Plus, know your neighbors are adding to your lot's value.
3. **Private Governance:** Dan Slone & Patricia Villanueva, top U.S. & Panama real estate attorneys, are 2 of your 20 Co-Founders, and write our governance.
4. **Your Developer - Sandy Stice:** Former Chairman of Cushman & Wakefield's Financial Advisory Board, a subsidiary to the Rockefellers, Sandy's investment firm has averaged 19% annual returns to investors over its 30 year lifespan.



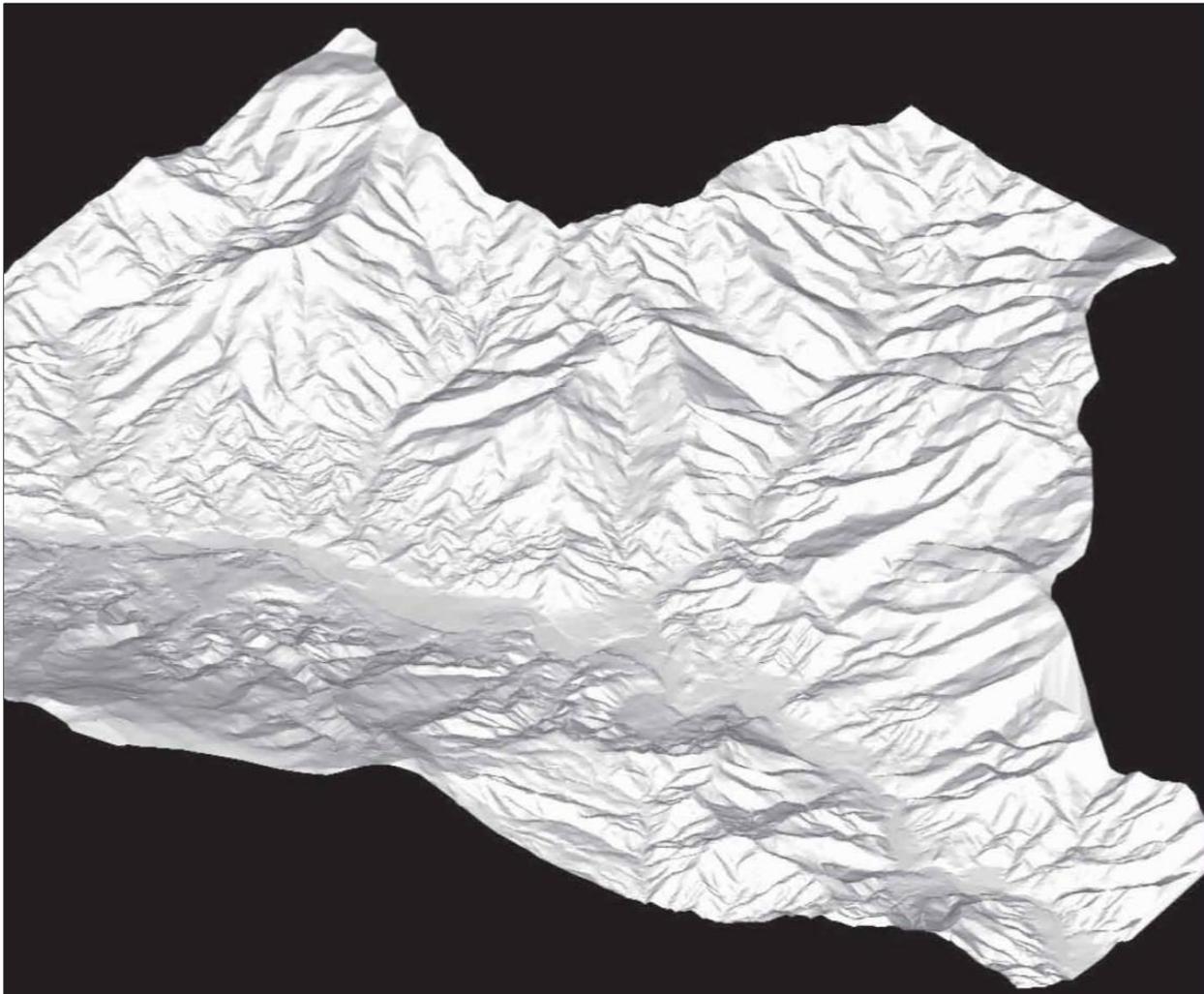
Timeline & Infrastructure

1. **December 2022:** 20 refundable \$3,000 deposits taken with neighbors introduced.
2. **January 2023:** Usufructs closed and funded.
3. **January to July 2023:** Phase 1
 - a. Ecological geocell reinforced gravel road with stormwater drainage installed.
 - b. Rainforest sourced, filtered potable water connected to all lots.
 - c. Solid-to-effluent ecological sewer connected to each lot.
 - d. Community-owned solar generation installed and underground electrical delivered to each lot.
 - e. First homes begin construction.



The Use of Usufructs

1. **A renewable 99-Year Land Lease:** There is no statute of limitations to Usufructs or Trusts in Panama, meaning the bubble of trust is forever.
2. **Creating Value Together:** Since it is a long-term land lease, our governance is able to make sure every resident is contributing to everyone's land value.
3. **Controlling Quality for Everyone:** Fee-simple lots in Panama make it difficult to get a homeowner to comply, creating a threat to real estate values.
4. **Tax Optimization:** As a contract owner, you benefit from any tax benefits of the mother farm, including agritourism or environmental tax credits.



