



## Appendix 2 Contract Rates Agreement

### ASIA EXPEDITIONS TRAVEL

No. 4, Room E, 5th Floor,  
Cnr. of Anawyahtar Road and Lower Pazundaung,  
Pazundaung Township,  
Yangon, Myanmar.

Telephone: +95 1 200401; 397607; 09 5062644;  
Facsimile: +95 1 397607

Email: marlar@asia-expeditions.com;  
[Myanmar@asia-expeditions.com](mailto:Myanmar@asia-expeditions.com)

### Mandalay Hill Resort Hotel

At the Foot of Mandalay Hill,  
Mandalay, Myanmar.

Telephone: + 95 2 4035638  
Reservation Email:  
[mandalayhillresort1996@gmail.com](mailto:mandalayhillresort1996@gmail.com)

|                 |                              |
|-----------------|------------------------------|
| Contract Person | Ms. Marlar Aye               |
| Position        | Country Manager              |
| Email           | marlar@asia-expeditions.com; |

|                 |                 |
|-----------------|-----------------|
| Contract Person | Frank Weiss     |
| Position        | General Manager |
| Email           |                 |

Validity: 01 Apr18 until: 31 Mar19

Currency US Dollar USD

Market: WORLDWIDE Market

Rate Basic: per room per night, Including Tax and service charge

| Room Type | Validity:          |                     | Contract Rates: |         | Triple Supplement:<br>(Extra Bed & Meal Plan) |        | Meal Plan: | Allotment:            |                       |
|-----------|--------------------|---------------------|-----------------|---------|-----------------------------------------------|--------|------------|-----------------------|-----------------------|
|           | From:<br>Inclusive | Until:<br>Inclusive | Single:         | Double: | Adult:                                        | Child: |            | Number<br>of<br>Rooms | Cut-Off:<br>(in days) |
|           |                    |                     |                 |         |                                               |        |            |                       |                       |
| Superior  | 01 Apr<br>2018     | 30 Sep<br>2018      | 95              | 95      | 40                                            |        | BB         |                       |                       |
|           | 01 Oct<br>2018     | 31 Mar<br>2019      | 137             | 137     | 55                                            |        | BB         |                       |                       |

| Room Type | Validity:          |                     | Contract Rates: |         | Triple Supplement:<br>(Extra Bed & Meal Plan) |        | Meal Plan: | Allotment:            |                       |
|-----------|--------------------|---------------------|-----------------|---------|-----------------------------------------------|--------|------------|-----------------------|-----------------------|
|           | From:<br>Inclusive | Until:<br>Inclusive | Single:         | Double: | Adult:                                        | Child: |            | Number<br>of<br>Rooms | Cut-Off:<br>(in days) |
|           |                    |                     |                 |         |                                               |        |            |                       |                       |
| Deluxe    | 01 Apr<br>2018     | 30 Sep<br>2018      | 111             | 111     | 40                                            |        | BB         |                       |                       |
|           | 01 Oct<br>2018     | 31 Mar<br>2019      | 157             | 157     | 55                                            |        | BB         |                       |                       |

No. (9) Kwin (416.B), 10<sup>th</sup> Street, At the Foot of Mandalay Hill, Mandalay, MYANMAR  
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Myanmar E-mail : MDYHILL@myanmar.com.mm, mandalayhillresort1996@gmail.com  
<https://www.mandalayhill-resorthotel.com>



| Room Type                                                  | Validity:          |                     | Contract Rates: |         | Triple Supplement:<br>(Extra Bed & Meal Plan) |        | Meal Plan: | Allotment:            |                       |
|------------------------------------------------------------|--------------------|---------------------|-----------------|---------|-----------------------------------------------|--------|------------|-----------------------|-----------------------|
|                                                            | From:<br>Inclusive | Until:<br>Inclusive | Single:         | Double: | Adult:                                        | Child: |            | Number<br>of<br>Rooms | Cut-Off:<br>(in days) |
|                                                            |                    |                     |                 |         |                                               |        |            |                       |                       |
| Corner Suite<br>(include<br>Executive<br>Lounge<br>Access) | 01 Apr<br>2018     | 30 Sep<br>2018      | 128             | 128     | 40                                            |        | BB         |                       |                       |
|                                                            | 01 Oct<br>2018     | 31 Mar<br>2019      | 181             | 181     | 55                                            |        | BB         |                       |                       |

| Room Type                                                  | Validity:          |                     | Contract Rates: |         | Triple Supplement:<br>(Extra Bed & Meal Plan) |        | Meal Plan: | Allotment:            |                       |
|------------------------------------------------------------|--------------------|---------------------|-----------------|---------|-----------------------------------------------|--------|------------|-----------------------|-----------------------|
|                                                            | From:<br>Inclusive | Until:<br>Inclusive | Single:         | Double: | Adult:                                        | Child: |            | Number<br>of<br>Rooms | Cut-Off:<br>(in days) |
|                                                            |                    |                     |                 |         |                                               |        |            |                       |                       |
| Junior Suite<br>(include<br>Executive<br>Lounge<br>Access) | 01 Apr<br>2018     | 30 Sep<br>2018      | 156             | 156     | 40                                            |        | BB         |                       |                       |
|                                                            | 01 Oct<br>2018     | 31 Mar<br>2019      | 221             | 221     | 55                                            |        | BB         |                       |                       |

