



**MICE Group Referral Agreement**  
会议团队活动推荐奖励协议

**Validity: January 1, 2026 - December 31, 2026**  
有效期: 2026年1月1日 - 2026年12月31日

海南葛洲坝实业有限公司嘉佩乐度假酒店  
中国海南省陵水县英州镇土福湾度假区  
电话: +86 (898) 8309 9999

To boost market share and motivate third parties to promote our hotel's MICE offerings, we plan to launch an incentive program. This program will offer rewards to third parties who refer MICE business to our hotels, as outlined below.

为鼓励第三方合作商为酒店推荐更多会议团队，促进酒店整体收入，特推出针对第三方的会议团队奖励计划，奖励政策如下：

**Incentive Policy 佣金奖励政策:**

Revenue Item (Net Rate) 收入项目 (净价)	Commission Rate 佣金比率
<b>Room Revenue</b> 团队客房收入 <b>Rental Revenue</b> 团队场租收入	For total room revenue, rental revenue, or room + rental revenue in group billing <b>between CNY 100,000 - 300,000</b> will enjoy 5% commission 团队账单中房费单项、宴会场租单项、或房费+宴会场租消费总金额净价在 10 万-30 万之间，按照 5%的总收入进行返佣。
	For total room revenue, rental revenue, or room + rental revenue in group billing <b>between CNY 300,000 - 500,000</b> will enjoy 8% commission 团队账单中房费单项、宴会场租单项、或房费+宴会场租消费总金额净价在 30 万-50 万之间，按照 8%的总收入进行返佣。
	For total room or rental revenue in group bill <b>exceeding CNY 500,000</b> will enjoy 10% commission 团队账单中房费单项、宴会场租单项、或房费+宴会场租消费总金额净价在 50 万以上，按照 10%的总收入进行返佣。



**Essential Conditions of Incentive Policy**

佣金奖励政策的必要条件:

**1 Valid Lead 有效的推荐**

- a) Below event company inquires sales of our Resort directly on behalf of the guest and provides details of group requirements.  
贵公司代表客人或者贵公司直接咨询酒店销售并提供团队相关信息。
- b) Below event company sends over email to make appointment with sales about guest site inspection, email contents should cover details of group requirements.  
贵公司通过邮件的形式和酒店销售预约客人的场地参观，邮件内容要涵盖团队的相关信息。
- c) The signed group contract and final invoice will be the supporting documents for applying the incentive.  
成功签署的合同及消费明细将作为申请佣金的有效凭证。

**2 Incentive Policy 佣金政策**

- a) After the guest settles the entire bill, below event company needs to send the incentive fapiao to our Resort. Then we will transfer the commission.  
待团队结清酒店的全部消费后，贵公司需先提供等额的佣金发票（专票）给到酒店，酒店才开始为贵公司提供佣金。

- b) Upper limit of each incentive is no more than RMB 50K. 每笔推荐奖励金上限最多不超过 5 万元。
- c) Net price: the income of room excluding breakfast, VAT and service charge, and the income of banquet excluding VAT and service charge.  
净价定义: 客房收入需要去除早餐、增值税、服务费后的金额; 场租收入需要去除增值税、服务费后的金额。
- d) Orders where the team rate is less than RMB 1,800 per room night (including service charge and taxes) shall not qualify for this incentive program.  
团队价格低于人民币 1,800 元/间/晚 (含服务费及税费) 的订单, 不适用于此奖励计划。
- e) Above incentive policy is not applicable to the groups during public holiday (New Year, Chinese New Year, Labor Holiday, National Holiday etc.).  
以上佣金政策不适用于法定节假日日期 (元旦、春节、劳动节、国庆节期间)。
- f) For any cancellation caused by force majeure, our Resort will not pay for any incentive related.  
由于不可抗力因素导致团队活动取消的, 酒店将不会支付佣金。
- g) Above incentive policy cannot be used with other incentive programs at the same time.  
以上佣金政策不可与其他奖励政策同时使用。

**3 Terms & Conditions 佣金政策的细则与条款**

- a) Incentive can only be paid to company account instead of individual account.  
佣金只能支付给公司账号, 不能支付给个人。
- b) Incentive is non-transferrable and non-refundable for cash  
佣金不能以现金形式结算, 不能转为他用。
- c) Our Resort reserves the right to adjust the above term.  
酒店将保留调整以上条款的权力。

**Official Bank Account Information 贵公司有效的银行信息:**

开户行 Opening Bank	交通银行北京团结湖支行
账户名 Account Name	原辉集团北京国际会议展览有限公司
账号 Account Number	1100 6014 4018 0100 4979 6

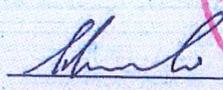
Above incentive agreement needs your signature and sealed copy, which will be confirmed as valid document

以上协议需贵公司签字盖章回传, 视为确认生效。

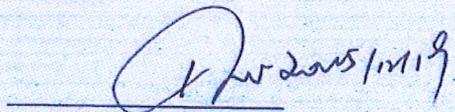
Looking forward to your approval to proceed further!  
期待您的批准

Approved by:

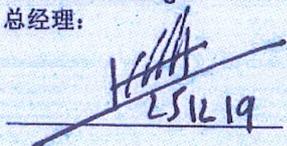
Director of Sales & Marketing  
市场销售总监:

 Dec. 16, 2015

Director of Finance  
财务总监:



General Manager  
总经理:

 25/12/19

