



## CARE UNDER THE PALM TREES



ENJOY A WELLNESS HOLIDAY  
IN OUR HEALTH CARE AND NURSING FACILITY  
FOR RECOVERING, AFTER COMPLETED BURNOUT SYNDROME TREATMENT,  
WITHDRAWAL TREATMENT, (DRUGS OR ALCOHOL),  
AFTER OPERATIONS, AFTER ACCIDENTS AND FOR REHAB AND PHYSIO THERAPY.  
WE PROVIDE PROFESSIONAL CARE  
FOR CAREGIVERS WITH THEIR PROTÉGÉS

Update Summer 2016



[www.thailand.at](http://www.thailand.at)



PFLEGE  
UNTER  
PALMEN

RESIDENCIA CARE CENTER  
THAILAND

GREEN RESORT  
www.thailand.de

Single villa, living space 85 sqm



PFLEGE  
UNTER  
PALMEN

GREEN RESORT  
www.thailand.de

RESIDENCIA CARE CENTER  
THAILAND

Double villa, living space 2 x 85 sqm



## PART 1: DESCRIPTION OF BUSINESS

THE RESORT, ITS INFRASTRUCTURE, THE DETAILS ABOUT OUR HEALTH CARE CONCEPT, PRICING, WHO WE CARE FOR AND THE AMENITIES OUR GUEST WILL GET FOR THEIR MONEY.

### RESIDENCIA CARE CENTER (RCC)

Thailand is an ideal country for health care, thanks to its pleasant climate, endless beaches, excellent food, friendly people, reasonable prices, fully developed infrastructure and excellent medical provision. This is mainly because Thai medical staff are very well educated and trained to exercise their profession with friendliness, warmth, and open heart. For this reasons Residencia Health Care Center was set up in Thailand. The luxurious facility covers 23,000 square meters and meets the highest standards. Medical guests are accommodated in modern apartments or houses, surrounded by cultivated, tropic vegetation. The swimming pools covering a total of 1,500 sqm are always in view. Security staff prevent unauthorized persons from entering. Cars are not permitted within the compound but in the provided parking area.



The Residencia Health Care Center is located 160 km. south east of Bangkok's Suvarnabhumi airport and 25 km east of the provincial capital of Rayong with its 25,000 inhabitants. From Ban Phe, a small harbor town, known for its embarkation point for the holiday island Kho Samet, to or resort it is 6 kilometers along the picturesque Suan Son Beach, which is lined with seafood restaurants and small beach bars among thousands of pine trees. The RCC is located 700 meters after turning left at the fourth side road, called Soi





Nong Dtaa Mook. In close neighborhood, there are a few holiday resorts and pensions, owned mostly by foreigners from Sweden and other Scandinavian countries. The area is slowly opening up to tourism and is ideal for holidays and recreation.

## CARE UNDER THE PALM TREES

The Residencia Health Care Center is not a retirement home or seniors residence but a barrier-free wheelchair accessible residential complex with an extensive, convalescent, care and treatment facility offering the amenities of a luxury hotel. Guests are



cared for separately in their own apartments or houses which are large enough for relatives and visitors as well. We provide full board and free use of our health club (fitness), beach club, a pool with jacuzzi, shallow entry and handrails) and a sports pool (i.e., for swimming practice). In the main building are the beauty salon, the spa, a games room to play pool, chess or card games. We run a restaurant „Sound Of Somtam“, a coffee shop „Sissi“ and a bar „Gerry“, which also functions as lobby and front desk (help desk).

The Residencia Health Care Center offers all one would expect in a modern, fully accessi-





ble care facility of this class. All this amenities are for the advantage for the recuperation of the convalescents and help them to make contacts and facilitate personal networks and guarantee a joyful stay.



Everyone will feel relaxed in the 4,000 square-meter park area, planted with co-conut palms, banana- and mango trees. A well-lit, kilometer-long path with benches encourage guests and visitors to take a stroll and while away a few hours. The distance to Suan Son Beach, a tsunami-free zone, is just 700 meters. Golf carts and bicycles are available for people with restricted mobility.

## MEDICAL PROVISION

Whenever help is needed, guests will not be left on their own. The staff at the help-desk speak English and German. They will look after all your medical matters and personal concerns, make doctors' appointments or other arrangements, book rental cars, taxis, or flights, organize room- or laundry service and arrange shopping tours.

Guests are welcome to move around within the compound or to the beach by golf carts, bicycles or tuk tuks (three wheelers). Guests who want to go for a shopping tour can book our daily shuttle service to Ban Phe (7 km) to the bus station. There are busses to Rayong (25 km), to Pattaya (70 km) and to Bangkok (170 km).

Thailand has approx. 2.5 million international tourists per year, visiting the country for medical reason).

The staff of the RCC will always looks after your health and medical needs. The entire facility is fully disabled accessible. Therefore,





not only the living areas but also all public areas are designed in favor of the needs of the guests. If there are stairs, there are also elevators. The access to the pool is flat, handrails are provided and therefore suitable for the mobility-impaired and wheelchair users. An on site physician is available to deal with cases of illness. Medical treatment in Thailand is of a very high standard. In the case of an emergency or needed hospital treatment, patients will be in good hands in the luxurious hospitals of the Bangkok Hospital Group in nearby Rayong, 25 km, or Pattaya, 70 km away, at reasonable prices where German, English, French, Japanese etc. speaking hostesses and stewards are available for patients free of charge. European health in-

surance companies accept correctly issued invoices written in English.

## OUR HEALTH CARE SERVICES

Care is provided during the day in the framework of coordinated small groups. Emergency care at night and private care is available 24/7 at an additional charge. The doctor visits within the facility are free for our nursing care guests. The RCC looks after and cares for its guests after accidents, operations, cosmetic interventions, withdrawal treatments from drugs or alcohol, after completed burn-out syndrome treatments, for recovery,





cases of physical disablement, as part of a health spa treatment or physio and rehabilitation treatments. To ensure your extended stay, you can arrange long-term agreements and enjoy your retirement at the Residencia Health Care Center.

Trained care personnel are available at all times, around the clock, to accompany guests on walks within and outside the facility and/or, on request, take them in golf carts to the nearby beach or elsewhere in the neighborhood.



## WHO WE CARE FOR

Residencia Health Care Center has several target groups in mind.

- Residents of European and international care homes can have a vacation or rest-cure stay either on their own or with a caregiver while staying with us.
- Patients as holiday guests (with or without

dependents) from Austrian or international health care facilities.

- Care for the caregivers. Many care-giving relatives are stressed and in danger of burning out, and also need to be looked after or at least have some time out from their duties. They can spend their time with us and enjoy our health facilities pleasantly and peacefully and handover the burden of care for their protégés to our trained health care staff while they enjoy a spa break. Care-giving relatives have the option of sharing accommodation or lodging separately.

- Expats who no longer wish to travel to their home countries, and can no longer receive adequate and professional health care in their own Thai homes.

- People recovering from treatment after burnout syndromes, withdrawal treatment (drugs or alcohol).

- Care for guests in the context of rehab stays and simple physiotherapy treatments depending on the classification and the technical circumstances.

- Stays for people with disabilities (the facility is suitable for people with disabilities and wheelchairs).

- Patients for after treatment care after un-





dergoing operations in Thailand (cosmetic surgery, accidents, etc.).

The Residencia Health Care Center is managed by Austrian and other European professionals.

## RESORT AND INFRASTRUCTURE

The facility offers space for up to 113 living units: a mixture of houses, apartments and community rooms. The image on page 15 shows on the left the main building, with the exterior part of the restaurant “Sound of Sontam”, the coffee shop “Sissi”, and the bar “Gerry”. In the middle of the image is the South Wing apartment building with 40 apartments measuring 36 and 48 square meters.

On the opposite side is the similar-looking North Wing with the pool in between. In both wings there is room for 90 apartments. Some living units are not only fully accessible but also specially designed for wheelchair users. The apartments on the ground floor can be conveniently accessed via the terraces. The upper floors are appointed with balconies.

The villa part with twenty-one villas of 85 square meters each is in the west of the complex. Some of the villas are reserved for long-time residents on a long-term leasing basis. The houses are built in a typical Thai style. Overhanging roofs provide shade, solar energy, insulating building materials, rolling shutters and high-quality windows help to conserve energy and keep the rooms cool. Houses and villas are built with covered ter-





paces, ideal for spending time outdoors and setting up a chaise longue. Ceiling fans and modern, ultra-quiet air-conditioning devices ensure that residents can adjust the room temperature precisely to their requirements. The interiors have been designed with a great attention to details so that the overriding impression is one of a luxury hotel, not a nursing home. All rooms are fully accessible and generously proportioned. Extra guest rooms are available for visitors at all times, practical as well as for partners, care-giving family members or friends.

## RESTAURANT, BAR & COFFEE SHOP



Our restaurant, with its resonant name, “Sound of Somtam” has 60 seats in the air-conditioned area and space for a further 40 seats in a covered part of the garden in front of the swimming pool which is illuminated in the evenings and very scenic. It gives the guests a picturesque view over the whole compound. The restau-

rant is fully disabled accessible. Austrian and Thai chefs ensure the quality of Austrian, Thai and international specialties. Resident and non-resident guests are invited to enjoy their lunch or dinner here. The lavishly illustrated menu in English, German and Thai help the guests to become acquainted with exotic and unfamiliar dishes. Furthermore, the information on nutrition values and allergenic substances are as well indicated.



The lobby with its front desk and the bar “Gerry” is the center of communications. The bar is open at three sides and shares space with the help desk, the reception. This poolside bar is paradise on earth. Here are refreshments available all day and evenings during their opening times. In the evenings, enjoy a glass of your favorite tittle with friends and revel in the view over the illuminated pool and park landscape. Sip your evening drink while watching the sunset and starry sky emerge in a setting straight out of paradise. Our staff are always near you to provide you with the best service during your stay.



Coffee and cakes are served in our Coffee Shop “Sissi”, (named after the well known Austrian empress) – just like at home. Coffee houses are something of an institution here in Austria and a traditional meeting place. A café “Kaffeehaus” is the best place to relax, read the newspaper, enjoy the good things in life. The Austrian specialties like “Apfelstrudel” (Apple cake) and Chocolate cake will taste like one would expect and the “Wiener Melange” (Coffee with whipped cream) will also be made like back home in Austria.

and indulgent beauty treatments where everything is perfectly pitched to make you feeling like a prince or a princess.

Chess, billiards and card players enjoy spending time in the Games Room while “Face & Hair”, our Beauty Sa-



lon is available for those who wish to be pampered.

Most essential items needed for daily life are on sale in our convenience store.



## WELLNESS AND SPA



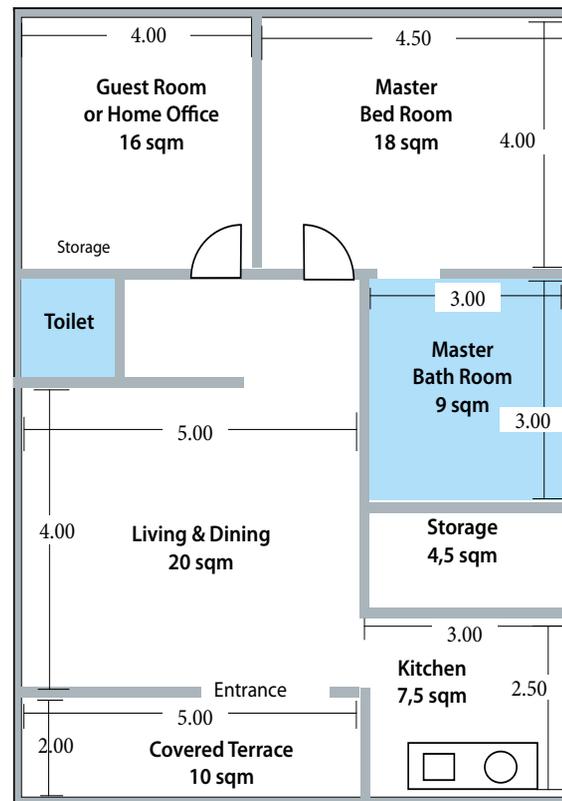
You can work out in our fitness club, “Fit &Fun” either on your own or with a coach or therapist, if required. Thailand is famous for its massages and they are offered in the spa area. The spa is a haven of relaxing massages





## PRICING

The prices for accommodation at the Residencia Austria Healthcare Center are considerably less expensive than in private nursing homes in Austria, Germany or overseas. Based on our calculations, we have selected a pricing middle ground, which is also attractive for international guests. The Residencia Health Care Center charges the daily rates according to the room size. (See table below). The cost of care service is included in the room price regardless of the room size. The daily rate includes lodging, full board, electricity, water, care, cleaning, free use of the spa facilities, gym and the beach club. Personal care services are invoiced separately. Accommodation is available in modern apartments of either 36 square meters (single bedroom), 48 square meters (separate bedroom + living area) as well as villas of 85 square meters (3 rooms). All accommodation has air conditioning, a balcony, Inter-



Double villa, 85 sqm living space, right part. A visualization is shown on page 2

Price/Service	Daily rate	Week	Month	Offering for couples
Apartm 36 sqm (for 1 person)	€ 145	€ 1.015	€ 4.350	n.a.
Extra room charge for 2nd person		n.a.	n.a.	n.a.

