



## APARTMENTS PRE-SALES

### INVESTMENT OPPORTUNITY

DEVELOPMENT OF A CLUB RESIDENTIAL CONDOMINIUM APARTMENTS COMPLEX

«RAY WELIGAMA» L.L.

WELIGAMA, SRI LANKA

For the buyers of our  
apartments, we offer:

**15 - 20% ROI**  
high profitability

**65 - 75%**  
stable occupancy rate  
all year round

**7 years**  
the average payback period of  
investments

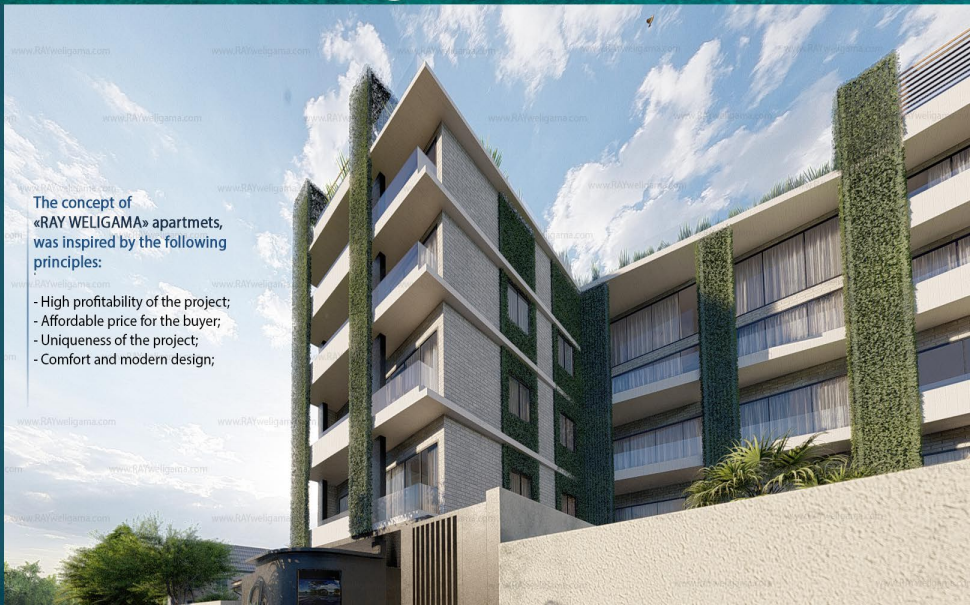
**20%**  
initial payment

**10 - 20%**  
annual cost growth

**30 - 40%**  
cost increase after completion  
of construction

The concept of  
«RAY WELIGAMA» apartmets,  
was inspired by the following  
principles:

- High profitability of the project;
- Affordable price for the buyer;
- Uniqueness of the project;
- Comfort and modern design;







# LAND & COMPANY

www.RAYweligama.com

www.RAYweligama.com

The construction site is already 100% owned by the company  
**RAY WELIGAMA (PVT) LTD.**

Before the purchase, a full notarial check of more than 30 years period was carried out.

\* All paperwork, ownership documents and additional information can be provided by request.

RAY WELIGAMA (PVT) LTD performed market research, conducted tenders and concluded service and support contracts with leading Sri Lankan representatives from Colombo:

- Law firm;
- Accounting and finance;
- Design and construction management;

- The company's staff is being formed to manage the construction and its own sales department, office and showroom.  
- The terms of the installment plan for future buyers are being discussed with the leading banks of Sri Lanka.

- Our company now is an official member of the Chambers of the Construction Industry of Sri Lanka which has granted us a direct access to the main construction industry participants of Sri Lanka, including their government ratings, financial indicators, special conditions for future cooperation and the implementation of our project.



23,55 perches (1perch=25m2)



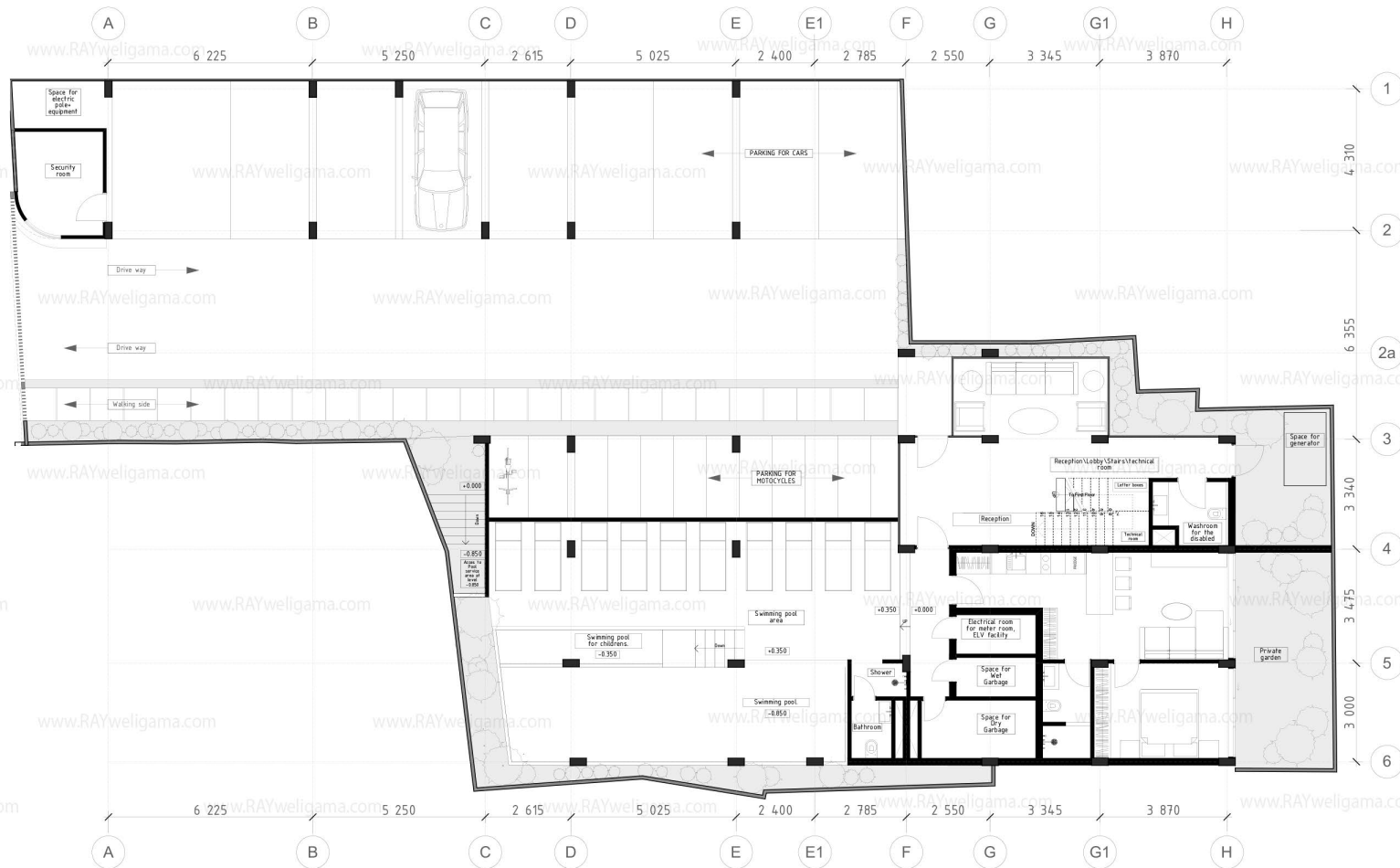
**The design documentation for the construction has been developed:**

- Architectural project;
- Interior design;
- Structural design;
- Electrics and low-current networks;
- Air conditioning and natural ventilation systems;
- Water supply and sewerage;
- Fire safety systems;
- Solid waste management system;
- Drainage and stormwater drainage.

**Documentation at the final stage of development:**

- Estimates and equipment, BOQ;
- Tender documentation and holding of tenders.

\* Completion time is about 2 months.



MASTER PLAN AND GROUND FLOOR.



**Construction permits and approvals have been obtained:**

- UDA (Urban Development Authority). The building parameters have been agreed (number of floors, height, number of apartments, general building plan);
- Fire department;
- CEB (Ceylon Electricity Board). Official confirmation has been received for the allocation of 50 kV of power, including placement of a transformer;
- Coastal department;
- CEA (Central Environmental Authority);
- NBRO (National Building Research Organisation);
- CMA (Condominium Management Authority);
- National Water Supply and Drainage Board.
- UDA (Urban Development Authority). Building approval;

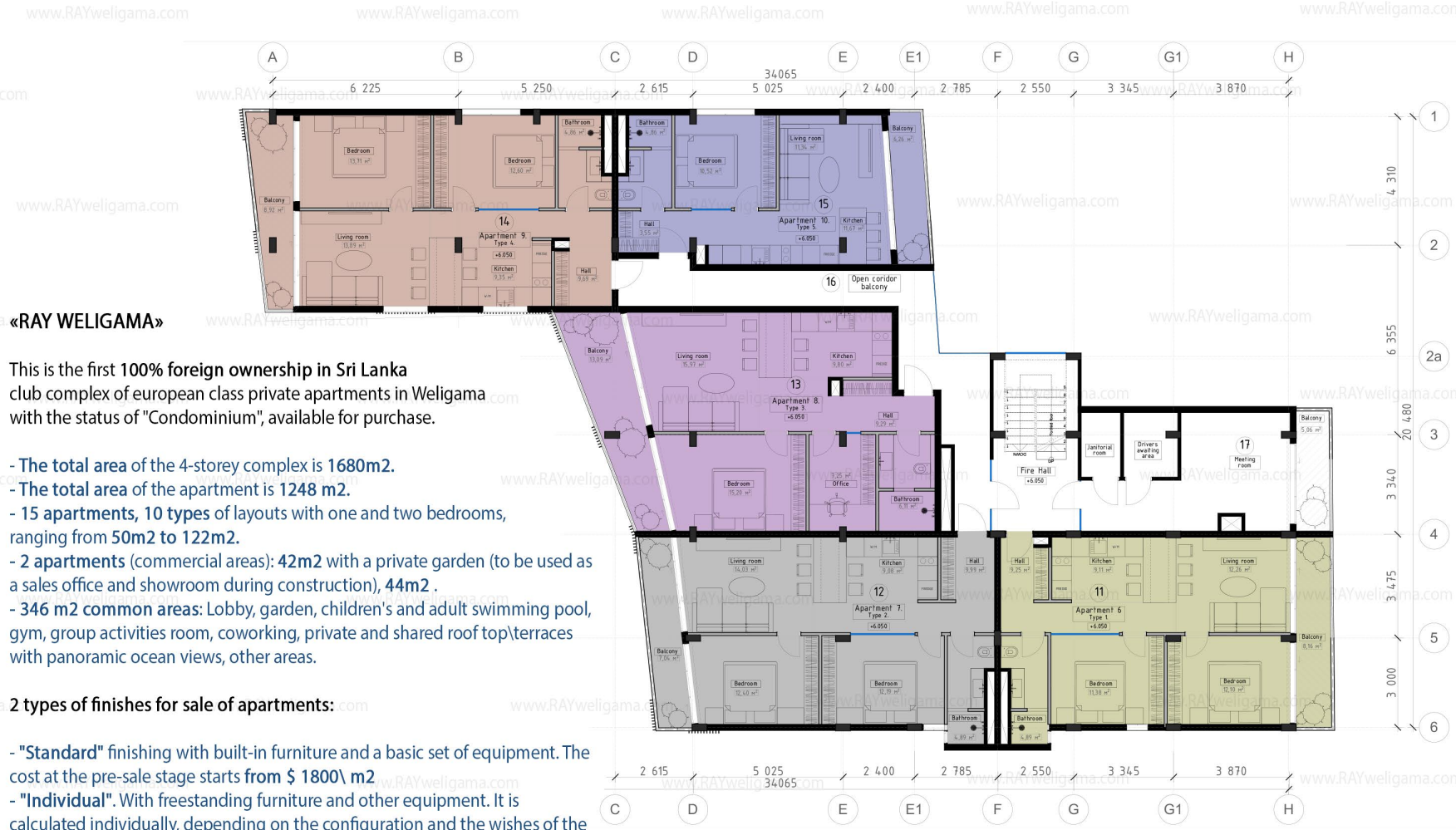


FIRST FLOOR.





№	Name	Building total area		TYPE
		S, sq.m.	Floor	
01	Reception\Lobby \Stairs\Technical room	34	Ground floor	
02	Swimming pool area	81	Ground floor	
03	Commercial only to serve the residents	41	Ground floor	
04	Technical\service zone	13	Ground floor	
05	Apartment 1	79	First floor	TYPE 1
06	Apartment 2	74	First floor	TYPE 2
07	Apartment 3	80	First floor	TYPE 3
08	Apartment 4	76	First floor	TYPE 4
09	Apartment 5	50	First floor	TYPE 5
10	Corridor\Hall \balconys	39	First floor	
11	Apartment 6	71	Second floor	TYPE 1
12	Apartment 7	74	Second floor	TYPE 2
13	Apartment 8	80	Second floor	TYPE 3
14	Apartment 9	77	Second floor	TYPE 4
15	Apartment 10	50	Second floor	TYPE 5
16	Corridor\Hall \balconys	34	Second floor	
17	Meeting room	34	Second floor	
18	Apartment 11	40	Third floor mezzanine	TYPE 6
19	Apartment 11	71	Third floor	
20	Apartment 12	44	Third floor mezzanine	TYPE 7
20	Apartment 12	74	Third floor	
21	Apartment 13	32	Third floor mezzanine	TYPE 8
21	Apartment 13	80	Third floor	
22	Apartment 14	48	Third floor mezzanine	TYPE 9
22	Apartment 14	77	Third floor	
23	Apartment 15	25	Third floor mezzanine	TYPE 10
23	Apartment 15	50	Third floor	
23	Corridor\Hall \balconys	35	Third floor	
24	Hall	7	Third floor mezzanine	
24	Commercial only to serve the residents Gym	34	Third floor mezzanine	
25	Common areas (condominium)	34	Roof plan	
26	Hall	8	Roof plan	
		1 690 M <sup>2</sup>		



«RAY WELIGAMA»

This is the first 100% foreign ownership in Sri Lanka club complex of european class private apartments in Weligama with the status of "Condominium", available for purchase.

- The total area of the 4-storey complex is 1680m<sup>2</sup>.
- The total area of the apartment is 1248 m<sup>2</sup>.
- 15 apartments, 10 types of layouts with one and two bedrooms, ranging from 50m<sup>2</sup> to 122m<sup>2</sup>.
- 2 apartments (commercial areas): 42m<sup>2</sup> with a private garden (to be used as a sales office and showroom during construction), 44m<sup>2</sup>.
- 346 m<sup>2</sup> common areas: Lobby, garden, children's and adult swimming pool, gym, group activities room, coworking, private and shared roof top/terraces with panoramic ocean views, other areas.

2 types of finishes for sale of apartments:

- "Standard" finishing with built-in furniture and a basic set of equipment. The cost at the pre-sale stage starts from \$ 1800\ m<sup>2</sup>
- "Individual". With freestanding furniture and other equipment. It is calculated individually, depending on the configuration and the wishes of the buyer.

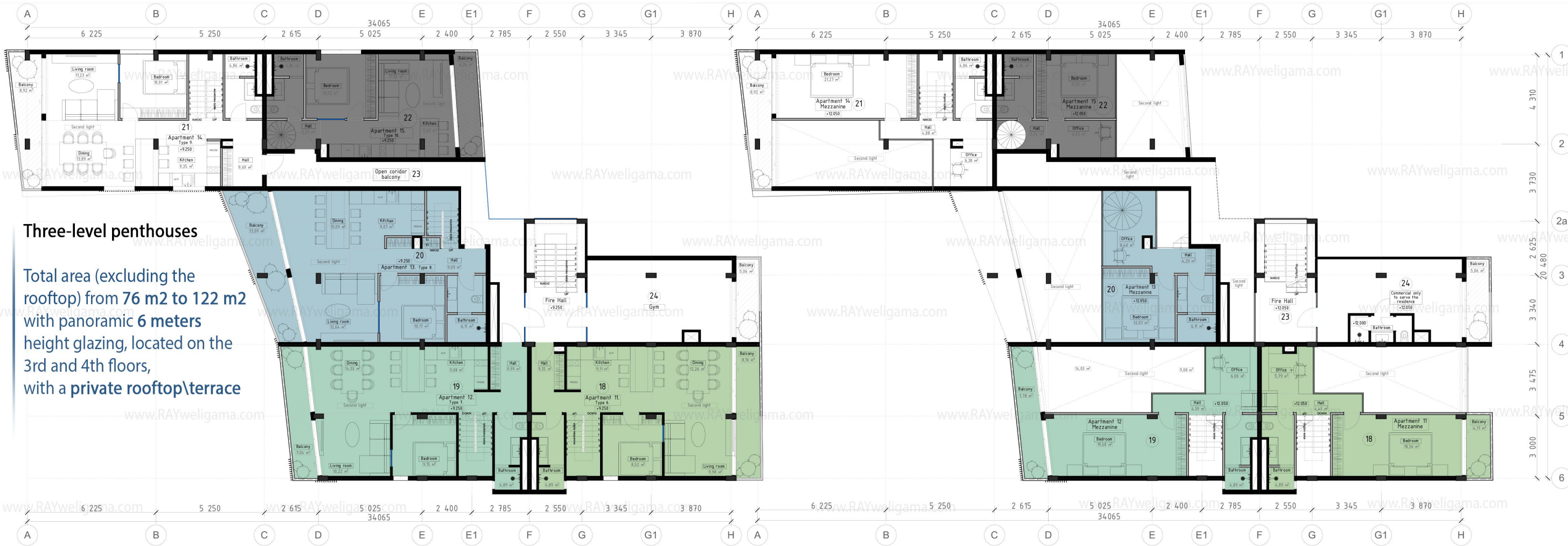
SECOND FLOOR.





ROOF TOP

(SEE NEXT SLIDE)



Three-level penthouses

Total area (excluding the rooftop) from 76 m<sup>2</sup> to 122 m<sup>2</sup> with panoramic 6 meters height glazing, located on the 3rd and 4th floors, with a private rooftop\terrace

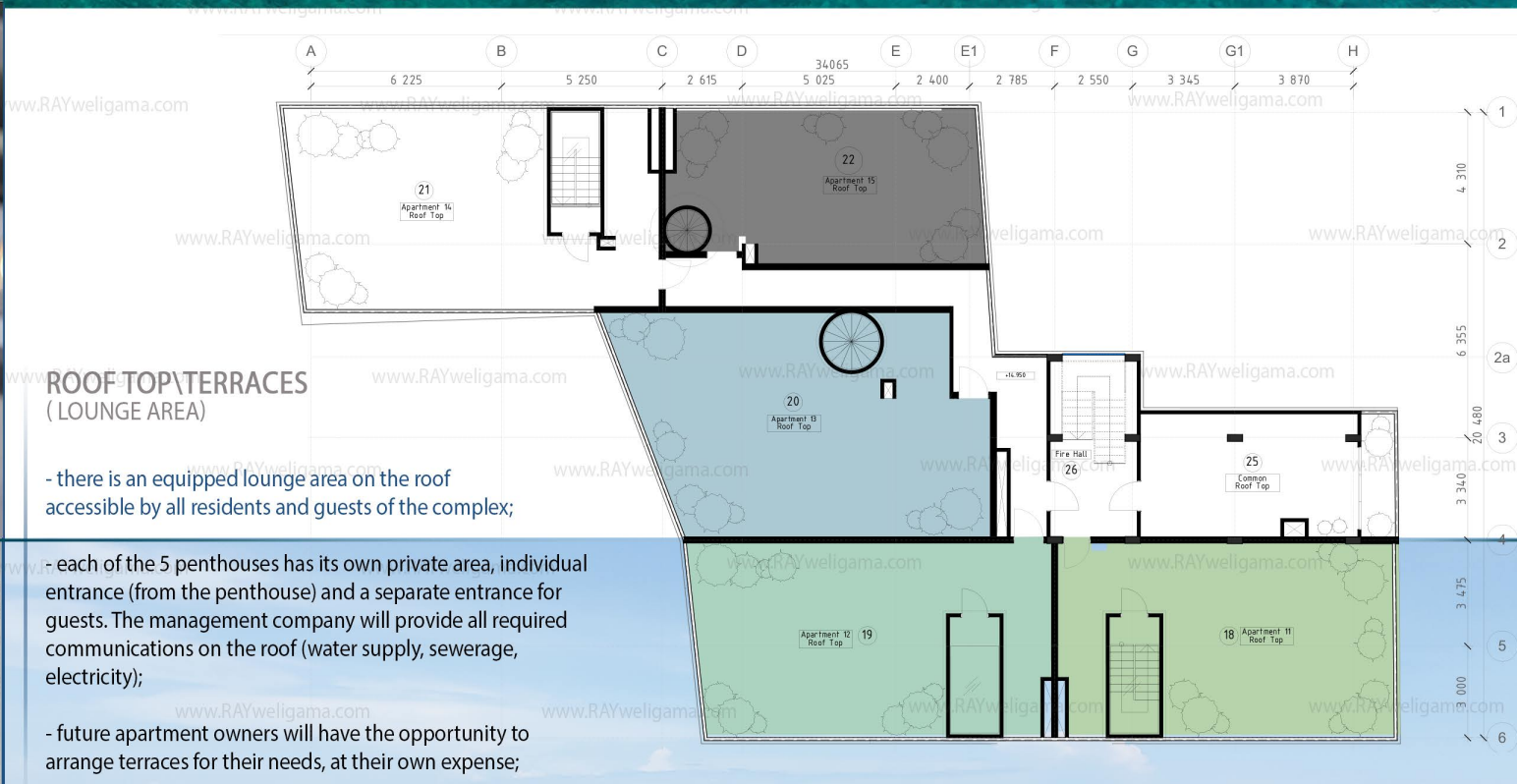
THIRD FLOOR PENTHOUSES

THIRD FLOOR PENTHOUSES MEZZANINE

(4TH FLOOR)







**ROOF-TOP/TERRACES  
( LOUNGE AREA)**

- there is an equipped lounge area on the roof accessible by all residents and guests of the complex;

- each of the 5 penthouses has its own private area, individual entrance (from the penthouse) and a separate entrance for guests. The management company will provide all required communications on the roof (water supply, sewerage, electricity);

- future apartment owners will have the opportunity to arrange terraces for their needs, at their own expense;



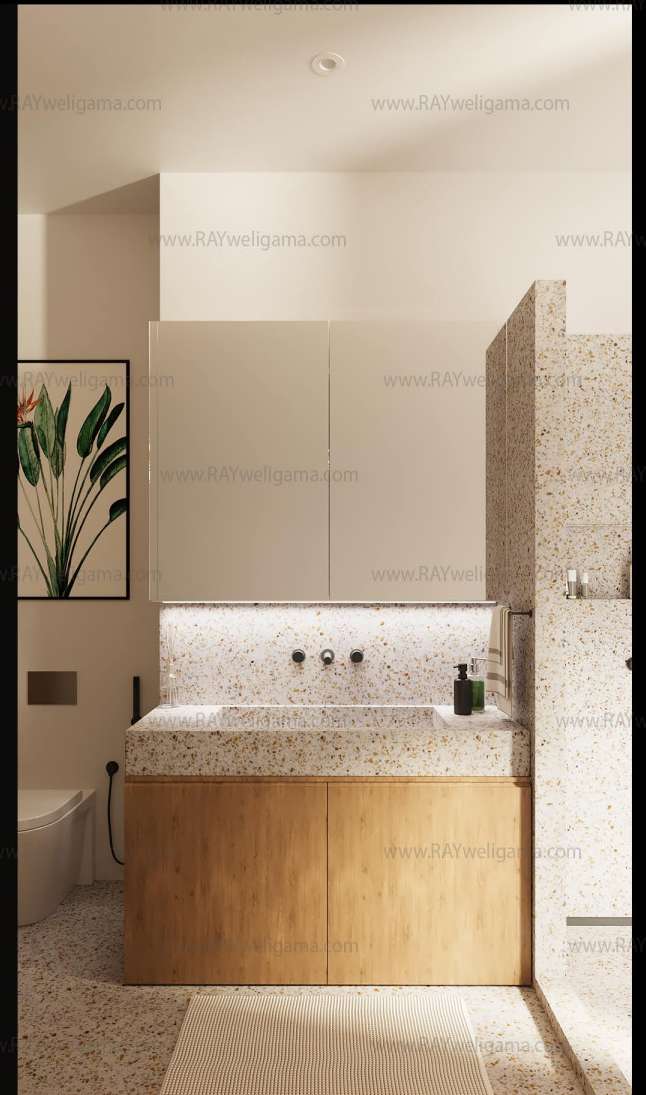




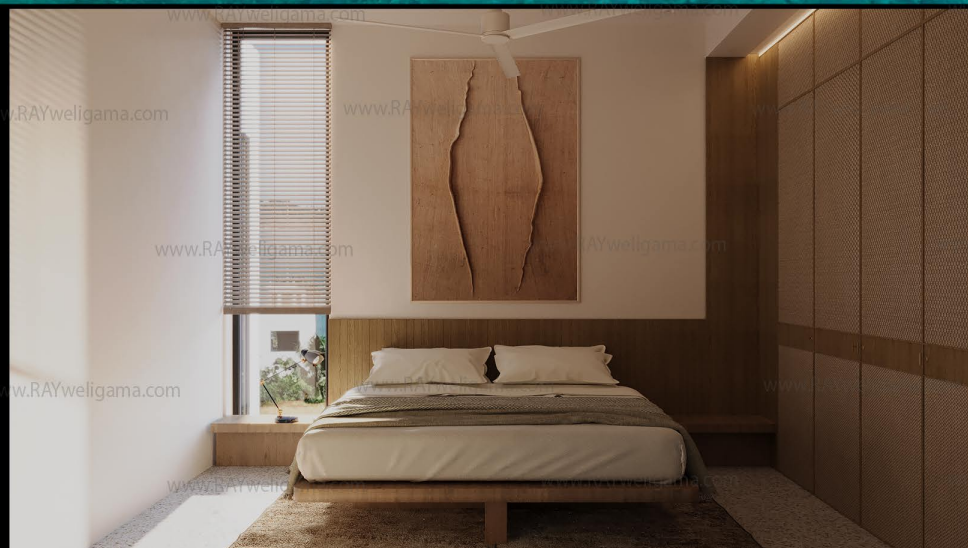
























Services of the management company available to the buyers of our apartments:

- Apartment cleaning
- Laundry service
- Rental management
- Front desk service
- Generator
- 24/7 security
- Repair and maintenance

GYM



PARKING



FITNESS

- YOGA
- PILATES
- MEDITATION
- DANCING
- STRETCHING
- POWER TRAININGS





## Tourist arrivals

Month	2018	2023	2024	Percentage Change (24/23)
January	238,924	102,545	208,253	103.1
February	235,618	107,639	218,350	102.8
March	233,382	125,495	209,181	66.7
April	180,429	105,498	148,867	
May	129,466	83,309	112,128	
June	146,828	100,388	113,470	
July	217,829	143,039		
August	200,359	136,405		
September	149,087	111,938		
October	153,123	109,199		
November	195,582	151,496		
December	253,169	210,352		
<b>TOTAL</b>	<b>2,333,796</b>	<b>1,487,303</b>	<b>1,010,249</b>	

## Top 20 arrival countries

Rank	Country of Residence	Tourist Arrivals (Jan - June 2024)	Tourist Arrivals (Jan - June 2023)
1	India	184,468	116,193
2	Russian Federation	114,104	110,275
3	United Kingdom	89,352	50,822
4	Germany	70,070	45,197
5	China	63,816	19,862
6	France	49,340	27,588
7	Australia	40,746	26,899
8	United States	32,717	21,766
9	Poland	23,896	6,341
10	Maldives	23,803	13,909
11	Other	317,937	438,851
	<b>Total</b>	<b>1,010,249</b>	<b>624,874</b>

Tourist prflow ognosis by government tourist board is positive.

There is virtually no competition in the business and luxury residential complex segment in the Weligama area. Within a 10 km radius, there are 2 buildings under construction with a total of 140 apartments, most of which have already been sold. In this regard, and given the fact that demand is exceeding offers, the income from daily rentals of real estate can reach **15-25% annually**, which is significantly higher than neighbouring countries.

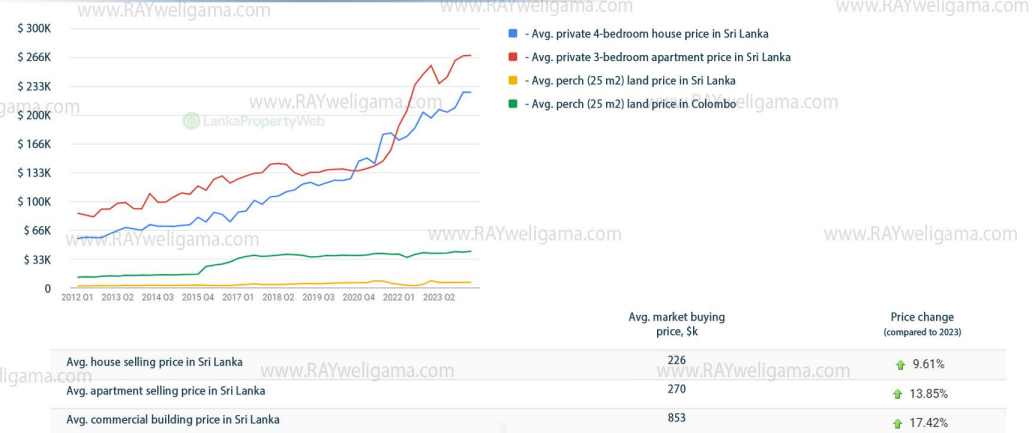
- GDP growth as of January 1, 2024 was 5.3%, future forecasts of the IMF and the World Bank are positive;
- Inflation as of May 1, 2024 was at 0.9%;
- The key rate is reduced and as of July 1, 2025 is 8.25%;

According to the Real Estate Market Outlook Report 2024 (REMOR24) report:

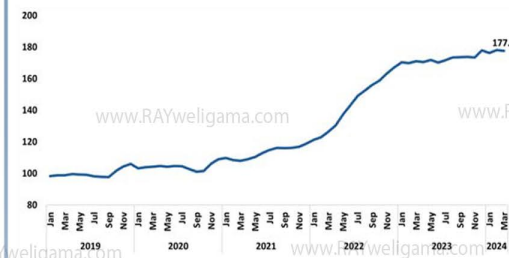
- Demand for residential apartments in Sri Lanka is expected to dominate the market by 2025, especially in the Western province, where Colombo is a leading city (90.6%).
- Residential search stats increased significantly in key markets including the US and Canada (up 23%), the UK (up 20%), Australia and New Zealand (up 17%) and the UAE (up 5%), driven by expatriates attracted by the investment potential in demand growing market.

The Government of Sri Lanka is actively pursuing structural reforms to improve governance and ensure economic growth. Important reform areas include trade liberalization, investment climate improves, increasing the efficiency of state-owned enterprises and introducing measures to mitigate climate risks. These efforts are aimed for long-term investment environment wellbeing and ensuring economical growth stability.

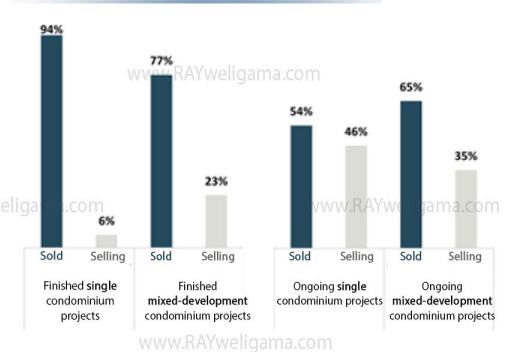
## Avg. real estate prices by categories (LankaPropertyWeb.com report):



According to «Real Estate Market Analysis 2024» report by Central Bank of Sri Lanka, m2 asking price increase in «Comdominium» labeled complexes was 77% from 2019 to March 2024



## «Condominium» projects sale status:



## Sale percentage by categories:



## Projects financing structure:







Daily rent ROI	Pessimistic	Realistic	Optimistic
<b>The cost of 71 m2 Apartment</b>	<b>\$177 500</b>	<b>\$177 500</b>	<b>\$177 500</b>
Rent per day, \$	\$125	\$150	\$175
Occupancy, %	65%	70%	75%
Operation (staff, services, utility bills, renovation) per year.	\$4 800	\$4 800	\$4 800
The commission of the management company ~ 20% per year	\$5 931	\$7 118	\$9 581
Revenue per year	\$29 656	\$35 588	\$47 906
Investor's income per year	\$18 925	\$23 670	\$33 525
<b>Investor's return per year, %</b>	<b>11%</b>	<b>13%</b>	<b>19%</b>
<b>The payback of the apartment from daily rent, years</b>	<b>9,4</b>	<b>7,5</b>	<b>5,3</b>
The increase in the cost of the apartment after the completion of construction ~ 30%	\$53 250	\$53 250	\$53 250
The final price of the apartment after completion of construction	\$230 750	\$230 750	\$230 750
The capitalization of the apartment, taking into account the increase in cost ~ +10% per year	\$17 750	\$17 750	\$17 750
<b>The investor's annual income after the sale</b>	<b>\$89 925</b>	<b>\$94 670</b>	<b>\$104 525</b>
<b>The investor's ROI, after the sale of the apartment in one year, %</b>	<b>51%</b>	<b>53%</b>	<b>59%</b>

\* Average indicators are presented

\*\*Excluding the construction period (~1 year)





<b>Monthly rental ROI</b>	Pessimistic	Realistic	Optimistic
<b>The cost of 71 m2 Apartment</b>	<b>\$177 500</b>	<b>\$177 500</b>	<b>\$177 500</b>
Rent per month, \$	<b>\$1 600</b>	<b>\$1 900</b>	<b>\$2 100</b>
Occupancy, %	<b>85%</b>	<b>90%</b>	<b>95%</b>
Operation (staff, services, utility bills, renovation) per year.	<b>\$3 600</b>	<b>\$3 600</b>	<b>\$3 600</b>
The commission of the management company ~ 15% per year	<b>\$2 448</b>	<b>\$3 078</b>	<b>\$3 591</b>
Revenue per year	<b>\$16 320</b>	<b>\$20 520</b>	<b>\$23 940</b>
Investor's income per year	<b>\$10 272</b>	<b>\$13 842</b>	<b>\$16 749</b>
<b>Investor's return per year, %</b>	<b>6%</b>	<b>8%</b>	<b>9%</b>
<b>The payback of the apartment from monthly rental, years</b>	<b>17,3</b>	<b>12,8</b>	<b>10,6</b>
The increase in the cost of the apartment after the completion of construction ~ 30%	<b>\$53 250</b>	<b>\$53 250</b>	<b>\$53 250</b>
The final price of the apartment after completion of construction	<b>\$230 750</b>	<b>\$230 750</b>	<b>\$230 750</b>
The capitalization of the apartment, taking into account the increase in cost ~ +10% per year	<b>\$17 750</b>	<b>\$17 750</b>	<b>\$17 750</b>
<b>The investor's annual income after the sale</b>	<b>\$81 272</b>	<b>\$84 842</b>	<b>\$87 749</b>
<b>The investor's ROI, after the sale of the apartment in one year, %</b>	<b>46%</b>	<b>48%</b>	<b>49%</b>

\* Average indicators are presented

\*\*Excluding the construction period (~1 year)







## Payment schedule for apartment 71 m2

1'ST PAYMENT	2'ND PAYMENT	3'RD PAYMENT	4'TH PAYMENT	5'TH PAYMENT	6'TH PAYMENT	7'TH PAYMENT	8'TH PAYMENT	
Apartment booking agreement (non-refundable)	After signing the purchase and sale agreement	After the building's foundation is completed	After 2'nd floor slab completion	After building frame completion	Advance payment before the fine finishing	After completion of fine finishing	Keys collection and entry into service of the building	
3 %	20 %	15 %	15 %	15 %	15 %	10 %	7 %	
\$ 5 325	\$ 35 500	\$ 26 625	\$ 26 625	\$ 26 625	\$ 26 625	\$ 17 750	\$ 12 425	
<ul style="list-style-type: none"> <li>- A "Booking agreement" is signed for the selected apartment.</li> <li>- The configuration is agreed upon, if necessary, changes are made to the project and the final cost is fixed.</li> <li>- We help you open an IIA account in one of the selected banks in Sri Lanka to transfer funds from abroad.</li> </ul>	<ul style="list-style-type: none"> <li>- A "Purchase and Sale Agreement" is signed with RAY WELIGAMA (PVT) LTD.</li> </ul>	<ul style="list-style-type: none"> <li>- Payment is made after notification of completion of the work.</li> </ul>	<ul style="list-style-type: none"> <li>- Payment is made after notification of completion of the work.</li> </ul>	<ul style="list-style-type: none"> <li>- Payment is made after notification of completion of the work.</li> </ul>	<ul style="list-style-type: none"> <li>- Payment is made after notification of the start of work.</li> </ul>	<ul style="list-style-type: none"> <li>- Payment is made after notification of completion of the work.</li> </ul>	<ul style="list-style-type: none"> <li>- Commissioning of the building, obtaining COC (Certificate of Conformity).</li> <li>- Registration of DEED (Certificate of ownership) from the Condominium Management Authority based on the measurements carried out.</li> <li>- Transfer of keys to the owners.</li> </ul>	
<p><b>100 % - cost \$ 177 500</b></p> <p><b>Apartments interior options:</b></p> <p><b>"Standard"</b> The price is indicated in our commercial offer. Personal design, built-in furniture, electrics, plumbing, ceiling fans, air conditioning terminals in each room and in the locations of external units, standard kitchen appliances (refrigerator, hob, extractor hood). For other household appliances, all outputs will be provided for connection and installation. Movable furniture and decor (sofa, chairs, coffee tables, paintings, dishes, etc.) are not included in this configuration option.</p> <p><b>"Individual"</b> The cost is calculated individually. The possibility of installing additional household appliances, furniture and interior items. Changing the design of the premises and their purpose is available. Our company will take over the development and implementation of the new project, including 3D visualization.</p>								<p>More information about the procedure can be found on the official website of the CMA (Condominium Management Authority):</p> <p><a href="http://www.condominium.lk/en/certificate-procedure.html">www.condominium.lk/en/certificate-procedure.html</a></p>

For the future buyers of apartments in our condominium complex, as well as their families, in the amount of more than \$ 150.000, there's possibility to obtain a 5-year Resident visa to Sri Lanka.





## We can also provide you consulting services.

Our team includes professional and highly qualified architects, managers, engineers, builders of various fields. Our team's portfolio includes numerous completed projects outside Sri Lanka. At the moment, several development projects on the island are in the initial stage.

Our goal is to ensure the implementation of your turnkey project:

- Legal support. Opening of companies, obtaining the necessary licenses, selection of optimal and possible schemes for registration of ownership rights or long-term lease of land or real estate. Execution of contracts and other legal documents.

- Selection of the optimal land plot or real estate object for the future project, verification of legal purity, ownership history, liens, arrests, etc., analysis of compliance with Sri Lankan building codes and standards, audit of external communications, advantages and disadvantages. Support of purchase and sale and lease transactions.

- Development of the architectural concept of the project, taking into account economic indicators, financial model, basic technical and economic indicators, analysis of the profitability of the project and its payback.

- Development of all stages of project documentation (architectural solutions, structural solutions, engineering and external communications, landscape design, estimates and specifications for tenders, selection of contractors). Geodetic and geological surveys.

- A complete package of approvals in government agencies necessary for the implementation of the project and its commissioning.

- Implementation of the project under the technical supervision of a group of international engineers and specialists before the building is put into operation. Control of deadlines, economic indicators, quality and standards, and project implementation.

- Commissioning, further project management, creation of a management company or involvement of a third-party and control over it.

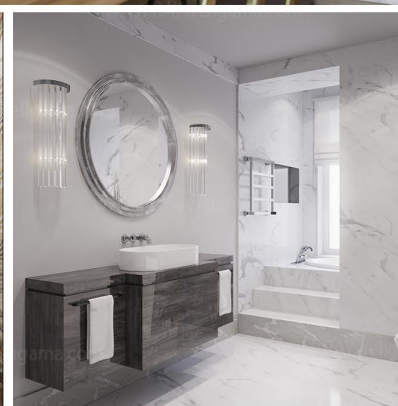
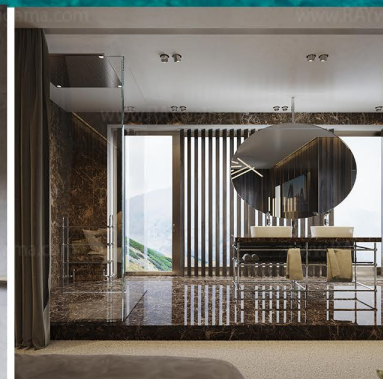
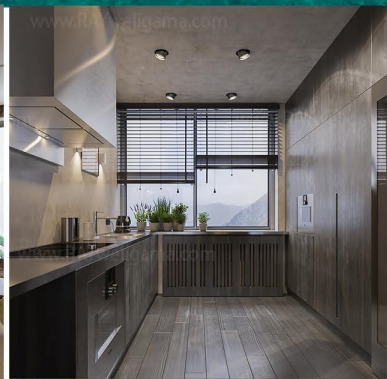
- Visas, legalization and other technical, administrative, organizational issues related to the peculiarities of Sri Lanka.

- Accounting support and audit

- Marketing

- Assistance in opening bank accounts, money transfers from abroad to Sri Lanka.









**FOR ANY ADDITIONAL INFORMATION  
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**THANK YOU  
FOR YOUR TIME**

