



**KNOW YOUR**  
**LIFE**  
**RIGHTS**

*An investment  
in a carefree  
retirement lifestyle*



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## WHAT IS A LIFE RIGHT?

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What's so great about it?

What makes the Evergreen Life Right special?

What happens if one of us passes on?

Is it used anywhere else in the world?

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Return on investment

Pricing

Transparent costs and levies

Access to funds

Professional management

Developer backing and commitment

# 3

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- Economies of scale
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Loss of dignity

Isolation and loneliness

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Deciding on a retirement accommodation partner

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## WE ARE EVERGREEN



**GET IN TOUCH**

*You get peace of mind and quality of life in your later years.*



# 1 LIFE RIGHTS

*Designed specifically for seniors and guaranteeing a safe and secure home for life*

# W

## HAT IS A LIFE RIGHT?

A Life Right agreement is an innovative purchase model that provides you and your spouse or partner with a safe and secure home for life. It offers peace of mind and quality of life in your later years. A Life Right is different to a traditional bricks-and-mortar property investment because its primary objective is to offer a stress-free retirement lifestyle, without burdensome responsibilities.

## WHO IS IT FOR?

It was designed specifically for the senior housing market, with a view to retirement. Its reassuring lifelong right of occupancy comes with other benefits like access to the communal facilities of the retirement estate where you will be living. It's a sought-after lifestyle free of stress and full of enjoyment.

## What makes the Evergreen Life Right special?

As a Life Right holder at an Evergreen Lifestyle village, security and maintenance are taken care of – two major considerations, no matter where you choose to live. The village is also managed professionally in terms of finance and administration, gardening and landscaping, health and safety, and the operation of amenities, like the lifestyle centre, healthcare facility, swimming pool and fitness centre, library, games room and more.

A monthly levy covers these services, and those of the village staff, who take care of everything related to the daily running and life in the village. It's a huge load off your shoulders because you're free to enjoy the best years of your life. Under the leadership of a Village Manager, assisted by a Village Administrator, the Evergreen team creates an atmosphere where happy and healthy retirees come together in vibrant, thriving communities.

## WHAT HAPPENS IF ONE OF US PASSES ON?

On termination of the Life Right by way of notice by the resident, or the death of the last surviving spouse or partner, the original capital is returned to the Life Right holder or the estate.

A Life Right is not a property investment and will not provide a financial return on investment. Rather, it is an investment in a lifestyle that eliminates many of the costs, risks and responsibilities of managing your own retirement accommodation. You could compare it to a life insurance policy that mitigates many of the risks and concerns associated with retirement, while also ultimately returning all of your premiums.