| Room Type                                         | Validity:          |                     | Contract Rates: |         | Triple Supplement:<br>(Extra Bed & Meal Plan) |        | Meal Plan: | Allotment:            |                       |
|---------------------------------------------------|--------------------|---------------------|-----------------|---------|-----------------------------------------------|--------|------------|-----------------------|-----------------------|
|                                                   | From:<br>Inclusive | Until:<br>Inclusive | Single:         | Double: | Adult:                                        | Child: |            | Number<br>of<br>Rooms | Cut-Off:<br>(in days) |
|                                                   |                    |                     |                 |         |                                               |        |            |                       |                       |
| Executive Suite (include Executive Lounge Access) | 01 Apr 2018        | 30 Sep 2018         | 183             | 183     | 40                                            |        | BB         |                       |                       |
|                                                   | 01 Oct 2018        | 31 Mar 2019         | 245             | 245     | 55                                            |        | BB         |                       |                       |

| Room Type                                            | Validity:          |                     | Contract Rates: |         | Triple Supplement:<br>(Extra Bed & Meal Plan) |        | Meal Plan: | Allotment:            |                       |
|------------------------------------------------------|--------------------|---------------------|-----------------|---------|-----------------------------------------------|--------|------------|-----------------------|-----------------------|
|                                                      | From:<br>Inclusive | Until:<br>Inclusive | Single:         | Double: | Adult:                                        | Child: |            | Number<br>of<br>Rooms | Cut-Off:<br>(in days) |
|                                                      |                    |                     |                 |         |                                               |        |            |                       |                       |
| Mandalar Spa Villa (include Executive Lounge Access) | 01 Apr 2018        | 30 Sep 2018         | 360             | 360     | 40                                            |        | BB         |                       |                       |
|                                                      | 01 Oct 2018        | 31 Mar 2019         | 417             | 417     | 55                                            |        | BB         |                       |                       |

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| Room Type                                                    | Validity:          |                     | Contract Rates: |         | Triple Supplement:<br>(Extra Bed & Meal Plan) |        | Meal Plan: | Allotment:            |                       |
|--------------------------------------------------------------|--------------------|---------------------|-----------------|---------|-----------------------------------------------|--------|------------|-----------------------|-----------------------|
|                                                              | From:<br>Inclusive | Until:<br>Inclusive | Single:         | Double: | Adult:                                        | Child: |            | Number<br>of<br>Rooms | Cut-Off:<br>(in days) |
|                                                              |                    |                     |                 |         |                                               |        |            |                       |                       |
| Mandalar Suite<br>(include<br>Executive<br>Lounge<br>Access) | 01 Apr<br>2018     | 30 Sep<br>2018      | 531             | 531     | 40                                            |        | BB         |                       |                       |
|                                                              | 01 Oct<br>2018     | 31 Mar<br>2019      | 661             | 661     | 55                                            |        | BB         |                       |                       |

| Meal Rates: | Validity:      |                | Buffet Breakfast: |           | Buffet Dinner at<br>Yadanabon<br>Restaurant: |        | BBQ Buffet<br>Dinner with<br>Cultural Show<br>at Kinsana: |        |
|-------------|----------------|----------------|-------------------|-----------|----------------------------------------------|--------|-----------------------------------------------------------|--------|
|             | from:          | until:         | Adult:            | Child:    | Adult:                                       | Child: | Adult:                                                    | Child: |
|             | 01 Apr<br>2018 | 30 Sep<br>2018 | Inclusive         | Inclusive | \$25                                         |        |                                                           |        |
|             | 01 Oct<br>2018 | 31 Mar<br>2019 | Inclusive         | Inclusive | \$29                                         |        |                                                           |        |
|             | 16 Oct<br>2018 | 31 Mar<br>2019 | Inclusive         | Inclusive |                                              |        | \$35                                                      |        |

|                | Date      | Event Name    | Adult | Child |
|----------------|-----------|---------------|-------|-------|
| Optional Event | 24 Dec 18 | Christmas Eve | \$55  |       |
| Optional       | 25 Dec 18 | Christmas Day | \$55  |       |
| Optional Event | 31 Dec 18 | New Year Eve  | \$55  |       |
| Optional       | 01 Jan 19 | New Year Day  | \$55  |       |

#### **Cancellation Policy:**

Cancellation more than **30 days** before arrival may cancel any bookings in writing to the hotel up to **thirty (30) days** before the scheduled arrival date of an individual leisure customer at no charge to the individual leisure customer or the tour operator. Any amount prepaid by tour company for a room cancelled under this clause will be set off against the next hotel pro forma invoice or invoice.

