



Nala Hills

BOUTIQUE VILLA COLLECTION, ULUWATU

Serene villas on a sacred ground in southern Bali. A quiet life for residents, a sound return for the investors.

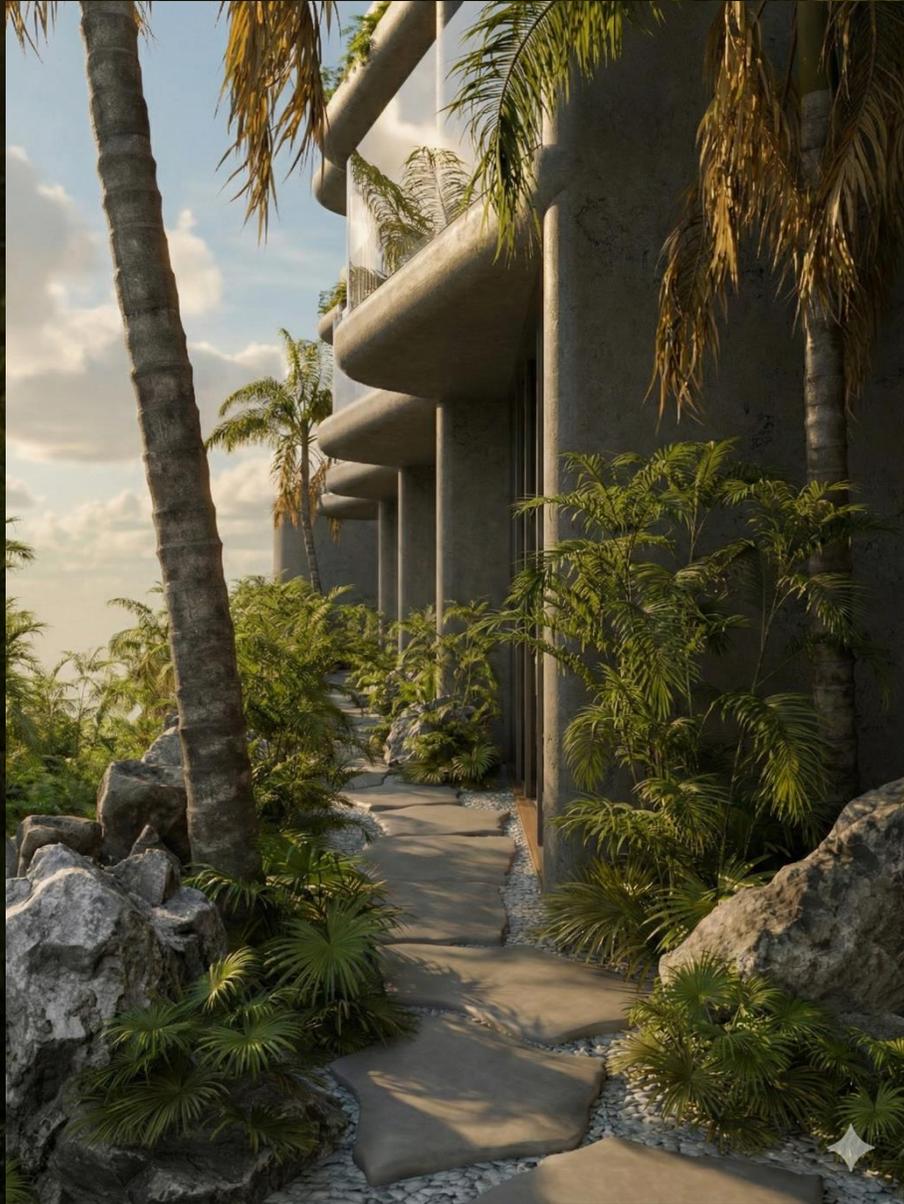
The Concept of Turtle blessing

16 villas are being built around the discovery site of a sacred tortoise stone – only the fourth in the whole Uluwatu. The compound is inspired by the unity with nature and divine protection of Bedawang Nala – the guardian of water and land.

NALA HILLS is a breathing oasis, green and serene, where the soul feels at ease and the body finds rest.

Further from the crowds, but within reach to all amenities, it is protected by lush greenery and unique zoning.





