

## 價單 Price List

### 第一部份：基本資料 Part 1: Basic Information

發展項目名稱 Name of Development	弦海 The Esplanade	期數(如有) Phase No. (if any)	--
發展項目位置 Location of Development	業旺路 101 號 No. 101 Yip Wong Road		
發展項目（或期數）中的住宅物業的總數 The total number of residential properties in the development (or phase of the development)			371

印製日期 Date of Printing	價單編號 Number of Price List
20 Nov 2018	3

### 修改價單(如有) *Revision to Price List (if any)*

修改日期 Date of Revision	經修改的價單編號 Numbering of Revised Price List	如物業價錢經修改，請以「✓」標示 Please use “✓” to indicate changes to prices of residential properties
		價錢 Price
27 Nov 2018	3A	---

第二部份：面積及售價資料 **Part 2: Information on Area and Price**

物業的描述 <b>Description of Residential Property</b>			實用面積 (包括露台, 工作平台及陽台(如有)) 平方米(平方呎) <b>Saleable Area (including balcony, utility platform and verandah, if any) sq. metre (sq. ft.)</b>	售價 (元) <b>Price (\$)</b>	實用面積 每平方米呎售價 元, 每平方米 (元, 每平方呎) <b>Unit Rate of Saleable Area \$ per sq. metre (\$ per sq. ft.)</b>	其他指明項目的面積 (不計算入實用面積) <b>Area of other specified items (Not included in the Saleable Area)</b> 平方米 (平方呎) <b>sq. metre (sq. ft.)</b>											
大廈名稱 <b>Block Name</b>	樓層 <b>Floor</b>	單位 <b>Unit</b>				空調機房 Air-conditioning plant room	窗台 Bay window	閣樓 Cockloft	平台 Flat roof	花園 Garden	停車位 Parking space	天台 Roof	梯屋 Stairhood	前庭 Terrace	庭院 Yard		
弦海 The Esplanade	16	D	15.004 (162) 露台 Balcony: --(--) 工作平台 Utility Platform: --(--)	3,677,900	245,128 (22,703)	--	--	--	--	--	--	--	--	--	--	--	
	17	D	15.004 (162) 露台 Balcony: --(--) 工作平台 Utility Platform: --(--)	3,700,000	246,601 (22,840)	--	--	--	--	--	--	--	--	--	--	--	
	18	D	15.004 (162) 露台 Balcony: --(--) 工作平台 Utility Platform: --(--)	3,722,200	248,081 (22,977)	--	--	--	--	--	--	--	--	--	--	--	
	19	D	15.004 (162) 露台 Balcony: --(--) 工作平台 Utility Platform: --(--)	3,744,500	249,567 (23,114)	--	--	--	--	--	--	--	--	--	--	--	
	20	D	15.004 (162) 露台 Balcony: --(--) 工作平台 Utility Platform: --(--)	3,785,700	252,313 (23,369)	--	--	--	--	--	--	--	--	--	--	--	
	21	D	15.004 (162) 露台 Balcony: --(--) 工作平台 Utility Platform: --(--)	3,808,500	253,832 (23,509)	--	--	--	--	--	--	--	--	--	--	--	--
	22	D	15.004 (162) 露台 Balcony: --(--) 工作平台 Utility Platform: --(--)	3,831,300	255,352 (23,650)	--	--	--	--	--	--	--	--	--	--	--	--
	23	D	15.004 (162) 露台 Balcony: --(--) 工作平台 Utility Platform: --(--)	3,854,300	256,885 (23,792)	--	--	--	--	--	--	--	--	--	--	--	--
	25	D	15.004 (162) 露台 Balcony: --(--) 工作平台 Utility Platform: --(--)	3,896,700	259,711 (24,054)	--	--	--	--	--	--	--	--	--	--	--	--
	16	E	41.487 (447) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: 1.500 (16)	7,202,200	173,601 (16,112)	--	--	--	--	--	--	--	--	--	--	--	--
	17	E	41.487 (447) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: 1.500 (16)	7,245,500	174,645 (16,209)	--	--	--	--	--	--	--	--	--	--	--	--
	18	E	41.487 (447) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: 1.500 (16)	7,288,900	175,691 (16,306)	--	--	--	--	--	--	--	--	--	--	--	--
	19	E	41.487 (447) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: 1.500 (16)	7,332,700	176,747 (16,404)	--	--	--	--	--	--	--	--	--	--	--	--

