



OCTOBER 2020 Buyer Incentive Programs

October 1, 2020



All programs are valid for the month of October 2020 only.

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RFO SPECIAL DISCOUNTS

PROJECT	DISCOUNT
Signa Designer Residences – Towers 1 & 2	10%
AmiSa Private Residences – Towers A, B & C	
The Sapphire Bloc – North & West Towers	
The Magnolia Residences – Towers A, B & C	
The Trion Towers – Towers 1 & 2	
Radiance Manila Bay – North Tower	
Azalea Place	



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RFO SPECIAL DISCOUNTS

PROJECT	DISCOUNT
Gateway Garden Ridge	15%
Gateway Garden Heights	
One Gateway Place	
East of Galleria	
Adriatico Place	
Woodsville Mansions	
The Pearl Place – Towers A & B	
Gateway Regency	
Escalades at 20 th Ave – All Towers	
Escalades East Tower	
Acacia Escalades – Building A	



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RFO SPECIAL DISCOUNTS

Terms & Conditions

- Special Discount shall only be applicable to **new unit sales**.
- Special Discount shall only be applicable to unit contract price.
- Standard payment schemes and promotional schemes with a maximum of 18 monthly amortizations shall apply without further discounts.
- **The Special Discount is considered a final/all-in discount.**
- Special Discounts cannot be used in conjunction with other marketing programs and buyer incentive programs.
- Special Discount can be used in conjunction with the new EMI Program provided that the maximum period for MA is 18 months.
- Purchase of more than one (1) unit is allowed, but buyer shall not be entitled to additional bulk discount.

Buyers who will avail of the updated EMI program should follow the payment schemes below:

NEW EMI PROGRAM

PROJECT	EQUITY		RETENTION*
	DOWNPAYMENT	MA	
Filipinos Residing in the Philippines	5% of Net TCP in 3 months	15% of Net TCP in 16 months	80% of TCP on the 20 th month
Filipinos Residing abroad	10% of Net TCP in 3 months	10% of Net TCP in 16 months	
Foreign Buyers	10% of Net TCP in 3 months	20% of Net TCP in 16 months	70% of TCP on the 20 th month

**cash or bank financing*

NEW EMI PROGRAM



Projects Covered:

- Acacia Escalades – Building A
- Adriatico Residences
- AmiSa Private Residences
- Azalea Place
- East of Galleria
- Escalades at 20th Ave. – All Towers
- Escalades East Tower
- Gateway Garden Heights
- Gateway Garden Ridge
- Gateway Regency
- One Gateway Place
- **Radiance Manila Bay – North Tower**
- Signa Designer Residences
- Sonata Place – Tower 1 & 2
- **The Magnolia Residences – Towers A, B & C**
- The Pearl Place – Towers A & B
- **The Sapphire Bloc – North & West Towers**
- The Trion Towers – Towers 1 & 2
- The Wellington Courtyard
- Woodsville Viverde Mansions



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SVG PRE-LAUNCH DISCOUNT

DISCOUNT

2%



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SVG SPECIAL PRICING

Selected Studio units of SVG2 are currently offered at a low fixed Net TCP, as detailed below:

PAYMENT SCHEME	UNITS COVERED	SPECIAL NET TCP
25% in 72 Months – 75% Retention	2nd-7th Floor; Units 15 to 20	P3,199,200.00

SVG LOYALTY DISCOUNT

0.5% Buyer Loyalty Discount on succeeding purchase of additional SVG unit/s for buyers who:

1. Have previously purchased two (2) or more units in SVG
2. Have paid at least 1st Monthly Amortization
3. Currently on time with amortization payments in SVG

NOTE: Discount may be extended to the Buyer's relative/s up to 1st degree of affinity/consanguinity subject to submission of additional supporting document to show proof of relationship.