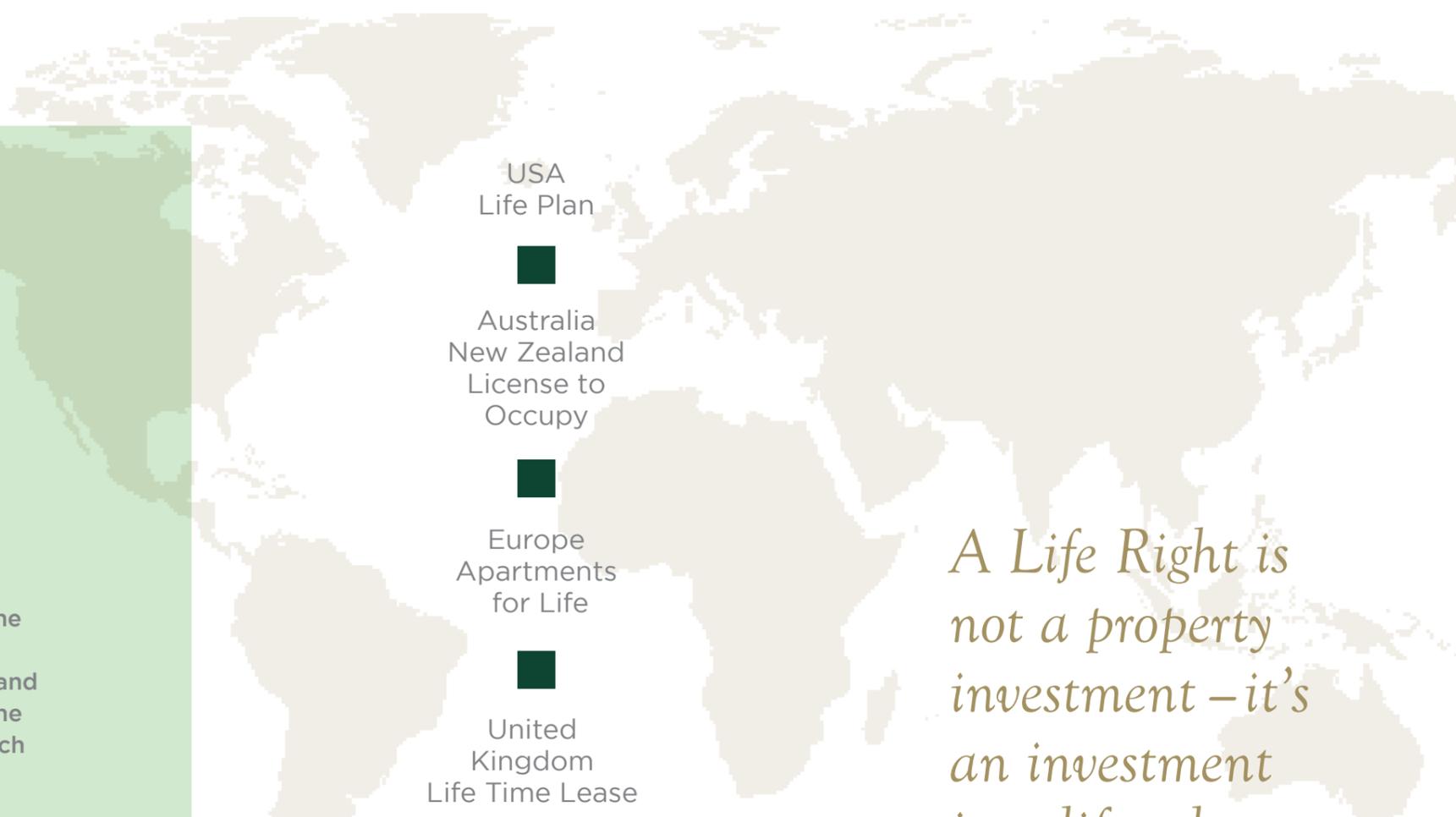


## Is the Life Right used elsewhere in the world?

The Life Right model has gained international popularity because it provides carefree retirement living and takes away many risks for seniors. The model is backed by large retirement developers, usually listed on their respective stock exchanges.

In North America, Australia and New Zealand, it is the premier type of retirement accommodation agreement.

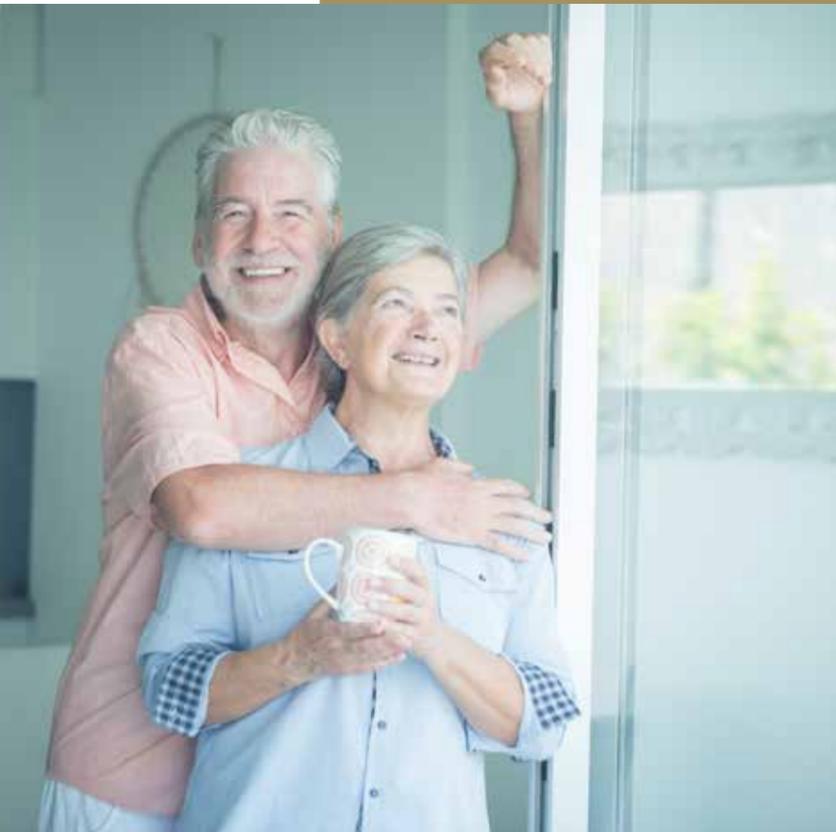
In the USA it is called Life Plan and in Australia and New Zealand, it is referred to as License to Occupy. Across continental Europe, the Apartments for Life scheme is becoming more and more popular. And in the UK, there is a shift towards private retirement villages and developers are opting for the Life Time Lease model, which runs on a Life Right basis.

