



# *Information Guide*

*Discover a 'Life Worth Living' in South Africa's top estate*

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*Ranked by New World Wealth in 2015, 2016 and 2017  
as the top residential estate in South Africa*

**MAY 2018**



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# THE ESTATE

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## 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

- A profound understanding that safety and security is vital to all residents
- Technologically advanced security measures
- Regular and unplanned security stress testing
- Physical barriers consisting of a 2-metre- high wrought-iron fence, concrete plinths, full electrified fence and anti-dig razor wire
- Thermal camera perimeter protection (total area coverage)
- 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 of 40km/h and 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 an average density of only three homes per 10 000m<sup>2</sup>
- 7km of Berg River and associated water rights
- 161 hectares of private farms and Gentleman's Estates
- 29 hectares of lakes
- 20 hectares of paddocks
- 37 hectares of a protected fynbos wildlife corridor
- 18 children's play parks
- 4 hectares game reserve
- Jack Nicklaus Signature Golf Course
- More than 100 species of protected fynbos
- Abundant birdlife including an Owl rehabilitation program (over 130 bird species on the estate)
- Olive groves
- Rhône-style vineyards
- Waterways
- 2 x Hurlingham standard polo fields
- International standard outdoor equestrian arena
- 1 km equestrian sand track
- Large equestrian sand rings
- Berg River picnic spots
- Large entertainment Boma next to the Berg River
- In excess of 42 km of running, mountain biking, horse riding, dog walking and baby stroller

## **1.3 SOCIO-ENVIRONMENTAL ETHOS**

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

**1.3.2 The Val de Vie Foundation, formed to provide relief to disadvantaged communities in the wider Cape Winelands region, but with specific focus on the Paarl- Franschhoek 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
- 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 3km of the new R45 Simondium Road entrance
- Community facilities such as a crèche, parks, sports fields and a 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
- 130 Bird species
- Endangered mammals like the Cape Grysbok
- Owl boxes
- 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

#### **1.3.9 Water Security:**

Val de Vie Estate implemented a private water filtration plant in December 2017 that purifies groundwater from a unique and localised aquifer, supplying 1500 residents on the 1000-hectare

In partnership, Drakenstein Municipality and Val de Vie Estate have taken pro-active steps to ensure that the estate is entirely ‘water independent’ and the municipal water that would have been used by the estate can now be dispersed to other areas of need in the municipality.

Water utilisation on the estate is sensitively managed and dispersed via a state of the art central computerised system. Licensed groundwater usage is also centrally managed, prohibiting any private boreholes. Groundwater extraction occurs well within the parameters of the sustainable 50-year yield of the aquifer.

The estate’s internal awareness campaign has been fruitful and over the past year resulted in a significant decrease in water consumption. Smart water meter systems, installed in all homes, provide Val de Vie management with an exact real-time monitoring of daily consumption and also assists homeowners with leak and bust alarms. All new homes built on Val de Vie Estate are furthermore required to have plumbing systems which support grey water systems.

Val de Vie Estate is committed to responsible water usage and compliance with the Department of Water and Sanitation, Drakenstein Municipality and the Berg River Irrigation Board. Current Level 6B water restrictions imposed by the Western Cape remain in full effect on the estate.

## **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 Val de Vie provides a safe and secure environment for raising families**

### **1.4.4 Education on-site:**

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

### **1.4.5 Private schools (distance from Val de Vie main gate):**

- Bridge House Private School, Franschhoek (16 km/ 17 minutes, school bus available)

### **1.4.6 Public schools (distance from Val de Vie main gate):**

#### *Primary schools:*

- Courtrai Primary (11km/ 13 minutes)
- Paarl Gymnasium Primary (10km/ 14 minutes)
- Paarl Boys Primary (10km/ 13 minutes)
- Paarl Girls Primary (11km/ 15 minutes)
- La Rochelle Girls Primary (10km/ 14 minutes)
- Noord-Eind Primary (13km / 19 minutes)

#### *High schools:*

- Paarl Boys High (10km/ 14 minutes)
- Paarl Girls High (11km/ 15 minutes)
- Paarl Gymnasium (10km/ 14 minutes)
- La Rochelle Girls High (10km/ 14 minutes)
- Boland Agricultural High (31km/ 30 minutes)
- Paul Roos Gymnasium (36km/ 35 minutes)
- Bloemhof Meisies Hoërskool (36km/ 35 minutes)
- Rhenish Girls’ High School (37km/ 36 minutes)
- Hoërskool Stellenbosch (15-20 minutes from the new R45 Simondium Road gate.)

