



Dear Ms. Zhong Lan

尊敬的仲岚女士：

Warmest greetings from China Railway Group Guizhou Tourism&Culture Development Co.,Ltd!

中铁贵州旅游文化发展有限公司向您致以最诚挚的问候！

Please find attached contract based on our discussion. We hope to enhance our mutual relations and look forward the opportunities to offer our hospitality services.

请参阅所附由双方协商后的合同。我们期待与贵公司加强彼此的合作关系并能为您提供最热情最周到的服务。

Yours Sincerely,

诚挚的

Jason Wei

韦金学

Senior Sales Manager

高级销售经理

LIFE IS A JOURNEY

Anantara Guiyang Resort | 贵阳安纳塔拉度假酒店
CREC International Eco City, Shuanglong Airport Economic Zone, Guiyang, Guizhou Province, China
中国贵州省贵阳双龙航空港经济区中铁国际生态城
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GROUP AGREEMENT

团队协议书

Between:

Party Name: 公司名称:	COMFORT BEIJING INTERNATIONAL M.I.C.E SERVICE CO,LTD 康辉集团北京国际会议展览有限公司	China Railway Group Guizhou Tourism & Culture Development Co.,Ltd 中铁贵州旅游文化发展有限公司
Contact Person 联系人	Ms.Zhong Lan 仲嵐 女士	Jason Wei 韦金学
联系电话 Tel.	86 139 1019 3620	86 187 8518 6069
地址 Address:	Rm.1510,Ruichen International Center,No.13 Nongzhangguan South Rd,Chaoyang District,Beijing,China 中国北京市朝阳区农展馆南路13号瑞辰国际 中心15层1510室	CREC International Eco City, Shuanglong Airport Economic Zone, 中国贵州省贵阳双龙航空港经济区中铁 国际生态城
Postcode/邮编:	100125	550002
Fax/传真:	N/A	00851 85508116
Email/电子邮件	Zhonglan@cct.cn	Jwei@anantaraguiyang.com
Website/网站	N/A	Guiyang.anantara.com

This agreement between China Railway Group Guizhou Tourism & Culture Development Co.,Ltd ("Hotel") and
COMFORT BEIJING INTERNATIONAL M.I.C.E SERVICE CO,LTD ("Company") is valid in Oct.19-20 2020.
本协议制定于中铁贵州旅游文化发展有限公司（以下简称“酒店”）与 康辉集团北京国际会议展览有限公司
(以下简称“公司”) 有效期为 2020 年 10 月 19 日至 20 日。



Accommodation Quote

房间报价

Room Type 房型	2020/10/19	2020/10/20	Price(RMB) 价格(人民币)	Breakfast 早餐
Deluxe Garden View-Twin Room 豪华园景双床房	3	C/O	650	2BBF
Deluxe Garden View-King Room 豪华园景大床房	32	C/O	650	2BBF
Total 合计	35	/	/	/
Guaranteed 保底	32	/	/	/

-Based on minimum rooms on Oct.19. blocked at Anantara Guiyang Resort, hotel will provide the following rate:
公司基于 10 月 19 日每天最低保底房数保证的前提下，酒店为贵公司提供以上优惠价格：

The above rates are including service charge and tax.

以上报价已包含服务费及税费。

Additional Buffet breakfast at CNY140 including service charge and tax.

额外自助早餐每位人民币 140 元净价

Extra bed will be charged CNY 350 net including service charge and tax, per night with 1 breakfast.

加床：每张加床/每晚人民币 350 元净价，含 1 份早餐。

It is required to keep confidential of such rates. Such rate is automatically dismissed at the next deal.
贵公司有义务对此价格保密，不得透露给第三方。再次洽谈时，此价格不再具有参考性。

The official check-out time is 12.00hrs. A 50% discount off the room rate will apply if guest checks out between 14.00hrs to 18.00hrs. If the guest checks out after 18.00hrs, a full day charge will be levied base on the agreed room rate.

