



Buyer's Guide

*Life worth living at S.A.'s Premier Lifestyle Estate
Preserve. Protect. Enhance. Restore. Manage. Sustain.*

JUNE 2017



TABLE OF CONTENTS

1. **Core Values**
 - 1.1 Secure Living
 - 1.2 Spacious Country Living
 - 1.3 Socio-environmental ethos
 - 1.4 Social well-being
 - 1.5 Sustainable Financial Return
2. **Val de Vie Milestones**
3. **Val de Vie Property Sales**
4. **Val de Vie Products**
5. **Phase 2 Amenities and Facilities**
6. **Development Company Management**
7. **Val de Vie Location and Demographics**
8. **Advice for Potential Buyers**
9. **Cost of Living**
10. **Val de Vie Property Finance**
11. **References**

THE ESTATE

1. CORE VALUES

- Safety and security
- Spacious country living
- Health and wellness.
- Green environmental practices, indigenous rehabilitation and conservation
- Social responsibility
- Sustainable agricultural development
- Financial return and growth

1.1 SECURE LIVING

- Deep understanding that safety and security is vital to every homeowner.
- Evolving security measures.
- Regular unplanned security stress testing.
- Physical barriers – 2m high wrought-iron fence, concrete plinths, full electrified fence and anti-dig razor wire.
- Thermal camera perimeter protection (blanket).
- Intelligent video analytics.
- Supporting electrical and IT network infrastructure.
- Fibre Optic Connection (FTTX) 25MB upload and download capacity.
- Internal PTZ camera protection.
- Off-site monitoring centre, video recording and analysis.
- Biometric homeowner access control.
- Personal Access Code (PAC) entry system for authorized tenants and resident's visitors.
- Handheld fully integrated electronic scanning and decrypting of visitor vehicle license discs and driver's licenses.
- Restricted access times and areas for contractors and other controlled visitors.
- Contractor criminal record checks.
- On-site security reaction teams.
- Tactical armed reaction unit operating outside the borders of the estate.
- Dedicated security emergency number (Paarl area only) 0860-000-015.
- ER24 medical emergency service.

- Community safety involvement – intelligence gathering and sharing with SAPS, Paarl-Franschhoek valley patrolling and monitoring with neighbouring partners, socio-economic involvement and enrichment.
- Speed limit (40km/h) calming measures including electronic speed boards and road design.
- Speed limit enforcement by radar gun.
- Strict pet rules and enforcement.
- Group Security and Risk Manager: Louis de Jager : Cell 083 557 7009.

1.2 SPACIOUS COUNTRY LIVING

- Approximately 1,000 Hectares with a density of only 3 homes per 10 000m²
- 5.7km of Berg River and associated water rights
- 161 Hectares of private farms and Gentleman's Estates
- 29 Hectares of lakes
- Approximately 20 Hectares of paddocks
- 37 Hectares of protected fynbos wildlife corridor
- 18 children's play parks
- A 4 Hectare game reserve
- Jack Nicklaus Signature Golf Course
- More than 100 species of protected fynbos
- Abundant birdlife including an Owl rehabilitation program
- Olive groves
- Rhône-style vineyards
- Waterways
- 2 x Hurlingham standard polo fields
- International standard outdoor equestrian arena
- 1km Equestrian sand track
- Large equestrian sand rings
- Resident Berg River picnic spots
- Large entertainment Boma next to the Berg River
- In excess of 42km of running, mountain biking, horse riding, dog walking and baby stroller pathways
- Dog training oval

1.3 SOCIO-ENVIRONMENTAL ETHOS

1.3.1 Val de Vie embraces a responsible and nurturing social environmental ethos.

1.3.2 Val de Vie Foundation, formed to provide relief to disadvantaged communities in the wider Cape Winelands region, but with specific focus on the Drakenstein Valley through:

- Youth and leadership development
- Education

- Job creation
- Projects of social and spiritual concern for the relief of communities in distress

1.3.3 Social contribution:

- Hope Through Action
- Reach for Recovery Program
- Prochorus Crèche Support Program
- Valley of Abundance
- Mergon
- TC Newman Hospital's annual Christmas present donation

1.3.4 Funded by way of:

- 1% Contribution of all developer sales by Val de Vie Investments (Pty) Ltd / the developer and Pearl Valley Investments (PTY) Ltd.
- 5% Contribution of monthly levies collected by all HOA's established by the developer.

1.3.5 Levendal Village:

- Integrated housing development in conjunction with the Provincial Ministry of Human Settlements, Drakenstein Municipality and central government for Val de Vie staff, within 3kms of the new R45 entrance.
- Community facilities such as a crèche, parks, sports fields and community centre with transport to Val de Vie.

1.3.6 Biodiversity conservation in conjunction with the Department of Environmental Affairs and Cape Nature Conservation:

- Conserving nature for a sustainable future
- More than a 100-fynbos species
- 300 Bird species
- Endangered mammals like the Cape Grysbok
- Endangered amphibians
- Fish life management
- Youth conservation education

1.3.7 Recycling:

- "No fly by day" operation
- Responsible water management
- Rehabilitation of the Berg River

1.3.8 Energy preservation:

- Solar energy
- Water heating
- Energy plants by individual homes and the HOA
- Super silent generators
- LED lighting
- Strategic partnership with PSG owned Energy Partners

1.4 SOCIAL WELL-BEING

1.4.1 Family and community enrichment

1.4.2 Val de Vie places paramount value on family lifestyle

1.4.3 A safe and secure environment for the raising of families

1.4.4 Education on-site:

- Kinder Ark Farm Pre-school for 2 to 5 year olds

1.4.5 Private schools:

- Bridge House Private School, Franschoek (16km's/ 17 minutes, school bus available)
- Other - to be announced soon

1.4.6 Public schools:

Primary schools:

- Courtrai Primary (11km's/ 13 minutes)
- Paarl Gymnasium Primary (10km's/ 14 minutes)
- Paarl Boys Primary (10km's/ 13 minutes)
- Paarl Girls Primary (11km's/ 15 minutes)
- La Rochelle Girls Primary (10km's/ 14 minutes)

High schools:

- Paarl Boys High (10km's / 14 minutes)
- Paarl Girls High (11km's / 15 minutes)
- Paarl Gymnasium (10km's / 14 minutes)
- La Rochelle Girls High (10km's / 14 minutes)
- Boland Agricultural High (31km's/ 30 minutes)
- Paul Roos Gymnasium (36km's/ 35 minutes)
- Bloemhof Meisies Hoërskool (36km's/ 35 minutes)
- Rhenish Girls' High School (37km's/ 36 minutes)

1.4.7 18 children's play parks

1.4.8 Teenager activity parks

1.4.9 3 Lifestyle Centres located at Val de Vie Phase I, II and Pearl Valley which includes the following sport facilities:

- Three world-class gyms
- Spinning bikes
- Squash courts
- *Jack Nicklaus Signature Golf Course*
(Membership exclusive only to Val de Vie Homeowners)
- 25m Heated indoor swimming pool, which also hosts the *Ryk Neethling Swim School*
- 50m outdoor pool
- Outdoor resort pool
- Steam rooms and sauna
- Bio-kineticists
- Personal training
- Physiotherapists

- Power plate
 - Climbing wall
 - Pilate's classes
 - 3 sets of 2 tennis courts
 - Tennis academy
- 1.4.10 Recreational activities include:**
- Fly fishing in our lakes and in the Berg River
 - Running, mountain bike and walking trails (42kms)
- 1.4.11 Equestrian lessons**
- 1.4.12 Social events**
- 1.4.13 Social HOA Subcommittee**
- 1.4.14 Val de Vie Wine Club**
- 1.4.15 Unwind Fridays hosted at L'Huguenot Wine Cellar**
- 1.4.16 Polo Events**
- 1.4.17 Monthly summer Sunday Markets**
- 1.4.18 Annual fun run and other sporting events such as Mountain bike challenges, triathlon, cross-country running and open water swims in our lakes**
- 1.4.19 Annual international music concerts**
- 1.4.20 International Sporting Events like the ABSA Cape Epic Mountain Bike Race**
- 1.4.21 Homeowner Berg River picnic spots**
- 1.4.22 Pétanque Association**
- 1.4.23 World-class social facilities:**
- Polo Club Restaurant situated in the Polo Pavilion – open for lunch and dinner 6 days a week with sweeping views of the Polo field and surrounding mountains is a favourite venue for homeowners and residents alike.
 - Val de Vie wine tasting room
 - Grand Ballroom
 - L'Huguenot Wine Cellar with wine tasting facility
- 1.4.24 Polo Club:**
- Equestrian facilities
 - 64 stables
 - Excellent drainage, hygienic management and biological fly control
 - Safe and social interaction between horses and visitors
 - Fully equipped tack rooms
- 1.4.25 Lunging rings**
- 1.4.26 Exercise track**
- 1.4.27 Practice field with sand-fibre jumping arena**
- 1.4.28 Polo clubhouse for members with changing rooms**
- 1.4.29 Outdoor equestrian arena**

1.4.30 Livery:

- Highly experienced and trained team
- Complete livery and exercise care available
- Daily turn out of horses in secure paddocks

1.4.31 Grooms:

- 7 Days a week
- Professional daily care of each horses' needs
- Exercising, schooling
- Tack preparation for polo

1.4.32 Val de Vie Wine:

- Inspired by the acclaimed vintages of Châteauneuf-du-Pape.
- 11 Different Rhône varietals are grown at Val de Vie.
- Vision to, "Become one of South Africa's most desired wine brands producing consistent premium quality wines from one of the most comprehensive range of Rhone varietals available locally having a winemaking philosophy with a natural approach of minimal interference".