### **1.4.7 18 children’s play parks**

**1.4.8 Three Lifestyle Centres located at Val de Vie Phase I, II and Pearl Valley include the following sport facilities:**

- Two world-class gyms with a third under construction at The Yard
- Spinning bikes
- Squash courts
- *Jack Nicklaus Signature Golf Course*  
(Membership exclusive to Val de Vie Estate Homeowners)
- 25m Heated indoor swimming pool, which also hosts the *Ryk Neethling Swim School*
- 50m Outdoor pool under construction
- Resort style outdoor pool
- Steam rooms and sauna
- Biokineticists
- Personal training
- Physiotherapists
- Power plate
- Pilates classes
- 6 tennis courts
- Tennis academy
- Running Club
- Outdoor Gym

**1.4.9 Recreational activities include:**

- Fly fishing in our lakes and in the Berg River
- Running, mountain bike and walking trails (42km track to be completed)
- Berg River picnic area
- Dog park (dogs can be off the leash)

**1.4.10 Equestrian lessons**

**1.4.11 Social events**

**1.4.12 Social HOA Subcommittee**

**1.4.13 Val de Vie Wine Club**

**1.4.14 Unwind Fridays hosted at L'Huguenot Wine Cellar**

**1.4.15 Polo Events**

**1.4.16 Summer Sunday Markets in Polo Season**

**1.4.17 Annual fun run and other sporting events such as Mountain bike challenges, triathlons, cross-country running and open water swims in our lakes**

**1.4.18 Annual music concerts**

**1.4.19 International sporting events such as the ABSA Cape Epic Mountain Bike Race**

**1.4.20 Pétanque Association**

**1.4.21 World-class social facilities:**

- The 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. The Valley restaurant, located in the Pearl Valley Clubhouse, offers views of the Jack Nicklaus Signature golf course and the majestic mountain ranges (opening times on the Val de Vie website and in the weekly HOA newsletter)

- L'Huguenot wine tasting and sales on Friday afternoons from 16:00 – 19:00
- Grand Ballroom to host events and special celebrations

#### **1.4.22 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
- Lunging rings
- Exercise track for horses
- Practice field with sand-fibre jumping arena
- Polo clubhouse for members with changing rooms
- Outdoor equestrian arena

#### **1.4.23 Livery:**

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

#### **1.4.24 Grooms:**

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

#### **1.4.25 Val de Vie Wines:**

- Val de Vie Estate is synonymous with the bountiful offering that is brought forth by the picturesque Paarl-Franschhoek Valley. This magnificent region is our inspiration for producing wines of the highest quality
- The L'Huguenot Vinoteque is home to the exclusive Val de Vie and Polo Club range, bottled in the 100-ton L'Huguenot cellar

#### **1.4.26 Our wines include:**

- Polo Club Chenin Blanc
- Polo Club Chardonnay/Pinot Noir
- Polo Club Cabernet Sauvignon/Merlot
- Polo Club Sauvignon Blanc
- Valley of Life Signature Red Blend
- Memo 3 litre Chardonnay/Pinot Noir
- The Epic Blend
- Cuvée de Vie MCC
- Ryk Neethling Premium Red Blend

#### **1.4.34 Golf:**

- Memberships exclusively to Val de Vie Homeowners available at South Africa's premier golf club - Pearl Valley;
- This masterpiece was shaped by the vision of golf legend Jack Nicklaus and his unique touch is evident throughout the course;
- Officially opened in November 2003 by Nicklaus and South African great, Gary Player, Pearl Valley golf course 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 2010-2019 and awarded the Complete Golfer's Five Star Experience Award for six consecutive years. The golf course was ranked as the 5th best in the country by Golf Digest magazine in 2018/2019;
- The Jack Nicklaus Signature golf course at 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 and will test both your ball strike and your nerve. As the water cuts from the right and a greenside bunker waits, one is mesmerised by the cautious tee shot

#### **1.4.35 Val de Vie Events:**

- From exquisite weddings and private parties to festive year-end functions, Val de Vie Estate is an exceptional setting for any type of event. Our events team delight in coordinating memorable occasions that reflect your unique style and preferences in any of the venues on the estate
- Venues: The Ballroom at Val de Vie, Polo Club Restaurant, Polo Lounge and Terrace at Val de Vie Pavilion, Signature Lounge at Pearl Valley, Conference Venue at Pearl Valley, The Tasting Room at L'Huguenot, The Vinoteque at L'Huguenot

