

【XXX XXXXXX PROJECT @ 最新促销配套说明 | 】

Promotion Package as below: [BASE ON SPA PRICE 算 Rebate 的 Amount]

- (STAGE 1) – SPA Signing 签约阶段
 - o 8% 折扣 (Rebate)
 - o 【签约之前必须付 2% 头期】
- (STAGE 2A) 第二阶段付款
 - o 2% 早鸟折扣 (Early Bird Rebate)
 - o 发展商有权随时终止, 届时将另行通知
- 3% 额外折扣 (Additional SPA Rebate)
 - o 须在 14 个工作日内完成签署买卖合同 (SPA)
- (Last Stage) 交屋阶段 (Upon VP)
 - o 2% 入住奖金 (Move-in Bonus)
 - o 仅限指定单位, 数量有限
 - o

Developer Absorbed Items | 发展商承担项目 :

- (i) 买卖合同 (SPA) 律师费与杂费

Developer absorbed Sales & Purchase Agreement legal fees and disbursement*

仅限指定律师楼 (panel lawyer)

- (ii) 贷款合约的律师费、杂费与贷款印花税

Developer absorbed Loan Agreement legal fees, disbursement and stamp duty on loan agreement

仅限指定律师楼与贷款银行

- by appointed panel lawyer only
- by appointed list of panel bankers only

Note: *此优惠 *不包括 MOT (产业转名费用)

Excluded MOT

重要提醒 | Important Reminder:

请告知团队，所有广告宣传工具如：

- 文案 (copywriting)
- 海报 (poster)
- 社交媒体 (social media)

严禁公开列：

- 实际成交价 (Net Price)
- 折扣回扣金额 (Rebate %)
- 促销配套细节 (Sales Package)

如有违反将严重影响整体营销进度与团队合作权益！

Kindly take note and inform your team that

STRICTLY all advertisement tools do not state net price, rebate & sales package publicly.

【发展商会 举办正式签约仪式 Signing Ceremony】

签约日期 (SIGNING DATE) 将由发展商公布

- 若顾客想拿完所有 Rebate，必须在发展商指定的签约日当天签署买卖合同 (SPA)！
- 请务必提醒顾客提早请假安排！

LOAN BUY 情况 Loan Buyer Breakdown

【Loan 90%】

- SPA 签约时支付：2% 头期 (based on SPA PRICE)
- VP (交屋) 后回扣：扣完杂费顾客才能拿回
 - o 2% Early Bird Rebate
 - o 3% Additional SPA Rebate
 - o 2% Move-in Bonus

【Loan 85%】

- SPA 签约时支付：2% 头期 (based on SPA PRICE)
- Stage 2A 原本要支付 5% 的差额 (Difference Sum)

但因享有以下折扣，可豁免 OFF-SE 支付差额：

- o 2% Early Bird Rebate
- o 3% Additional SPA Rebate
- VP (交屋) 后回扣：扣完杂费顾客才能拿回
2% Move-in Bonus

【Loan 80%】

- SPA 签约时支付：2% 头期 (based on SPA PRICE)
- Stage 2A 原本要支付 10% 的差额 (Difference Sum)

但享有以下折扣后，只需支付 5% 头期 Difference Sum：

- o 2% Early Bird Rebate
- o 3% Additional SPA Rebate
- VP (交屋) 后回扣：扣完杂费顾客才能拿回
 - o 2% Move-in Bonus

CASH BUY 情况 Cash Buyer Breakdown

只要顾客顺利完成发展商指定流程，即可享有：

- 8% SPA 折扣 (Rebate)
- 2% Early Bird Rebate
- 3% Additional SPA Rebate
- 2% Move-in Bonus

合计总折扣：15% OFF

举例说明 Example：

- SPA Price = RM1,000,000
- Rebate = 15%
- NET Price = RM850,000

付款进度 Payment Stage Based on Net Price:

1. 签约阶段 (Stage 1)：付 10% = RM85,000
2. 第二阶段付款 (Stage 2A)：付 15% = RM127,500

后续阶段依照 NET PRICE 来计算和付款

◆ **STAGE 1 – SPA Signing**

- **8% Rebate** upon signing SPA
 - **2% Downpayment required before signing**
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◆ **STAGE 2A – Second Payment Stage**

- **2% Early Bird Rebate**
(Developer reserves the right to terminate at any time)
 - **3% Additional SPA Rebate**
(Must complete SPA signing within 14 working days)
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◆ **Last Stage – Upon Vacant Possession (VP)**

- **2% Move-in Bonus**
(Applicable to selected units only; limited quantity)
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✓ **Developer Absorbed Costs:**

1. **SPA Legal Fee & Disbursement**
(By appointed panel lawyers only)
2. **Loan Agreement Legal Fee, Disbursement & Stamp Duty**
(By appointed panel lawyers & panel banks only)

⚠ **Note: Excludes Memorandum of Transfer (MOT) Fees**

💡 **Important Reminder:**

Do NOT disclose the following publicly in any promotional materials (copywriting, posters, social media, etc.):

- Net Selling Price
- Rebate Amount or Percentage
- Full Package Details

Violation will affect the overall marketing strategy and team alignment.

Signing Ceremony

- Developer will **officially announce signing date**
 - To enjoy **all rebates**, customer **must sign SPA on the official signing day**
 - Kindly **remind customers to arrange leave in advance**
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Loan Buyer Payment Breakdown

【Loan 90%】

- **2% Downpayment** (based on SPA Price)
- Upon VP, rebate will be refunded (after deducting miscellaneous charges):
 - 2% Early Bird Rebate
 - 3% Additional SPA Rebate
 - 2% Move-in Bonus

【Loan 85%】

- **2% Downpayment** (based on SPA Price)
- Stage 2A normally requires additional 5% (Difference Sum)
→ Waived due to:
 - 2% Early Bird Rebate
 - 3% Additional SPA Rebate
- Upon VP, rebate refunded (after deductions):
 - 2% Move-in Bonus

【Loan 80%】

- **2% Downpayment** (based on SPA Price)
- Stage 2A originally requires 10% Difference Sum
→ Pay only 5% due to:
 - 2% Early Bird Rebate
 - 3% Additional SPA Rebate
- Upon VP, rebate refunded (after deductions):
 - 2% Move-in Bonus

Cash Buyer Breakdown

If buyer completes all required steps:

- **8% SPA Rebate**
- **2% Early Bird Rebate**
- **3% Additional SPA Rebate**
- **2% Move-in Bonus**
→ **Total Rebate: 15%**

Example:

- **SPA Price:** RM1,000,000
- **Rebate (15%):** RM150,000
- **Net Price:** RM850,000

Payment Schedule (based on Net Price):

1. **Stage 1 – Signing:** Pay 10% = RM85,000
 2. **Stage 2A – Second Payment:** Pay 15% = RM127,500
- Remaining stages based on Net Price.