1.4.33 Our wines include:

- Polo Club Chenin Blanc
- Polo Club Craftsman
- Polo Club Chardonnay/Pinot Noir
- Polo Club Cabernet Sauvignon/Merlot
- Cuvée de Vie MCC
- Ryk Neethling Shiraz

1.4.34 Golf:

- Memberships exclusively to Val de Vie Homeowners available at S.A.'s premier golf club: Pearl Valley.
- This masterpiece was shaped by the vision of golf legend Jack Nicklaus and his unique touch is evident through out the course.
- Officially opened in November 2003 by Nicklaus and South African great, Gary Player, Pearl Valley Golf Estates was named 'best new golf course of the year' by Golf Digest magazine in 2005, ranked as the best conditioned golf course in the Western Cape by Golf Digest for 2010/2011/2012/2013/2014 and awarded the Complete Golfer's Five Star Experience Award for six consecutive years.
- The home of the SA Open for three consecutive years in 2007, 2008 and 2009 provides you with a stern yet enjoyable golfing test. During the 2008 South African Open, 2007 US Masters Champion Trevor Immelman was full of praise saying: "The course is in incredible condition, it really is. That's the way I expected the course to be, to a high standard, and they have always turned out a fantastic course, for the members' day-in day-out. I really feel like these fairways; they are some of the best, if not the best, that I've ever played on."

- Pearl Valley has two signature holes, 4th and 13th, both offering majestic views of the surrounding mountains and lakes. The 4th hole is as challenging, with limited margin for error as you need to cross the creek three times en route to a tricky green. This par 5 is regularly listed as one of the best par 5's in South Africa, epitomising the ideals of 'risk and reward'. The 13th hole is a daunting par 3. As the water cuts from the right and a green side bunker waits, one is mesmerised by the cautious tee shot. This hole tests both your ball striking and your nerve.

1.4.35 Val de Vie Events:

- Hosts and coordinates weddings each year in the Val de Vie Ballroom, Polo Club Restaurant, L'Huguenot Wine Cellar, Polo Club House, Pearl Valley Boma and The Valley Restaurant at Pearl Valley.

1.4.36 Game Reserve:

- A game reserve with indigenous fynbos and the endangered cape grysbok, as well as springbok and zebra.

1.4.37 Val de Vie Polo Shop

1.4.38 Pearl Valley Golf Shop

- Stocked with the latest golfing apparel and offering a broad range from leading international brands such as Pringle, Daily Sport and Swagg clothing, footwear and clubs. The discerning shopper is spoilt for choice. Manned by qualified PGA Professionals and offering individual club fittings and customization, there is something for everyone at The Golf Shop.
- Summer Operating Hours
Mondays until Sundays: 7am – 7pm
- Winter Operating Hours
Tuesdays until Sundays: 8am -5pm

1.4.39 Hey Jude Concierge/Personal Assistant Service

- Downloaded on Google Play and iTunes

1.5 SUSTAINABLE FINANCIAL RETURN

1.5.1 Strong world-class HOA:

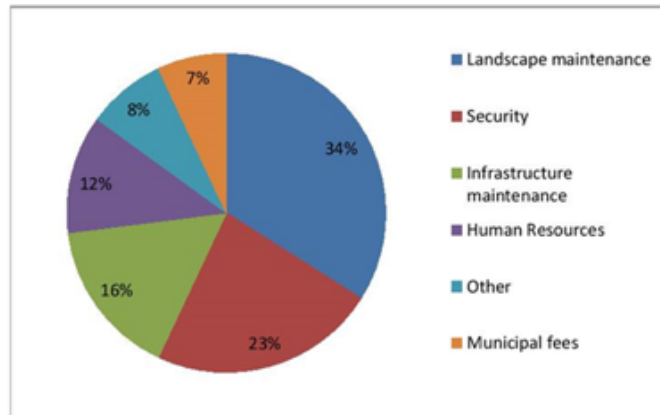
- Clear vision
- Integrated and active management approach
- Experienced and highly qualified Trustees
- Active home owner involvement through 9 subcommittees:
Aesthetic, Building, Communication, Corporate Governance, Finances, Landscaping, Security, Sport and Social

1.5.2 Finances:

- Combined HOA's cash reserves of more than R15m
- Regular 20-year infrastructure replacement studies
- Preventative infrastructure maintenance

- Levies: Val de Vie: R 3,335 p/m; Pearl Valley: R2, 154.00 p/m plus R20,200 (incl VAT) per annum for the club membership fee. No special levies raised to date.
- With the growth of the estate, there will be an increase in the HOA members and therefore its income. With economies of scale in areas from maintenance to security, not only will this ensure that Val de Vie remains the safest estate in Africa, but that it does so more cost effectively for home owners.