#### **1.4.36 Game Reserve:**

- A 4hectare game reserve is home to indigenous fynbos and the endangered Cape Grysbok, as well as Springbok and Zebra

#### **1.4.37 Safari Club by Safari Outdoor at the Val de Vie Polo Pavilion**

- Stocks outdoor clothing, leather luggage, hats, sunglasses and polo - related products

#### **1.4.38 Pearl Valley Golf Shop**

- Stocked with the latest golfing apparel and offering a broad range from leading international brands. The discerning golf shopper is spoilt for choice. Manned by qualified PGA Professionals and offering individual club fittings and customisation, 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

## 1.5 SUSTAINABLE FINANCIAL RETURN

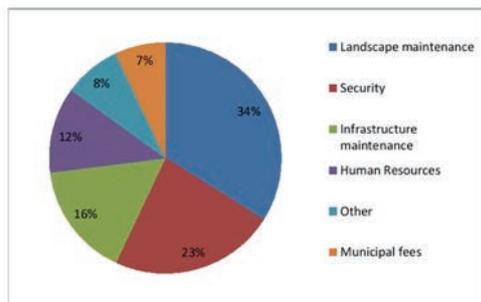
### 1.5.1 Strong world-class Home Owner's Association (HOA):

- 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 R15 million
- Regular 20-year infrastructure replacement studies
- Preventative infrastructure maintenance
- Levies: Val de Vie: R 3 566 p/m; Pearl Valley: R2 463 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 life on the estate is cost effective for home owners

Val de Vie Estate expense allocation



### 1.5.3 Val de Vie Brand:

- Recognised 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 Lecoultrre, 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 local and international captains of industry. Many local and international celebrities, both in the sports and entertainment industries, call Val de Vie their home
- Pearl Valley, a Jack Nicklaus Signature golf course is recognised as one of the best golf estates in Africa.
- Val de Vie was awarded Top Residential Estate in SA by New World Wealth in 2015, 2016 and 2017
- Val de Vie is the preferred address for High Networth Individuals

#### **1.5.4 Unique Features:**

- Several world heritage sites and rich agricultural land surround Val de Vie
- The Simonsberg, Drakenstein and Paarl Mountain Ranges, frame the valley and provide a magnificent backdrop
- The perfect balance between nature and authentic world-class, modern living exists at Val de Vie
- Val de Vie is a primary residential estate with the majority of the residents consisting of young families

#### **1.5.5 Architecture:**

- French Provencal and Cape Vernacular to Contemporary
- Luxurious yet laid back environment
- Award winning 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
- Jack Nicklaus Signature Golf Course
- Fynbos Reserve

#### **1.5.7 Property sales and rental yields**

#### **1.5.8 75%+ buyers are semigrating from Gauteng and KZN. Expats are returning to South Africa from abroad**

#### **1.5.9 The 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 @ m<sup>2</sup>
  - 2013: R1,700 @ m<sup>2</sup>
  - 2014: R1,900 @ m<sup>2</sup>
  - 2015: R2,100 @ m<sup>2</sup>

- Houses:  
2012: R12,000 @ m<sup>2</sup>  
2013: R13,500 @ m<sup>2</sup>  
2014: R15,000 @ m<sup>2</sup>  
2015: R18,000 @ m<sup>2</sup>  
2016: R22,000 @ m<sup>2</sup>

#### 1.5.12 Rental Yields (recent average rent per m<sup>2</sup>):

- 2012: R75 @ m<sup>2</sup>
- 2013: R87 @ m<sup>2</sup>
- 2014: R95 @ m<sup>2</sup>
- 2015: R110 @ m<sup>2</sup>
- 2016: R150 @ m<sup>2</sup>

## 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 R450 million invested in infrastructure before the first house was built
- **2012:** Polo House sold for a Cape Winelands record of R22 500 per m<sup>2</sup>
- **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 Estates, River Reserves, La Vue and Le Domaine stands
- **2015:** In November Val de Vie hosted Prince Harry in the Sentebale Polo Cup, the world’s largest exhibition polo event
- **2015:** Awarded Top Residential Estate by New World Wealth
- **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, management of Pearl Valley confirmed
- **2016:** On 22 June 2016, Patrice Motsepe (African Rainbow Capital) acquired 20% shares in Val de Vie Investments

