

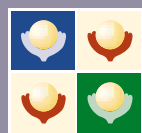
Living the passion

*Enjoying the good life...
around the world*

Alpine delights in all seasons

Sailing to success in Antigua

Vietnam – land of promise and beauty



La Perla Living®

— Share our passion —



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Dear Friends,

Summer's here again – the time of year when we all look forward to getting outdoors, relaxing in the sun or exploring new places, meeting new people and experiencing new cultures. And at La Perla Living this summer, we're certainly in an expansive mood!

In the last newsletter, I mentioned our plans to take the La Perla Living concept to new parts of the world, with the aim of creating the first truly global brand in exclusive residential real estate. These plans are now taking shape, and in this issue you'll be able to read about a number of exciting new projects.

In Antigua, the first group of interested investors have already toured the magnificent NonSuch Bay location, where the finishing touches are being put to our showhouse. And in Europe, we're breaking fresh ground by moving up into the mountains, with two prestigious new developments in the Austrian Alps. The idea is to build luxury, traditional-style mountain homes with a wide range of attractions in all seasons. The location offers excellent recreational opportunities all year round and will appeal to anyone who loves living the active, outdoor life in an inspiring mountain setting.

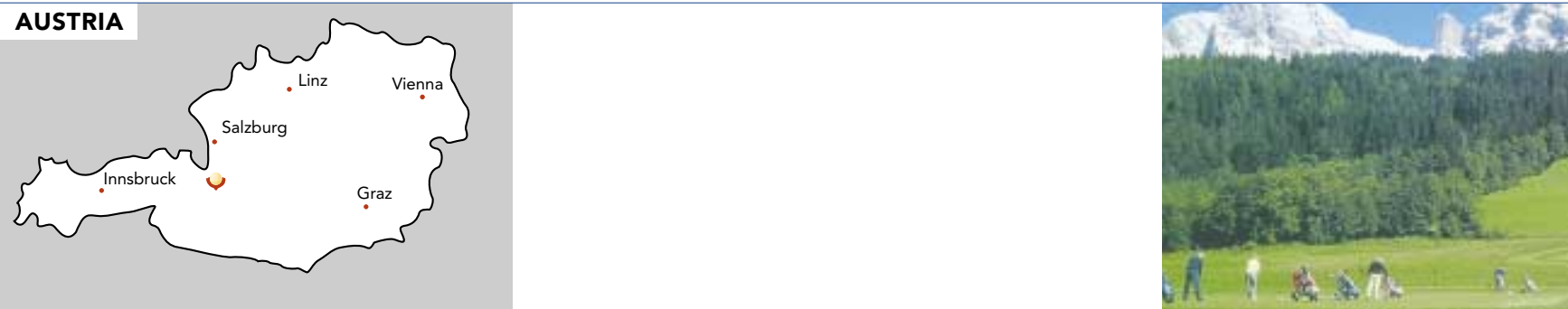
As you know, we also have plans to expand into Asia. I can now reveal that the country we're particularly looking at as a new destination is Vietnam. In the past three decades, this country has quietly transformed itself into an outward-looking, modern society, while retaining its deep cultural traditions. With its attractive, unspoilt coast and beaches, excellent climate and friendly people, it's quite simply a paradise waiting to be re-discovered.

Closer to home, to mark the fact that we recently welcomed the 200th member to Club La Perla Living, we have expanded the benefits offered by the Club La Perla Living Card. With more partners joining in, card holders can now enjoy excellent rates on car rentals and attractive discounts at hotels and exclusive boutiques. We are also aware that in Spain some of our existing Club services are not quite up to standard yet, and I assure you that improving these is one of La Perla Living's top priorities.

I wish you all a wonderful summer, and I hope that, as you read the articles in this issue, you'll agree that the new ventures and developments we're currently working on will make it even easier for you and our many new customers to live the good life the way you want, where you want.

Geert Duizendstraal
President & CEO





Living the high life in Austria

La Perla Living’s portfolio of property developments is not only expanding rapidly, but it’s also becoming increasingly diverse. The company is proud to announce its latest addition: not just one, but two residential developments amid the majestic mountains of Austria. Perfect in any season for those who love the outdoors, from the lush green of the hills and valleys to the crisp, white slopes of the mountains.

Alpine apartments and lakeside lodges

Eleven luxurious lodges, situated around a small lake, and ten spacious apartments in two traditional-style buildings make up this prestigious new project in Hinterthal. Homeowners will be able to enjoy a wealth of recreational activities in all seasons as well as savour the cosy and inviting Austrian mountain village atmosphere.

Once upon a time, there was a grand old hotel in the Austrian village of Hinterthal, so welcoming that guests returned there year after year. Its name was Clubhotel Hinterthal, a unique residence built around a traditional 17th-century farmhouse. Unfortunately, time took its toll on the hotel, which stood vacant since 1990. However, its future now looks bright again, as La Perla Living is restoring the building to its former splendour. With three floors and an underground parking garage, connected via a glass elevator, the Clubhotel will house nine comfortable apartments. Varying in size and layout, they all feature entresols and spacious balconies, or terraces and gardens on the ground floor.

Ski right up to your front door

In addition to the restored hotel building, the development consists of 11 individual lakeside lodges and Amelia’s Corner, a new building close to and in the same style as the Clubhotel. Amelia’s Corner will feature a reception area with La Perla Living’s Club desk, and a restaurant built around a central fireplace. There will be a small bar and a wine cellar in the basement, and the plans for the first floor provide for either an exclusive 160m² apartment or two separate ones, as required.

The Clubhotel sits on the shores of a small lake called the Florysee, and the 11 separate lodges are built around it. “All lodges will be named after one of the mountain peaks that surround Hinterthal,” explains project architect Onno de Vries. “For instance, our first one is called Lodge Selbhorn.” Michael Huisman, Director of Investments at La Perla Living, is eager to point out that the plot of land is right at the bottom of a ski slope, with the ski lift coming right down to it. “You can just put your skis on right outside your own home,” says Michael, touching on one of the many delightful appeals of this development.



The best of alpine architecture

Onno de Vries, who has fond childhood memories of the hotel and its surroundings, is proud to bring Clubhotel Hinterthal back to life. “We let the best traditions of alpine architecture inspire us for this project’s designs,” says Onno. “We wanted to maintain the feeling of a typical Austrian village, so we’re using natural stone from the surrounding mountains and wood that is native to the area. Dark copper roofs will put the finishing touch on the traditional, white-plastered buildings.”

The Hinterthal area offers endless recreational activities in all seasons, including active outdoor sports such as hiking, horseriding, golfing and almost year-round skiing. The city of Salzburg with its theatres, museums and galleries is only an hour away, and the wide variety of events held in the region include castle, village, lake, city and alpine festivals. La Perla Living envisages that Hinterthal home buyers will quickly become part of the local community. “I’m sure that people will immediately feel at home here,” says Onno. “After all, creating that ‘at home’ feeling was the main idea behind our entire design of Clubhotel Hinterthal.”

One of Austria’s most beautiful alpine championship courses, Golfclub Urslautal is popular with big-name golf players and international celebrities. The 6,030m par 71 course, with an impressive 270m driving range and 80 tees, presents both beginners and experienced golfers with a challenging golfing experience. The owner of the Golfclub liked the idea of having suitable accommodation right by the course, which offers stunning views of the surrounding snow-topped mountains, but was waiting to find the right partner. He has now found that partner in La Perla Living, which can offer the high standards and luxurious atmosphere to match the Golfclub’s reputation.

“Fifteen traditional-style buildings will be dotted around the new golf village,” says project architect Onno de Vries. “All apartments will feature a balcony with panoramic views, and come with an underground parking space and a storeroom for skis and golf clubs.” World-class skiing and golf throughout the year, all in a gorgeous mountain setting, with your own luxury apartment to retreat to at night – surely the ideal location for all lovers of the great outdoors!

Golf in summer, skiing in winter

In the same valley, near Maria Alm, another La Perla Living development is underway right on a professional 18-hole golf course. Although still in their very early stages, the plans reveal a typical Austrian mountain village with some 120 apartments. This large-scale development with relatively smaller-size apartments represents a new departure for La Perla Living.





Dynamic design team creates your dream home

The illustrious Spanish interior magazine Interiores recently featured Marbella Living Interiors, a La Perla Living associate company, in a prominent 8-page spread. All the more reason for us to get in touch with the young team of interior designers to find out more about the company and its unique personalised services.

Together, Manuel Velasco and Marcos Terol, both in their early thirties, make up Marbella Living Interiors’ team of interior designers. With a history that goes back eight years, the studio went through its latest transformation in January 2003, when Marbella Living Interiors became a separate associate company of La Perla Living. “We started out by providing interior design services exclusively for La Perla Living projects and clients, but we now offer our services to other clients as well,” explains Marcos.

Ready to live in

The studio is unique in that it offers highly personalised services. “We deal with our clients on a one-to-one basis. We’re by no means just an interior decoration shop,” says Marcos. “Not only can we offer clients anything from furniture to flooring, lighting or curtains, we can also provide complete interiors, including all household necessities.” They call their design concept of taking care of absolutely everything “ready-to-live-in homes”, which means exactly that: the new owner or tenant opens the door to a home with cupboards full of kitchenware and beds already made. “Many people buying a second home abroad don’t have the time to go searching and shopping for things like crockery and linen. We can take all that hassle out of their hands, if they choose.”

How does this work in practice, with mostly overseas clients? “We always start by meeting with our clients to explore their wishes and to discuss all the details, and we also always visit a property first, provided it’s finished, of course,” explains Marcos. “Decorating a home without seeing it with your own eyes would be like painting without a canvas. We need to get a feeling for the house, to see the natural light, the floors and the materials that have been used.” The designers draw their inspiration from interior decoration magazines and from visiting trade fairs. With the client’s budget in mind, they create mood boards, which they send to the client in a comprehensive proposal pack that includes photos, fabric samples and an itemised quotation. Clients can then give their feedback in any way they like, picking and choosing from the proposed items. Whatever the client wants, the designers will incorporate. “We deal directly with manufacturers and local suppliers, so we can work very cost-effectively. And clients don’t have to wait long: a fully decorated home can be ready in just one to two months after the go-ahead.”

Cosmopolitan outlook

The team emphasises that the idea behind Marbella Living Interiors is not to sell products, but to really get to know clients and their specific preferences in order to provide tailor-made services. The international background of the team certainly helps them understand their clients better. Both Manuel, who is Spanish, and Marcos, half Spanish, half British, have lived abroad for many years. The latest addition to the team, Meike Mulder, is Dutch and has lived in Spain for 10 years. “Having travelled and lived in different countries helps us tremendously in our work,” Marcos says. “We’re used to dealing with people from different cultures. This helps us to really understand our clients, so we can create the exact atmosphere they’re looking for.”

Any style you want

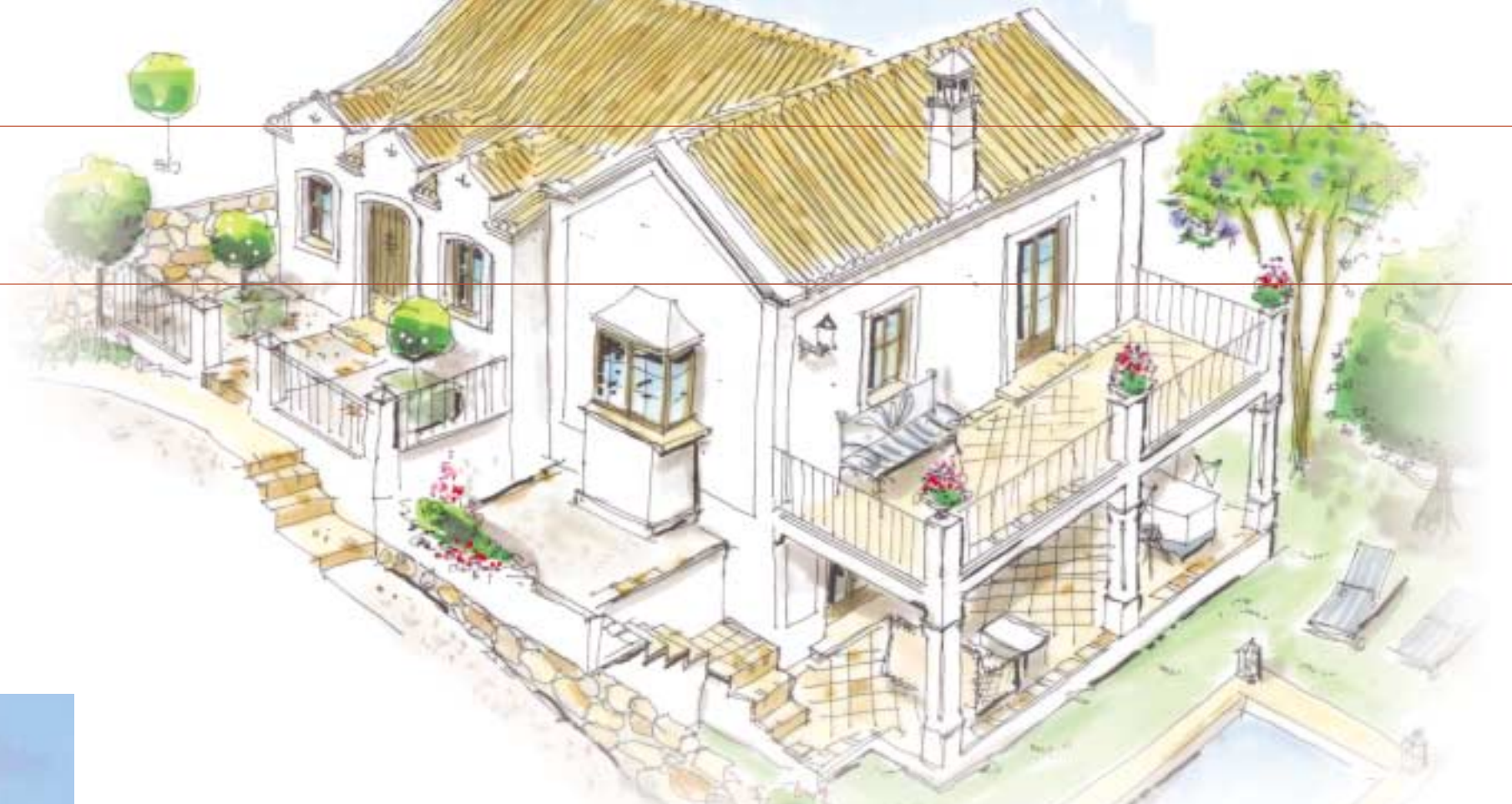
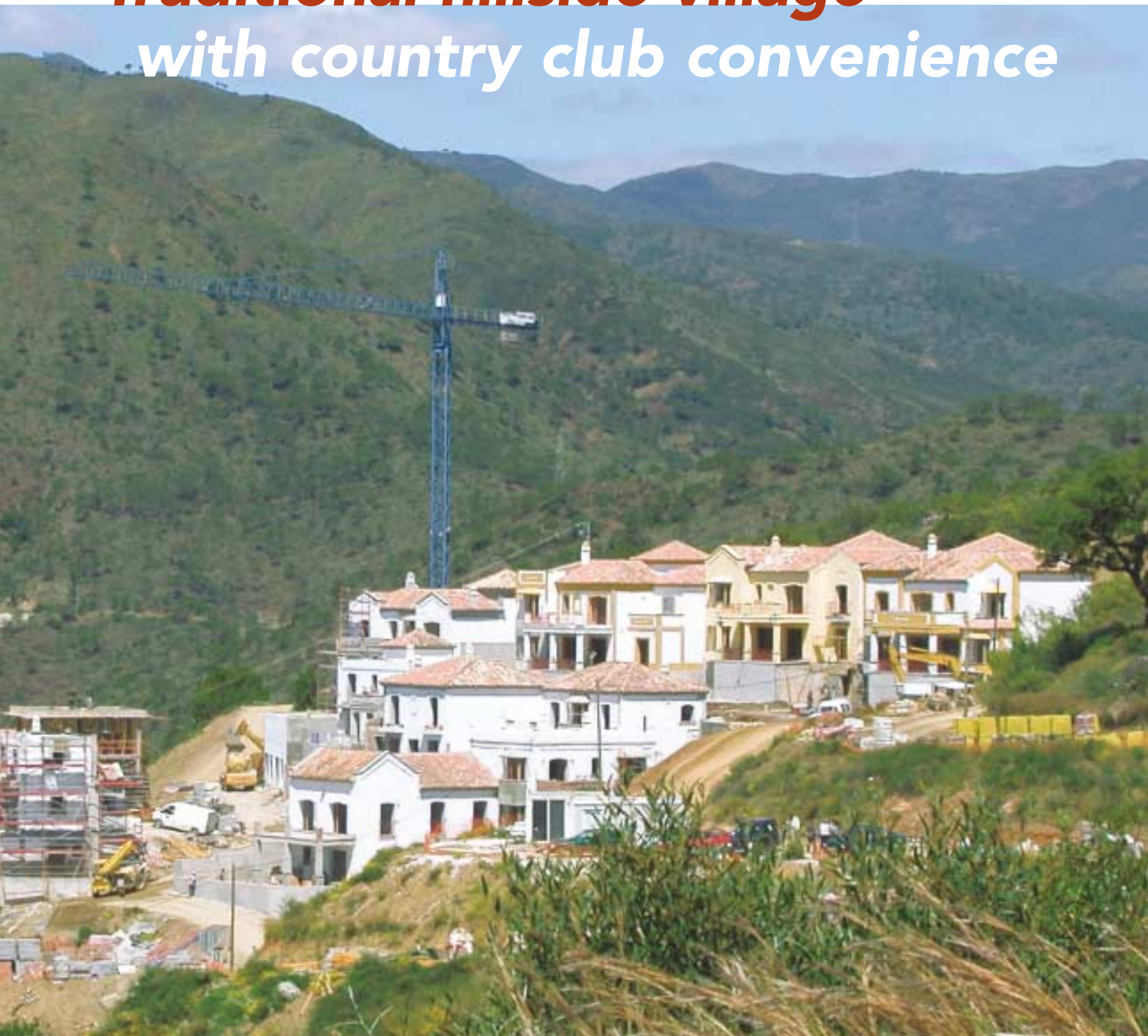
“In a second residence, people often prefer a different, more harmonious interior than they have in their first home,” continues Marcos. The studio is ready to deliver any style the client likes. They have created many rustic, Andalusian-style interiors, but are equally proficient in a range of other styles, such as modern contemporary, classic chic or Moroccan. Interior decoration not only depends on the client’s preferences, but also on the architecture and surroundings. “For example, in Antigua – where we are now decorating La Perla Living’s showhouse – homes are more open because of the Caribbean climate, so interiors are generally lighter, breezier and less elaborate than in Spain.”