- 
- USA  
Life Plan
  - Australia  
New Zealand  
License to Occupy
  - Europe  
Apartments  
for Life
  - United  
Kingdom  
Life Time Lease

*A Life Right is not a property investment – it's an investment in a lifestyle. It eliminates most of the costs, risks and responsibilities of managing your own place to stay.*



# 2 WHY CHOOSE A LIFE RIGHT?



The Life Right is one of the main types of retirement purchase models in South Africa, along with sectional title and freehold. Share-block schemes and rentals are less common in retirement. A Life Right is a good choice in many respects.

## A HOME FOR LIFE

A Life Right guarantees you and your spouse or partner a safe and secure home for the remainder of your lives.

## RETURN ON INVESTMENT

While it is not a financial investment, it is an investment in a secure, enjoyable, stress-free and fully supported retirement lifestyle.

## PRICING

■ The cost of a Life Right is linked to the percentage of capital that is returned to your estate on cessation of the contract, so it can be tailored to fit your budget. Under other types of property ownership, the purchase price is less flexible and based on factors like size, location and market.

■ The fact that you don't own the property under a Life Right agreement, actually works in your favour.

## PROTECTED BY LAW

The Life Right agreement is protected by law, under the Housing Development Schemes for Retired Persons Act 65 of 1988. The Life Right is also an asset in your estate.

## TRANSPARENT COSTS AND LEVIES

■ There is no transfer duty, VAT, registration fees or capital gains tax associated with a Life Right.

■ The law stipulates that at the outset of the agreement, the first two years' levies must be declared to you.

■ There are no special levies in a Life Right development because the developer carries the costs of village upkeep. So, you can rest assured knowing that you won't be held liable for costs relating to large-scale renovations, refurbishments, and security upgrades.

## ACCESS TO FUNDS

In an emergency, a Life Right holder can renegotiate the capital return in order to liberate some of the capital that forms part of the agreement. The proceeds would typically be used to pay levies that are in arrears, or healthcare costs.

## MAINTENANCE

The developer is responsible for maintaining, cleaning, painting, gardening, landscaping and securing the village. In other types of property schemes, all of these are the responsibility of the purchaser and a Body Corporate or Home Owners Association.

## PROFESSIONAL MANAGEMENT

Life Right villages benefit from professional management of all manner of services, including hospitality, cleaning, maintenance, gardening, security and many other aspects related to the daily running of the village.

## DEVELOPER BACKING AND COMMITMENT

The developer retains ownership of the property in perpetuity. So, they have both a responsibility and a vested interest in maintaining the development to the highest standards, while residents enjoy the benefits.



*A Life Right is an  
asset in your estate*



# 3 WHAT SETS THE EVERGREEN LIFE RIGHT APART?

Evergreen has taken the basic Life Right model and improved it. Our promise is a Partnership for Life, which means we always act in your best interests – just as you’d expect from a committed partner.



## WE BUILD THIS PARTNERSHIP ON FOUR PILLARS



**1**  
Physical security



**2**  
Financial peace of mind



**3**  
Continuous care



**4**  
Sense of community

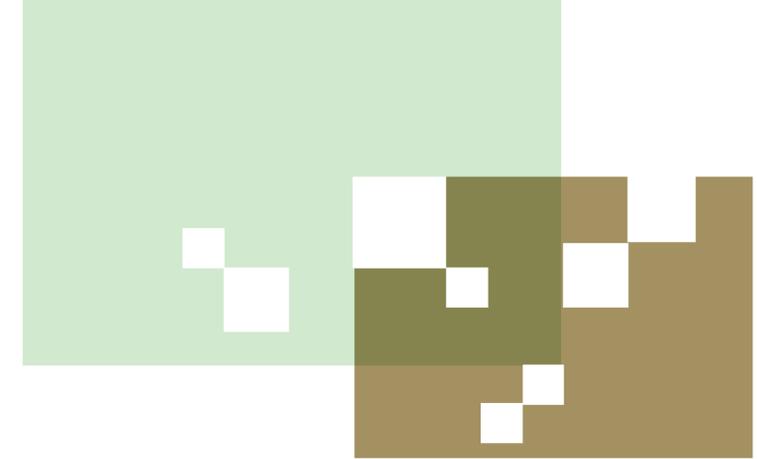
## What is our Partnership for Life promise?

As the phrase suggests, a Partnership for Life means that we as partners look out for each other. As the developer, Evergreen will go the extra mile to make sure that life in our retirement villages is comfortable and enjoyable for everyone. In turn, residents become positive ambassadors for Evergreen.

Our promise includes being there for you when times are tough, lending support and assistance wherever possible. We are concerned when our residents have social, health, financial or family problems, and will do what we can to assist.

# PARTNERSHIP IN PRACTICE

Our Partnership for Life promise delivers a retirement lifestyle that makes it possible for you to live the best years of your life once you move to one of our villages. Here are a few of the many ways in which we ensure carefree living in later life.



## 1

### AGING IN PLACE - MATCHING LIFESTYLE TO LIFE STAGE

People's needs change over time. At the outset, there is the freedom and independence of a lock-up-and-go lifestyle. Later on, a resident might require specialised healthcare, or need to scale down after the loss of a spouse. At Evergreen, we enable "aging in place", which means matching your lifestyle to your life stage. It applies to matters big and small, including everything from enjoying age-appropriate social and physical activities with fellow residents, to moving from a house to an apartment within the same village, should your circumstances or needs change. Much later on, you may opt for the Care Centre, where high-quality healthcare is provided by experienced and registered nurses and therapists.

## 2

### CONTINUOUS CARE

We cannot predict the future, which is why it's so important to choose a retirement village that offers continuous care. This is healthcare that takes care of you over time - from primary healthcare, to home-based care, recuperative care, frail and dementia care, and finally palliative care, should the need arise. Evergreen will provide the full spectrum of healthcare, so that once you move to one of our villages, you'll never have to move again.



## 3

### FLEXIBLE PRICING

In some instances, new Evergreen homes and apartments can be sold below the list price, to accommodate the purchasers' financial position. We do this by adjusting the return capital in the Life Right agreement accordingly. This means we can offer the Evergreen lifestyle to greater numbers of people, by making it more affordable upfront.

## 4

### LIBERATE EMERGENCY CAPITAL

If you suffer a financial crisis while living in a sectional title retirement village, the only way to liberate capital is to sell your home and move elsewhere. Usually, middle-income seniors cannot secure additional bonds and bank loans. However, if you're a Life Right holder living in an Evergreen retirement village, some of your capital could be released. Similar to the flexible pricing model at the outset of the contract, here too the capital that is due to the Life Right holder's estate will be adjusted accordingly. As a general rule, this is done only to fund levies and Care Centre costs, but it should provide comfort to residents, particularly if they are not concerned about leaving legacy capital.

## 5

### ECONOMIES OF SCALE

The strongest defence against levy inflation is to build larger retirement villages that benefit from economies of scale. This makes it comparatively cheaper to provide security, healthcare, garden maintenance, catering and cleaning. That's why Evergreen will be building on a larger scale in future - to keep our developments affordable, and to offer a carefree retirement to as many people as possible.

## 6

### SPIRIT OF THE AGREEMENT

The Evergreen Partnership for Life promise is made in a spirit of openness, based on three principles.

#### ■ CARE

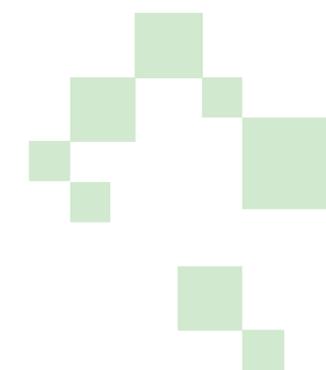
Your happiness is important to us and we will do whatever we can to ensure a safe and happy retirement

#### ■ EMPATHY

We place ourselves in your shoes. Evergreen does not offer anything that we wouldn't be willing to offer to our own families.

