

# 合伙人之家管理办法

## Management Measures for Partner's Home

### 星梦湖度假小镇合伙人之家项目简介

#### Introduction to the Partner's Home Project at Stardream Lake Resort

星梦湖度假小镇位于柬埔寨国公省七星海核心区域，总占地约 2800 公顷，海滨产权土地 100 公顷，海滨租赁土地 460 公顷，湖景山景土地 2240 公顷。

Stardream Lake Resort Town is located in the core area of Dara Sakor in Koh Kong Province in the Kingdom of Cambodia, with a total area of approximately 2,800 hectares, divided into 100 hectares of coastal property land, 460 hectares of coastal leased land, and 2,240 hectares of land with lake and mountain views.

星梦湖区域风景宜人，其中包括两座湖泊，122 公顷的星湖和 365 公顷的梦湖，拥有约 5000 米长的优质沙滩，除了平坦的海滨场地外，还有视野开阔的湖景土地和山景土地均可做度假居住用地和商业配套用地。

The Stardream Lake area has an extraordinarily pleasant scenery, including the 122-hectare Star Lake and the 365-hectare Dream Lake, with about 5,000 meters of high-quality sandy beaches. In addition to the flat coastal land, there is also available land with a view over the lakes and mountains, which is well-suited as vacation residential land or as commercial development land.

星梦湖度假小镇定位为大型国际文旅综合项目，发展商七星海城市集团将集中优势资源，计划用五年时间打造完成该项目。该区域内已建成的项目包括，一个 18 洞山地高尔夫球场，通往海滨的景观大道凤凰大道，星河街商业街，钻石湾海滩休闲区等，路、水、电、网等基础配套设施均已联通，并逐步完善及提升。即将落地的重要项目包括：“德国途易蓝-星梦湖”五星级滨海度假酒店、“梦园”分时度假别墅群、“星耀城”住宅小区、“The Dara”山地野奢露营酒店及“合伙人之家”项目。

Stardream Lake Resort Town is positioned as a large-scale international cultural and tourism comprehensive project, and its developer, Coastal City Development Group, will allocate high-quality resources for the development, with a schedule to complete the project within five years.

The completed projects in Stardream Lake area include one mountain view golf course with 18 holes; Phoenix Avenue, a landscaped avenue leading to the seashore; Galaxy Street Commercial Zone; Diamond Bay Beach leisure area; and roads, water, electricity, network and other basic supporting facilities. These have all been connected and continuously upgraded .

Significant projects still to be implemented include: “TUI Blue Stardream Lake ” , a five-star seaside resort by the well-known German hotel group TUI Blue Hotels and Resorts; "Dream Garden" Timeshare villa group, "The Dara City" residential community, "The Dara" mountain luxury camping hotel and "Partner's Home" project.

“合伙人之家”项目是位于星梦湖核心位置的占地 3 公顷的社区，符合我司要求的合伙人可在该社区获得 500 平米土地免费的 10 年使用权，该社区将成为星梦湖项目推广销售的平台和中心。

The "Partner's Home" project is a 3-hectare community located in the core of Stardream Lake. Partners who meet the company's requirements can obtain 10-year free use rights of 500 square meters of land inside this community. This community will become Stardream Lake project promotion and sales platform and center.

合伙人是指通过报名最终由我司确定的销售和推广合伙人，后简称“合伙人”。我司依据市场形势的管理需要，针对合伙人的报名、筛选、产品销售、权益、客户报备、成交确认、激励机制等制定以下实施管理办法。

Partner refers to the sales and promotion partner ultimately determined by Coastal City Development Group Co., Ltd. through registration, hereinafter referred to as "Partner". Based on the management needs of the market situation, our company has formulated the following implementation management measures for partner's registration, authentication, product sales, customer reporting, transaction confirmation, incentive mechanisms, and so on.

## 一、适用范围 Scope of application

适用于所有合伙人

Applicable to all partners.

## 二、实施原则 Implementation principles

- 1、公开、公平、公正的原则；

Having as core the principles of openness, fairness, and impartiality;

- 2、规范合伙人的权利及义务，协调合伙人的责任和利益。

Standardize the rights and obligations of partners, coordinate their responsibilities and interests.

## 三、报名方式 Registration method

- 1、招募合伙人 30 名，意向合伙人填写报名表（附件 1）并发送至我司邮箱

partners@coastalcitygroup.net;

30 partners to be recruited; fill out the *Registration Form* (Attachment 1) for potential partners and send it to our email address:

partners@coastalcitygroup.net ;

- 2、报名后进行统一汇总整理，专人对接及反馈；

After registration, a unified summary and organization will be conducted, with dedicated personnel coordinating and providing feedback.

- 3、一对一发布入选通知，最终落实 30 名合伙人名单，合伙人之家正式组建。

A one-on-one selection notice will be issued, and the list of 30 partners will be finalized.

The Partners' Home will be officially established.

## 四、筛选条件 Filter Criteria

- 1、有相关领域从业经验；

The partner is required to have relevant industry experience;

- 2、有相关领域销售渠道及人脉资源；

The partner is required to have sales channels and network resources in relevant fields;

3、相关领域指房地产、酒店、旅游配套、媒体。

The partner is required to be familiar with related fields regarding to real estate, hotels, tourism facilities, and media.

