

**THE NINE SALE POLICY FOR FOREIGNER (FOR REFERENCE)**

**I. Discounts & Incentives:**

• **Option 1:** Applies to all clients purchased in The Nine

- All clients will receive **03-year free of Management Fee** when signing the SPA or DA

Time: 05/01/2021 to 30/03/2021

<b>Installment</b>	<b>Payment Amount</b>	<b>Payment Due Date</b>
Deposit	100.000.000 VND/ unit	
1 <sup>st</sup> Installment	15% of selling price (included VAT)	At time of SPA signing
2 <sup>nd</sup> Installment	15% of selling price (included VAT)	No later than 60 days from the date of the 1st Installment
3 <sup>rd</sup> Installment	15% of selling price (included VAT)	No later than 60 days from the date of the 2nd Installment
4 <sup>th</sup> Installment	15% of selling price (included VAT)	No later than 60 days from the date of the 3rd Installment
5 <sup>th</sup> Installment	10% of selling price (included VAT)	No later than 60 days from the date of the 4th Installment
6 <sup>th</sup> Installment	30% of selling price (included VAT) +2% (Maintenance Fee)	When receive Notice of Handover from GP (Expected Q1/2022)

. • **Option 2:** Applies for clients who choose the **Early Payment Schedule**

- Only available for clients able to sign Sales & Purchase Agreement (SPA) in Vietnam, and request to pay 70% of the Unit Sale Price at the time of signing SPA.

→ 01 % discount on Unit Sale Price (including VAT, excluding Maintenance Fee).

→ 03 years free of Management Fee still applies

<b>Installment</b>	<b>Payment Amount</b>	<b>Payment Due Date</b>
Deposit	100.000.000 VND/ unit	
1 <sup>st</sup> Installment	70% of selling price (included VAT)	At time of SPA signing
2 <sup>nd</sup> Installment	30% of selling price (included VAT) +2% ( Maintenance Fee )	When receive Notice of Handover from GP (Expected Q1/2022)

**II. Clients and Project of the Sales Policies:**

- **Qualified clients:** Organisation / Private Oversea Clients who have deposited 100.000.000 VND and signed SPA, also completed the 1<sup>st</sup> instalment stated above.
- **Project applied:** Apartment units in project The Nine - No. 9 Pham Van Dong Road.

**III. Validity of the sales policies:**

The Sales Policies take effect from 05/01/2021, until the New sales policy is announced.