Land Lease Precedents

1. **Lake Burton:** 1,200 Private Homes with an Average Sales Price of \$1.2M, built on 15-Year Leaseholds from Georgia Power.
2. **Fairhope, Alabama:** Founded in 1894 as The Fairhope Single Payer Tax Colony. 1,300 homes with Average Price of \$455,000 on 99-Year Leaseholds.
3. **Grosvenor Group:** 4,500 29-to-99 Year Leaseholds in Mayfair, London and multiple global locations since 1720.
4. **Calistoga Ranch:** 23 Luxury Tiny Homes sold in 1/10th fractions for \$475,000 each in 2011. Located on a private 157 acre Napa Valley Campground.

Frequently Asked Questions

1. **HOA Fees Post-Infrastructure:** HOA fees for include maintenance, landscaping, security, homeowner-owned power supply, roads and stormwater, potable and wastewater treatment, plus communal amenities.
2. **Rental Income:** Kalu Yala created a Town Research & Development Institute 12 years ago. We built a full-service hotel that survived COVID, ranks in the Top 10% of Hotels in the world, and is cash-flow positive. We are creating a destination to help you rent your home as much as possible.
3. **Cost to Build:** Our designs use the highest quality materials and trained craftsmen to build for only \$1,200 per meter. Architects are by selection only, designs are reviewed, 3rd party builders must be approved, and we inspect every building.
4. **Finance Availability:** After 2 years of on-time monthly infrastructure payments of \$500 per month, Kalu Yala will then lend 70% of the cost of your lot and construction at Prime + 2% or better.



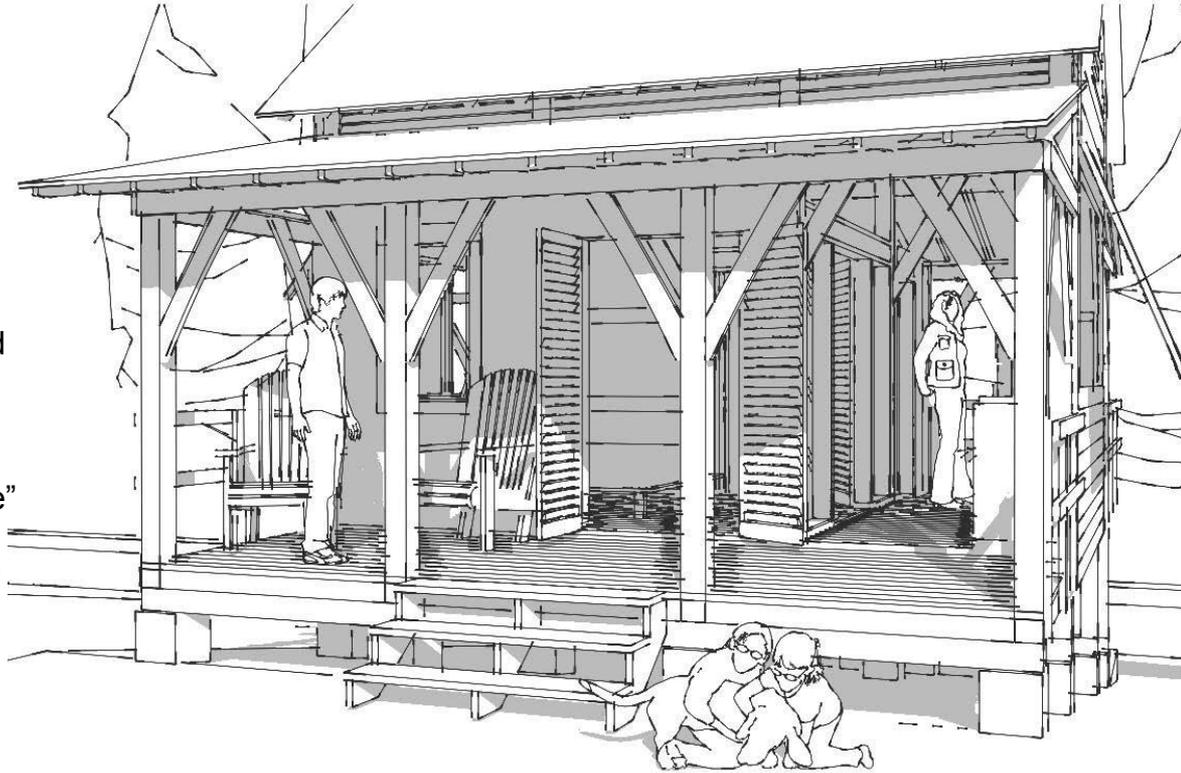
Risks to Consider

1. **Title versus Land Lease:** The farm is owned in a Trust by MMG Bank & Trust, Central America's Largest Fiduciary. This means your land lease, your neighbor's, and our development decisions are all equally held to the trust's bylaws.
2. **Project Liquidity:** We are legally committed to never place debt on assets until they have produced income for at least 3 years. To date, Kalu Yala has remained an all-cash deal.
3. **Political Stability:** While no place can be immune to politics, Panama has a small domestic population with one of the highest life satisfaction rates in the world and the canal's stability is important to countries with opposing ideologies.
4. **Where's the Beach?** Our parent company also owns 20 acres of beachfront property at Torio. After selling out Phase I of Kalu Yala, we will be delivering 10 units for sale as 1/10th fractional ownerships for our Kalu Yala Lot Owners to be able to enjoy up to 1 month per year at the beach.



Why Now?

1. **Kalu Yala survived COVID:** And won 2 TripAdvisor Travelers Choice Awards ranking as 1 of Panama's Top 10 Hotels.
2. **New Infrastructure:** An improved entry road and \$750,000 of improvements now are on the land with beds for 100 guests.
3. **The Research Institute:** Our Gold-Rated Research Institute reopens in January of 2023.
4. **Hospitality Management:** Our "campsite" is full-service and administered by software we developed to measure every job for cost-effective, consistent success.
5. **Nationally Protected Area:** Our 7,000 acre valley was placed in a Protected Area in 2020. We have the only permits.





Jimmy Stice

Kalu Yala Founder

The World's Largest Eco-Village

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