Cancellation less than **30 days** before arrival. Any cancellation less than **thirty (30) days** before the scheduled arrival date of an individual leisure customer are considered confirmed by tour company and shall pay to hotel the penalty charge of 100% of the expected room revenue.

#### **Meal Cancellation Policy:**

Must be made within 48 hour prior to event; otherwise the hotel reserves the right to apply a penalty charge of 100%. A charge of 50% will apply for meal cancellation between 48 and 72 hour. No cancellation charge 3 days & beyond.

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**Children Meal Policy:**

- Special event dinner or buffet at Yadanabon & Kinsana are free of charge for children under 6 years old
- Special event dinner or buffet at Yadanabon & Kinsana are 50 % discount for children between 6 to 12 years old
- Special event dinner or buffet at Yadanabon & Kinsana are full of charge for children above 12 years old

**Family Offer ~ Children Policy:**

Children under the age of 12 years old (on the date of arrival) may stay with parents provided they stay with existing bedding (without extra bed). Only 2 children are allowed for one room without charges. The children are entitled to full privileges including buffet breakfast same as an adult. Should a Roll-Away or Extra Bed be requested, the contracted rate for Extra Person will be charged.

**Local Tour Guide Policy:**

Subject to availability Local Tour Guide rooms will be charged at US\$40 net per person twin share basis. If required single room, US\$75 net will be charged. Meal Rate 50% of the contracted price.

**Deposit and Final Payments**

A deposit and final payment is required according to the following terms and conditions unless credit arrangements have been granted.

A minimum deposit of 25% is to be paid 60 Days prior to arrival.

A deposit of 50% is to be paid 45 Days prior to arrival.

Full payment ie.100% of the booking must be paid 30 Days prior to arrival or payment deadline specified.

If for any reason we do not receive the deposit or your balance by the due date, we reserve the right to treat your booking as cancelled and to apply the appropriate cancellation charges.

Unless other written agreement the AGENT shall make full prepayment for all bookings at least Thirty (30) days prior to the guest's expected date of arrival to the Hotel.

If the booking is confirmed less than thirty (30) days prior to arrival the AGENT shall make full payment within 5 working days of receipt of the invoice, or shorter time to ensure the Hotel has received full prepayment for all bookings before the guest arrives at the Hotel.

Except where the Hotel has expressly advised AGENT otherwise in writing, payment must be made by cheque or Bank transfer. Bank fees and any Bank charges are borne by the Agent.

**Cancellation:**

**Cancellation more than 30 Days (acknowledged before 6pm by the hotel) before arrival** the AGENT may cancel any bookings in writing to the Hotel up to thirty (30) days before the scheduled arrival of the guest at no charge to the guest or the Agent. Any amount prepaid by the AGENT will be set off against the next hotel pro forma invoice or invoice.

**Cancellations less than Thirty (30) Days before arrival** are considered confirmed by the AGENT and Agent shall pay to the Hotel a penalty charge of 100% of the expected room revenue.

**Room reservation cancellations refer to and include variations, amendments and additions to the following: arrival & departure dates, number of rooms required, type of rooms required.**

**We reserve the right to request deposit up to 100% for rooms booked during periods of high demand, particularly related to Ad Hoc and Incentive Groups. This applies to all contracted agents irrespective to whether credit has been granted.**

**No Show Policy**

In case of no show, a no-show charge equivalent to 100% of the expected total revenue will be charged.

**Group FOC Policy**

1 FOC Room for every 10 paying rooms (maximum 2 FOC rooms per group). 10 rooms paid + 1 FOC.

1 FOC meal for every 10 paying meals. 10 meals paid + 1 FOC.

**Remarks:**

This agreement forms the entire understanding between both parties and supersedes all prior discussions, negotiations, agreements and understandings with respect to this subject matter.

**Bank Account Details:**

BANK NAME : CO-OPERATIVE BANK LTD.

SWIFT CODE : CPOBMMMY

ADDRESS : No. 146, CORNER OF 19<sup>TH</sup> & 81<sup>ST</sup> STREET, AUNGMYAYTHARZAN TSP., MANDALAY.

ACCOUNT NO : 0033101200001562

NAME : LP HOLDING CO., LTD. (MANDALAY HILL RESORT HOTEL)

ADDRESS : NO. 9, KWIN (416.B), 10<sup>TH</sup> STREET, AT THE FOOT OF MANDALAY HILL, MANDALAY, MYANMAR

Upon acceptance, please return a signed and company stamp copy to us within 30 days of the issue date of this contract; if not, the contract is considered void.

Frank Weiss  
General Manager  
Date: 08 February 2018

Ms. Marlar Aye  
Country Manager

Date: 2018  
Stamp: