



## Case Illustration of the Long Lease Incentive Program Mechanism

### Case Scenario (2) – A tenant lived in the unit for 8 months and 20 days

- (1) An applicant commits the Long Lease Incentive Program (24-month fixed term tenancy) with Lease Commencement Date effective on 8 April 2022

Age	70 years old
Unit Type	Studio
Floor	Lower Level
Rent per month	HK\$ 18,700

- (2) The tenant submits the Lease Conversion (from 24-month fixed term tenancy to Long Lease) Request Form in advance and the Lease Commencement Date for the Long Lease set on 28 December 2022 within the tenancy.

Monthly Rent under 24-month fixed term tenancy (HK\$)	\$ 18,700.00	(1)
<b>Total Rent</b> paid (8 April 2022 – 27 December 2022)	\$ 161,523.50	(2)
<b>Conversion to Long Lease</b>		
Payment option chosen	1-year Staged Payment	
Entry Contribution at FY2021/2022 (EC List Number 1H) (Age 71) (HK\$)	\$ 3,936,625.00	(3)
<b>Rebate 100%</b> of <b>Total Rent</b> paid by Tenant (HK\$)	\$ 161,523.50	(4) = (2)
<b>Reimbursement 100%</b> equal to <b>Total Rent</b> paid (HK\$) as incentive by Hong Kong Housing Society (HK\$)	\$ 161,523.50	(5) = (2)
<b>Total incentive</b> (to be applied towards part payment of the Entry Contribution payable by the tenant under the Long Lease Agreement) (HK\$)	\$ 323,047.00	(6) = (4) + (5)
<b>Balance amount of the Entry Contribution payable after deduction of the total incentive (HK\$)</b>	<b>\$ 3,613,578.00</b>	<b>(7) = (3) – (6)</b>

#### Note:

- Additional payment incurred by 24-month fixed term tenancy i.e. 3-month deposit, 2-month advance rental, administrative fee, stamp duty and stamp duty on counterpart Lease Agreement are required to settle upon signing of Lease Agreement.
- Reference for Entry Contribution at FY2022/2023 (EC List Number 1I) (Age 70) of same unit is HK\$ 4,469,348
- The above case illustrations (including all figures and calculations) are for reference only. The actual amount of Entry Contribution and other sums payable for leasing a residential unit in The Tanner Hill shall always be subject to the final determination by Hong Kong Housing Society based on the terms and conditions of the Lease Agreement. Please refer to the Lease Agreement for details.
- If there is any conflict or inconsistency between the English version and the Chinese version, the English version shall prevail.