



Kempinski Hotel  
Hangzhou

CHINA

杭州远洋凯宾斯基酒店

## MICE GROUP CONTRACT 会议团队合同

Company Name : CMS  
公司名称 康辉集团北京国际会议展览有限公司  
Contact Name : Ms. Shuangshuang Song  
联络人 宋双双女士  
Phone Number :  
联络电话 189 3005 5715  
Subject : Tiktok Fan Appreciation Festival Rooms Only Group  
主题 抖音宠粉节纯房团

Dear Ms. Shuangshuang Song,  
尊敬的宋双双女士,

Warm greetings from Kempinski Hotel Hangzhou.  
来自杭州远洋凯宾斯基酒店的诚挚问候!

We would like to thank you very much for accommodating your guests and hosting your upcoming event in our hotel on 04-08 Sep, 2025. We truly appreciate your support.

我们深感荣幸承接贵公司即将于 2025 年 09 月 04-08 日举办的活动。我们由衷地感谢对酒店的支持!

Please find our letter of agreement for your perusal and approval. Please advise acceptance by 29 Aug, 2025, so that we may proceed with the necessary arrangement.

请查收并详细审阅我们为贵公司本次活动准备的协议书。如您接受所附协议书,请您在 2025 年 08 月 29 日之前签字、盖章确认并回传给到我们,以便我们能做及时而必要的准备。

Dear Ms. Shuangshuang Song, should you have any question or further request, please let me know. My contact details are listed below.  
尊敬的宋双双女士,如您有任何疑问和进一步要求,敬请通过以下联系方式告知。

We look forward to working closely with you to ensure the success of this upcoming event.

我们真诚期待与贵公司的合作,以确保协助贵公司成功举办即将到来的活动。

Yours Sincerely,

顺祝

商祺



Kiki Qi 邱琦  
Senior Sales Manager 高级销售经理  
Kempinski Hotel Hangzhou 杭州远洋凯宾斯基酒店  
Tel 电话: +86 571 8809 3333  
Fax 传真: +86 571 8809 6611  
Mob 手机: +86 199 0683 0182  
E-mail 邮箱: kiki.qi@kempinski.com  
kempinski.com/Hangzhou Hoteliers since 1897  
A member of Global Hotel Alliance-GHA.com

拱墅区丽水路66号  
310015 杭州,中国  
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传真: +86 571 8809 6611  
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No.66 Lishui Road, Gongshu District  
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CMS (Heron refer to the "Company") and Hangzhou Sino-Ocean Xinhe Hotel Real Estate Co., Ltd. Gongshu Branch (Kempinski Hotel Hangzhou) (Heron refer to the "Hotel") have agreed to the functions (Heron refer to the "Events") to be held at the Kempinski Hotel Hangzhou and come to the terms described within.

康辉集团北京国际会议展览有限公司（以下简称公司）和杭州远洋新河酒店置业有限公司拱墅分公司（杭州远洋凯宾斯基酒店，以下简称酒店），就 2025 年 09 月 04-08 日在杭州远洋凯宾斯基酒店的住宿和会议预定（以下简称活动）达成协议如下：

### ROOM ARRANGEMENT 房间安排

Room Type 房型	09月04日	09月05日	09月06日	09月07日
Deluxe King King 豪华大床房	10间	24间	25间	26间
Room Rate 房间价格	CNY 880	CNY 880	CNY 880	CNY 880
Deluxe TWIN King 豪华双床房	5间	6间	6间	6间
Room Rate 房间价格	CNY 880	CNY 880	CNY 880	CNY 880
Estimate Daily Rooms 预计每日合计	15间	30间	31间	32间

