

## Rental Factsheet

### My Life in Paradise

The Soul Paje is a fully serviced, residential-leisure estate situated in the midst of Zanzibar's beautiful and exotic East Coast. Surrounded by lush greenery and soft ocean breezes, its goal is to provide ultimate relaxation for the modern globe-trotter, island hopper or seekers of paradise.

#### Facilities\*:

##### Community Spaces Including:

- Curated gardens with maintained pause areas
- Pool/ lagoon
- Park
- Kids play area
- Laundry area

#### Services:

- Security & surveillance
- Utilities management & services
- Maintenance management & services
- Emergency response

**1 Bedroom | 2 Bedroom  
3 Bedroom**

**260  
UNITS**

**First Condominium  
project in Zanzibar!**

#### Coming Soon:

- Dedicated communications app
- Wifi access available throughout the neighbourhood
- Community events
- Sustainability- focussed initiatives such as recycling stations at each refuse point
- Restaurant/ Café Bar
- Co-work space
- Chill lounge with outdoor cinema
- Dedicated yoga space
- Fitness & wellness centre\*\*

\*All facilities are accessed and used at the owner's risk. These are unsupervised areas.  
\*\*Services may be offered at an additional cost.

The Soul Residences Rental Scheme is proudly operated by Valor Hospitality and endorsed by Zanzibar Villas, the Developer.

## Who is **VALOR**

Valor Hospitality is a full-service hospitality acquisition, development and management company of alternative thinking enthusiasts, driven by excellence and innovation. We create memorable customer experiences and deliver exceptional commercial performance for branded and independent hotels and resorts around the world - and we work with most major international brands and run successful franchise operations on their behalf. We manage both international and bespoke, curated brands.

Established in 2012, Valor proudly manages 100+ properties and projects across 5 regions, employing over 3000 staff. Valor currently has regional offices in America, the UK, South Africa and Dubai.

**For full details [paje.thesoul.africa/the-soul-lifestyle/](http://paje.thesoul.africa/the-soul-lifestyle/)**

# Paje Rentals Factsheet



## What is The Soul Rental Scheme?

Under the optional rental scheme, an apartment owner is free to choose whether to keep the residential unit for personal use or place it in the rental inventory (subject to agreeing to furnishings and guest amenities in accordance with Valor operating brand standards) to form part of the inventory of a centrally managed "Rental Scheme".

## How does it work?

- Owners who wish to partake in the rental scheme must register their property through the website or alternatively email [rentals@thesoul.africa](mailto:rentals@thesoul.africa).
- Each residential unit is accounted for independently within the scheme, with the owner's Net Revenue calculated after deducting operating expenses and management fees.
- Residential units are sold as "residential unit types" on the booking platform, managed by a property management system, ensuring equal opportunity for all owners of a specific type to be reserved.

## What will Valor offer participants?

**Valor manages the entire rental process for the owner:**

Streamlined communication and transparency assures the relationship between Valor Hospitality Team and Homeowners is a productive one.

- Property Operations Management
- Access to a Homeowner APP
- Detailed Monthly Accounting
- Sales and Marketing
- Operational Health & Safety
- Internal unit maintenance

## Benefits of joining the Rental Scheme

- A technologically advanced PMS, channel manager and reservations process
- Full Professional Rental Management of your property - from listing, to guest management, unit upkeep and maintenance.
- Global marketing resources, access to a broader guest base, and facilitating rental income generation automatically with a personal touch, when required.
- Access to private events for guests and owners - hosted by Valor.

## How will my property be marketed?

- Valor will utilise various channels to advertise and market The Soul, with dynamic, real time pricing and crafted content to build awareness and generate bookings.
- The dedicated website will showcase the estate and apartment offerings, housing a built-in booking and reservations engine.
- Social media will be used to build brand awareness and market specials.
- Major hotel booking channels such as booking.com, Expedia and AirBnb will be used to ensure a wide booking footprint across third party channels.
- Public Relations will also be utilised locally and internationally.

The Soul Residences Rental Scheme will offer two options of rental:

**Short Term** (period of stay 1-90 days) | **Long Term** (period of stay 90-360 days)

# Paje Rentals Factsheet



## What are the **minimum requirements** to participate in the **Rental Scheme**?

All participating apartments are required to meet the minimum requirements and standards of the Rental Scheme, based on the 3 options of rental type available:

Unfurnished (for long term only); premium and luxury. This includes a specific standard of furniture, linen, cutlery, crockery, glassware, amenities, housekeeping supplies and guest consumables such as tea and coffee.



A full solution to furnish your apartment according to The Soul finishing specification, is currently being compiled. These can be purchased at the estimated cost of approximately \$15,000\*:

\*This cost is a broad estimate only based on a premium, one bedroom apartment specification. The developer reserves the right to alter or substitute any of the items listed in the schedule for another, equal or similar, as per the architect's or trade appointed professional's discretion.



## What **insurance** is **required**?

In order to maintain the value of your property and mitigate risks, you need:

- Damage Cover
- Personal Insurance
- Third- party Liability



Valor are looking into one stop comprehensive insurance cover packages with preferred terms and will share more detail in due course.

## Market & fair **rental pricing**

Pricing is managed by The Soul Residences, applying approved hospitality strategies, including dynamic and tiered pricing, to ensure revenues and bookings are maximized for homeowners all year round. Valor shares these strategies and prices at the annual homeowner strategy meetings.





## Maintenance & fault logging

Each unit in the scheme undergoes a pre- and post-stay maintenance and inventory review. Should any faults or shortages be identified, a formal fault log is raised with the maintenance team - the Owner will be notified when the fault is logged.

Guests will be required to pay a refundable “breakage” deposit. Should this be insufficient to cover the damage and Valor is not able to recover the funds from guests, the items will then be replaced immediately through the reserve fund which is deducted from each sale. This is to ensure your property is not disadvantaged or temporarily blocked from being allocated.

Should maintenance fall outside of the contracted scope, a quote will be submitted to the Owner for approval.

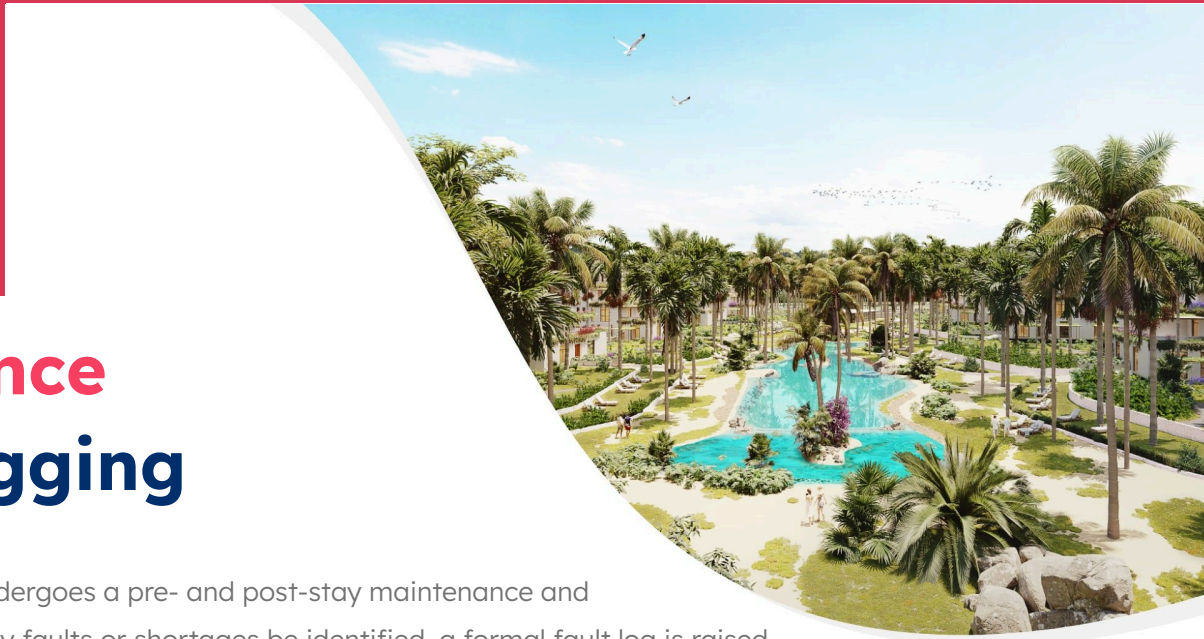
The entire process is recorded and logged within the automated property management system used by Valor.

## How will Valor Rental Reservations work?

Valor will coordinate bookings through online channels by utilizing a centralized property management systems (PMS) as well as channel managers that sync inventory, rates, and availability across various online booking platforms, including AirBnB, Booking.com etc. These systems enable the reservations team to manage reservations in real-time, ensuring consistency and accuracy across all channels.

When a guest makes a booking through an online platform, the PMS or channel manager automatically updates the unit’s availability, preventing overbooking and streamlining the reservation process. Additionally, Valor will coordinate with online travel agencies (OTAs), direct booking websites, and global distribution systems (GDS) to reach a broader audience and maximize occupancy.

Through strategic integration of these channels and efficient management systems, the Valor Reservations team can effectively coordinate bookings, optimize revenue, and enhance the guest booking experience.



### ADDITIONAL SERVICES

- Dedicated Concierge
- SIM card & top up service
- Parcel pickup service
- Shuttle/ transfer services
- Vehicle hire service
- Flight booking service
- Doctor on call
- Bureaucracy support service
- Cleaning Services
- Personal Chef
- Personal butler
- Laundry service
- Taxi & driver service
- Tours & excursions
- Water sport excursions
- Personal Trainer & group classes
- Private security
- Babysitting & Kids entertainment

# Paje Rentals Factsheet

the  
SOUL

## Key information

The following assumptions have been made when calculating our forecast model:

- 70% subscription to the program
- Dynamic rates based on Seasonality & availability:
  - High: Mid-December - Mid-March and June to October
  - Mid: November - Mid December (Short Rains)
  - Low: Mid-March - May (Long Rains)



## Average anticipated daily rental rates

With dynamic pricing, the following average daily rates can be expected throughout the course of the year\*:

\*These rates will fluctuate based on seasonality and availability.

1 Bedroom

\$65

2 Bedroom

\$97

3 Bedroom

\$118

## Is the Soul Rental Scheme an investment?

This is designed as a self-funding scheme to make the management of your property investment simple and easy. By adding this to your unit purchase, you complete your investment by empowering Valor and the Soul Residences to free you from the tedious tasks of self letting, cleaning, managing bookings and other administration that go with self letting.

There is no guaranteed yield return, however based on conservative estimations, Owners can expect **±60% of the rental revenue\*** from every booking. This is similar to what you would achieve through other global schemes after taking similar expenses into account.

\*calculated with deductions of commissions to 3rd party channels such as Booking.com or AirBnB, and other costs such as technology, marketing costs, overheads etc associated with running a rental scheme.

## How can I join?

Any interested Owner can submit an application to Valor Hospitality. The application form can be found on the Soul website, as well as a detailed list of FAQs.

For more information, please contact: [rentals@thesoul.africa](mailto:rentals@thesoul.africa) or visit the website: [paje.thesoul.africa/the-soul-lifestyle/](http://paje.thesoul.africa/the-soul-lifestyle/)