

## **Freelance Services Agreement**

This Freelance Services Agreement (the "Agreement") is entered into on September 1, 2023 (the "Effective Date"), between Ignacio Gámiz González, a Freelance Social Media Manager / Digital Marketing Manager, with Spanish National Identity Document number 79132082F, hereinafter referred to as the "Freelancer," and the following hotel chains, referred to as the "Clients":

1. Letoh Letoh, represented by Ignacio Requena Plaza.
2. Room 007 Hostels, represented by Ignacio Requena Plaza.
3. Room 007 Select Hotels, represented by Ignacio Requena Plaza.

### **1. Scope of Services**

The Freelancer agrees to provide social media management and digital marketing services to the Clients, commencing on September 1, 2023, and concluding on December 31, 2023 (the "Term"). The scope of services includes but is not limited to:

**\*\*Objective 1: Grow the community and engagement\*\***

- KR1.1: Increasing Instagram followers for all clients.
- KR1.2: Increasing the Instagram engagement rate for all clients.
- KR1.3: Collaborating with influencers across Instagram and TikTok for all clients.

**\*\*Objective 2: Drive direct bookings through social media channels\*\***

- KR2.1: Creating campaigns using chatbots to drive direct traffic for all clients.
- KR2.2: Communicating the benefits of using EXTRA7 to access the best price on the websites of all clients.

**\*\*Objective 3: Online reputation and guest feedback\*\***

- KR3.1: Responding to 100% of guest review posts on social media channels for all clients.
- KR3.2: Improving ratings on review platforms such as Google and TripAdvisor for all clients.

**\*\*Objective 4: Increase followers\*\***

- KR4.1: Increase the combined Instagram followers of all clients to 100,000 by the end of December 2023.
- KR4.2: Increase the combined Instagram followers of all clients to 150,000 by the end of May 2024.

### **2. Compensation**

The Freelancer will be compensated according to the following terms:

#### **2.1 Fixed Monthly Fee:**

The Clients agree to pay the Freelancer a fixed monthly fee of €1870 for a workload of 20 hours per week, calculated as follows:

Hourly Rate: €22

Weeks per Month: 4.25

Total: €22 \* 20 hours \* 4.25 weeks = €1870

## **2.2 Variable Instagram Fee:**

In addition to the fixed monthly fee, the Freelancer will receive a monthly bonus based on achieved Instagram milestones:

- €50 for every 1000 new Instagram followers across all clients.

## **2.3 Total Compensation:**

The total compensation for the Freelancer's services will be the sum of the Fixed Monthly Fee and the Variable Instagram Fee.

## **3. Payment Terms**

Payment for the services rendered will be made during the first 5 days of the current month for the previous month's services. The freelancer agrees to provide an itemized breakdown of the achieved Instagram milestones for the purpose of calculating the Variable Instagram Fee.

## **4. Ownership of Work**

Any work, content, or materials produced by the Freelancer in the course of providing services under this Agreement shall remain the property of the Clients. The Freelancer retains no rights to such work beyond the scope of this Agreement.

## **5. Confidentiality**

The Freelancer agrees to treat all confidential information obtained during the engagement as strictly confidential and not to disclose it to any third party.

## **6. Termination**

Either party may terminate this Agreement with written notice. In the event of termination, the Clients will compensate the Freelancer for services rendered up to the termination date.

## **7. Governing Law**

This Agreement shall be governed by and construed in accordance with the laws of Spain.

By signing below, the Freelancer and the Clients acknowledge their understanding and agreement with the terms and conditions outlined in this Agreement.

## 8. Contract Extension:

If the Freelancer successfully achieves the objectives outlined in KR4.1 and KR4.2, the Clients agree to extend this Agreement.

The contract extension will commence on June 1, 2024.

The Freelancer will receive a fixed monthly fee of €45,000 for the extended term.

The variable compensation will be determined and agreed upon separately.

This addition specifies new Instagram follower growth objectives and outlines the terms for a contract extension if those objectives are met. If the objectives are achieved, the Freelancer will have a contract extension starting on June 1, 2024, with a fixed monthly fee of €45,000, and the variable compensation will be determined separately.

### Freelancer:

Ignacio Gámiz González

79132082F

Signature:



31/08/2023

### Client:

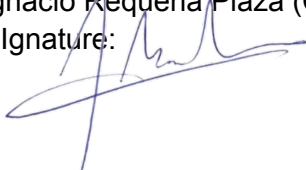
Room 007 Hostels & Hotels S.L,

Calle Palermo 44 (28043)

CIF: B87637575

Ignacio Requena Plaza (CEO)

Signature:



31/08/2023