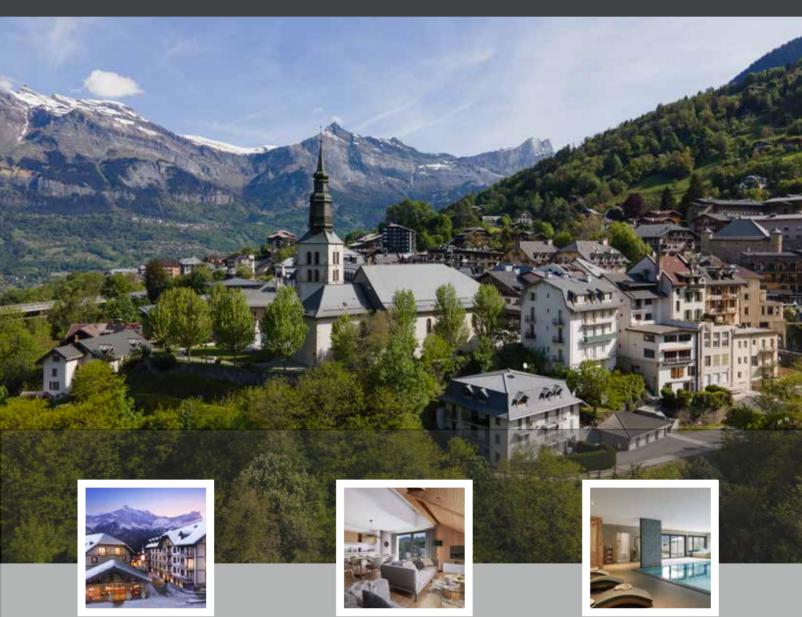




## **SAINT-GERVAIS-LES-BAINS**

MONT-BLANC VILLAGE • FRANCE (74170)

#### **SPA & 4-SEASON RESORT**



Exceptional location

From one bedroom (T2) to four bedrooms (T5)

Pool, wellness area, etc.

# SAINT-GERVAIS-LES-BAINS,

















Exit no. 21 or Les Gorges de l'Arly towards Megève



### **SNCF STATION**Saint-Gervais-les-Bains – Le Fayet.

For all trips to the Chamonix Valley: nc Express – Le Fayet – Chamonix. From Switzer-land: Leman Express.



#### INTERNATIONAL AIRPORTS

Lyon-Saint-Exupéry: 206 m

#### NATIONAL AIRPORTS

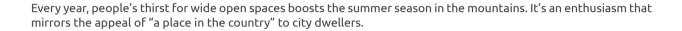


#### **VILLAGE FEEL RESORTS**

- 1 Timeless, authentic charm
- 2 A relaxed way of life to enjoy with the family
- 3 The mountain holiday of the future (genuine summer-winter dual season)
- 4 A safe haven family asset







#### VILLAGE RESORTS AND "VILLAGE-FEEL" RESORTS ARE ON THE RISE!

Buyers and holiday goers are increasingly becoming fans of resorts running in both summer and winter. An escape from city life in a chalet-style residence, whose traditional, wood and stone architecture offers a total change of atmosphere, surrounded by vast tracts of unspoilt nature. This is what lies behind the increasing popularity of year-round mountain holidays – starting with summer – and why they are driving growth in the tourism sector both now and for the future.

#### WHEN FEELINGS COME FIRST

Holiday lets aren't just investment opportunities nowadays! Feelings have a major role to play in the purchase of one of our residences. With the rise of the Airbnb concept, buyers like the idea of renting out their apartments for a few weeks every year to pay for the upkeep, whilst at the same time staying in control of bookings, so that they too can enjoy their holiday homes, whenever they wish. Purchasing a holiday home is therefore cost-effective, and the new owners don't have to worry about all the management issues that used to accompany such purchases.

#### A SAFE HAVEN ASSET IN ALL SENSES OF THE TERM

The impact of economic uncertainties (COVID-19, international economic tensions, etc.) makes stock market prices highly volatile. Compared with yo-yo markets, high-end real estate is clearly a safer bet. It's a safe haven family asset in all senses of the term, when you think how people living in the Paris area fled to the country when lockdowns were announced. Spending time getting back to nature with the family in the mountains is a top priority for our fellow citizens.