- **2016:** Awarded 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 on Val de Vie and Pearl Valley became accessible to all Val de Vie residents
- **2017:** Awarded Top Residential Estate by New World Wealth
- **2018:** Opening of the Bridge crossing the Berg River, reducing traveling time to Stellenbosch, Cape Town and Cape Town International airport
- **2018:** An internal road connecting Val de Vie with Pearl Valley is completed

### 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 Offices*
- *The Vines* (Full title plot-and-plan houses up to 303m<sup>2</sup>)
- *The Oaks* (Full title plot-and-plan houses from 320m<sup>2</sup>)
- *Le Domaine stands* 700m<sup>2</sup>
- *La Vue* stands 900 to 2,000m<sup>2</sup>
- *River Club* startinf from 5,000m<sup>2</sup>
- *River Farm* stands 1,500m<sup>2</sup> plus river facing stands
- *Gentleman's Estates*
- *River Reserves*
- *Levendal Village* (affordable staff accommodation 3 km 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*

### 5. PHASE 2 AMENITIES AND FACILITIES

- **The new lifestyle centre, *The Yard*, will include:**
  - o Full gym with 900 m<sup>2</sup> 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 Dedicated property sales and rentals office
- 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 42 km of mountain biking, running and horse trails all within the 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*

With his sufficient experience and knowledge he leads the development and professional team for the conceptualisation and the implementation of any size of property development. Martin Venter is the Executive Chairman and Founder of the Val de Vie Group of Companies that has developed, amongst others, 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). Martin 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 R3 billion. 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 Val de Vie 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 Val de Vie Management. He is actively involved with real estate sales and new developments, promoting the Estate's facilities 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

*Once the new Val de Vie bridge and gatehouse, connecting the estate to the R45 Simondium Road, opens:*

- 7.1 **Cape Town International Airport (30 minutes)**
- 7.2 **Cape Town City Centre (30 minutes)**
- 7.3 **Drakenstein Municipality (5 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 over 130 000 inhabitants, Wellington follows with nearly 62 000. Paarl is the 3rd oldest town in South Africa and was 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 South African Police Station (8 minutes)**
- 7.6 **Paarl Provincial Hospital (10 minutes)**
- 7.7 **Paarl MediClinic (10 minutes)**
- 7.8 **Val de Vie subscribes to ER24 available via Security, for any medical emergencies**
- 7.9 **Dis-Chem Paarl Mall (8 minutes)**
- 7.10 **Clicks Pharmacy (8 minutes)**
- 7.11 **There are a number of churches within a 12 km radius**
- 7.12 **Department of Home Affairs (10 minutes)**
- 7.13 **Shopping:**
  - **Paarl Mall (8 minutes)**

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 salons and hairdressers
  - **Woolworths Food (5 minutes)** is situated at the Laborie Centre, Main Road
  - **Deliveries** are made to Val de Vie by both Woolworths and Pick ‘n Pay
  - **Vineyard Centre Paarl Main Road (11 minutes)**

Anchored by Super Spar and Tops, as well as a restaurant, pet shop, laundry etc.
  - **Franschhoek (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 and boutiques, Franschhoek has it all. Woolworths Food situated in the Main Road

- **Canal Walk Shopping Centre (22 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, all in a majestic setting
- **V&A Waterfront shopping (35 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 Manors to Victorian Villas, country cottages and family eateries. Cooking styles reflect individual personalities, the result a diversity of cuisine from the most formal and elegant to the simplest, yet well-prepared dishes
- Franschhoek is known as South Africa's culinary 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 produce some of the world's finest 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. 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 have 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 places to visit are Babylonstoren, Fairview 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 prices 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 the House	Rates & Taxes	Refuse Removal: <i>1 bin (240l)</i>	Electricity Fixed Costs: <i>single phase 60 amp</i>	Electricity Fixed Costs: <i>three phase 60 amp</i>
R 3 000 000	R 1150.36	R 244.68	R 429.55	R 1089.61
R 4 000 000	R 1558.29	R 244.68	R 429.55	R 1089.61
R 8 000 000	R 3190.01	R 244.68	R 429.55	R 1089.61
R 12 000 000	R 4821.71	R 244.68	R 429.55	R 1089.61

**NB:** *electricity represents fixed costs only; additional costs are based upon prepaid usage.*

**9.2 The current HOA Levy of Val de Vie Estate is R3 566 (VAT incl) 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
- Val de Vie Phase II resale properties, 1% of the selling price is payable to the HOA.