The Antigua showhouse is just one of the La Perla Living showhouses the design studio has worked on. It was also responsible for the entire interior decoration of the restaurant and the sales office at the Monte Mayor Golf Club last year. With La Perla Living branching out internationally, Marbella Living Interiors is following suit. Although the studio is now a separate company, the team is quick to acknowledge La Perla Living’s contribution to their success. “We were ‘raised’ La Perla Living style, so we offer the same kind of unique services with the same amount of dedication and attention to detail,” says Marcos. “Interior decoration isn’t just a nine-to-five job for us – it’s our life!”



Our latest development at Monte Mayor has reached an exciting stage. This summer, the first group of owners will receive the keys to their exclusive townhouses in La Heredia de Monte Mayor. Surrounded by serene valleys and mountains, the community offers fantastic golf and country club facilities.

Traditional hillside village with country club convenience



As you will know from previous publications, La Perla Living is developing a brand-new but traditional Andalusian-style village in the grounds of the exclusive Monte Mayor Golf and Country Club: La Heredia de Monte Mayor. Only 7km inland from the southern Spanish coast, the stunning location is surrounded by an unspoilt nature reserve with rolling green hills and valleys, crisscrossed by streams, rivers and winding mountain trails, and marked by dramatic ravines and tumbling waterfalls. The region is famous for its Moorish ruins and ancient castles and palaces, among them the historic Montemayor Castle, and just a little further south are the beaches of the Costa del Sol, as well as the lively city of Marbella, which is only 15 minutes away.

A charming village emerges

The La Heredia de Monte Mayor project consists of 53 homes, while two similar projects are planned for the future, making a grand total of approximately 150 residences. The first phase of 21 homes, most of which have already been sold, is nearing completion, while construction of the second phase (an additional 14 homes) is underway and should be finished early next year. The remaining 18, in the third phase, are set to be completed by the end of 2005. With its gorgeous landscaping, fountains and cobbled streets, the new village will bear a strong resemblance to La Perla Living's successful first Andalusian-style village, La Perla de La Heredia.

The colourful townhouses line winding streets on the terraced hillside, and although they share one overall architectural style, no two houses are the same. They will have individualised roofs finished in old Arabic tiles with traditional-style eaves, unique chimneys and distinctive antique wooden doors. Varying from 150 to 300m² in size, and with two, three or four bedrooms, there are houses with or without a garden, houses with a private plunge pool, and townhouses that resemble villas. The terraces and balconies of the homes will be embellished with hand-pressed clay tiles, and decorative wrought-iron grills will adorn the windows and French doors. Inside, the houses will feature a fireplace with a decorated plaster chimney breast, a fully equipped kitchen in wood with a marble worktop, and dining and living room floors made of clay combined with marble, wood or tiles, depending on the owner's preference.

Wake up and tee off

Residents of La Heredia de Monte Mayor will be able to fully benefit from the fact that the village is part of the Monte Mayor Golf & Country Club. All home buyers will be entitled to club membership, enabling them to take advantage of all the amenities offered at the Club. These not only include the golf course, but also tennis courts, a gymnasium and swimming pools, with more facilities, such as a health club and spa, in the planning. Also within the grounds are a Golf Pro Shop and a La Perla Café, while a new clubhouse with restaurant is currently on the drawing board.

With its wide range of facilities and easy accessibility (just 45 minutes from the international airports in Malaga and Gibraltar), La Heredia de Monte Mayor will surely appeal to successful professionals. The relaxing atmosphere will provide a welcome change from their usual hectic lifestyle – although the well-developed infrastructure will allow them to work from there as well, if they so choose. The recreational activities are certainly attractive for families with children, but also for couples whose children have left home, La Heredia de Monte Mayor will feel like heaven on earth. Who wouldn't want to walk out of their beautiful house in the morning to play a round of golf on one of Europe's most spectacular golf courses, amid stunning scenery, in a sunny place where time slows down and life is sweet?





Sailing to success in Antigua

Antigua was abuzz with exciting activities this spring. Classic schooner Grote Meid, co-owned by La Perla Living, won a coveted prize in the Antigua Classic Yacht Regatta. She also carried guests of La Perla Living around NonSuch Bay to give them an exclusive preview of the development site, where the showhouse is nearing completion.

Enjoying life in Antigua

Sailing and other water sports are highly popular in Antigua, but there are countless other things to do, see and enjoy on this Caribbean island. Here's a brief introduction to life in Antigua.

Imagine waking up to a glorious day, opening the doors to your villa's terrace and, while overlooking the beautiful bay, wondering what you will do today. No need to worry: Antigua's colourful diversity and exceptionally relaxed atmosphere mean that your every whim is catered for. To unwind, just sit back and watch the pelicans and humming-birds, or laze about at one of the island's 365 beaches – one for every day of the year! Hungry? Whet your appetite with a mouth-watering lobster dish accompanied by some fine wine at one of Antigua's superb restaurants, such as the top-quality, hill-top restaurant at Harmony Hall overlooking NonSuch Bay.

If you want to explore, you can roam through the island's historic harbours, such as Nelson's Dockyards and Falmouth Harbour, or its many art studios and galleries offering vivid paintings and artistic woodworks. Alternatively, visit St John's for some tax-free shopping or to pick up exotic fruits and flowers at the lively Saturday market. And if you're feeling particularly active, why not enjoy a fun day at sea diving, boating or windsurfing? Or, if you prefer to stay on dry



land, you could take in a match of cricket (Antigua's national sport), play a round of golf or just wander around and enjoy the island's amazing scenery with its tropical forests and colourful flowers!

La Perla Living yacht a classic winner!

With perfect temperatures, sunny skies and a brisk sea breeze, the contestants and spectators of two prestigious international sailing events had the time of their life in Antigua at the end of April. The Grote Meid took part in the Antigua Classic Yacht Regatta, and sailed away with a third prize.

Before the world's fastest yachts came out to compete in the legendary Antigua Sailing Week, an impressive fleet of almost 60 magnificent classic sailing boats from around the world showed off their strengths in the Antigua Classic Yacht Regatta from 15 to 20 April.

Among them were the famous J-Class vessels *Endeavour* and *Ranger*, as well as the 77-foot *Grote Meid*, its white sails with the La Perla Living name and logo proudly billowing in the wind.

Taking part in its first regatta ever, the schooner won third prize in Classic Class A, which had eight contestants. "We took part in three races," explains Paul van Koelen, captain of *Grote Meid*. "We finished first in one of the races, and fourth in the other two, which resulted in third prize overall." The Classic Class is for yachts with a full keel and less than 50 years old. Other classes included one for older yachts (the Vintage Class) and one for newly-built but classic-style yachts (the Spirit of Tradition Class).

During Antigua Sailing Week (25 April-1 May), guests of La Perla Living enjoyed the high-speed races up close from the decks of the schooner, which sailed alongside the contesting yachts. Paul also took those interested in La Perla Living's new development project out for a trip around NonSuch Bay, leaving everyone with a delightful and memorable impression of what life could be like living there.

NonSuch Bay sales off to a good start

La Perla Living's NonSuch Bay project is taking more definite shape every week. Formerly a beautifully positioned but empty plot of land, it is now an impressive site with marked plots and a showhouse that is being completed as we speak.

Watching the NonSuch Bay location from aboard the *Grote Meid*, guests were able to admire La Perla Living's showhouse – a lavish villa with doors opening onto fabulous east and west-facing terraces, French doors in the bathroom offering a stunning view of the bay, and an outdoor jacuzzi and swimming pool on its grounds. Interior designers are now working on a decor that promises to make the showhouse as exquisite on the inside as it is on the outside. Dozens of interested buyers and investors have been visiting the

development site at NonSuch Bay since mid-April, when the sales phase kicked off during the Antigua Classic Yacht Regatta. La Perla Living's new Antigua office, which officially opens 1 July, has already received several reservations and a number of interested buyers are due to fly to Antigua once the floor plans are ready in June to discuss the architectural details of their future home. La Perla Living expects the entire project to be completed within 24 months of the start of construction.



A dream home for the whole family



Sometimes, finding the perfect home abroad can present you with a dilemma – you absolutely love the place, but frankly it's too large for one small family. The Commissaris family, from the Netherlands, has found the ideal solution: father and two sons purchased their villa in Spain together, and now nine members of the extended family make optimum use of the house and its facilities.



One evening in 1999, Clemens Commissaris received a phone call from his son Paul, a real estate broker, who was in Spain on business. "Paul told me of a great opportunity to buy a beautiful villa under construction at La Perla de la Heredia. Because it was so big, and priced accordingly, he suggested that we buy the property as a family – splitting costs, responsibilities and use between him, his brother Huub and me." Clemens and his son Huub decided to trust Paul's professional instincts and agreed to the deal. And they haven't regretted it since!

Plenty of room for everyone

The hill-top villa was completed and ready for use in the summer of 2000. Since then, the families have enjoyed long and pleasant stays there. "From our huge terrace, we have a great view over the village and out onto the Spanish coast. In clear weather, we can see the Rock of Gibraltar and little lights along the Moroccan coast at night," Clemens enthuses. "The house has a spacious living area, five double bedrooms and four bathrooms. So there's more than enough room for all of us," says Clemens, referring to himself and his partner Liny, his two sons and daughters-in-law and three grandchildren.

Huub, Paul and their wives Birgitte and Jacqueline (who are in fact sisters) are busy professionals in their early forties who enjoy getting away from the stresses of everyday life to spend quality time with their children, Celeste (12), Sebastiaan (9) and Jasper (5).

Jacqueline explains that there are many other young families around, particularly during school holidays. "Like Huub and Birgitte, Paul and I have several friends our age with a home in or around La Heredia, and their children are about the same age as ours," she says. The adults enjoy exploring the region and having lunch together, while the young ones can't get enough of the water. "Sometimes the mums go shopping in Marbella while the dads take the kids to the beach for the day," says Paul, who also uses the villa when he is in Spain on business.

Sharing it all

The Commissaris family sees many advantages in buying a home abroad together. Expenses are shared, and they get to enjoy a large house to which they can also invite guests. In order for things to run smoothly, the family has agreed on a few 'house rules'. For example, whoever breaks something replaces it. The shared car is left at the airport in Spain with a full tank of petrol. "And you don't drink all the wine without restocking the wine-rack," Clemens adds with a laugh. The family also divides all the important tasks. Paul is in charge of anything structural, while Huub takes care of maintenance and small repairs, and Clemens handles the administrative side of things. The system is efficient and works well for the family.

The fact that all three generations of the family like to spend as much time as possible in their Spanish home also says something about the range of attractions on offer there. "Andalusia is like a dream – our home is in a beautiful and unique location, and the weather is perfect," says Clemens. "The good thing is that you don't even have to go away to enjoy yourself," adds Paul. "Staying home is a delight as well, it's so relaxed." And everyone thoroughly enjoys spending time with the rest of the family, away from daily hassles and with all the time in the world to catch up over a leisurely drink on their picture-perfect terrace. Their plans for the future? To keep going there as often as they can, and to try and spend even more quality time as a family – with all nine members!



Enjoy even more with your new Club Card!

Club La Perla Living members currently enjoy a whole new range of member benefits thanks to a superb expansion of the Club Card services.



Pro Shop and a 15% discount on the green fee at Monte Mayor (for

up to two players), but it also entitles you to a 10% discount on most Serendipity holiday rentals and 30% discount on Europcar and Avis car rentals throughout Spain.

And that's not all! Club La Perla Living's alliance with the Marbella Jet Club offers you, as an exclusive member, up to 25% discount on a truly extensive choice of products and services – from exclusive fashion stores, interior design shops, florists and jewellers to hotels, restaurants, nightlife and entertainment facilities, health and fitness clubs and beauty salons. Participating companies clearly display the Club La Perla Living Card, and you'll receive the discount by simply presenting your card. With benefits you can enjoy worldwide, we're confident that the new card will add an extra dimension to both your Club La Perla Living membership and your international lifestyle. Add to all that the convenience of being able to arrange Club La Perla Living services through the new La Perla Living website soon to be launched, and you're sure to enjoy using your new Club Card.

New Beach Café at La Bahía

A restaurant with superb international dishes served with style, a place to read the newspaper while sipping a delicious espresso, or a shady setting for a refreshing cocktail and a break from the sun – the new Beach Café at La Perla de La Bahía is designed to give you all this, and more.

The La Perla Living Beach Café will become a reality by mid-summer. With its fresh, zesty décor, the Beach Café will serve as a new central meeting point at La Bahía. Not only will you be able to enjoy a drink with friends on the beach veranda around the Café, but you'll also have the opportunity to take part in a range of extra activities at the venue, such as wine-tasting events or informal gatherings in the lively bar. What's more, the Café will have a bakery corner where you can get your freshly baked bread in the morning.

To celebrate the opening of the Beach Café, La Perla Living will treat

its valued Club members to a sailing trip aboard its classical schooner *Grote Meid* during the first weekend of July, followed by a sampling of items from the new Beach Café menu.

During the first week of July we'll daily set sail at 5pm from Puerto Banus for a leisurely sail during which our guests can enjoy magnificent views of the Andalusian coastline from the Mediterranean waters around Marbella. Upon their return in the harbour around 7pm, Club members will then be offered a variety of samples from the exciting new Beach Café menu, accompanied by a selection of wines from the new wine list. Club members can expect to receive their personal invitation for the sailing trip and tasting session shortly.

The *Grote Meid* will arrive in the Puerto Banus harbour two weeks before this event, and members of Club La Perla Living will have the opportunity to charter the schooner between 21 June and 2 July. You can enjoy a relaxing day trip with up to 10 people for the special all-in price of € 1.250 (excl. VAT) including drinks and lunch on board.

El Castillo makes La Heredia complete

In March, construction began for the latest (and in fact, the very last!) development phase of La Perla de La Heredia, known as El Castillo de La Heredia. Twenty new townhouses and eight villas will soon adorn the side of the mountain on the outer edge of the existing community.

Once finished, El Castillo will very much be part of La Heredia as a whole, with luxurious homes that are all built in the same Andalusian architectural style but will each have their own unique characteristics. The final phase will also feature the same high-quality materials and finishes as the rest of La Perla de La Heredia, including the red pine, Macael marble, polished brass, and Arabic and hand-pressed clay tiles.

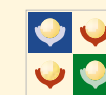
Construction is planned in two phases, with the first homes set to be completed in the first half of next year. All 28 villas and townhouses should be ready to move into before the end of 2005. The properties at El Castillo have certainly attracted a lot of interest, as 24 of them had already been sold off plan at the time of going to press.



Tranquil holiday at Domaine de Bonnefond

In the rustic heart of Le Périgord Vert, Domaine de Bonnefond is an impressive 12th-century estate that once served as a sanctuary for monks. Nowadays, it's a luxuriously spacious mansion available for holiday rental through Serendipity (www.serendipityrentals.com), an associate company of La Perla Living. Full of beautiful features such as a central staircase carved from a single block of white stone, an oak refectory dining table and beamed ceilings, Bonnefond easily accommodates 12 people.

From the cobbled courtyard, heated swimming pool, sun terrace and extensive lawn, you can enjoy uninterrupted views of the countryside. There's plenty of space for recreation and relaxation, and the peaceful lake provides the perfect setting for a spot of fishing. And now, as an exclusive offer, if you stay at Domaine de Bonnefond in June or July, La Perla Living offers you the services of a professional chef for an unforgettable evening of gastronomic delights.



La Perla Living®

Share our passion



New and improved website for La Perla Living

In line with La Perla Living's latest round of exciting new initiatives, the company is relaunching its website. The new website, planned to go online this summer, will better reflect La Perla Living's position as the world's leading brand in luxury residential real estate. Exceptionally easy to navigate, the website will feature a clear, uncluttered layout and will provide extensive information on each of the La Perla Living projects, including the surrounding regions, the architecture, the housing styles and the overall project plans.

The new site's client update system will make it easier for you to access comprehensive information about the status of your property. The site will also feature a special Club La Perla Living section. By simply logging in with your personal Club Card number, you'll be able to quickly arrange and adjust your La Perla Living services. You'll receive notification as soon as our fresh new site with its added features goes online – we're sure you'll find it as attractive as the La Perla Living properties themselves!

www.laperlaliving.com



Vietnam – land of beauty and promise

Once considered inaccessible and impoverished, Vietnam has broken free of its former constraints and is now enjoying a cultural and economic resurgence, making it one of South-East Asia’s most interesting and attractive destinations. That’s why La Perla Living is considering this beautiful country as a possible new development location.

