

Venice, 19 September, 2017

Ms. Alaa Huseen - Contracting Agent
World Avenues SA- Travel Services
14, Rue Ferrier, CH-1202 Geneva, Switzerland

Dear Alaa,

First of all let me introduce myself, my name is Michele Citton, and since May 1st, I replaced as General Manager of Hotel Palazzo Giovanelli Mr. Domenico Fort. While I thank Domenico for the work done in these years, I hope to continue with you the wonderful collaboration that has been established.

In this regard, we will send you our rates for the next 2018 F.I.T net Hotel so that you can work with a broad period of time and offer your/our customers an efficient and safe service.

We have thought of some initiatives that will surely be appreciated by the Clients:

- **Early bird:** For all bookings we receive by 28th February 2018 for stay from March 1st we will recognize a 10% discount on the contract fees.
- **Dinner with us:** All Customers who will book one of our prestigious Junior Suites and Suites for at least three nights will be our guests at dinner in a typical Venetian restaurant with a three-course menu
- **New Year 2017 - 2018 and 2018 - 2019:** 10% discount for stays of three nights minimum
- **For all Customers:** free motorboat from Palazzo Giovanelli to Murano Island, visit of a glass shop (without any obligation to buy) and return with a collective boat at St. Mark's Square

We would like to remind you of the dates of the main Venetian events:

- the Carnival of Venice from 8 to 13 February 2018
- Redeemer's Day 14 (evening with fireworks) and July 15, 2018
- Historical Regatta September 2, 2018

The frenzy of the world at the time of the internet could lead us, in very special cases and on a single date, to quit the parity rate that is very important for us. In the name of our mutual collaboration, we kindly ask to give us immediate warning so that we can correct the mistake.

Waiting for the pleasure to meet you personally and to work with you, I take the opportunity to send you my best regards.

Sincerely yours



this agreement is composed of three pages

to be update please visit our web site www.hotelpalazzogiovanelli.com



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E mail : info@hotelpalazzogiovanelli.com - E mail : reservation@hotelpalazzogiovanelli.com

We are also in TREVISO,



VILLA PACE PARK HOTEL BOLOGNESE ****
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pls. visit www.hotelbolognese.com Email: info@hotelbolognese.com

F.I.T. Hotel Net Rate are strictly confidential, all inclusive, in favour of:
If approved and acceptable, please, and 'necessary for us to receive the signed copy and completed, for our record.
Prices are exclusive to the hotel, in Euro, per room, per night, include buffet breakfast
At this link, (password: giovanelli);: <http://colindutton.zenfolio.com/p124865167> you can view, easily, the more recent pictures of the guests rooms, if you want to use in your advertisement or brochure, please request our written permission.

Low Season	per night	Superior Garden	Superior Canal S. Stae	De Luxe Garden	De Luxe side view C.Grande	Junior Suite Garden	Jr. Suite Canal Grande	teenager rollaway	Suite Foscari	Suite W.A. Mozart
From Sun. 12 Nov. 2017	Sun-Thu	€ 100	€ 120	€ 150	€ 190	€ 220	€ 250	€ 45	€ 550	€ 720
To Thu. 28 Dec. 2017	Fri-Sat	€ 125	€ 145	€ 175	€ 215	€ 245	€ 275	€ 55	€ 650	€ 820
New Year 2018 <i>If 31st dec. involved minimum stay 2 nights is requested – 3 nights stay or more 10% discount</i>										
from Fri. 29 Dec. 2017	Sun-Thu	€ 280	€ 300	€ 350	€ 390	€ 410	€ 450	€ 60	€ 750	€ 1.000
to Sun. 01 Jan. 2018	Fri-Sat	€ 320	€ 340	€ 390	€ 430	€ 450	€ 490	€ 80	€ 850	€ 1.100
Low Season 2018	per night	Superior Garden	Superior Canal S. Stae	De Luxe Garden	De Luxe side view C.Grande	Junior Suite Garden	Jr. Suite Canal Grande	teenager rollaway	Suite Foscari	Suite W.A. Mozart
from Mon. 02 Jan 2018	Sun-Thu	€ 105	€ 125	€ 175	€ 200	€ 225	€ 260	€ 45	€ 550	€ 720
to Wed 07 Feb. 2018	Fri-Sat	€ 130	€ 150	€ 200	€ 225	€ 250	€ 285	€ 55	€ 650	€ 820
Carnival 2018, from Thursday 08 Febbraio to Tuesday 13 Febbraio 2018 <i>minimum lenght of stay 3 nights if 09,10,11 february 2018 are involved</i>										
	per night	N.A.	N.A	€ 270	€ 310	€ 330	€ 380	€ 80	€ 900	€ 1.150
Low Season 2018	per night	Superior Garden	Superior Canal S. Stae	De Luxe Garden	De Luxe side view C.Grande	Junior Suite Garden	Jr. Suite Canal Grande	teenager rollaway	Suite Foscari	Suite W.A. Mozart
from Wed 14 Feb. 2018	Sun-Thu	€ 140	€ 160	€ 210	€ 230	€ 250	€ 290	€ 45	€ 550	€ 720
to Thu 28 Mar. 2018	Fri-Sat	€ 170	€ 190	€ 240	€ 260	€ 280	€ 320	€ 55	€ 650	€ 820
EASTER 2018 from Thu. 29 Mar. 2018 to Mon. 02 Apr.2018	per night	Superior Garden	Superior Canal S. Stae	De Luxe Garden	De Luxe side view C.Grande	Junior Suite Giardino	Jr. Suite Canal Grande	teenager rollaway	Suite Foscari sul Canal Grande	Suite W.A. Mozart sul Canal Grande
		€ 250	€ 280	€ 340	€ 390	€ 430	€ 470	€ 80	€ 1.050	€ 1.400
Shoulder Season 2018	per night	Superior Garden	Superior C. S. Stae	De Luxe Garden	De Luxe side view C.Grande	Junior Suite Garden	Jr. Suite Canal Grande	teenager rollaway	Suite Foscari	Suite W.A. Mozart
From Tue 03 Apr. 2018	Sun-Thu	€ 180	€ 210	€ 240	€ 270	€ 285	€ 335	€ 60	€ 650	€ 810
To Thu 26 Apr.2018	Fri-Sat	€ 220	€ 250	€ 280	€ 310	€ 325	€ 375	€ 100	€ 750	€ 910
High Season 2018	per night	Superior Garden	Superior Canal S. Stae	De Luxe Garden	De Luxe side view C.Grande	Junior Suite Garden	Jr. Suite Canal Grande	teenager rollaway	Suite Foscari	Suite W.A. Mozart
From Fri 27 Apr. 2018	Sun-Thu	€ 295	€ 325	€ 355	€ 385	€ 415	€ 455	€ 70	€ 1.100	€ 1.400
To Sat. 30 Jun 2018	Fri-Sat	€ 335	€ 365	€ 385	€ 415	€ 455	€ 495	€ 80	€ 1.300	€ 1.600
Middle Season 2018	per night	Superior Garden	Superior Canal S. Stae	De Luxe Garden	De Luxe side view C.Grande	Junior Suite Garden	Jr. Suite Canal Grande	teenager rollaway	Suite Foscari	Suite W.A. Mozart
Sun. 1st Jul. 2018	Sun-Thu	€ 220	€ 260	€ 300	€ 330	€ 380	€ 420	€ 80	€ 900	€ 1.100
to 30 Aug. 2018	Fri-Sat	€ 250	€ 290	€ 330	€ 360	€ 410	€ 450	€ 90	€ 1.100	€ 1.300
High Season 2018	per night	Superior Garden	Superior Canal S. Stae	De Luxe Garden	De Luxe side view C.Grande	Junior Suite Garden	Jr. Suite Canal Grande	teenager rollaway	Suite Foscari	Suite W.A. Mozart
From Fri. 31 Aug. 2018	Sun-Thu	€ 320	€ 330	€ 360	€ 400	€ 440	€ 480	€ 70	€ 1.200	€ 1.500
To Sat. 10 November 2018	Fri-Sat	€ 350	€ 360	€ 390	€ 430	€ 470	€ 510	€ 80	€ 1.300	€ 1.800
		Superior Garden	Superior Canal S. Stae	De Luxe Garden	De Luxe side view C.Grande	Junior Suite Garden	Jr. Suite Canal Grande		Suite Foscari	Suite W.A. Mozart
Tariffa Ufficiale 2018		€ 700	€ 800	€ 900	€ 990	€ 1.100	€ 1.300		3.300	€ 4.300
Low season 2018	per night	Superior Garden	Superior C. S. Stae	De Luxe Garden	De Luxe side view C.Grande	Junior Suite Garden	Jr. Ste vista C. Grande	teenager rollaway	Suite Foscari	Suite W.A. Mozart
da Dom 11 Novembre 2018	Sun-Thur	€ 108	€ 128	€ 170	€ 190	€ 220	€ 260	€ 45	€ 550	€ 720
al Gio 27 Dicembre 2018	Fri-Sat	€ 133	€ 153	€ 195	€ 215	€ 245	€ 285	€ 55	€ 650	€ 820
New Year 2019	per night	Superior Garden	Superior Canal S. Stae	De Luxe Garden	De Luxe side view C.Grande	Junior Suite Garden	Jr. Suite Canal Grande	teenager rollaway	Suite Foscari	Suite W.A. Mozart
From Fri. 28 December 2018	Sun-Thur	€ 300	€ 320	€ 350	€ 410	€ 430	€ 470	€ 60	€ 750	€ 1.000
To Tue 01 January 2019	Fri-Sat	€ 340	€ 360	€ 390	€ 450	€ 470	€ 510	€ 80	€ 850	€ 1.100

