

SALE POLICY

SHANTIRA LUXURY CONDOMINIUMS

Lac Long Quan Street, An Bang Beach, Hoi An City

1. RENTAL SELF MANAGEMENT: PROGRAM 1A

NO.	SPECIAL OFFER	DESCRIPTION
1	RENTAL POOL PROGRAM	<p>Customers can use the condominium for the following purposes:</p> <ul style="list-style-type: none"> • Customers can use the condominium for personal purposes but not for residential purpose. • Customers can self-manage their condominiums, however they are required to obtain a business license for hotel services, accommodation, tourism ... eligible under the law at the time of exploitation. • Customers are obliged to pay annual management and maintenance fee as prescribed by the developer and the operation management company entrusted by the developer.

Program 1A is applied for Building A

2. RENTAL POOL: PROGRAM 1B

NO.	SPECIAL OFFER	DESCRIPTION
1	RENTAL POOL PROGRAM	<ul style="list-style-type: none"> • Rental pool period: 5 years. • Customers shall be entitled to a rental profit share of 90% - the unit pre-tax rental profit (GOP). Customers shall be responsible for their own personal income tax and any other kinds of taxes and fees incurred on their income as regulated by the law and stipulated by Rental Cooperation Agreement. • Payment term: Twice a year with the first payment in June and the second payment after the annual auditing report.
2	POST -RENTAL POOL PROGRAM POLICY	<p>From the 6th year onwards, condominium owners have 2 options:</p> <ul style="list-style-type: none"> • Option 1: Condominium owners continue to participate in Rental Pool Program, or: • Option 2: Condominium owners are allowed to use the condominium for residential purposes or to self-manage the rental operation and fulfill the obligation to pay a monthly condominium management and maintenance fee to the developer.

3	CONDOMINIUM OWNER'S BENEFITS	<ul style="list-style-type: none"> Condominium owners are entitled to use 30 nights for free stay at the condominium from the date the condominium owners pay in full and on time at least 95% of Condominium Sale Price (inclusive of VAT). Condominium owners can redeem free nights for relatives, friends, and partners... on the condition of prior notice to the developer as prescribed.
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Program 1B is applied to Building B

3. PAYMENT TERM

INSTALMENT	AMOUNT	DEADLINE
Deposit	100.000.000 VND	Sign Reservation Form
1st installment	15% of condominium contract price (exclusive of VAT and inclusive of Deposit)	Sign Deposit Agreement (DA) within 07 days from the settlement of Deposit.
2nd installment	10% of condominium contract price (exclusive of VAT)	Within 60 days from the signing date of DA
3rd installment	5% of condominium contract price (inclusive of the 1st, 2nd and 3rd installment's VAT)	Within 90 days from the signing date of DA. Sign Investment and Sale Contract.
4th installment	10% of condominium contract price (exclusive of VAT)	Within 60 days from the signing date of Investment and Sale Contract
5th installment	10% of condominium contract price (exclusive of VAT)	Within 120 days from the signing date of Investment and Sale Contract
6th installment	10% of condominium contract price (exclusive of VAT)	Within 180 days from the signing date of Investment and Sale Contract
7th installment	10% of condominium contract price (exclusive of VAT)	Within 15 days from the receipt date of Rooftop Completion Notice.
8th installment	25% of condominium contract price (inclusive of the 7th and 8th installment's VAT)	Within 15 days from the receipt date of Condominium Handover Notice.

9th installment	5% of condominium contract price (exclusive of VAT)	Within 15 days from the receipt date of Developer's Notice about Ownership Certificate Handover.
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4. BANK POLICY

FOR SHANTIRA LUXURY CONDO'S BUYERS	
Sponsoring bank	Vietin Bank
Loan term	15 years at maximum
Loan rate	50% of Condominium Contract Price at maximum

5. PROMOTION POLICY FOR PROGRAM 1A

PROMOTION	DETAILS
Free choice of loose furniture package	<ul style="list-style-type: none"> Customers who select Program 1A can choose to buy the loose furniture package or not.
Launching event promotion	<ul style="list-style-type: none"> Customers are entitled to 4% discount of Condominium Sale Price at launching event.
95% upfront payment promotion	<ul style="list-style-type: none"> Customers are entitled to 6% discount of Condominium Sale Price if they pay 95% of Condominium Contract Price (inclusive of VAT) in advance.
Room policy at hotels by Royal Group	<ul style="list-style-type: none"> Customers are offered 3 holiday vouchers (3 days and 2 nights each) at MGallery Hoi An Hotel for each successful condominium transaction. The vouchers are valid from the signing date of the Investment and Sale Contract until the handover of the Condominium.

6. PROMOTION POLICY FOR PROGRAM 1B

PROMOTION	DETAILS
Compulsory loose furniture package	<ul style="list-style-type: none"> For customers who select Program 1B, loose furniture package is included in the Condominium Sale Price.
Launching event promotion	<ul style="list-style-type: none"> Customers are entitled to 4% discount of Condominium Sale Price at launching event.
95% upfront payment promotion	<ul style="list-style-type: none"> Customers are entitled to 6% discount of Condominium Sale Price if they pay 95% of Condominium Contract Price (inclusive of VAT) in advance.



<p>Room policy at hotels by Royal Group</p>	<ul style="list-style-type: none">• Customers are offered 3 holiday vouchers (3 days and 2 nights each) at MGallery Hoi An Hotel for each successful condominium transaction. The vouchers are valid from the signing date of the Investment and Sale Contract until the handover of the Condominium.
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