- All rates quoted above in Chinese Yuan (CNY) and in this contract are inclusive of service charges and value-added tax.  
以上均为人民币报价，包含服务费及增值税。
- The special room rates include one (1) or two (2) persons' buffet breakfast(s) served at Kitchen@K All Day Dining Restaurant. Additional buffet breakfast will be charged at CNY140 net per person.  
以上房价包含 Kitchen@K 全日餐厅 1 份或者 2 份早餐，需要额外的早餐需加收人民币 140 元净价/位。
- The rates are special offer for this meeting group, only applied to the members of this group.  
此优惠房价是仅适用于此次所指定的团队入住。
- The use of indoor swimming pool & fitness center inclusive in room rate.  
房费含室内游泳池及健身房使用。
- Wi-Fi inclusive in room rate.  
房费含无线宽带。
- Group Benefit: There are five Deluxe Rooms are free upgrade to Grand Canal View King Rooms from 05 Sept to 08 Sept 2025.  
团队礼遇：五间豪华大床房免费升级至运河景观大床房（2025 年 09 月 05 日入住，2025 年 09 月 08 日退房）

### CHECK-IN & CHECK-OUT TIME 入住及退房时间：

Check-in Time: after 15:00

登记入住：下午 15:00 之后

Check-out Time: before 12:00

登记退房：中午 12:00 之前

Hotel rooms are generally available for guest check-in after 15:00. For all early check-ins, we strongly recommend that rooms are reserved and paid for the night before in order to guarantee early check-in. Check-out time is 12:00. Guests requiring special consideration for late check-out should make their request when placing reservations. If the Client does not vacate the rooms by the check-out time, then the Hotel may charge 50% of the applicable price for extra use of the room up to 6 pm and the full price from 6 pm.

酒店标准入住时间为下午 15:00 以后。如需提前入住的，建议您可以支付前一晚全额房费已保证提前入住。离店时间为中午 12:00 以前。如果客户在退房时间前没有退房，那么酒店可能会收取适用房费的 50%，用于支付下午 6 点之前额外使用房间的费用，并从下午 6 点开始收取全价。

### Room Drop 递送客人物品

The delivery service of guest items will be charged at RMB 20 net per room.

送递客人物品服务，每间客房每次收费人民币 20 元净价。

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#### SMOKING FORBIDDANCE 禁烟提示

According to the related regulations of government policy, smoking is not allowed in guest room, ballroom, meeting room, restaurant and public areas of the hotel.

根据政府政策相关条例规定，不允许在酒店客房、餐厅、宴会及会议室和公共区域内吸烟。

#### ACCOMMODATION NO SHOWS POLICY 住房未到

No shows will result in a late cancellation charge equivalent to the full duration of the first stay.

若此活动住房预订当天未到，酒店有权将其视为预订未到并且收取所预定房晚的第一晚房费。

#### ACCOMMODATION RESERVATION/WASH DOWN POLICY 客房预留及递减政策

Once the contract is signed, the company may wash down rooms from the group block in writing and will be subject to the following terms:  
如贵公司签订合同后需要取消部分房间，将遵循以下政策：

DUE DATE 期限	WASH DOWN POLICY 客房递减政策	GUARANTEE ROOM NIGHTS 保证间夜
Between < Aug 26, 2025 > and < Aug 28, 2025 > 活动开始前的 7 天至 9 天	Three percent (10%) is allowed without penalty, the organiser should pay the first night room rate for following allowance. 允许减少的房间数在 10% 以内（包含 10%），酒店将不另收取任何费用；若超出 10%，酒店将收取超出部分一天房租作为损失费。	98 Room Nights 98 间夜
Between < Aug 28, 2025 > and < Sept 3, 2025 > 活动开始前的 1 天至 7 天	One percent (3%) is allowed without penalty, the organiser should pay the first night room rate for following allowance. 允许减少的房间数在 3% 以内（包含 3%），酒店将不另收取任何费用；若超出 3%，酒店将收取超出部分一天房租作为损失费。	104 Room Nights 104 间夜

#### TECHNICAL EQUIPMENT, SYSTEMS AND INSTALLATION 技术设备、系统和安装

If the Hotel obtains technical and other equipment from third parties on behalf of the Client at the Client's request it shall act in the name of, on the authority of and for the account of the Client. The Client is responsible for handling the equipment with care and returning it in proper working order. The Client releases the Hotel from any third party claims arising from the provision and operation of the equipment.

如果酒店应客户要求、代表客户从第三方获得技术和其他设备，酒店应以客户名义行事。客户须负责小心处理设备，并按照正确的工作顺序归还设备。客户免除因设备提供和运行而产生的任何第三方索赔。

Use of the Client's own electrical systems and equipment in the Hotel requires prior written consent from the latter. The Hotel is entitled to invoice a flat-rate charge for its use. The Client is liable for failure of and/or damage to the Hotel's technical equipment that is caused by the use of such electrical systems and equipment unless the Hotel itself is responsible for these failures and/or damage.

客户在酒店使用自己的电气系统和设备需要得到酒店的事先书面同意。酒店有权对其进行统一收费。客户应对酒店技术设备因电气系统和设备原因而导致的损坏负责，除非酒店本身应对这些故障和/或损坏负责。

If the Client installs his/her own electrical systems and equipment the Hotel can request that they are inspected by a competent third party agency of the Hotel's own in-house electricians and that the Client submits the technical test certificate to the Hotel immediately and without being prompted.

如果客户安装了自己的电气系统和设备，酒店可以要求一名称职的酒店电工推荐第三方机构对其进行检查，并要求客户无事先通知的情况下，立即向酒店提交技术测试证书。

The entertainment activities, certification, licenses for entertainment and fireworks provided by the Client should be reviewed and approved by the Hotel before starting any event at least three (3) days ahead. Fog machines or flammable decor item or fireworks cannot be used indoors. No signboards nor brochures can be placed in the lobby or public areas, the signboards can only be present inside the banquet room. To prevent damage to fragile fixtures and furniture decor item shall not be attached on to fixed walls, flooring, windows or the ceiling with nails, pushpins staples tapes or the like.

客户提供的娱乐活动、认证活动、娱乐许可证和烟花爆竹应在任何活动开始至少三 (3) 天前得到酒店的审查和批准。室内不能使用制雾机器、易燃物品或烟花。大堂或公共区域不能放置招牌或宣传册，只有宴会厅内才能放置招牌。为了防止损坏易碎的固定装置和家具装饰物品，装饰物不得用钉子、图钉、胶带及类似物料等附着在固定的墙壁、地板、窗户或天花板上。

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The Hotel provides internet access to the Client free of charge. The Hotel is solely an intermediary and the Client has no legal entitlement to uninterrupted use and / or any specific data transmission speed of the internet access.

酒店免费为客人提供互联网接入。酒店仅仅只是一个中介机构，客户无权不间断使用和/或对互联网接入有任何特定数据传输速度的要求。

If Client decides to play music during the event, the sound level shall not exceed limits determined by the applicable law and noise regulation during the music and entertainment activities in order to avoid any disturbance to other guests staying at the Hotel. For events organized outdoors, the music and sound levels shall also be below the foresaid limits and limited to the hours determined by the applicable law and the Hotel.

如果客户决定在活动期间播放音乐，在音乐和娱乐活动期间，音量不得超过适用法律和噪音法规确定的限制，以避免对住店的其他客人造成任何干扰。对于在户外组织的活动，音乐和声音水平也应低于上述限制，并限于适用法律和酒店规定的时间。

The event parties shall ensure that all broadcast content provided by them, including but not limited to music, videos, etc., does not infringe upon any third party's intellectual property rights, including but not limited to copyright, trademark rights and patent rights, among others. If any broadcast content provided by the event parties infringes upon the intellectual property rights of a third party, resulting in the hotel being legally liable to the third party, the event parties shall assume full responsibility and compensate the hotel for all losses arising therefrom. 活动方应保证其提供的所有外播内容包含但不限于音乐，视频等不侵犯任何第三方的知识产权，包括但不限于版权、商标权、专利权等。如因活动方提供的任何外播内容侵犯了第三方的知识产权，导致酒店因此被第三方追究法律责任，活动方应承担全部责任，并赔偿酒店因此产生的所有损失。

**LOSS OF OR DAMAGE TO THE CLIENT'S OWN PROPERTY** 客户自身财产的损失或损坏

Decorations provided by the Client must comply with fire safety requirements. The Hotel is entitled to request official evidence of this. If this evidence is not forthcoming the Hotel is entitled to remove at the Client's expense material that has already been brought in.

客户提供的装饰物料必须符合消防安全要求。酒店有权要求提供相关消防安全的官方证明。如果该证明无法提供，酒店有权移除客户已购买的装饰物料。

Exhibits and other objects must be removed immediately at the end of the event.