Val de Vie Estate expense allocation



1.5.3 Val de Vie Brand:

- Recognized as the best residential estate brand in South Africa.
- **Brand association by leading international brands:**
Veuve Clicquot, Ferrari, Investec, Julius Bär, Hans Grohe, Daikin Air Conditioning, Gaggenau Appliances, Stefan Antoni Architects, Jaeger Lecoultre, Sentebale, La Martina Clothing, SMEG, Vodacom, Legacy Lifestyle.
- **International Property Awards:**
2012: Best Multiple Unit Development in Africa.
2013: Best Single Unit Development in Africa for “The Polo House”.
2014: Safest Home in Africa.
2014: World’s Best Marketing “Polo Village”.
2016/2017: Best residential property in Africa for “Valentia Manor House”.
- Val de Vie is home to many captains of industry, not only South Africa, but also international. Many local and international celebrities, both in the sports and entertainment industries, call Val de Vie their home.
- Pearl Valley, a signature Jack Nicklaus golf design is recognized as one of the best golf estates in Africa.
- Pearl Valley was voted Top Residential Estate in SA by New World Wealth in 2015.
- Val de Vie was voted Top Residential Estate in SA by New World Wealth in 2016.
- Val de Vie is the preferred address for HNWI’s.

1.5.4 Unique Features:

- Several world heritage sites and high potential agricultural land surround Val de Vie.
- The Simonsberg, Drakenstein mountain range and Paarl Mountain, frames the valley.
- Perfect balance between nature and authentic world-class modern living.
- Val de Vie is a primary residential estate. The majority of the residents are young families with an average age in the early 40's.

1.5.5 Architecture:

- French Provençal and Cape Vernacular to Contemporary.
- Luxurious yet laid back environment.
- Best-of-the-Best architecture: Stefan Antoni are the design architects, Boogertman & Partners are the controlling architects and Uys & White are the landscape architects.

1.5.6 Individual homes border on our wide variety of themes including:

- Polo fields
- Vineyards
- Lakes
- The Berg River
- Farms
- Olive groves
- Paddocks
- Golf Course
- Fynbos Reserve

1.5.7 Property sales and rental yields

1.5.8 75%+ Buyers are semigrating from Gauteng, KZN, expats returning to South Africa from abroad etc.

1.5.9 Demand is greater than supply and the developer is committed to maintain this with its sales strategy.

1.5.10 Recent developer sales history:

- 2006: Val de Vie Phase 1 launched
- 2012: 109 properties sold
- 2013: 112 properties sold
- 2014: 139 properties sold
- 2015: 171 properties sold
- 2016: 335 properties sold

1.5.11 Recent average property prices achieved for:

- Vacant stands:
 - 2012: R1,500 @ m²
 - 2013: R1,700 @ m²
 - 2014: R1,900 @ m²
 - 2015: R2,100 @ m²
 - 2016: R2,300 @ m²

- Houses:
2012: R12,000 @ m²
2013: R13,500 @ m²
2014: R15,000 @ m²
2015: R18,000 @ m²
2016: R22,000 @ m²

1.5.12 Rental Yields (recent average rent per m²):

- 2012: R75 @ m²
- 2013: R87 @ m²
- 2014: R95 @ m²
- 2015: R110 @ m²
- 2016: R150 @ m²

2. VAL DE VIE MILESTONES

- **2001:** The founder and original developer, Martin Venter flew over the Paarl-Franschhoek Valley and saw the ideal location alongside the Berg River for his family home. Looking down at the run-down wine farm, first started by Abraham Andries Le Roux in 1783, he suddenly knew that this place had the potential and that the land needed to be brought back to life. This would be the “Valley of Life” that he had dreamt of.
- **2006:** First plots sold.
- **2007:** Over R450m invested in infrastructure before the first house was built.
- **2012:** Polo House sold for a Cape Winelands record of R22 500 per m².
- **2013:** Val de Vie Investments (Pty) Ltd, the developer, acquire Levendal land across the Berg River.
- **2014:** Developer acquires Phase 2 land from Standard Bank.
- **2014:** Polo Village launched.
- **2015:** Phase 1 – only 8 stands remain.
- **2015:** More than 400 completed residences.
- **2015:** Numerous new products launched:
The Vines, The Oaks, Gentleman’s Estate’s and River Reserves, La Vue and Le Domaine stands.
- **2015:** In November Val de Vie hosted Prince Harry at the Sentebale Polo Cup, the world’s largest exhibition polo event.
- **2015:** In December, Competition Commission approved for the Pearl Valley Golf Club, golf course and unsold developer erven.
- **2016:** New products launched: The River Club, The Polo Village Offices, The Reserve.
- **2016:** On 1 March, assumed management of Pearl Valley.
- **2016:** On 22 June 2016, Patrice Motsepe (African Rainbow Capital) acquired 20% shares in Val de Vie Investments.

- **2016:** In August, was recognised as the Top Residential Estate for 2016 by New World Wealth.
- **2016:** In November, the construction of the new bridge over the Berg River commenced.
- **2017:** Facilities and amenities became accessible to all Val de Vie residents.

3. VAL DE VIE PROPERTY SALES

- **December 2015:** *Polo Village* (60 units): SOLD OUT
- **April 2016:** *Gentlemen's Estates* (17 units): SOLD OUT
- **May 2016:** *River Club* (12 units): SOLD OUT
- **October 2016:** *Le Domaine stands* (72 units): SOLD OUT

4. VAL DE VIE PRODUCTS

- Storage units (Sectional title)
- Stables (Sectional title)
- *Polo Village* (Sectional title luxury apartments)
- *Polo Village Boutique Offices*
- *The Vines* (Full title plot-and-plan houses up to 303m²)
- *The Oaks* (Full title plot-and-plan houses from 320m²)
- *Le Domaine stands* 700m²
- *La Vue stands* 900 to 2,000m²
- *River Club* 5,000m² and bigger
- *River Farm stands* 1,500m² plus river facing stands
- *Gentleman's Estates*
- *River Reserves*
- *Levendal Village* (affordable staff accommodation 3km's from Val de Vie)
- *Pearl Valley Golf stands*
- *Pearl Valley Nature stands*
- *Pearl Valley Hotel by Mantis*
- *The Reserve* (1 acre – 1 hectare lifestyle stands)
- *Stefani Antoni Signature Series* (Plot and Plan)
- *Val de Vie Evergreen Retirement Village* – Launching June 2017

5. PHASE 2 AMENITIES AND FACILITIES

- **The new lifestyle centre, *The Yard*, will include:**
 - o Full gym with 900 m² training area, dedicated change and ablutions and a separate yoga/ Pilates studio.
 - o Five lane Olympic length outdoor pool and 10 x 5 meter indoor pool with dedicated change and ablution facilities.

- o Recreational and wading pool with adjacent children's pool and grassed lounging spaces.
 - o Full service deli with coffee shop opening out to the pool area.
 - o Secured children's play area.
 - o Two all-weather surfaced tennis courts.
 - o Futsal court for soccer.
 - o Two cricket nets.
 - o Separate clubhouse opening to landscaped area for both private and estate functions.
 - o Pro shop to provide sporting equipment requirements.
 - o 24-hour concierge desk.
 - o Print/ copy shop facility.
 - o Dedicated property sales and leasing hub.
 - o Property management and HOA offices.
 - o 2000 undercover post offices boxes.
 - o Open air training circuit.
 - o Ample easily accessible parking surrounding the facilities.
 - o Landscaped square for larger open air functions.
 - o 42km's of mountain biking, running and horse trails all within the estate.
- A new bridge across the Berg River, which will connect to the new entrance on the R45. The journey from the new entrance to the centre of Stellenbosch, over the Helshoogte Pass, will be less than 20km (20min). This will open Val de Vie to the lucrative and very popular Stellenbosch market. Expected completion date, by our consultants, is mid-2017.
 - 37 Hectares of green areas that will be rehabilitated into conservations eco areas. An additional 111 hectares will be agricultural land of which 50 hectares will be Gentleman's Estates and a 61-hectare private farm. There will also be approximately 5 hectares of parks.
 - A total of 5.7km of the Berg River runs through the entire estate.

6. DEVELOPMENT COMPANY MANAGEMENT

- Clear vision and strong management of HOA.
- Integrated and active management approach by the developer of HOA.
- Strong brand through independent operating companies (Val de Vie Events, Restaurant, Val de Vie Wines and Val de Vie Property Sales).

Management Profiles:

Martin Venter, Founder and CEO

He has sufficient experience and knowledge to lead the development and professional team for the conceptualization and the implementation of any size of property development. . Martin Venter is the Executive Chairman and Founder of the Elements Group of Companies, which developed, amongst others, the Val de Vie Estate. His qualifications include BLC (Law), LLB (UP), Hons. , MBA (US) and R.E.E.S, Private Equity and Venture Capital (Harvard Business School).

He is also an Admitted Attorney of the High Court of South Africa. Martin initially built his career as a commercial attorney in litigation and garnered extensive experience in property development and property investment as one of the early / founding directors in Atterbury Property Cape (Pty) Ltd. As developer, he has completed many successful residential and commercial property developments in excess of R3bn. He was awarded the ABSA Entrepreneur of the Year in 1994. He is also an annual guest lecturer at UCT for their MSc Property Studies programme.

Morné Bosch, HOA Chairman and Managing Director

Morné Bosch is the Managing Director of Elements Management, a private company contracted to manage and administer the HOA. He also serves as Chairman of the Board of Trustees of the HOA and follows a hands-on approach in managing the HOA to ensure that the Board of Trustees fulfil its responsibilities with the help of the managing agent. His field of expertise lies in business restructuring, business development and operations management. He completed his articles at PricewaterhouseCoopers, obtained a CA (SA) and an MBA (USA).

Sarel Rossouw, Financial Director

Sarel Rossouw is the Group Financial Director of the Val de Vie entities. He has a background in auditing and worked for PricewaterhouseCoopers until December 2007 where after he joined Val de Vie. Sarel is a qualified CA (SA). He has a wide range of business expertise, both in the capacity as auditor, director and shareholder in various entities in different market segments. He is Chief Financial Officer in developments with an aggregate value in excess of R1 billion and is skilled in development feasibility, financing, sales and investment in property and related aspects.