#### WHEN SPACE IS A LUXURY

Terrésens mountain holiday lets are the perfect answer to new client expectations: no more cramped conditions – instead, spacious places that feel more like real homes and offer the perfect balance between price and comfort in terms of space, particularly for living areas. The décor is based on open-plan fitted kitchen/living rooms, which is where most family life goes on. Terrésens has thus opted for living rooms that are at least 25m², in apartments with three rooms or more.

Moreover, apartments with two or more bedrooms (T3) now feature a bathroom, a shower room and two toilets, and owners now have their own cellar to facilitate using the accommodation for both personal and rental purposes.

#### NO NEED TO PERCH AT 2000 METRES ABOVE SEA LEVEL!

A real grassroots shift has been established among new buyers who are no longer focussing the investments solely on occupation during the winter and high-altitude skiing. Increasingly keen for their purchase to provide gains in both their finances and their personal pleasure, they are opting for village resorts with year-round appeal in attractive surroundings. Connected by high capacity lifts to large skiable areas, these village resorts offer both the joys of skiing and those of summer walks in the mountains, village strolls, and visits to café terraces and boutiques. These pleasures are often unavailable in the summer, if you stay perched 2000 metres above sea level, surrounded by bare rocks!

#### MOUNTAIN BIKES ON THE SLOPES - IT'S ELECTRIFYING!

Terrésens residences are increasingly in demand during the summer – a sign that mountain holidays are no longer just about skiing. Fewer holidaymakers wish to be stuck on a packed beach. With a cart hooked to their electric mountain bike, they would much rather picnic with family members at the top of an Alpine pass, bathe in a biotope lake, go rafting or canoeing, and other activities offered at very affordable prices in the summer. To satisfy their thirst for the great outdoors and for spending quality time with the family, many people are now saying they are thinking of buying a holiday home in the mountains.

#### **VILLAGE FEEL RESORTS**

- 1 Pure air all year round
- 2 Plenty of activities for everyone
- 3 Peace & quiet to relax
- 4 Perfect spot to spend quality time with the family!





#### **FRENCH SKI RESORTS IN FIGURES**

300+ ski resorts across six mountain ranges

23% of France

Top skiable area in Europe

Ranked 3<sup>rd</sup> among global ski destinations

10 million visitors to resorts in winter

29% foreign clients

120,000 direct and indirect jobs

## WHAT DO WE EXPECT FROM OUR HOLIDAY HOME BY THE SEA, IN THE MOUNTAINS OR IN THE COUNTRY?

Family home, pied-à-terre or somewhere to relax... Who doesn't dream of owning a holiday home by the sea, in the mountains or in the country?

Ideally, people want to use them for holidays and getaways "whenever they feel like it"!



of buyers would like to purchase a property by the sea, in the mountains or in the country want to rent out their holiday home to reduce costs or potentially have it pay for itself



said lockdown had made them want to enjoy longer, more regular stays in their holiday homes by the sea, in the mountains or in the country

#### MAIN CRITERIA FOR CHOOSING A LOCATION



62% Surroundings



48% Amount of sunshine



70% View



#### **LOWER PRICES IN SUMMER!**

The price of accommodation is lower during the summer season, and this is attracting more and more visitors. These last few summers,

there has been a real boom in mountain holidays.



#### **PLEASANT TEMPERATURES!**

For sun-lovers, mountains are where they can get some of the best sunshine. This is because the quantity of UV rays increases by 4% with every 300 metres of altitude. This means you can tan much faster in the mountains than on the beach...

Plus, you'll enjoy much more pleasant temperatures and avoid suffocating heat waves.



#### **PURE MOUNTAIN AIR**

A mountain holiday means leaving highly populated cities, air pollution and traffic jams far behind.

No more crowds! And you'll find lakes and rivers where you can relax and re-energise while admiring breathtaking scenery without any disruptions!



#### **DISCOVER NATURE**

You'll be blown away by the incredible panoramic views and spectacular landscapes.

This is the perfect place to extend your knowledge of the past, exploring old villages with their traditional architecture, museums, religious buildings and fortifications. Admire remarkable historic sites and learn about the history of mountain villages.

Head out to explore the wild plants and wildlife on our mountains!



#### **SOMETHING FOR EVERYONE**

You'll enjoy village festivals and a host of other activities like hiking, mountain biking, lake or pool swimming, water parks, thermal spas, paragliding, via ferrata, pony trekking and more. There's something for everyone, little ones and grown-ups alike.

#### THE RESORT

A village resort connected to a large skiable area!



Just as you exit the motorway Breathtaking view... Close to Chamonix

#### THE BEST RESTAURANTS ON THE PISTES



Le Refuge de Porcherey - almost like a doll's house perched at an altitude of 1700 m, La Folie Douce,

La Cabane à Léo - for the blueberry tarts, Le Tremplin de la Croix - and its spectacular view of Mont-Blanc.

#### THE BEST BARS IN THE VILLAGE:

Le Pub Bar with its panoramic view of the mountain-tops,

BJ's Café, a new garage/gallery/bar that's all about buying and selling old and vintage cars, The Last Bar.



**ALTITUDE** 850 m to 2,353 m



**LOCATION** Le Val Montjoie



#### **CHARACTERISTICS**

Village resort At the foot of Mont-Blanc Easy access



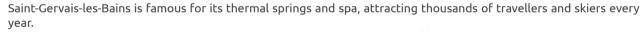
#### **ACTIVITIES**

Summer/winter resort Multi-Activity Resort



**LABELS** 

Family +



It's the only village in the Alps awarded the Alti-Forme label, because it offers not just the mountains and skiing, but spa treatments too – after all, it was the thermal spas at Saint-Gervais that first made it so popular, witness the imposing, 17th century style hotels to be found in the village.

Lying at the foot of Mont-Blanc, the village also boasts the "Famille +" label, making it a popular holiday destination with families, thanks to its location and the many activities available in both winter and summer.







# 2 EXCEPTIONAL SKI AREAS An ideal playground for skiers 1 - 3<sup>rd</sup> largest ski area in France 2 - Guaranteed sunshine

3 - Skiing for all4 - A varied area

#### **EVASION MONT-BLANC AREA**











#### **Linked to Megève, EVASION MONT-BLANC** is the 3<sup>rd</sup> largest ski area in France.

The Evasion Mont-Blanc ski area extends from 850 to 2,353 metres in altitude and includes Saint-Gervais, Saint-Nicolas-de-Véroce, Les Contamines, Megève, Combloux and la Giettaz.

It is wonderfully sunny. Most of the area is skiable, and you will discover beautiful off-piste areas on the Mont-Joly and Saint-Nicolas-de-Véroce sides.

A new feature was added to the Evasion Mont-Blanc area in 2020. A beginners' zone—at an altitude of 1,840 metres—was created at Mont d'Arbois: this progressive ski area offers more comfort and safety to learners (not to mention an exceptional view)!

- The area is accessible from Saint-Gervais: just take the gondola lift that goes to Le Bettex.
- The "Saint-Gervais" ski run allows you to return to the resort on foot.

**THE SKI AREA OF LES HOUCHES/SAINT-GERVAIS** extends from 1,000 m to 1,900 m in altitude. An exceptional 360° panorama of the Mont-Blanc massif can be enjoyed from its summit. Forest ski runs enable you to discover the pleasures of skiing.

With the Mont-Blanc or Fiz massif as a backdrop, the area benefits from exceptional snow cover that remains ideal throughout the winter sports season.

- The resort is accessible via the mythical Mont-Blanc Tramway.
- The Les Houches resort also hosts international competitions and is the training ground for the French ski team.

Contrary to its name, the Verte des Houches is a 3,343 metre long and 870 metre high black run.







**SAINT-GERVAIS AREA** 27 ski runs + 1 snow park



EVASION MONT-BLANC AREA 445 km of ski runs

> **SAINT-GERVAIS AREA** 55 km of ski runs



**EVASION MONT-BLANC AREA** 109 ski lifts

> SAINT-GERVAIS AREA 15 ski lifts



#### **WINTER ACTIVITIES**

Numerous activities to delight young and not so young!









