



Key Facts and Financial Implications:

Outright purchase options

Financial Information and costs for

Botanical Place



Contents

| | |
|--|----|
| Introduction | 4 |
| Ways to buy | 5 |
| Key Facts Snapshot | |
| — Property information | |
| — Buying your apartment | |
| — Cost of moving in | |
| — Living in your apartment | |
| — Ongoing charges payable to the operator | |
| — Care charges | |
| — Ongoing charges payable to third parties | |
| — Selling your apartment | |
| — Charges when selling or leaving | |
| — Insurance | |
| — Funding of Major Repairs | |
| — Constraints on selling | |
| Deferred Management Fee | 9 |
| Finance Examples | 10 |
| Final Thoughts | 15 |



Welcome to Botanical Place

This booklet provides all the info you need about buying, living in and selling an apartment at Botanical Place.

It is important you understand the financial commitment.

If you need any help or support, one of our client advisors will be on hand to answer any questions. We're here to help every step of the way.

Giving freedom of choice

We believe everyone should have the opportunity to live well and age well. This means giving people more choice and making our amazing communities more affordable and accessible to more older people.

There are *2 ways to buy* at Botanical Place:

| Option 1 | | Option 2 |
|--|----|--|
| Guaranteed Repayment | or | Open Market |
| <p>Our new model offers reduced annual fees and certainty about resale returns:</p> <ul style="list-style-type: none">• Reduced Monthly Management Fee (increasing annually according to an index).• Standard Monthly Utilities Fee (increasing annually according to an index).• Deferred Management Fee payable on resale: 8%-24% of your original purchase price, not the open market value at that time.• No resale estate agency charges.• Management fees payable only up to two months after you give the 'notice to vacate'. | | <p>Our traditional model offers standard fees with resale returns dependent on the market:</p> <ul style="list-style-type: none">• Standard Monthly Management Fee (increasing annually according to an index).• Standard Monthly Utilities Fee (increasing annually according to an index).• Deferred Management Fee payable on resale of 10%-15% of the open market value at that time.• Resale estate agency charges payable as for any other property resale.• Management fees payable until the property is resold. |

Key Facts Snapshot

Property Information

| | |
|--------------------|--|
| Operator | Retirement Villages Group Ltd. |
| Landlord | Botanical Place |
| Management company | Botanical Place Management Ltd |
| Community | Botanical Place, 7 Station Approach, West Byfleet Village, Surrey, KT14 6NG. |
| Property types | 197 apartment's, 47 X 1 Bedroom, 150 X 2 Bedroom |
| Property status | New build. |
| Occupancy | 1 or 2 persons |
| Subletting | Subletting or renting out the apartment is not permitted. |
| Tenure | Leasehold on a 999 year lease |
| Care arrangements | Domiciliary (personal) care is available from external providers. |

Buying your apartment

Cost of moving in

| | |
|----------------------|--|
| Purchase price | 1 - Bedroom apartment £475,950 to £563,750. 2 Bedroom Apartments £575,950 to £957,550. Please refer to the Botanical Place Price list. |
| Reservation Fee | £1,000 |
| Exchange Deposit | 10% of the purchase price. |
| Other costs | Your legal costs and disbursements for acting on the purchase of the lease, Stamp Duty Land Tax and removal expenses. |
| Wellbeing assessment | No charge by Botanical Place Limited. (If GP report required, buyers would meet cost). |

Living in your apartment

Ongoing charges payable to the operator

| | Guaranteed Repayment | Open Market |
|--------------------|--|--|
| Management fee | £115 per week (£5,980 per year) for both single and double occupancy. Increases annually in line with the previous October CPIH figure from January 2026. | £202 per week (£10,500 per year) for both single and double occupancy. Increases annually in line with the previous October CPIH figure from January 2026. |
| Ground rent | None. | |
| Utilities | Covers electricity, water, sewerage and internet access. £144.00 per month (£1,729 per year) for a 1-bed apartment. £202 per month (£2,425.20 per year) for a 2-bed apartment. Increases annually in line with the previous October CPIH figure from January 2026. | |
| Emergency Response | Covered by the management fee. | |
| Parking | Car parking spaces £960 per year. A pool car is also available for use by residents. Increases annually in line with the previous October CPIH figure from January 2026. | |

Care charges

| | |
|---------------|--|
| Personal care | Available from external providers according to their schedules of charges. |
| Nursing care | Not provided but may be arranged through GPs and District Nurses. |

Ongoing charges payable to third parties

| | |
|--------------------|--|
| Council tax | See https://www.gov.uk/council-tax-bands . |
| TV licence | Payable direct to TV Licensing, see www.tvlicensing.co.uk |
| Telephone | Payable direct to your chosen supplier. |
| Internet/Broadband | Wi-Fi in the apartments and communal areas is included in the Management Fee. |
| Digital TV | Payable direct to your chosen supplier. |

Selling your apartment

Charges when leaving or selling

| | Guaranteed Repayment | Open Market |
|-------------------------|---|--|
| Deferred Management Fee | 8% of your initial purchase price for a sale in the first year, 16% for a sale in the second year and 24% thereafter. | 10% of the open market resale price for a sale in the first year and 15% thereafter. |
| Estate agency charges | The landlord will resell the property. There will be no charge for vendors. Charges may apply if vendors wish to remain living in the property after giving notice and the property remains unsold. | The landlord has an exclusive right to market the property for a six-month period. The charge for vendors will be 1.5% of the sale price plus VAT. Vendors may engage their own agent at their own cost on a multi-agency basis if the property remains unsold after six months. |
| Ongoing charges | The Management Fee and Utilities Fee remain payable during the two-month notice period. These fees remain payable thereafter only if the property remains unsold and the vendor wishes to remain living in it until a sale is completed. | The Management Fee and Utilities Fee remain payable until the property has been sold. |
| Redecoration costs | The landlord will normally redecorate and refurbish properties during the notice period and reserves the right to recharge these costs to owners. Vendors who choose to remain in a property until it is resold will be wholly responsible for these costs. | Vendors are responsible for redecorating and refurbishing properties prior to resale. |

Insurance

| | |
|---------------------------|--|
| Arranged by the landlord | Buildings, Public Liability and Employers Liability insurance. Costs included in the monthly Management Fee. |
| Arranged by the residents | Home contents Insurance. |

Funding of Major Repairs

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|--------------------|---|
| Major repair costs | Funded by the landlord. No additional liability will fall on residents. |
|--------------------|---|

Constraints on selling

| | Guaranteed Repayment | Open Market |
|----------------------------|---|---|
| Eligibility | At least one person aged 65 or over has to live in the apartment. | At least one person aged 65 or over has to live in the apartment. |
| Resale arrangements | Properties cannot be resold on the open market. | The landlord has an option to buy the property back. Otherwise, properties are resold on the open market. |
| Estate agency arrangements | Exclusively sold via Botanical Place Estate Agency Services only. | Exclusive rights to sell your property using our in-house dedicated sales team. If after a 6 months period a sale has not been agreed then the vendor may request an external estate agent to assist. |

Deferred Management Fee (DMF)

A Deferred Management Fee (called an ‘Event Fee’ in the lease) is payable on re-sale to the landlord, Botanical Place Limited. The fee is calculated based on the length of ownership. The Deferred Management Fee provides a return on the original investment in developing the communal facilities. It does not contribute towards the cost of any services that are provided.



Whats included in the management fee?

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|--|
| Operation of Management Office including salaries of all village staff |
| Central support services (legal, accountancy, HR, etc) |
| Service contracts (for lifts, alarms, health & safety, etc.) |
| Repairs and Maintenance of buildings and communal areas |
| Upkeep of grounds |
| External window cleaning |
| Insurance (buildings, public liability) |
| Utilities for communal areas |
| Refuse collection |
| Sustainability obligations |
| Food & beverage operations and associated costs |
| Wellbeing services |
| Licences, IT and ARCO registration |

Examples of the impact of the Deferred Management Fee

The following examples illustrate the Deferred Management Fees that may be payable under different scenarios. In all cases the examples exclude:

- Any outstanding Management Fee or Utilities Fee that you owe;
- Any mortgage costs, including the cost of paying off (sometimes referred to as redeeming) your mortgage;
- The costs of any solicitor, conveyancer or legal advisor you appoint to deal with the sale;
- Any estate agent fees (1.5% of the sale price + VAT for Open Market sales through the landlord; not normally applicable for Guaranteed Repayment sales)
- Legal and removals costs;
- Any costs of ensuring the property is in good decorative order prior to resale.

1. Examples of the Deferred Management Fee payable on the sale of a Guaranteed Repayment property

1.1 Guaranteed repayment sale of a low-price property purchased for £475,950

| Year of sale | Deferred Management Fee (%) | Purchase price | Fee payable | Repayment |
|-----------------|-----------------------------|----------------|-------------|-----------|
| Up to 1 year | 8% | £475,950 | £38,076 | £437,874 |
| 1-2 years | 16% | £475,950 | £76,152 | £399,798 |
| 2 years onwards | 24% (maximum) | £475,950 | £114,228 | £361,722 |

1.2 Guaranteed repayment sale of a medium-price property purchased for £575,950

| Year of sale | Deferred Management Fee (%) | Purchase price | Fee payable | Repayment |
|-----------------|-----------------------------|----------------|-------------|-----------|
| Up to 1 year | 8% | £575,950 | £46,076 | £529,874 |
| 1-2 years | 16% | £575,950 | £92,152 | £483,798 |
| 2 years onwards | 24% (maximum) | £575,950 | £138,228 | £437,722 |

The Guaranteed repayment is not affected by the housing market as the fee is calculated on the price you paid on purchase.

We can provide worked examples for any purchase price.



2. Examples of the Deferred Management Fee payable on the sale of an Open Market property

2.1 Open Market sale of a low-price property purchased for £475,950 assuming house prices increase by 3%* per year

| Year of sale | Deferred Management Fee (%) | Purchase price | Fee payable | Repayment |
|--------------|-----------------------------|----------------|-------------|-----------|
| Up to 1 year | 10% | £490,228 | £49,023 | £441,205 |
| 1-2 years | 15% (maximum) | £504,935 | £75,740 | £429,195 |
| 6-7 years | 15% | £533,064 | £79,960 | £453,104 |

2.2 Open Market sale of a low-price property purchased for £475,950 assuming house prices decrease by 3%* per year

| Year of sale | Deferred Management Fee (%) | Purchase price | Fee payable | Repayment |
|--------------|-----------------------------|----------------|-------------|-----------|
| Up to 1 year | 10% | £461,672 | £46,167 | £415,505 |
| 1-2 years | 15% (maximum) | £447,821 | £67,173 | £380,648 |
| 6-7 years | 15% | £376,000 | £56,400 | £319,600 |

2.3 **Open Market** sale of a **low-price** property purchased for **£475,950** assuming house prices **do not change**

| Year of sale | Deferred Management Fee (%) | Purchase price | Fee payable | Repayment |
|--------------|-----------------------------|----------------|-------------|-----------|
| Up to 1 year | 10% | £475,950 | £47,595 | £428,355 |
| 1-2 years | 15% (maximum) | £475,950 | £71,393 | £404,557 |
| 6-7 years | 15% | £475,950 | £71,393 | £404,557 |

2.4 **Open Market** sale of a **medium-price** property purchased for **£575,950** assuming house prices **increase by 3%*** per year

| Year of sale | Deferred Management Fee (%) | Purchase price | Fee payable | Repayment |
|--------------|-----------------------------|----------------|-------------|-----------|
| Up to 1 year | 10% | £593,228 | £59,323 | £533,905 |
| 1-2 years | 15% (maximum) | £611,025 | £91,654 | £519,371 |
| 6-7 years | 15% | £696,900 | £104,535 | £592,365 |

2.5 **Open Market** sale of a medium-price property purchased for **£575,950** assuming house prices **decrease by 3%*** per year

| Year of sale | Deferred Management Fee (%) | Purchase price | Fee payable | Repayment |
|--------------|-----------------------------|----------------|-------------|-----------|
| Up to 1 year | 10% | £558,672 | £55,867 | £502,805 |
| 1-2 years | 15% (maximum) | £541,911 | £81,287 | £460,624 |
| 6-7 years | 15% | £455,000 | £68,250 | £386,750 |

2.6 **Open Market** sale of a medium-price property purchased for **£575,950** assuming house prices **do not change**

| Year of sale | Deferred Management Fee (%) | Purchase price | Fee payable | Repayment |
|--------------|-----------------------------|----------------|-------------|-----------|
| Up to 1 year | 10% | £575,950 | £57,595 | £518,355 |
| 1-2 years | 15% (maximum) | £575,950 | £86,393 | £489,557 |
| 6-7 years | 15% | £575,950 | £86,393 | £489,557 |

*This rate of property price inflation is indicative only. Property prices may go up or down and vary from property to property.

We can provide alternative worked examples for any sale price, period of occupation, or rate of change in house prices.





Final thoughts.

We always encourage you to discuss your housing options with family and friends. It is also important to seek independent legal, financial / benefits and any other appropriate advice, support, and representation, before deciding to purchase a Retirement Villages apartment. When you're ready to buy, you'll need to appoint a solicitor to support you through the purchase process.

We are members of ARCO (the Associated Retirement Community Operators), which represents the Integrated Retirement Community sector in the UK. As ARCO 'Approved Operators', we aim to operate all our retirement communities according to the principles laid down in the ARCO Consumer Code.



Botanical Place,
7 Station Approach,
West Byfleet Village,
Surrey, KT14 6NG

01932 911 498
botanicalplace.co.uk



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Registered Office:
2nd Floor 52 Grosvenor Gardens London SW1W 0AU
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by Retirement Villages

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