

DAMIAN

LIVE THE LUXURY

Issue / 01

Complimentary Copy

*The world's most enticing
hideaway hotels*

PROPERTY / STYLE / INTERIORS / GASTRONOMY / TRAVEL

DRIVE TO A DIFFERENT BEAT CONTINENTAL GT V8

The new Bentley Continental GT V8 promises a driving experience that is as refined as it is exhilarating. As the engine accelerates through the smooth 8-speed transmission, the revs build taking the menacing growl to an awe-inspiring roar. It is the sound of the all-wheel drive GT's visceral 4.0-litre twin-turbo delivering unadulterated sports performance, dashing from zero to 60mph in a mere 4.6 seconds. This is a Bentley like no other.

DIFFERENTLY DRIVEN.



To bring this ad to life, simply download Aurasma Lite from your app store. Point your device at the image to access special hidden content.

BENTLEY EMIRATES - Al Habtoor Royal Car, Tel: 02 - 6423114, Fax: 02 - 6423118 www.bentleymotors.com
Al Habtoor Motors, Tel: 04 - 2944492, Fax: 04 - 2944422, Bentley Marina Boutique, Tel: 04 - 4475365
www.alhabtoor-motors.com



BENTLEY
EMIRATES

Fuel consumption figures for the Continental GT V8 in mpg (l/100km): Urban 18.4 (15.4); Extra Urban 36.7 (7.7); Combined 26.7 (10.5). Emissions (g/km): 246. Fuel consumption figures are provisional and subject to Type Approval. The name 'Bentley' and the 'B' in wings device are registered trademarks. © 2012 Bentley Motors Limited. Model shown: Continental GT V8.

WELCOME *to* A LIFE OF LUXURY

A very warm welcome to this, the inaugural issue of DAMAC Properties' new magazine.

What we have set out to do with DAMAC magazine is to bring you an eclectic mix of lifestyle and personal interest stories that we feel will be a reflection of the style and tastes of people residing in or planning to invest in a DAMAC Property.

The people you meet and the places you go to reflect the luxury and lifestyle befitting a resident of DAMAC Properties. Owning a DAMAC Property is not only about making a strong investment, it is a lifestyle choice. High-end design, breath-taking architecture, inspirational travel destinations and new technology all come together in DAMAC magazine to provide a window on the world of the very best that life has to offer.

In this issue we travelled the globe to bring you the most secret hotel hideaways and a selection of the best designed homes; we sit down with legendary photographer Lawrence Schiller to hear tales of his favourite subject, Marilyn Monroe. There is also a report on the rebirth of luxury jewellery

brand Fabergé and we remember Ferrari's iconic F40 as it celebrates 25 years.

We believe that real estate in the MENA region is an attractive proposition as the market offers excellent value for money with plenty of scope for future capital appreciation. As such, this magazine also features a dedicated property section in which you will find step-by-step details to buying in Dubai (plus an interview with someone who has done so), along with industry-related research and market commentary.

We hope that you enjoy this first edition of DAMAC magazine and that we have been able to inspire you to live a life of quality, beauty and exquisite design that reflects your life to enhance the place that you call home.

Happy reading,

The DAMAC magazine team

damacmagazine@damacgroup.com



DAMAC PROPERTIES' CONTACT DETAILS

UAE

Toll Free: 800-DAMAC
(800-32622)
International:
+971 4 515 6111

Dubai

Ocean Heights
Al Sufouh Road
Tel: +971 4 450 8777
Fax: +971 4 454 2891
dubai@damacgroup.com

Park Towers
1st Floor,
Office - 101
Dubai International
Financial Centre
Tel: +971 4 376 3600
Fax: +971 4 373 1490
dubai@damacgroup.com

United Kingdom

Star Luxury LLC
6th Floor

50 Hans Crescent

London SW1
Tel: +44 7879 539 906
info@starluxuryproperties.com

Kingdom of Saudi Arabia

Riyadh Tahlia Street,
FAHDA Centre Bldg, 102.
Tel: +966 1 217 5858
Fax: +966 1 217 5959
kasa@damacgroup.com

Jeddah

Al-Shumeisi Building,
2nd Bldg, After Tahliah
shopping centre,
Tahliah Street.
Tel: + 966 2 284 5445
Fax: +966 2 284 5446
kasa@damacgroup.com

Lebanon

Suite No. 1012,
1st floor,
Beirut Souks,

Gold Souk Area,

Beirut, Lebanon
Tel: +961 1 999 169
Fax: +961 1 992 942
beirut@damacgroup.com

Jordan

Abdali, Al Abdali Project
Damac Tower, First Floor
P.O Box: Amman 841317
Jordan 11181
Tel: +962 6 565 7457
Fax: + 962 6 565 7896
jordan@damacgroup.com

Egypt

Cairo (Head office)
68 El Merghany Street,
Heliopolis,
Abou Ghali Building.
Tel: +20 241 49474
Fax: +20 241 49540
egypt@damacgroup.com

Iraq

A Jadreyah,
District 911
Street 26, Office 11/2 Baghdad
Tel: +964 1 77 64 102 /
+964 1 77 64 103
Fax: +964 1 77 64 101
baghdad@damacgroup.com

Qatar

Doha
4th Floor, Office No. 04,
Al Qassar Tower
(Next to Olympic Tower)
West Bay Area,
P.O. Box 18223
Tel: +974 44 666 986
Fax: +974 44 554 576
doha@damacgroup.com



DAMAC



Cover /
The Manor at Samara,
South Africa

Contributors /
Chris Anderson
Laura Binder
Hazel Plush

*Creative Direction
& Design /*
Adam Sneade
Vanessa Arnaud

Published by /
HOT Media FZ LLC
for DAMAC Properties

CONTENTS



FEATURES

4 / *Be Here Now*

Destinations that will have you reaching for your passport...

8 / *The White Stuff*

Rock 'n' roll restaurateur Marco Pierre White on his latest Dubai venture – and the price of Michelin-star success

14 / *Life Begins at F40*

Happy birthday Ferrari F40 – we look back on the sizzling super car's last 50 years

20 / *The Great Escape*

Luxurious hotel hideaways to retreat to this summer – trust us, you won't want to leave...

26 / *Marilyn & Me*

Lawrence Schiller shares a rare glimpse of everyone's favourite bombshell, Marilyn Monroe

32 / *From Russia with Love*

How Fabergé made it back from the dead – with jewels in abundance

HOME

40 / *The Magnificent Seven*

Designer-to-the-stars Richard Landry talks us through his greatest works yet

46 / *The Perfect Mix*

Why the fashion pack will love Versace Home's latest collection

48 / *Get the Look*

Take 'suite' inspiration from some of the world's most beautiful hotel boudoirs

54 / *Ask the Experts*

Renowned interior designer Julia Dempster shares the secret of hot successful styling

PROPERTY

60 / *Why you Should Diversify Risk...*

How not placing all your eggs in one basket can bring investment gains

63 / *Luxury Defined*

How DAMAC Properties delivers on its promise of luxury, plus the fine views on offer at its Dubai developments

76 / *Maintaining Interest*

World-class rental yields in Dubai mean there's no better time to invest

78 / *A Tower of Strength*

Why DAMAC Tower in bustling Beirut is one-to-watch for investors

79 / *A Head for Heights*

The Gutierrez family opens the door to their glossy Ocean Heights apartment...

84 / *10 Steps for Buying*

A how-to guide for purchasing a home in Dubai

86 / *Champion of the World*

Why DAMAC properties' Park Towers was the toast of the International Property Awards

Be Here Now

CAPPADOCIA, TURKEY

Make for the historic heart of Turkey's Anatolian region and you're in for an other-worldly experience: the moon-like landscape of Cappadocia. And, if you ask us, there's no better way to drink it in than from the air. Head to the rock city of Göreme where droves of gigantic hot air balloons drift off at sunrise, floating overtop underground cities and bulbous fairy chimneys. Look harder still and you may spot houses (and the odd boutique hotel) carved into the ancient rocks. Delightfully surreal, it's a scene fit for a fairytale – so be sure to capture the magic on camera.





Be Here Now

FANCOURT, SOUTH AFRICA

If you dream of a vacation spent teeing off from stellar greens, few will make your jaw drop quite so far as Fancourt's: more than 1,500 pea-hued acres hug the luxurious hotel while, before it, three courses (Outeniqua, Montagy and the Gary Player-designed Links) are considered the cream of South Africa's golf scene. As for that breathtaking backdrop of emerald-coated mountains, it's part of the country's famous Garden Route. We'll be amazed if you get any actual golfing done...

fancourt.com





the
**White
Stuff**

Marco Pierre White is back in Dubai. In a rare interview, the tempestuous chef-turned-restaurateur sheds light on his latest venture – and what it takes to scale the heights of Michelin stardom

Words: LAURA BINDER





“I prefer to be tucked away in a corner with my own space, my own friends; I don’t need to know who’s sat on the next table – I don’t want to swim in the shallow end of society, I want to swim in the deep end.” Marco Pierre White – the chef-turned-restaurateur whose colourful career has earned him the nicknames *Enfant Terrible*, *Godfather of Gastronomy*, *Rock ‘n’ Roll Restaurateur* – is not a man to mince his words. Which is perhaps why my research on Britain’s most successful former chef threw up as many celebrity fall outs (he and Gordon Ramsay no

longer speak) and public feuds (he once threw 54 bankers out of one of his restaurants) as culinary accolades (among them, being the world’s youngest chef to earn three Michelin stars at age 33 – an achievement trumped only in 2002 by 28-year-old Massimiliano Alajmo).

Meeting the wild-maned man in person, then, was never going to be dull. We’re sat in the lounge of his latest Dubai outpost, *Titanic*, in Melia Dubai hotel which – as his opening statement revealed – is his preferred dining space. “Sometimes you want to escape and be catapulted into another little bubble...” he muses, reclined in an armchair, cool as a cucumber, with a cigarette in hand.

Head to *Titanic* yourself (it’s nestled in the unlikely location of Port Rashid, but don’t let that put you off) and you could well be persuaded to stay put amid its sea of plush velvet sofas too. Gold-tinged and glamorous, ‘*Titanic*’ is nonetheless a bit off the mark; its proportions are more cosy than colossal, but Pierre White insists it’s perfectly placed in the intimate new hotel. “Somewhere like this is nice for a birthday,” he tells me, “it’s quiet, it’s intimate, you can sit and have a pre-dinner drink, go through to the smallish restaurant that’s tranquil – it’s gentle.”

It’s an opening that’s nudged Pierre White’s number of UAE restaurants up to three – the fourth,

Wheeler’s in DIFC, was, at time of press, due to open shortly. Curiously, to date, Dubai and Abu Dhabi have been his only locations of choice for restaurants outside the UK. (There he has a culinary empire, from slick city eateries to English country pubs chock full of eccentric décor – “I always go to great extremes with them”.) But back to the case in point; why the UAE?

“It’s easy for me,” he says simply, “I can do them all at once.” While it may sound blasé, it’s a winning recipe for a restaurateur with his fingers in lots of pies. “I know some people who have opened in South Africa, the USA, Canada but the bottom line is they all crumble in the end.”

Today, the 50-year-old Marco before me (cool, calm, courteous, collected) appears a far cry from the fireball character I had expected – something I put down to the fact that he has long hung up his apron (more of that later). Yet, as a restaurateur, he says he remains “very hands on”. So, what can those yet to eat at *Titanic* expect? “Recognisable dishes,” he says defiantly. “We all stray towards them. We like classic combinations. We also like food that is comforting. It has a British influence as there are a lot of expats here [in Dubai],” he nods. “I believe that in the end it’s the customers that dictate what’s on the menu. It’s about what the punters want...”






 “I think that self discovery is true success; when you
 discover yourself as a person, by doing so you start to accept
 yourself as a person”


And what of the dishes that most tempt Pierre White (a man who admits to only dining in his own restaurants) – foie gras, veal, lobster? “I like fish and chips,” he says with a wry smile. “I like comfort food. I love going to pubs in the countryside, I love prawn cocktail – with very good shrimps – shepherd’s pie, Yorkshire puddings on a Sunday. That’s me.”

It seems Pierre White has stayed true to the food of his homeland: hailing from Leeds, England (born to a British father and Italian mother) his first job was with the St George’s Hotel in Harrogate where he learned “how to delegate, how to organise myself and push myself to great extremes... how to use a knife to say ‘yes chef’...” and where he first found a restaurant guide and discovered the notion of Michelin stars. It was a discovery that sparked fierce ambition – and quickly catapulted him from a humble start to the world’s top eateries (Le Gavroche, La Tante Claire, Le Manoir aux Quat’ Saisons...) to the head chef of Harvey’s aged 24 (a young Gordon Ramsay and Heston Blumenthal

among his kitchen staff), to scooping three Michelin stars aged 33.

Looking back, Pierre White is grateful for his gains; “the most exciting journey of any chef’s life is to dream of three Michelin stars... to have the opportunity to realise that dream you have to class yourself as a very lucky person”.

Nonetheless, it was a route to success bathed in blood, sweat and tears (so much so, he’s quick to credit “escaping the kitchen” as his biggest career achievement). In 1999, as Britain’s most successful chef, he retired.

Thankfully, I find no need to tip toe around the subject – Pierre White is only too happy to relive his turbulent times, a look of trademark intensity across his brow. “I had three options, didn’t I?” he states. “One, to continue doing what I was doing, working six days a week, working endless hours and retain my status. Two, I could live a lie and pretend I cooked when I don’t, to continue to charge high prices when I’m not in the kitchen, to question my integrity. Three, to tell Michelin I am retiring, please

take me out the guide; I’m hanging up my apron. What do I get in return? My freedom. But I lose my status. Tomorrow morning I’m unemployed.”

And did giving it all up prove the right decision? He takes a drag on a newly-lit cigarette: “The journey was fantastic; the realisation of one’s dream was fantastic, but I had been there and done it. So I moved on. I retired.”

In hindsight, Pierre White sees his retirement as a ripe chance to “discover myself”, observing that 100 hours a week spent in the confines of a kitchen can leave a man “socially inept, emotionally limited.” Honest stuff.

“I think that self discovery is true success,” he goes on, “when you discover yourself as a person, by doing so you start to accept yourself as a person... have the opportunity to fall in love for the right or wrong reasons. You have the opportunity to do things for the right reasons, not do things for the wrong reasons...”

Pierre White took his time, disappearing from the public eye for five years. “I went to the



countryside,” he reveals, “I ran off and did all the things I did as a child. I did exactly the same when my mother died in the 1960s; ran to nature. Nature was my surrogate mother. If I’m honest, it’s where I’m most happy – it’s a world I understand, a world I feel comfortable in.”

But it didn’t stop there: “When I came back to London, away from rivers and streams and woods, I really started to discover myself. Now I do things I enjoy doing. I like working, I’ve worked all my life. But it’s not about work, it’s about a way of life. I like making things, I like creating things, it’s about expressing myself.”

Nowadays, Pierre White seems happy to have stepped in front of the stove – though the media’s appetite for one of the UK’s biggest chef personalities is yet to relent. “Today, in England, I turn down nine in 10 interviews. I’m not seen in public, only in my own restaurants. I’ve been there 25 years in the public eye and I’ve seen chefs come and go and I have to think of myself as being very lucky: I haven’t cooked on a daily basis in 12 years,

but to still hold the position I do in the industry... it’s extraordinary the media still have this appetite for me.”

You could argue that he provided enough fodder in his heyday to last a lifetime: a thrice-married, outspoken, intense chef personality and front-man of TV show *Hell’s Kitchen* whose bevy of London restaurants saw celebrities knocking at the door: Old Hollywood film stars (“who were very understated”) modern movie stars (note: Johnny Depp swerving the paparazzi at Mirabelle), sporting greats (Pelé, Bobby Moore, George Best), aristocracy... the list goes on. And that’s before you mention the odd public bust up (a group of bankers were unceremoniously booted out for misbehaving. “I always say the customer isn’t always right.”)

“Most of my reputation is the product of exaggeration and ignorance,” Pierre White insists. “I’m just Marco really; it’s as simple as that. I never tried to be anybody, I didn’t try to be a celebrity chef, I didn’t care about the papers. All I cared about was what was on my plate. But media,

journalists, they love a label – they dish them out like confetti.”

Despite the high times, Pierre White has no regrets about hanging up his apron strings: “In many ways I am happier today than I was in the kitchen,” he says. “I may not possess the same status or influence, but I am happier.” But does the urge to cook ever creep up on the restaurateur?

“I cook now and then, spend time with the boys in the kitchen and show them one or two things,” he says. “One great thing for me now is to share my stories with the young men and women in the kitchen and share an insight into my world. I stepped into this world and saw the golden age, saw the revolution, saw the end of the old world and saw the very start of the new world.”

As for what the future holds for his empire, Pierre White remains philosophical (“You best ask the big boy up there!”). My advice is to head to one of his ever-expanding restaurants and see for yourself – the lounge is your best bet for a chat with the man himself.

{ 4 }

Life begins at

F40



*THIS YEAR MARKS THE
25TH ANNIVERSARY
OF THE FERRARI F40
– A CAR THAT NOT
ONLY BECAME AN '80s
ICON, BUT STARTED
A NEW ERA FOR THE
PRESTIGIOUS BRAND*

Words:
CHRIS ANDERSON



It's hard to believe that for a marque as aspired to and respected as Ferrari that anything could ever go wrong. But in the early '80s, the name was not dominating motorsport like it used to, and the Porsche 959 and Lamborghini Countach seemed to be stealing a little too much of the limelight when it came to the road car market. Company founder Enzo Ferrari was also in his late 80s, and aware that time was against him. He was determined to finish on a high. It was from these factors that the F40 would emerge.

The car is the ultimate showpiece piece for the brand, with the brief to really push the engineers and designers to come up with not only the best Ferrari ever, but the fastest, most desirable car available. On its release – which coincided with Ferrari's 40th anniversary, influencing the name – there really was nothing else like it, and it became the first road legal production car to break the 200 mph barrier, achieving 201.4 mph in tests, and making it the fastest in the world for a time. “A little more than a year ago I expressed a wish to my engineers,” an 89-year-old Enzo Ferrari announced to the press in the summer of 1987. “Build a car to be the best in the world. And now that car is here.”

The F40 was to be the last car that Enzo would commission, as he was to pass away the following summer at age 90. This fact was to make the car even more significant to the brand's history, and he had achieved his goal of finishing with a bold statement. “At the time of its release, it was the first ‘supercar’, and really started that trend,” says Nigel Chiltern-Hunt, event co-ordinator at the UK Ferrari Owners' Club, and an F40 owner himself. “It was also exciting, as it was and is the closest you can get to a useable race car for the road. So as

a Ferrari enthusiast, it was the most desirable car with the most exciting performance.”

But you didn't have to be a Ferrari enthusiast to fully appreciate it. The design was simple, but incredibly effective – focusing on low weight and high power. It had a tubular steel chassis, like the 288 GTO that preceded it, but the weight was kept down with an extensive use of carbon-fibre composites, with other materials such as Nomex and Kevlar also featured, as they were in Ferrari's Formula 1 cars. The engine was a twin-turbo 2,936cc V8, giving 478 bhp and a 0-62 time of 3.8 seconds – slightly faster than the Porsche 959, one of the cars it had in its sights. The body was extremely aerodynamic, designed by Italian company Pininfarina, which had also been pushed to its limits, completing its work with the tall rear spoiler at the back. To increase the racing feel, there were sliding driver windows made of plexiglass, with bucket seats and no carpeting. The only luxury was the air conditioning. “We wanted the F40 to be very fast, sporting in the extreme and Spartan,” Ferrari's Giovanni Perfetti told *Autocar* magazine at the time. “Customers have been saying our cars were becoming too plush and comfortable. The F40 is for the most enthusiastic of our owners, who want nothing but sheer performance.”

Adding to the F40's desirability was its limited availability. Ferrari had intended to only make 400 models, but with the high demand experienced on announcing the car eventually produced 1,315, built between 1987 and 1992. The asking price was US\$400,000, and how could anyone not dream of owning one? “It was just iconic in the '80s,” says Paul Lovett, head of treaty at H&H Auctions in the UK. “It was the car that every kid had a poster of on his wall.”

Of course, now that those children have grown up and have money themselves, they can potentially afford to own an F40, which means the car is still in demand. In his role at H&H Auctions, Lovett works at the high end, sourcing cars for buyers and advising on their collections. He sees the F40 as one of the most desirable from the brand to own. “We're selling them all over the world,” he says. “Our two strongest markets at the moment are the Middle East and China.” And while the cars held their value in the early days, that is nothing compared to the point they are at now. “They will fetch anything between US\$470,000 and US\$700,000,” he reveals. “It depends on mileage and service history – and that's probably the most important factor – then obviously the overall condition of the vehicle. Without the service history, it wouldn't be as easy to sell.”

Lovett admits that good examples of the car – and owners willing to part with them – are increasingly hard to find, but can be a potentially good investment for those who succeed. “It has always been a car that attracts the investor,” he says, “but the prices have fluctuated dramatically. They've peaked at about US\$1.6 million, and they've been as low as US\$220,000, but today it's from US\$470,000 to US\$700,000 – the reason it has steadied is that money is coming in from these new markets, and the fact that there aren't that many cars.”

But it seems that the F40's significance to the brand will always mean there is a demand. “First of all, it was the last car that Enzo was personally involved in as a project, and for enthusiasts this is





⎵

“It was just iconic. It was the car that every
kid had a poster of on his wall”

⎵



an important feature," says Lovett. "It is also great to drive on the road and the track, so it is a great multi-purpose vehicle too."

For Nigel Chiltern-Hunt of the Ferrari Owners' Club, it is driving where the car really excels. "It's important to use it, but not to pile on high mileage," he says. "I have driven mine on most of the UK tracks and also at Fiorano, Mugello and Le Mans, so it has done its fair share of track work – and it is amazing."

When asked to elaborate, Chiltern-Hunt is happy to oblige. "It is a car that demands your attention, with no electronics to help you out," he says, "so it is very involving to drive – you must respect it. Like all thoroughbred horses, the F40 is a car that you must master and understand. It's a car that talks back to you and will bite you if you don't pay it attention."

And while it may have a reputation for speed, Chiltern-Hunt says the clever design of the F40 still makes it suitable for more sedate outings. "You can drive around calmly and sensibly with great economy and reasonable quietness, almost in a relaxed manner," he says, "providing the revs are kept below 3,500. Then, if you want outrageous performance, just keep your foot on the loud pedal and all hell lets loose. So it's really two cars in one – and on normal roads it's a very practical proposition, as you really can drive calmly in an F40."

He also realises the car's investment potential. "Collectors are realising what a great car it is," he says. "It's a masterpiece of a road car – maybe Enzo's spirit somehow lives on inside it – but no other vehicle since can do what the F40 can with such relative simplicity, which again makes it a long term sensible performance car to own. Made from durable materials that will not deteriorate, the F40 will still be going strong in 50 years' time."

For now, however, it is the car's 25th anniversary, and whether you are a fan of its driving or investment potential, own an F40 or have always dreamed of one, there are many reasons to celebrate. A showpiece now, it seems, as much as it was intended to be by Enzo Ferrari in the '80s, the car was displayed in great numbers at the Silverstone Classic, held at the famed British track back in July. "The cars were on display in the Silverstone paddock and took part in a special track parade around the full Grand Prix circuit," said press officer Jonathan Gill. "We had a similar celebration when the F40 turned 20 – again organised by the Ferrari Owners' Club – but this year's gathering was much bigger with more than 60 cars present. In fact, we believe it to be a world record number displayed."

In commissioning the F40, Enzo Ferrari not only made the doubts surrounding the marque's motorsport potential, and the distractions caused by its Porsche and Lamborghini rivals, a distant memory, he also secured both his and his brand's legacy for years to come. It was a huge statement, and a symbolic development. And while Enzo's death in 1988, a year after the car made its debut, may have ended one era, a new one had been successfully ushered in.



the GREAT ESCAPE

Leave the hustle and bustle behind you and make for one of the most luxurious hideaways the world has to offer...



The Manor at Samara



Hilton Seychelles



Ol Lentille

1. **THE MANOR AT SAMARA, SOUTH AFRICA**

This property is too good to resist: a stunning infinity pool peers over the Karoo mountain range, while (if you're quiet) cheetahs can be spied sipping from a nearby waterhole. Seclusion-seekers can rent the privately-owned manor house, which comes fully-staffed (so you won't have to lift a finger) and is decked out in designer-worthy décor. Get back to nature while you're there with a bush dinner beneath the African stars...

2. **HILTON SEYCHELLES LABRIZ RESORT & SPA, THE SEYCHELLES**

Globetrotters will find Hilton's seductive Seychelles property set on the palm-flanked Silhouette Island. A private beach and butler are just two features of the resort that assure relaxation, while the best suite for a heightened sense of solitude is the King Presidential Villa: with 1,090 square metres of space, it's tucked away on a pea-green hillside and boasts chic décor, sky-high ceilings and an ocean-facing infinity pool. With environs like this you won't want to leave...

3. **OL LENTILLE, KENYA**

Four staffed lodges are dotted across 200,000 acres of Kenyan wilderness at Ol Lentille, our favourite of which has to be Eyrie House (pictured). Here you can sprawl out on a faux fur rug or take a few barefooted steps outside for a dip in your private rock bath. Tear yourself away for long enough and you can while away lazy days at the sanctuary's organic spa, take a horse ride across the rugged terrain or enjoy a spot of croquet on its manicured lawns.

4. **EAGLE'S NEST, NEW ZEALAND**

For a real retreat, how about jetting your way to the furthestmost tip of the Russell Peninsula? Perched amidst emerald tree-tops in the heart of the tropics, the aptly-named Eagle's Nest boasts a cluster of high-class villas, the ruler of the roost being the Rahimoana Villa (with a 25 metre infinity pool, home cinema and private beach included). Here ocean-facing vistas are so divine they'll stir something in even the most seasoned traveller.

5. **TAJ EXOTICA, THE MALDIVES**

If being stranded on a desert island is your idea of bliss, there are few better places to retreat to than the crystal-clear waters of the Maldives. And no more so than the Rehendi Presidential Suite at Taj Exotica Maldives, which is perched on ocean-bound stilts and boasts floor-to-ceiling windows (not to mention immaculate furnishings). By day, a sunset cruise on the resort's speed boat is a James Bond-worthy experience, while relaxation is best achieved lounging on your suite's sun-soaked private deck. And as if that wasn't enough, a private butler is on hand 24/7.

6. **AMANGIRI, USA**

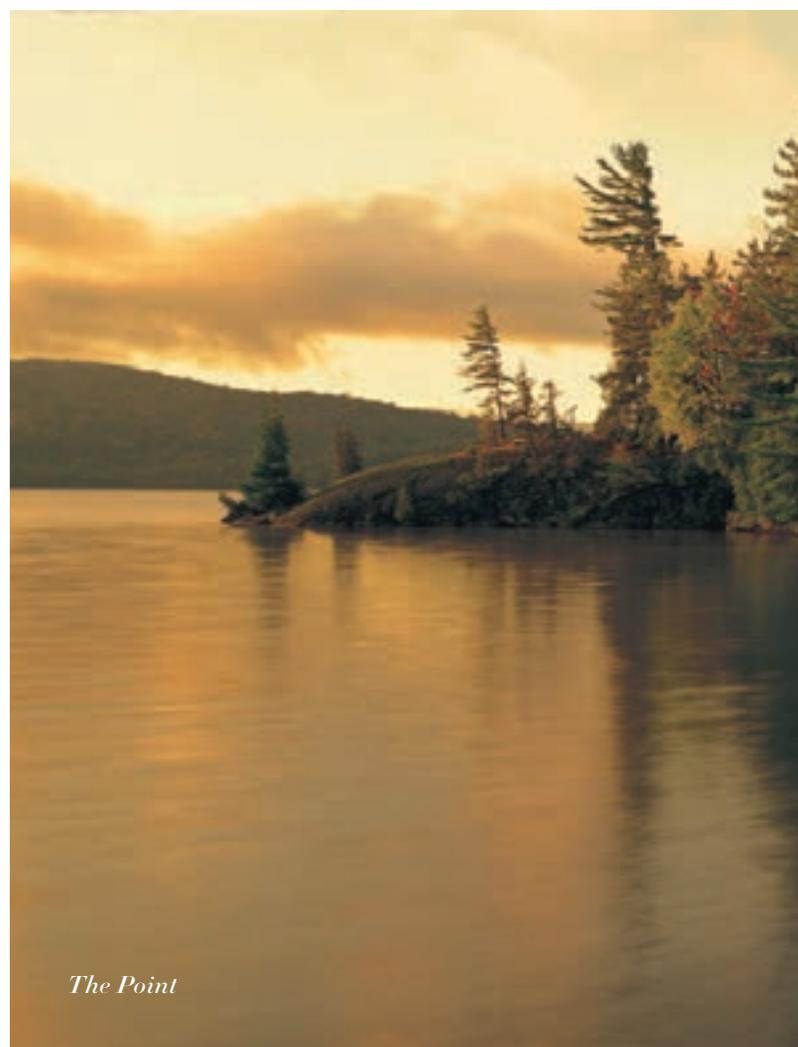
Tucked away in honey-hued Canyon Country, it takes a drive down a snaking, sparse valley to arrive at Amangiri. The resort sits at the foot of towering plateaus, so if it's sheer solitude you seek, you've found it. Inside, heart-stopping luxury prevails: a turquoise pool licks its way around a huge rock formation; a spa marries stone and water features to stunning effect; and the suites are a soothing show of creamy tones (book the Amangiri Suite for a private courtyard entrance and catch-your-breath Utah views).

7. **THE POINT, USA**

Privacy is a guarantee at The Point - directions are only divulged once a guest's booking has been confirmed. Nestled by the calm waters of a lake in New York's untapped north east, our tip is to have a Big Apple city break before escaping to unwind at this lesser-known lodge. Hugged by pine trees, surrounds are best surveyed from your private deck while come nightfall you'll be snuggling up in luxe log cabins (with furnishings that look like they're plucked straight from an interiors magazine).



Taj Exotica



The Point



Perched amidst emerald tree-tops in the heart of the tropics,
the aptly-named Eagle's Nest boasts a cluster of high-class villas'







Interview: CHRIS ANDERSON

Marilyn Me

International best-selling author Lawrence Schiller's new book reveals the unseen photographs he took of Marilyn Monroe more than 50 years ago, and his own insight into the troubled star's final days





L

awrence

Schiller sits at the table, flicking through his new book, a huge velvet-covered tome called *Marilyn & Me*, like a man possessed. He moves from one spread of photographs to the next, occasionally spinning the book around and pushing it in front of me, then taking it back and repeating the process. Each photograph sparks an anecdote, and each story creating the need to show an image relating to it. Some of the photos have been seen before, but not the entire shoots and proof sheets, featured here for the first time.

The book also tells the story of Schiller's various meetings with Marilyn, on two separate occasions. The first was in 1960, on the set of her movie *Let's Make Love*, where he took photos over a period of three weeks, and the second two years later, from filming *Something's Gotta Give* through to her death and funeral. Both time periods were very early on in Schiller's career. "I was 23 years old, I was a kid," he says of the first time he met her.

Schiller had already worked with other celebrities, but none as well-known as Marilyn. "I had photographed movie stars for the *New York Times*," he says, "and I'd done one or two assignments for a French magazine called *Paris Match*, but when I went to photograph her for *Look* magazine in 1960, she walked by me as if I didn't exist. She was just unapproachable. And the press agent from the studio called out to her, he said, 'Marilyn, this is Larry from *Look* magazine, he's going to be here for a few days.' And she turned around, and with a big smile she became Marilyn Monroe - not because of Larry Schiller, but because of *Look* magazine."

The glossy magazines served a different purpose in those days, and stars like Marilyn Monroe knew that working with them was vital in terms of promoting a film and pleasing her employers. "There was no internet," elaborates Schiller. "The glossy magazines were the way the studios got the word out for sales all over the world, so photographers like me were very valuable."

However, this apparent value could not stop the young Schiller from feeling intimidated by Marilyn during that first meeting. "She introduced herself, and I was so scared. I didn't know what to say, and I don't know where it came from, but I said, 'I'm the big bad wolf.' And she looked at me and said, 'You look a little too young to be that bad.' I told her I was 23, and she said, 'Well, when I was 23, I'd done this movie and that movie,' and it was kind of like a warming up. Then she said, 'I'm sure that when you grow up you're going to be a lot badder.'"

And with that Schiller began his first assignment working with Marilyn, taking photos around the set. He quickly discovered someone at the peak of her career and in total control of her image, knowing exactly how to present herself, and with final approval on each shoot. Schiller flicks the page to a shot of Marilyn in her dressing room, her make-up finished, turning to look at the camera. "She told me where to stand," he explains about how the photo came about. "She said, 'You go over there, and I'll give you a good picture.' So I go there, she turns and looks at me, and I only have to click the shutter once, because look at her, an extraordinary image... Marilyn Monroe at that moment knew photography better than I did - it really was amazing."

But Schiller also began to develop a theory of why she liked photography so much, and even preferred it to film. "With the still camera, she didn't have to talk, but with the motion picture camera she had to almost walk and talk at the same time, and I think that built up insecurity," he says, hinting at the origins of her inner demons. "She never looked at a director and was always late on the set."

Working with her at this point clearly made an impression on the young Schiller, but it was a very different photographer that was to work with her just two years later. "I had travelled around the world and become more accomplished. I understood the business more, and I knew about exclusivity," Schiller recalls. "Paris Match had asked me to photograph her for the movie *Something's Gotta Give*. Nobody knew it was her last, a lot of people said it was a lousy screenplay, and the studio were paying her just US\$100,000, while Liz Taylor was getting US\$1 million plus 10 per cent of the gross for her films."

But just as years earlier, when Marilyn knew how to instruct the young Schiller on taking her photo, she had ideas on how to increase her worth to the studio - something that would lead to the most memorable shoot in the book. "She said to me, 'What if I jumped into the swimming pool with a bathing suit on, as the script says, but then I came out with nothing on?'" Schiller recalls, his face mimicking the surprise he must have felt when he heard. "And her press agent who was there to protect her said, 'Marilyn, you're not thinking about that!' But she said, 'If I do that, and you sell those pictures around the world, I don't want to see Liz Taylor in those magazines where my picture is going to be.' I knew that was her condition of sale."

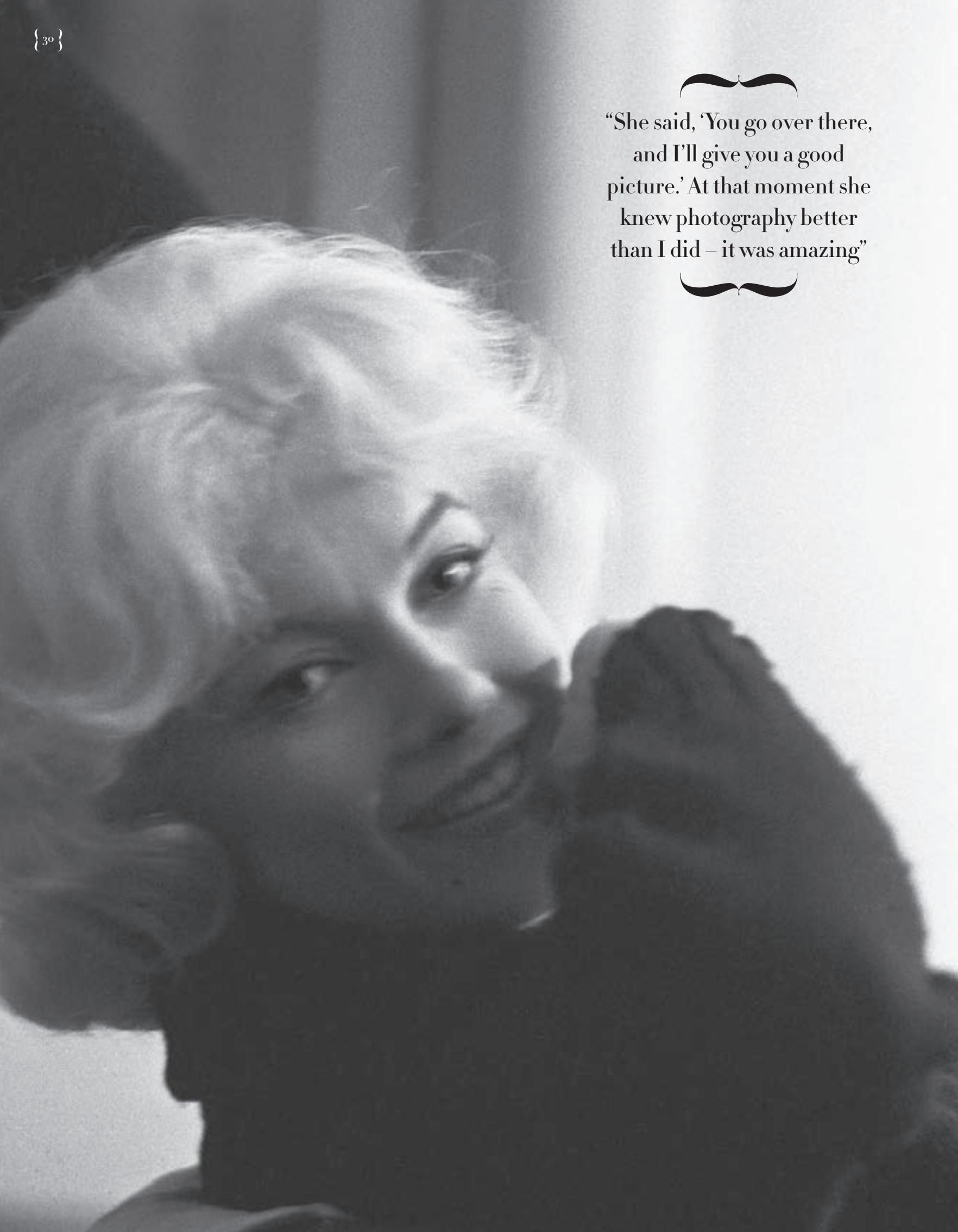


"The glossy magazines were the way the studios got the word out; photographers like me were very valuable"





“She said, ‘You go over there,
and I’ll give you a good
picture.’ At that moment she
knew photography better
than I did – it was amazing”



There seems to be a hint of admiration in Schiller's voice, recalling the way Marilyn could navigate the industry. The images that resulted are tasteful, described by Schiller as "saying everything, but showing nothing." He turns the pages again, explaining that when it was Marilyn and she knew what she wanted, there was little he had left to do. "This is all Marilyn Monroe doing it, this is not Larry Schiller doing it," he says. "Yes, I'm doing the lighting, picking the lens, and I know how to anticipate the moment... but everything else is her."

With these particular images, and the shots of Marilyn's 36th birthday celebrations, taken on set just days later, it is hard to appreciate them fully knowing that months later she was found dead in her home – on August 5th, 1962. There has been much speculation over her death – some say suicide or an accidental overdose, others something more sinister – but having known her at such a crucial time leading up to it, had Schiller witnessed any hint of the troubles that may have played a part? "I only saw the inner demons once," he recalls. "I was talking about my family. All of a sudden she went inside of herself, and it's as if I was her psychiatrist, and she started talking about how her mother was in a mental hospital and her father might have committed suicide, and she wanted a child so badly, but at the same time was afraid because she was worried that the insanity would be passed on through her genes. Her desire to have a child was as big as her fear of having one."

But Schiller points out that his relationship with Marilyn was always business first. "I may have built up a working rapport with her, but we didn't have a personal relationship," he says. "I didn't have private dinners with her. Yes, I was at her house when Bobby Kennedy came to visit, but I left, so I don't know what took place. When she dies, yes, I have this personal thing, but just as much I'm a professional photojournalist. My job is to come back with the story, and so I took these iconic images from her funeral, published all over the world."

It is hard to believe the events that Schiller describes took place 50 years ago. He and Marilyn parted ways when he was 25, and as a 75-year-old he can look back on a privileged and varied career, which his time with the star and the images he took no doubt influenced. "It helped me to become the businessman, to push the envelope financially," Schiller recalls, revealing how the decades that followed saw him photographing the Kennedy assassination and nearly every Muhammad Ali fight, before moving into film directing, winning countless awards, and book writing.

But while Schiller's career thrived, so did Marilyn's legacy, with her name and image echoing through the years – and will continue to do so for generations. Schiller smiles when he recalls the attitude that helped forge this, and how she reacted when he teased that his own fame might eclipse hers. "I told her, 'Marilyn, you're already famous, now you're going to make me famous,'" he says. "And she turned to me as if I was so cocky, which I was a little bit, and said, 'Larry, photographers like you can easily be replaced.'"



> *Lawrence Schiller: Marilyn & Me* hardcover in clamshell box, 210 pages. Limited edition of 1,712 copies, published by Taschen, US\$1,005. taschen.com

Words: BRYAN MOORE

FROM
RUSSIA
WITH
LOVE

Once the makers of expensive Easter gifts for Russian tsars, Fabergé survived a revolution and near obscurity before its revival as a prominent luxury brand



F

abergé is best known for making extravagant, bejewelled eggs that fetch huge sums at auction – in 2007, for example, its Rothschild Egg was sold at Christies in London for US\$13.9 million. But few realise that these items, made between 1885 and 1917, mainly for Russian tsars, represent just a small part of the brand's 170-year history, and that only recently were its true values reinstated. A group of investors came forward in 2007, buying up all rights to the name and forming Fabergé Limited, working closely with the descendants of the original founders to create new luxury products in line with those first pieces – in other words, worthy of attracting royalty. "I think Fabergé is one of the great magical names in the world of beautiful objects," CEO Mark Dunhill said. "We see ourselves as custodians of a very famous and illustrious house."

The house he refers to is one steeped in family values and tradition. The name Fabergé is derived from the Latin word 'faber', meaning 'smith' or 'maker', and it was Gustav Fabergé who originally set up the company in St Petersburg, Russia, in 1842. After completing his training to become a goldsmith, Gustav opened a small jewellery shop in

the city, and it was from here that the brand would grow. Today, two of his great-great-granddaughters, Tatiana and Sarah, are involved in its revival, advising through the Fabergé Heritage Council, set up alongside Fabergé Limited to guide the company in its choice of products and design.

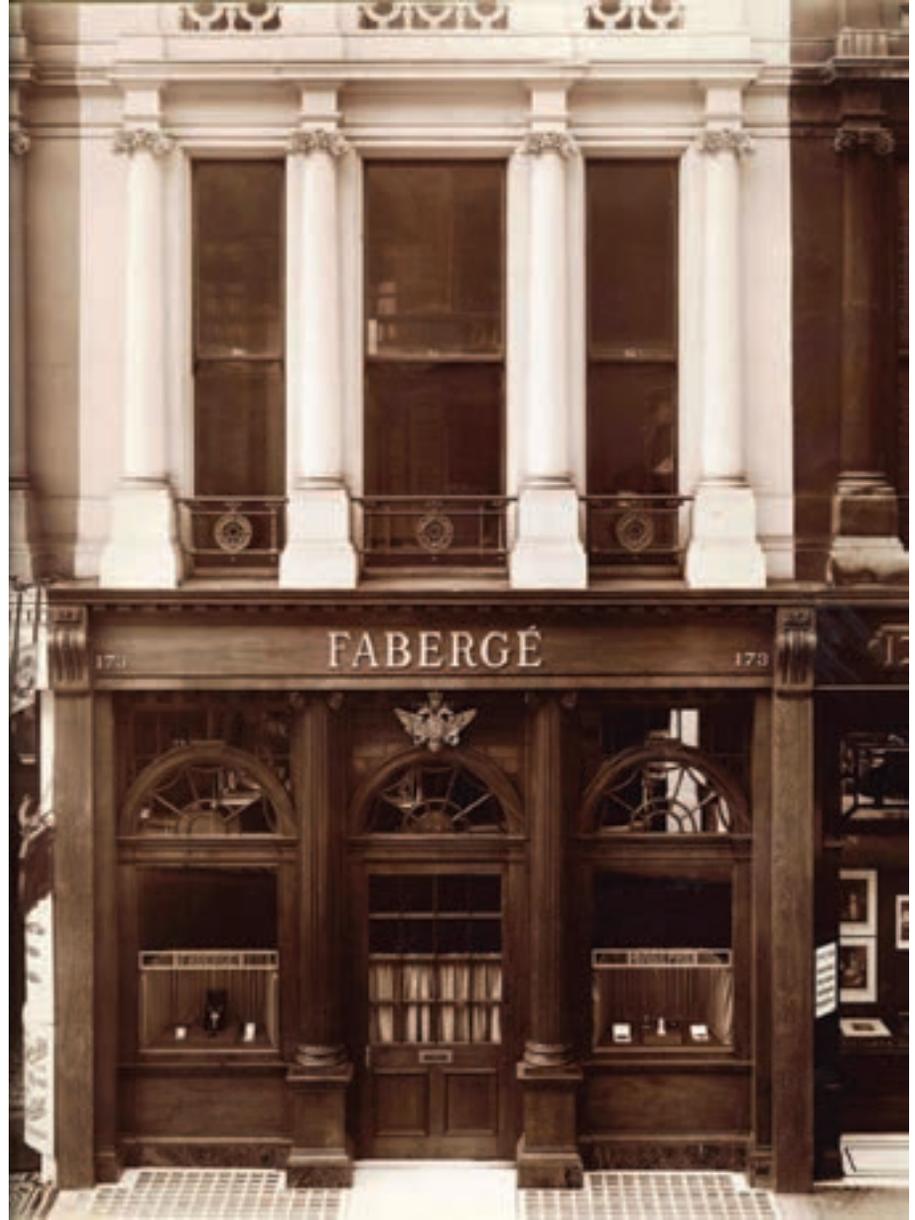
Of course, there were times when a return to former glories – and even an attempt to produce anything near as lavish as one of its famous eggs – would have been very much in doubt. From its humble beginnings, the brand rose to prominence under the guidance of Gustav’s son, Peter Carl Fabergé, only to be crushed during the Russian Revolution, and destined to be associated more with cosmetics than luxury items. However, its true value was always felt, with Fabergé eggs in particular often referenced in popular culture, and its original jewellery championed by Joan Collins and Ivana Trump during the ’80s. Eventually, private equity firm Pallinghurst Resources stepped forward, making efforts to purchase the rights and reunite them with the Fabergé family. “We bought the Fabergé brand to restore the name to its historic glory,” Brian Gilbertson, chairman of Pallinghurst, told Reuters. “After its century in the shadows, it has returned to the international market.”

This is a sentiment that would no doubt please Peter Carl Fabergé, who is said to have never recovered from the betrayal he felt when the Bolsheviks seized his company in 1917, forcing his family to flee to Germany and then to Switzerland, where he died in 1920. Peter Carl had been the eldest son of Gustav Fabergé, and it was therefore tradition for him to carry on the family trade. His father sent him all over Europe to train with the finest jewellery makers, and on his return took over the business. “I think he was a brilliant organiser. He was very, very advanced for his age,” his great-granddaughter Tatiana, who has written books on her family’s history, told the Pittsburgh Post Gazette. “For instance, in 1893, he already had a mail order catalogue in Russia. The people would order what they wanted, and there were instructions on how to pay for it.”

Something that Peter Carl had wanted for the business was royal patronage, but he had always been denied. But then, in 1885, the Tsar, Alexander III – who also happened to be the richest man in the world – was in need of an Easter present for his wife. Easter is a big gift-giving occasion in Russia, with the egg representing the re-emergence after a harsh winter. He commissioned Fabergé to make him a special egg, the Hen Egg, at a cost of 4,151 roubles (today US\$43,000). It is thought that the idea came from an egg his wife’s aunt had owned. “That’s when it started,” Tatiana adds.

The Hen Egg was enamel white on the outside, with three bayonet fittings, allowing it to be opened. Inside was a matted gold yolk, which could also be opened to reveal a multi-coloured gold hen in a nest of gold straw. This also opened to reveal a miniature diamond replica of the Imperial crown, with a ruby necklace suspended from it. So impressed was the Tsar with his gift that Fabergé was granted an Imperial warrant just five weeks later.

The Tsar would visit Peter Carl ever year at Easter and commission another egg, each more elaborate than the last. The tradition was picked up by Alexander’s successor, Nicholas II, who actually increased his order, buying eggs for both his wife



“In 2009, the first in a new line of products were released, Les Fabuleuses, designed by Parisian jeweller Frederic Zaavy and featuring 100 pieces”



The all-new
BMW 6 Series
Gran Coupé

www.bmw-dubai.com



Sheer
Driving Pleasure



THE FIRST BMW 4-DOOR COUPÉ. A PHENOMENAL SIGHT.

Breathtaking at first glance. The all-new BMW 6 Series Gran Coupé is a sight you will never forget. The first BMW 4-door coupé is an exceptional combination of outstanding aesthetics and sporting elegance. Imposing in length and proportions – extremely short overhangs, long wheelbase - it writes a new chapter in the history of legendary coupés. Once you enter this unique vehicle, the glass tilt-and-side panoramic roof provides a phenomenal view while the high-res 10.2" Control Display, a unique feature for the segment, was created for perfect vision. Visit AGMC for a truly unique experience with the all-new BMW 6 Series Gran Coupé.

www.bmw-me.com/6seriesgrancoupe

THE ALL-NEW BMW 6 SERIES GRAN COUPÉ.

BMW EfficientDynamics

650i 0-100 km/h in 4.6 sec

AGMC Call Centre (04) 339 1555, e-mail: testdrive@agmc.ae
Dubai, Sheikh Zayed Road
Sharjah, Industrial Area 12, Road 3
RAK, Sheikh Mohamed Bin Saleem Al Qassimi, main road
Fujairah, Al Halifat area, opposite Higher Colleges of Technology



Scan this code to download the "BMW 6 Series Gran Coupé" mobile application and dive into a new world of an automotive phenomenon.



THERE ARE HOMES. AND THERE'S VERSACE HOME.

DAMAC RESIDENCES BY VERSACE HOME,
JEDDAH'S ULTIMATE LIFESTYLE ADDRESS.



Ultra-premium residences from Damac and Versace Home. The partnership that takes luxury lifestyle living to never-before heights. Situated on the Jeddah Corniche with breathtaking views of the Red Sea. A luxurious world of sophisticated grandeur exclusively for those who seek a lifestyle of elegant opulence.

Located in an iconic tower, choose from 10 reserved floors of luxuriously appointed penthouses and spacious 1, 2, 3 bedroom apartments.

Show residence available for viewing by appointment only.



DAMAC RESIDENCES

interior design by

VERSACE
HOME



and mother. A total of 50 Imperial eggs emerged in the years that followed, with others created for select clients – the record-breaking Rothschild Egg was actually a gift from Peter Carl to Germaine Halphen to celebrate her engagement to Baron de Rotshchild in 1905. Eventually, the Imperial eggs were seized by the Bolsheviks during the revolution and sold to buyers around the world – today the location of 42 are known, while eight are still missing. The Kremlin in Moscow has 10 on display.

It may have been these eggs that made Fabergé famous, but the company offered everything from tableware to fine jewellery. Between 1882 and 1917, it is estimated that the brand created between 150,000 and 200,000 products, with additional premises in London, Kiev, Odessa and Moscow. Tatiana recalls hearing stories of how this expansion made Peter Carl a very busy man, as well as a presumably wealthy one. “My father knew him,” she says, explaining that Peter Carl would have been his grandfather. “I wouldn’t say he was afraid of him, but he was awed by him. He loved his grandmother – she was more approachable. At that time, children were supposed to be seen and not heard. They didn’t even take them to the workshop.”

But the success was not to last, and the revolution would spell the end of the Fabergé brand for a time. After his death in 1920, two of Peter Carl’s children, Eugene and Alexander, attempted to resurrect it in Paris in 1924, launching Fabergé

& Cie, a company that traded in and restored old Fabergé pieces from Russia, as well as other types of jewellery. However, things were never quite the same, and this new strand of the company could never match the heights of the original. An American businessman with Russian ties eventually decided to take the Fabergé name for himself, using it to launch a cosmetics brand in 1937 – all without the family’s consent. By the time they found out, they had no money for expensive lawyers and eventually settled out of court, relinquishing the rights to their own name for just US\$25,000.

The world would then associate Fabergé more with perfumes and aftershaves than luxury items, and its ownership would pass between different companies until it was eventually purchased by Unilever in 1989 for US\$1.55 billion. The original family members always attempted to win back the commercial rights, but were never successful – it would be 2007 when they received the help they needed to properly restore the brand. And in 2009, the first in a new line of products were released, named Les Fabuleuses, designed by Parisian jeweller Frederic Zaavy and featuring 100 pieces. With a strong marine theme, including shell-inspired earrings and seahorse brooches, the items were reassuringly covered in diamonds and other precious stones, with prices from US\$40,000 up to US\$9.7 million. These were followed last year by a modern take on the Imperial eggs,

with 12 couture egg pendants retailing for up to US\$600,000. Perhaps not as lavish as those favoured by the tsars, but Fabergé says it will accept commissions from high net worth customers to create bigger eggs.

And just as Tatiana informed us that Peter Carl had developed a mail order service in those early years, this new era would also offer a different way of selling. “You’re taking a very big risk if you’re building a network of stores,” says CEO Dunhill, revealing that he plans only a small number of boutiques – so far in Geneva, London, Hong Kong and New York – with rumours of an opening in the Middle East after the brand exhibited at the Doha Jewellery & Watch Fair earlier this year. “We are embarking on a pioneering business model. If you are thinking of spending US\$1 million on a bracelet, why not have the designer come out and show it to you on your yacht?”

Perhaps the yacht owners are the modern equivalent of the Russian tsars in the eyes of the new Fabergé, and if that is the case then Peter Carl would be pleased to know that his family business has finally been reborn. Certainly the sentiment is felt by Tatiana, who can look forward to passing the business on to future generations, just as her ancestors had intended. “It is rare to see history come full-circle during one’s lifetime,” she says. “I am delighted that Fabergé’s name has been brought back in from the cold.”



Indulge in luxury living when you
CHECK-IN

Earn high rental income when you
CHECK-OUT

Freehold Hotel Apartments
in the Burj Area
from AED 900,000*

*Terms and conditions apply.

Imagine owning a hotel apartment in the most prestigious Burj area, Dubai. Imagine staying whenever you want and earning rent when you are away. An ideal investment opportunity that will give you far higher returns than a regular real estate investment.

Call 800 32622

Email us at: promotions@damacproperties.com

www.damacproperties.com



HOME



The Magnificent 7

Richard Landry has designed beautiful homes for the rich and famous, he shows us his seven best

The Perfect Mix

Why Versace Home's latest range is the must-have of the season

Get the Hotel Look at Home

Inside the world's best designed hotel rooms and how to re-create the look at home

Ask The Experts

Interior designer to Dubai's elite crowd, Julia Dempster reveals her style secrets

The Magnificent SEVEN

*Renowned designer Richard Landry has created to-die-for homes for the likes of Rod Stewart, Mark Wahlberg and Sylvester Stallone, as well as countless other Hollywood big wigs. To coincide with the release of his new book, *Private Estates*, Landry talks us through seven of his favourite designs plucked from his 25-year career*

1.



CALIFORNIA-FRENCH ESTATE

This chateau-inspired estate – standing at the end of a tree and fountain-lined driveway – fuses Californian and French style to stunning effect. The interior organisation of the home is based

on a classic Beaux Arts model, with main rooms opening to a centre gallery. An in-house library, one-and-a-half-stories high, sees its walnut-panel walls illuminated by a vintage pendant light, while its entrance carries a hand-carved mantel

depicting the residing family's crest. The successful marriage of formal and relaxed furnishings are a feature throughout, showcasing elements of both sophistication and whimsy, old-world and new, while a spectacular adornment is a full-service spa.



THE WESTERMAN RESIDENCE

Overlooking the hills of Santa Barbara, the Westerman residence was designed to pay tribute to water. As such, everywhere you look – from every room of the Westerman house – you see water: water walls (one of which actually bisects the house from back to front), fountains and reflecting pools. The downstairs of this twin-level residence houses distinct quadrants: the formal quadrant, comprised of a living and dining room; the family quadrant, which houses the kitchen, breakfast room and a specially designed family room; the children’s quadrant (their bedrooms, a study and games room); and the service quadrant for staff. The second level is limited to a master suite, adjacent to which is a library. Shades of burgundy, yellow, and purple, all inspired by nature, appear on interior as well as exterior walls, contrasting with the arid neutrals of stone and grey.



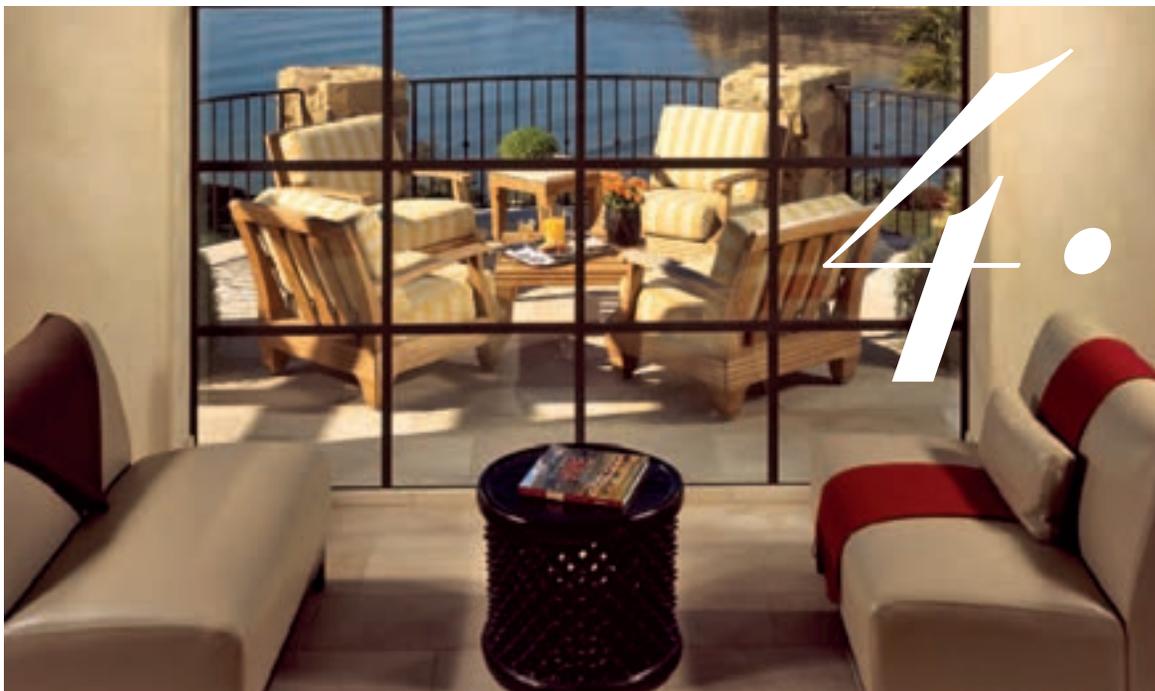
2.



THE FRANKLIN RESIDENCE

This stunning house and its exotic landscape appears more water resort than home. A 100-foot swim channel extends into a hollowed-out part of the garden and separates two large pools, while a koi pond, waterslide, a swim-in steam cave and a swim-up bar complete the aqua attractions – though that is just the outside. Inside, you’ll find a fireplace in the master bedroom that’s flanked by jellyfish tanks, and two more tropical tanks in the ‘great’ room. Most dramatic of all, however, is an 18-foot-long shark tank that separates the living room from the main room. Very Bond villain.

3.



THE BARTLETT RESIDENCE

Standing on a one-acre lot with unobstructed ocean views, the Bartlett house in California is U-shaped and built around a courtyard. Its interior design bridges the modern and the classic, referencing traditional Mediterranean style, and is overall pared down, with openness and light defining factors. It was essential to the owner that anyone entering the front door of the house sees the ocean immediately, and here visitors enter at the house's upper level, where all the public rooms and the master suite reside. The lower level of the house is dedicated to the children's rooms and a den, which opens up to the down-sloping backyard and tennis court. The perfect family abode.

FRENCH RESIDENCE II

This chateau-inspired mansion was, for 15 years, home to a Hollywood mogul and his family. By day it stands resplendent against the backdrop of formal gardens, and by night its limestone and antique brick façade is illuminated by twinkling lights. The classic exterior gives way to more modern interiors inside, no more apparent than in the master bedroom, where a sleek bed and tables made of highly lacquered, dark-stained wood, are set against a wall of white leather panels arranged in a brick-like pattern. It's an eye-grabbing example of a harmonious marriage between old and new designs.



THE BAZYLER RESIDENCE

California seems an unlikely setting for a castle, but on a two-acre site in the sunshine state stands this 25,000-square-foot estate. Myriad nods to this classic form of French architecture are present:

spiked turrets, winsome cupolas and romantic, wrought-iron balconies. A moat-like reflecting pool surrounds a round pavilion. Other fanciful luxuries include a grand, gold-hued ballroom, which also features a carved limestone fireplace and vast

crystal chandelier. While a circular, leather-seat adorned library looks down (through a glass floor) to the cellar. Yet it's not all homage to the old – in the garden there is a complete spa and indoor pool, set off with a luminous ceiling.



THE ZADEH RESIDENCE

This house was born of publisher Norm Zadeh's desire to have a home that was not only contemporary in style but could also double up as a set and studio for his many magazine photoshoots. As such it was conceived as a gallery; a light-filled space designed to showcase contemporary art and furniture. Located inside one of Southern California's most exclusive gated enclaves, the house is divided into four distinct zones: public/entertainment areas, the master suite, the guest areas and the studio, with minimalism a feature inside and out. To blur the distinction between the interior and exterior, numerous skylights and storefront windows were used to flood the home with light.

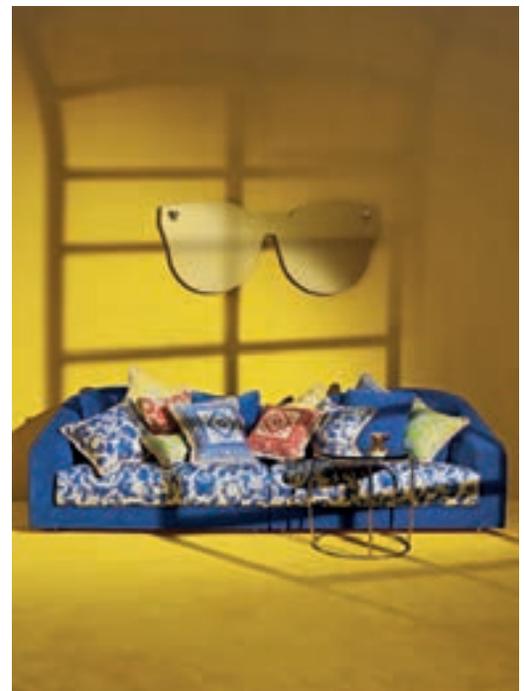
THE PERFECT MIX



The new collection from Versace Home demonstrates a seamless blend of high fashion & design



Style-conscious homeowners are sure to find Versace Home's new collection to their liking. Celebrating the Italian design house's most famed motifs, you can choose designs centred on three distinct themes: feminine Vanitas; the more masculine Greek Key; and the three-dimensional shapes of Baroque. Take a closer look and you'll behold colours that marry the best of Versace's prêt-à-porter and haute couture fashion collections (think acid yellow, lime green, electric blue), while you can paw over opulent materials, from touch-me leathers to plush velvets, sublime silks and precious marble. Our favourite item? That would be the dining/gaming table, the top of which is hand-painted with gold leaf. Every inch Versace, it's one way to make a fashion statement at home.





GET THE LOOK

Be inspired by the world's most stylish hotel suites – we've picked out the cream of the crop



STYLISH SUNTRAP

Presidential Suite, Four Seasons Resort Mauritius at Anahita

When you've got natural light in abundance, make like this Mauritanian retreat and let it all in. Stick to natural fibres like palm leaf, rattan and cane – they

instantly create a laid-back, beachy atmosphere – and pine wooden flooring is a must. Layering is key to this look: dress sumptuous sofas with mismatched throws and cushions, and overlap rugs for a welcoming atmosphere. Keep window dressing lightweight and simple: white translucent drapes are enough to allow privacy, but won't block out the

light when they're drawn. Create a similar look in the bedroom by hanging light linen from a four-poster frame – and keep bed dressing to natural green, golden and nutty hues. For a finishing flourish, dot a few houseplants around the living area – they'll keep the vibe fresh and thrive in the sunny spaces. fourseasons.com



*Cushion and tealight holder,
Zara Home*


*Create flashes of colour
with eye-catching cushions
and bright accessories –
don't be afraid to mix
and match styles*



ECCENTRIC CITY PAD
*Covent Garden Loft Suite, Covent
Garden Hotel, London*

This playful pad radiates bright hues, thanks to the interior design talents of its creator, hotelier Kit Kemp. If you've got an eye for all things bright and beautiful, don't be afraid to experiment with a varied palette – just apply a neutral base tone (we love this light grey), then lavish it with near-neon accents, from cushions and rugs to offbeat chairs. Fresh flowers are another great source of colour – let your environs inspire your choice (these bright-but-classic English roses are perfect for London). Mimic this suite by balancing the brightness with white accents – it'll make the colours pop – and keep the room light with chandeliers and mirrors.
firmdalehotels.com



*Oriental details will add
a luxurious international
feel – perfect for this
jet-setting city pad*



Art de la table collections, Versace Home

BIG APPLE BOUDOIR *Presidential Suite, Mandarin Oriental Hotel New York City, USA*

This sky-high bolthole in the heart of NYC epitomises city swagger. This is classic style with a luxurious edge: Mad Men's Don Draper wouldn't look out of place reclining on those deep velvet sofas or mahogany-and-leather uprights; hang an understated chandelier for a dash of glitz, but keep things comfortable with sink-in furnishings. This timeless look comes with an Asian twist, courtesy of Mandarin Oriental's signature touches. Rich red silk paintings, ornate linens and orchid motifs complement the warm all-American woods and hues, creating a truly international feel. Pick up your own from boutiques or on your Oriental adventures, sticking to a palette of deep earthy tones to keep things cohesive. Jet-setters should invest in some of these heavy velvet curtains – perfect for blocking out the sun after catching the red-eye. mandarinoriental.com







REGAL RETREAT

Royal Suite, Hotel Imperial, Vienna Starwood, Austria

If you're after unbridled luxury, look no further than this Viennese Royal Suite for inspiration. Its gold leaf reliefs, frescoed ceiling and oh-so-sparkly chandeliers epitomise opulence – and that grand master bed is fit for a king. To carry this look off you'll need high ceilings and plenty of light; think ornate bespoke furnishings with delicate motifs, fringed drapes and curtains, and plenty of fresh blooms. Don't settle for a sofa – a velvet day bed makes a suitably lavish alternative. Gold and indigo conjure up regal splendour instantly, and floor-to-ceiling mirrors are a must. This suite hosts guests in the lap of luxury – recreate it in your own home with silk sheets and a gilt-trimmed bedstead. starwoodhotels.com



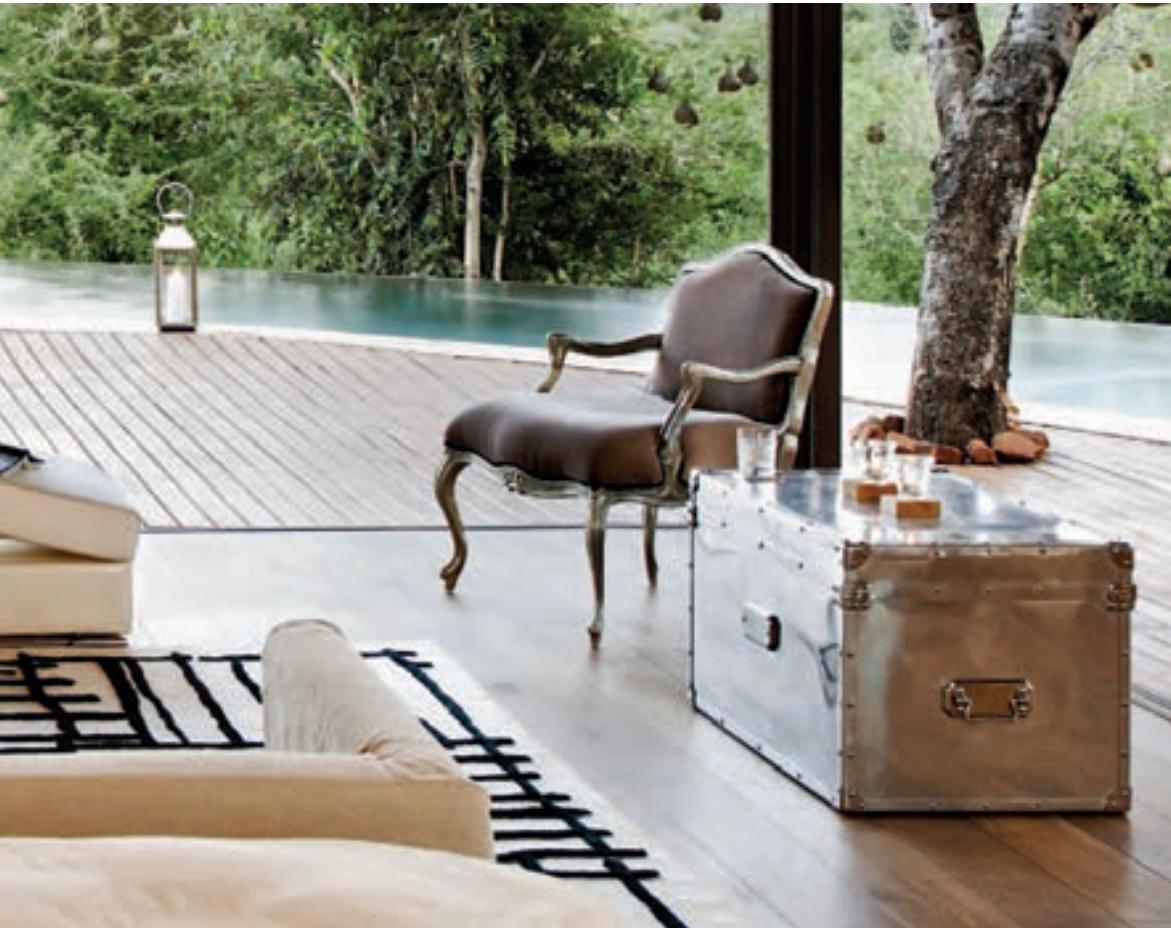
Galahad Chandelier, AATI



Cushion, Versace Home

This look is all about opulence... think decadent fabrics and glittering chandeliers





**MODERN
MASTERPIECE**
*Metsi Suite, Molori Safari Lodge,
South Africa*

Combining suave interiors pieces with natural hues and detailing, nothing says understated glamour quite like this chic safari retreat. Stick to a palette of creams and off-whites, and let the textures do the talking: everything from sleek leather to cool metallics is fair game, brought together against smooth wooden panelling and floor-to-ceiling panes. Soften hard edges with a vast sink-in rug, but banish fussy cushions and ornaments: surfaces should be chic, not cluttered. When night falls, light candles and table lamps to keep the space cosy, then recline in style on a statement chaise longue... molori.com



Chair, Versace Home

With colour limited,
the focus is on fine
details: every piece
should be tactile



Lamp, Versace Home



Ask the experts



Are your interiors in need of a pick-me-up? Dubai-based design guru Julia Dempster shares her tricks of the trade



“Create an outdoorsy feel in your home by incorporating natural materials, textures and patterns”



T

here's no better time to refresh your décor than now; the long summer months confine us indoors, and there's nothing like tired interiors to make a property feel drab. Even if you're heading abroad for the season, it's a great investment: I often recommend that clients have home improvements done whilst they're on holiday, as it can be stressful living in the midst of decorating chaos.

If you're thinking big, the best place to start is a mood board. This is a type of board design which consists of images, text, textures and fabric samples – it helps to gather your thoughts and inspirations, and visually illustrate the style you're pursuing. When I'm designing for clients, my primary consideration is to connect with their interests and passions. Although you know your family's likes and dislikes, it is worth writing down the words you can all think of to describe who you are.

Look through interiors magazines, and save pages of all the rooms that appeal to you. Collect pictures of items or swatches of colours that you like, and look for textures, colours and styles that appeal to you. Browse online decorating websites; print out pictures of individual items like furniture, lamps, vases and other accessories. You should see a few strong themes emerging.

Of course, one of the primary considerations is colour: it's a constantly-evolving part of interior design. This year, combinations of pastel and bright shades are on-trend. This reflects many of the hues seen on catwalks, with retro shades of mint and peach combining with bolder oranges and yellows. This is great news for interior design as it means a subtle colour can be used on the walls, with bright neon shades added

as accents through accessories and ornaments. The room has a versatile foundation, which can be adorned in accordance with future fashions.

An emerging trend currently gaining popularity is the 'lace look'. This is typically created in monochrome colours, although there are brighter alternatives for those looking for an injection of colour. If you're reluctant to incorporate this style with wallpaper or large items of furniture, then splash out on soft furnishings instead – they're much less permanent, and will update your look instantly.

As any designer will tell you, curtains make a room – but only when chosen correctly. When it comes to window dressing, it's a matter of colour and fabric, length and lining, and custom-made versus off-the-shelf. The type of fabric will dictate how well your curtains function and hold up over time: if they're too heavy, they may not fold crisply when drawn; too light and they may not fall well. For the summer months, think light fabrics and sheers. Sunlight is a fail-safe pick-me-up; let it into your home daily, and see how the outdoors pours into your space. Linen, silk and faux silk hang the best, and faux silk tends to be the most durable. Try to avoid bright colours – they will fade fast in direct sun.

We all require fresh air and nature to feel at peace – but the hottest months can seal us away in an air-conditioned bubble. Create an outdoorsy feel in your home by incorporating natural materials, textures and patterns: wicker, rattan, hemp and jute are perfect for this. Choose these for your furniture, as well as for accessories like baskets, rugs, and lampshades. Also, use natural flooring: wood, cork and bamboo feel warm and inviting under foot, and your body will love the organic elements.

Use colours that are inspired by the outdoors too. Greens remind us of plants, blues are refreshing like water and the sky, and yellows evoke a sense of freshness. Neutral tones such as white, tan and beige make your interiors feel natural and clean.

You can bring the outdoors in with smaller décor items: rocks, shells, jars of beach sand, wood, and straw are visually stimulating and will keep living areas feeling fresh. The latest interiors trend is to decorate with fruits and vegetables – use lemons, limes, and mint for a visual and aromatic table centrepiece. It's all about incorporating nature into your home – until autumn comes, and you can throw those doors and windows wide open again.



“A subtle colour can be used on the walls, with bright neon shades added as accents through accessories and ornaments...”

JULIA'S WISH LIST
*Top the style stakes this summer
with one of these vibrant pieces...*



Bokja Couture Chair, O' de Rose



Glass tumbler, THE One

*"This year, combinations
of pastel and bright shades
are on-trend"*



Cushion, Alf Mabrouk



Orange chair, Crate&Barrel



HAUTE JOAILLERIE

MOUAWAD

Amman 962-6-468-0007 / 962-6-556-3892 • Beirut 961-1-201-706 / 961-1-999-891 • Broummana 961-4-868-888 • Dubai 971-4-339-8339 • Geneva 41-22-310-68-48 • Jeddah 966-2-263-2636 •
Khobar 966-3-894-5747 • Kuala Lumpur 60-3-2144-4669 / 60-3-2095-2555 • Los Angeles 1-310-226-7870 • Muscat 968-2-456-0945 • Riyadh 966-1-293-4555 • Singapore 65-6536-0020

WWW.MOUAWAD.COM

PROPERTY



A Calculated Risk

How investing in property can help diversify your openness to risk

Luxury Living

Welcome to the high-end world of DAMAC Properties' developments

Rooms With a View

The picture-perfect vistas on offer at DAMAC Properties' Dubai homes

Growing Gains

Why property in Dubai proved a shrewd investment amidst the global downturn

Paris of the Middle East

Why Lebanon's property market is set to boom

A Head for Heights

Family life less ordinary inside DAMAC Properties' Ocean Heights

10 Steps for Buying in Dubai

All you need to know about buying in the emirate

World's Best

How DAMAC Properties' Park Towers won global acclaim

Why You Should Diversify Risk Potential by Investing in Property



> Property is one of the four main asset classes, along with cash based deposits, fixed interest investments and shares.



T

he global financial crisis caused a paradigm shift in previously successful investment strategies. Before the credit crunch, all anyone had to do was take on debt and let the leverage do the rest. You didn't have to be a particularly sophisticated investor; simply having a stake in the market, any market for that matter, was enough to guarantee lucrative returns. Then it all came to a crashing halt, the bubble burst, credit dried up, and the likes of superstar investment advisor Bernie Madoff were put in jail.

It's now more than three years since the onset of the crisis, brought on by the collapse of U.S. investment bank Lehman Brothers. The global economic recovery is still fragile, which has pushed many investors into what they perceive to be a 'safe' investment – gold. But are they simply channelling their savings into the next bubble? Perhaps. If a gold bubble is indeed already forming, then this supposedly safe investment is looking pretty risky.

So how do you make impressive investment returns without allowing yourself to become exposed to excessive risk?

Simple. Diversify. It's Finance 101; diversify your investments so that you don't have all your eggs in one basket. No two investments perform the same way at the same time. The aim of diversification is to reduce the risk of losing money, so that if one investment produces poor results, or is completely wiped out, you still have other investments that may offset the loss or at least save you from losing everything.

Financial advice is expensive, and while it is advisable to seek the opinions of experts in their fields, taking responsibility for your own investments can be the best way to ensure you protect your financial security, while earning positive returns. To do that, it is important to spread your capital across four main asset classes:

1. Cash-based deposits (eg. bank savings accounts)
2. Fixed interest investments (eg. term deposits, government bonds)
3. Shares
4. Property

Diversifying your investments is the opposite of concentrating them. Naturally, if you concentrated

all your money in a high yielding investment, you would make more money than if you'd invested 10% of your capital. However, preserving your capital and sleeping well at night are also very important.

People living in the Middle East have tended to concentrate their assets in what they've perceived to be the best performing asset class at the time, rather than taking a holistic approach to their investment strategy. To be successful in today's economic environment, it is important to diversify risk by allocating money across each of the four main asset classes.

Consult your bank manager about fixed interest investments; ask your broker about shares; and when it comes to investing in property, be sure to do your research. DAMAC Properties advises clients to diversify risk by balancing their total investment portfolio with the right property investment. The right decision about a real estate investment can positively influence the overall returns achieved by the total investment portfolio, while the wrong decision may have the opposite effect.

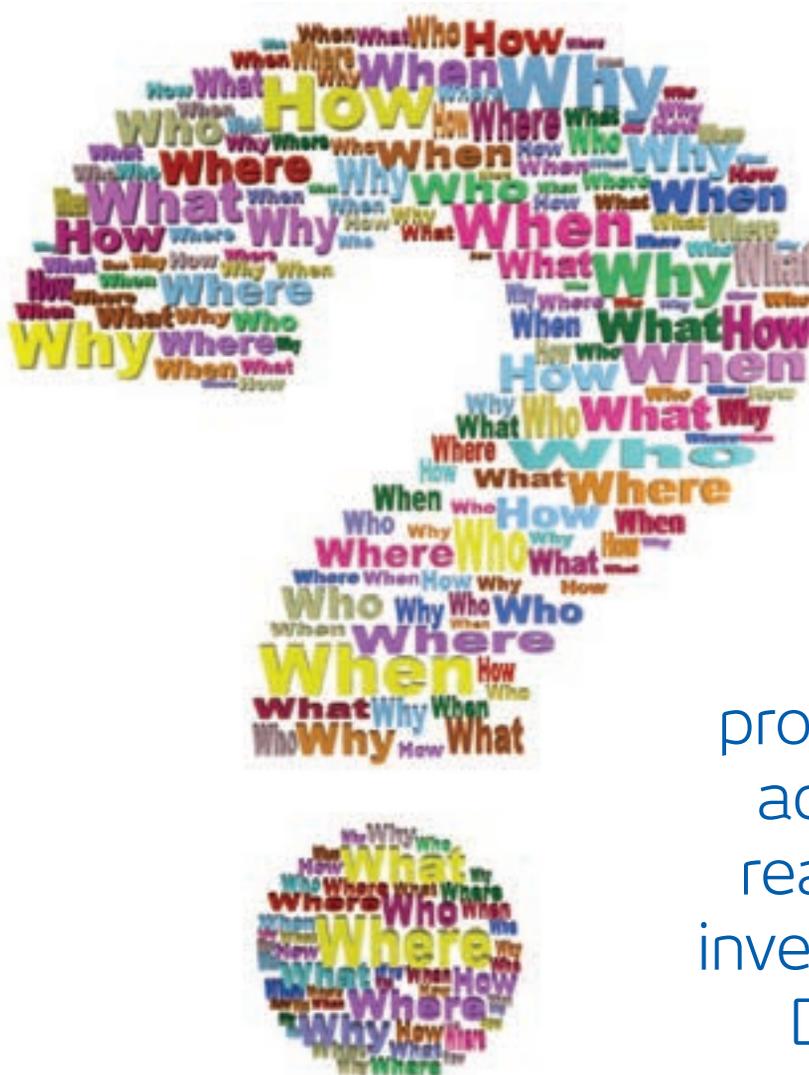
There are two ways to earn a return from property; the first is from rent, and the second is from capital growth. If you can achieve both, then it would be considered an outstanding property investment. The key is choosing a property that will satisfy both objectives.

DAMAC Properties has been providing customers with real estate investment solutions for the past decade. The regional developer points out that an outstanding property investment is likely to satisfy three criteria:

1. Location
2. Quality development
3. Infrastructure

The first rule of property investment is location, location, location! Properties situated close to city centres, close to the ocean or close to other bodies of water, such as rivers or lakes, generally appreciate more quickly in value. Secondly, look for the highest quality development you can afford. Properties with high quality finishes will age better than others with low quality fixtures and amenities. That will drastically reduce the amount you have to spend on the upkeep of the property in the future. Finally, the surrounding infrastructure will be crucial for achieving a higher rental return and ensuring a high sale price, when it eventually comes to selling the property. Public amenities such as transport, healthcare facilities, shopping malls and schools also contribute to the demand for a property as a rental and in terms of re-sale in the future.

As the global economy recovers, the world's investors will be presented with an increasing array of investment opportunities. The best strategy for achieving positive investment returns in the current environment is to take the responsibility for your own investment decisions. Diversify your investment portfolio to increase your chances of picking a winner.



Need professional advice on real estate investment in Dubai ?

ALLOW US TO HELP

If you are lost in the real estate maze of Dubai and just can't decide what is the right investment option for you, allow us to help.

Call DAMAC Properties on **800 32622**

and our real estate investment advisory will talk you through the various options available and guide you to the right investment .

www.damacproperties.com



DAMAC
LIVE THE LUXURY

> DAMAC Properties' Ocean Heights is spiral shaped to offer tenants 360 degree views of Dubai Marina.



DAMAC DEFINES LUXURY LIVING

How DAMAC Properties' relentless drive to deliver high-quality developments sets it apart from industry competitors

> *The Waves by DAMAC, a twin tower development in Dubai Marina*



F

or almost a decade now, the name DAMAC Properties has been at the forefront of the Middle East's luxury property market. With a relentless focus on design and quality, the company has built a well-founded reputation for creating some of the most iconic and desirable properties from Dubai to Beirut, from Abu Dhabi to Jeddah and from Doha to Amman.

It's a reputation of which the company's Managing Director, Ziad El Chaar, is rightfully proud.

"Take each and any project that we have in the context of its area and location, and you will find in that project a very distinct design, with luxurious quality and a level of amenities over and above projects in any other masterplan," he says.

The pace of DAMAC's expansion has been extraordinary. It has completed no fewer than 36 buildings to date – a total of 7374 units in all – and has a further 50 buildings currently under construction.

A few key examples illustrate the breadth of DAMAC's reach. In the Lebanese capital Beirut, the 28-storey DAMAC Tower has a design inspired by the ocean waves. Its undulating architecture looks set to make it into a local icon, and helped it to win the Bloomberg Global Property Award for Best High Rise Architecture two years ago.

In Dubai, DAMAC has placed a flag in the sand with its Park Towers, a beautiful pair of buildings at the Dubai International Financial Centre.



> The lobby of Ocean Heights; The swimming pool at Park Towers. Park Towers features two lobbies, each one designed with a different theme.

In a skyline already blessed with a vast parade of architectural wonders, the Park Towers still manage to stand out from the crowd. Their exquisite design, created in partnership with concept architect Gensler from San Francisco, has won them a spread of accolades, including “World’s Best” mixed-use development at London’s International Property Awards.

Just down the road in Abu Dhabi, work is ongoing at Marina Bay on Al Reem Island, just off the coast. Offering commercial, residential and retail space, this 25 storey property will be blessed with jaw-dropping views over the marina as well as the canals which will criss-cross the area.

But DAMAC Properties is not resting on its laurels, and the company continues to innovate and bring new concepts to the market. In Dubai, DAMAC’s first serviced apartment project, Burjside Boulevard, is set to wow citizens of the City of Gold. It has been designed by high-flying German architects Koschany+Zimmer, and will stand proud at a full 49 floors on completion, providing its occupants with quality-of-life that is second to none.

In order to cater to the lucky residents of its five-star serviced apartments, DAMAC has launched a dedicated apartment management service,

‘DAMAC Suites and Spa’. This service will take care of residents’ every need, providing services such as housekeeping, spa treatments, chauffeured limousines, concierge services, yacht and jet charters and more: in short, they will live up to their motto of ‘Luxury at your service’.

But you don’t have to live in one of the new serviced apartments in order to take advantage of this high-end offering: happily, it will also be available to anyone living in one of DAMAC Properties’ premium projects.

Services such as that provided by DAMAC Suites and Spa are all part of a broader strategy rooted in the company’s fundamental beliefs.

“From day one, we have been at the high-end. We started out as a luxury developer with ‘Live the luxury’, and are now growing that platform across the region” says El Chaar. “DAMAC Properties is a luxury developer, and to remain a leader in this market segment we are continually evolving and innovating to deliver to our customers a whole new level of luxury”.

Alongside groundbreaking architecture and bespoke personal services for residents, another major USP of DAMAC Properties is its exclusive Middle East partnership with Versace Home. This

enables DAMAC to offer its customers exquisite interior design that is unmatched in the market.

Such design will be on full view at the Al Jawharah (meaning ‘The Jewel’) development, currently under construction on the Corniche in Jeddah, KSA. The top ten floors of this breathtaking tower will be dedicated to DAMAC Residences, with interiors by Versace Home. The property promises to be the most stylish address in the city.

DAMAC Properties believes that Saudi Arabia will continue to provide huge opportunities for growth in coming years. The company was one of the very first developers to gain a licence in the Kingdom, and sets great store in expanding its offering with high profile projects such as Al Jawharah. This strategy is paying off: as well as raising interest from around the world, Al Jawharah has already won the prize for Best High Rise Architecture at the Arabian Property Awards.

It’s just one among many marks of respect paid by the industry to DAMAC Properties, with El Chaar determined to build on the company’s powerful performance to date. “We have the vision and momentum to provide solid investment opportunities to our customers in the future”, he says.

VERSACE HOME, THE GALLERIA STREET, NEAR FOUNTAIN OASIS, DUBAI MALL, TEL. 04 330 8697, WWW.VERSACEHOME.COM



VERSACE

HOME



OCEAN HEIGHTS

The sweeping scene that greets you from the balcony of this Ocean Heights apartment is of Palm Jumeirah, the sparkling Arabian ocean and the strip of luxury hotels that hug the shoreline.



ROOMS WITH A VIEW

If your dream is to live in an apartment that boasts sublime vistas of Dubai such as these – all of which are genuine views from DAMAC Properties' apartments – then call us on 80032622





LAKE VIEW

When lit up at night, the skyscraper-filled view from Lake View apartments is of the quintessential modern metropolis.





BURJSIDE BOULEVARD

The postcard-perfect scene from Burjside Boulevard has the world's tallest tower at its heart and the planet's largest mall spread at its feet. Inspiring.





RESIDENCES AT BUSINESS CENTRAL

If there's a picture that truly captures Dubai's grand ambitions it's this: the city's Business Bay district and its ever-changing skyline, as seen from The Residences at Business Central.

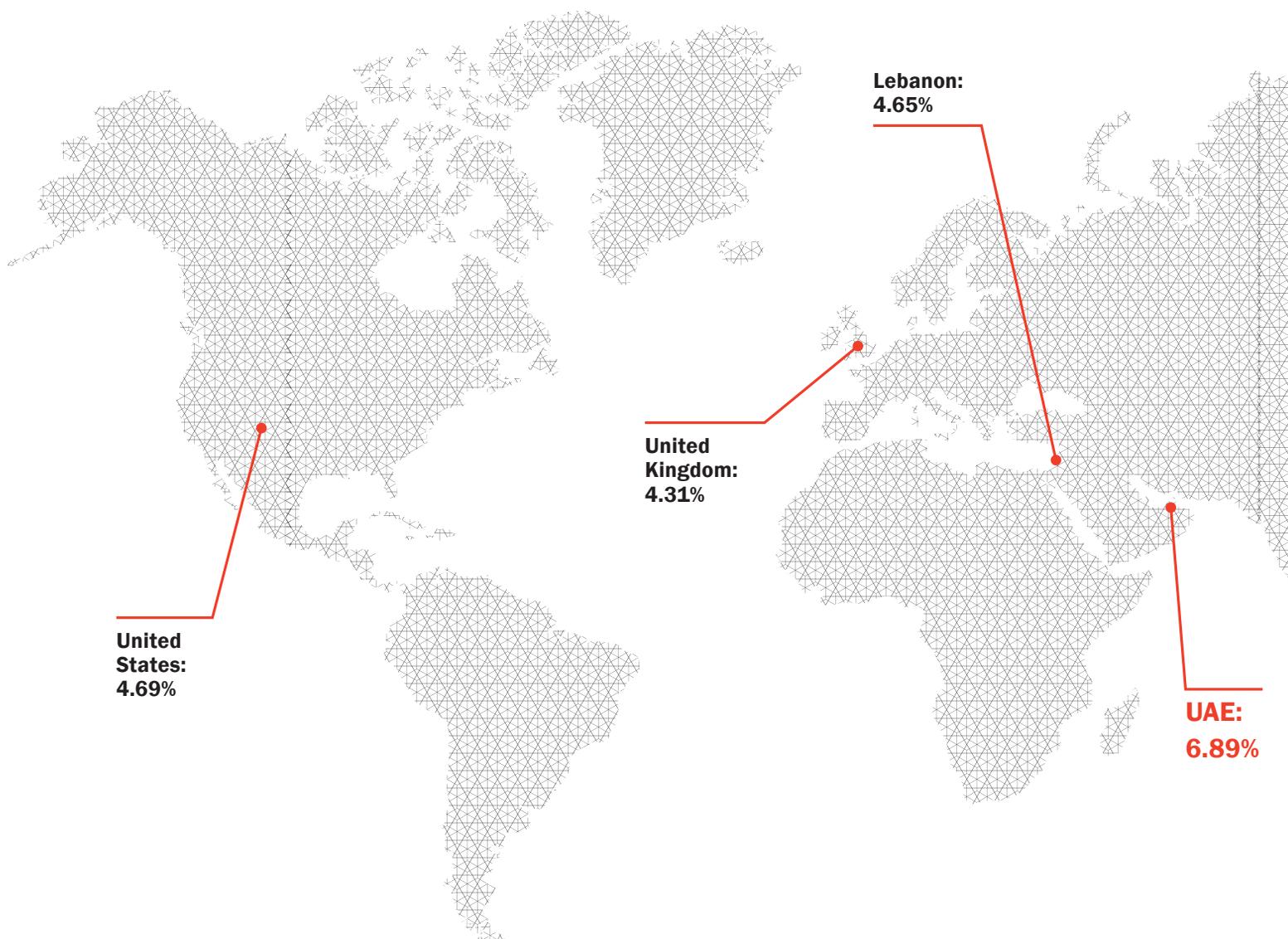


WATER'S EDGE

Business Bay is also home to Water's Edge, from where residents' panoramic view of the city is dominated by the striking Burj Khalifa, illuminated at night.

Property Yields in Dubai

Among the highest in the world, property yields in Dubai outstrip ROI on most bonds, fixed income assets and managed funds



Global Gross Rental Yields

Source: Global Property Guide

Rental yields are extraordinarily high in the UAE, compared to most other countries around the world. Now that prices have stabilised in premium locations, the high yields make investing in the UAE property market an attractive proposition for any discerning investor.

Another important factor for investors to consider is the favourable tax environment to be found in the UAE. Rental income is tax free, and there are no capital gains taxes levied on the sale of properties. Over the past couple of years the market has been dominated by end users, but

the market is now seeing a return of investors. However, unlike the peak of the market in 2008, investors are now less concerned about capital growth and more focused upon consistent, secure rental yields. The result? It's a very different market dynamic.

Dubai Real Estate Among the World's Best Performing Assets in 2011

There is no point sugar-coating the fact that 2011 was a fairly tumultuous time for global investors. Volatility in global markets tended to steer capital flows into that last bright, shining bastion of safety – gold – until it too became highly unpredictable.

There were times when the gold price fluctuated by more than 15%, in a single day. Which

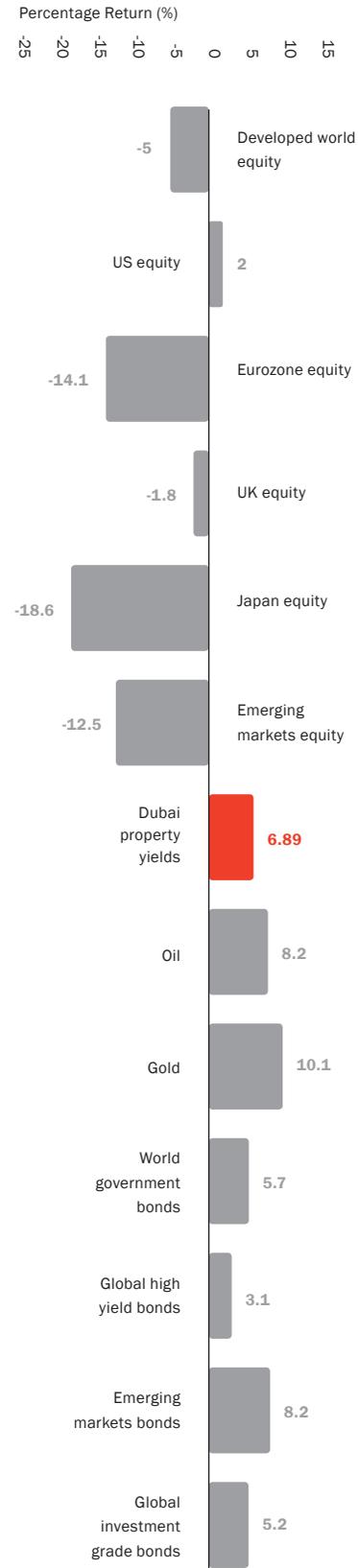
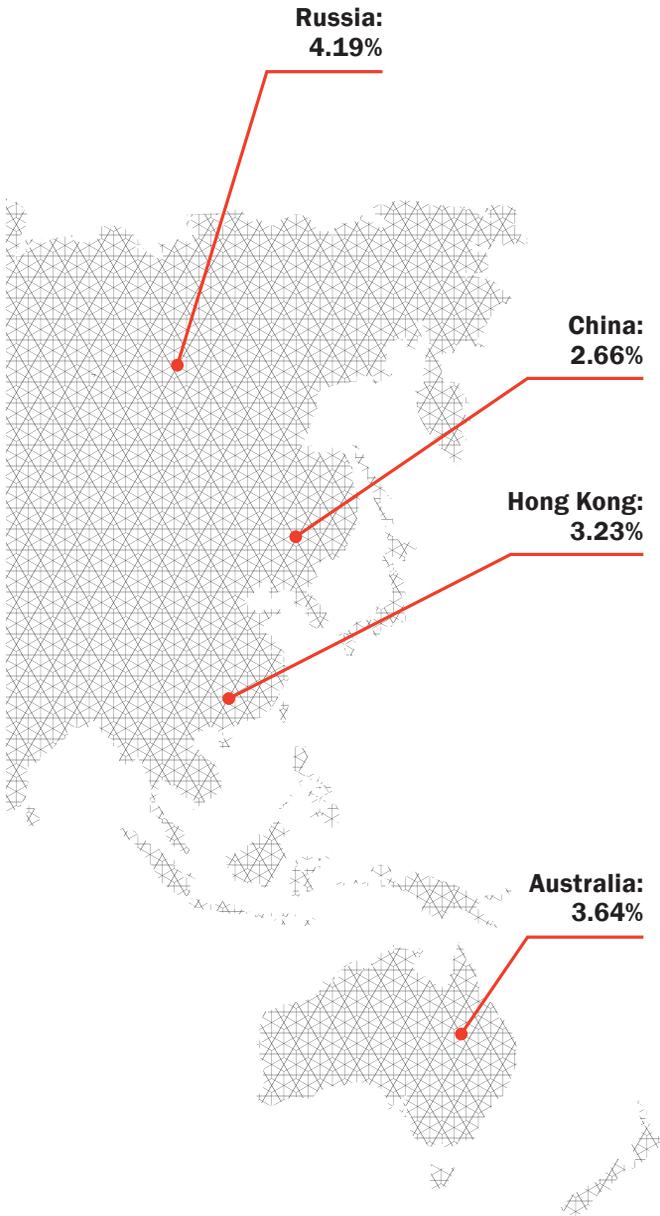
is great if you bought in the morning and sold in the evening; and not so great if you did things the other way around.

While gold was the best asset class of 2011, with a 10.1% annual return, that's only if you survived the rollercoaster price fluctuations.

By comparison, real estate in Dubai proved to

be a far more stable alternative. While properties in the emirate achieved an average rental return of 6.89%, slightly lower than gold, there would have been far less sleepless nights.

Rental yields in Dubai are expected to continue to improve in 2012 as demand for quality housing increases, driving up rents.



> 2011 Asset Class performance
 Source: HSBC, Bloomberg, Bank of America Merrill Lynch, Citigroup, DataStream. Total returns in local currencies, 31 December 2010 to 31 December 2011. MSCI World (developed world equities), MSCI US (US Equities), MSCI EMU (eurozone equities), MSCI UK (UK Equities), MSCI Japan (Japan equity), MSCI Emerging Markets (emerging markets equity) US WTI crude oil spot price (oil); Bloomberg commodities gold spot \$/oz (gold) Citigroup World Government Bond Index (world government bonds); BofA Merrill Lynch Global Investment Grade (global investment grade); BofA Merrill Lynch Global High Yield (global high yield); BofA Merrill Lynch USD Emerging Sovereign Bond Plus (emerging D)

COSMOPOLITAN BEIRUT

the 'Paris of the Middle East'



T

here is a reason Beirut has earned the title 'Paris of the Middle East,' it's situated on the shores of the Mediterranean, affording a cosmopolitan lifestyle and a rich heritage and culture.

Within the vibrant city, the exclusive downtown Solidere development is certainly becoming a favourite residential destination for the city's well heeled. It's in this area of Beirut that DAMAC Properties is building its internationally-acclaimed 'DAMAC Tower', with interior design by Versace Home.

Lebanon's property market is poised for growth this year with the IMF forecasting the economy will expand 3.5% this year. Lebanon's economy is expected to grow at more than double the pace of 2011. The government is also investing in infrastructure and in 2011 pledged \$1.2 billion to improve the country's electricity sector.

Lebanon is an attractive market for foreign investors, because there are no restrictions on foreign investment. FDI in Lebanon was just under US\$4 billion in 2011, meaning the nation was the fifth largest recipient of FDI among the 21 Arab countries.

Investors have been attracted to the property market, with average rental yields of 4.65%, which are the fourth highest in the Middle East.

The main contract for DAMAC Tower in Lebanon was recently awarded to MAN Enterprise S.A.L, where work has begun with the raft already completed and we expect construction to advance at a pace.

"This pace will likely result in a dramatic acceleration of sales as we proceed towards completion," said Ziad El Chaar, Managing Director of DAMAC Properties.

The 28-storey tower in the exclusive Solidere Marina development is a stunning blend of exquisite Versace interiors, unique architectural design, in an enviable location on the shores of the Mediterranean. DAMAC Tower was last year recognised with the highest global property accolade, receiving an International Property Award for 'Best High Rise Architecture.'

"Since receiving the international property award last year we have been inundated with enquires from all over the world. The international award recognised DAMAC Tower on the global stage, and distinguished the project as one of the most highly regarded residential developments in the world," El Chaar added.

For more information on DAMAC Tower with Interiors by Versace Home, contact your local DAMAC Sales office.

a HEAD *for* HEIGHTS



Mauricio Gutierrez opens the door to his glamorous Ocean Heights apartment and tells why he and his family love life in Dubai Marina...

Mauricio, can you tell us what first brought you to this apartment?

My family and I have been in Dubai for eight years now. Prior to moving here we lived in Al Barsha, then Silicon Oasis and then, when we were looking for a new home with a better location, we decided upon this building – Ocean Heights. Mainly we chose it for the location – it's just great. Our sons are teenagers now, so it's ideal for them, as well as my wife Cecilia and I. The tower is also a very modern building, which we liked.

Did you decide to buy or rent here?

We chose to buy this property, which is a two-bed apartment with two-and-a-half bathrooms and two balconies. We did take a look round some other buildings, including two right by the beach, but when we came here we just loved it; we love its layout and its openness – we like that open-plan style of living – so we decided to just go ahead and buy.

How did you find the overall finish?

I have to say it is excellent. I was surprised to see how good it was as I have been in Dubai for eight years and this is my fourth home here. Looking at other places you could see they were already shabby, but it was especially well done here – we have no complaints.

Did you need to furnish the apartment?

We did furnish it ourselves and the layout made it quite easy to do so – there's lots of space and a lot of natural light thanks to its wraparound windows. We opted for an all-white colour scheme, which we thought might be a bit much with the tiles and walls but actually works very well and makes the apartment feel so light and spacious, it especially works in a hot climate. There are so many options when it comes to where to buy your furniture, but I remember shopping a lot in the Mall of the Emirates. We also made the most of Dubai's Shopping Festival, which is a great tip for newcomers as there are lots of good deals there.

What kind of residents do you think Ocean Heights attracts?

I think that this is a building that can work for all kinds of people, and you see that. There is a special area for kids, for example, on the other side of the pool, so that's good if you have a young family. But I think it's especially great for families with older children and for couples. Most of the residents on our floor are single, young professionals, which is nice. Next door we have a couple from Switzerland who simply come to Dubai to escape the Swiss winter and soak up the Arabian sun, which is something a few people do. There are all types of nationalities here as well.



SCINTILLA
Monaco



The most exquisite
fancy shape diamonds



MONTE CARLO

DUBAI

TOKYO

Verona Boutique in Westin Dubai, Mina Seyahi, Prima Gold in Burj Al Arab
Precious Jewels in Dubai Mall, Thamina in Gold & Diamond Park

Please contact our office in Dubai for private sales in JLT, Silver Tower 1G, Scintilla Monaco
+971 4 448 4 308 | E-mail: caroline@scintilla.com | www.scintilla.com



How about the rest of the building? Does it have good facilities?

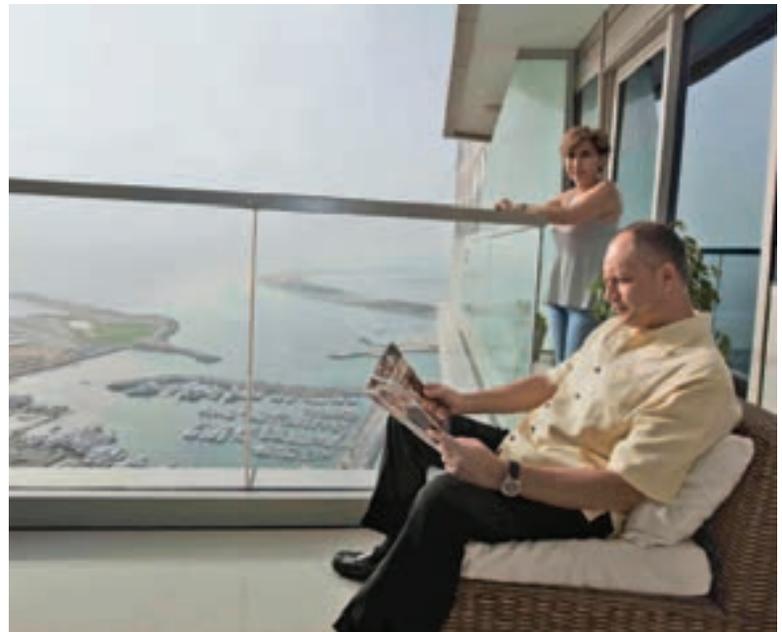
We have everything we need here – we have a gym, with all of the key machines, and we have a spa which comes with a steam room as well as treatment rooms, so you can have a massage or something else. Perhaps the best space is the pool area – as well as the pool itself there is a barbecue area which has four barbecues, so you can invite

your friends over and have a nice time there in the sun and by the water. The good thing for residents is that Ocean Heights is quite a big building, so there's room for everyone and it's not crowded. On top of that, we have good maintenance and security here – there is 24-hour security in the lobby (which is a very extravagant area, decorated in blue and gold) and if you have any snags you can call someone from maintenance who will take care of it very

quickly. That's all included in the price and I have to say the staff have always been very good.

Is it easy to buy groceries close by?

Yes, very much so. We're in walking distance of Carrefour, which is very convenient for your daily groceries. If you like to walk a bit further, there's The Walk by the beach and JBR. And there's a Spinney's on the Marina side too. For more extensive



shopping, or clothes shopping, the closest mall is Dubai Marina Mall, which has a Waitrose. We're also a short drive from the Mall of the Emirates and it's easy for the boys to hop on the Metro to get there.

You appear to be by some world-class hotels here. Do you make the most of your location?

Absolutely – we just have to go across the street to reach Mina Seyahi hotel. We're members there so it means we can use its stretch of beach, beautiful

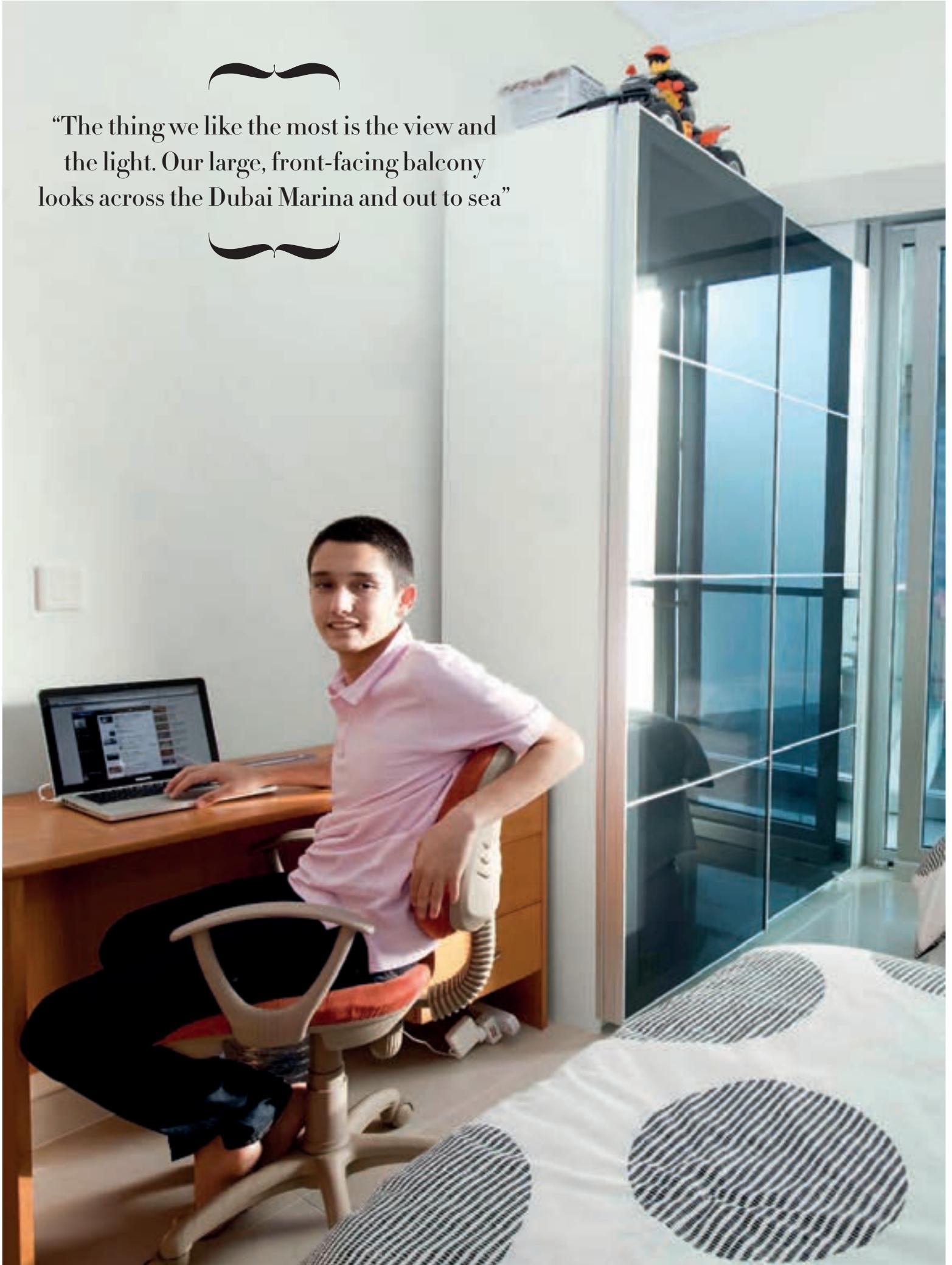
pools and restaurants whenever we want – it's very nice. Before we moved to Ocean Heights we had to drive some way to get anywhere like that, but now it's on our doorstep. You step across the street, for example, and you're at The Westin hotel, it's a very easy lifestyle.

Now that you've settled in, what would you say you like most about your home?

The thing we like the most is the view and the light.

Our large, front-facing balcony looks across the Dubai Marina and out to sea, while the smaller, rear balcony looks over the Emirates Golf Club; so you have both the ocean and greenery. I often spend time sitting at the front watching people skydive and float down on their colourful parachutes. National Day proved a great show too, as we're in a prime position to watch the acrobats and displays up here. And when the Dubai Boat Show is on we love watching all the yachts glide in. It's picture-perfect.

—
“The thing we like the most is the view and
the light. Our large, front-facing balcony
looks across the Dubai Marina and out to sea”
—



10 Steps to Take When Buying Property in Dubai

Why rent when buying has never been easier?

1 LOCATION, LOCATION, LOCATION
Take a drive around your favourite areas of the city and decide which developments you can picture yourself living in. Lenders in Dubai pre-select which development they will finance so before you can talk mortgages it is a good idea to shortlist your most-liked areas.

2 LOOK FOR QUALITY DEVELOPMENTS
Not all developers were created equal. Look for a strong, well capitalised developer such as DAMAC Properties, which has a proven track record for delivering some of the most sought-after properties in the UAE. Choosing a reputable developer can help to ensure you are buying a high-quality apartment in a well-maintained building. It's your insurance policy for your investment in the future.

3 MAINTENANCE COSTS TRANSPARENCY
Dubai's real estate market is mostly comprised of apartments within high and low rise developments. While these types of developments offer apartment owners some spectacular views and a range of facilities including gyms, spas and pools they can also present some challenges in terms of how common areas are managed. Make sure to ask about the service charges or maintenance fees that as an owner you will be liable to pay.

4 FINANCING YOUR PURCHASE
There are different ways of financing property purchases in Dubai, such as off-plan stage payments: Most developers offer off-plan stage payment financing options. The buyer will pay an initial deposit and then the balance in structured payments (which are held in Escrow accounts) through to completion. Mortgage finance: Competition in the banking sector means banks are now offering very attractive mortgage rates below 5%. At DAMAC Properties, we even offer excellent staged payment terms on our completed portfolio.

5 COLLECT DOCUMENTS
Nobody likes paperwork but it is essential and having all the details clearly laid out in black and white will put your mind at ease. To buy off-plan a developer will only ask for a passport and a booking deposit. While documentation requirements may differ between lenders, generally you will need six to 12 months of bank statements, a copy of your passport with visa page, utility bill or tenancy agreement and a salary certificate from your employer, or minimum of two years audited accounts if self-employed.

6 KNOW YOUR LEGAL POSITION
The Dubai government has greatly simplified the process for buying and selling. It is well established that the Dubai Land Department only permits registration of property in the names of individuals, companies registered onshore in UAE or offshore within the Jebel Ali Offshore jurisdiction. This clearly affects the foreign corporate purchaser but not individual purchasers. Do your research to be clear on the registration process.

7 MAKE A VERBAL OFFER
Once you are comfortable with the amount you wish to spend and have organised your finances, you are now ready to make an offer. It is usually advisable to present the highest offer you can afford to ensure you don't lose out to another buyer.

8 PAY THE DEPOSIT
Typically the prospective buyer and seller enter an MOU, wherein the buyer commits to purchasing the property and the buyer commits to selling the property. The buyer pays an initial booking deposit. However, if the buyer withdraws from the transaction, the buyer will have to forfeit his or her booking deposit. Alternatively, if the seller reneges on the sale the seller refunds the booking deposit. Beware that buying from the secondary market can carry more risk, as the transaction is between the buyer and an individual seller, and if something goes wrong there can be little recourse.

9 PAY THE BALANCE
If you have purchased a property off-plan from a developer, you will be required to make stage payments, which are generally linked to key construction milestones. One of the major benefits from the off-plan financing model is that it is a bit like an interest free loan for the buyer. Often developers won't ask for the final payment until months after handover, which can ease the pressure on your finances when you are moving into your home. If you have taken out a mortgage to fund your property purchase, you will be paying incremental monthly payments for the duration of the loan.

10 MOVE IN TO YOUR NEW HOME
On the handover of the property, the new owner will have to register the property at the Dubai Lands Department to obtain a Title Deed. The property purchaser is responsible for paying the fees to the government. The fee for the Title Deed normally amounts to about 1.5-2% of the property value. Finally, you are ready to enjoy the fun part - decorating your new home.





DAMAC Properties' Park Towers in DIFC Voted 'World's Best'

D

AMAC Properties is well known in the UAE for producing architecturally unique towers and now its developments are increasingly gaining international recognition.

The developer's 'Park Towers' project in the DIFC, has been voted the 'world's best' in the 'Best Mixed-Use Development' category of the prestigious International Property Awards. The project defeated competitors from Asia, Europe and the United States.

The globally recognised award is the jewel in the crown of a string of accolades that were received by DAMAC Properties in 2011, including being named 'Developer of the Year' in the Big Project BGreen Awards.

The unique design is the stand-out feature of the award-winning development in the DIFC. The twin elliptical shaped towers change shape as they rise, with no two floors the same. The towers' form expands from the base, with the maximum floor plates achieved at the mid-point, before receding until they reach the crest.

Triangular, energy-reducing, solar glass panels comprise the external facade. Every panel is a different size, which essentially created a giant 3D puzzle, which then needed to be solved with highly complex computer modelling and controlled fabrication.

Park Towers is a high-end, luxury mixed-use development, which was designed with the corporate executive in mind. With a built up area of almost 2 million sq ft. it is designed to allow residents to live, work and play within the perimeter of the development, whilst being within walking distance of the Dubai International Financial Centre and all it has to offer.

The five star resort facilities, including the tennis court, state-of-the-art gymnasium and swimming pool, provide an escape from the hectic schedules of the corporate world.

The concept for the design for Park Towers arose from the desire to create an executive mixed-use development that immediately conveyed a sense of luxury. The design draws inspiration from the House of Faberge's bejewelled eggs – an immediately recognisable and iconic symbol of opulence and luxury.

The towers are encased in an energy-reducing, solar glass skin, which glistens in the sunlight. In addition, the computer controlled LED lighting system will spectacularly illuminate the elliptical towers in the evening. By day, Park Towers will sparkle like a jewel, by night it will twinkle like the stars in the night sky.

The glass cladding proposed a challenge for the contractors due to the fact that each panel on the facade is a different size and shape. Completing the giant 3D puzzle required the latest CAD design and 3D software to configure the panels. The glass cladding allows every residential and office unit



> Office Lobby for the North Tower of Park Towers - the black mirrored wall panelling is broken up by silver and bronze accents in a design feature incorporated as a reflection of the glass jigsaw puzzle facade.

to have a sheer glass outlook, and also serves to create an 'industrial chic' feel to the interiors.

In addition, the executive residential apartments are serviced by panoramic lifts, which give residents and their guests a thrilling sense of exhilaration every time they make their way up to their apartment.

The recreational area is another notable architectural feature. The lower podiums occupy the full site rising to three levels above ground, clad in aluminum with brushed feature grills, trimmed in stainless steel and granite, all lit by blue LED lighting. By dropping the ground level less than one metre the architects have managed to get an additional floor of parking into the podium height restriction for a more efficient provision.

The success of Park Towers on the global stage reinforces DAMAC Properties' pedigree as a luxury developer. The string of regional and international awards in 2011 represents an expansion of DAMAC Properties' award-winning property development portfolio. It is further recognition of the company's core competency in delivering some of the most luxurious residential, commercial and retail properties across the region.

> There are still a few remaining units in the Park Tower development. For more information please contact Dubai 80032622 or your local DAMAC Properties Sales office.



> Residential Lobby of the South Tower of Park Towers - metallic punctuations on the ceiling continue as accents on the wall panelling to deliver the industrial edge to the design.

AWARDS & ACCOLADES

DAMAC Properties has won almost 30 awards across various industry categories. These awards include:

2011 International Property Award

Best International Mixed-use Development
(Park Towers)

2011 Big Project BGreen Award

Developer of the Year

2011 Bloomberg Property Award

Best Commercial High-rise (Park Towers)
Best Developer Website (damacproperties.com)
Best High-rise Architecture Arabia (Park Towers)
Best High-rise Architecture (Park Towers)
Best High-rise Architecture (Al Jawharah)
Best Mixed-use Development Arabia (Park Towers)
Best Mixed-use Development (Park Towers)



2010 Bloomberg Property Award

Best Developer Website
Best High-rise Architecture (DAMAC Tower)
Best High-rise Architecture (DAMAC Tower)
Best Interior Design (DAMAC Tower, Beirut)

2009 CNBC Property Award

Best Developer Website
Best PR Company

2008 CNBC Property Award

Best Developer Website
Best Development, Egypt
Best High-rise Architecture (Marina Bay)
Best Marina Development, Abu Dhabi (Marina Bay)
Best Property Marketing, Dubai



2007 CNBC Property Award

Best Developer Website
Best High-rise Development
(La Residence at The Lotus)
Best International High-rise Development
(La Residence at The Lotus)

2006 CNBC Property Award

Best Development Abu Dhabi (Oceanscape)
Best Developer Website
Best Single Unit Architecture (Ocean Heights 2)

2005 Bentley International Property Award

Best Architecture (Ocean Heights)
Best Developer Website
Best UAE Development (Maria Terrace)





ABU DHABI SHOWROOM NOW OPEN

McLAREN ABU DHABI

Montazah Tower
Sheikh Zayed the 1st Street

Tel: +971 2 681 0403

Fax: +971 2 681 0458

Web: www.abudhabi.mclaren.com

A new world awaits you



AZIMUT 88



SALES | SERVICE | BROKERAGE | CHARTER | MARINA MANAGEMENT | MARINE PRODUCTS

ART Marine LLC | T+971 50 554 6954 | sales@artmarine.net | www.artmarine.net