PROMO TERMS Pre-Selling

PROJECT	BASE SCHEME	PROMO SCHEME	
		MA	RETENTION
SVG – Building 1	00-20%(60)-80%	20% of TCP spread over 72 months	80% of TCP on the 73 rd month
SVG – Building 2*	00-25%(72)-75%		
TSB – South Tower	00-40%(72)-60%	30% of TCP spread over 72 months	70% of TCP on the 73 rd month
SYNC – S Tower	00-20%(59)-80%	20% of TCP spread over 66 months	80% of TCP on the 67 th month
TSB – East Tower	00-30%(56)-70%	20% of TCP spread over 60 months	80% of TCP on the 61 st month
AET	00-20%(52)-80%		
GRC – Tower 3	00-20%(56)-80%		
Cirrus			
GRS			

PROMO TERMS Pre-Selling

PROJECT	BASE SCHEME	PROMO SCHEME	
		MA	RETENTION
RMB – South Tower	00-20%(28)-80%	20% of TCP spread over 30 months	80% of TCP on the 31 st month
TMR – Tower D			
ACE – Building B	00-20%(22)-80%	20% of TCP spread over 28 months	80% of TCP on the 29 th month
AXR – Tower B	00-20%(16)-80%	20% of TCP spread over 18 months	80% of TCP on the 19 th month

Step-Up Payment Schemes

PROJECT	MA		RETENTION
GRC – Tower 3	Month 1-12	3.50% of TCP	80% of TCP on the 61 st month
	Month 13-24	3.75% of TCP	
	Month 25-36	4.00% of TCP	
	Month 37-48	4.25% of TCP	
	Month 49-60	4.50% of TCP	
TMR – Tower D RMB – South Tower	Month 1-6	3.50% of TCP	80% of TCP on the 31 st month
	Month 7-12	3.75% of TCP	
	Month 13-18	4.00% of TCP	
	Month 19-24	4.25% of TCP	
	Month 25-30	4.50% of TCP	

PROMO TERMS
Pre-Selling

Step-Up Payment Schemes

PROJECT	MA		RETENTION
RWS	Month 1-12	8.50% of TCP	70% of TCP on the 39 th month
	Month 13-24	9.50% of TCP	
	Month 25-38	12.00% of TCP	
	Month 1-12	7.00% of TCP	75% of TCP on the 39 th month
	Month 13-24	8.00% of TCP	
	Month 25-38	10.00% of TCP	
	10% of TCP spread over the 12 th , 24 th , and 36 th month 15% of TCP in 35 months		75% of TCP on the 39 th month

PROMO TERMS
Pre-Selling

PROMO TERMS RFO

PROJECT	BASE SCHEME	PROMO SCHEME	
		MA	RETENTION
TTT – Tower 3	10%(1)-20%(14)-70%	20% of TCP spread over 15 months	80% of TCP on the 16 th month
RMB – North Tower	10%(1)-20%(11)-70%	20% of TCP spread over 18 months	80% of TCP on the 19 th month
TMR - Towers A, B & C			
TSB – North & West			
SDR – Towers 1 & 2			
SPR – Towers 1 & 2			
TTT – Towers 1 & 2			
MPR/TFR/FAP/WR			

PROMO TERMS RFO

PROJECT	BASE SCHEME	PROMO SCHEME	
		MA	RETENTION
AXR – Tower B	00-20%(16)-80%	20% of TCP spread over 18 months	80% of TCP on the 19 th month
CGR	5%(1)-15%(13)-80%		
AMISA – All Towers	00-20%(12)-80%		
APC	10%(1)-10%(11)-80%		
TPP – All Towers	5%(1)-15%(11)-80%		
ACE – Building A			
AXR – Tower A			
EET/E20/EOG/AP/WC			
GGR/OGP/GGH/GWR			



FOCUS UNIT DISCOUNTS

Pre-Selling

PROJECT	UNIT	DISCOUNT
TSB – East Tower	All Units	1.00%
GRC – Towers 1 & 2		
SYNC – S Tower		
Cirrus		
AET		
GRS	All Units	2.00%
AXR – Tower B		
GRC – Tower 3	All Units	2.50%
RMB – South Tower		
TMR – Tower D		



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FOCUS UNIT DISCOUNTS

Pre-Selling

PROJECT	UNIT	DISCOUNT
ACE – Building B	Studio	0.50%
	1-Bedroom	1.00%
	2-Bedroom	1.50%
RWS	1-Bedroom	2.50%
	2-Bedroom	3.00%
	3-Bedroom	3.50%

RFO

PROJECT	UNIT	DISCOUNT
AXR – Tower A	All Units	1.50%
CGR	Studio	0.50%
	1-Bedroom	1.00%
	2-Bedroom	2.00%

FOCUS UNIT DISCOUNT

Terms & Conditions

- Discount is applicable to new unit sales only. No discount shall be given to sale of parking slots.
- Discount is applicable to Gross Total Contract Prices less unit type discount for applicable projects.
- Promotional Payment Schemes and Standard Payment Schemes of better will qualify for the discount.

