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# BATTERSEA PLACE KEY FINANCIAL TERMS

Three core financial terms will apply when you join Battersea Place Retirement Community:

- ✿ The Purchase Price that you pay for your leasehold interest
- ✿ The Service Charge
- ✿ The Deferred Membership Fee

To make things simpler to understand, we have summarised these main terms below.

## 1. PURCHASING YOUR APARTMENT

You will buy your apartment on a long 150-year lease (which started on 1 April 2015), at its market value, at the time of purchase.

## 2. SERVICE CHARGE AND CORE SERVICE TARIFFS

Your service charge is set at a fixed amount and will not increase throughout your ownership. We also fix and cap key service tariffs for the duration of your time at Battersea Place. These core service tariffs are; -

- ✿ Domiciliary care charges
- ✿ Housekeeping charges
- ✿ Nursing home fees
- ✿ Pool Car Charges

Fixing your service charge and key service tariffs means you will not face any unexpected price increases so, all you need worry about is how best to enjoy your life.

Separately, the level of service charge is increased each April to reflect the increase in RPI, and this determines the service charge for future leaseholders. Similarly, the core service tariffs are reviewed annually for future, incoming residents.

## 3. THE DEFERRED MEMBERSHIP FEE

The quality of the community is maintained through the fixed service charge and also by charging each Tenant a Deferred Membership Fee - this is only payable when your apartment at Battersea Place is sold.

The Deferred Membership Fee structure enables us to offer a simple and affordable way for our residents to enjoy being part of their own exclusive retirement community.

With no annual ground rents or additional demands for any sinking fund, budgeting for monthly costs is simple and transparent, allowing you to enjoy being part of our retirement community without having to worry about increased costs.

Under the terms of the lease, LifeCare Residences takes responsibility for the maintenance and modernisation of the buildings as required, ensuring all amenities are always maintained to the highest standards.

As part of the sales process, during your initial meeting with our team, you will receive a Key Facts document and worked examples.

We offer two options for the Deferred Membership Fee and you make your choice when you complete the purchase of your apartment:

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### Option One

When your apartment is sold at any point, you pay a Deferred Membership Fee on the amount you originally paid for your apartment. If the property is sold in Year One, this figure is 10% and if the property is sold in Year Two, it is 15%. If the property is sold in Year Three, or thereafter, the Deferred Membership Fee is 20%.

You also share the total capital gain with LifeCare Residences equally on a 50/50 basis. In effect, we divide between us the amount gained in value from when you have bought it until you sell it.

### Option Two

With this second option, you pay a Deferred Membership Fee on the sale price of your property when you leave. If the property is sold in Year One, this figure is 10% and if the property is sold in Year Two, it is 20%. In Year Three, and thereafter, the Deferred Membership Fee will be 30%.

## ADDITIONAL SERVICES

Any additional services you may need are charged in accordance with a separate contract that we agree with you. The way we operate our retirement communities enables us to offer additional care and services on a flexible basis, only when you wish or need to have them, and always at reasonable prices.

## OUR SALES AGENCY

We have our own internal specialist sales and marketing team. We are in the best position to handle the sale of your apartment due to our experience and in-depth understanding of the benefits and facilities of the retirement community. Under the terms of the lease, we have the exclusive right to market your apartment for you in the first six months, which will help you achieve the best price for the property within a reasonable time. A sales agency fee of 1.5% (plus VAT) is payable to Battersea Place Retirement Village Limited for our services.

To make the sales process successful, we promote the retirement community continually for the benefit of all residents. We also keep a list of prospective purchasers and hold open days and market the retirement community in other ways.

## RESIDENT GUARANTEES

For absolute peace of mind, you can also be sure that, with LifeCare Residences as your agent, you are protected by our Resident Guarantees. We do everything we can to make retirement the best time of our residents' lives – in every way, without exception. We endorse this philosophy with four guarantees:

- \* Changing Your Mind
- \* Resale Protection
- \* An End to Service Charges After Nine Months
- \* Fixed Costs

The guarantees are covered in full in our brochure and on our website.

We encourage you to take the time to review these core financial terms, and we recommend you consult your solicitor and family members, so you can make the decision that is most appropriate for you.

Our fixed service charge and fixed service tariffs give you certainty over your regular outgoings.