必须在活动结束时立即移除展品和其他物品。

The Hotel may remove and arrange for storage materials or object left behind at the Client's expense.

酒店可能会移除、安排地方储存遗留的材料或物品，费用由客户承担。

**ESTIMATED REVENUE 预期消费额:**

This contract will generate revenue for hotel from a variety of sources, including guest rooms, food & beverage, and charges for ancillary services. The estimated revenue is:

根据本协议，酒店的收入来源于不同消费，包括客房，餐饮和辅助服务收费。根据本协议，酒店预期最低营业额为：

Estimated Guest Room Revenue: 预计客房收入：	CNY 95,040
<b>Total Revenue:</b> 总收入：	<b>CNY 95,040</b>

Within 15 working days after receiving all the money from your company at the end of the activity and receiving settlement invoice issued by your company, commission will be settled to the company account provided by your company at a rate of 10% (it needs to be consistent with the company that signed the contract).

在活动结束并收到贵司的全部款项并收到由贵司开具的结算发票后的 15 个工作日内，按照实际房间总消费的 10% 比例佣金结算至贵司提供的公司账户(需与合同签署公司一致，开票项目名称为：佣金服务费)。

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**PRICES, PAYMENT 价格、付款**

The Client is obliged to pay the agreed or current price for the rooms provided and for other Hotel services used. This also applies to services provided by and expenses incurred by the Hotel for third parties which have been arranged by the Client. The agreed and current prices include the corresponding statutory value added tax unless expressly agreed otherwise.

客户有义务按约定价格或现行价格，为其房间和其他酒店服务付费。这也适用于由客户安排的，酒店为第三方提供的服务和产生的费用。除非另有明确规定，约定价格和现行价格包含相应的法定增值税。

If there is a period between conclusion of the Contract and the arrival of the Client or the date of the event and the statutory value added tax or if applicable any local taxes and duties increase in this period after the Contract has been concluded, the Hotel reserves the right to increase the agreed prices by the amount the value added tax and/or local taxes have increased.

如果在合同签订后到活动开始前的期间内，法定增值税和相应适用的地方税增加，酒店保留按增值税和/或地方税增加的金额增加约定价格的权利。

**DEPOSIT SCHEDULE & MODE OF PAYMENT 预付款以及付款方式:**

PAYMENT 付款	AMOUNT (CNY) 金额 (人民币)	DUE DATE 期限
Initial Deposit 第一笔预付款	80% of Estimated total revenue as deposit, CNY 76,032 本协议预计总金额的 80%，即人民币 76,032 元	08 月 29 日前 Before Group Arrival 6 days
Final Payment 最终付款	The final payment will be subject to the actual consumption amount. 最终付款以实际消费金额为准	Pay the full amount within 7 working days after the event. 活动结束 7 个工作日内以银行转账方 式支付全款

For payment transfers to the Kempinski Hotel Hangzhou:

支付转移到杭州远洋凯宾斯基酒店的账户:

Bank Name 银行名称	ICBC Hangzhou Chengbei Branch 中国工商银行股份有限公司杭州城北支行
Bank Address 银行地址	Floor 1 Block B Sino-Ocean International Center, No. 147 Daguang Road, Gongshu District, Hangzhou 杭州市拱墅区大关路 147 号杭州远洋国际中心 B 座 1 层
Bank Account Name (Holder) 银行账户名字 (账户持有人)	Hangzhou Sino-Ocean Xinhe Hotel Real Estate Co., Ltd. Gongshu Branch 杭州远洋新河酒店置业有限公司拱墅分公司
Bank account number (CNY) 银行账号 (人民币)	1202 0527 0990 0114 630
Swift Code 银行代码	ICBKCNBJZJP

Please advise your remitting bank to include a message to notify the hotel immediately upon receipt of the remittances.

