



Chris Wang (Mr.)  
 Product & Contracting Director  
**Convergent International Travel Development CO., LTD.**  
 Ho Chi Minh Office – Vietnam

26 September 2019

**Re.: Prebuy block 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**:

*Staying Period:* 25 Jan 2020 – 31 Jan 2020 including

*Room Rate offer:*  
 (per room per night)  
 Deluxe room (DLX): USD 260  
 Ocean Deluxe room (OD): USD 310  
 Ocean Villa (OV): USD 380

*Daily and monthly  
 Room Night Allocation  
 Table:*

Period (Including)	Room Type	Number of rooms	Number of nights	Total of room nights	Room Rate (USD)	Total of Revenue (USD)
25.01.2020	DLX	15	01	15	260	3,900
31.01.2020	DLX	10	01	10	260	2,600
26.01.2020 – 30.01.2020	DLX	18	05	90	260	23,400
26.01.2020 – 30.01.2020	OD	05	05	25	310	7,750
26.01.2020 – 30.01.2020	OV	02	05	10	380	3,800
<b>Total</b>				<b>150</b>		<b>41,450</b>

*Deposit:* Deposit Amount  
 (Non-refundable)  
**12,435 USD**  
**29,015 USD**

Deposit due date  
**02 Oct 2019**  
**Before 22 Nov 2019**

*Cancellation Policy:* Non-amendment (room type, total of room nights, period of stay), non-refundable, non-cancellation

*Rooming list:*

- (a) The rooming list shall be sent via email 14 days prior to arrival with full information of Guest including but not limit Guest's name, quantity of Guest and room,....
- (b) Final rooming list is required to be provided 07 days prior to arrival with full information
- (c) Any changes on final rooming list after the above mentioned due date or late rooming list sending shall result in late checking or adversely affect to services quality to be provided to Guests. The Travel Agent shall take entire responsibility to Guests.





(d) In case of late amendment, lack of Guests' information such as name, date of birth, gender, ID number, nationality, etc. Resort shall not be responsible for the late check-in and/or incidents causing inconvenience to Guests as well as services quality.

Other terms and conditions will be pursuant to the duly signed 2020 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



Mr. Vu Van Toan  
General Director

Accepted and confirmed by  
Convergent



Mr. Chris Wang  
Product & Contracting Director - Vietnam  
September 26, 2019