

UN BELL'AFFARE 'VACANZE'

Alto Adige





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Un Bell'affare 'Vacanze' Time Share in Northern Italy

By: WSM Group



Benvenuti

With this brochure, WSM Group is proud to explain how you can purchase holiday weeks in their range of Italian properties. In an exceptional combination of ownership, holiday travel and local personal service, Bell'affare Vacanze offers you the opportunity to experience a land of sun, snow, elegance and refined gastronomy as if you were at home.

WSM owns a range of beautiful apartments in Italy's Alto Adige province, at the foot of the Plan de Corones mountains. Each luxurious home is smartly decorated and supplied with every amenity, including flat-screen television with satellite receiver, dvd player, internet connection, high-tech cooking equipment and dishwasher. Naturally, these exclusive properties are also furnished with generous bathrooms, sleeping and living areas as well as terraces, gardens and garages.

Located in the most charming areas around the Plan de Corones, they offer breathtaking views over the Dolomites. With the purchase of one or more holiday weeks you will be assured of enjoying Bell'affare Vacanze's ongoing quality guarantee year in, year out, as long as you like.

Most timeshare offers try to tempt buyers while hiding long-term obligations and steep costs. Bell'affare Vacanze does not: all prices are transparent, and purchase periods are unrestricted. This means that you will never be surprised by additional fees or details of a long lease. You determine what you buy and you decide when you are ready to sell.



At home in the Dolomites

With its unequalled service package, Bell'affare Vacanze offers a concept that is unique in comparison with those of other European timeshare agents. Every aspect of your stay is perfectly organized. You are not a tourist on a quick break, but the owner of your own home, and as such you are entitled to the use of a range of facilities. These include:

- round-the-clock service from your Vacation Personal Assistant (VPA);
- unlimited internet access;
- unlimited use of spa facilities and swimming pool;
- golf course access;
- priority reservation service at local restaurants;
- reductions on skiing lessons, ski equipment and other sporting and leisure activities;
- shuttle service to ski areas;
- activity programmes for adults and children;
- play area and safe toys for young children;
- dvd selection suitable for the entire family;
- excursions to Verona, Bolzano and Venice.

Whatever you enjoy doing, the hospitable Alto Adige region provides an oasis of peace, open spaces and gastronomic discoveries. Countless sporting activities can be enjoyed year-round, including skiing, snowboarding, telemark skiing, skating and ice hockey, hiking and nordic walking, horse riding, rafting, paragliding, mountain biking, mountain climbing and abseiling, tennis, golf and football. Car, motorcycle and cycle tours are popular, as is visiting the numerous local museums and historic sites. You can shop in the picturesque streets of Brunico, but you can also watch the Giro d'Italia flash by and visit the Inter Milan training grounds. And these are just a few suggestions among the wealth of activities your VPA will be happy to tell you about. Do as the locals do – it will be easy with your VPA's surprising insider tips.

Photo: View Residence Olang



Bell'affare Vacanze

A simple concept is behind your entitlement to a fantastic annual holiday. Upon the one-off purchase of a holiday week in your apartment, you become partial owner of the property. The minimum purchase price is € 10,000, which represents a single portion of total shared ownership. The only other fee you will ever be charged is a proportion of the annual maintenance costs*.

Prices for entitlement to one week per year in an apartment sleeping up to four people start at € 10,000.

Entitlement to one week per year in an apartment sleeping five to ten people starts at € 20,000.

Your ownership is for the period of your choice. During the rest of the year, the apartment is owned and used as a holiday destination by other families sharing in the ownership costs.

Regardless of the property of which you are partial owner, you may choose any apartment for your stay, unless you choose for ownership of a single property.

This means that you can make optimal use of WSM's wide range of properties by choosing to stay at a different property every year, if you wish**.

You may also inspect new properties on-site as well as see plans for future developments in order to plan stays in coming years.

All in all, ownership has several advantages:

- Entitlement to an apartment for one or more weeks each year;
- Holiday periods may be varied;
- There are various types of properties from which to choose;
- Apartment type and size can be changed to accommodate any number of guests.

* Maintenance costs for 2008 were set at € 60 per holiday week; this amount is indexed yearly.

** See the Apartments brochure for the range of accommodations currently on offer.



Carefree enjoyment

Bell'affare Vacanze makes it possible for you to enjoy carefree time with your family and friends at a top location and in your own apartment. You profit from WSM's extensive expertise and experience and the services of your own Vacation Personal Assistant, and we keep you up to date on our new properties, projects and special offers.

With Bell'affare Vacanze, you will be able to spend your annual holiday in a property of WSM. This will allow you to receive a range of discounts and expert service from Fifth Season. Maintenance costs for the apartment such as insurance, gas, light, water and other utilities are shared with the other owners of the properties, so costs are much lower than those for single ownership.

Fifth Season provides top-level service and management, so you can be assured that your property is in good hands. During winter holidays, they make sure that your apartment is warm when you arrive; in the summer you will find it cool and fresh. One of their range of optional services is to fill up the refrigerator for you before your arrival so that you find everything you need to get started.

All apartments are furnished with up-to-date amenities including wireless internet, dvd player and satellite television channels. However, these are only a small part of the range of luxury and comfort you can experience. To find out more, please ask your advisor to tell you about projects and opportunities on offer.

In detail

- You purchase a holiday week in an existing, fully furnished luxury apartment;
- Prices for annual entitlement to an apartment for up to four people begin at € 10,000;***

**** WSM or your financial advisor can provide you with an overview of purchase prices for Bell'affare Vacanze.*



- Prices for annual entitlement to an apartment for five to eight people begin at € 20,000;
- You choose the location of the apartment;
- You choose your holiday week and pay no further reservation fees;
- With Bell'affare's unlimited ownership period, you remain the owner as long as you like;
- Round-the-clock service from your Fifth Season VPA;
- You may choose to stay in a different apartment each year;
- Service fees per apartment are paid by all owners together

Selling your holiday week

Holiday weeks you purchase in your property remain yours for an unlimited period. However, you may sell them back to WSM at any time. If WSM buys your weeks back from you, WSM will resell them to the first interested buyer.

Transfer of property to third parties and mortgage of properties is not permitted. You may continue to use your weeks until WSM has resold them.

Upon resale of your weeks by WSM, you will receive 90% of your investment.

Return on investment

Resale of holiday weeks after	5 years	10 years	15 years
Investment	€ 10.000,-	€ 10.000,-	€ 10.000,-
Return on investment	€ 9.000,-	€ 9.000,-	€ 9.000,-



Disclaimer

This brochure is published by WSM, which has its registered premises at Goldau, Switzerland. The investments on offer as described in this brochure are entirely free of obligation. WSM does not accept any liability for information provided by third parties that is at variance with the information contained in this brochure.

Contact us

We are happy to answer all of your questions. Your financial advisor can also provide additional information.

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