La vera particolarità e specialità' del Palazzo sono le nostre camere con la vista del Canale San Stae e del Canal Grande, richiedete sempre per tempo, le stanze con vista, se possibile cercheremo sempre di favorirVi e farete felici i Vostri clienti.

IMPORTANT

PARAGRAPH A) Currently, the actual VAT is of 10 % and is included in our hotel net rates, in the event of an increase decided by the Italian Government, the new percentage will be automatically recalculated on the rates.

PARAGRAPH B) The tourist tax , **actually € 4.50 per person, per night** is not included, and is only payable in cash upon departure, we are not allowed to include in the invoice

Please let us know if you wish to receive our invoices, both by mail and by e-mail , this will speed the delivery and your/our mutual control.

Additional Rollaway bed, max 1 per room. We do not offer quad room or family rooms.

Infant from 0 to 3 years old, free of charge if sharing parent's bed. Baby Crib, available at daily Euro 30, per night, max 1 per room.

We need to receive your reservation, modification and cancellation only by e-mail : reservation@hotelpalazzogiovanelli.com, not by fax.

We are organized to reconfirm all bookings with our H.P.G. Serial Reservation Number !

Pets are NOT accepted

Allotment, We remind the allotment is not a simply right to sell our rooms, but a faculty to make your job easier!

Mandatory. It is a faculty of the hotel, In case of real need, the Hotel is authorized, in due time, to ask for reduction or suspension of allotment, Update information will be sent by e-mail and is immediately effective. Please inform us for the dedicated email : stopsales@world-avenues.ch

The Hotel offers the allotment of **TWO** rooms, daily, **in total**, at the following conditions:

Registration of guarantee by credit card Minimum use of given availability of **50 %**, monthly,

Automatic Seasonal release: Low season 7 days, Middle season 10 days, High season 14 days, Eve of the year, Carnival 21 days.

Special "EARLY BIRD", all reservations regarding deluxe room, deluxe room with canal view, junior suite and Foscarini or Mozart suite made before the 28 February 2018, we will extend a special discount of 10% the contract net rate

Please, it is mandatory, to avoid possible mistake, highlight for us the Early Bird, at the time of reservation

DINNER WITH US: all Clients reserving a junior suite and suite for a minimum of three days will be our guest in a typical Venetian restaurant with a three courses menu (beverage not included)

Cancellation, no show, stay reduction policy. Cancellation by e mail or fax, before 12 am, Italian local time, **10** days prior day of arrival, no penalty , Full penalty, if receive later, late cancellation and in event of no show or reservation length reduction

Check-In starting from 2 p.m. Check-Out, before 12 a.m. on departure day In house luggage available from 7 am to 10 pm

For early check in (before 2pm the room must be reserve from the day before

It is mandatory : Please inform us about all your financial data and VAT or Tax Id. Number and exact address e mail where to send our invoices!

