

12th July 2019

Mr. Jason Wong  
Contracting Director – Hotel, Malaysia  
**CONVERGENT INTERNATIONAL TRAVEL DEVELOPMENT CO. LTD.**  
Sinocentre 1403B  
582 Nathan Road  
Mongkok  
Hong Kong

Mobile : 6016 213 7168  
Email : Jason.wong@huizhi-intl.com

Dear Mr. Wong,

**Re: SPECIAL TACTICAL RATE FOR BULK PURCHASE: IMMEDIATE – 31 JULY 2020**

***Greetings from the IMPIANA KLCC HOTEL KUALA LUMPUR!***

Thank you for your continuous support towards Impiana KLCC. We are pleased to extend the bulk purchase contract for **CHINA IP ONLY**. The duration of this Agreement is from **Immediate until 31<sup>st</sup> March 2020**.

**STAY AND PAY**

ROOM CATEGORY	<b>VALIDITY: IMMEDIATE – 31 JULY 2019 CHINA IP ONLY – FIT BOOKING CODE: CHINAIP</b>
	ROOM ONLY (NETT)
SUPERIOR (Queen Bedded)	RM220.00
DELUXE (King or Twin Bedded)	RM250.00

ROOM CATEGORY	<b>VALIDITY: IMMEDIATE – 31 JULY 2019 CHINA IP ONLY – FIT BOOKING CODE: CHINAIP</b>
	ROOM WITH 1 OR 2 BREAKFAST (NETT)
SUPERIOR (Queen Bedded)	RM240.00
DELUXE (King or Twin Bedded)	RM270.00

**BULK PURCHASE**

ROOM CATEGORY	<b>VALIDITY: 01 AUGUST 2019 – 31 JULY 2020</b> <b>CHINA IP ONLY – FIT</b> <b>BOOKING CODE: CHINAIP</b>
	ROOM ONLY (NETT)
SUPERIOR (Queen Bedded)	RM220.00
DELUXE (King or Twin Bedded)	RM250.00
ROOM CATEGORY	<b>VALIDITY: 01 AUGUST 2019 – 31 JULY 2020</b> <b>CHINA IP ONLY – FIT</b> <b>BOOKING CODE: CHINAIP</b>
	ROOM WITH 1 OR 2 BREAKFAST (NETT)
SUPERIOR (Queen Bedded)	RM240.00
DELUXE (King or Twin Bedded)	RM270.00

The room rates quoted above are:

- All prices quoted are subject to the Sales & Services Tax (SST) from 1 September 2018.
- The above rates are inclusive of buffet breakfast 01 or 02 x Breakfast for Single/Double/Twin.
- Complimentary in-room wired Internet and Wi-Fi access.
- Rooms are subject to availability upon confirmation. **Confirmation is based on contract signed and receiving of the deposit.**
- Bedding configuration (King/Twin) is subject to availability upon confirmation.
- Rates quoted are non-commissionable.

**ROOM ALLOTMENT**

Room Category	No. of Rooms	Cut-off
Superior & Deluxe Room	10	Based on Hotel availability

**TERMS & CONDITIONS**

1. **Reservation Guarantee** – Superior Room inclusive of One (1) or Two (2) breakfast  
– Deluxe Room inclusive of One (1) or Two (2) breakfast
2. **Cancellation and Modification Time:** If agent requires to cancel or modify a reservation, which has already been confirmed, agent shall inform our Reservation Department 72 hours prior to check in date. However, if guest cancels or modifies the reservation after the cancellation deadline, agent shall cover the full amount charges.
3. **Stay and Pay Commitment:** CONVERGENT INTERNATIONAL TRAVEL DEVELOPMENT CO. LTD. agrees to settle the payment before guest arrival for any reservation(s) made during the period from Immediate to 31 July 2019.
4. **Bulk Purchase Commitment:** CONVERGENT INTERNATIONAL TRAVEL DEVELOPMENT CO. LTD. agrees to pre-buy 300 room nights per month during the period from 01 August 2019 to 31 July 2020 as per this Agreement.
5. **Method of Payment:** Total room payment is in **Malaysian Currency (MYR)**.



6. The estimated room payment during the Bulk Purchase Agreement is **MYR 864,000.00**. The total payment under this contract will be determined on the basis of actual booking amount and details.

The payment schedule is as follows:

Date	Prepayments	Commitment
Month-Year	MYR	MYR
July 2019	Stay and Pay	
August 2019	72,000	
September 2019	72,000	
October 2019	72,000	
November 2019	72,000	
December 2019	72,000	
January 2020	72,000	
February 2020	72,000	864,000.00
March 2020	72,000	
April 2020	72,000	
May 2020	72,000	
June 2020	72,000	
July 2020	72,000	

7. Bookings arising from 01 August 2019 to 31 July 2020 are all counted to the total output of this Agreement.

8. Total payment of **MYR 72,000.00 per month** shall be paid before the **25<sup>th</sup>** of every month prior to the month of the Bulk Purchase Commitment (as per above schedule).

Payment can be made through: -

- Approved Credit Card
- Telegraphic Transfer
- Banker's Draft
- Company Cheques

#### **BANK DETAILS**

Account Name : Heritage Lane Sdn Bhd  
 Bank Name : CIMB Bank  
 Address : Ground Floor, Wisma Genting  
                  28, Jalan Sultan Ismail  
                  50250 Kuala Lumpur  
 Account Number : **80-0054487-4**  
 Swift Code : CIBBMYKL

9. **Extra bed rate:** A charge of RM 110.00nett per extra person or per extra rollaway bed per night is applicable inclusive of 01 x Breakfast, with a maximum of one rollaway per room. This arrangement is only applicable for our **Deluxe Room category**.

10. **Upgrade from Superior Room to Deluxe Room:** An upgrade is chargeable at RM 50.00nett per room per night.



**11. Rooming list(s) and / or allocation reports are to be sent to:**

**Impiana KLCC Hotel, Kuala Lumpur**

Contact	:	Mr. Ferdauss Bashri
Designation	:	Reservation Manager
Telephone	:	60 3 2147 1111
Toll Free	:	1 800 88 3100
Facsimile	:	60 3 2147 1100
E-Mail	:	ferdauss.bashri@impiana.com / reservation.iklcc@impiana.com
Operating hours	:	Mondays – Fridays 9:00am – 8:00pm Saturdays – Sundays 9:00am - 5:00pm

**12. Tourism Tax:** The Malaysian government had announced the imposition of tourism tax nationwide that comes into operation on 1<sup>st</sup> September 2017. Tourism tax tariff is levied at MYR 10.00nett per room per night to be settled at the Hotel upon check out. Malaysian nationals are exempt from the payment of Tourism Tax under the Exemption Order.

**13. Rate Confidentiality:** All information contained in this agreement are strictly confidential and shall not be disclosed, advertised or sold openly to any third party or through website or through any other form of electronic media for whatsoever reason or purpose unless prior written consent is obtained from the Hotel. The Hotel reserves the right to revoke or terminate the contract if any of the above clauses are breached.

**14. Internet Rates:** Rate(s) must be sold 10% minimum higher than the above Special Tactical Rates issued. Should the operator fail to exercise this, the hotel will be free not to honor the booking made.

Rates contained herein are confidential and shall be sold as a component of the Agent's package, and not applicable via any Online Portal to end-consumer. The Hotel reserves the right to avoid or discontinue the contracts if this is breached.

**15. Termination Notice:** At any time prior to the expiration of the Stay and Pay or Bulk Purchase Agreement, either party may, with thirty (30) days prior written notice to the other Party, choose to terminate this Agreement without penalty or further obligation except as specifically provided herein.

Either party may terminate this Agreement by written notice to the other Party, for any material breach of this Agreement by the other Party, only if such breach is not cured within (30) days after the breaching Party receives the written notice of such breach from the non-breaching Party.

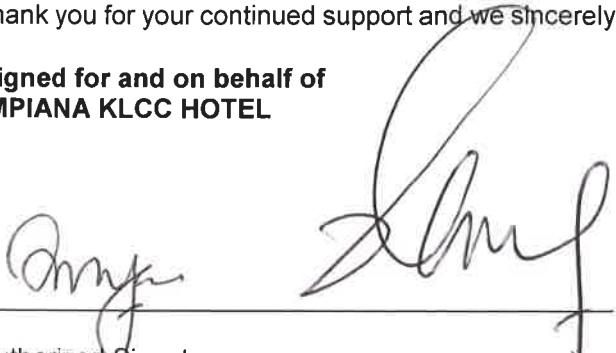
**16. Force Majeure:** In addition to any other exception from liability specifically provided for in this Contract, TRR and Wholesaler will not be liable for failure to perform any part of this Contract when the failure is due to fire, flood, strikes or other labour disputes, shortage of materials, transportation difficulties, accident, war, riot, act of God, insurrection, civil disturbance, acts of government, governmental regulations or directive or other circumstances beyond the control of the parties including Compulsory Acquisition PROVIDED ALWAYS that the above shall not relieve any party from its obligation to perform its part of this Contract at such time and to such extent as may be possible subsequent to the intervention of the above cited events or occurrences and under no circumstances is any party relieved by any of the above cited events or occurrence from its obligations to make any payments due hereunder.

Upon the occurrence of the events stipulated above, the parties hereby agree that this Contract will be mutually terminated and the parties will have no further claims whatsoever against each other.

We would appreciate if you could sign the offer and return a copy to us either by mail or facsimile to validate the offer.

Thank you for your continued support and we sincerely look forward to a successful campaign together.

**Signed for and on behalf of**  
**IMPIANA KLCC HOTEL**



Authorized Signature

Name : **LINDA YASSIN**  
Designation : Director of Sales  
Email : dos.iklcc@impiana.com  
Date :

**Signed for and on behalf of**  
**IMPIANA KLCC HOTEL**



Authorized Signature

Name : **ANDREAS KORF**  
Designation : General Manager  
Email : andreas.korf@impiana.com  
Date :

**13 JUL 2019**

**Signed for and on behalf of**  
**IMPIANA KLCC HOTEL**


Authorized Signature

Name : **JASON WONG**  
Designation : Contracting Director – Hotel, Malaysia  
Email : jason.wong@huizhi-intl.com  
Date :