Ryk Neethling, Marketing Director

Olympic Gold Medallist, three-time World Champion and founder of the Learn to Swim Academies across South Africa. Ryk spent four years in the real estate industry having assisted in the development and management of various commercial properties after obtaining a degree in BA Psychology and Business at the University of Arizona, USA. He also obtained his Arizona Real Estate License in 2001. In 2009, he was appointed Marketing Director of Val de Vie Estate and Elements Management. He is actively involved with real estate sales and new developments, promoting the Estate's wines and restaurant and successfully steering the Val de Vie Magazine.

Renier Swart, Director Sales & Managing Director Val de Vie Construction

As a trustee of the HOA, Renier Swart is also Chairman of Security and Infrastructure sub-committees. He is the Chairman and a shareholder of the Star Motor Group. His qualifications include BCom Accounting Honours and CTA (University of Pretoria), BProc (UNISA), CA (SA), PPRE and MPRE. Renier joined Nissan SA in 1996 after completing his articles with PwC. He successfully started a number of Nissan, Ford, Mazda, UD, Fiat and Alfa Romeo dealerships and is a multiple Franchise Dealer of the Year award winner. He also served and chaired a number of vehicle franchise dealer councils. His entrepreneurial skills were acknowledged in 2001 with the Pretoria Business Chamber Business of the Year award.

Renier also served as a Governor on the Board of Governors of the Stormers Super Rugby franchise in 2011 and 2012 when they won the South African Conference. He is also an experienced property developer and has successfully completed several large commercial property developments. His Valentia Manor house won the prestigious Best Residential Property in Africa for 2016/2017.

7. VAL DE VIE LOCATION AND DEMOGRAPHIC UNDER CONSTRUCTION

7.1 Cape Town International Airport (59kms / 38 minutes)

7.2 Cape Town City Centre (60kms / 35 minutes)

7.3 Drakenstein Municipality (8kms / 8 minutes)

7.4 Drakenstein Municipality, has a population of slightly more than 200 000 with an annual increase of 4 200. Paarl and Wellington are the most densely populated areas. Paarl has slightly more than 130 000 inhabitants, Wellington follows with nearly 62 000. Paarl is the 3rd oldest town in South Africa established in 1657. The Executive Mayor is Councillor Conrad Poole. The latest audit report issued by the Auditor General for Drakenstein Municipality was a CLEAN Audit report in 2014.

7.5 Paarl SAPS (8kms / 8 minutes)

7.6 Paarl Provincial Hospital (10kms / 10 minutes)

7.7 Paarl MediClinic (9kms / 10 minutes)

7.8 Val de Vie subscribes to ER24 available via Security, for any medical emergencies

7.9 Dis-Chem Paarl Mall (8kms / 8 minutes)

7.10 Clicks Pharmacy (8kms / 8 minutes)

7.11 Churches are within a 12km radius

7.12 Department of Home Affairs (9kms / 10 minutes)

7.13 Shopping:

- **Paarl Mall (8kms / 8 minutes)**

95 Shops. The Mall is anchored by national retailers such as Pick ‘n Pay, Woolworths, Edgars and group brands such as Clicks, Truworths, Foschini, all major banks, easily accessible from the N1 via the exit 57 off ramp. Various Restaurants, Mugg & Bean coffee shop and two hairdressers.

- **Woolworth Food** situated at the Laborie Centre, Main Road.

- **Deliveries** are made to Val de Vie by both Woolworths and Pick ‘n Pay.

- **Online e-Market Maison Bak** delivers artisanal and fresh produce to your door.

- **Vineyard Centre Paarl Main (10kms / 11 minutes)**

Anchored by Super Spar & Tops, as well as restaurant, pet shop, laundry etc.

- **Franschhoek (16kms / 13 minutes)**

Franschhoek has become a destination of note for speciality and high quality retail shopping. With a surprising diversity of shops and stores for such a small village, it is no wonder that Franschhoek is such a busy little town. From handmade chocolates, handmade furniture, exquisite decor and interiors, works of art, crafts of all kinds, speciality shops and boutiques, Franschhoek has it all. Woolworths Food situated in the Main Road.

- **Canal Walk Shopping Centre (55kms / 34 minutes)**
Canal Walk Shopping Centre is Africa's leading super-regional retail mall. Its dominant presence attracts diverse shoppers from an extensive portion of the Western Cape and further afield, with its comprehensive retail and leisure options. Canal Walk merges the world's most desirable brands with shopping convenience and entertainment with everyday leisure, all in a majestic setting.
- **V&A Waterfront shopping (64kms / 41 minutes)**
With over 450 retail outlets selling everything from fashion, homeware and curios, to jewellery, leather goods and audio-visual equipment, the V&A Waterfront is South Africa's most popular shopping destination. Consolidating this position is their diverse offering of local and international brands that guarantee something for everyone in Cape Town, irrespective of taste or budget.

