

23rd Sep 2025
Ms. Duong Thi Man
Vien Vat ly

LETTER OF OFFER

Dear Ms. Man,

Thank you for considering our serviced residences as your preferred choice of accommodation. Further to your request, we are pleased to offer the following rates to you and your organization.

(A) **Validity:** till 31 December 2025

(B) **Rates:** All rates are quoted in Vietnam Dong and subject to terms and conditions detailed hereunder

Somerset Hoa Binh Hanoi

106 Hoang Quoc Viet Street, Hanoi, Vietnam

Somerset Hoa Binh Hanoi is just 15minutes drive from the key commercial and civic districts of Hanoi. In strategic proximity to the flourishing Hoa Lac high technology development zone and Thang Long Industrial Park, this 206-unit residence is easily accessible to Noi Bai International Airport, prime dining and shopping areas and popular tourist attractions.

Apartment Type	Studio Executive	One Bedroom Deluxe	One Bedroom Executive	Two Bedroom Executive
Size (m ²)	45	55	68	84
Maximum occupant(s)	2	2	2	4
Daily Rate (net) Less than 1 month	1,587,600	1,814,400	1,927,800	2,438,100

All the above daily rates include:

- 01 daily breakfast for studio and one-bedroom, 02 daily breakfast for two-bedroom
- 02 laundry pieces per day
- Wireless internet access
- Local telephone calls (excluding mobile phone calls)
- Use of in-house leisure facilities
- Scheduled shuttle bus service within the city

Additional Services (Chargeable if not being a part of rate inclusion mentioned above. Subject to change without prior notice.)

1. Breakfast is available at-

a. Somerset Hoa Binh : VND 220,000 per adult/day, VND 110,000 per child*/day

* Child from 6 to 11 years old (complimentary for 5 years and below)

Rates quoted are inclusive of service charge and VAT.

2. Extra bed is available at VND 650,000 per bed per night
Rates quoted are subject to service charge and VAT.
3. Car parking charge:
 - a. Somerset Hoa Binh : VND 2,205,000 inclusive of VAT per lot per month
4. Airport transfer can be arranged:
 - a. Somerset Hoa Binh Hanoi
 - 7-seater Innova : VND 800,000 per car per way or VND 1,200,000 per car per round trip
 - 15-seater Van : VND 1,000,000 per van per way or VND 1,500,000 per van per round trip

Rates quoted are subject to service charge and VAT.

Note: A surcharge of 20% will be applied between the hours of 10:00pm to 07:00am for all transportation arrangements.

Our serviced residences are equipped with the following facilities and services:

Facilities & Services	Somerset Hoa Binh
Leisure facilities	Indoor swimming pool, Jacuzzi, gym, steam & sauna, Cubbies kids' playroom, Resident's Lounge
Shuttle bus service	Daily & schedule from Monday to Sunday
Barbeque Terrace	✓
Business Center	✓
Meeting room	
Convenience store	✓
In-house Mail service	✓
In-room electronic safe	✓
Multi-split air conditioning	
100% Back-up generator	✓
Water filtration system	✓
Car/motorbike parking lot	✓
Restaurant & Bar	✓

(C) Terms and Conditions:

1. VAT and service charge

All above-mentioned Daily Rates are inclusive of service charge and VAT.

2. Validity of rates

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THE UNLIMITED COLLECTION | PRÉFÉRENCE | FOX | HARRIS | POP! | VERTU | YELLO

above-mentioned rates offered are based on the contribution of business generated from January 1 to December 31, 2025. Production will be reviewed every three (03) months and Somerset Serviced Residence Hanoi reserves the right to renegotiate the rates if production varies substantially from the projected amount.

3. Rates may not be combined with other promotions.

4. Letter of Agreement/ Lease Agreement/ Booking Confirmation for each booking will be signed separately from this agreement by the Company or by guest who is booked by the Company.

5. Security Deposit

- * For daily stay: Guarantee of the booking by credit card and/or pre-payment is required upon check-in.
- * Long Stay Deposit: 1 month security deposit for 3 months stay and above

6. Billing procedure and payment method

- * Full advanced payment of accommodation charges is required prior to arrival date Otherwise by mutual agreement by both sides for individual booking.
- * For monthly stay, accommodation charges are to be paid prior to commencement of each month.

7. Cancellation/No Show Charges

For cancellation made less than 24hours prior to arrival or no show, charges will be levied as follow:

- 1 night's rental fee for reservation less than 7 nights
- 2 night's rental fee for reservation of 7 to 29 nights
- 3 night's rental fee for reservation of more than 30 nights

8. Pre-Termination / Early Departure Fee

An early departure fee is applicable to guests who check-out prior to the agreed check-out date.

9. Group booking

Due to the difference in nature of individual and group bookings, we are unable to guarantee that the preferred rate will be offered for group bookings from 10 rooms. Group rates will be negotiated on a case by case basis according to the market condition and room availability. Please contact our sales in-charge undersigned should you have a group enquiry.

We look forward to serving you and your associates. Meanwhile, we would like to take this opportunity to invite you to visit our Somerset Serviced Residences so you can see the stylish yet homely setting and feel the warm hospitality of our team.

Please feel free to contact me should you have any questions. I can be reached at cellphone number +84 91 6868 960 or e-mail nguyen.minhtrang2@the-ascott.com

Yours sincerely,



Nguyen Minh Trang
Senior Sales Manager
Ascott International Management (Vietnam)

The Ascott Limited (Ascott) is a Singapore company that has grown to be one of the leading international lodging owner-operators. Ascott's portfolio spans 200 cities across over 30 countries in Asia Pacific, Central Asia, Europe, the Middle East, Africa and the USA. In Vietnam, Ascott's portfolio comprises of about 9,888 lodging units in 36 properties across eleven cities and provinces in Hanoi, Lao Cai, Hai Phong, Ha Long, Da Nang, Hoi An, Nha Trang, Cam Ranh, Vung Tau, Ho Chi Minh City, and Binh Duong.