#### MOUNTAINEERING

Saint-Gervais is one of the most popular mountaineering destinations for climbing Mont Blanc as well as several other peaks. Nestled at the foot of the roof of Europe, the commune is home to one of the three access routes to the highest peak in the Alps.

High mountain climbing is also part of the resort's DNA. Both novices, looking for their initial experience, and experienced mountaineers will enjoy the area and can find ascents adapted to their level.

If you want to practise mountaineering on the Mont Blanc and around Saint-Gervais, you should contact La Compagnie des Guides. Proud of its 150 plus years of experience, the company has 85 guides and leaders who escort individuals and groups wishing to discover the many mountain climbs.

Saint-Gervais is the gateway to many exceptional "4,000" sites. Two historic routes are among them: the Aiguille de Bionnassay and the "la Voie Royale" take you to the top of the roof of Europe!

#### HIKING

Snowshoeing is a fun, sporty way to discover the snow-covered Mont-Blanc massif. In Saint-Gervais, 8 marked snowshoeing routes are available.

Saint-Gervais also offers many hiking trails. Rural or wooded, some have a significant difference in altitude and are more challenging. Hiking is the perfect way to discover the fauna and flora of the Mont-Blanc region.

Don't miss the Mont Joly and Prarion summits, two hikes that will offer you a breathtaking view and a 360° panorama of the surrounding mountains.

The Tour du Mont-Blanc is one of the most beautiful treks in the world. It offers 155 km of hiking and 8,500 metres of vertical drop.

#### **CROSS-COUNTRY SKIING**

Cross-country skiing also enables you to discover the landscape in a different and more athletic way. You must be up to the descent, but the challenge and the beauty of the landscape are worth it. There are 3 marked cross-country ski routes for those who love beautiful landscapes and sports. There is even a night run on Tuesdays and Fridays.

#### ICE SKATING RINK

Saint-Gervais has a covered ice rink open to all. Ice hockey matches are organised on the rink.

#### INTERNATIONAL SPA RESORT

Saint-Gervais is the no. 1 mountain spa resort. With a middle- and upper-class clientèle, the Thermal Spa has achieved international fame.

Nestled at the bottom of a magnificent 10-hectare wooded park, the Thermal Spa of Saint-Gervais Mont-Blanc is a unique place. After more than 6,000 years underground, the water is highly rich in minerals and trace elements and offers exceptional therapeutic benefits.

Embark on a wellness journey in thousand-year-old, naturally-hot and beneficial thermal water. Relaxation activities, saunas at various temperatures, steam baths, a herbal tea room, and indoor and outdoor baths are offered at the foot of the Bonnant Gorge. Each area offers unique experiences, geared towards the visual, auditory and sensory. The Thermal Spa of Saint-Gervais Mont-Blanc has adopted a holistic approach to well-being, one that highlights the poetry of the journey of Saint-Gervais Mont-Blanc thermal water.

The Thermal Spa of Saint-Gervais Mont-Blanc offers treatments for dermatological and respiratory tract ailments. More recently, it developed a short-term wellness treatment for cancer patients suffering from the effects of their therapy. It also offers a programme to relieve tinnitus.

#### **SUMMER ACTIVITIES**

A breath of fresh air in preserved nature!











#### **AQUATIC CENTRE**

The aquatic centre has a 25 m swimming pool with underwater enclosures, a 43  $m^2$  leisure pool suitable for families combined with a paddling pool with water games for children, a 17 m x 10 m outdoor pool with a slide (open only in the summer), a space dedicated to relaxation with a sauna, steam room and solarium, and a snack bar (open only in the summer).

#### **MOUNTAIN BIKE AREA**

Take the gondola lift from Saint-Gervais to Le Bettex at an altitude of 1,400 m. On the agenda, hikes in the mountain pastures, mountain bike descents and a gourmet break facing the Mont Blanc.

#### MONT-BLANC ADVENTURE PARK

Come discover a fun course among the trees of the Parc Thermal du Fayet, a quiet and shady area. Climb rope ladders, pendulums, monkey bridges, footbridges, nets, and 180 m zip lines. It's ideal for the entire family!

#### THRILLS

The 90-metre bungee jump from the Saint-Gervais bridge offers an unforgettable view of the Bonnant Gorges and the majestic Mont Blanc. Pass by several structures, including Nepalese footbridges, on the Saint-Gervais Thermal Park's via ferrata. Several climbing sites are available in Saint-Gervais.

#### AND ART TOO

The 2KM3 Saint-Gervais Contemporary Art Platform is sure to excite the curiosity of any art-loving holidaymaker. Once a car-park, this urban art museum is home to works by artists from all over the world.

#### THE TRAMWAY OF MONT-BLANC

Known as the TMB, the Tramway of Mont-Blanc is the highest rack railway in France. It begins its trek in Saint-Gervais and climbs to the Nid d'Aigle at an altitude of 2,372 metres.

When it was created in 1906, the Mont-Blanc tramway's objective was to reach the summit. But the project encountered technical difficulties, and its cost was quite high. Moreover, the First World War put an end to this ambitious project.

Today, it is the starting point for mountaineers climbing the roof of Europe via the normal route and for hikers heading for the Tête Rousse or Goûter refuge. However, this stop is only open during the summer. Some tourists use the TMB to have a drink or a snack at the Nid d'Aigle refuge and enjoy the view before heading back down to the valley.

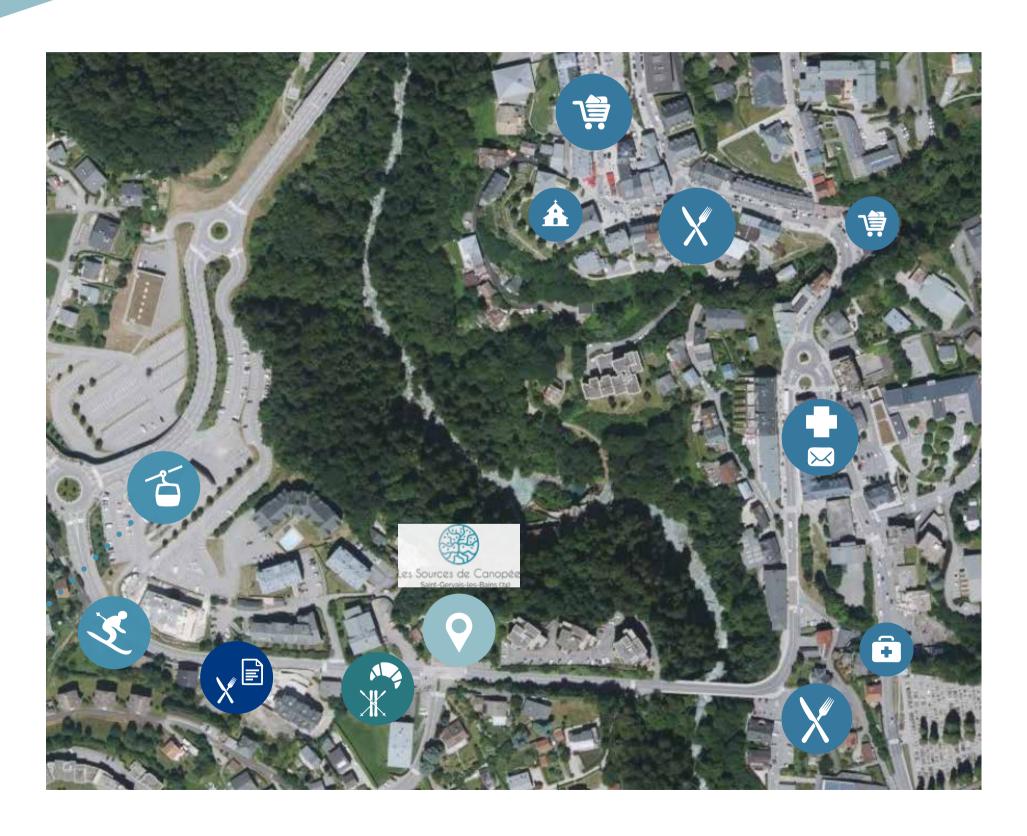
During the winter, the TMB takes skiers and pedestrians to the Saint-Gervais/Les Houches ski area at the Col de Voza or to the Bellevue plateau (at an altitude of 1,800 metres) for walks through the breathtaking scenery.