7.14 Dining:

- *Val de Vie Polo Club Restaurant*
- *The Valley Restaurant at Pearl Valley*
- The culinary delights of Paarl range from traditional fare to exquisite international cuisine. Restaurants and eateries are diverse in character and range from elegant Cape Dutch Manor to Victorian Villa, country cottage and family eatery. Cooking styles reflect individual personalities, the result being a diversity of cuisine from the most formal and elegant to the simplest, yet well-prepared dishes.
- Franschhoek is known as South Africa's fine dining and Gourmet capital.
- Surrounding wine estate restaurants

7.15 Wine Farms:

- Val de Vie is a member of the 48 Vignerons de Franschhoek. Franschhoek wine estates are not only situated in a breathtakingly picturesque valley, but they also produce some of the world's finest and award winning wines.
- Located along the Franschhoek Wine Valley Food and Wine Route, these fine wine establishments are easily accessible and offer an array of different experiences. These wines can also be tasted and paired with appetizing food on offer at Franschhoek's fine dining restaurants, many of which are found on the wine estates. Over the years, the Vignerons de Franschhoek members become known as some of the most innovative and progressive wine producers in South Africa and have firmly established themselves as one of the best wine-producing areas in the Cape Winelands.
- The Paarl Wine route has a rich history. The first branded wine cellar, KWV, was set up in Paarl initially to produce cooperatively and coordinate surplus wine. In the aftermath of apartheid and the opening of trade, Paarl producers together formed the Paarl Wine Route, the second such route in South Africa. Its larger, better-known members include KWV and Nederburg Wine Estate, of Nederburg Auction fame. Smaller boutique producers, each with their own personality, offer Paarl's signature wine diversity.
- Other unique experiences are Babylonstoren and the Spice Route.

8. ADVICE FOR POTENTIAL BUYERS

When considering investment in any residential estate, buyers should be well informed on the development and consider factors such as:

8.1 Safety and Security

Conduct your own research and contact the local SAPS and enquire about the estate's incident history, study the HOA's Security strategy, spend and quality checks.

8.2 The Home Owners Association

Enquire about HOA cash reserves, any history of special levies and any long-term plans, who the trustees are and what their contribution is to the social needs of the area.

8.3 The Developer

It is advised to do a background check on the developer's track record. Find out if there are any outstanding bank debts and if all the promised improvements have been done and transferred to the HOA.

8.4 Property Sales

Capital growth/sales price inflation history is crucial as well as the rental history of the estate (any vacant stands, number of vacant stands in the market, how many houses available to rent etc).

8.5 HOA Rules and Regulations

This, as well as the estate's constitution is important as it affects your everyday living on the estate.

8.6 General Information

Enquire about general facilities and amenities available to residents on the estate, if possible make coffee appointments with residents to hear their first-hand experience and gather as much information as possible to make an informed decision.

8.7 Location and Public Services

The location of the estate as well as the public services that are available in close vicinity to the estate such as schools, hospitals (health care), amenities and public transport.

9. COST OF LIVING

Apart from the varying of actual home and land prices across the country, there is also a variance in the cost of living between certain areas and different provinces. These variances depend on factors such as municipal and public service standards, private service standards, natural resource availability, proximity to the coast and, when considering security estate property, the level of service and facilities offered by the estate's HOA. When investing in property, it is important to consider not only the costs of purchase, instalments and applicable taxes, but also of the everyday cost of living. Below are estimated and quoted costs of several service providers in the Cape Winelands:

- 9.1 Municipal Rates and Taxes of the Western Cape are calculated according to the municipal valuation of the property.

ESTIMATED Rates and Taxes per month				
Value of House	Rates and Tax	Refuse Removal	Sewerage	Electricity
R 4 000 000.00	R 2 141.12	R 40.00	R 280.00	R 2 690.00
R 8 000 000.00	R 4 371.45	R 40.00	R 280.00	R 3 766.00
R 12 000 000.00	R 6 601.78	R 40.00	R 280.00	R 5 380.00
* electricity based on estimated household usage/ Municipality promised further 20% discount to residents of Val de Vie				

9.2 The current HOA Levy of Val de Vie Estate is R3335 incl. VAT. The levy includes:

- Access to the estate's sporting facilities such as tennis and squash courts, swimming pool, fully equipped gym, trails, river frontage etc.
- Security infrastructure, the upkeep and maintenance thereof, the security guards and perimeter patrol.
- Estate landscaping and facilities maintenance including driveways, play parks, olive groves, vineyards, roadside gardens etc.
- The levy does not include the Polo Club, Golf Club membership fees or private lessons in any sport.

9.3 The current HOA Levy of Pearl Valley is a monthly levy of R2,154 (VAT incl) VAT. The levy includes:

- Estate Security
- Road & Estate Maintenance
- Refuse Removal
- Landscaping of Estate:
All horticultural and landscape aspects of the estate including sidewalks, traffic islands and private areas will be managed by the HOA.

9.4 The Pearl Valley Homeowner's monthly garden service levy is based on ERF size and is payable from the month transfer is affected.

TOTAL PAYABLE MONTHLY LEVY:

(Effective: 01/04/2016)

<u>Erf size</u>	<u>Garden Service Levy (VAT incl)</u>
Under 900 m ²	R 754
Between 901 m ² – 1 700 m ²	R 1,220
Above 1 701 m ²	R 1,444
Resort Lodges	R 404

9.5 One club membership per household is mandatory at R20,200 incl VAT per annum.

Club membership for Pearl Valley at Val de Vie Estate Home Owners is designed to allow the whole family (based on two adults and any dependent children under 24 years of age) to utilize the facilities of the Golf and Country Club as full members.

Club Membership includes the following:

- Access to the gymnasium, swimming pool, tennis courts, Pétanque courts and other recreational facilities.
- 10% discount on food & beverage items, spa treatments and merchandise in The Golf Shop.
- Complimentary use of the Signature Lounge.
- Preferred green fees for member and guests (as set out per the 2017 Green Fees below).
- Complimentary use of practice facilities with range balls.
- Access to Members' Practice Range.
- Access to Member tee times.
- Access to Member competitions.
- Optional affiliation and handicap service at a cost of R600 (including VAT).
- Jack Nicklaus Reciprocity (Subject to election of affiliation and handicap service).

9.6 *The Gentleman's Estates*, will each receive a portion of the estate's Berg River irrigation water, at an estimated R2,50 per kilolitre (about one tenth of the standard Drakenstein potable water tariffs). This allocation to each Gentleman's estate will be managed by the Val de Vie HOA in accordance with an irrigation water management plan.

9.7 **Private Garden Maintenance**, is for each home owners' account and varies between R600 – R1000 per month.

9.8 **Equestrian Livery at the Val de Vie Stables**, are charged at R5 800 per month. The spacious drive-through stable block, with 64 loose boxes, is designed for optimal ventilation during all seasons while the design allows for safe social interaction between horses. We offer complete livery and exercise management for all equestrian disciplines, including polo, show jumping, dressage and endurance riding:

- Expert care is provided by an on-site professional team.
- Horses are provided with daily turn out in secure camps and are groomed twice daily.
- Daily manure disposal, excellent drainage, hygienic management and biological fly control ensure odour-free and healthy stables.
- Other facilities include, fully equipped tack rooms, double wash bays with warm water, lunging rings, exercise track, practice field and state of the art all weather arena.
- Client change rooms and shower facilities.

9.9 **Pre-school**

- Bridge House Play School & Pre-Primary : From R4 010.00/ month

9.10 **Private school**

- Bridge House School: From R6 750.00/month

9.11 Public schools

- Paul Roos Gymnasium: R30 600.00 per annum
- Paarl Boys' High School: R28 500.00 per annum
- Paarl Gym: R26 580.00 per annum
- La Rochelle Girls' High: R22 300.00 per annum

9.12 University Fees

- E.g. BComm – R40 000.00 per annum
- <http://www.maties.com/fees/study-and-fees.html>

9.13 Fuel Prices, along coastal regions are 3% lower than inland prices.

10. VAL DE VIE PROPERTY FINANCE

- We offer assistance to clients in obtaining home loan finance.
- On-site office, for the convenience of our buyers and home owners.
- We are affiliated with all the major Banks, including some Private Banks such as Investec and RMB.
- Structure quality application for Banks to make informed discussions.
- Handle application and all admin on behalf of the client.
- Negotiate with Banks on rates and conditions.
- Compare different options.
- Our service is free of charge.

11. FOREIGN BUYERS

• Residence Permits

For overseas clients wanting to invest and reside in the prestigious and exclusive Val de Vie Estate, various immigration options present themselves for them and their accompanying families, depending on the probable different case scenarios.

If you have any uncertainty about what is most appropriate for your specific situation, the team of immigration experts at IBN Immigration & Business Solutions is at your service to discuss the best option for you and your loved ones, depending on your short, medium and long term plans.

• International Money Transfers

Val de Vie have appointed international money transfer experts, FC Exchange a Global Reach Group Company, to help our clients with their money transfer needs. Their expertise and experience includes the regulatory nuances of money transfers into and out of South Africa.

Bank fees, commissions and exchange rate fluctuations can result in thousands of pounds lost on international money transfers. Banks can be impersonal and are often unresponsive when it comes to making international money transfers. As a specialist currency provider, FC Exchange helps clients save money by providing better exchange rates, avoiding high bank fees and navigating market fluctuations.

For more information on international money and preferential rates for Val De Vie clients, speak to a dedicated currency market expert at FC Exchange.

South Africa: +27 (0)21 100 3410

United Kingdom: +44 (0) 207 989 0000

Email: southafrica@fcexchange.com

12. REFERENCES

12.1 Properties available on Val de Vie Estate:

- Resale homes available
- Plots available on Phase 1
- New plots available on Phase 2
- The Vines
- The Polo Village
- The Gentleman's Estates
- Interactive Sales Map

12.2 Contact details:

Director Sales & Managing Director Val de Vie Construction: Renier Swart

e: property@valdevie.co.za

t: +27 (0)21 863 6105

c: +27 (0)83 227 0355