

## PRE-PURCHASE CONTRACT ANNEX

The agreement is made on 15 Jan 2019, between:

PARTY A: FUSION RESORT CAM RANH (The Resort)		PARTY B: CONVERGENT INTERNATIONAL TRAVEL DEVELOPMENT COMPANY LIMITED (The company)	
Address:	Lot D10B Northern of Cam Ranh Peninsula, Nguyen Tat Thanh Boulevard, Cam Lam District, Khanh Hoa Province, Viet Nam	Address:	Flat/Rm 5-6 18/F , Hollywood Plaza , 610 Nathan Road, Mong Kok
Telephone:	84 258 3 989 770	Telephone:	86 20 6680 5995/ 86 185 8889 3929
Fax:	84 258 3 989 783	Fax:	86 20 62614003
Email:	reservations.frnt@fusionresorts.com	Email:	ted.liu@huizhi-intl.com
Representative:	Mr. MICHAEL WIRZ	Representative:	Mr. Ted Liu – Contracting Manager.
Title:	Resort Manager	Title:	Contracting Manager

Validity: **15 Jan 2019 – 29 Feb 2020**  
 Black out date: **05 - 11 Feb 2019, 27 Apr – 02 May 2019, 26 Dec 19 – 02 Jan 2020, 25 Jan – 2 Feb 2020.**  
 Market: Chinese mainland, Hongkong, Macau  
 Currency: VND  
 Rate basis: per room per night

### I. ROOM RATES AND ALLOTMENT:

#### 1. ROOMS IN ALLOTMENT:

Room type	Targeted RNs	Allotment	ROOM RATE (VND/ROOM/NIGHT) – SPECIAL PRE – BUY RATES		
			10 – 31 Jan 19	1 – 4 Feb 19 12 Feb – 26 Apr 19 3 May – 30 Jun 19 1 Sep – 30 Sep 19 8 Oct – 25 Dec 19 3 Jan – 24 Jan 20 3 Feb – 29 Feb 20	1 Jul – 31 Aug 19 01 – 07 Oct 19
Chic Suite		4	4,302,000	4,780,000	5,000,000
Family Suite		1	6,030,000	6,700,000	7,000,000
Garden view PV	700	5	5,300,000	5,300,000	5,800,000
One bedroom ocean view pool villa		On request	10,150,000	10,150,000	10,700,000
One bedroom beachfront pool villa		On request	12,210,000	12,210,000	12,890,000
Two bedroom ocean view pool villa		On request	14,280,000	14,280,000	15,080,000

Note:

## PRE-PURCHASE CONTRACT ANNEX

The above rates are inclusive of 10% VAT, 5% service charge, breakfast and 1 Spa treatment per adult per day only.

The rooms in allotment are guaranteed and confirmed at the above special rates.

### 2. ROOMS OUT OF ALLOTMENT

ROOM TYPES	ROOM RATE (VND/ROOM/NIGHT) – PROMOTIONAL RATE FOR CN MARKET		
	10 Jan – 31 Mar 19	1 Apr - 26 Apr 19 3 May – 30 Jun 19 1 Sep – 30 Sep 19 8 Oct – 25 Dec 19 3 Jan – 24 Jan 20 3 Feb – 29 Feb 20	1 Jul – 31 Aug 19 01 – 07 Oct 19
Chic Suite	5,100,000	5,500,000	5,750,000
Family Suite	7,000,000	7,700,000	8,050,000
Garden view PV	6,500,000	7,700,000	8,050,000
One bedroom ocean view pool villa	10,150,000	10,150,000	10,700,000
One bedroom beachfront pool villa	12,210,000	12,210,000	12,890,000
Two bedroom ocean view pool villa	14,280,000	14,280,000	15,080,000

**Note:**

The above rates are inclusive of 10% VAT, 5% service charge, breakfast and 1 Spa treatment per adult per day only.

The above promotional rates ONLY applied rooms out of allotment if the rooms are available and promotional rates for CN market are still applied.

The above rates will be ensured to be the same as the remaining agents and OTAs.

### TOTAL GUARANTEED ROOM NIGHTS:

2,000 RNs (including rooms in and out of allotment and ad- hoc groups (if any)).

### 3. SPECIAL OFFER DURING PEAK PERIOD

Peak period: 05 - 11 Feb 2019, 27 Apr – 02 May 2019, 26 Dec 19 – 02 Jan 2020, 25 Jan – 2 Feb 2020 inclusive.

Room rate: Other room types as per contract

Garden view pool villa:

- VND 7,500,000 net/villa/night on 05 – 11 Feb 19
- VND 10,005,000 net/villa/night on 27 Apr – 02 May 2019, 26 Dec 19 – 02 Jan 2020, 25 Jan – 2 Feb 2020 inclusive.



## PRE-PURCHASE CONTRACT ANNEX

### 4. CUT – OFF DATE

Cut- off date: Normal period: 5 days

Peak period:

**5 – 11 Feb 19:** No allotment

**Other peak period:** 27 Apr – 02 May 19, 26 Dec 19 – 02 Jan 2020 and 25 Jan – 2 Feb 2020 inclusive.

21 days for Garden View pool villa

45 days for other room types.

### II. PAYMENT

Payment is to be made by Virtual Credit Card for each booking before guest's check – in.

#### Deposit:

Required total deposit at **VND 1,912,000,000 (US\$ 81,885)** including:

- ✓ Deposit 1: **VND 742,000,000 (US\$ 31,777)** – Deposit for Garden View Pool villa
- ✓ Deposit 2: **VND 1,170,000,000 (US\$ 50,107)** – Deposit for other room types

Remark:

- ✓ The total deposit (1+2) is to be made within 10 days since the contract is signed.
- ✓ The deposit will be refunded to Convergent from 1 – 10 Mar 2020, if the agent could not be involved in the point (\*)

### III. OTHER TERMS AND CONDITIONS

The above exclusive contract rates are offered for the pre – purchase ONLY with the guaranteed number of room nights AND deposit.

Both parties have to ensure the following conditions:

#### 1. The Party A:

The resort must ensure to offer the remaining agents/OTAs in CN market with the at least difference in case of the same terms and conditions:

- ✓ **Chic Suite and Family suite:** 15% higher rates for remaining agents/OTAs
- ✓ **One-bedroom garden view pool villa:** 20% higher rates for remaining agents/OTAs
- ✓ **One-bedroom ocean view/beachfront pool villa AND Two-bedroom ocean view pool villa:** 10% higher rates for remaining agents/OTAs

The Company shall take the reference from the rate of Ctrip.com and Haoqiao.com to see if the rate offered meet the condition III.1.

The Resort shall help the company to solve the problem if the company find out some other agencies undercut in the Chinese Market. The company has the right to terminate the contract if the resort could not help to solve the problem over 3 times. The Resort shall refund the deposit to the company under the above situation after the company settled all the existed pending reservations.

## PRE-PURCHASE CONTRACT ANNEX

### 2. The Party B:

- ✓ The rates are only applied for **Chinese/Hongkong/Macau ID/passport only**.
- ✓ The agent must follow the conditions when publicizing the rates on any OTA channels of Chinese IP, and the rates are mentioned clearly with **one Spa treatment per adult per day only**.

#### Recommended retail price:

**Other room types:** Compulsory mark – up: at least 20% mark up on the above rates if uploaded online

#### **Garden View pool villa to be at least:**

- 1 Jan – 31 Mar 19: VND 7,000,000 net/villa/night (US\$ 300 /night) (except black out date)
- 1 Apr – 30 Jun 19: VND 7,700,000 net/villa/night (US\$ 330 /night) (except black out date)
- 1 Jul – 7 Oct 19: VND 8,990,000 net/villa/night (US\$385 net/villa/night)
- 8 Oct 19 – 25 Dec 19: VND 7,700,000 net/villa/night (US\$ 330 /villa/night)
- 26 Dec 19 – 29 Feb 20: VND 8,990,000 net/villa/night (US\$ 330 /villa/night) ) (except black out date)

### 3. Stop contract rates and deposit:

The exclusive contract rate will be stopped and deposit will be kept if: (\*)

- ✓ The total deposit will be kept if the guaranteed room nights could not be achieved
- ✓ The deposit 1 (for Garden view pool) will be kept if the total production of Pool Garden View villas could not be achieved.
- ✓ The hotel finds that any booking sent by Convergent, but the guests do not hold Chinese/Hongkong/Macau ID/passport.
- ✓ The hotel finds any lower rates than recommended retail price which is provided by Convergent Hong Kong
- ✓ The hotel finds any rates provided by Convergent Hong Kong but sold outside of the above mentioned territories.

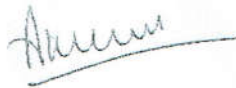
Upon acceptance, please return a signed copy to us within 30 days of the issue date of this contract; if not, the contract is considered void.

On behalf of: 

**FUSION RESORT CAM RANH**



Mr. MICHAEL WIRZ  
Resort Manager  
Date:



Mr. AKSHAY MOZA  
Commercial Director  
Date:

Accepted by:



Mr. Ted Liu  
Contracting Manager  
Date: 2019/1/16