#### ■ REASSURANCE

We offer peace of mind, not only for retirees, but also for their loved ones and families.



*While it is not a financial investment, it is an investment in a secure, enjoyable, stress-free and fully supported retirement lifestyle.*



# 4 THE FEARS OF AGING

Evergreen prides itself on the fact that the Partnership for Life promise addresses the major fears of aging.

FEAR  
**#1**



**Vulnerability to crime and violence**

FEAR  
**#2**



**Outliving retirement funds**



FEAR  
**#3**



**Loss of dignity**

FEAR  
**#4**



**Isolation and loneliness**



## PHYSICAL SECURITY

Evergreen villages are secured with electric fencing, CCTV cameras, 24-hour patrols, strict access control and emergency Telecare call buttons in houses and apartments. These systems are closely monitored and regularly checked so as to identify where and when upgrades and improvements are required.

## FINANCIAL PEACE OF MIND

You can accurately plan your financial future, thanks to the Evergreen Life Right, which offers flexible options, reduced upfront costs and transparent levies.



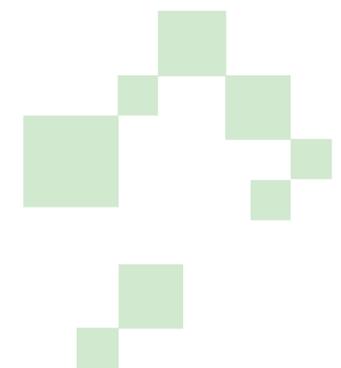
## CONTINUOUS CARE

High-quality healthcare, delivered by registered, experienced nurses and therapists is available at Evergreen's on-site Care Centres. Services include regular clinics, occupational therapy, home-based care, 24-hour nursing and recuperative care, frail care and palliative care. At Evergreen we deliver care with dignity.

## SENSE OF COMMUNITY

Village life revolves around a Lifestyle Centre, where residents spend time socialising, dining or enjoying the many clubs and special-interest groups that meet regularly. This is also where lasting friendships are formed. Facilities at the Lifestyle Centre would typically include a dining room and bistro, TV lounge, games room, bar, library, outdoor deck with braai facilities, heated indoor pool, gym, salon and laundry.

*High-quality healthcare is provided on-site.*



*A Life Right guarantees you and your spouse or partner a safe and secure home for the remainder of your lives.*



# 5 WHAT TO CONSIDER



## Choosing a place to live

Deciding where to live in retirement, is a big decision that should not be made lightly. Here are some of the key factors to consider. However, please remember that you should always take your specific circumstances into account.



- 1 The purchase model
- 2 Upfront costs
- 3 Monthly costs
- 4 Location
- 5 Facilities
- 6 On-site healthcare
- 7 Types of accommodation
- 8 Size of village
- 9 Developer backing and track record
- 10 Shareholder credentials

## Deciding on a retirement accommodation partner

Should you choose the Evergreen Life Right model and its Partnership for Life, these are some of the main benefits you could expect.



- 1 Top-quality built environment
- 2 Regular maintenance
- 3 Professional village management
- 4 Financial management
- 5 State-of-the-art safety and security
- 6 Professional healthcare provided on-site
- 7 A developer with a proven track record and strong shareholder backing

# 6 WE ARE EVERGREEN

*Our residents' happiness is what motivates us.*

There is no substitute for experience and our management team has more than a decade of hands-on experience developing, owning and managing retirement villages in South Africa. For us, only the best will do and you should expect nothing less.

We have been working with the Life Right purchase model since 2008, and we believe that we understand it better than anyone. We have not only delivered the benefits of the Life Right to our residents, but we have enhanced the value proposition to include non-standard benefits like flexible pricing, the option to liberate emergency capital, facilitating cashless transfer from house to apartment so that a resident can match their lifestyle to their life stage, and much more. Our promise of a Partnership for Life means that you will never be alone.

Our shareholders, the Amdec Group and the PSG Group, are financially strong and have been around for many years, so a Life Right agreement with Evergreen provides tremendous peace of mind financially. ■



## Get in touch

We all experience life differently and retirement is no exception. Have you thought about later life and whether it will really be your golden years?

You're invited to experience Evergreen for yourself.

Arrange a visit to any of our villages by getting in touch with us.

**Call Sharon on 087 808 7000**

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We look forward to welcoming you.

