

	Total	Unit	Number of Group	Quantity per Group	Unit price	Sum	\$2,774,638.80	\$2,774,337.91
No.	Item						Detailed Work load / Comments / Deliverables	
I	Guests Accommodation							
I A	Guests Accommodation							
I A2	Hotel	Nights	93	2	¥2,200	¥409,200	Hotel location near Universal Studios Beijing: The Universal Studios Grand Hotel/Nuo Resort Hotel Universal Beijing Resort 北京环球影城周边酒店：环球影城大酒店或诺金度假酒店-北京环球度假区 周末价格：周五到周日，豪华大床房不含早餐，具体价格按照实际日期结算。	
I A3	Hotel	Nights	36	2	¥2,700	¥194,400	Hotel location near Universal Studios Beijing: The Universal Studios Grand Hotel/Nuo Resort Hotel Universal Beijing Resort 北京环球影城周边酒店：环球影城大酒店或诺金度假酒店-北京环球度假区 暑期7月8月及节假日价格，豪华大床房不含早餐，具体价格按照实际日期结算。	
...	Please add if there is any other expense items needed					¥0		
I A	Sub-Total: Guest Accommodation					¥603,600.00		
I	Total: Guest Accommodation					¥603,600		
II	Guests Travel & Documents							
II A	Guests Flight							
II A1	Local round trip transportation - Economic Class							
II A1 a	Origin cities from EAST region	Round trip	38	3	¥2,500	¥285,000.00	e.g. Jiangsu, Zhejiang, Shanghai, Anhui, etc. 东部地区，如江浙沪皖等	
II A1 b	Origin cities from WEST region	Round trip	40	3	¥2,600	¥312,000.00	e.g. Shanxi, Henan, Sichuan, Wuhan, etc. 西部地区，如陕西,河南,四川,武汉等	
II A1 c	Origin Cities from SOUTH region	Round trip	30	3	¥2,800	¥252,000.00	e.g. Guangdong Area, Hunan, Fujian, etc. 南部地区，如广东地区,湖南,福建等	
II A1 d	Origin cities from NORTH region	Round trip	21	3	¥400	¥25,200.00	e.g. Beijing, Hebei, Shandong, Tianjin, etc. 北部地区，如北京,河北,山东,天津等	
II A1	Sub-total: Local round trip transportation - Economic Class	Round trip	129	3	¥2,259	¥874,200.00	1. Local round trip transportation from customers' desired location to Beijing 2. Means of transportation (flight/train/etc.) subject to customers' requests 3. Economy class 4. The origin cities breakdown is based on a rough estimation of the current customer data. The actual quantity is subject to customers' requests. 1. 国内城市至北京往返交通 (具体地点视客户要求) 2. 具体 交通方式根据客户要求 (飞机、高铁等) 3. 经济舱 4. 出发城市细分类基于现有数据的粗略估算，实际数量视客户要求，确认客户要求后确定	
II A2	Flight Service Fee-change		59	3	¥5	¥885.00	Air ticket cancel fee 机票退票费	
II A3	Flight Service Fee-cancel		68	3	¥5	¥1,020.00	Air ticket change fee 机票改签费	
...	Please add if there is any other expense items needed					¥0.00		
II A	Sub-Total: Guest Flight					¥876,105		
II B	Guests Travel Documents							
II B1	Insurance	pax	129	3	¥15.00	¥5,805.00	Insurance effective from travel start to end date Insurance minimum coverage for 100W personal and travel accidents	
...	Please add if there is any other expense items needed					¥0.00		
II B	Sub-Total: Guests Travel Documents					¥5,805.00		
II C	Guest Travel							
II C1	Universal Studios Beijing VIP experience	pax	129	3	¥2,800.00	¥1,083,600.00	Universal Studios Beijing VIP experience (NOT Private VIP experience) includes VIP tour guides, VIP entrance to the theme park, priority front-of-the-line access to rides and attractions, reserved areas for selected shows, pre-tour refreshments, mid-tour meal in the exclusive VIP tour lounge, VIP credentials and lanyard, and Universal Express.	
...	Please add if there is any other expense items needed					¥0.00		
II C	Subtotal: Guest Travel					¥1,083,600.00		
II	Total: Guests Travel & Documents					¥1,965,510.00		

III	Service Fee							
III A	Service Fee							
III A1	Service Fee	pax	1	1	¥205,529	¥205,528.80	Service Scope: 1. Contact and communicate with ~300 groups of clients (max 2 adults and 1 kid per group) based on the clients' information provided by our side to confirm participation; 2. Contact and confirm participants' identities - if clients request to transfer the UBR benefits to other persons, agency should validate the receivers' identities and provide evidence for the transfer; 3. Arrange VIP tours at Universal Studios Beijing, round trip transportation from client's desired location to Beijing, trip insurances, and 2 hotel nights for '300 groups of clients'; 4. Timely respond to clients' requests/questions/needs/concerns before, during and after the trip; 5. Collect and evaluate customer satisfaction	
...	Please add if there is any other expense items needed					¥0.00		
III A	Sub-Total: Service Fee					¥205,528.80		
III	Total: Service Fee					¥205,528.80		

