



Rental Pool Program

(Applied for Condotel or Villa Units' Participants of Maia Resort Ho Tram)

I. RENTAL POOL PROGRAM

This Rental Pool Program (RPP) outlines the key commercial terms applicable to all participating Condotel or Villa Units' Tenants of Maia Resort Ho Tram (the "Participants") upon joining the RPP.

II. KEY BENEFITS FOR PARTICITANTS

1. Participants of the Condotel Units or Villa Units may choose to join the RPP or retain their units for personal use as a second home.
2. By joining the RPP, Condotel or Villa Units' Participants grant the Company the responsibility and authority to manager and rent out their Condotel Units or Villa Units to third-party guests. The Rental Pool Agreement shall have an initial term of 5 years starting from the RPP commencement date as defined in the Rental Pool Agreement and is subject to a renewal of an additional 5-year term.
3. All Participants joining the RPP will be awarded 40 points per year, which they can exchange for free nights stays at Maia Resort Ho Tram.
4. All Participants joining the RPP will receive 40% of the Rental Revenue under the Rental Program Agreement.
5. The Rental Return will be paid twice per year: for the period from January 1st to June 30th, payment will be made on July 31st; and for the period from July 1st to December 31st, payment will be made on April 15th of the following year..
6. Participants shall be entitled to a 10% discount on published room rates, dining at restaurants and F&B outlets, and golf services (excluding gratuities, caddy fees, F&B, and club rentals) at properties under The Grand Ho Tram and The Bluffs Golf Course. The discount rate may be amended from time to time at the sole discretion of the Company.
7. RPP Participants may redeem 40 points per year for complimentary night stays at Maia Resort Ho Tram, under the following conditions:
 - **1 point** = 1 complimentary night stay from Sunday to Thursday (excluding Holiday Periods).
 - **2 points** = 1 complimentary night stay from Friday to Saturday (excluding Holiday Periods).
 - **3 points** = 1 complimentary night stay during any Holiday Period.
8. Participants may redeem points for an unlimited number of consecutive nights or use all available points in a single night to book multiple rooms. Such redemptions



are subject to availability and limited to a maximum of 20% owner occupancy during high and peak periods, as defined by the RPP Management..

9. Participants using the free nights are required to pay for housekeeping services of the unit they stay in, as determined by the Company from time to time.
10. If the Participant does not use all of the 40 points, the unused points shall be carried forward and added to the Rentable Nights.
11. Participants may exchange points to stay in different types of Condotel Units or Villas upon request, subject to availability.
12. The following table sets out the framework for exchanging points between Condotel Units and Villa types, subject to change at the Company's discretion and notification to Participants at the beginning of each financial year:

Unit type	Studio	1BR	1BR Pool	2BR	2BR Pool	Penthouse	Villa 2BR	Villa 3BR
Studio	1	1.5	2	2.5	3	6	6	7
1BR		1	1.5	2	2.5	5	5	6
1BR Pool			1	1.5	2	3.5	3.5	4
2BR				1	1	2.5	2.5	3
2BR Pool					1	2	2	2.5
Penthouse						1	1	1.5
Villa 2BR								1.5
Villa 3BR								1

Example: To exchange 1 night at a Penthouse using points from a Studio unit, 9 Studio points are required.

Ho Chi Minh City, 03/12/2025...

On behalf of Ho Tram Project Company Limited

APPENDIX 1
NET RENTAL REVENUE AND RENTAL RETURNS

1	Rental Revenue	Revenue related to rooms and accommodation rental, excluding service charge, value-added tax, similar taxes and special consumption tax.
2	Rental Returns	$Y = 40\%$ of Rental Revenue
3	Thu Nhập Từ Hoạt Động Cho Thuê của mỗi Khách Hàng	<p>Rental return of each Participant = $Y * \frac{I_p * A_p}{\sum_{r=1}^n (I_r * A_r)}$</p> <p>Where:</p> <p>$I_p$ = Condotel/Villa Price of The Participant</p> <p>A_p = Available Rentable Nights of Participant's unit (equal to the total number of days in a year minus Participant Points used) of the Participant's unit.</p> <p>p = Condotel/Villa Unit Number of The Participant.</p> <p>I_r = Condotel/Villa Price of each unit in the Rental Pool, including The Participant's Unit.</p> <p>A_r = Available Rentable Nights of each unit in the Rental Pool, including The Participant's Unit (equal to total of days in a year minus Participant Points used)</p> <p>r = index representing each unit in the Rental Pool, including of The Participant's unit , r ranges form 1 to n.</p> <p>n = total number of Condotel/Villa Units in the Rental Pool Program.</p> <p><u>Example:</u> For Studio Unit number 1 (out of 300 Studio Units in the Rental Pool):</p> $= Y * \frac{I_1 * A_1}{(I_1 * A_1) + (I_2 * A_2) + (I_3 * A_3) + \dots + (I_{300} * A_{300})}$

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Please note that the fees and percentages mentioned relate solely to room and accommodation sales and rentals. All other non-room related services will be charged separately.

APPENDIX 2 DEFINITIONS

“**Company**” mean Ho Tram Project Company Limited.

“**Condotel Unit**” mean the Condotel Unit identified in the respective Sale and Purchase Agreement that the Participant in the RPP makes available to be leased to third parties under the term and conditions of the RPP.

“**Fringed Services**” include activities other than the RPP to be provided by the Company or any other party authorized by the Company to all guest of Maia Resort Ho Tram, inclusive of the Participant and its guest. The Fringed Services provided by the Company include, without limitation, bars, clubhouses, restaurants, spa treatment, chef on demand, food and beverage experience and other catering and entertainment activities.

“**Holiday Period**” mean a period of time in any year during the RPP term, as determined and notified by the Company to the RPP participants.

“**Sale and Purchase Agreement**” mean the sale and purchase agreement entered into between the Company and the Participant with respect to a Condotel Unit.

“**Rental Revenue**” mean the net income from the rental of the Condotel Unit which shall be calculates in accordance with the formula set out in the Condotel Unit.

“**Rental Nights**” mean the number of nights that the Condotel Unit is available for renting to third parties per year after deducting the number of free points used by the participant in the RPP.

“**Rental Return**” mean the percentage of the Rental Revenue shared between the Company and the Participants in the RPP.

“**Rental Revenue**” mean the gross revenue received by the Company directly attributable to the rental of the Condotel Unit less service charge, value-added tax or similar taxes, special consumption tax and does not include the income from the Fringed Services, or other items not customarily included in the rental rate for the Condotel Unit in the RPP.

“**Participant**” mean an individual or corporation who has entered into a sale and purchase agreement with the Company in relation to a Condotel Unit.