Apartm 48 sqm (for 1 person)	€ 157	€ 1.099	€ 4.710	€ 4.500	Including care service and full board
Extra room charge for 2nd person		€ 250	€ 900	--	
Extra charge for full board		€ 180	€ 600	--	

Villa 85 sqm (for 2 person)	€ 190	€ 1.330	€ 5.700	€ 6.900	Including care service and full board
Extra charge for full board		€ 180	€ 600	--	

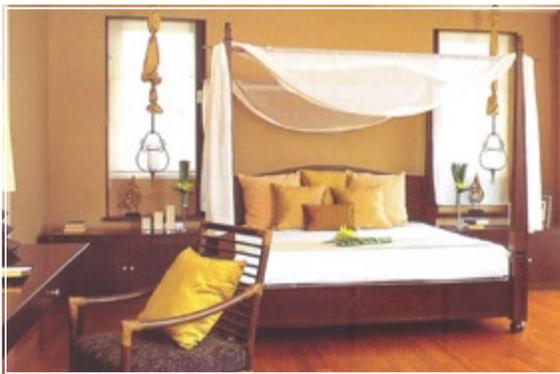
Prices including full board, (non alcoholic drinks) room service, health care, free use of spa and health club. Our prices are calculated in Thai baht and are subject to be changed without prior notice.



## PART 2: ADVANTAGES

QUALITY AND SATISFACTION FOR THE GUESTS WILL BE PROVIDED WITH EUROPEAN PARTNERS. WE DESCRIBE ADVANTAGES OF SUCH PARTNERSHIP.

net, IP telephone connection, television and an emergency calling system. Daily rates are charged depending on the room size (see price table).



A luxurious 36 square-meter apartment costs approximately € 4,000 per month. Payment on site is in Thai baht. The prices quoted are approximate and can be amended at any time without prior notice. Reservations can be made with our partners in Europe, online or in person on site. Bookings for short stays can also be made via travel companies. This is a unique selling proposition.

Discounted arrangements for relatives and visitors, taster stays for couples and long-term residents with or without full board and/or care package are offered.

### RESERVATIONS

We accept reservations from our partners in Austria, Switzerland, Germany or from USA. Direct reservations on site or online bookings are possible. Reservations booked with travel agents are preferred.

The extent of required nursing care must be clarified for all reservations along with whether we have the technical prerequisites and resources available to provide adequate care.

### COOPERATION PARTNERS

A financial investor and a strategic partnership with an European nursing home operator is provided, which could acquire shares in the company if conditions permit (stronger bonds). This partnership serves to fulfill the standards of care, quality assurance and improve the occupancy rate. From the perspective of future customers, an Austrian, a German, Swiss or Scandinavian contracting partner is a decisive help in view of a business license, for legal assurance and to help eliminate prejudices, etc. Having the financial and contractual management in cooperation with an Austrian nursing home is advantageous for the guests receiving care because they are not burdened with Thai bureaucracy. The payment (daily rates) will be shared between RCC and the Austrian (or other) partners based on an agreement reached by the parties.

### FINANCIAL INCENTIVES...

Having a partnership would be advantageous for both partners. The following incentives are available for partnerships with a nursing home:

- **As investors:** profit sharing and co-ownership of capital assets (property).



- **As donors:** interest rates and warranty through capital assets.
- **As a cooperation partner:** A small investment, or no investment at all, co-determination, financial participation and commission.

### ...AND OTHER ADVANTAGES

- **Logistics:** Savings due to (temporarily) vacant rooms, reduced resources and staff, etc.
- **Education:** It is a known fact that the demand for nurses will continue to rise during the next few years. Austrian nursing home operators can therefore employ their Thai nurses working in Austria in the Residencia Austria as trainers, for example, for graduates from Thai nursing schools in order to employ them in the future as nurses in Austria, for benefits such as language, expertise, etc.
- **Pioneers** in a groundbreaking new business area in a growing market.
- **Benefits** through the booming medical tourism sector in Thailand. (2.5 million patients / year)

### CARE UNDER THE PALM TREES

- **Advantages for the guests:** We offer accommodation for long-stay holiday guests, which is usually not possible within the tourism industry due to a lack of nursing care

options in conventional hotel facilities (i.e. no accessibility, precarious medical care).

- Our prices start at € 4,000 / month for a private 36 sqm apartment. Houses with 85 sqm are available for accompanying dependents.
- The financial and organizational aspects of the reservation are carried out in Austria. (for European customers) Therefore, the participants are not faced with any legal obstacles.
- Funding from the Municipality of Vienna (Fonds Soziales Wien, a welfare institution) is provided without restriction, since nursing care contracts with Austrian nursing home partners are not suspended when the funding recipient (caretaker) takes a holiday abroad (up to 2 months / year).
- The management of the nursing on site is in the hands of an Austrian nursing team. The extent and quality of nursing complies with the Austrian standards.
- High recreational and relaxation value due to mental and physical well-being through caregiving, pleasant climate, sports, exercise and a nutritious diet. (nursing care under palm trees)
- Private, personal care around the clock is available at an extra charge.
- Excellent medical care provided by our own doctors on the facility grounds and excellent hospital care in modern hospitals with European and American doctors and interpreters (only 25 km away from our facility).
- Joint visits with family members, partners or friends, either in their own house, apartment or private room is possible.
- Long stays are possible, even for many years.



## PART 6: GALLERY

WE HAVE DOCUMENTED THE MOST IMPORTANT STEPS OF OUR WORK FROM THE DAY WE HAVE BOUGHT THE PROPERTY UNTIL WE HAVE OBTAINED THE CONSTRUCTION PERMIT.

1. *All started at the office of the mayor of the village where we could choose properties. (the map on the floor was 4 sqm)*
2. *2007: Our property with a price tag.*
3. *Mr. Hans Höfer dealing with the farmers. The purchase of the land was conducted weeks later by a lawyer in Bangkok...*
4. *... and signed and paid at the Land Office in the Provincial Town Rayong.*
5. *The Beach Road in front of the Soi Nong Dtaa Mook (side road leading to our property.*
6. *The Poo Yai Baan (village headman) is our neighbor and reading our brochures.*
7. *The clearance of the property and the setup of our sign was a first triumph and an important milestone.*
8. *Our partner Mr. Marcus Korkisch at work at the office of our consulting company Four Aces in Bangkok*
9. *Our Sales Office on floor 13 in the M. Tower in Bangkok in the noble Wireless Road.*
10. *Partner Mr. Hermann Roth and Mr. Hans Höfer at a meeting with Mr. Thaksa, the chairman of Modernform, a listed public limited company. They produce medical equipment and we sought to persuade them for partnership.*
11. *Ms. Uma Trachu (Managing director) and Mr. Hans Höfer at the exhibition „Amazing Thailand“ in the official tent of the Thai “Board of Investment”*
12. *Presentation for senior citizens in the City Hall of Vienna, organized by the Austrian Chamber of Commerce.*
13. *Presentation organized by the Austrian Broadcasting Company ORF at the noble Mandarin Oriental Hotel in Bangkok with*
14. *Visit of our former accounting consultant Ms. Vinitha Kongsuwan in Vienna and concert visit. She is the co-owner of four small resorts in our neighborhood (TDV, Thailand Dream Village). Meanwhile she is a very good friend and is supporting us. The picture shows Mr. Hermann Roth, Ms. Vinita Kongsuwan and her manager, Ms. Anni.*
15. *The owner of the Austrian nursing homes „Foqus“ Mr. Dr. Dr. Binder-Kriegelstein and two Board members visited our property to consider an investment and future cooperation in september 2014*
16. *Just 300 meters away from us is one of the Swedish villages “TDV” owned by Ms. Vinitha Kongsuwan. All their tenants are from Scandinavia, mostly from Sweden.*
17. *Medical provision in Thailand. Mr. Marcus Korkisch (shareholder and MD) and his mother were testing the quality of the health service at the Bangkok Hospital Branch in Pattaya where German speaking Assistants with medical background support non English speaking patients.*
18. *Mr. Pramook, a Thai business man from the city Sri Racha, is operating a coffee roasting business and wanted to persuade Mr. Hans Höfer to import his coffee beans to Austria.*
19. *Mr. Marcus Korkisch (again) and his mother at a talk show. The topic was “Care for elderly people”*
20. *The Swiss enterprise “Vivobene” ist successfully operating a nursing home for Alzheimer patients in Chiang Mai. The owner, Mr. Roger Holzer and RCC have agreed to cooperate to exchange guests because his resort is lacking a beach. The picture shows the impressive entrance of “Vivobene”.*



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306/90-91, Moo 12, Tappraya Road, Nongprue, Banglamung, Chon Buri :: 20150 Thailand  
Phone: +43 664 300 68 92 :: +66 924 403 410 :: email: care@thailand.at :: www.thailand.at  
Bank of Ayudhya, Pattaya Branch, acc. # 174 161 933, SWIFT AYUDTHBK

Manging directors: Uma Trachu, Hans Höfer, Marcus Korkisch :: Thai Trade Register # 0105 5506 4871 :: Tax ID 303 270 3680