All our invoices are to be settled within 30 days from date of our invoice.

If payments are not received in due time, the hotel has right to debit the credit card received in guarantee, and revoke the agreement and not to respect future already existing reservations.

Please, report to us the name and email of the person in charge four our Account : Mr, Mina Kamal direct email : accounts@world-avenues.ch

For Open Credit and your Voucher acceptance:

We kindly ask you to provide us with your Company Credit Card, in validity, we will encrypt the sensible data,

Holder name or Company Name : **World Avenues SA**

CC _____ Nr. ch16 0483 5046 9213 6200 0 exp. 2018 CVC Nr. _____ The credit card will be registered and encrypted in only guarantee.

In case you wish, on a basic updated proforma invoice you can authorize us to the charge on your credit card at the departure

To avoid delays in payment, please note, hereunder, our Bank details for wire-transfers:

Bank name **BCC MONASTIER E DEL SILE**, Via Roma 21/A 31050 Monastier di Treviso

Bank Account: Nr. 19/010018139 SEGEA SRL c/o HOTEL PALAZZO GIOVANELLI & GRAND CANAL

IBAN: IT 44 0 07074 02000 019010018139 IT44 00707402 0000 1901 0018 139 Code BIC: **ICRAITRTUO**

Important for us , To help us to short the red tape and to annoy you with continuous solicitation:

Pls send the copy of your Bank transfer by e mail to : frontoffice@hotelpalazzogiovanelli.com

In the event of your invoice for your commission due, your invoice must be entitled as follows:

PLEASE Send your commission calculation in Euro, on your official stationary

to : Hotel Palazzo Giovanelli Santa Croce, San Stae, 2070 30135 Venice

c/o SEGEA SRL Via dei Salesiani, 31 b 30174 Mestre Venezia C.F. e P.I. **03648940272** Please add your bank reference and all details, as well the IBAN and SWIFT code and full address to fast our payment to you, and send to e mail : info@hotelpalazzogiovanelli.com

Overbooking

Should the hotel incur in an overbooking problem or any other situation under the hotel responsibility , an equal accommodation than the one originally reserved at the hotel will be granted to your clients in a property of equal or superior category located in the same area.

All rooms and other space which may be reserved are subject to hotel inability as result of restrictions imposed by governments or other authorities, strikes, delays in construction, or completion or as results of any other causes beyond hotel's control, (force majeure) hotel shall incur no liability to provide

In case of contradiction in the interpretation of the contract and the one proposed by the Tour Operator,

Brochure , Marketing

In your brochure and general publicity, printed or electronic, or/and in your Website. The Hotel Palazzo Giovanelli & Gran Canal must appear a full description and when possible some hotel pictures.

At this link, <http://colindutton.zenfolio.com/p124865167> (password: **giovanelli**): you can view, easily, the more recent pictures of the guests rooms, if you want to use in your advertisement or brochure, please request our written permission.

In general: For any question derived from interpretation of this contract, both parties will themselves to the competent Italian Court.

Please, within 30 days from now, we need to receive your approval and acceptance, (if you desire send your Contract forms fo our signature), but it is mandatory, also in presence of your forms of Contract signed from us , this present letter of intent / contract will always prevail. Please with particular reference to the PARAGRAPH A) and B)

Signed by:

MICHELE CITTON General Manager,



HOTEL PALAZZO GIOVANELLI & GRAN CANAL
Santa Croce, San Stae, 2070 I - 30135 VENICE – ITALY
tel. +39 041 5256040 fax +39 041 2440224
www.hotelpalazzogiovanelli.com

Signed by _

Ms. Alaa Huseen



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20.09.2017