



BANYAN TREE
UNGASAN

25 October 2019

Convergent International Travel Development Company Limited

Mr. Steven Si

Overseas Hotels Contracting Manager

Sino Centre 1403B, 582 Nathan Road, MongKok, Hong Kong

Telp. : +86 13681969583

Mobile : +86 13681969583

Email : steven.si@huizhi-intl.com

HARD BLOCK CHINESE NEW YEAR 2020

PROGRAMME RATE FOR Convergent International Travel Development Company Limited

FROM 24 – 30 JANUARY 2020

Dear Mr. Steven Si,

Referring to our discussion recently, we are pleased to forward the following agreement proposal for your further confirmation.

We will look forward to welcoming your guests and to ensuring the stay is memorable.

Sincerely yours,

Melly Suksmihati

Director of Sales



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VILLA AGREEMENT

This agreement is made by and between **PT. UNGASAN SEMESTA RESORT, trading as BANYAN TREE UNGASAN** (known herein as "Hotel" or "Resort") and **HONGKONG CONVERGENT INTL TRAVEL DEVELOPMENT CO., LTD** :

Name of Group : **HARD BLOCK – CHINESE NEW YEAR 2020**

Contact : **MR. STEVEN SI**

Company : **HONGKONG CONVERGENT INTL TRAVEL DEVELOPMENT CO., LTD**

Address : Sino Centre 1403B, 582 Nathan Road, MongKok, Hong Kong

Telp : +86 13681969583

Email : steven.si@huizhi-intl.com

Herein called "Client". Client above personally accepts responsibility for all charges arising from this agreement.

HARD BLOCK FROM 24 – 30 JANUARY 2020

VILLA TYPE	24 Jan	25 Jan	26 Jan	27 Jan	28 Jan	29 Jan	30 Jan	Total
Pool Villa – Garden View	3	3	5	5	5	5	3	29
Villa Rate	497	497	497	497	497	430	430	13,877
Pool Villa – Sea View	6	6	8	8	8	8	6	50
Villa Rate	589	589	589	589	589	494	494	28,120
TOTAL								79 RN
TOTAL REVENUE								41,997

TERM & CONDITION :

- Room rates are quoted in US (Dollar), based on per villa per night, inclusive of daily buffet breakfast for 2 persons at Bambu Restaurant. Rooms with triple occupancy are subject to Extra Person Surcharge/Extra Bed Charges as indicated below
- Room rates quoted are nett and non-commissionable, inclusive of 21% applicable service charge and government tax.
- The above bulk purchase rates are valid with 79 RN for 7 days during Chinese New Year period (24 Jan – 30 Jan 2020) at a special rate as above
- Hong Kong Convergent will settle 50% deposit at USD 20,998 from total above blocking at USD 41,997 net on Friday, 29 November 2019 and balance payment at USD 20,998 will be settle the latest by Thursday, 05 December 2019
- We will update the invoice on weekly based on booking materialization.
- The resort shall give Hong Kong Convergent a notification if the total invoice is exceed the deposit
- The above promotion is valid for bookings made "Subject to Availability "of rooms allocated to this promotion at the time of booking. When this allocation of rooms is filled at hotel, the offer will then no longer be available, even if the hotel still has rooms available to be sold at full rate.
- The booking confirmation will be sent a day after the payment is received
- All the booking will be under no refundable booking

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- Should the guaranteed villa number & revenue is not achieved, the resort has right to forfeit the deposit maximum 1 week after the agreement period (at the latest by 07 February 2020).
- Guaranteed deposit must be received by the resort based on payment schedule
- This promotion is subject to availability once the minimum villa night is achieved by agent
- Should the minimum villa nights requirement is not achieve, the resort have the right to terminate the agreement
- In case of force majeure during the contract period, the agreement will be extended for another 1 (one) month.
- **Other term & conditions will revert to Agent's Negotiated Rate 2019 - 2020**

CANCELLATIONS

The Business Partner shall notify the Resort in writing of any cancellation or changes to the confirmed reservations subject to the following:

- Cancellations received within fourteen (14) days prior to the date of arrival will be subject to a **50%** (of the confirmed room nights) cancellation charge.
- Cancellations received within seven (7) days prior to the date of arrival will be subject to a **100%** (of the confirmed room nights) cancellation charge.
- For peak periods which are stipulated by the Resort from time to time, cancellations received within thirty (30) days prior to the date of arrival shall be chargeable at **50%** of the confirmed room nights, and cancellations received within fourteen (14) days prior to the date of arrival shall be chargeable at **100%** of the confirmed room nights.

NO-SHOWS

In the event of a no-show, the total rate of the confirmed room nights for the entire length of stay shall be chargeable.

UNDER STAYS

No refund will be made for any under-stays. In the event of any the under-stays, the Resort will charge for the entire duration of stay.