Unique architecture

One guiding principle of architecture: **to reveal the surroundings and their story, not dominate it.**

The project is shaped by a natural hillside, vegetation, and airflow. Villas follow the terrain, creating privacy, shade, and openness without artificial density.

NALA HILLS offers the luxury of privacy, ocean view, tropical swimming pools and rooftop terraces

Unique NALA HILLS location



NALA HILLS

MELASTI BEACH

Unique investment opportunity

In Bali, demand for luxury and privacy continues to outpace new supply, particularly in well-zoned, low-density areas.

There will be fewer and fewer real estate offerings that are secluded from noise, not packed with residents and protected by designated zoning. Micro-locations like NALA HILLS tend to:

- retain pricing power,
- attract higher-quality guests,
- and preserve long-term asset value.

NALA HILLS is located in the tourism-designated zone (pink zone permits & legal rentals)

The compound is surrounded by residential and agricultural land - nobody will build another resort in the immediate vicinity. Peace and privacy protected.

The compound

2 apartments,
8 semi-detached units
6 villas

On site security
Reception
Coffee shop
Yoga space







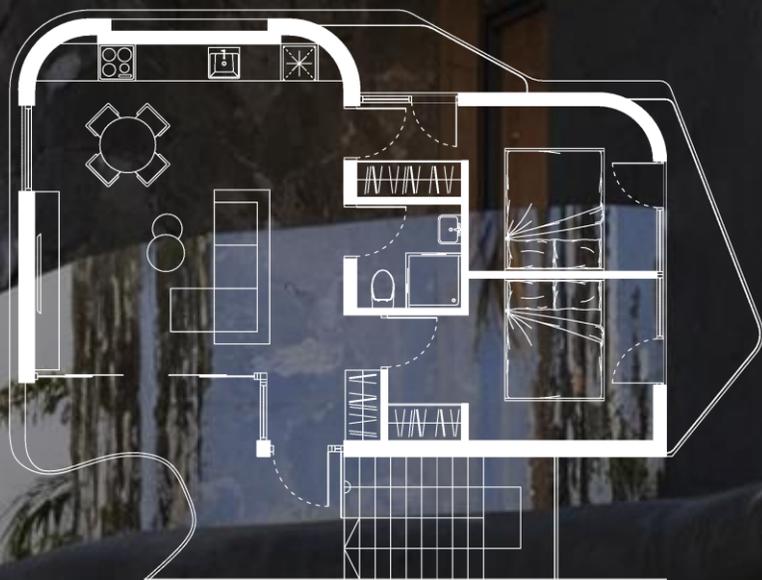




Apartment, 53 m²

Composed of a living space of 53 sq. meters and a rooftop terrace with deck and green plot of another 40 sq. meters, your Nala Hills apartments are situated over the common pool, feature jungle views, 2 bedrooms and a spacious living room.

The rooftops are the largest in the compound and give you magnificent views of the valley.



€ 275 000

How your investment can turn out:

Est. Average Daily Rental Rate – **150 €**

Average Occupancy – **75%**

Payback in **9,1 years**

Average yearly ROI – **14%**





Semi-detached, 54 m²



Two types of petite villas are composed of either 2 bedrooms (53 sq.m) or 1 bedroom (54 sq. m) and a terrace (additional 17 sq. m of space and an equal amount of roof greenery). All the villas face the large common swimming pool cleverly separated with plants and rocks for more privacy. Spacious ground floors with immediate access to water are just charming.

€ 295 000

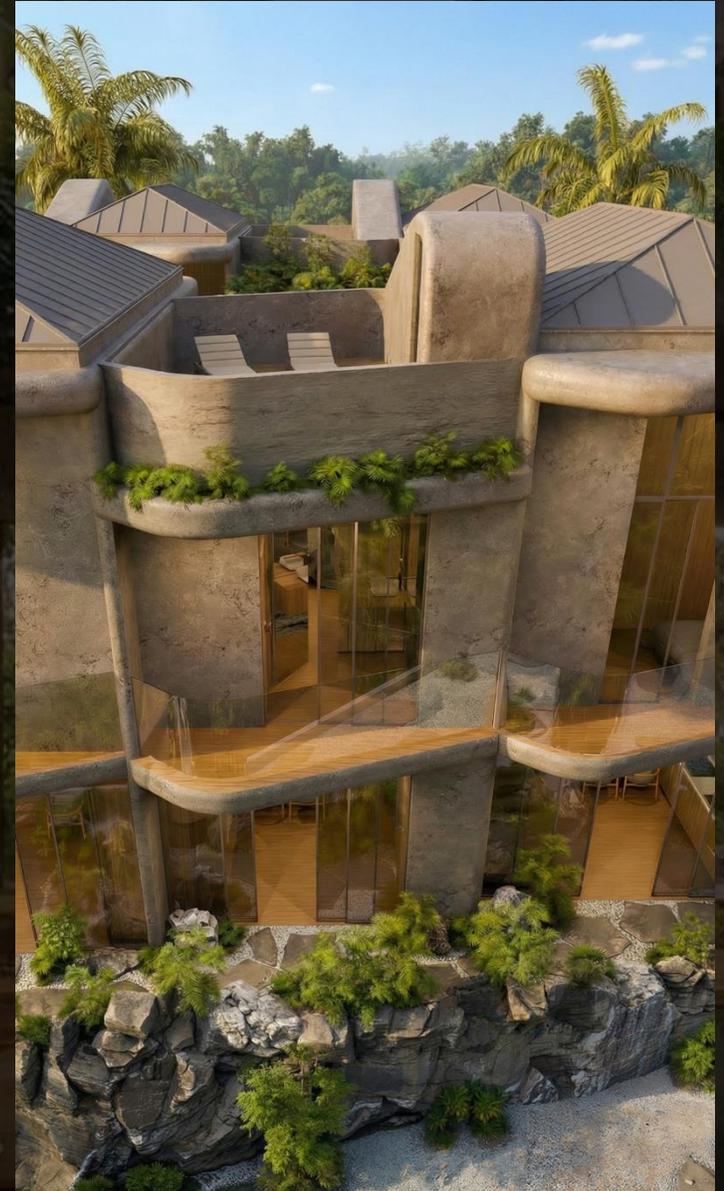
How your investment can turn out:

Est. Average Daily Rental Rate – **180 €**

Average Occupancy – **75%**

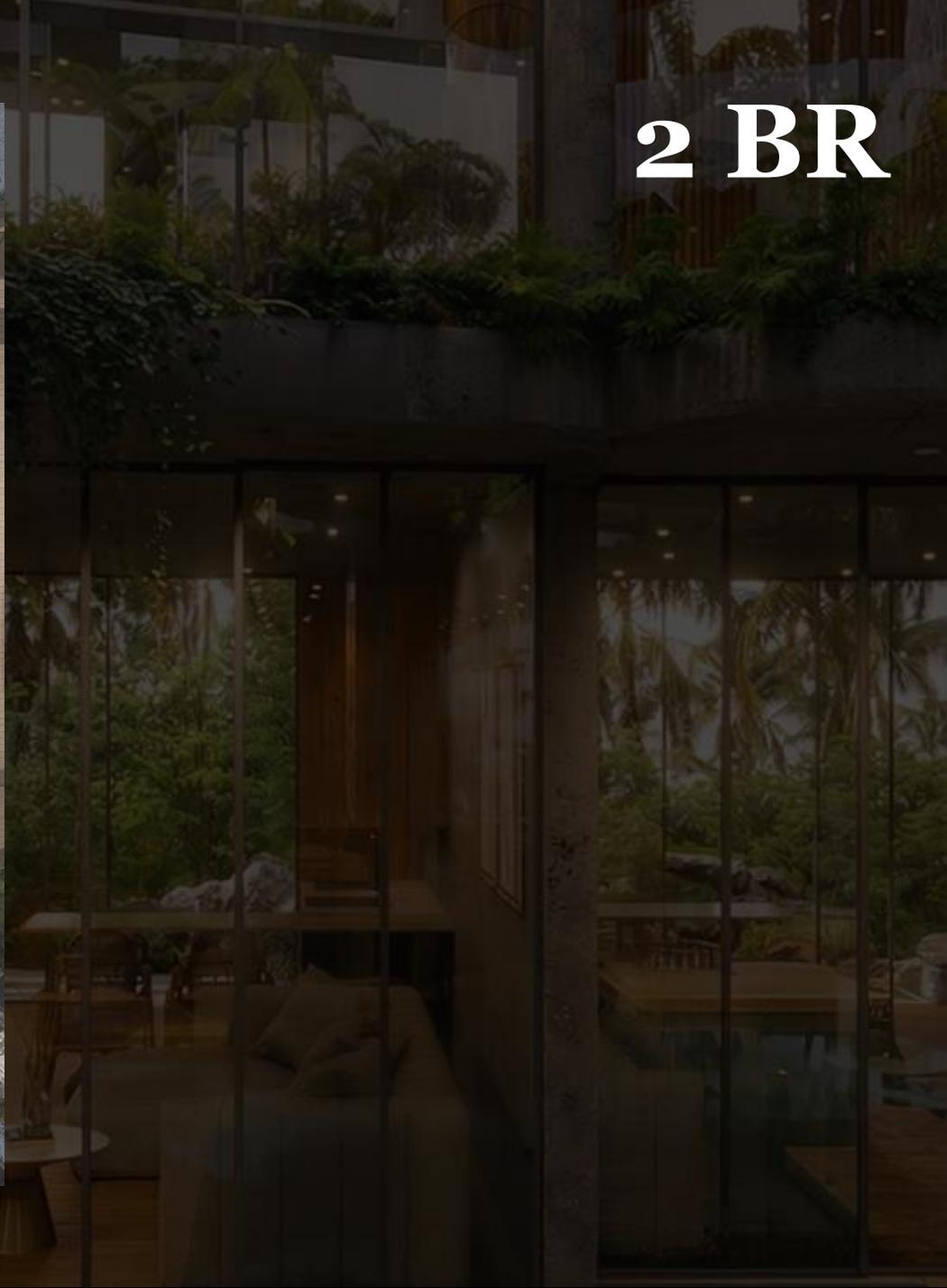
Payback in **8,3 years**

