



Ted Liu (Mr.)
Contracting Manager
Convergent International Travel Development CO.,LTD
Sanghai Office – China

24 May 2019

Re.: **Special Rates For Convergent**

Dear Mr Chris,

Further to our recent discussions of the subject issues, we are pleased to confirm the following special offer at our **Amiana Resort Nha Trang** for **Convergent FIT program**:

Booking Period: 24 May 2019 – 27 August 2019

Staying Period: 08 Jul 2019 – 27 August 2019

Special offer: _Book 21 days before arrival date: discount 10% on contracted room rate.
(Can be combined with other promotions on the worldwide contract.)
_Discount 15% off on contracted room rate for 01 night stay and 02 nights stay
(Cannot be combined with other promotions on the worldwide contract.)
Deluxe room (DLX): USD 170
Ocean Villa (OV): USD 246.5

*Daily and monthly
Room Night
Allocation Table:*

Period (Including)	Room Type	Number of rooms	Number of nights	Total of room nights	Room Rate (USD/room/night)	Total USD/Total of room night
08.07.2019 – 27.07.2019	DLX	5	20	100	170	17,000
14.08.2019 – 26.08.2019	DLX	5	13	65	170	11,050
08.07.2019 – 26.08.2019	OV	1	50	50	246.5	12,325
TOTAL						40,375

Payment method: Payment Amount
20,375 USD
20,000 USD

Payment due date
24 May 2019
Before 06 Jun 2019

- Applicability:*
- (a) This promotion is valid for new FIT bookings only and will not be applied to existing reservations.
 - (b) This promotion is not applicable to extra bed and extra person.
 - (c) This promotion is valid to all markets, except Vietnam Market.
 - (d) This promotion is non-refundable, non-amendment, non-cancellation.
 - (e) Deposit amount and total payment are non-refundable.
 - (f) The above rates are not to be offered, distributed or resold directly on the internet or website.
 - (g) The above rates can only be offered as a part of a package along with other services. No above-mentioned rates can be published or presented to a third party independently.

Other terms and conditions will be pursuant to the duly signed 2018 – 2019 rate contract between the two parties.

We thank you for your continued support and look forward to further strengthening our partnership with Convergent.

Sincerely yours,
Amiana Nha Trang



Trần Thị Mơ
Sales Manager



Võ Hoàng Anh Tuấn
Director of Sales & Marketing

Accepted and confirmed by
Convergent



Ted Liu (Mr.)
Contracting Manager