Located in the village of Saint-Gervais, the residence "Les Sources de Canopée" is ideally situated for a stay at the resort.

The ski lift to the "Evasion Mont-Blanc" ski area is a 3 minute walk from the residence and a 9 minute walk from the village centre.

A bakery and a ski rental shop are located opposite the residence.







Church/Village Centre/Retail Outlets **9 minute walk** 



Residence Grounds



Bakery/Ski Rental Shop **1 minute walk** 



Tobacconist and Newsagent/Restaurant

2 minute walk





Ski Lift Ski Back **3 minute walk** 

- Elegant traditional architecture A residence that offers a breath of fresh



Designed as a harmonious and intimate unit, the residence "Les Sources de Canopée" respects the architectural spirit of Haute-Savoie. It includes 59 apartments from T2 to T5.

The residence also offers common areas: reception, playroom, teen area, luggage room, cellars/storerooms, parking, bicycle room with electric sockets for recharging, ski lockers, laundry, swimming pool, sauna, steam room, jacuzzi and sensory shower.







#### THE RESIDENCE

Modern apartments, all well-equipped and tastefully furnished



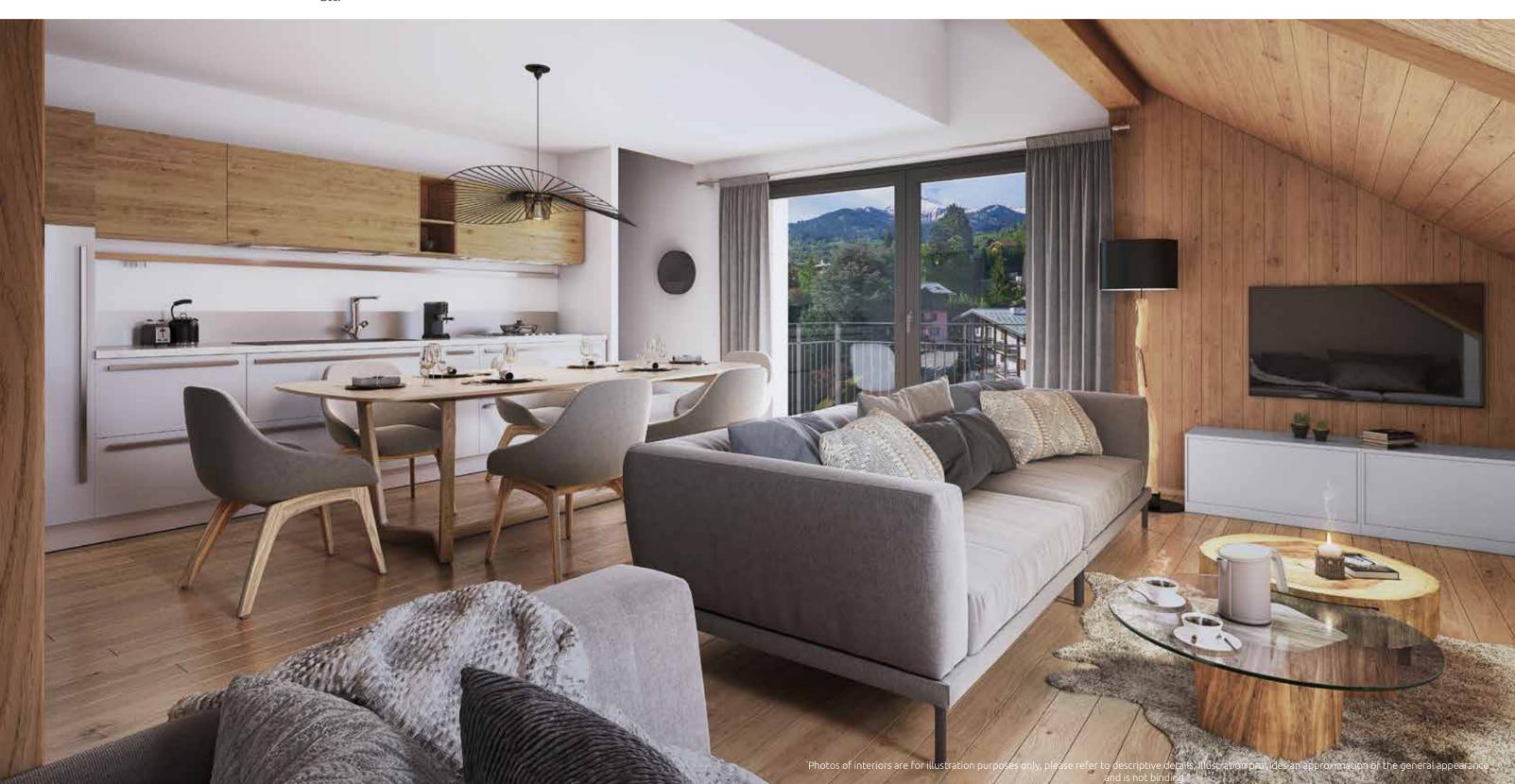
- Equipped kitchen and bathroom
- Full height tiling in bathrooms
  Extra flat shower trays
  Wall-mounted toilets

- Wooden parquet flooring
- Wooden interior and closet doors
- Etc.

The apartments at Les Sources de Canopée are designed for your well-being and meet the latest environmental standards. The interiors are ideally arranged with meticulous finishes to meet every desire.

With their generous dimensions, the living rooms are conducive to conviviality. As for the bedrooms, they

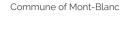
preserve the privacy of each occupant.
You will discover quality services, from the entranceway to the living spaces. Most apartments have a balcony, allowing you to enjoy the view of the Fiz mountain range.







# Overview of key indicators of sustainability and asset stability



A spa town that has retained its authenticity, and the grandeur of a thermal spa town

Tourist infrastructures of a dynamic city (schools, shops, train station, etc.)



4-season resort

Year-round living

A real estate haven/ family-friendly property market





High quality

CONVIVIALITY

Spacious living room

#### PRIVACY

Number of bathrooms, shower rooms and toilets adapted to the number of occupants

- Equipped kitchen and bathroom
- Full height tiling in bathrooms
- Extra flat shower trays
- Wall-mounted toilets
- Wooden parquet flooring
- Wooden interior and closet doors
- Etc.



Annual visitation

Evasion Mont Blanc linked to Megève via the Mont d'Arbois (> 400 km of ski runs) Les Houches Saint-Gervais

TGV Motorway The International Airport of Geneva

Sports activities.
Water play areas.
Theatre, cinema.
Casino.
Thermal baths, etc.







Les Sources de Canopée Saint-Gervais-les-Bains (74)

Sustainability and asset stability

ENJOYMENT - VALUE RENTAL INCOME





Architecture typical of Saint-Gervaisles-Bains,elegant & timeless

Roof design, dormer windows, balcony railings



Indoor swimming pool, sauna, steam room, jacuzzi



Underground parking, cellars, heated ski lockers, bicycle storage

storage



59 apartments

Pre-equipped car parks with IRVE (infrastructure for recharging electric vehicles)





Panoramic view of the Fiz massif (Aiguille de Varan)





#### **DYNAMIC OPTION**

Want to be able to use your apartment whenever you like but still benefit from profitable seasonal rentals?

#### CHOOSE OUR COMMERCIAL LEASE: TERRÉSENS VACANCES

Each year, you control your personal use\*.

Rentals advertised via the largest tourism distribution networks.

Flexible rental income according to your occupancy choices.

VAT recovered (20%) on the sum paid for your purchase\*

Owners' concierge service.

(\*) Up to a maximum of 182 days per year and within the framework of the acquis

\*\*) Claiming VAT: Art. 261 D 4e / Art 271 I and Art 271 IV of the French General Iax Code (CGI): claim back the 20% VAT paid in connection with the acquisition of a uncerted whellow of feeding access better leadings.



#### **CLASSIC OPTION**

Want to manage the rental process yourself (like an estate agent) without the benefit of VAT recovery?

## CHOOSE THE NON-EXCLUSIVE MANAGEMENT MANDATE:

VIA TERRÉSENS AND/OR AN ESTATE AGENCY

Renewable each year, as required.

Just let us know at any time which weeks you want to rent out your property.



#### **BASIC OPTION**

Want to rent out your property yourself an only make use of the para-hotel services?

# CHOOSE THE PARA-HOTEL SERVICE AGREEMENT: TERRÉSENS CONCIERGERIE

We'll organise reception, key hand-over, entry/ exit inspections, cleaning, household linen, presentation of wellness areas, etc.

#### If they so wish,

#### Terrésens can help owners with every aspect

of renting out their apartment for the holiday season.

#### An investment that won't disappoint:

top-of-the-range amenities, premium locations, energy efficiency.

Renting is easy with

a single, available point of contact.







Restoring trust to client relations is currently the main priority of VINCI Immobilier. As a subsidiary of the VINCI Group, a global player in concessions and construction, VINCI Immobilier is one of the major players in the French real estate sector.

Wherever you are, whatever your project, its 900 employees design and build projects that contribute to improving your living and working environment, dealing with both commercial and residential property. Our business lines' expertise and ability to continuously innovate enable VINCI Immobilier to meet client expectations by providing customised solutions that anticipate future lifestyle changes.

#### A SHARED COMMITMENT

Trust is earned, built and confirmed. Aware of the importance of buying a new home, VINCI Immobilier has chosen to build lasting relationships by relying on the expertise of its employees, on whom clients can rely at every stage of their acquisition project.

#### **NEW, DYNAMIC AND ATTRACTIVE URBAN SPACES**

As a local and regional player committed to working alongside those who, each day, help shape the cities and regions of tomorrow, VINCI Immobilier is one of the major economic players in the Auvergne-Rhône-Alpes Region, with projects that set the regional standard. Real proximity is guaranteed.

#### **RT 2012 GUARANTEE**

The 2012 Thermal Regulations (RT) currently in force aim to reduce greenhouse gas emissions. This means taking into account external thermal variations, limiting heat loss and reducing energy consumption. It's important to be able to count on sustainable comfort while controlling your budget and respecting the environment.



#### www.terresens-msh.com

A subsidiary of the Terrésens Group, Terrésens Hôtels & Résidences works for participating property owners to manage exceptional properties by the sea or in the mountains, including provision of a concierge service before and during their stay.

Terrésens Hôtels & Résidences selects first-rate destinations with strategic locations (resort centre, ski-in ski-out, sea view, etc.), to ensure that each managed property is always occupied.

Its teams supervise operations so that all runs smoothly, including cleaning, maintenance and technical oversight of the apartments and communal areas.

The dedicated sales team sells holidays at the properties, using European seaside and mountain holiday specialists to rent out owners' apartments.

#### **EXAMPLES OF CONCIERGE SERVICES OFFERED**









point of contact



hairdresser

Dry-cleaning



Mohile

hairdresser





champion

38 39

#### **OPERATION NAME:**

Les Sources de Canopée

#### **OPERATION ADDRESS:**

734 avenue du Mont d'Arbois 74170 Saint-Gervais-les-Bains

#### **OPERATION TYPE:**

Hotel and tourist accommodation

#### UNITS:

59 Apartments ranging from one bedroom (T2) to four bedrooms (T5)

#### **AMENITIES:**

Cellars/storerooms, ski lockers, parking, bicycle room with electric sockets for recharging

#### **COMMUNAL AREAS:**

Reception, playroom, teen area, luggage room, laundry, swimming pool, sauna, steam room, jacuzzi and sensory showers

#### DEVELOPER:

Vinci Immobilier

#### MANAGEMENT:

Terrésens Hôtels & Résidences

LYON Head Office 19 bis, Place Tolozan 60001

SAS [FRENCH SIMPLIFIED
JOINT-STOCK COMPANY] WITH
A CAPITAL OF €4,000,000
Lyon Trade and Companies Reg-

33 (0)4 72 14 07 14



www.terresens.com

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26.05.2023