Average yearly ROI – **16%**



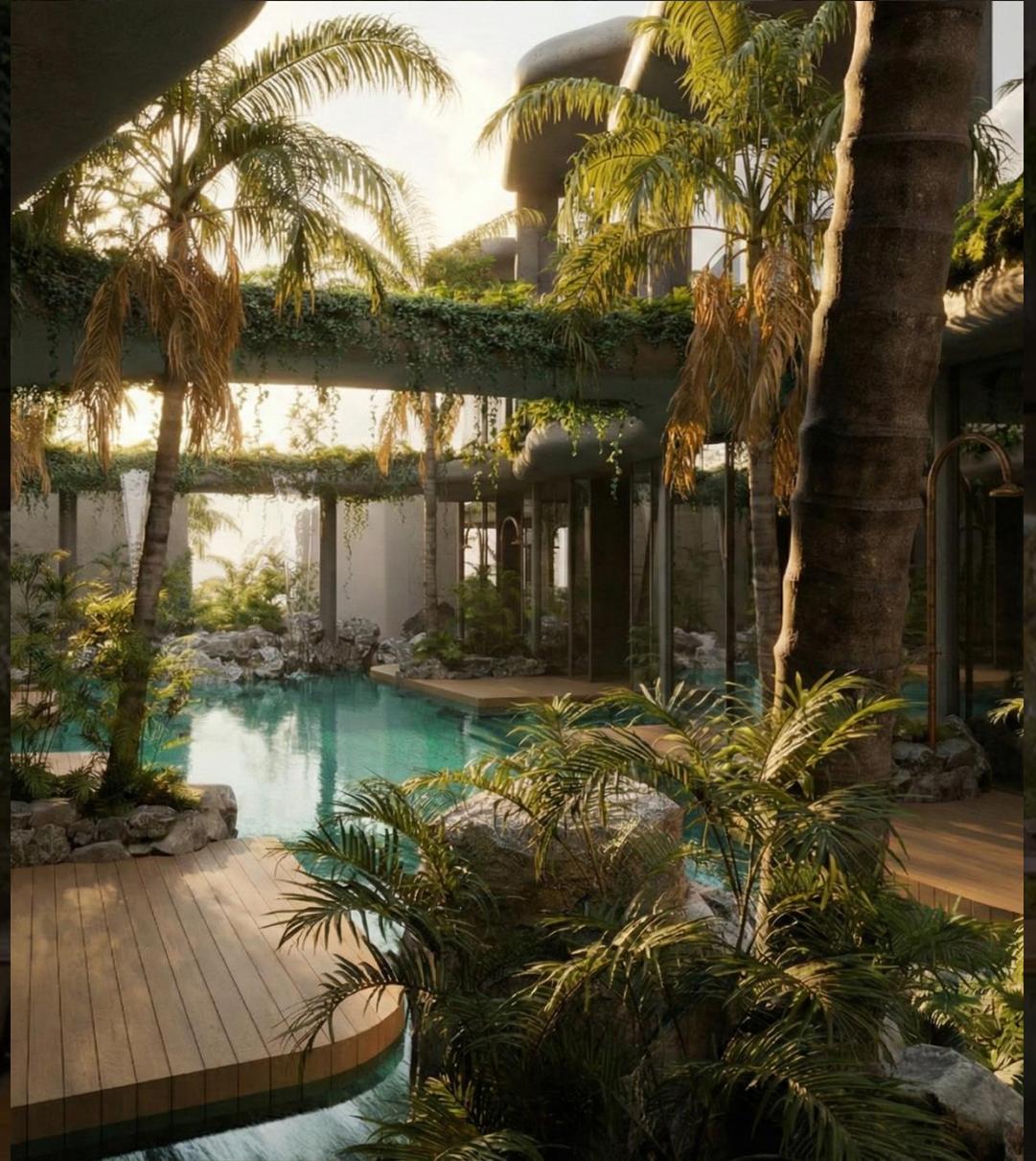
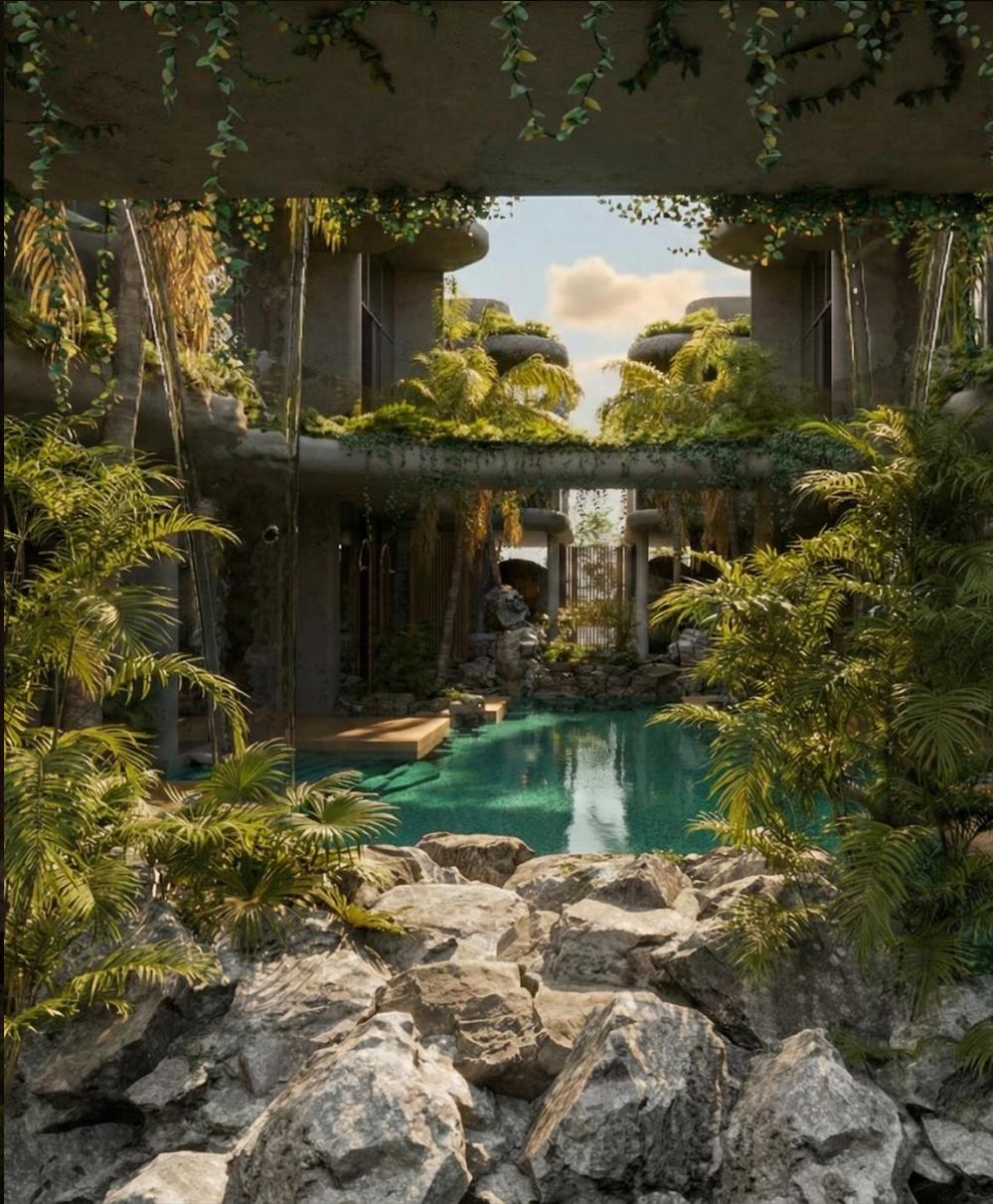


2 BR





1 BR
With rooftop



Premium, 93 m²

With a total area of over 92 sq. m, each of the three premium villas is composed of 2 bedrooms (scenic master bedroom on the second floor), a spacious living room, balconies and direct access to the 24 sq.m private swimming pool. The compound uses natural slope elevation providing privacy and personal greenery – more than 40 sq.m of terraces, balconies and greenery. The garage space offers plenty of storage for everything you may need.

€ 425 000

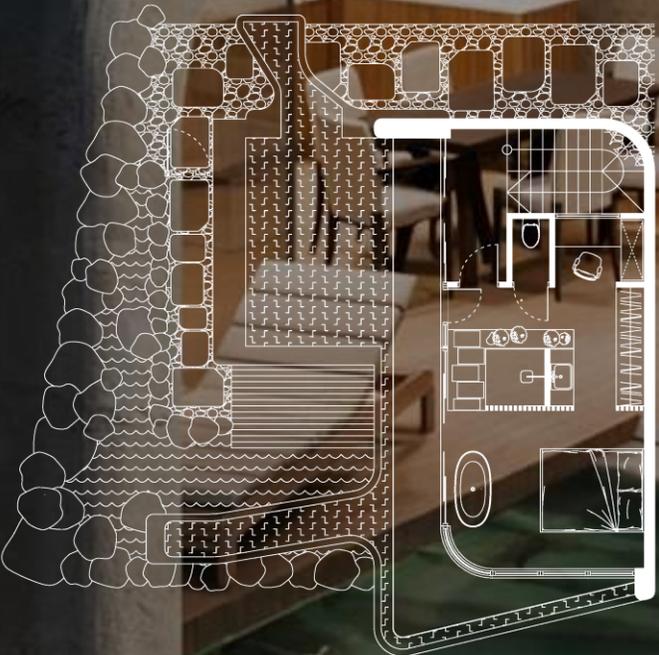
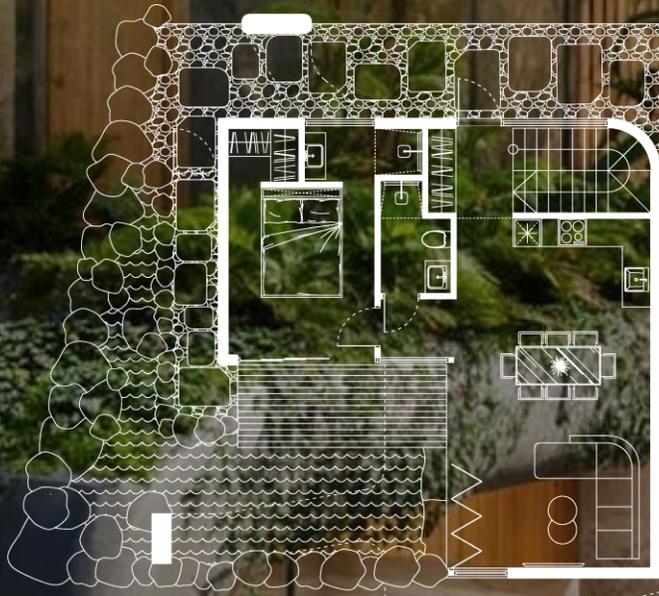
How your investment can turn out:

Est. Average Daily Rental Rate – **280 €**

Average Occupancy – **75%**

Payback in **7,6 years**

Average yearly ROI – **18%**







Oceanview, 112 m²

Front row 3 bedroom villas facing the valley and the ocean, with gorgeous 30 sq. m private pools, large balconies, terraces and greenery both on the lot and in front of the windows. At a total surface of 111 sq. m and space for a car or an additional terrace, floor-to-ceiling glass facades these villas are breathing lightly and at the same time provide you with scenic privacy.

€ 450 000

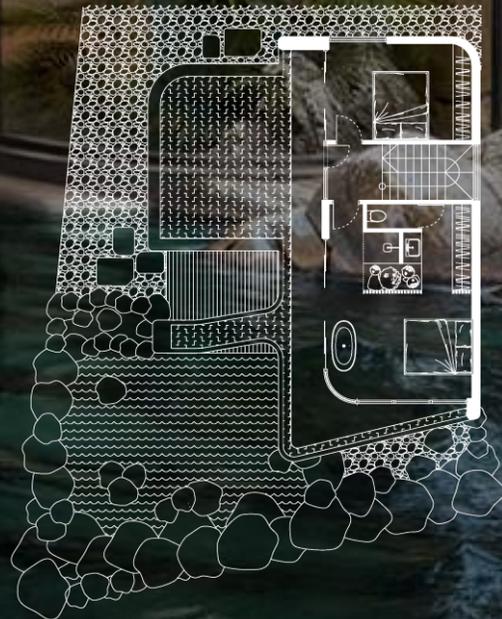
How your investment can turn out:

Est. Average Daily Rental Rate – 300 €

Average Occupancy – 75%

Payback in 7,6 years

Average yearly ROI – 18%







A modern, multi-level building with balconies and greenery, built on a rocky cliffside surrounded by dense tropical vegetation. The building features concrete walls and large glass windows. The balconies are adorned with various plants and ferns. The surrounding landscape is lush with greenery, including palm trees and other tropical plants. The sky is blue with some light clouds.

Payments, costs and ROI

Investment payment plan

| | |
|---|------------|
| Reservation / Deposit (upon signing the reservation form) | 2% |
| Notary / PPAT transaction – transfer of land lease rights | 38% |
| Construction contract signing / mobilization | 15% |
| Completion of foundations (excavation + foundation works) | 10% |
| Structure + roof completion (structure finished + roof waterproofed) | 12% |
| Completion of engineering systems (electricity / water supply / wastewater / air conditioning – installation up to finishing stage) | 8% |
| Interior finishing ~80% complete (tiles / bathrooms / painting / doors) | 8% |
| Practical completion / handover (villa ready for use) | 5% |
| Retention payment (after defect liability period of 90–180 days) | 2% |

ROI and rental income in a nutshell

Real estate value uplift
from off-plan to completion **+30%**

Historical capital
appreciation **+5%**
annually

Rental income **€30-40k**
annually at occupancy **60-80%**

Yield: **14-18% annually**, avg. payback in **7,5 years**

Operating costs (OPEX)

In Bali, **total OPEX commonly equals 30% of gross rental income.**

Operating expenses typically include:

- property management and staff,
- utilities and maintenance,
- cleaning and guest services,
- marketing and booking platform fees,
- insurance, local fees, and reserves.

An aerial photograph of a tropical coastline in Bali, Indonesia. The image shows a mix of natural and developed landscapes. On the left, a steep cliffside is covered in lush green vegetation and features a traditional Balinese temple complex with several tiered roofs. Below the cliff, a small sandy beach meets the turquoise waters of the ocean. In the center, a series of terraced rice fields are visible, interspersed with palm trees and other tropical plants. To the right, a modern resort complex is built on a hillside, featuring several multi-story buildings with balconies, swimming pools, and landscaped grounds. The overall scene is bathed in warm, golden light, suggesting a late afternoon or early morning setting.

Investing in Bali

Indonesia: Scale, Stability, Growth

Indonesia is Southeast Asia's largest economy and a member of the **G20**. Key macro indicators:

- **GDP:** approx. **USD 1.4 trillion**
- **Average GDP growth:** **~5% annually** over the past decade
- **Population:** 275+ million
- **FDI inflows:** consistently increasing, with real estate and tourism among priority sectors

Indonesia has demonstrated: economic resilience through global shocks, political continuity, and long-term infrastructure commitment.

For investors, this means:

1. a growing domestic economy that supports tourism, improves legal and investment frameworks
2. a country that moves steadily toward middle-income and high-income status.

Bali: demand proven by numbers

Bali is Indonesia's most internationally recognized destination — and its strongest real estate market.

Structural factors supporting demand:

- Limited land availability due to zoning and environmental protection
- Growing long-stay and remote-work tourism
- Strong return of premium travel and wellness tourism

Recent tourism indicators:

International arrivals (2024): ~6.3 million (+13% year-on-year)

Luxury villa occupancy: 70–85%

Average premium daily rates:

€ 200–600

A modern architectural structure with a large, dark, curved archway. The structure is surrounded by lush tropical vegetation, including palm trees and various green plants. In the foreground, there are large, dark rocks and a small stream of water flowing over them. The overall scene is set in a natural, outdoor environment.

Frequently used terms

LEGAL & OWNERSHIP TERMS

Hak Milik

Freehold ownership. Reserved for Indonesian citizens only. Foreigners cannot directly hold Hak Milik.

Hak Sewa (Leasehold)

The most common ownership structure for foreign investors. Grants the right to use land/buildings for a fixed term (typically 25–30 years) with extension options.

Hak Pakai (Right to Use)

A right granted to individuals or entities to use land owned by the state or private parties. Often available to foreign residents with valid stay permits.

HGB (Hak Guna Bangunan)

Right to build and own a structure on land for a fixed period (typically 30 years + extensions). Commonly used by Indonesian companies (including PT PMA).

PT PMA (Foreign-Owned Company)

An Indonesian limited liability company with foreign shareholders. Used for commercial activities, portfolios, or more complex ownership structures.

Notary (PPAT)

A licensed Indonesian public official responsible for drafting and registering property and land agreements.

ZONING & PERMITS

Izin Tata Ruang (ITR)

Official zoning permit confirming how land may legally be used (residential, tourism, commercial, agricultural).

Pink Zone (Tourism / Pariwisata)

Land designated for tourism use. Allows villas, resorts, and legal short-term rentals. Preferred zone for investment properties.

Yellow Zone (Residential / Perumahan)

Land designated for residential use. Short-term rentals may be restricted or prohibited.

Red Zone (Commercial / Perdagangan)

Land designated for commercial or mixed-use developments, subject to specific approvals.

Green Zone (Agricultural / Protected)

Land protected for agriculture or environmental reasons. Construction is generally prohibited.

IMB (Izin Mendirikan Bangunan)

Former building permit system. Replaced by PBG.

PBG (Persetujuan Bangunan Gedung)

Current building approval system. Confirms compliance with zoning, safety, and technical standards.

SLF (Sertifikat Laik Fungsi)

Certificate of proper function. Confirms that a building is legally fit for use after completion.

Pondok Wisata

Tourism accommodation license allowing short-term rental of villas or rooms to guests.

INVESTMENT & FINANCIAL TERMS

ADR (Average Daily Rate)

Average price per night paid by guests.

Occupancy Rate

Percentage of available nights that are rented over a given period.

RevPAR (Revenue per Available Room)

ADR multiplied by occupancy. Used to measure rental performance.

Gross Rental Income

Total income generated from rentals before expenses.

OPEX (Operating Expenditure)

Recurring costs required to operate the property, including management, staff, utilities, maintenance, cleaning, insurance, and platform fees.

CAPEX (Capital Expenditure)

One-time or infrequent investments such as renovations, furniture replacement, or major repairs.

NOI (Net Operating Income)

Gross rental income minus OPEX. Represents true operating profitability.

IRR (Internal Rate of Return)

A financial metric expressing the overall return on investment over time, including cash flow and exit value.

OTA (Online Travel Agency)

Platforms such as Airbnb, Booking.com, or Agoda that market and distribute rentals.



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