

Tripartite Agreement Between
Nepal Tourism Board, Embassy of Nepal in China
and Hotel Association Nepal (HAN)
for Organizing
Nepal Sales Mission in Beijing, China

Nepal Tourism Board (NTB), the national tourism organization of Nepal, hereinafter referred to as NTB; whereas Embassy of Nepal in China, hereinafter referred to as The Embassy and Hotel Association of Nepal (HAN), hereinafter referred to as HAN; and all three collectively referred to as Parties are jointly organizing **Nepal Sales Mission in China**; hereinafter referred to as Event in Beijing on 3rd June 2024 where there shall be around 220 invitees only comprising of both Chinese and Nepalese participants. All interest/purpose of the program is geared to dispense Nepalese entrepreneurs a networking opportunity with their counterparts in promoting Nepal as a premiere holiday destination and increment of Chinese visitors to Nepal. All in all, with intent to increase the program outreach, add value, expand business and promote Nepalese tourism among the Chinese, the Parties shall together expedite the program with highest level of professionalism. Each Party shall comply with fulfillment of the obligation as specified below while participating in the program. The mutually agreed modality of the responsibilities are as follows :

Nepal Tourism Board (NTB)

1. Shall support the Event as an "Organizer".
2. Shall make total financial contribution amounting upto NRS 24,00,000.00/- (In words, Twenty-Four Lakhs Rupees only) to The Embassy towards the cost of dinner, venue, MC, volunteer, photography, translator, flex board etc for the program.
3. Shall release the total amount as mentioned in clause 2 after the agreement in response to advance payment request letter from The Embassy to facilitate the arrangement of the Event.
4. Shall coordinate with both The Embassy and HAN for necessary assistance whenever required.
5. Shall provide Nepal promotional materials/collaterals to be distributed to the invitees at Nepal Sales Mission program.
6. Shall coordinate with HAN for participation of HAN members in the Event.
7. Shall deliver a Nepal Tourism Presentation in the Event.

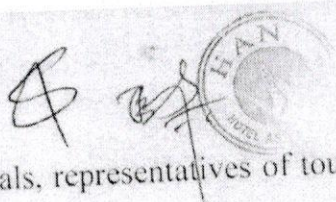
Embassy of Nepal in China

1. Shall arrange for Nepali cultural performance in the Event.
2. Shall coordinate to arrange the program Nepal Sales Mission (B2B) with high tea/dinner in four-star hotel for 220 pax.



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3. Shall invite selected tourism government officials, representatives of tourism associations etc.
 4. The financial contribution of NTB as per clause 2 for the program shall be made in the bank account of The Embassy through Foreign Ministry of Nepal.
 5. The Embassy shall collect and send all invoices, invitees list/registration sheet, detailed report and photographs with verification (stamp and signature) to NTB on completion of the program.

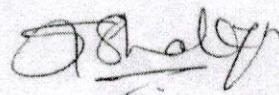
HAN

1. Shall finalise the participant numbers from HAN ideally to 80 and not exceeding beyond 90 and provide the list to NTB. NTB shall reserve the right to selection of final participants if required.
2. Shall bear all expenses of audio, visual and Marketing Consultation charges along with miscellaneous charges.
3. Any expenses exceeding beyond NTB contribution NPR 24,00,000:00 (Twenty-Four Lakhs only) shall be borne by HAN.
4. All expenses to be contributed by HAN shall be made directly to the vendors.
5. Shall assign a focal person for necessary logistic arrangements and coordination with Nepal Embassy in China and NTB to organize the Event.
6. Shall liaise with Marketing Consultant on overall logistics management of the program in consultation with Nepal Embassy and NTB.
7. Coordinate with the operating airlines in China sector for maximum possible discounts on airfare and cargo/ excess baggage allowances for NTB and all the participants for Nepal Sales Mission.
8. Shall call meetings and coordinate with all participants to disseminate necessary information, briefing and updates on Nepal Sales Mission.
9. Shall submit a detailed report of Nepal Sales Mission to NTB with photographs within three weeks after conclusion of the program.

A. Dispute Settlement: The Parties shall abide and implement all clauses of this Agreement in true spirit to avoid any dispute. In case any dispute arises in connection with this Agreement, both parties shall resolve or settle by mutual understanding as per the prevailing laws of Nepal Government.

B. Force Majeure. Any single party shall not be liable for any failure or delay in performance of this Agreement for reasons beyond its control, or for compliance with Government laws and regulations.







C. **Amendment** : Any part of this Agreement may be modified with mutual understanding and a second agreement by The Parties.


The following representatives of HAN, NTB and The Embassy have signed this agreement on 17th May, 2024 each retaining a copy for future reference.


On Behalf of NTB

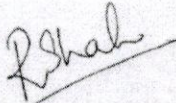

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Laxman Gautam
Department Head (TM&P)
Nepal Tourism Board

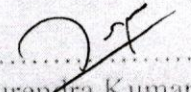


On Behalf of The Embassy

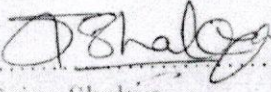

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Bishnu Pukar Shrestha
Ambassador
Nepal Embassy in China






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Ranu Shah
Manager
Tourism Marketing and Promotion Department


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Surendra Kumar Yadav
Deputy Chief of The Mission
Nepal Embassy in China

On Behalf of HAN


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Sajan Shakya
Secretary General
HAN




.....
Tek Bahadur Mahat
CEO
HAN