INTERNET RATES & CONDITIONS

- If the rates are to be published or promoted by the Business Partner to potential tour operators or wholesalers, a minimum ten percent (10%) mark-up must be applied on the rates.
- If the rates are to be published or promoted by the Business Partner to potential clients on the internet, a minimum twenty five percent (25%) mark-up must be applied on the rates and the rates where applicable must be packaged with air travel and other sightseeing arrangements so the contracted rates are not revealed to the public online.
- The Business Partner may not sell or resell on these rates to a third party who uses the internet as a medium of advertising/distribution without the express prior written consent of the Resort.

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- If the Business Partner breaches the obligations above, the Resort reserves the right at its option to either withdraw the rates or terminate this Agreement without notice.
- The above rates shall not apply to availability sourced and reservations made through the Banyan Tree website.

EXTRA PERSON SURCHARGE/EXTRA BED CHARGES

Extra bed is priced USD 110 nett/person/day. The rate is per night inclusive of breakfast for one person, inclusive of 11% government tax and 10% service charge. Extra bed is limited to a maximum of one extra bed per villa bedroom. For purposes of determining occupancy allowance and extra person surcharge, any child above the age of twelve (12) years shall be considered an adult and the above surcharges shall apply.

CHILD POLICY

All guests with accompanying child/children below the age of twelve (12) years shall undertake to complete the Liability Disclaimer Form upon check in at the Resort. All other prevailing terms and conditions at the Resort shall apply to the guests during their stay.

Children below 12 years old who are staying with parents will stay free of charge. Bedding for children, whether using existing day bed or extra bed, is complimentary. Extra beds are provided subject to availability. Children under three years old enjoy complimentary meals and children between 4 to 12 years old enjoy 50% off buffet breakfast.

PAYMENT SCHEDULE

We would require the following non-refundable payment as an indication of a firm reservation based on above villa type required

Total estimated charges as agreed and outlined in this agreement is **USD 41,997 nett per 7 days during Chinese New Year 2020 period**

Payment Schedule	Payment Amount	Date Required
First payment-50%	USD 20998.5 nett	Friday ,29 Nov 2019
Second payment- 50%	USD 20998.5 nett	Thursday , 5 Dec 2019

Villa arrangements are not confirmed until a signed copy of this agreement is received by the hotel on **Friday, 22 November 2019**. If the payment is not received during the payment schedule, villa arrangements are subject to availability at time of reservation at the prevailing hotel rates.

Any remaining charges are due upon departure from hotel on guest personal account

BANK ACCOUNT DETAILS

US Dollar Account
PT UNGASAN SEMESTA RESORT
Bank Mandiri – Nusa Dua Branch

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Pertokoan Niaga Nusa Dua No.2 – 4
Jl. By Pass Ngurah Rai – Nusa Dua
Badung 80362
A/C # 145-000-7588706
Swift Code: BMRIIDJA

RESERVATIONS

For telephone enquiries, please dial **+62 361 300 7000**

For reservations, you may send your request directly to the Resort via email to reservations-ungasan@banyantree.com or facsimile to **+62 361 300 7777**

All reservations are subject to availability and written confirmation by the Resort unless a room allotment has been agreed and confirmed in writing by the Resort. The Business Partner shall not confirm to its clients any reservations made until it receives the written confirmation of the same from the Resort. Reservations shall not be binding on the Resort until the Resort has made a firm room allotment and the aforesaid acceptance and confirmation has been received from the Resort. The Resort shall be entitled to reject any reservations made by the Business Partner not at the prevailing rates of the Resort at any given time. The Resort assumes no liability to the Business Partner or to its clients or any third party in respect of any rejection or decision not to confirm an allotment.

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ACCEPTANCE OF AGREEMENT

Kindly return a signed copy on or before **Friday, 22 November 2019** for our onward recording and activation.

Signed for and on behalf of:
PT. UNGASAN SEMESTA RESORT

Signed for and on behalf of:
**Convergent International Travel Development
Company Limited**

Axel Jehangir
EAM, Sales & Marketing

Steven.si



Mr. Steven Si
Overseas Hotels Product Manager

Date:

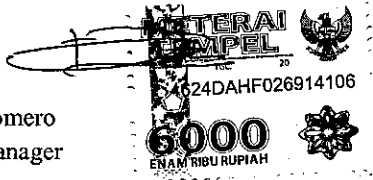
Date: 2019/11/20

Signed for and on behalf of:
PT. UNGASAN SEMESTA RESORT

Lilik Mulyadi
Financial Controller

Date: 21 Nov '19

Signed for and on behalf of:
PT. UNGASAN SEMESTA RESORT



Alfonso Romero
General Manager

Date: 21 Nov '19

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