

**Date** : 12.1.2018  
**Attention** : Ma Marlar Aye  
**Company** : Asia Expeditions Travels & Tours  
**Rank** : Country Manager  
**Address** : No.04, Rm E, 5<sup>th</sup> Fl Corner of Anawyahtar Rd & lower Pazundaung Tsp,  
 Yangon, Myanmar  
**Telephone** : +95 9 5062644, 1 200401  
**Email** : marlar@asia-expeditions.com, phyo@asia-expeditions.com  
 Dear Sir/Madam,

Greetings from the **ESKALA HOTELS & RESORTS** (Ngwe Saung Beach) and **JUNCTION HOTEL** (Nay Pyi Taw). For your hotel requirements, we would like to accord the Tour Rates offer to your esteemed company as per the following details.

**Eskala Hotel & Resorts (Ngwe Saung Beach)**

**High Season (1<sup>st</sup> September 2018 to 31<sup>st</sup> May 2019)**

**(20% off from Publish High Season Rate on September 2018 & May 2019)**

**Green Season (1<sup>st</sup> June 2019 to 31<sup>st</sup> August 2019/ 40% off from Publish High Season Rate)**

No	Room Type	Available	BB	HB (BB+ Dinner 2 person)	FB (BB+ Lunch+ Dinner 2 person)
1	Gold Villa (Sea View)	6	165 US\$	195 US\$	220 US\$
2	Silver Villa (Second Sea View)	6	155 US\$	185 US\$	210 US\$
3	Gold Deluxe (Sea View)	8	130 US\$	160 US\$	185 US\$
4	Silver Deluxe (Garden View)	24	105 US\$	135 US\$	160 US\$
5	Gold Deluxe (Sea Side)	16	95 US\$	125 US\$	150 US\$
	Extra Bed		40 US\$	55 US\$	68 US\$

**Yangon :** Ahlone Tower, Strand Road, River View Garden Housing, Ahlone Township, Yangon, Myanmar.  
 T + 95 1 230 0079, 211 430 F + 95 1 212 217, 226 979 E reservation@youreskala.com

**Ngwe Saung:** Ngwe Saung Beach, Patheingyi, Ayeyarwaddy Division, Myanmar.  
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**Nay Pyi Taw :** Yarza Thingaha Road, Hotel Zone, Dekkhina Thiri, Nay Pyi Taw, Myanmar.  
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**Peak Season (24<sup>th</sup> December 2018 – 2<sup>th</sup> January 2019 & 12<sup>th</sup> April – 17<sup>th</sup> April 2019)**

No	Room Type	Available	BB
1	Gold Villa (Sea View)	6	220 US\$
2	Silver Villa(Second Sea View)	6	210 US\$
3	Gold Deluxe (Sea View)	8	185 US\$
4	Silver Deluxe (Garden View)	24	160 US\$
5	Gold Deluxe (Sea Side)	16	150 US\$
	Extra Bed		40 US\$

**Junction Hotel (Nay Pyi Taw)**

**High Season (1<sup>st</sup> January 2018 to 31<sup>st</sup> December 2018)**

No	Room Type	Available	BB
1	Super Deluxe	16	55,000 Kyats
2	Deluxe	18	45,000 Kyats
	Extra Bed		20,000 Kyats

The above rates are inclusive of International Buffet Breakfast, 10% Service Charge and 5% Government Tax, Free Wi-Fi internet access and are non-commissionable.

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## **Terms & Conditions**

### **Child Policy**

Maximum one child under 11.99 years can be sharing the bed with parents and breakfast will be charged at 6 USD (Eskala Hotels) and 4 USD (Junction Hotel) per kid. Maximum one child under 5 years can be sharing the bed with parents and breakfast will not be charged.

### **Check-in / Check-out Time**

Check in time is 02:00pm; check out time is 12:00 noon.

### **Early Departure**

In the event that a guest checks-out earlier than the confirmed date there is no refund payment for the balance of the stay.

### **Reservation Policies**

- All reservation must be submitted to the Sales and Marketing Department, Yangon Head Office, accompanied with an official and legible reservation order. Reservations are subject to availability and written confirmation by the Hotel. The reservations, Cancellations or amendment must be addressed and sent to the hotel by way of facsimile or E-mail to the number stipulated by the hotel.
  - Rooming list with the detail information (Name, Passport No, Nationality, Date of Birth, Arrival time). Should be submitted no later than (7) days prior to arrival date. Please indicate VIP if any.
- Tel: +95(1) 2300079  
Email: [reservation@youreskala.com](mailto:reservation@youreskala.com)

### **Meal Policies**

Meal Reservation similar to the Room Reservation direct contact to Sales & Marketing Department accompanied with official and legible reservation order. (Remarks - Contact us for your meal plan we will create the menu according to your budgets.)

### **Compulsory Gala Dinner (Eskala Hotels & Resorts)**

New Year Eve: USD 95 net per person on 31<sup>st</sup> Dec

(Remarks: We would like to offer normal contract rate plus (+) compulsory New Year eve dinner on 31 Dec.)

### **Complimentary Policies (Eskala Hotels & Resorts)**

#### ➤ ***Room Complimentary Policy***

Accommodation maximum sixteen (16) guest or 8 paying rooms include ½ twins with Breakfast up to maximum two FOC room.

#### ➤ ***Meal Complimentary Policy***

One meal Free of Charges every 16 paying guest up to maximum two FOC meals per group.

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### **Cancellation of Meals (Eskala Hotels & Resorts)**

Any cancellation of meal bookings must be advised to hotel (2) working days in advance. 100% of total meal charges are applicable for same day cancellation.

### **Meeting Room Facilities**

Eskala Hotel & Resorts and Junction Hotel provide the meeting room facilities contact Sales & Marketing office for your requirement.

### **Deposit and Final Payments**

A deposit and final payments are required according to the Following terms and conditions.

Initial deposit of 50% on total accommodation is required at least 30 days prior to arrival.

All deposits are non-refundable but may be applied to alternative bookings per agreement with hotel.

Final payment of the booking must be paid to the hotel at least 14 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 bookings as cancelled and to apply the appropriate cancellation charges.

Booking made within 30 days prior to individual arrival will only be accepted if full payment is received by us at the time of reservation.

### **Cancellation Policy (Eskala Hotels & Resorts)**

#### ► ***For GIT:***

30 days prior to the arrival date, 30% of total rooms reserved to be charged.

Within 30-15 days prior to the arrival date, 50% of total rooms reserved to be charged.

Within 15-07 days prior to the arrival date, 75% of total rooms reserved to be charged.

Less than 07 days prior to the arrived date, 100% of total rooms reserved to be charged.

#### ► ***For FIT:***

Within 30-15 days prior to the arrival date, 30% deposit is non-refundable.

Within 15-07 days prior to the arrival date, 50% of total rooms reserved to be charged.

Less than 07 days prior to the arrived date, 100% of total rooms reserved to be charged.

### **Cancellation and No Show Policy (Junction Hotel)**

All cancellation must be in written notice. If any confirmed booking is cancelled, must be informed to our Yangon sales office or directly to hotel 2 days ahead.

If cancellation is made before 24 hours on arrival date 50% of the total room charged will be charged as cancellation fees.

No Show and cancellation made on the arrival date, 100% will be charged as cancellation fees.

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### **Guide / Tour Leader Accommodation**

Eskala Hotels/Junction Hotel does not provide accommodation for guides & tour leader accompanying the guests. However, bona fide guide or tour leaders staying Eskala Hotels & Resorts' Room at same time can enjoy a benefit of a discount 50% on contracted rate. Advance booking is required and rooms are strictly subject to availability.

### **Force Majeure**

In the event that the performance of this agreement is delayed or prevented by any cause reasonably beyond the Hotel's control, including without limitations, any acts of orders of Government authorities, or by fire, flood or explosion, sale of the Hotel, necessary and Essential construction, arrest or seizure and legal process, strike or other restraint of Labor from whatever cause, the Hotel will be discharged of its obligation to provide accommodation to other services.

### **Special Note**

The Hotel reserve the right to adjust rates within the contract period in the event of tax alterations, energy supply rate increases, introduction or withdrawal of new or existing taxes and or levies by government and or by tourism law and any service charge amendments.

### **Confidentiality**

The agent operator shall procure these documents private and confidential. Any reason contract strictly prohibited to Publish on social networks, electronic media and written media.

Agreement the travel agency should return this agreement to the Hotel with an authorized signature.

With Kind Regards,

With Agreement,



Name: Shwezin Winn (Mrs)  
Title: Assistant Sales Manager  
Phone: +95 9 977833335  
Mail: [sales@youreskala.com](mailto:sales@youreskala.com)

Signed : .....  
Name : .....  
Title : .....

Date: 12.01.2018

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