

**PRE – PURCHASE PROPOSAL**

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**Monday, December 30, 2019**

<b>TO</b>	: Ms Sara Sun – Product Manager
<b>COMPANY NAME</b>	: <b>Convergent International Travel Development Co., Ltd</b>
<b>ADDRESS</b>	: Room 909, No. 638 Huangpu Dadao West, Tianhe District, Guangzhou, China.
<b>MOBILE NO</b>	: +6017 668 9061
<b>EMAIL</b>	: <a href="mailto:sara.sun@huizhi-inti.com">sara.sun@huizhi-inti.com</a>
<b>FROM</b>	: Agnes Tay, Director of Sales & Marketing

Dear Sara,



**PRE PURCHASE FOR CHINA MARKET**

<b>Segmentation</b>	: CHINA Market Only
<b>Booking Validity</b>	: 1 <sup>st</sup> January – 30 <sup>th</sup> June 2020
<b>Stay Period</b>	: 1 <sup>st</sup> January – 31 <sup>st</sup> December 2020
<b>Room Type</b>	: Deluxe Lago & Deluxe River

**PRE – PURCHASE ROOM NIGHTS**

TYPE OF ROOMS	Single / Double / Room / Night	Pre-Purchase Room Nights
<b>DELUXE LAGO</b>	<b>RM 440.00 Nett</b>	<b>300 Room Nights</b>

**DELUXE ROOM**

PERIOD	DELUXE LAGO	DELUXE RIVER
<b>Weekday (Sunday – Thursday)</b>	<b>RM 440.00nett</b>	<b>RM 490.00nett</b>
<b>Friday &amp; Saturday</b>	<b>RM 540.00nett</b>	<b>RM 590.00nett</b>
<b>Peak Season</b>	<b>RM 640.00nett</b>	<b>RM 690.00nett</b>

**\*\* Inclusive Daily Breakfast for 2 adults**

- Rates quoted are **inclusive of 6% Service Tax**. Effective 1st September 2018, the Malaysian government has implemented Sales & Service Tax (SST) to replace the Good and Service Tax.
- Inclusive of one night accommodation
- Inclusive of daily breakfast
- Rates quoted are in Ringgit Malaysia & non-commissionable
- Rooms are subject to availability upon confirmation
- Extra Bed with Breakfast @ **RM150.00Nett** per unit per night

88, Jalan Kota Laksamana, 75200, Melaka, Malaysia.

T: 606 289 6888 F: 606 289 6999

[casadelrio-melaka.com](http://casadelrio-melaka.com)

OWNER CASA DEL RIO (M) SDN BHD (760741-T)

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- Additional Breakfast @ **RM58.00Nett** per person per day
- With effect from 01 Sep 2017, a **Tourism Tax of RM10 per room per night** will be imposed by the Malaysia Government on non-Malaysian nationals or non-permanent residents holding a My PR card. This Tax should be settled directly upon check-out (not included in the room rate and taxes stated herein).
- **Heritage Tax of RM2 per room per night** will be imposed by the Melaka State Government should be settled directly upon check-out (not included in the room rate and taxes stated herein).
- **NOTES: All the above categories are allows to deduct from pre buy Room Nights.**  
Additonal rates will be charge based on surcharge collection.

**CONVERGENT'S ALLOTMENT\*& CUTOFF DATE**

<b>Allotment</b>	<b>Deluxe Lago</b>
	<ul style="list-style-type: none"> <li>• Sunday till Saturday – <b>03 rooms</b></li> </ul>
<b>Cut off Date</b>	<p><b>Deluxe River</b></p> <ul style="list-style-type: none"> <li>• Sunday till Saturday – <b>02 rooms</b></li> </ul>
	<ul style="list-style-type: none"> <li>• <b>0 day cut off for Sunday till Friday</b></li> <li>• <b>3 days cut off for Saturday &amp; Peak Season</b></li> </ul>

*(\*Sharing Allotment for Pre – Purchase & Contract Rates)*

**TERMS & CONDITIONS**

- Strictly NOT apply for Online Selling and Hotel reserves to right to discontinue the above mentioned promotion if any rate disparity issue.

**Total Inventories and Categories**

Accommodation	View	Area m sq	Room Inventory
Deluxe Lago	Lago	50	34
Deluxe River	River	50	18

**Special Privilege:**

- Complimentary Broadband Internet Access in room & public area
- Cold tower & Sorbet serve upon check in

**HERITAGE TAX**

On 01 April 2012, the Melaka State Government imposed a mandatory **RM2.00nett** Heritage Tax Fee per occupied room per night for all hotel accommodation. This fee may change without prior notice.

Effective 01 January 2015, Casa del Rio Melaka Hotel will begin collecting this fee directly from all your guests upon their check-out. Please help to inform all your guests about this compulsory amount to be paid directly to Hotel.

**TOURISM TAX**

In compliance with the policy of the Malaysian Government, a Tourism Tax of **RM10.00nett** flat rate per room night will be imposed on all foreign guests.

Malaysians are exempted from paying the levy.

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**SALES & SERVICE TAX (SST)**

Price quoted are inclusive of 6% Service Tax

(Effective 1 September 2018, the Malaysian government has implemented Sales and Service Tax (SST) to replace the Goods and Services Tax. Under the SST regime, hotel accommodation and services rendered by Hotel is a taxable service and will be subjected to 6% service tax).

**ROOM - BLOCK CLAUSE**

Please be advised that the guest room(s) **have not been blocked for your group**. To secure the room booking, a 50% deposit of the total estimated amount will be required seven (7) days after the signing of the acknowledgement. Deposit paid is non-refundable.

**CHECK-IN / CHECK-OUT TIME**

Our standard check-in time is from **1500hours**.

Our standard check-out time is at **1200hours**.

Should your guests wish to check-out after the normal check-out time, 70% of the applicable contract rate per room will be charged. A full night's rate per room will be charged for check-out after 1800hours. Late check-out can be arranged and is subject to availability.

**DEPOSIT / PAYMENT**

- Upon confirmation and acceptance of the above, we requiring a full payment as stated in to be settle before start utilise, pre payment is required. Please refer to the table below:-

<b>Rooms Night</b>	<b>Months</b>	<b>Deposits Cut Off Date</b>	<b>Total Deposits (RM)</b>
1 <sup>st</sup> Batch 100 Rooms night	Jan - Feb	30 Dec 2019	RM440.00 Nett x 100 = <b><u>RM44,000.00 Nett</u></b>
2 <sup>nd</sup> Batch 100 Rooms night	Mar - Apr	28 Feb 2020	RM440.00 Nett x 100 = <b><u>RM44,000.00 Nett</u></b>
3 <sup>rd</sup> Batch 100 Rooms night	May - June	30 Apr 2020	RM440.00 Nett x 100 = <b><u>RM44,000.00 Nett</u></b>

***\*\* Prepayment by 3 batches, in the event of completing the rooms night for per batch. Kindly remit the balance payment accordingly prior to the cut off dates.***

- Hotel reserve the right to request the next batch of pre payment (**not following the batches dates stated above**) immediately. If the amount of RM44k been utilized before the next batch of payment.
- Full length of stay for room charge will be levied for any no-shows on arrival date of confirmed bookings. No refund or exchange of service will be given for non-utilization of rooms.
- Booking & Reservation will be book through **Convergent International Travel Development Co., Ltd.**

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**BILLING INSTRUCTION**

Payment is to be made in Ringgit Malaysia made payable to **CASA DEL RIO (M) SDN BHD**. Payment may also be settled at the following office:

Pay to	: CASA DEL RIO (M) SDN BHD
Bank	: CIMB BANK BERHAD
Account	: 800-4754-213
Branch	: Jalan Bendahara Branch
Address	: 110 Jalan Bendahara, 75100 Melaka
Swift Code	: CIBBMYKL

**NO SHOW**

Full length of stay for room charge will be levied for any no-shows on arrival date of confirmed bookings. No refund or exchange of services will be given for non-utilization of rooms.

**2020 Surcharge Dates**

Occasion	Super Peak Rate	Weekend Rate Apply
<b>2020 NEW YEAR (01/01/2020, Wednesday)</b>	21 – 31 Dec 2019 Saturday – Tuesday	
<b>CHINESE NEW YEAR (25 – 26/01/2020, Saturday – Sunday)</b>	24 – 27 Jan 2020 Friday – Monday	
<b>GOOD FRIDAY (10/04/2020, Friday)</b>	10 & 11 April 2020 Friday & Saturday	
<b>LABOR DAY (01/05/2020, Friday)</b>	01 & 02 May 2020 Friday & Saturday	
<b>WESAK DAY (07/05/2020, Thursday)</b>	07 – 09 May 2020 Thursday – Saturday	
<b>HARI RAYA PUASA (24 – 25/05/2020, Sunday – Monday)</b>	23 – 25 May 2020 Saturday – Monday	
<b>HARI RAYA HAJI (31/07/2020, Friday)</b>	31 July & 01 Aug 2020 Friday & Saturday	
<b>AWAL MUHARRAM (20/8/2020, Thursday)</b>		20 – 22 Aug 2020 Thursday – Saturday
<b>NATIONAL INDEPENDENCE DAY (31/8/2020, Monday)</b>	29 & 30 Aug 2020 Saturday & Sunday	
<b>PROPHET MUHAMMAD'S BIRTHDAY (29/10/2020, Thursday)</b>		29 – 31 Oct 2020 Thursday – Saturday
<b>CHRISTMAS &amp; 2020 NEW YEAR (25/12/2020 &amp; 01/01/2020, Friday)</b>	25 Dec 20 – 02 Jan 21 Friday – Saturday	

**\*\*\*Remark: The dates for public holidays shown above are only preliminary and subject to change**

**Please kindly refer to the latest email sent by reservation**

Email: [reservation1@casadelrio-melaka.com](mailto:reservation1@casadelrio-melaka.com)

Email: [reservation@casadelrio-melaka.com](mailto:reservation@casadelrio-melaka.com)

**EXCLUSIONS OF LIABILITY**

The Hotel will not be held responsible for failure to execute obligations specified herein directly or indirectly occasioned by or through or in consequences of war, change of status of the Malaysia Government, strikes, riots, acts of God or any other conditions beyond the control of the Hotel.

We sincerely hope the above mentioned meet your requirements and expectations. Please do not hesitate to contact me at 06-289 6888 or email [agnes.tay@casadelrio-melaka.com](mailto:agnes.tay@casadelrio-melaka.com) should you require any further assistance or information.

Assuring you of our best personal attention at all times

Sincerely,

**Agnes Tay**

Director of Sales and Marketing

Casa del Rio Melaka

H/P: +60176836113 DID: +6062896899

[agnes.tay@casadelrio-melaka.com](mailto:agnes.tay@casadelrio-melaka.com)

**AGNES TAY**

**Director of Sales & Marketing**

(No signature required via email)

\*\*\*\*\*Sara Sun\*\*\*\*\*

I, hereby agree and accept the above:

Product Manager

Name



Designation



Signature

 Convergent International Travel Development Co., Ltd

Company

th Dec 2019

Date



Company Stamp