退房时间为中午 12 点。下午 14 点至 18 点退房将加收 50% 房费，18 点之后退房，则加收全天房费。

If guests need to be close the room minibar, make a long distance call, please informed in advance.
如需要关闭房间迷你吧，市话长途电话，请提前告知。

Meeting & Food/Beverage Quote

会议及餐饮报价

Date 日期	Time 时间	Event 形式	Function Space 场地	Setup Style 摆台	Gat. Att. 保底人数	Exp. Att. 预计人数	Price (RMB) 价格(人民币)
2020. 10.19		Welcome Fruit 欢迎水果	Room 客房	/	35	35	80/P/份
2020. 10.19	17:00 -21:00	Dinner 晚餐	Huangguoshu 1 黄果树 1	Round Table 围桌	30pax 30 人	30pax 30 人	2600/PT/桌

Budget 预算

Room Revenue 房费	CNY 22,750 NET
Food & Beverage 餐饮	CNY 10,600 NET
Total 总计	CNY33,350 NET

GUARANTEE POLICY 担保政策

It is expected to total amount (RMB 33,550), the company will pay (RMB30,000) deposit in hotel before October.14.2020. Guest needs to pay off the event billing upon the event completed.
预计总金额(人民币 33,350 元)，公司将在 2020 年 10 月 14 日前支付 (人民币 30,000 元) 定金到酒店，会议负责人到店时刷取预授权作为此次会议的余款担保，会议当天结清所有款项。

TAX 税费

The Hotel reserves the right to amend the rates to reflect any changes in market conditions, existing taxes or the imposition of any new taxes or levies by the Government of the PR of China.

酒店有权根据市场变化，现行税率及中国政府颁发的相关法律条文保留修改酒店价格的权利。

VAT Invoice Information 增值税普通发票

Upon the completion of the Event, both parties shall confirm the actual amount of the expenses payable by the Company in writing and complete the account settlement on time. In case the Company fails to exercise its right of confirmation in time, the bill will automatically generate by the Hotel's Opera System.

双方应于活动结束之时书面确定主办方应付的实际款项并按时结清。酒店方将出具等额的增值税普通发票（即免税发票，会务发票除外）。如主办方届时急于行使该确定权，则以酒店 Opera 系统自动生成的账单为准。

ATTRITION: 预订缩减

After this Contract is signed, in case the company reduces the guestrooms reserved or the venue of the Event (but the Event is not cancelled) owing to the change in the attendance or the Event, both parties agree that the following provisions shall apply:

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自签订合同之日起，如主办方入住人员、会议/活动发生变化，导致客房的数量或会议场地的使用有不同程度的减少，但不会完全取消会议/活动，则双方同意按下列情况进行变更：

First Review Date (October.13.2020)
最初预订缩减截止日（2020年10月13日）

The Company may reduce the number of or total rental for guestrooms as confirmed on the Final Review Date by seven percent (7%) without penalty. If the guaranteed number is not positive, the guaranteed number shall be based on the number of rooms; if the guaranteed number is higher than the guaranteed number, the actual number of rooms shall be based on the number of rooms

主办方的预订在最终缩减截止日预留的房间数基础上，酒店允许主办方的预订房间费用减少百分之七(7%)且主办方无需承担违约责任。未达到保底数则按照保底数，高于保底数则按照实际房间数

Final Review Date (October.14. 20120)
最终预订缩减截止日（2020年10月14日）

The Company may reduce the number of or total rental for guestrooms as confirmed on the Final Review Date by five percent (5%) without penalty. If the guaranteed number is not positive, the guaranteed number shall be based on the number of rooms; if the guaranteed number is higher than the guaranteed number, the actual number of rooms shall be based on the number of rooms

主办方的预订在最终缩减截止日预留的房间数基础上，酒店允许主办方的预订房间费用减少百分之五(5%)且主办方无需承担违约责任。未达到保底数则按照保底数，高于保底数则按照实际房间数

The Company may not make any reduction other than that mentioned above. For avoiding doubts, both parties agree that, the Hotel will charge the Company on the basis of the reservation as confirmed by the Company on the Final Review Date.

