

SALES POLICY
APPLIED TO APARTMENT/SHOP/SHOPHOUSE - THE RAINBOW
 ----- April 2020 -----

I. POLICY

Application period: Starting from 28/04/2020 until a new notification is released for replacement.

Application scope: Apply to those clients who buy/rent **Apartment/Shop/Shophouse** at the Rainbow at Vinhomes Grand Park.

II. PROMOTION

1. “Buy house, get Vinfast voucher up to 200,000,000 VND”

2. Application period: Starting from 28/04/2020 until a new notification is released for replacement.

3. Application scope: Apply to those clients who buy/rent Apartment/Shop/Shophouse at the Rainbow at Vinhomes Grand Park and sign the Agreement/ Sales and Purchase Contract/ Lease Agreement from 28/04/2020 until a new notification is released for replacement.

4. Promotion offer: 1 in 3 following vouchers depending on value of **Apartment/Shop/Shophouse**

Selling/ Renting price of Apartment/Shop/Shophouse (VAT and Maintenance Fee excluded)	Vinfast Voucher	Application product line
Under 1.7 billion VND	70.000.000 VND	Vinfast Fadil
From 1.7 to 2.5 billion VND	150.000.000 VND	Vinfast Lux A
Over 2.5 billion VND	200.000.000 VND	Vinfast Lux SA

- Voucher is NOT allowed to be converted into cash or deducted from the selling price of Apartment/Shop/Shophouse.
- Voucher is NOT designated for a specific client. Clients can give or transfer to other people.
- Voucher is valid within 6 months, from the day when the voucher is delivered to the day when clients receive the car.
- In case the Sales and Purchase Contract is terminated before the due date because of clients' faults. Clients shall refund the voucher to Developer. In case clients have used the voucher, clients shall refund the equivalent money of the voucher in accordance with the published price of Developer.

5. Terms and conditions:

- Clients shall receive the voucher after completing all legal procedures needed to sign Sales and Purchase Contract/ Lease Agreement.
- Voucher is designated for a specific product line of Vinfast car. Clients CAN'T use the voucher applied for a specific product line to buy a car with another product line.
- Voucher is applied to those car purchase agreements which are signed with showrooms or agencies of Vinfast within the application period of voucher.
- Clients can use just 01 voucher to pay for 01 car. Voucher is only used to pay for the final payment when clients receive the car from showrooms or agencies in accordance with the car purchase agreement and not used to pay for any deposits.
- Clients shall sign the car purchase agreement with showrooms, agencies of Vinfast and make deposits needed to buy the car in accordance with the sale policy of Vinfast.
- Voucher is not allowed to converted into cash or any other forms of assets.
- Voucher is allowed to use along with the promotion “2-year bank loan interest support” of Vinfast.

6. SALE POLICIES APPLIED TO THOSE CLIENTS WHO BUY/ LEASE APARTMENTS NUMBER 14,15 OF BUILDING S5.02 AND APARTMENT NUMBER 17,18 OF BUILDING S5.03.

- 3,000,000 VND/m² in accordance with the net size is deducted from the selling price (VAT and Maintenance Fee excluded) because Developer doesn't set up interior as the previous published policy.

A. APPLIED TO CLIENTS WHO BUY APARTMENT/SHOP/SHOPHOUSE

I. PAYMENT SCHEDULE FOR APARTMENT SALES AND PURCHASE CONTRACT

BUILDING / PAYMENT	S1.01,S1.03,S1.05, S3.01,S3.03,S5.02	S2.01, S2.03	S1.02,S1.06,S1.07, S2.02, S3.02,S5.01, S5.03	S3.05, S2.05
Deposit: On signing the Agreement	50.000.000 VND/Apartment			
1st Payment: Sign Sales and Purchase Contract (Within 07 days since the day on signing the Agreement)	30% Selling Price (VAT included) (Deposit amount included – if any) and 05% Selling Price (VAT excluded) to sign the Agreement for the performance of the Sales and Purchase Contract. Developer shall pay interest of 12%/ year for 05% Selling Price (VAT excluded) in accordance with the Agreement for the performance of the Sales and Purchase Contract since the day when Developer fully receives this amount to the due date of the Ownership Certificate. Individual clients pay the personal income tax for this interest.			
2nd Payment: 20/05/2020	40% (VAT included)	30% (VAT included)		
3rd Payment: 20/06/2020		10% (VAT included)		
4th Payment: In accordance with the apartment handover notification of Seller	Expected 20/6/2020	Expected 20/7/2020	Expected 20/8/2020	Expected 20/9/2020
	25% (VAT included) + 100% Maintenance Fee + VAT of 5%			
5th Payment: In accordance with the notification of Seller when the Apartment is granted with the Ownership Certificate or when Buyer itself processes procedures for the Ownership Certificate	05% (VAT excluded) (Deducted from the Agreement for the performance of the Sales and Purchase Contract)			

II. PAYMENT SCHEDULE FOR SHOP/SHOPHOUSE SALES AND PURCHASE CONTRACT

BUILDING/ PAYMENT	S1.01,S1.03,S1.05, S3.01,S3.03,S5.02	S2.01, S2.03	S1.02,S1.06,S1.07, S2.02, S3.02,S5.01, S5.03	S3.05, S2.05
Deposit: On signing the Agreement	500.000.000 VND/Shop, shophouse			
1st Payment: Signing the Sales and Purchase Contract. (Within 07 days since the day on signing the Agreement)	<p>30% Selling Price (VAT included) (Deposit amount included – if any) and 05% Selling Price (VAT excluded) to sign the Agreement for the performance of the Sales and Purchase Contract.</p> <p>Developer shall pay interest of 12%/ year for 05% Selling Price (VAT excluded) in accordance with the Agreement for the performance of the Sales and Purchase Contract since the day when Developer fully receives this amount to the due date of the Ownership Certificate. Individual clients pay the personal income tax for this interest.</p>			
2nd Payment: 20/05/2020	40% (VAT included)			
3rd Payment: In accordance with the apartment handover notification of Seller	Expected 20/6/2020			Expected 20/7/2020
	25% (VAT included) + 100% Maintenance Fee + VAT of 5%			
4th Payment: In accordance with the notification of Seller when the Apartment is granted with the Ownership Certificate or when Buyer itself processes procedures for the Ownership Certificate	<p>05% (VAT excluded) (Deducted from the Agreement for the performance of the Sales and Purchase Contract)</p>			

Note:

- In case the due date of payment is on holidays, the due date shall be extended to the first day after holidays.

III. LEGAL PROCEDURES TO SIGN SALES AND PURCHASE CONTRACT OF APARTMENT/SHOP/SHOPHOUSE

Procedures	Due date
Agreement	On making the deposit - 50.000.000 VND/ apartment - 500.000.000 VND/ shop, shophouse
Sales and Purchase Contract	Within 7 days since the day on signing the Agreement and fully pay 30% selling price (VAT included)

IV. PAYMENT METHOD

Follow above schedule

B. APPLIED TO CLIENTS WHO LEASE APARTMENT

I. PAYMENT SCHEDULE FOR LONG-TERM LEASE CLIENTS

BUILDING/SCHEDULE	S1.01,S1.03,S1.05, S3.01,S3.03,S5.02	S2.01, S2.03	S1.02,S1.06,S1.07, S2.02, S3.02,S5.01, S5.03	S3.05, S2.05
Deposit when signing Deposit Agreement	50.000.000 vnd/unit			
1st: when signing SPA (within 7 days from the date of signing Deposit Agreement)	35% (included VAT)			
2 nd : on May 20, 2020	40%(included VAT)	30% (included VAT)		
3 rd : on June, 20, 2020	10% (included VAT)			
4 th : when receiving notice of handover	Expected June 20, 2020	Expected Jul 20, 2020	Expected Aug20, 2020	Expected Sep 20, 2020
	25% (included VAT)			

Note:

- In case the date of payment coincide with holidays, payment will be extended to the first working day after holidays.

II. PROCEDURE FOR SIGN LTL AGREEMENT

Procedure	Time
Sign Deposit Agreement	50.000.000 VND/ unit
Sign LTL Agreement	Within 7 days from the date of signing Deposit Agreement and pay 35% (included VAT)

III. PAYMENT METHOD

Clients can select one of the following options:

1. Follow above schedule

2. Early payment within 15 days from the date of signing LTL Agreement: Clients who sign LTL agreement and would like to pay 100% (excluded MF) within 15 days from the date of signing LTL Agreement and before May 30, 2020 will get discount of 7%/ (before VAT)