Often referred to today as the next ‘Asian tiger’, Vietnam is currently going through the latest in a long line of fascinating transformations. From the sophisticated Dong Son culture of the 3rd century BC to the end of French rule in 1945, the country has experienced a dazzling variety of conquerors and cultures, including the Indianised kingdom of Funan, the Hindu kingdom of Champa, and a thousand years of Chinese rule. Now, with the conflicts of the mid-20th century well behind it, ongoing economic reforms are transforming the republic once again – this time into a booming free-market economy with low inflation and a rapidly developing infrastructure. No longer one of the poor children of Asia, Vietnam is an increasingly safe, stable and accessible destination with a highly attractive investment climate. Yet the cost of living is still remarkably low.

Land of contrasts

Shaped like an elongated ‘S’, Vietnam shares borders with China, Laos and Cambodia, while its eastern coast stretches out over 3,200km along the South China Sea. It is a land of striking contrasts, with vast differences in terrain between the mountains in the far north and the low, flat delta in the south, divided by the central coast and highlands. As an intricate tapestry of soaring peaks, tropical forests, lush fields, sinuous rivers and golden beaches, Vietnam’s natural beauty is breathtaking. Inland, the countryside is dotted with tranquil villages, while the fertile deltas and coastal areas offer captivating views of endless green rice paddies tended by women in cone-shaped hats. On the central coast, the white sandy beaches and clear turquoise waters around Nha Trang, known as the Mediterranean of Vietnam, are a particularly stunning and relaxing retreat, with a number of exclusive beach resorts located there.

Like its landscape, Vietnam’s climate is multi-faceted, with wet and dry seasons varying across the country. Although winters in the northern mountainous areas can get quite cold, the country’s south enjoys a year-round tropical climate. Nha Trang is said to enjoy the very best of Vietnam’s climates, unaffected by the south’s summer monsoon, and with an average annual temperature of a balmy 26 °C.

Enchanting cities

Vietnam’s graceful cities are also captivating in their diversity, from the leafy capital of Hanoi in the north to Ho Chi Minh City (formerly Saigon) in the south, which is the country’s dynamic and modern economic centre, complete with glittering skyscrapers housing many international hotels and companies. Other interesting cities include the ancient capital of Hué, one of Vietnam’s main cultural, religious and educational centres, and Dalat, the artistic jewel of the central highlands, with its bustling café culture. Although very different, most major Vietnamese cities are a harmonious blend of old and new, featuring charming old neighbourhoods with colonial French houses, shaded boulevards, fascinating pagodas, temples and churches, botanical gardens, and excellent museums, alongside modern urban facilities.

A wealth of traditions

With a population made up of 54 different ethnic groups and a history that stretches back some 4,000 years, Vietnam has a vibrant cultural heritage, which it has managed to preserve despite its rapid development. This includes many fascinating Buddhist temples and monasteries (Buddhism is Vietnam’s principal religion), as well as rich artistic traditions such as silk painting, puppetry and lacquerware. It also includes the wonderful local cuisine, flavoured with distinct herbs and spices. Experiencing these wonders first-hand is made all the easier thanks to the openness, warmth and hospitality of the Vietnamese, who make all visitors feel welcome, no matter where they are from.

Fulfilling Vietnam’s promise

La Perla Living has been quick to recognise Vietnam’s superb qualities and enormous potential, and is currently scouting for suitable locations to develop its first Asian community. Any resulting development will, of course, bear La Perla Living’s signature – offering buyers a great investment opportunity as well as an exceptional and unique living experience in this shining new Pearl of the Orient.



As the weather hots up, make the most of those lovely, long summer days by discovering more about local gastronomy, art, music, dance and culture. There's no better way to do this than by visiting some of the many colourful summer festivals and fairs. Here are just a few ideas so you can start planning your summer.

Enjoy!



Andalusia Costa del Sol



Festival Internacional de Música y Danza – Granada

23 June–3 July: Granada's 53rd music and dance festival offers something for everyone, from symphonic music to chamber music, opera, Spanish zarzuela and, of course, the very best flamenco. One of the festival's highlights is the world premiere of a spectacular new show, *Pastora 1922*, starring homegrown flamenco singer Estrella Morente and taking place at the historic enclave Patio de los Aljibes on 29 June.

Fiesta de la Virgen del Carmen – fishing towns and villages

16 July: On this evening, coastal fishing towns and villages parade effigies of La Virgen del Carmen, the protectress of seamen, through the streets before setting sail on a flower-adorned boat, while brass bands play, crowds cheer and fireworks fill the sky. Celebrations vary from town to town, but a good place to see this fiesta is **Estepona**, where the Virgen del Carmen is one of the most beloved saints.

MAC21 Art Fair – Marbella

21–25 July: MAC21 is the 7th International Contemporary Art Fair of Art Galleries of Marbella City. This year, the Fair will feature 20th- and 21st-century artworks, including paintings and drawings, engravings, sculptures, photographs, installation art and experimental artwork. The Fair will be held at the Marbella Exhibition & Congress Centre and will be open to the general public from 6pm to 11pm.

Feria de Malaga – Malaga



14–22 August: During Malaga's summer fair, the city centre is transformed into an exuberant street party, with plenty of music and dance. Held around the Marques de Larios, the fair commemorates the re-conquest of Malaga from the Moors in 1487. Expect fireworks, lots of sherry, decorated food stalls selling local delicacies, and people in traditional costumes. Summer fairs are held in every Andalusian town and village, spread out between April and October.

Dordogne



Feu d'artifice du 14 Juillet – Périgueux, Saint Yriex La Perche

14 July: Bastille Day is marked by festive events across France, and the Dordogne is no exception. The festivities in both Périgueux and Saint Yriex La Perche include spectacular fireworks displays set to music.

