

31 July 2019

**MS. CANDY LIU**

**Product Director**

**Convergent International Travel Development Co. LTD**

Room 909, 638 Huangpu Dadao West

Tianhe District, Guangzhou, China

**PROPOSAL FOR ROOM HARD BLOCK FOR  
JANUARY 25-31, 2020 | Option Date: Aug. 2, 2019**

Dear Ms. Liu:

Heartfelt greetings from Crimson Resort & Spa, Boracay!

We are pleased to offer **Convergent International Travel Development Co. LTD** room blockings/allotment on the following room categories to be used exclusively for bookings from **January 25-31, 2020**.

Room category	Number of Rooms	Total
Deluxe Room	15 rooms per day	90 room nights
Suite Room	5 rooms per day	30 room nights

\*Additional room requirement will be subject to availability

**The below agreed Contracted Rates will be applied:**

ROOM CATEGORIES	PUBLISHED RATES (++)	YOUR CONTRACTED RATES (PER NIGHT/ROOM)	
		SUPER PEAK (NETT) Jan. 25-30, 2020	PEAK (NETT) Jan. 30-31, 2020
DELUXE ROOM	PHP 30,000.00	PHP 16,500.00	PHP 13,500.00
SUITE ROOM	PHP 50,000.00	PHP 20,200.00	PHP 17,000.00

**Terms and Conditions:**

Crimson Resort & Spa, Boracay, refers to as the “resort” enter into a special agreement with **CONVERGENT INTERNATIONAL TRAVEL DEVELOPMENT CO. LTD** refers to as the “Agent or Wholesaler” to promote and sell or resell the resort as the case maybe its hotel accommodation in a packaged product and the agent is willing to do so under the terms and conditions set out in this agreement and schedule.

1. **CONVERGENT INTERNATIONAL TRAVEL DEVELOPMENT CO. LTD** shall guarantee a total of **120 room nights**.
2. **CONVERGENT INTERNATIONAL TRAVEL DEVELOPMENT CO. LTD** shall pay the total equivalent amount of the **120 guaranteed room nights**.
3. This hard block shall only be made upon full payment amounting to **PHP 2,030,000.00 NETT**
  - 15 Deluxe Rooms x 5 nights x Php 16,500 = PHP 1,237,500.00 NETT
  - 5 Suite Rooms x 5 nights x Php 20,200 = PHP 505,000 NETT
  - 15 Deluxe Rooms x 1-night x Php 13,500 = PHP 202,500.00 NETT
  - 5 Suite Rooms x 1-night x Php 17,000 = PHP 85,000.00 NETT
4. It is the obligation of **Convergent International Travel Development Co. LTD** to confirm the promotional offer code **“HARDBLOCK”** in order for the promotional offer to be applied.
5. No rebates will be honored for incorrect bookings or bookings that do not quote the promotional offer code. **Convergent International Travel Development Co. LTD** will be required to provide a summary of bookings to the designated company reservations department within 48 hours / 2 days of the end of the promotional offer.
6. Cancellation based on the Hard-Block shall not be allowed.
7. **Any unused room nights or payment under this contract cannot be converted or apply to future bookings.**
8. Other terms and conditions in the regular contracted rate shall apply.

#### **Payment Policy:**

1. The proposal between **Convergent International Travel Development Co. LTD and CRIMSON RESORT & SPA, BORACAY** is valid after both parties signed the contract on the agreed date. Payment terms will be stated therein.
2. All miscellaneous expenses chargeable to the master account as signed by the authorized signatory must be settled upon check-out in cash or credit card payment unless some credit facilities in good standing is established with the hotel.
3. Other incidentals such as mini-bar consumption, telephone charges and other incurred expenses during the function such as drinks outside of the prearranged not signed by the authorized signatory will be on personal account which will be settled upon check out.

#### **SCHEDULE OF PAYMENTS**

<b><u>DATE</u></b>	<b><u>PARTICULARS</u></b>	<b><u>AMOUNT</u></b>	<b><u>REMARKS</u></b>
<b>September 30, 2019</b>	30% of the Total Package Rate	PHP 609,000NETT	Bank Transfer
<b>November 29, 2019</b>	FULL PAYMENT	PHP 1,421,000 NETT	Bank Transfer

ACCOUNT NAME:	BORACAY SEASCAPES INC
ACCOUNT NO (Peso Account):	200022221646
ACCOUNT NO (US Dollar Account):	300000646192
BANK NAME:	EAST WEST BANK
BANK ADDRESS:	BORACAY ISLAND MALAY AKLAN 5608
ABA ROUTING:	
BRANCH CODE:	BORACAY STORE 217
SWIFT CODE:	EWBCPHMM

**Confidentiality:**

All information contained in this agreement are private and confidential and may not be disclosed or obligated to a third party for whatever reason or purpose.

Please note that this agreement will only take effect upon signing of this contract.

Should you be amenable with these terms, kindly affix your signature on the space provided below.

Thank you very much and we look forward to a fruitful relationship between our companies.

**SIGNED FOR AND ON BEHALF OF  
Crimson Resort and Spa, Boracay**



**Ria San Juan**  
Senior Sales Manager  
Date: July 25, 2019

**CONFORME**

**Convergent International Travel  
Development Co. LTD**



**Ms. Candy Liu**  
Product Director  
Date: Aug 01, 2019



**Ms. Cecille May Kimpo**  
Director of Sales and Marketing  
Date: