

## CONTRACT OF SERVICE

No: NN-S-070-18

- Based on the Civil Law number 33/2005/QH11 dated June 14, 2005 of the Socialist Republic of Vietnam effective January 01, 2006

- Based on the actual capacity of demand and supply of the two parties:

**PARTY A : HONGKONG CONVERGENT  
INTERNATIONAL TRAVEL DEVELOPMENT  
CO.,LTD**

Add : Room 909, 638 Huangpuadadao West, Tianhe District,  
Guangzhou, Canton, China  
Tel : (84) 981 34 66 77

**PARTY B : NOVOTEL NHA TRANG**

Add : 50 Tran Phu, Nha Trang, Vietnam  
Tel : +84 58 625 6900  
Reservation Email: H6033-RE@accor.com

Contact Person	Chris Wang
Position	Product & Contracting Director - Vietnam
Email	chris.wang@huizhi-intl.com

Contact Person	Truong Ngoc Thuy Anh
Position	Director of Sales & Marketing
Email	h6033-sm@accor.com

After discussion by email, the two parties agree to sign the contract with the terms and conditions specified hereunder:

**Content in Detail:** Party A agree to arrange the Accommodation service to Party B :

Validity: from 01.01.2019 - 31.12.2019

1. Room rate: VND 1,860,000 Net/standard room/night
2. Surcharge :

Period 1 : 01 - 05 Jan, 01 - 31 Jul, 01 - 06 Oct, 28 Apr - 01 May and 26 - 31 Dec : VND 700,000 Nett/room/night

Period 2 : 01 - 10 Feb : VND 1,400,000 Nett/room/night

*The room rate include :*

- Continental Breakfast in daily
- Complimentary Sauna, steambath, gym/fitness center
- Complimentary tower service on the beach & swimming pool
- WiFi/Cable Internet
- Private Balcony with Ocean view

3. Upgrade fee for each room type:: VND 250,000 nett/night

Room type applied:

- a) Superior room
- b) Superior ocean view
- c) Deluxe room

4. Compulsory gala dinner :

- 24th Dec 2018: VND1,250,000nett/pax/ 6-11 yso : 625,000 VND/child
- 31st Dec 2018: VND1,840,000nett/pax/ 6-11yso : 920,000 VND/child

Children under 6 year old is complimentary.

\*\*\*\* ALL Rate Offer above is inclusive 5% service charge & 10% Tax

5. Allotment: Number of room : 10 rooms/day including

- 5 standard
- 3 Superior
- 2 Superior ocean view

Cut off date : 8 rooms : 10 days before arrival date

2 rooms : 5 days before arrival date

6. Commitment : 250 RNs per month, total 3,000 RNs per year.

7. Incentive :

- Tier1 : 4,000 RNs per year back 2% to Convergent of total room revenue
- Tier2 : 5,000 RNs per year back 3,5% to Convergent of total room revenue
- Tier 3 : 6,000 RNs per year back 5% to Convergent of total room revenue

Remark : The incentive amount is calculated based on the rate before tax and serivice charge.

Payment : Deduct directly to the next business.

8. Cancellation policy :

\*Normal season:

- Notify more than 10 days prior to arrival day: No charge
- Notify within 10 days of arrival day: full charge total length of stay
- \* Peak season (24 Dec- 8 Jan, from 1 to 31 July) & Vietnam Public Holidays (Tet Holidays (2 Feb -10 Feb 2019), from 28 April to 1 May):
- Notify more than 30 days prior to arrival day: No charge
- Notify within 30 days of arrival day: full charge total length of stay

9. Payment term : The guarantee amount of 1 month of 20,000 US\$ will be credit to Hotel account after finalized the contract. Then

Hong kong Convergent will commit to pay 250 room night per month. Payment of 1 month of 20,000 US\$ is required to the accounts after the contract signed within 10 days to guarantee for this contract.

The payment of actual booking will be settled twice per month on 15th of each month.

If the booking less than the commitment . The full payment to be applied.

The incidental charge during stay, will settle before check-out date by guest own's accounts.

In case of overdue date of payment after 3 days or termination of the contract, this contract will be automatically cancelled.

#### **Children Policy:**

- Accommodation and breakfast free of charge for maximum 2 children under 16 years sharing parents room and utilising existing bedding. Children more than 16 years old is applied as adult's policy.
- Extra bed for children: 450,000VND/extra bed/night
- Extra bed for adult (more than 16 years old): 900,000VND/extra bed/night

#### **Please note that:**

- The above offers are only applied to this contract : **HONGKONG CONVERGENT INTERNATIONAL TRAVEL DEVELOPMENT CO.,LTD**
- A credit card or cash deposit will be required at check-in to guarantee payment of any incidental charges.
- Check in time is 14:00 and check out time is 12:00 noon. Early check in or late check out can be arranged, with prior notice, subject to room availability. A supplementary charge will be applicable.

#### **Distribution of Contract Rates**

The Operator is permitted to market the accommodation services provided by the Hotel via an electronic medium (unless otherwise specified in writing by the Hotel) subject to the following conditions:

1. The Operator must not offer any of the Contract Rates directly to any consumer via its website, or through any other internet channels, including through companies owned, affiliated or related to the Operator, without the prior written approval from the Hotel (to be given or withheld in the Hotel's absolute discretion);
2. The Operator must not, directly or indirectly, whether through intermediaries, subsidiaries, affiliates or otherwise, communicate, in any way whatsoever, the Contract Rates from which the Operator benefits. This restriction includes any communications on websites accessible to the end-customer (general public);
3. The Operator must not in any way whatsoever compare the Contract Rates against the rates displayed in the Hotel in any type of marketing media; and
4. The marketing and packages shall be formulated by the Operator and refer to an accommodation offer in association with at least one additional service such as transport, etc.

#### **Gerneral Term :**

Both parties agreed and accepted all terms and condition mentioned in this contract. Any dispute or problem arising under the contract such as flood, natural disasters, fires.... will be settled by discussion and mutual agreements. Any amendment of, addendum to or extension of this contract are to be made in writing and approved by both Parties.

NOVOTEL  
HOTELS & RESORTS  
NHA TRANG

In case the dispute cannot be settled through the negotiation, it will be sent to Nhatrang Economic Court (make reference to Vietnamese contract) whose decision will be the final decision and have effective enforcement to both parties. The losing party will bear the full cost for the process of court settlement.

The contract is made into 02 copies with the same value and legal validity. Two of which will be retained by each Party. This contract shall be effective from the date of signing. If there isn't any changing, this contract is automatically liquidated when both of 2 parties finish payment process.

Yours sincerely,

NOVOTEL NHA TRANG

Truong Ngoc Thuy Anh

Director of Sales & Marketing

All terms & conditions accepted by:

HONGKONG CONVERGENT INTERNATIONAL  
TRAVEL DEVELOPMENT CO.,LTD

Approved by,

Mr. Remi Faubel  
General Manager  
Cc: Rsvn / Sales/ Account

Name: Chris Wang

Position: Product & Contracting Director - Vietnam

Co. stamp & date: 2 November 2018