请在收到相应汇款凭证之后，立即通知并发送至酒店。

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#### EVENT CANCELLATION POLICY 活动取消条款

Once the contract is signed, if the company cancels this contract in writing within three days and will be subject to the following terms:  
合同签订后, 如贵公司需要取消此次活动, 需以书面形式向酒店提出, 并遵循以下政策:

Number of days prior to the scheduled Event Date 计划的活动日期前天数	Cancellation Charges 取消费
More than 30 days prior to scheduled Event Date 计划的活动日期前 30 天及以上	30% of total expense as compensation 收取 30%的合同预计总费用
15 to 29 days prior to scheduled Event Date 计划的活动日期前 15 天到 29 天	50% of total expense as compensation 收取 50%的合同预计总费用
7 to 14 days prior to scheduled Event Date 计划的活动日期前 7 天到 14 天	80% of total expense as compensation 收取 80%的合同预计总费用
7 days or less prior to scheduled Event Date 计划的活动日期前 7 天或少于 7 天	100% of total will charge as compensation 收取 100%的合同预计总费用

#### SPECIAL CANCELLATION POLICY 特殊退改政策

Neither Party will be deemed in default of this Agreement to the extent that performance of its obligations is delayed, reduced or prevented by reason of any act of God, fire, natural disaster, communicable disease, accident, act of government, banned travel, or unforeseen occurrence beyond the control of such Party ("Force Majeure"), which reason could not be foreseen at the time of contracting and there had been no reasonable cause to take action for preventing or mitigating the force majeure reason, provided that such Party gives the other Party written notice thereof promptly with proof that the force majeure reason was directly affecting the attendee and uses its good faith efforts to continue as a smaller event without attrition damages or allowing the meeting (with same or greater size) to be postponed to a future date within 12 months from cancellation date subject to mutual approval and without liability, with all group costs and paid deposits transferred to the rescheduled date. Hotel shall only accept proof from public and official sources (e.g. official travel restrictions issued by the Ministry of Foreign Affairs of the country concerned, WHO, Airline Company's notification of cancelling a flight etc.) as authentic. The force majeure event has to hinder at least 40% of the whole group to attend at the event in order for the Customer to be able to refer to this Force Majeure clause.

本协议任何一方因天灾、火灾、自然灾害、传染性疾病、事故、政府行为、旅行禁令, 或超出该方控制范围的不可预见事件(“不可抗力”), 且该等原因在合同订立时不可预见并且没有合理措施可以避免或减少不可抗力的影响, 导致协议延迟履行、部分履行或不能履行, 该方应立即向另一方发出书面通知, 证明不可抗力原因直接影响与会人到场, 且尽其善意努力在不产生损失的情况下将会议规模缩小进行, 或会议(以同样规模或更大规模)推迟至自取消日起未来 12 个月内的经双方同意的日期, 所有团体成本和已支付的定金将被转移至重新安排的日期, 则不被视为对本协议的违约。酒店仅接受来自公共渠道和官方消息的证明(如相关国家外交部、世界卫生组织组织发布的旅行限制、航空公司的航班取消通知等)。只有当不可抗力事件导致整个活动至少 40%的与会者受影响不能参加活动时, 客户才能参考适用本不可抗力条款。

#### PROVISION OF SECURITY, OFFSETTING 担保条款、索赔

Hotel invoices become due for payment in full immediately on receipt. The Client shall be in default at the latest if he/she does not pay the invoice within 14 days of it being received and becoming payable. If the Client is in arrears, the Hotel is entitled to charge interest on arrears at an amount 5 percentage points above the base interest rate. In dealings with businesses the interest on arrears shall be 8 percentage points above the base rate. The Hotel reserves the right to assert a higher claim.

酒店就按账单开具发票, 并就此要求客户全额付款。若客户在收到发票后 14 天内未付款即构成违约。如果客户拖欠账款, 酒店有权按照高于基准利率 5%的标准收取罚息。在处理商业欠款时罚息应比基本利率高 8%。酒店保留提出更高索赔的权利。

#### GENERAL TERMS AND CONDITIONS 一般条款和条件

Use of Hotel facilities is only possible during the corresponding opening times. The current opening times are displayed at the entrance to the facility. The Hotel reserves the right to change the opening times or partially or fully close facilities, in particular owing to renovation work or hotel events or if their use is not possible or only possible to a limited extent for other reasons.