Festival of Mimos – Périgueux

2–8 August: Held since 1983, Mimos is the world's most important annual contemporary mime festival. A variety of free performances will take place in Périgueux's picturesque streets, while mime enthusiasts can enjoy more elaborate shows at venues such as Le Theatre and Le Palace, and even take part in mime workshops.

9th Festival of the knife – Nontron



7–8 August: Nontron is famous for its intricately hand-decorated knives, manufactured at the Couteau de Nontron knife factory for at least 500 years. The two-day Fête du Couteau with its many demonstrations offers a rare opportunity to see international knife manufacturers and craftsmen at work.

Sinfonia en Périgord – Périgueux

27 August–5 September: The Sinfonia en Périgord is a festival of classical and baroque music held in the churches and abbeys around Périgueux. This 14th edition of the

festival will include 18 concerts, featuring pieces by Bach, Händel and Charpentier, spread out over 10 days.

Antigua



Antigua Carnival – St John's

23 July–3 August: Antigua's Carnival is the highlight of the island's entertainment calendar. All scheduled events will take place at the Antigua Recreation Ground in St Johns but there will be colourful street parties as well. Some events to look out for are the Panorama steel-band contest, the Calypso Monarch and costumed street parades. Below are some of the key events of this year's Carnival.

Road march to Carnival City – St John's



24 July: Official opening of the Antigua Carnival 2004 with an afternoon road march from Mas Camp through St John's streets to Carnival City, where a Jam Band Spectacular will be held in the evening.

Jaycees Caribbean Queen Show – St John's

30 July: On Friday evening, Carnival Queens from across the Caribbean will descend on Antigua's Carnival City to compete for the 2004 Caribbean Queen title.

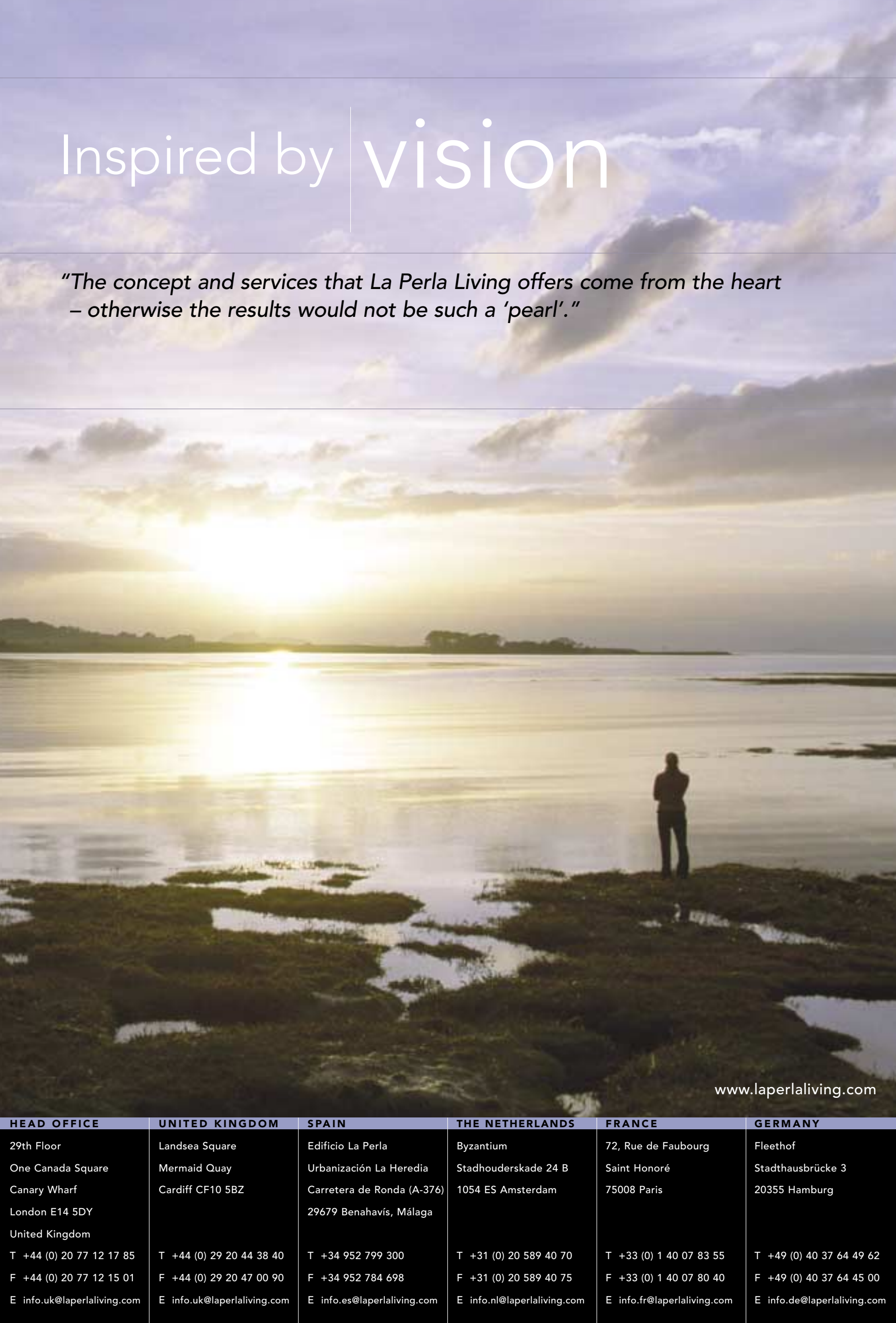
Parade of Troupes and Groups – St John's

3 August: A Parade of Troupes and Groups will begin at 11am, with winners to be announced at 4pm. The parade will end mid-morning on the 4th as bands move back to Mas Camp, signifying the end of the street carnival.

Beach Bash – Ffryes Beach

7–8 August: To celebrate the finale of the Antigua Carnival 2004, there will be non-stop partying at Ffryes Beach on Antigua's west coast on Saturday and Sunday from 2pm onwards.





Inspired by | vision

“The concept and services that La Perla Living offers come from the heart – otherwise the results would not be such a ‘pearl’.”

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