除上述约定外，主办方不得有其他缩减。未免疑义，双方同意，酒店将按最后预定缩减截止日的主办方的预定情况收取费用。

CANCELLATION OR POSTPONEMENT OF EVENT 活动场地取消或延期

After this Contract is signed, in case the Hotel is notified by the Company of cancellation of the Event at least [15] days prior to the commencement of the Event, the Company shall pay to the Hotel eighty percent ([80%]) of the estimated total expenses of the Event; in case the Hotel is notified by the Company of cancellation of the Event within [15] days prior to the commencement of the Event, the Company shall pay to the Hotel hundred percent (100%) of the estimated total expenses of the Event.

自签订合同之日起至活动开始前15天，若酒店收到取消活动的通知，则主办方同意支付预计总收入的百分之八十（80%）；若酒店在活动开始前15天内收到取消活动的通知，则主办方同意支付预计总收入的百分之百（100%）。

NO SHOW 预定未到

In the event of any no show, the Company's master account or the individual guest's credit card details as per rooming list shall be held responsible for the payment equivalent to the charge of the entire length of each no show room. 在有任何预定未到的情况下，每张分房表的主办方总账户或个人客户的信用卡资料有责任为每间预定未到房支付此期间全部住房费用。

PAYMENTS AND CREDIT 支付和信用

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If payment is overdue, hotel will charge 0.1% of owing fee as liquidated damages every day.
如逾期付款，每逾期一日公司应向酒店支付所欠费用的 0.1%作为违约金。

Where the Company arranges payment of the Hotel account through a third party, the Company shall remain responsible for such accounts until the Hotel has received full payment.
如公司通过第三方支付酒店的账单，在酒店收到全部支付款项前公司仍保有要求公司支付该账单的权利。
The currency used in all invoices will be Chinese Yuan (CNY) / Renminbi (RMB)
用于发票和账单的货币种类需用人民币

For payment transfers to the Anantara Guiyang Resort:
支付转移到贵阳安纳塔拉度假酒店的账户

Bank Name 银行名称	China Bank Co., Ltd. Guiyang Yunyan Branches 中国银行贵阳市云岩支行
Bank Account Name (Holder) 银行账户名字 (账户持有人)	China Railway Group Guizhou Tourism&Culture Development Co.,Ltd 中铁贵州旅游文化发展有限公司
Bank account number (RMB) 银行账号 (人民币)	132052466292
Swift Code 银行代码	N/A

Please submit proof of payment to the Finance Department.
请递交支付证明到财务部。

Payment: Cash, Cheque or Bank transfer.

支付方式：现金，支票或银行转账。

AUTHORIZATION FOR SIGNATURE 有效签单人

The signature will be recognized by below signature as final account settlement during the event process.
活动期间的所有账单需有效签单人签字确认，作为结算依据。

Sample Signature:

字样如下：

NON-COMPLIANCE 违背约定

If the required deposits and / or payment are not received by the date indicated, regrettably the reservation of the Rooms, Function Room and other facilities may be subject to cancellation without prior notice. Reinstatement of the reservation can only be made upon receipt of payment and to the extent that space is then available.
如果所需的押金或是支付款项在规定的时间内未收到，您所预订的客房、场地及其它设施将被取消，恕不另行通知。订单只能在收到付款的情况下才能得到恢复。

DELIVERY 交付

Kindly advise in advance the delivery of materials so that arrangements can be made to assist you in delivery through our loading area.

请提前通知我们您所需要交付的物品，我们可以及时安排和协助您把物品交付到指定地点。

ADDITIONAL PROPS / BACKDRIPS (IF APPLICABLE) 增加道具/背景

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Company shall ensure that any set-up for props and backdrops installed by your Company or your appointed contractor is in compliance with safety and fire regulations prescribed by local authorities. We respectfully regret that we will not be held responsible for any adverse consequence arising from non-compliance.

您公司或指定承包商在安装道具或设置背景时应遵照当局安全消防法规。我们对任何由于违背规定而造成的后果不负相应责任。

TERMS AND CONDITIONS 条件与条款

If number of attendees is less than minimum guarantee, hotel will charge based on minimum guaranteed number. If number of attendees is greater than minimum guaranteed, hotel will charge based on actual number of attendees.

如出席会议/宴会的实际人数少于保证人数，酒店将按保证人数收取费用，如出席会议/宴会的实际人数超过保证人数，酒店将按实际人数收取费用。

No outside food and beverage will be allowed without written authorization from the hotel, hotel reserves the right to apply corkage charge.

如未获得酒店批准，客人不允许自带食物或酒水进入酒店.酒店保留收取酒水服务费用。

Function space will be available at least 45 minutes prior to the event. If you need the room to be ready in advance, please liaise with Sales Department, 7 days prior to the event and hotel reserves the right to charge room rental fee. 酒店保证在会议/宴会开始前 45 分钟将按照双方约定布置的会场交于贵公司，如需提前进场，请提前 7 天告知酒店销售人员，酒店有权另外收取相应场租。

During the installation, if the hotel facilities damage, please according to pay compensation to the hotel regulations. 在布展期间，如果造成饭店设施损坏，请按酒店相关规定给予赔偿

During the meeting, if you use the improper hotel equipment is damaged, please according to pay compensation to the hotel regulations. If you have any recreational or other activity plan, please contact the sales staff in advance and please cooperate with the hotel regulations in arrangement.

在会议期间，如果您使用饭店设备不当造成损坏，请按酒店相关规定给予赔偿。如果您有娱乐或其它活动计划请提前与销售人员联系并请配合酒店相关规定进行安排。

Neither party shall be under any obligation to the other hereunder if performance thereof is rendered impossible due to an event of force majeure, being and event which the affected party could not reasonably foresee and the effect of which was beyond the control of the party affected (excluding settlement of payments) which shall include, without limitation, nature disasters, war, strikes, epidemics, earthquake, fire or flood.

当酒店和公司因不可抗力不能履行协议时（包括但不限于：自然灾害、战争、罢工、传染病、地震、火灾或水灾），双方均不承担责任。

The construction, validity and performance of this agreement shall be governed by the laws of and applicable in the P.R.C. The parties agree to submit to the Courts of hotel place for the purpose of resolving any disputes under or arising out of this agreement.

制定本协议适用中华人民共和国法律。如协议双方因本协议产生任何纠纷，协议双方同意向酒店住所地人民法院起诉。

The Hotel reserves the right to terminate this agreement at any time, without prejudice to any other rights it may have, in the event that the Company fails to comply with this agreement. Termination of the agreement shall be effected by the Hotel notifying the Company in writing of such termination (at its address stated above or another address notified by the Company to the Hotel with registered delivery).

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如公司没有遵照协议条款履行协议，在不影响应有合法权利的前提下，酒店有权随时终止协议。协议的终止由酒店通知公司以书面形式终止合同。

Failure of the Hotel to enforce the provisions of this agreement at any time shall not be construed as a waiver of any rights nor affect the validity of the agreement nor prejudice the Hotel as regards to subsequent action. 在任何时间，酒店未能履行本协议，不能视为酒店放弃相关权利，也不影响该协议的有效性或妨害酒店采取相关后续措施。酒店退还已收取的费用。

In order to validate this agreement, we would ask you to return the same signed copy (as well as such page initialed, including the rate sheet) to the Hotel within 2 days from the date of issue. 公司须在本协议发出的 2 日内签署确认，并返还相同的签字副本（特别是签字页及价格页），此协议方可生效。

All the above has been read understood and agreed to by the below-signed parties with authorized signature
 以上内容被下列签署方详细阅读同意后，签字并盖章

<p>COMFORT BEIJING INTERNATIONAL M.I.C.E SERVICE CO,LTD 康辉集团北京国际会议展览有限公司 代表 Ms.Zhong Lan 仲嵐 女士 Date: 日期 2020.10.16</p> 	<p>China Railway Group Guizhou Tourism&Culture Development Co.,Ltd 中铁贵州旅游文化发展有限公司 Jason Wei 韦金学 Senior Sales Manager 高级销售经理 Date: 日期</p> 
	<p>Warrick Wang 王伟 Director of Sales 销售总监</p> 
	<p>Cathleen Chen 陈素佳 Executive Assistant Manager 行政助理经理</p> 