## 五、合作期限 Cooperation term

合伙人合作期限为 10 年。

The partnership period is 10 years.

## 六、合伙人权益 Partner's equity

1、合作期间合伙人享有七星海星梦湖合伙人之家项目内 500 m<sup>2</sup> 土地使用权(指定范围及面积)；

During the cooperation period, the partners shall have the right to use 500 m<sup>2</sup> of land (designated scope and area) within Coastal City Stardream Lake Partner's Home project;

2、享有最高佣金点位；

Enjoy the highest commission point;

3、享有星梦湖项目销售产品的一级代理资格；

Enjoy the first level agency qualification for the sales of products in the Stardream Lake project;

4、优先获取项目动态信息。

Prioritize obtaining project dynamic information.

备注：合伙人合作结束或取消资格后，所有权益收回。

Note: After the end of the partnership or if a disqualification is applied, all equity will be

recovered by the company.

## 七、合伙人责任 Partner Responsibility

- 1、合伙人在其社交媒体账号上发布宣传推广项目产品的内容（每月一次，形式不限）；

Partners are required to publish content to promote Stardream Lake Project products on their social media accounts (once a month, in any format);

- 2、参加我司组织的每年一次的合伙人论坛；

Partners are required to participate in the annual partner forum organized by our company;

- 3、可选择在其 500 m<sup>2</sup> 土地上自建项目（如自建项目，则需符合我司建筑要求，以低建筑造价，商业用途和自用为设计原则）

Partners are able to choose to build a self-built project on their assigned 500 m<sup>2</sup> land (if building their own project, it must meet Coastal City Development Group Co., Ltd' s architectural requirements and standards, which shall be designed based on low construction cost, commercial use, and self-use as design principles)

- 4、合伙人或其代表需前往星梦湖项目内居住 ≥ 30 天/年；

Partners or their representatives are required to reside in the Stardream Lake project for at least 30 days/year;

- 5、完成全年带客量 ≥ 20 组（客人不限），或开单数量 ≥ 1（产品不限）；

Within a year of signing, the partner should secure visits by at least 20 different groups of people to the project and/or secure 1 confirmed sales.

- 6、销售产品价格按照我司对外统一报价执行。

The price of the sold products shall be based on our company's unified external quotation.

## 八、产品销售范围

### Product Sales Scope

我司发布的可售项目及产品，目前有四个方向，土地产品、房产产品、分时度假会员产品和保收益投资产品。

The marketable projects and products released by Coastal City Development Group Co., Ltd., currently have four directions: land products, real estate products, Timeshare member products and income guaranteed investment products.

## 九、奖励机制 Reward Mechanism

合伙人签约后的 2 个周期年内，销售额达到\$60w 即可将其 500 平米地块从 10 年免费使用转为 99 年（至 2107 年）免费使用，并办理政府颁发的长期租赁证；我司另外将根据合伙人业绩排名进行额外奖励（具体内容根据项目销售情况陆续推出）

Within two cycle years after the partner signs the contract, if the sales amount reaches \$600K, the 500 m<sup>2</sup> plot can be converted from 10 years of free use to 99 years (until 2107) free ownership, and a long-term lease certificate issued by the Cambodian government can be obtained; Our company will also provide additional rewards based on the ranking of partners' performance (specific content will be introduced gradually according to project sales).

## 十、退出机制 Exit Mechanism

合伙人可随时选择退出合伙人之家项目。退出时，如已完成 2 年的销售业

绩，获得了其 500 平米土地 99 年使用权，该权利继续保留。其他权利和义务随着合伙人的退出而结束。

Partners can choose to withdraw from the Partner' s Home project at any time. At the time of exit, if the sales performance has been completed for 2 years and the 99-year use right of 500 m<sup>2</sup> of land has been obtained, this right will continue to be retained. Other rights and obligations shall end with the withdrawal of the partner.

## 十一、客户报备管理

### **Customer reporting management**

合伙人带客到访七星海项目展厅/合伙人之家展厅（在合伙人之家展厅未完成建设前合伙人统一带客至七星海项目展厅），需填写《合伙人推荐客户到访确认单》（附件 2），并由现场负责人签字。

The partner' s leads and guests that visit Coastal City Project Exhibition Hall/Partner's Home Exhibition Hall (before the construction of the Partner's Home Exhibition Hall is completed, the partner uniformly leads guests to Coastal City Project Exhibition Hall), and fill in the "Customer Visit Confirmation Form of Customer Recommended by Partner" (Attachment 2) must be filled out and signed by the on-site person in charge.

## 十二、附则 **Supplementary provisions**

我司负责对相关条款进行解释，并视执行情况适时进行修订；未尽事宜，我司将与合伙人友好协商，我司保留最终解释权。

Coastal City Development Group Co., Ltd is responsible for interpreting relevant clauses and making timely revisions based on the



implementation situation; For any matters not covered, our company will negotiate with partners in a friendly manner, and we reserve the right to final resolution.

七星海城市发展集团有限公司

COASTAL CITY DEVELOPMENT GROUP CO., LTD.

2023 年

2023