物業的描述 Description of Residential Property			實用面積 (包括露台, 工作平台及陽台(如有)) 平方米(平方呎) Saleable Area (including balcony, utility platform and verandah, if any) sq. metre (sq. ft.)	售價 (元) Price (\$)	實用面積 每平方米呎售價 元, 每平方米 (元, 每平方呎) Unit Rate of Saleable Area \$ per sq. metre (\$ per sq. ft.)	其他指明項目的面積 (不計算入實用面積) Area of other specified items (Not included in the Saleable Area) 平方米 (平方呎) sq. metre (sq. ft.)											
大廈名稱 Block Name	樓層 Floor	單位 Unit				空調機房 Air-conditioning plant room	窗台 Bay window	閣樓 Cockloft	平台 Flat roof	花園 Garden	停車位 Parking space	天台 Roof	梯屋 Stairhood	前庭 Terrace	庭院 Yard		
弦海 The Esplanade	20	E	41.487 (447) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: 1.500 (16)	7,406,000	178,514 (16,568)	--	--	--	--	--	--	--	--	--	--	--	
	21	E	41.487 (447) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: 1.500 (16)	7,450,400	179,584 (16,668)	--	--	--	--	--	--	--	--	--	--	--	
	22	E	41.487 (447) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: 1.500 (16)	7,495,100	180,661 (16,768)	--	--	--	--	--	--	--	--	--	--	--	--
	23	E	41.487 (447) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: 1.500 (16)	7,540,100	181,746 (16,868)	--	--	--	--	--	--	--	--	--	--	--	--
	25	E	41.487 (447) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: 1.500 (16)	7,615,500	183,564 (17,037)	--	--	--	--	--	--	--	--	--	--	--	--
	16	M	17.367 (187) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: -- (--)	4,119,300	237,191 (22,028)	--	--	--	--	--	--	--	--	--	--	--	--
	17	M	17.367 (187) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: -- (--)	4,144,100	238,619 (22,161)	--	--	--	--	--	--	--	--	--	--	--	--
	18	M	17.367 (187) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: -- (--)	4,168,900	240,047 (22,294)	--	--	--	--	--	--	--	--	--	--	--	--
	19	M	17.367 (187) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: -- (--)	4,193,900	241,487 (22,427)	--	--	--	--	--	--	--	--	--	--	--	--
	20	M	17.367 (187) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: -- (--)	4,235,900	243,905 (22,652)	--	--	--	--	--	--	--	--	--	--	--	--
	21	M	17.367 (187) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: -- (--)	4,261,300	245,368 (22,788)	--	--	--	--	--	--	--	--	--	--	--	--
	22	M	17.367 (187) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: -- (--)	4,286,900	246,842 (22,925)	--	--	--	--	--	--	--	--	--	--	--	--
	21	N	41.554 (447) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: 1.500 (16)	8,141,200	195,919 (18,213)	--	--	--	--	--	--	--	--	--	--	--	--
	22	N	41.554 (447) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: 1.500 (16)	8,181,900	196,898 (18,304)	--	--	--	--	--	--	--	--	--	--	--	--

物業的描述 Description of Residential Property			實用面積 (包括露台, 工作平台及陽台(如有)) 平方米(平方呎) Saleable Area (including balcony, utility platform and verandah, if any) sq. metre (sq. ft.)	售價 (元) Price (\$)	實用面積 每平方米呎售價 元, 每平方米 (元, 每平方呎) Unit Rate of Saleable Area \$ per sq. metre (\$ per sq. ft.)	其他指明項目的面積 (不計算入實用面積) Area of other specified items (Not included in the Saleable Area) 平方米 (平方呎) sq. metre (sq. ft.)										
大廈名稱 Block Name	樓層 Floor	單位 Unit				空調機房 Air-conditioning plant room	窗台 Bay window	閣樓 Cockloft	平台 Flat roof	花園 Garden	停車位 Parking space	天台 Roof	梯屋 Stairhood	前庭 Terrace	庭院 Yard	
弦海 The Esplanade	23	N	41.554 (447) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: 1.500 (16)	8,222,900	197,885 (18,396)	--	--	--	--	--	--	--	--	--	--	--
	6	P	20.753 (223) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: -- (--)	4,425,500	213,246 (19,845)	--	--	--	--	--	--	--	--	--	--	--
	7	P	20.753 (223) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: -- (--)	4,443,200	214,099 (19,925)	--	--	--	--	--	--	--	--	--	--	--
	8	P	20.753 (223) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: -- (--)	4,469,800	215,381 (20,044)	--	--	--	--	--	--	--	--	--	--	--
	6	Q	20.078 (216) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: -- (--)	4,415,100	219,897 (20,440)	--	--	--	--	--	--	--	--	--	--	--
	7	Q	20.078 (216) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: -- (--)	4,432,800	220,779 (20,522)	--	--	--	--	--	--	--	--	--	--	--
	8	Q	20.078 (216) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: -- (--)	4,459,400	222,104 (20,645)	--	--	--	--	--	--	--	--	--	--	--
	21	R	31.205 (336) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: 1.500 (16)	6,672,000	213,812 (19,857)	--	--	--	--	--	--	--	--	--	--	--
	22	R	31.205 (336) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: 1.500 (16)	6,705,400	214,882 (19,957)	--	--	--	--	--	--	--	--	--	--	--
	23	R	31.205 (336) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: 1.500 (16)	6,738,900	215,956 (20,056)	--	--	--	--	--	--	--	--	--	--	--
25	R	31.205 (336) 露台 Balcony: 2.000 (22) 工作平台 Utility Platform: 1.500 (16)	6,806,300	218,116 (20,257)	--	--	--	--	--	--	--	--	--	--	--	

## 第三部份：其他資料 Part 3: Other Information

(1) 準買家應參閱發展項目的售樓說明書，以了解該項目的資料。  
Prospective purchasers are advised to refer to the sales brochure for the development for information on the development.

(2) 根據《一手住宅物業銷售條例》第 52(1)條及第 53(2)及(3)條， -  
According to sections 52(1) and 53(2) and (3) of the Residential Properties (First-hand Sales) Ordinance, -

### 第 52(1)條 / Section 52(1)

在某人就指明住宅物業與擁有人訂立臨時買賣合約時，該人須向擁有人支付售價的 5% 的臨時訂金。

A preliminary deposit of 5% of the purchase price is payable by a person to the owner on entering into a preliminary agreement for sale and purchase in respect of the specified residential property with the owner.

### 第 53(2)條 / Section 53(2)

如某人於某日期訂立臨時買賣合約，並於該日期後的 5 個工作日內，就有關住宅物業簽立買賣合約，則擁有人必須在該日期後的 8 個工作日內，簽立該買賣合約。

If a person executes an agreement for sale and purchase in respect of the residential property within 5 working days after the date on which the person enters into the preliminary agreement for sale and purchase, the owner must execute the agreement for sale and purchase within 8 working days after that date.

### 第 53(3)條 / Section 53(3)

如某人於某日期訂立臨時買賣合約時，但沒有於該日期後的 5 個工作日內，就有關住宅物業簽立買賣合約，則 - (i) 該臨時合約即告終止；(ii) 有關的臨時訂金即予沒收；及 (iii) 擁有人不得就該人沒有簽立買賣合約而針對該人提出進一步申索。

If a person does not execute an agreement for sale and purchase in respect of the residential property within 5 working days after the date on which the person enters into the preliminary agreement for sale and purchase - (i) the preliminary agreement is terminated; (ii) the preliminary deposit is forfeited; and (iii) the owner does not have any further claim against the person for the failure.

(3) 實用面積及屬該住宅物業其他指明項目的面積是按《一手住宅物業銷售條例》第 8 條及附表二第 2 部的計算得出的。

The saleable area and area of other specified items of the residential property are calculated in accordance with section 8 and Part 2 of Schedule 2 to the Residential Properties (First-hand Sales) Ordinance.

### (4)(i) 支付條款 Terms of Payment

於本第 4 節內：「售價」指本價單第二部份表中所列之售價，而「成交金額」指臨時買賣合約及買賣合約所載之價錢（即售價經計算適用折扣後之價錢）。因應不同支付條款及／或折扣按售價計算得出之金額，皆以四捨五入方式換算至百位數作為成交金額。

In this section 4: "Price" means the price set out in Part 2 of this price list, and "Transaction Price" means the purchase price set out in the preliminary agreement for sale and purchase and agreement for sale and purchase, i.e. the purchase price after applying the applicable discounts on the Price. The amount calculated after applying the relevant terms of payment and/or applicable discounts on the Price will be rounded to the nearest hundred (i.e. if the tens digit of the price obtained is 5 or above, rounded up to the nearest hundred or if the tens digit of the price obtained is 4 or below, rounded down to the nearest hundred) to determine the Transaction Price.

### 付款辦法 Payment Methods

買方於簽署臨時買賣合約時須繳付相等於成交金額之 5% 作為臨時訂金（「臨時訂金」）。臨時訂金之其中港幣\$100,000 須以銀行本票繳付，抬頭請寫「的近律師行」或“Deacons”。請另備支票以補足臨時訂金之餘額，抬頭請寫「的近律師行」或“Deacons”。

Upon signing of the preliminary agreement for sale and purchase, the Purchaser shall pay the preliminary deposit equivalent to 5% of the Transaction Price (“Preliminary Deposit”). A cashier order of HK\$100,000 being part of the Preliminary Deposit shall be made payable to “Deacons” or 「的近律師行」. Please prepare a cheque payable to “Deacons” or 「的近律師行」 to pay the balance of the Preliminary Deposit.

(A) 現金或即時按揭付款計劃(一) - 120 天付款 (照售價減 8%)

Cash or Immediate Mortgage Payment Method (1) - 120 days Payment (8% discount from the Price)

1. 成交金額 5%: 臨時訂金於買方簽署臨時買賣合約時繳付，買方並須於其後 5 個工作天內簽署買賣合約。

5% of the Transaction Price: being the Preliminary Deposit shall be paid upon signing of the preliminary agreement for sale and purchase. The agreement for sale and purchase must be signed by the Purchaser within 5 working days thereafter.

2. 成交金額 95%：於買方簽署臨時買賣合約後 120 天內支付。

95% of the Transaction Price: shall be paid by the Purchaser within 120 days after signing of the preliminary agreement for sale and purchase.

(B) 現金或即時按揭付款計劃(二) - 150 天付款 (照售價減 6%)

Cash or Immediate Mortgage Payment Method (2) - 150 days Payment (6% discount from the Price)

1. 成交金額 5%：臨時訂金於買方簽署臨時買賣合約時繳付，買方並須於其後 5 個工作天內簽署買賣合約。

5% of the Transaction Price: being the Preliminary Deposit shall be paid upon signing of the preliminary agreement for sale and purchase. The agreement for sale and purchase must be signed by the Purchaser within 5 working days thereafter.

2. 成交金額 5%：於買方簽署臨時買賣合約後 60 天內支付。

5% of the Transaction Price: shall be paid by the Purchaser within 60 days after signing of the preliminary agreement for sale and purchase.

3. 成交金額 90%：於買方簽署臨時買賣合約後 150 天內支付。

90% of the Transaction Price: shall be paid by the Purchaser within 150 days after signing of the preliminary agreement for sale and purchase.

