



KLEI

A

HUMAN

SPACE

WINELANDS FIRST EVER

PURPOSE-BUILT

APARTHOTEL

managed by **totalstay**[™]







KL

EARTH-INSPIRED LUXURY APARTHOTEL

Step into a world where design is inspired by nature. You're invited to embrace what lies beyond as **KLEI** redefines modern luxury hospitality.

KLEI rewrites the language of experience, weaving together the science of humanity, the art of space and the poetry of earth. Here, life unfolds without boundaries, adventure whispers on the wind, and the very land pulses with vitality.

Managed by Totalstay™, the leading Aparthotel operator in South Africa since 2014, **KLEI** is the Winelands first ever purpose-built Aparthotel.

Presenting a collection of 62 units, KLEI seamlessly balances personal sanctuary with investment potential. Immerse yourself in a sensory-rich journey inspired by the Bottelary Conservancy and the rich Devonbosch landscape.

INVEST IN KLEI

Aparthotel units **from R3 350 000**

No transfer duty | Buy direct from Developer

10% deposit secures on bond | **30% deposit** secures on cash purchase

Annual rental guarantee of 8% for 3 years from first transfer.

14 days can be used annually for personal use at your **KLEI** Aparthotel unit.

If purchasing in a VAT entity, then the VAT on the transaction can be reclaimed and utilised for the furniture pack.

Short-term rental **management by Totalstay™**.

WITH **CONSTRUCTION SET**
FOR **COMPLETION IN 2026**

AND **A 3-YEAR RENTAL GUARANTEE**, YOU BENEFIT FROM A
FULL **5 YEARS** OF POTENTIAL **CAPITAL GROWTH**.



1-Bed Aparthotel Unit



from R 3 350 000

2-Bed Aparthotel Unit



from R4 350 000

A VISIONARY DESTINATION

Welcome to a destination **built for the future**, where living, working, and thriving seamlessly intertwine. Devonbosch sets a new standard of **luxury living for the Cape Winelands**, offering an investment opportunity where everyday life and exceptional experiences come to life. With panoramic mountain views, sustainable living, and state-of-the-art security as the hallmarks of this landmark, **Devonbosch immerses you in a lifestyle filled with adventure and discovery.**

From a wealth of outdoor events and activities, and a vibrant lifestyle that encourages exploration, Devonbosch offers a world of endless possibilities. **Located near Stellenbosch**, which welcomes over 500 000 visitors annually, Devonbosch connects you to the heart of the region's famed wine routes, prestigious golf estates, and the soon-to-launch Cape Winelands Airport, making it a **gateway to limitless potential.**



Stellenbosch University | 9.6 km

Stellenbosch | 9.1 km

Somerset West | 27.3 km

Kunjani Wines | 2.4 km

Kanu Wines | 3.8 km

Bottelary Conservancy | 4.4 km

Devonvale Golf and Wine estate | 900 m

Cape Winelands Airport | 16.4 km

Cape Town International
Airport | 26.4 km

Cape Town | 46 km

Devonbosch

KLEI

DEVONBOSCH AMENITIES

You and your guests will have access to:

- The GOAT Mountain Bike Trail
- The Mini-GOAT Trail Running Trail
- eFoiling and Water Activities
- Xtreme Golf Experience
- Unlocked Fitness Gym
- Little Kickers Soccer Academy

- Bespoke Retail
- Ischia Italian Restaurant
- Super Sconto Deli
- Italian Food Centre
- Brickfields Cafe

- Innovation Hub
- Local Art Gallery
- School of Rock Music Academy

Future phase

- Convenience Shopping
- 24 hour Village Pharmacy
- Tertiary Educational Precinct
- Medical Facilities
- Sports Facilities



JOURNEY OF THE SENSES

Every room and surface tell **a story through rich textures** and **harmonious tones**. This is where shapes become stories, and spaces become the pages of a book that resonates with your soul. **KLEI takes you on a journey of the senses**, while the operations of a seamless experience are handled for you, behind the scenes.



FACILITIES INCLUDE

-  Sky Bar and Entertainment Area
-  24/7 Concierge
-  State-of-the-art Security
-  Cleaning and Maintenance Services
-  World-class Experiential Dining
-  Rooftop Splash Pool
-  Wellness Spa
-  Co-working Spaces
-  A Clay Cellar of Local Wines



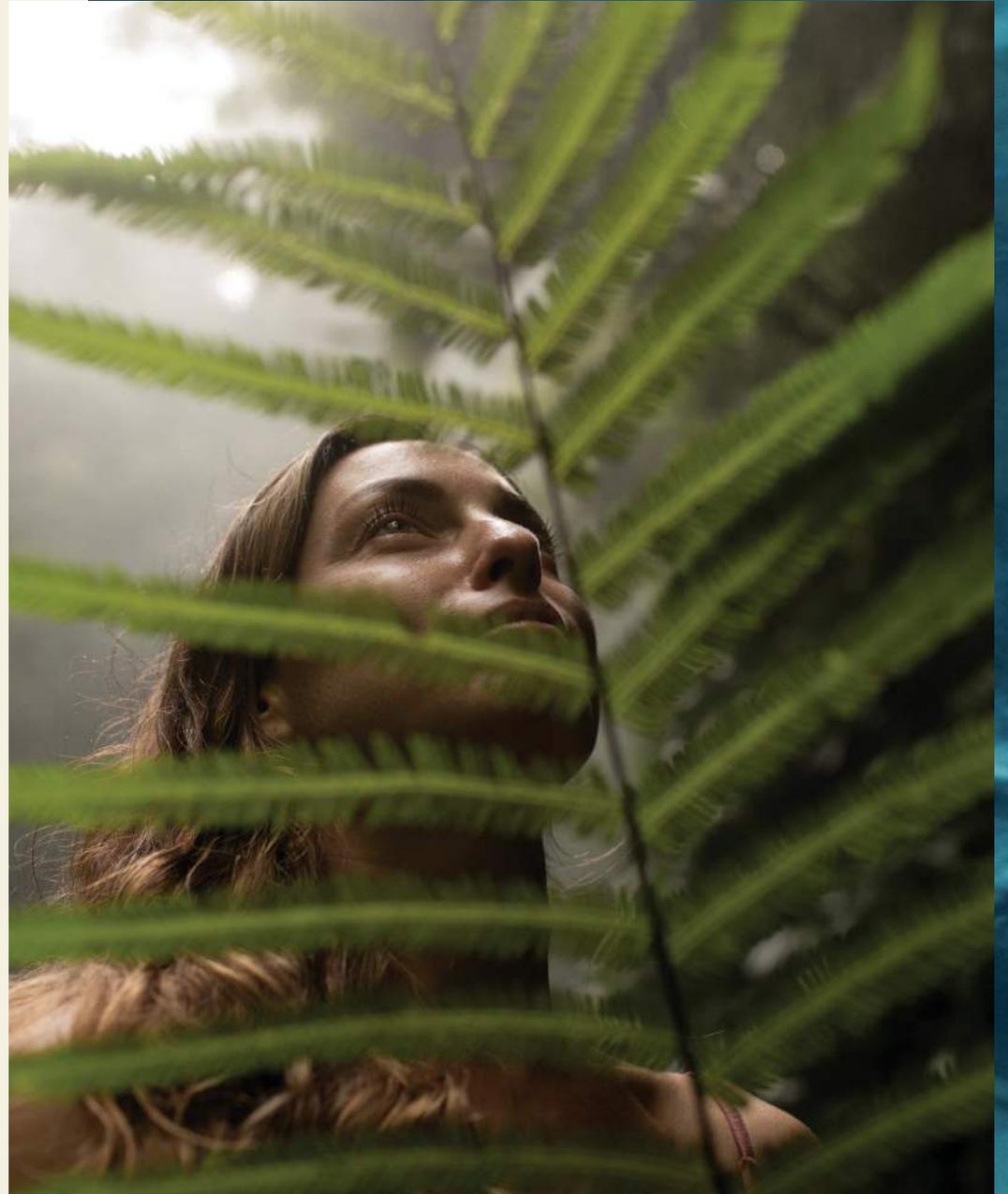


A LIVING EXPERIENCE

Feel the cool kiss of stone underfoot, the warm embrace of sunlight filtered through wood, the gentle whisper of water trickling over ancient rocks in a feature as you enter. At KLEI, the details are portals to a deeper connection with the world. Every texture is a touchpoint to the past and a bridge to a reimagined future.

All of the Aparthotel units feature artisanal finishes that create a warm, organic aesthetic with modern finishes, and open-plan interiors that lead out onto private patios. The units are designed with the blue and green elements of nature in mind. KLEI draws inspiration from the vast blue skies, refreshing open lake, and the lush green mountainous landscapes surrounding Devonbosch.

The curated furniture packs ensure a cohesive look, ensuring each element is accentuated and purposeful.



RENTAL FORECAST

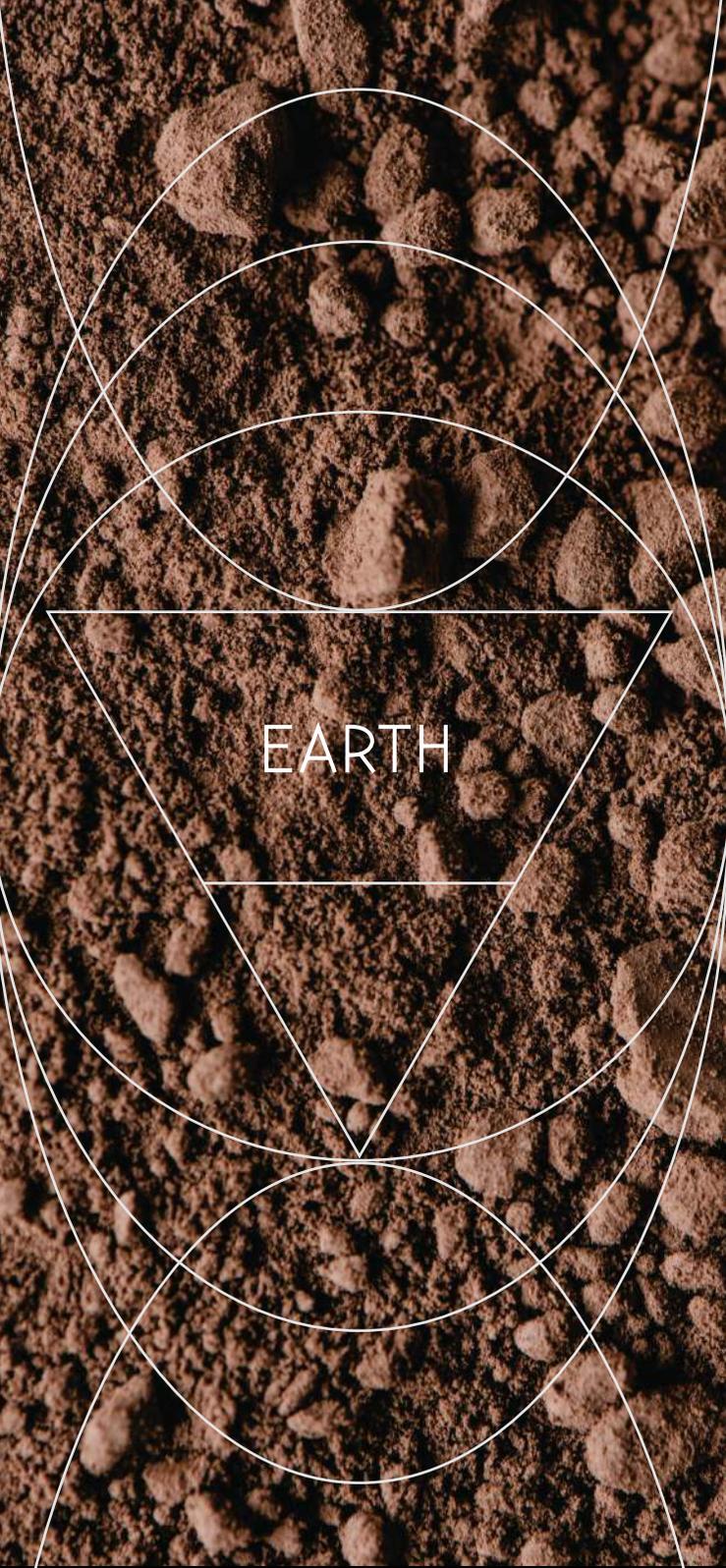
	1-BED UNIT	2-BED UNIT
Starting unit price	R3 350 000	R4 350 000
Levies	R2 672	R4 117
Estimated monthly bond repayments**	R28 713	R37 283
Est. Net Rental PM Yr1 Net Rental Yield P/A	R20 171 6.79%	R29 565 6.71%
Est. Net Rental PM Yr2 Net Rental Yield P/A	R24 685 8.31%	R36 263 8.24%
Est. Net Rental PM Yr3 Net Rental Yield P/A	R27 398 9.22%	R40 265 9.14%

totalstay™ OFFERS

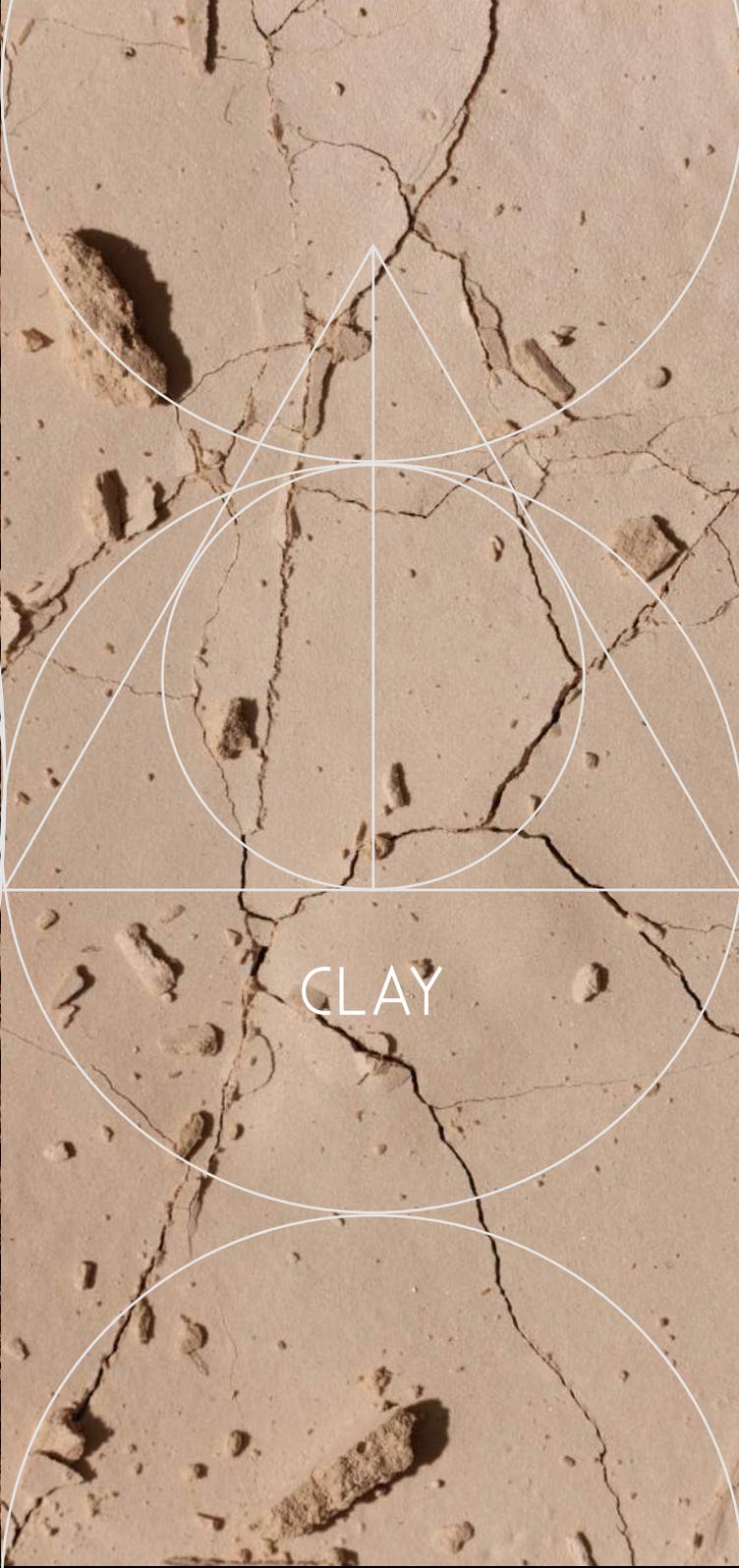
- Sales & Marketing
- Central Reservations
- Revenue Management
- Intelligent Pricing
- Guest Relations & Concierge
- Property Management
- Systems & Software Management
- Maintenance Management
- Housekeeping
- Linen & Stock Control
- Financial Reporting
- Access to Neuro (BI dashboard)
- HR/IR

** Bond repayments were calculated including the 10% deposit, on a 30-year period and off an 11% interest rate.

No estimated or projected revenues & expenditures can be appropriately presented without the possibility that they may be misleading or misinterpreted. The figures presented must be seen in this light. Full details of the project and the nature and extent of the facilities that the accommodation establishment is to provide, have yet to be confirmed and these may be varied. Foreign arrivals to South Africa and domestic travel are affected by a host of factors which will vary depending on a number of external factors.



EARTH



CLAY



STONE

NATURALLY ENHANCING

Smooth rock-face that lines the pathways to rough-hewn walls convey a narrative of mountains weathered by wind and rain. The rich wood textures and grain invites you to run your fingers along its surface, each knot and groove a statement of growth, life, and renewal. The Aparthotel's architecture, interior design and décor is an anecdote to creation.

Envision a sanctuary where guests rediscover themselves amidst nature, offering an unparalleled journey of relaxation, wellbeing, and authentic and immersive connection to the earth and themselves.

The raw beauty of the natural world dances with refined

elegance, as **Elisca + Co Architecture Design** offers a journey through old and new. With a careful mix of natural materials, personal artifacts, and layered lighting, the design fosters an environment that enhances both comfort and investment value, making it a truly unique asset for discerning investors and a memorable place for visitors.

The compulsory furniture packs ensure a cohesive look, ensuring each element is accentuated and purposeful.

1 Bedroom from R234 000 excl. vat

2 Bedroom from R530 000 excl. vat

The above prices are estimate costs which may be subject to contractor fees at time of transfer.

All pack prices are inclusive of design, procurement, installation and delivery fees. | Delivery costs are subject to third party rates at time of delivery. | Full inventory/scope available from Elisca + Co directly. | A full furniture pack is required to participate in the aparthotel.



DARK COLOUR SCHEME



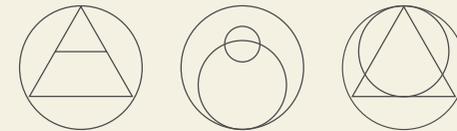
Inspired by earth, fire and water



LIGHT COLOUR SCHEME



Inspired ethereal qualities of air, space and metal



ROOTED IN EXCELLENCE

Totalstay™ has been transforming the hospitality landscape since 2014 by merging excellent hospitality service with the comforts of home-style living. With a portfolio of over 700 units across 15+ aparthotels and boutique hotels across South Africa, **Totalstay™** offers the ultimate accommodation experience for modern travellers.

At the helm of this innovative brand is CEO and co-founder Rael Philips, whose vision is to create a better way for travellers to stay. **Totalstay™** combines best practices from the hotel industry with the flexibility and space of

a home, offering guests the best of both worlds. From concierge services to central reservations and revenue management, **Totalstay™ takes care of every detail** to ensure an exceptional experience.

With an unwavering commitment to quality, **Totalstay™ has earned its reputation as South Africa's leading aparthotel operator**, trusted by both investors and guests alike for their consistent service, cutting-edge operations, and thoughtful guest experiences.

GET IN TOUCH **WWW.STAYKLEI.CO.ZA** 

FOR **SALES ENQUIRIES**

DEON DE WET

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082 892 0526

CHANTEL PIENAAR

chantel.pienaar@huntproperties.co.za

074 438 1402

FOR **HOTEL ENQUIRIES**

sales@totalstay.co.za

083 704 8707

Terms and conditions: Direct from the Developer - No transfer fees payable | 30% deposit secures unit on cash purchase | 10% deposit secures unit on bond approval or guarantee | Parking Bays are available to rent which are part of a Parking Management Scheme | Parking bays are not included in the sale of the unit | Rental guarantee on rental amount for 3 years from first transfer | Compulsory furniture pack at the purchaser's expense - further details available upon request.

Renders and imagery are used as an artist's impression and the product may vary from the illustrations.

FAQS

Is my rental return guaranteed? Yes, we are providing an 8% annual rental yield for 3 years from first transfer.

When and how often is the rental income paid? Owners will receive a net payout on the 10th of every month.

How much will Totalstay™ charge for managing my property? Totalstay™ charges 12% excluding VAT of Gross Top Line Revenue.

Will Totalstay™ also be responsible for finding and managing the guests? Yes, they will market and manage the guests.

What is the duration of the agreement with Totalstay™? Totalstay™ will manage your rental for 5 years. When this agreement comes to an end, and you would like this partnership to continue, you are able to start a new agreement thereafter.

Is my unit managed individually or as part of a rental pool? All units participating in the Aparthotel will form part of a rental pool.

How many days per year do I get to enjoy my unit? You can use 14 days' annually at KLEI.

What if I need to occupy the unit for a longer period? If an owner wishes to use their unit for longer than 14 days they would receive a 30% discount, as to not prejudice the rest of the rental pool.

Are there any other expenses which, as an owner, I need to cater for? All Aparthotel OPEX is listed in the income statement projection, however, excludes asset owner costs such as water, electricity, municipal rates, levies, internet, satellite TV service, and insurance.

How do we protect our property from damage? We advise that you have appropriate insurance for your property to protect against any breakages or loss of business. You can contact the managing directors from Incompass Hospitality Insurers to learn more of the options. Contact: cindy@incompasshc.co.za or jan@incompass.co.za.

Will your rental forecast change due to timing? Projections are created at the time of sale. Costs may increase with new builds due to only going live 1.5 to 2 years later. Revenue may also increase. Get in touch with Totalstay™ closer to the time of transfer to get a more accurate calculation.

What services will be included in the overall cost? Totalstay™ manage your property from start

to finish, including sales and marketing, central reservations, revenue management, intelligent pricing, guest relations and concierge, property management, systems and software management, maintenance management, housekeeping, linen and stock control, HR/IR financial reporting and access to Neuro (BI dashboard).

What costs are included in the operating expenses? A full list of operating expenses can be obtained directly from Totalstay™.

Are utilities for my account? We prefer to manage utilities on the owner's behalf to protect against unplanned outages due to owner non-payments. The unit owner remains responsible for other utility costs like rates and taxes, water, sewerage, and levies, etc.

Do I need to open a bank account? Totalstay™ operate a bank account (in the name of the Aparthotel) and manage all aspects of the Aparthotel funds and finances from there. Unit owners have to open their own bank accounts where monthly profits are deposited.

What are software and licensing costs? Software and license costs refer to costs related to Totalstay™ property management software, the relevant accounting software as well as other technology solutions that are put in place to help manage the hotel effectively.

What are the bank fees? Bank fees refer to merchant fees for card and online payment solution providers.

Who is responsible for maintenance costs? The owner is responsible for maintenance of their unit, however Totalstay™ will alert the owner to any and all needs.

What is the estimated earning? These are unit category specific, please email sales@totalstay.co.za for yours.

How big is the Totalstay™ portfolio and how long have they been operating? Totalstay™ has been operational since 2014 and have 700+ keys in 15 buildings that they manage across South Africa.

Do you market on all booking platforms? Yes, Totalstay™ is a hotel chain on the largest OTA's globally.

Do I have to purchase a furniture pack? We require all owners to purchase a furniture pack so that the units in the rental pool are standardised. There is a furniture marketing pack you will receive from the developer regarding the fit-out.



totalstay™


DEVONBOSCH
STELLENBOSCH

ELISCA + CO
INTERIOR ARCHITECTURE DESIGN