

ALLOTMENT AGREEMENT 2019 + 2020
(from 12th November 2019 until 12th November 2020)
Between

PARTY A

Company name : BELLE MAISON PAROSAND HOTEL DANANG – Managed by H&K Hospitality
 Representative : Mr. Nguyen Duc Hiep
 Title : Director of Sales
 Address : 216 Vo Nguyen Giap Street, Son Tra District, Danang City
 Tel : 84 - 236 3928688 / 24 3747 6373

PARTY B

Company name : CONVERGENT INTERNATIONAL TRAVEL DEVELOPMENT CO.,LTD
 Representative : Mr. Chris Wang
 Title : Product & Contracting Director
 Address : Room 909, 638 Huangpudadao West, Tianhe District, Guangzhou, Canton, China
 Tel : 84 - 98 134 6677
 Tax code : 2283876

1. ROOM RATE

Room Categories Loại phòng	Areas (m ²) Diện tích	No. of Rooms Số lượng	Low Season Mùa thấp điểm	High Season Mùa cao điểm	Extra Bed Phí giường phụ
Deluxe	24	66	1.290.000	1.380.000	N/A
Senior Deluxe	22	33	1.475.000	1.565.000	N/A
Family	32	11	1.840.000	1.935.000	500,000
Executive Family	36	11	2.030.000		500,000
Residence	35-56	17	1.900.000		500,000
Executive Residence	136	1	6.690.000		500,000

The above rates are inclusive of:

- Welcome drink upon arrival;
- Daily breakfast in the restaurant;
- Complimentary daily two (02) bottles of mineral water;
- In-room electronic safe box;

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BELLE MAISON PAROSAND DANANG HOTEL
No. 216, Vo Nguyen Giap, Son Tra Dist., Danang City, Vietnam
Tel: 84 236 3928 688 Fax: 84 236 3928 988
Email: infohn@hkh.vn

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**BELLE
MAISON**
-PAROSAND DANANG HOTEL-

- Free Internet is available for all guests;
- Free Fitness Center and outdoor Infinity Swimming Pool for all guests;
- 20 % Discount on Food and Beverage bill and Spa Menu at hotel for all guests;

Flash Deal:

- Valid: from 12/11/2019 until 30/11/2019
- Room type: Deluxe Room
- Room rate: VND 1.000.000/room/night

Public Rate:

- For B2B – Room Only: PARTY B guarantees to mark up at least 15%;
- For B2C (Ctrip, Hotelbeds, Expedia...): PARTY B guarantees to mark up at least 25%;

Surcharge on Public holiday: VND 300.000/room/night, on

- Lunar New Year: from 24/01 to 29/01/2020 (including date)
- Hung's King Dead anniversary: 02/04/2020
- Reunification Day & Labor Day: from 30/04 to 03/05/2020 (including date)
- Independence Day: 02/09/2020

Compulsory Christmas' Eve Gala dinner on 24 Dec and New Year's Eve Gala Dinner on 31 Dec 2019 & 2020:

- Adult: VND 700.000 nett/pax;
- Children from 6 to 11 years old: VND 350.000 nett/child;
- Children under 5 years old: free of charge;

Note:

- Rates are per ROOM per night, based on bed & breakfast;
- Rates include ABF, tax & service charges;
- Low season is applied from 12th November 2019 to 29th April 2020 and from 3rd September 2020 to 31st December 2020. High season is applied from 30th April 2020 to 2nd September 2020.

2. ALLOTMENT

- 05 rooms/day (03 Deluxe Room + 02 Senior Deluxe Room).
- COD: 07 days
- After COD, the room blocked will be automatically released from the system.
Black Out Date: Party A will inform PARTY B of blackout dates and close allotment on blackout dates.
If PARTY B sell over allotment daily, room will be on request but room rate still be keep the same as offered on AGREEMENT.

3. CHILD POLICY

- Children under 6, sharing bed with parents will be complimentary breakfast, maximum two (2) children per room;
- Children from 6 to 11 years old sharing bed with parents: accommodation is complimentary and a surcharge of **VND 115,000/child/night** for breakfast will be applied, maximum two (2) children per room;
- Children from 12 years old and over, considered as adult: will be charged **VND 500,000/pax/night**, including breakfast & extra bed, maximum 01 person/ room.

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4. PAYMENT

PARTY B will deposit in advance for Floating Deal of 1000 Room nights within 01 year following below schedule:

- **1st deposit: VND 400,000,000 (four hundred million Vietnam Dong) before 13/11/2019;**
 - ⇒ In case the actual amount of all booking from 13/11/2019 to 13/03/2020 goes beyond VND 400,000,000 and the 1st payment get under VND 10,000,000 in balance, the difference will be informed by PARTY A and PARTY B will be responsible for settling the 2nd payment;
- **2nd deposit: VND 400,000,000 (four hundred million Vietnam Dong) before 13/03/2020 after the 1st deposit is not enough;**
 - ⇒ In case the actual amount of all bookings from 13/03/2020 to 13/07/2020 goes beyond VND 400,000,000 and the 1st payment get under VND 10,000,000 in balance, the difference will be informed by PARTY A and PARTY B will be responsible for settling the 3rd payment;
- **3rd deposit: VND 500,000,000 (five hundred million Vietnam Dong) before 13/07/2020 after the 2nd deposit is not enough;**
 - ⇒ This amount is applied for all bookings from 13/07/2020 to 12/11/2020;

After 12th November 2020 in case PARTY B still have money left, PARTY A will extend 01 month (until 12 December 2020) in order to deduct the money left. After 12th December 2020, the money left is non-refundable.

Note: Please be informed that these deposits are **non-refundable** in any case. The amount of each bill should be paid excluding of any bank charges and in the currency of the bills.

Here's our bank account information for your payment:

- Account Name: CHI NHÁNH CÔNG TY CỔ PHẦN CÚC PHƯƠNG TẠI ĐÀ NẴNG
- Bank Name: NH TMCP Quân đội, Chi nhánh Thanh Xuân, Hà Nội
- Account Number: 0031102088002 (VND)

All other terms and provisions of contract shall remain in full force and effect.

This agreement is made in 03 (three) copies in English, 01 (one) is kept by PARTY B and 02 (two) by PARTY A for implementation.

Signed for Belle Maison Parosand Hotel Danang

Name: Nguyen Duc Hiep

Title: Director of Sales

Signature: TRÁCH NHIỆM HỮU HÀNH

Date:

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Signed for Convergent

Name: Chris Wang

Title: Product & Contracting Director

Signature:

Date: 25th Dec, 2019



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