(C) 現金或即時按揭付款計劃(三) - 210 天「弦長」付款 (照售價減 4%)

Cash or Immediate Mortgage Payment Method (3) - 210 days "Prolonged" Payment (4% discount from the Price)

1. 成交金額 5%：臨時訂金於買方簽署臨時買賣合約時繳付，買方並須於其後 5 個工作天內簽署買賣合約。

5% of the Transaction Price: being the Preliminary Deposit shall be paid upon signing of the preliminary agreement for sale and purchase. The agreement for sale and purchase must be signed by the Purchaser within 5 working days thereafter.

2. 成交金額 1%：於買方簽署臨時買賣合約後 30 天內支付。

1% of the Transaction Price: shall be paid by the Purchaser within 30 days after signing of the preliminary agreement for sale and purchase.

3. 成交金額 1%：於買方簽署臨時買賣合約後 60 天內支付。

1% of the Transaction Price: shall be paid by the Purchaser within 60 days after signing of the preliminary agreement for sale and purchase.

4. 成交金額 1%：於買方簽署臨時買賣合約後 90 天內支付。

1% of the Transaction Price: shall be paid by the Purchaser within 90 days after signing of the preliminary agreement for sale and purchase.

5. 成交金額 1%：於買方簽署臨時買賣合約後 120 天內支付。

1% of the Transaction Price: shall be paid by the Purchaser within 120 days after signing of the preliminary agreement for sale and purchase.

6. 成交金額 1%：於買方簽署臨時買賣合約後 150 天內支付

1% of the Transaction Price: shall be paid by the Purchaser within 150 days after signing of the preliminary agreement for sale and purchase.

7. 成交金額 90%：於買方簽署臨時買賣合約後 210 天內支付。

90% of the Transaction Price: shall be paid by the Purchaser within 210 days after signing of the preliminary agreement for sale and purchase.

(D) 建築期付款計劃(一) - 「置靈活」付款計劃 (照售價減 1%)

Stage Payment Method (1) - "Flexible" Purchase Payment Plan (1% discount from the Price)

1. 成交金額 5%：臨時訂金於買方簽署臨時買賣合約時繳付，買方並須於其後 5 個工作天內簽署正式買賣合約。

5% of the Transaction Price: being the Preliminary Deposit shall be paid upon signing of the preliminary agreement for sale and purchase. The agreement for sale and purchase must be signed by the Purchaser within 5 working days thereafter.

2. 成交金額 5%: 於買方簽署臨時買賣合約後 60 天內支付。  
5% of the Transaction Price: shall be paid by the Purchaser within 60 days after signing of the preliminary agreement for sale and purchase.
3. 成交金額 1%: 於買方簽署臨時買賣合約後 120 天內支付。  
1% of the Transaction Price: shall be paid by the Purchaser within 120 days after signing of the preliminary agreement for sale and purchase.
4. 成交金額 1%: 於買方簽署臨時買賣合約後 150 天內支付。  
1% of the Transaction Price: shall be paid by the Purchaser within 150 days after signing of the preliminary agreement for sale and purchase.
5. 成交金額 1%: 於買方簽署臨時買賣合約後 180 天內支付。  
1% of the Transaction Price: shall be paid by the Purchaser within 180 days after signing of the preliminary agreement for sale and purchase.
6. 成交金額 1%: 於買方簽署臨時買賣合約後 240 天內支付。  
1% of the Transaction Price: shall be paid by the Purchaser within 240 days after signing of the preliminary agreement for sale and purchase.
7. 成交金額 1%: 於買方簽署臨時買賣合約後 300 天內支付。  
1% of the Transaction Price: shall be paid by the Purchaser within 300 days after signing of the preliminary agreement for sale and purchase.
8. 成交金額 1%: 於買方簽署臨時買賣合約後 360 天內支付。  
1% of the Transaction Price: shall be paid by the Purchaser within 360 days after signing of the preliminary agreement for sale and purchase.
9. 成交金額 1%: 於買方簽署臨時買賣合約後 420 天內支付。  
1% of the Transaction Price: shall be paid by the Purchaser within 420 days after signing of the preliminary agreement for sale and purchase.
10. 成交金額 1%: 於買方簽署臨時買賣合約後 480 天內支付或於賣方就其有能力將物業有效地轉讓予買方一事向買方發出通知的日期後的 14 天內支付, 以較早者為準。  
1% of the Transaction Price: shall be paid by the Purchaser within 480 days after signing of the preliminary agreement for sale and purchase or within 14 days after the date of the notification to the Purchaser that the Vendor is in a position validly to assign the property to the Purchaser, whichever is the earlier.
11. 成交金額 1%: 於買方簽署臨時買賣合約後 540 天內支付或於賣方就其有能力將物業有效地轉讓予買方一事向買方發出通知的日期後的 14 天內支付, 以較早者為準。  
1% of the Transaction Price: shall be paid by the Purchaser within 540 days after signing of the preliminary agreement for sale and purchase or within 14 days after the date of the notification to the Purchaser that the Vendor is in a position validly to assign the property to the Purchaser, whichever is the earlier.
12. 成交金額 1%: 於買方簽署臨時買賣合約後 600 天內支付或於賣方就其有能力將物業有效地轉讓予買方一事向買方發出通知的日期後的 14 天內支付, 以較早者為準。  
1% of the Transaction Price: shall be paid by the Purchaser within 600 days after signing of the preliminary agreement for sale and purchase or within 14 days after the date of the notification to the Purchaser that the Vendor is in a position validly to assign the property to the Purchaser, whichever is the earlier.
13. 成交金額 80%: 成交金額餘款於賣方就其有能力將物業有效地轉讓予買方一事向買方發出通知的日期後的 14 天內支付。  
80% of the Transaction Price being the remaining balance of the Transaction Price shall be paid within 14 days after the date of the notification to the Purchaser that the Vendor is in a position validly to assign the property to the Purchaser.