**9.3 The current HOA Levy of Pearl Valley is a monthly levy of R2 463 (VAT incl)**

**The levy includes:**

- On all resale properties there is a once off Capital and Infrastructure Reserve Fund Levy of R55 000 (VAT incl)
- Estate Security
- Road and Estate Maintenance
- Refuse Removal
- Estate Landscaping:  
All horticultural and landscape aspects of the estate including sidewalks, traffic islands and private areas is 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**

ERF SIZE	GARDEN SERVICE LEVY (VAT incl)
Under 900m <sup>2</sup>	R 799
Between 901m <sup>2</sup> -1700m <sup>2</sup>	R 1293
Above 1701m <sup>2</sup>	R 1530
Resort Lodges	R 429

### 9.5 Pearl Valley Club Membership

Club Membership for Pearl Valley Home Owners allows the whole family (based on two adults and any dependent children under 25 years of age) to enjoy the following benefits:

- Access to the gymnasium, swimming pool, tennis courts, pétanque courts and other recreational facilities
- 10% discount on food and beverage items and merchandise in The Golf Shop
- Preferred green fees for member and guests (as set out per the 2018 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 R750 (including VAT)
- Jack Nicklaus Reciprocity (subject to election of affiliation and handicap service)

The fee structure is as follows:

1. A once off Capital & Infrastructure Reserve Fund levy of R55 000
2. Club Membership subscription fee of R22 480 per annum (mandatory for Pearl Valley home owners)
3. Green Fees: Summer R550 - Winter R350 (including a cart)
4. Full Golf Membership R17 110 (unlimited golf - optional in addition to the Club Membership)

*\*Effective from 1 March 2018 to 28 February 2019*

**For further information, please refer to the 2018 Membership Plan**

### 9.6 Val de Vie Evergreen Estimated Monthly Levy Structure

#### SMALL HOUSES (120m<sup>2</sup>- 158m<sup>2</sup>)

Year	Cycle	Facilities & services charge*		
		1 person	Additional person	2 people
Year 1	1 September 2017 – 31 August 2018	R2,200.00	R500.00	R2,700.00
Year 2	1 September 2018 – 31 August 2019	R2,350.00	R535.00	R2,885.00

#### MEDIUM HOUSES (174m<sup>2</sup>- 180m<sup>2</sup>)

Year	Cycle	Facilities & services charge*		
		1 person	Additional person	2 people
Year 1	1 September 2017 – 31 August 2018	R2,500.00	R500.00	R3,000.00
Year 2	1 September 2018 – 31 August 2019	R2,670.00	R535.00	R3,205.00

#### LARGE HOUSES (203m<sup>2</sup>- 230m<sup>2</sup>)

Year	Cycle	Facilities & services charge*		
		1 person	Additional person	2 people
Year 1	1 September 2017 – 31 August 2018	R3,000.00	R500.00	R3,500.00
Year 2	1 September 2018 – 31 August 2019	R3,200.00	R535.00	R3,735.00

- 9.7 **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
- 9.8 **Private Garden Maintenance**, is for each home owners' account and varies between R600 – R1000 per month
- 9.9 **Equestrian Livery at the Val de Vie Stables**, 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
- 9.10 **Pre-school**
- Kinder Ark at Val de Vie Estate
  - Bridge House Play School & Pre-Primary : From R4 330.00/ month
- 9.11 **Private school**
- Bridge House School: From R7 280.00/month
- 9.12 **Public schools**
- Paul Roos Gymnasium: R33 700.00 per annum
  - Paarl Boys' High School: R30 900.00 per annum
  - Paarl Gym: R28 650.00 per annum
  - La Rochelle Girls' High: R24 700.00 per annum
  - Coutra Primary School: R17 750.00 per annum
  - Noord-Eind Primary: R 16 850.00 per annum
- 9.13 **University Fees**
- E.g. BComm – R40 000.00 per annum
  - <http://www.maties.com/fees/study-and-fees.html>
- 9.14 **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. Clients can lock in an exchange rate for up to 24 months in advance.

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
- The Reserve
- The River Club
- Pearl Valley Nature stands
- Pearl Valley Golf stands
- Polo Village Offices
- Various plot-and-plan options by Val de Vie Construction
- Val de Vie Evergreen retirement village homes

### 12.2 Contact details:

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

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