OTHER SELLING INITIATIVES

a. TSBS PRE-LAUNCH DISCOUNT

4.5% pre-launch discount applicable to all unit types

b. EMI 60 FOR PARKINGSLOTS

PAYMENT SCHEME OPTIONS	EQUITY		RETENTION (Cash of Bank Financing)
	DOWNPAYMENT	MONTHLY AMORTIZATION	
Option 1 Step Up	5% of Gross TCP In 1 month	5,000.00 per month on the 2 nd to 13 th month	
		6,000.00 per month on the 14 th to 25 th month	
		7,000.00 per month on the 26 th to 37 th month	
		8,000.00 per month on the 38 th to 49 th month	
		9,000.00 per month on the 50 th to 61 st month	
Option 1 Lump Sum	5% of Gross TCP In 1 month	7,000.00	Monthly Payment
		25,000.00	Lump Sum every 12 mo. (5 Payments)
Option 3 10/35/55	10% of Gross TCP In 1 month	35% spread over 60 months	
Option 4 0/5/95	5% of Gross TCP In 1 month	95% spread over 60 months	
			55% Retention on the 62 nd month
			N/A

b. EMI 60 FOR PARKINGSLOTS

Projects Covered:

- Fifth Avenue Place
- Robinsons Place Residences
- Galleria Regency
- The Sapphire Bloc – North and West Towers
- Azalea Place
- Acacia Escalades Tower A

b. EMI 60 FOR PARKINGSLOTS

Terms & Conditions

- Standard reservation fee for parking slots shall apply.
- Payment schedule shall follow the uniform due date of payments.
- Number of monthly amortizations in the abovementioned payment schemes shall remain static.
- No discount shall be given to parking slot/s.
- This cannot be combined with discount promos, or buyers and sellers incentive programs.
- Only payment schemes better than the schemes mentioned above will be evaluated for approval by the management.
- Purchase of parking slot/s shall be subject to Condominium Corporation membership and advance condominium dues.

**c. SUSPENSION OF
5% DOWNPAYMENT SCHEME**

- Standard payment scheme for Foreign National Buyers with **5% down payment requirement is temporarily suspended.**

STRETCHED RESERVATION FEE

UNIT	PROJECT	CURRENT RF	STRETCHED RF	
	LUXURIA/ RESIDENCES METRO MANILA		50,000.00	Initial RF
Month 1				10,000.00
Month 2				10,000.00
RESIDENCES CEBU/ COMMUNITIES		25,000.00	Initial RF	15,000.00
			Month 1	5,000.00
			Month 2	5,000.00

STRETCHED RESERVATION FEE

PARKING	PROJECT	CURRENT RF	STRETCHED RF	
	Sonata Premier	50,000.00	Initial RF	30,000.00
			Month 1	10,000.00
			Month 2	10,000.00
	LUXURIA/ RESIDENCES	25,000.00	Initial RF	15,000.00
			Month 1	5,000.00
			Month 2	5,000.00
	COMMUNITIES	10,000.00	Initial RF	6,000.00
			Month 1	2,000.00
Month 2			2,000.00	

STRETCHED RESERVATION FEE

Terms & Conditions

- This promo shall cover all projects except joint venture projects – Aurelia, Velaris, and Sonora
- This promo is applicable to all new sales of all sales channels.
- Prevailing parking guidelines per project (e.g. appurtenance, surcharges) shall apply.
- This promo can be used in conjunction with other marketing programs and buyer incentives (e.g. Special Discount Promos, Focus Unit Discount, Employee Discount, Early Move-In Promo, and project specific promo schemes and discounts.

SUMMARY OF PROGRAMS

	Stretched RF	Pre-Launch Discount	Focus Unit Discount	Promo Terms	EMI	Special Discount
Pre-Selling	✓	✓	✓	✓		
RFO	✓		AXRA CGR	✓	✓	✓

SUMMARY OF PROGRAMS

	Stretched RF	Pre-Launch Discount	Focus Unit Discount	Promo Terms	EMI	Special Discount
Stretched RF		✓	✓	✓	✓	✓
Pre-Launch Discount	✓			✓		
Focus Unit Discount	✓			✓		
Promo Terms	✓	✓	✓			✓
EMI	✓					✓
Special Discount	✓			✓	✓	



**THANK YOU
AND
HAPPY SELLING!**



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