(E) 建築期付款計劃(二) – (照售價)

Stage Payment Method (2) – In accordance with the Price

1. 成交金額 5%: 臨時訂金於買方簽署臨時買賣合約時繳付, 買方並須於其後 5 個工作天內簽署買賣合約。  
5% of the Transaction Price: being the Preliminary Deposit shall be paid upon signing of the preliminary agreement for sale and purchase. The agreement for sale and purchase must be signed by the Purchaser within 5 working days thereafter.
2. 成交金額 5%: 於買方簽署臨時買賣合約後 60 天內支付。  
5% of the Transaction Price: shall be paid by the Purchaser within 60 days after signing of the preliminary agreement for sale and purchase.

3. 成交金額 5%: 於買方簽署臨時買賣合約後 120 天內支付。  
5% of the Transaction Price: shall be paid by the Purchaser within 120 days after signing of the preliminary agreement for sale and purchase.
4. 成交金額 85%: 成交金額餘款於賣方就其有能力將物業有效地轉讓予買方一事向買方發出通知的日期後的 14 天內支付。  
85% of the Transaction Price being the remaining balance of the Transaction Price shall be paid within 14 days after the date of the notification to the Purchaser that the Vendor is in a position validly to assign the property to the Purchaser.

(4)(ii) **售價獲得折扣的基礎 The basis on which any discount on the Price is available**

(a) 請參閱 (4)(i) Please refer to (4)(i)

(b) 印花稅津貼優惠 Stamp Duty Benefit

購買任何指明住宅物業之買方可獲額外售價 3%折扣優惠。

An extra discount of 3% from the Price will be offered to Purchaser who purchases any of the specified residential properties.

(c) 「扣人心弦」置業優惠 “Excited Purchase” Benefit

購買任何指明住宅物業之買方可獲額外售價 3%折扣優惠。

An extra discount of 3% from the Price will be offered to Purchaser who purchases any of the specified residential properties.

(d) 「期間限定」折扣優惠 Special Discount

凡於 ~~2018 年 11 月 30 日~~ 2018 年 12 月 31 日 (包括當日)或之前簽署臨時買賣合約購買指明住宅物業之買方，可以售價為基礎獲額外 2%折扣作為“「期間限定」折扣優惠”。

Where the preliminary agreement for sale and purchase of the specified residential properties is signed on or before ~~30 November 2018~~ 31 December 2018 (inclusive), the Purchaser would be offered an extra 2% discount from the Price as the "Special Discount".

(4)(iii) **可就購買該項目中的指明住宅物業而連帶獲得的任何贈品、財務優惠或利益**

**Any gift, or any financial advantage or benefit, to be made available in connection with the purchase of a specified residential property in the development**

(a) 提前付清成交金額現金回贈優惠

Early Settlement Benefit

如選擇「建築期付款計劃(一)－「置靈活」付款計劃」或「建築期付款計劃(二)」之買方提前於買賣合約訂明的付款日期之前付清成交金額(除成交金額是根據賣方發出之成交通知或在該通知發出後付清外)，可根據以下列表獲賣方送出現金回贈優惠(「提前付清成交金額現金回贈優惠」)。

Where the purchaser chooses Stage Payment Method (1) “Flexible” Purchase Payment Plan or Stage Payment Method (2) and settles the Transaction Price in advance of the date of payment specified in the agreement for sale and purchase (save for the case where the settlement was made pursuant to or after the completion notice issued by the Vendor), the purchaser shall be entitled to an early settlement benefit ("Early Settlement Benefit") offered by the Vendor according to the table below.

提前付清成交金額現金回贈優惠列表

Early Settlement Benefit Table

付清成交金額日期 Date of settlement of the Transaction Price	提前付清成交金額現金回贈優惠金額 Early Settlement Benefit Amount
簽署臨時買賣合約的日期後 180 日內 Within 180 days after the signing of the preliminary agreement for sale and purchase	成交金額 3% 3% of the Transaction Price
簽署臨時買賣合約的日期後 181 日-300 日期間內 Within 181 days to 300 days after the signing of the preliminary agreement for sale and purchase	成交金額 2% 2% of the Transaction Price



簽署臨時買賣合約的日期後 301 日-420 日期間內 Within 301 days to 420 days after the signing of the preliminary agreement for sale and purchase	成交金額 1% 1% of the Transaction Price
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備註 Remarks:

- i. 買方須於提前付清成交金額之日前最少 30 日，以書面方式向賣方申請提前付清成交金額現金回贈優惠，賣方會於收到申請並確認有關資料無誤後，將提前付清成交金額現金回贈直接用於支付部份成交金額餘額。

The Purchaser shall apply to the Vendor in writing for the Early Settlement Benefit at least 30 days before the date of early settlement of the Transaction Price. After the Vendor has received the application and duly verified the information, the Vendor will apply the Early Settlement Benefit to the part payment of the balance of the Transaction Price directly.

- ii. 付清成交金額日期以賣方代表律師收到所有成交金額款額日期為準。如上表中訂明的任何付清成交金額的期限的最後一日不是工作日(按《一手住宅物業銷售條例》第 2(1)條所定義)，則該期限的最後一日定為下一個工作日。

The date of settlement of the Transaction Price shall be the date on which all Transaction Price is received by the Vendor's solicitor. If the last day of any of the periods as set out in the table above is not a working day (as defined in section 2(1) of the Residential Properties (First-hand Sales) Ordinance), the last day of that period shall be the next working day.

- iii. 本優惠受相關交易條款及條件限制。

This benefit is subject to the terms and conditions of the relevant transaction documents.

- iv. 本優惠並不適用於根據賣方發出之成交通知或在該通知發出後付清成交金額的情況。

This benefit does not apply to the case where the settlement of the Transaction Price is made pursuant to or after the completion notice issued by the Vendor.

(b) 「派寶箱」服務使用優惠 “Pakpobox” Service Benefit

簽署臨時買賣合約購買任何本價單所列之住宅物業之買方，每購一個住宅物業並按照臨時買賣合約規定簽署買賣合約，可獲得由 Pakpobox Hong Kong Limited 提供等值港幣\$500 元之服務使用優惠。如買方由多於一位人士或一間公司組成，買方亦只獲得一次「派寶箱」服務使用優惠。「派寶箱」服務使用優惠使用受其他條款及細節所約束。

The purchaser who signs the preliminary agreement for sale and purchase to purchase any residential property in this price list will receive “Pakpobox” Service Benefit at the value equivalent to HK\$500 provided by Pakpobox Hong Kong Limited for each such residential property purchased provided that the purchaser has signed the agreement for sale and purchase in relation thereto in accordance with the preliminary agreement for sale and purchase. If the purchaser comprises more than one person or one company, the purchaser is entitled to one “Pakpobox” Service Benefit only. “Pakpobox” Service Benefit is subject to other terms and conditions.

(c) 「ofo」專屬禮遇優惠 “ofo” Privileged Benefit

簽署臨時買賣合約購買任何本價單所列之住宅物業之買方，每購一個住宅物業並按照臨時買賣合約規定簽署買賣合約，可獲得由 OFO (HK) Limited 提供等值港幣\$500 元之服務使用優惠。如買方由多於一位人士或一間公司組成，買方亦只獲得一次「ofo」專屬禮遇優惠。「ofo」專屬禮遇優惠使用受其他條款及細節所約束。

The purchaser who signs the preliminary agreement for sale and purchase to purchase any residential property in this price list will receive “ofo” Privileged Benefit at the value equivalent to HK\$500 provided by OFO (HK) Limited for each such residential property purchased provided that the purchaser has signed the agreement for sale and purchase in relation thereto in accordance with the preliminary agreement for sale and purchase. If the purchaser comprises more than one person or one company, the purchaser is entitled to one “ofo” Privileged Benefit only. “ofo” Privileged Benefit is subject to other terms and conditions.

(d) 「儲存易」服務使用優惠 “Storefriendly” Service Benefit

簽署臨時買賣合約購買任何本價單所列之住宅物業之買方，每購一個住宅物業並按照臨時買賣合約規定簽署買賣合約，可獲得由儲存易迷你倉集團有限公司提供等值港幣\$500 元之服務使用優惠。如買方由多於一位人士或一間公司組成，買方亦只獲得一次「儲存易」服務使用優惠。「儲存易」服務使用優惠使用受其他條款及細節所約束。

The purchaser who signs the preliminary agreement for sale and purchase to purchase any residential property in this price list will receive “Storefriendly” Service Benefit at the value equivalent to HK\$500 provided by Store Friendly Self Storage Group Limited for each such residential property purchased provided that the purchaser has signed the agreement for sale and purchase in relation thereto in accordance with the preliminary agreement for sale and purchase. If the purchaser comprises more than one person or one company, the purchaser is entitled to one “Storefriendly” Service Benefit only. “Storefriendly” Service Benefit is subject to other terms and conditions.

(e) 「備用成交金額 30% 第二按揭貸款」(只適用於本價單所列之 A 單位、L 單位、N 單位、E 單位、R 單位、S 單位之買方)

“Standby Second Mortgage Loan – 30% of Transaction Price” (Only applicable to purchasers of Unit A, Unit L, Unit N, Unit E, Unit R and Unit S set out in this Price List)

買方可向賣方指定財務機構 (“財務機構”) 申請備用第二按揭貸款 (“第二按揭貸款”)。財務機構有權隨時停止提供第二按揭貸款而無需另行通知。第二按揭貸款主要條件如下：

The purchaser may apply for standby second mortgage loan (“second mortgage loan”) from the Vendor’s designated financing company (“financing company”). The financing company may stop providing the second mortgage loan at any time without further notice. The key terms and conditions of the second mortgage loan are as follows:

- i. 第二按揭貸款最高金額為成交金額的 30%，但第一按揭貸款 (由第一按揭銀行提供) 及第二按揭貸款的總貸款額不能超過成交金額的 80%，或應繳付之成交金額餘額，以較低者為準。

The maximum amount of second mortgage loan shall be 30% of the Transaction Price, but the total amount of first mortgage loan (to be provided by first mortgagee bank) and second mortgage loan shall not

exceed 80% of the Transaction Price, or the balance of Transaction Price payable, whichever is less.

- ii. 第二按揭貸款年期最長可達 25 年或等同或不超過第一按揭貸款年期，以較短者為準。  
The maximum tenor of the second mortgage loan is up to 25 years or the same as or not exceeding the tenor of the first mortgage loan, whichever is shorter.
- iii. 提款日起息分期供款，首 24 個月之年利率為香港上海滙豐銀行有限公司不時報價之港元最優惠利率(P) (「港元最優惠利率(P)」) 減 2% (P-2%) 為年利率，其後之年利率為港元最優惠利率(P)。港元最優惠利率不時浮動調整。第二按揭貸款額、年期及利率以財務機構最終審批決定為準，賣方及財務機構並無就其作出，亦不得被視為就其作出任何不論明示或隱含之陳述、要約、承諾或保證。  
Repayment by monthly instalments and interest will be accrued starting from the day of drawdown. Interest rate for the first 24 months shall be Hong Kong Dollar Best Lending Rate (P) quoted from time to time by The Hongkong and Shanghai Banking Corporation Limited minus 2% (P-2%) per annum, thereafter at Hong Kong Dollar Best Lending Rate (P) per annum. Hong Kong Dollar Best Lending Rate (P) is subject to fluctuation from time to time. Second mortgage loan amount, tenor and interest rate shall be subject to final approval by the financing company. No representation, offer, undertaking or warranty, whether express or implied, is given, or shall be deemed to have been given by the Vendor and the financing company in respect thereof.
- iv. 第一按揭銀行須為財務機構所指定及轉介之銀行，申請人並且須首先得到第一按揭銀行同意方可辦理第二按揭貸款。  
First mortgagee bank shall be nominated and referred by the financing company. The applicant(s) shall obtain prior consent from the first mortgagee bank before applying for the second mortgage loan.
- v. 第一按揭貸款及第二按揭貸款須獨立處理及審批。申請人須於第二按揭貸款的預計貸款支取日的不少於四十五天前帶同已簽署的臨時合約正本、身份證明文件及入息證明，親身前往財務機構辦理第二按揭貸款申請。申請人必須提供身份證明文件及財務機構所須文件之副本，所有提交之文件，一律不予發還。有關人士必須親身前往財務機構指定的代表律師簽署有關法律文件。  
The applications for first mortgage loan and second mortgage loan will be processed and approved independently. The applicant(s) has/have to attend the office of the financing company in person and bring along the original PASP signed, his/her/their identification documents and income proof to make the application of second mortgage loan in no less than forty-five days prior to the anticipated loan drawdown date. The applicant(s) shall provide copies of his/her/their identification documents and documents required by the financing company. All documents provided will not be returned. The relevant parties must sign the relevant legal documents personally at the office of solicitors' firm designated by the financing company.
- vi. 申請人須按第一按揭銀行及財務機構要求提供足夠文件證明其還款能力。  
The applicant(s) shall provide sufficient documents to prove his/her/their repayment ability upon request of the first mortgagee bank and the financing company.
- vii. 所有有關第二按揭貸款之法律文件須由財務機構指明的代表律師樓擬備。如成功申請，按揭人須單獨繳付所有有關第二按揭貸款之一切律師費用及其他開支。  
All legal documents in relation to the second mortgage loan must be prepared by the solicitors' firm designated by the financing company. All legal costs and other expenses incurred in respect of the second mortgage loan shall be paid by the mortgagor(s) solely if the application is successful.
- viii. 有關第一按揭貸款及第二按揭貸款之批核及按揭條款分別以第一按揭銀行及財務機構之最終決定為準，與賣方無關，且於任何情況下賣方均無需為此負責。第二按揭貸款批出與否，財務機構擁有最終決定權。不論第二按揭貸款獲批與否，買方仍須按買賣合約完成購買該住宅物業及全數繳付該住宅物業的成交金額。  
The approval of the applications for and the terms and conditions of the first mortgage and the second mortgage are subject to the final decision of the first mortgagee bank and the financing company respectively, and are not related to the vendor (who shall under no circumstances be responsible therefor). The approval or disapproval of the second mortgage loan is subject to the final decision of the financing company. The purchaser shall complete the purchase of the residential property and fully pay the Transaction Price of the residential property in accordance with the Agreement for Sale and Purchase irrespective of whether the second mortgage loan is granted or not.
- ix. 按揭人可於任何時候償還全部第二按揭貸款並獲豁免提早還款罰息及行政費用，但須預先給予財務機構一個月書面通知。  
The mortgagor(s) may at any time repay the outstanding second mortgage loan in full by giving the financing company one month's prior notice in writing without levy of early repayment penalty and administration fee.
- x. 第二按揭貸款受財務機構不時所訂之其他條款約束。  
The second mortgage loan is subject to other terms and conditions as may from time to time be stipulated by the financing company.

(4)(iv) 誰人負責支付買賣該項目中的指明住宅物業的有關律師費及印花稅

**Who is liable to pay the solicitors' fees and stamp duty in connection with the sale and purchase of a specified residential property in the development**

1. 買方須負責所有律師費及雜費支出。如買方選用賣方指定之代表律師作為買方之代表律師處理所有有關購買的一切法律文件，並由賣方代表律師同時處理物業按揭事宜，賣方同意為買方支付買賣合約及轉讓契兩項法律文件之律師費用(不包括一切雜費及支出)。  
The Purchaser shall be responsible for all legal costs and expenses. If the Purchaser appoints the Vendor's solicitors to act on his / her / its behalf in respect of all legal documents for the purchase, and the mortgage is handled by the Vendor's solicitors as well, the Vendor agrees to bear the Purchaser's legal costs (excluding all disbursements and expenses) of the agreement for sale and purchase and the assignment.

2. 如買方另聘代表律師作為買方之代表律師處理其購買事宜，買賣雙方須各自負責有關該買賣的法律文件之律師費用。  
If the Purchaser instructs his / her / its own solicitors to act for him / her / it in respect of the purchase, the Vendor and the Purchaser shall each pay his / her / its own legal fees in respect of the legal documents for the sale and purchase.
3. 買方須支付所有有關臨時買賣合約、買賣合約及轉讓契之印花稅(包括但不限於根據《印花稅條例》(第 117 章)可予徵收的從價印花稅、額外印花稅、買家印花稅、附加印花稅及任何與過期繳付任何印花稅有關的罰款、利息及附加費等)、登記費及其他雜費及支出。  
All stamp duty (including but not limited to the ad valorem stamp duty, special stamp duty, buyer's stamp duty and all additional stamp duty chargeable under the Stamp Duty Ordinance (Cap.117) and any penalty, interest and surcharge, etc. for late payment of any stamp duty), registration fee and other disbursements and charges on the preliminary agreement for sale and purchase, the agreement for sale and purchase and the assignment shall be borne by the Purchaser.

(4)(v) 買方須為就買賣該項目中的指明住宅物業簽立任何文件而支付的費用

**Any charges that are payable by a purchaser for execution of any document in relation to the sale and purchase of a specified residential property in the development**

一切製作、登記及完成發展項目大廈公契及管理協議("公契")之費用及附於公契之圖則費用的適當分攤、所購物業的業權契據及文件認證副本之費用、所購物業的買賣合約及轉讓契之圖則費、為申請豁免買家印花稅及/或從價印花稅新/較高稅率而須的任何法定聲明的費用、所購住宅的按揭(如有)之法律費用及其他費用及代墊付費用及其他有關所購物業的買賣的文件的法律費用及其他支出，均由買方負責及支付。

The Purchaser shall solely bear and pay a due proportion of the costs for the preparation, registration and completion of the Deed of Mutual Covenant and Management Agreement of the Development ("DMC") and the plans attached to the DMC, all costs for preparing certified copies of title deeds and documents of the property purchased, all plan fees for plans to be annexed to the agreement for sale and purchase and the Assignment of the property purchased, the costs of any statutory declaration required for application for exemption of buyer's stamp duty and/or new/higher rates of ad valorem stamp duty, all legal and other costs and disbursements in respect of any mortgage (if any) in respect of the property purchased and all legal costs and charges of any other documents relating to the sale and purchase of the property purchased.

(5) 賣方已委任地產代理在發展項目中的指明住宅物業的出售過程中行事：

**The vendor has appointed estate agents to act in the sale of any specified residential property in the Development:**

賣方委任的代理:

Agents appointed by the vendor:

- |                           |  |
|---------------------------|--|
| 1. 中原地產代理有限公司             | Centaline Property Agency Limited  |
| 2. 美聯物業代理有限公司             | Midland Realty (International) Limited   |
| 3. 利嘉閣地產有限公司              | Ricacorp Properties Limited  |
| 4. 香港置業(代理)有限公司           | Hong Kong Property Services (Agency) Limited                                   |
| 5. 世紀 21 集團有限公司 及 旗下特許經營商 | Century 21 Group Limited and Franchisees                                       |
| 6. 云房網絡(香港)代理有限公司         | QFang Network (Hong Kong) Agency Limited                                       |
| 7. 祥益地產代理有限公司             | Many Wells Property Agent Limited  |
| 8. 香港(國際)地產商會有限公司 及 其特許會員 | Hong Kong (International) Realty Association Limited & Chartered Members       |
| 9. 香港地產代理商總會有限公司 及 其特許會員  | Hong Kong Real Estate Agencies General Association Limited & Chartered Members |
| 10. 英發物業有限公司              | Homely Real Estate Co. Ltd   |
| 11. 晉誠地產代理有限公司            | Earnest Property Agency Limited  |

請注意：任何人可委任任何地產代理在購買該發展項目中的指明住宅物業的過程中行事，但亦可以不委任任何地產代理。

Please note that a person may appoint any estate agent to act in the purchase of any specified residential property in the Development. Also, that person does not necessarily have to appoint any estate agent.

(6) 賣方就發展項目指定的互聯網網站的網址為：<http://www.the-esplanade.com.hk>。

The address of the website designated by the Vendor for the Development is: <http://www.the-esplanade.com.hk>.