

## PRE-PURCHASE CONTRACT 2020

The agreement is made between:

PARTY A: FUSION SUITES SAIGON (The Hotel)		PARTY B: CONVERGENT INTERNATIONAL TRAVEL DEVELOPMENT CO., LTD (The Company)	
Address:	3 - 5 Suong Nguyet Anh Street, District 1, HCMC, Vietnam	Address:	Room909, 638 Huangpu Dadao West, Tianhe District, Guanghzou, China
Telephone:	+84 28 3925 7257	Telephone:	+86 20 6680 5995
Fax:	+84 28 3926 2800	Fax:	+86 20 6261 4003
Email:	reservations.fssg@fusionhotelgroup.com	Email:	chris.wang@huizhi-intl.com
Representative:	Mr. RAY ZHANG	Representative:	Mr. CHRIS WANG
Title:	General Manager	Title:	Product & Contracting Director - Vietnam

Validity: 01 December 2019 – 31 December 2020

Black-out date: 25 December 2019 – 05 January 2020

25 January 2020 – 05 February 2020

Market: Worldwide

Currency: VND

Rate basis: per room per night

### 1. ROOM RATE:

Room Type	Validity 01 January 2020 – 31 December 2020			
	ROOM RATE (without spa treatment)	ROOM RATE (with spa treatment)	Max Occupancy	Meal Plan
Suite	VND 2,800,000	VND 2,932,500	2A + 1C (under 6 yo)	BB
Corner Suite	VND 3,150,000	VND 3,288,750	2A + 1C (under 6 yo)	BB

### Conditions:

\* Above contracted rates are in Vietnamese Dong (VND) and inclusive of service charge (5%) and applicable value added tax (10%).

\* Rates are non-commissionable and based on per room per night

\* Rates are for up to 2 people per room per night for Suite and Corner Suite

### Added value benefits:

1. One spa treatment per person per night stayed included (*for the option included spa treatment*)
2. Free wifi internet access
3. Daily Café Style breakfast to eat in or take away
4. Welcome drink
5. Discount 15% on F&B and laundry

### ALLOTMENT:

04 room (02 Suite Double + 1 Suite Twin + 01 Corner Suite)

**CUT OFF DATE:**

07 days

**TOTAL GUARANTEED ROOM NIGHTS:**

1,000 RNs (including rooms in and out of allotment and ad- hoc groups (if any)).

**HOTEL POLICY**

**Children Policy:**

- \* Maximum one (1) children per room under 6 years old is complimentary when sharing parents' room and utilizing existing bed.
- \* Children from 06 to 09 years old, using existing bedding, will be charged at VND 230,000 net including breakfast.
- \* Children from 06 years to 15 years old will be charged at VND 690,000 net including breakfast and extra bed
- \* Children from 10 years old are required compulsory extra bed.
- \* Children from 16 years and older will be charged extra bed at VND 1,104,000 net per night including breakfast and spa treatments.
- \* Baby cot is complimentary upon request and subject to availability and room type to accept.
- \* Children under 16 years old are not allowed to use spa.

**Cancellation policy:**

- \* The Company shall notify The Hotel in writing of any cancellation prior to the minimum notice period. In the event of late notification, a cancellation charge will apply:
  - 3 days before arrival date at no charge.
  - Cancellation within 3 days one night charge.
- \* All cancellations must be informed in writing and have to be acknowledged by the hotel.
- \* In the event of a non-arrival on the scheduled date, The Company shall be held responsible for payment computed as the equivalent for the full length of stay.

**2. PAYMENT**

Payment is to be made by Virtual Credit Card or bank transfer for each booking before guest's check – in

**Bank Account Details:**

Account Holder: Fusion Suites Sai Gon Hotel Joint Stock Company (Công ty Cổ phần Khách sạn Fusion Suites Sài Gòn)  
Bank Name: Vietcombank - Ho Chi Minh Branch  
Account Number: 007 100 100 4303 (in VND)  
Account Number: 007 137 117 1462 (in USD)  
Swift Code: BFTVVNVX

**Deposit:**

Estimated minimum revenue: **VND 2,800,000 x 1000 nights = 2,800,000,000**

Required total deposit at **VND 280,000,000** (equal 10% of total estimated revenue)

Remark:

- ✓ The deposit is to be made within 10 days since the contract is signed.
- ✓ The deposit will be refunded to Hongkong Convergent from 1 – 10 Jan 2021, if the agent can reach the number of guarantee room nights



### 3. TERMS AND CONDITIONS

The above exclusive contract rates are offered for the pre – purchase ONLY with the guaranteed number of room nights AND deposit.

Both parties have to ensure the following conditions:

#### 1. Party A:

The Hotel must ensure to offer the remaining agents/OTAs in market with the at least difference in case of the same terms and conditions: **10% higher rates for remaining agents/OTAs**

The Company shall take the reference from the rate of OTAs to see if the rate offered meet the condition

The Hotel shall help The Company to solve the problem if The Company find out some other agencies undercut in the market. The Company has the right to terminate the contract if The Hotel could not help to solve the problem over 3 times. The Hotel shall refund the deposit to The Company under the above situation after The Company settled all the existed pending reservations.

#### 2. Party B:

- ✓ The rates are applied for **Worldwide market**
- ✓ The agent must follow the conditions when publicizing the rates on any OTA channels, and the rates are mentioned clearly **with or without spa treatment**

Upon acceptance, please return a signed copy to us within 30 days of the issue date of this contract; if not, the contract is considered void.



Mr. AKSHAY MOZA  
Chief Commercial Officer

Accepted by:  
Convergent International Travel Development Company  
limited  
Chris Wang  
Product & Contracting Director – Vietnam

Date: 6th Dec, 2019