酒店设施的使用只有在相应的开放时间方可使用。当前开放时间显示在该设施的入口。酒店保留更改开放时间或部分或全部关闭设施的权利, 特别是由于翻新工程或酒店活动, 或者由于其他原因, 无法使用或只能在有限的范围内使用。

拱墅区丽水路66号  
310015 杭州, 中国  
电话 +86 571 8809 3333  
传真 +86 571 8809 6611  
www.kempinski.com

No.66 Lishui Road, Gongshu District  
310015 Hangzhou, China  
T +86 571 8809 3333  
F +86 571 8809 6611  
reservations.hangzhou@kempinski.com

  
Kempinski  
HOTELIERS SINCE 1897



Kempinski Hotel  
Hangzhou

CHINA

杭州远洋凯宾斯基酒店

#### HOTEL'S RIGHT OF WITHDRAWAL 酒店权利的放弃

The Hotel is furthermore entitled to withdraw from the Contract if:

如遇以下情况，酒店有权取消合同：

A) Force majeure or other circumstances beyond the control of the Hotel make it impossible to perform the Contract;

酒店无法控制的不可抗力或其他情况导致无法履行合同；

B) Rooms were reserved with misleading or false information being provided with regard to the basic circumstances, such as the identity of the Client or the purpose of his/her stay or the event;

预订房间时提供了关于基本信息的误导性或虚假信息情况，如客户身份或其入住或活动目的；

C) The Hotel has a legitimate reason for assuming that the event or the use of the Hotel's services could significantly jeopardize the normal operations of the Hotel, its safety or its public image, without it having to be attributed to the sphere of influence or organization of the Hotel itself;

酒店有合理的理由假设客户活动或其对酒店服务的使用可能会严重危及酒店的正常运营、安全或公众形象，不局限于酒店自身组织及其影响范围；

D) The rooms are sub- or re-let without authorization; or

房间未经批准转租或者重新出租；或者

E) Insolvency proceedings are instituted with respect to the assets of the Client, or insolvency proceedings are dismissed through lack of assets, or a statutory declaration is made, or the Client discontinues payments permanently.

对客户的资产提起破产诉讼程序，或者因缺乏资产而被解散，或者法定声明已做出，或者客户永久停止付款。

The Hotel shall inform the Client immediately in writing that it is exercising this right of withdrawal and if applicable - depending on the seriousness of the breach of duty - shall remind the Client of proper contractual behavior prior to exercising the right of withdrawal.

酒店应立即以书面形式通知客户，酒店正在行使取消权，如果适用，根据违反义务的严重程度，酒店应在行使取消权前事先提醒客户该合法履约行为。

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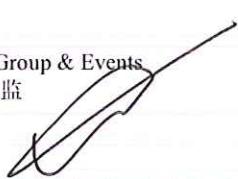
杭州远洋凯宾斯基酒店

We trust the content of this contract meets with your kind approval and we are looking forward to welcoming you and your company to Kempinski Hotel Hangzhou. Thank you.

我们非常荣幸有机会与贵公司合作，并热忱地欢迎贵公司的客人莅临杭州远洋凯宾斯基酒店！

I have read and I agree to the hotels bookings Terms and Conditions.

我已阅读并同意以上活动安排及预定合同条款。

<p>On Behalf of: CMS</p> <p>代表: 康辉集团北京国际会议展览有限公司</p>	<p>Hangzhou Sino-Ocean Xinhe Hotel Real Estate Co., Ltd. Gongshu Branch (Kempinski Hotel Hangzhou) 杭州远洋新河酒店置业有限公司拱墅分公司 (杭州远洋凯宾斯基酒店)</p>
<p>Mr. Shuangshuang Song 宋双双女士 Company Representative 公司代表 Date: 2015.8.1 日期</p> 	<p>Kiki Qi 祁琦 Senior Sales Manager 高级销售经理 Date: 2015.8.1 日期</p> 
	<p>Viola Pei 裴蕾 Director of Group &amp; Events 团队会议总监 Date: 2015.8.1 日期</p> 
	<p>Jack Zhou 周捷 Director of Sales &amp; Marketing 市场销售总监 Date: 2015.8.1 日期</p> 

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