

Mr. Win Zaw
 Managing Director
 Asia Expeditions Co., Ltd.
 winzaw@asia-expeditions.com

05th July 2018

Dear Win Zaw,

Alila Villas Koh Russey is delighted to offer Asia Expeditions Co., Ltd. special preferential contracted rates for the period 1st November 2018 thru 31st October 2019 as detailed below and as per the terms and conditions laid out in this agreement. Please sign each page and return a copy for our records.

DMC Rates

Room Category	Starting	Ending	Published Rates	Currency	Contract Rates	Meal
			Excluding Taxes		Inclusive Taxes	
Garden Pavilion	1-Nov-18	22 -Dec-18	375 ++	USD	300 net	Breakfast
Ocean Pavilion	1-Nov-18	22 -Dec-18	460 ++	USD	370 net	Breakfast
Garden 1 BR Pool Villa	1-Nov-18	22 -Dec-18	710 ++	USD	570 net	Breakfast
Beach 1 BR Pool Villa	1-Nov-18	22 -Dec-18	950 ++	USD	760 net	Breakfast
Beach 2 BR Pool Villa	1-Nov-18	22 -Dec-18	1815 ++	USD	1455 net	Breakfast
Beach Estate 4 BR	1-Nov-18	22 -Dec-18	3385 ++	USD	2710 net	Breakfast
Garden Pavilion	23-Dec-18	06-Jan-19	530 ++	USD	530 net	Breakfast
Ocean Pavilion	23-Dec-18	06-Jan-19	650 ++	USD	650 net	Breakfast
Garden 1 BR Pool Villa	23-Dec-18	06-Jan-19	1005 ++	USD	1005 net	Breakfast
Beach 1 BR Pool Villa	23-Dec-18	06-Jan-19	1345 ++	USD	1345 net	Breakfast
Beach 2 BR Pool Villa	23-Dec-18	06-Jan-19	2570 ++	USD	2570 net	Breakfast
Beach Estate 4 BR	23-Dec-18	06-Jan-19	4795 ++	USD	4795 net	Breakfast
Garden Pavilion	07-Jan-19	21-Apr-19	465 ++	USD	375 net	Breakfast
Ocean Pavilion	07-Jan-19	21-Apr-19	570 ++	USD	460 net	Breakfast
Garden 1 BR Pool Villa	07-Jan-19	21-Apr-19	885 ++	USD	710 net	Breakfast
Beach 1 BR Pool Villa	07-Jan-19	21-Apr-19	1185 ++	USD	950 net	Breakfast
Beach 2 BR Pool Villa	07-Jan-19	21-Apr-19	2265 ++	USD	1815 net	Breakfast
Beach Estate 4 BR	07-Jan-19	21-Apr-19	4230 ++	USD	3385 net	Breakfast
Garden Pavilion	22-Apr-19	31-Oct-19	310 ++	USD	250 net	Breakfast
Ocean Pavilion	22-Apr-19	31-Oct-19	380 ++	USD	305 net	Breakfast
Garden 1 BR Pool Villa	22-Apr-19	31-Oct-19	590 ++	USD	475 net	Breakfast
Beach 1 BR Pool Villa	22-Apr-19	31-Oct-19	790 ++	USD	635 net	Breakfast
Beach 2 BR Pool Villa	22-Apr-19	31-Oct-19	1510 ++	USD	1210 net	Breakfast
Beach Estate 4 BR	22-Apr-19	31-Oct-19	2820 ++	USD	2260 net	Breakfast

Terms & Conditions

- All rates quoted in US Dollars (USD), per room, per night, for single or double occupancy
- Rates are inclusive of the 12% government tax and 10% service charge & quoted in US Dollars. Any future change in government taxes will be effective immediately from date of implementation.
- Rates are based on two adults sharing unless specified.
- Room Rates are net and non-commissionable unless otherwise agreed in writing with the resort.
- All guests must be notified that the resort is only reachable by boat.
- All guests must be provided with a link to our personal preference menu, so we can personalise every guests experience <http://www.ppm.alilahotels.com/kohrussey>
- The room type occupancies stated below are the maximum number of guests permitted in that room type, additional rooms will be charged at the contract rate, if the number of guests exceed the maximum occupancies stated.
- Barter agreements will be issued separately and should not be deducted automatically.
- Rates quoted are NOT applicable to individual commercial business travellers or corporate accounts.
- Rates offered are applicable ONLY if reservations are made directly to the Resort by the travel partner.
- The tour operator is not entitled to offer accommodation at the Resort to third parties at rates higher than the Resort's BAR rate at the time of intended occupancy.
- All information & rates offered in this agreement are strictly confidential & may not be disclosed to third parties for any reason or purpose.
- Rates are not valid for internet portal sites. Should operators wish to promote their packages on the internet, any daily room rates shown on web sites must include a minimum 25% mark up, provided always that the confidentiality of the rates quoted herein are preserved and not disclosed. Breach of this clause will be treated as material breach of contract and the resort reserves the right to cancel the contract
- Check in time: Check in is at 15:00 hrs. Early Check in is subject to availability upon arrival and may carry an additional charge.
- Check out time: Check out is at 12:00 noon. Late check out charges: until 18.00 hours 50% of contracted rate after 18:00 hours 100% of contracted rate.
- Groups: Any reservation of 10 rooms and above is considered a group, which requires a separate group quotation that can be obtained from the Resort directly.
- No Show & Early Check Out Policy: In the event that the individual or entire groups do not arrive, arrive later than the confirmed arrival date, or departs earlier than the confirmed departure date the tour operator shall be held responsible for payment computed at the equivalent for the full originally booked length of stay.
- It is expressly agreed and declared that the proper law of this Agreement is the law of the Kingdom of Cambodia and that any disputes, actions or other matters arising hereunder shall be determined in a court of law in the Kingdom of Cambodia in accordance with the laws and procedures of the Kingdom of Cambodia and under any all circumstance.

Inclusions & Special Offers:

- Meal Inclusions:
 - Rates are inclusive of daily breakfast taken in Horizon restaurant, based on single or double occupancy.
- Meal Plans: half-board and full-board options available inclusive of Resort still and sparkling waters.
 - Half-board: USD 60 per adult per day, exclusive of 21% tax and service charge
 - Dinner is served at Horizon restaurant based and based on a choice of up to 3 courses from the menu. Certain items may incur a supplement.
 - Full-board: USD 110 per adult per day, exclusive of 21% tax and service charge
 - Lunch is served at Beach Shack and based on a choice of up to 2 courses from the menu. Certain items may incur a supplement.
 - Dinner is served at Horizon restaurant based and based on a choice of up to 3 courses from the menu. Certain items may incur a supplement.
- Alila Hospitality (Resorts Standard Services): welcome drink and snack on arrival, WI-FI access in rooms and all public areas, non-motorized water sports, complimentary scheduled yoga classes.
- Special Occasions:
 - Honeymoon and Wedding Anniversary Guests will receive a complimentary bottle of sparkling wine and canapés placed in the room or villa prior to arrival.
 - Birthday Guests will receive a complimentary bottle of sparkling wine and a signature cake for two persons on their birthday or preferred day.
- Stay Restrictions
 - From 23rd December 2018 until 6th January 2019 there is a minimum three-night stay.
 - 25th December is closed to arrival.
 - Departure on 31st December is restricted.
- Special Offers

All below contracted offers are non-combinable unless otherwise mentioned. Contracted offers are not combinable with any tactical offers unless otherwise mentioned.

 - Opening Offer: Stay 3 Pay 2 (S3P2) – any booking of three nights will be charged at the contracted rate of two. Not combinable with other offers. Offer valid from November 1st 2018 through April 30th 2019 (excluding peak season).
 - Stay 5 Pay 4 (S5P4) – any booking of five nights will be charged at the contracted rate of four (excluding peak season). Not combinable with other offers.
 - Long Stay Offer: With a 7-night minimum stay, each guest will receive a choice of one-time private dining experience in the location of their choice, or one time 60-minute signature spa treatment at Spa Alila for two persons.
 - Tactical/ad-hoc promotions may be offered by the resort during the period of this contract.



- Maximum Occupancy Per room:

Room type	Occupancy	Remarks
Garden Pavilion, Ocean Pavilion	2 Adults	No Extra Bed can be placed
Garden 1 BR Pool Villa, Beach 1 BR Pool Villa	3 Adults or 2 Adults + 2 Children (below 12 years)	Maximum one extra bed can be placed, 2 nd Child to share parents bed or sleep on built-in living room sofa
Beach 2 BR Pool Villa	5 Adults or 4 Adults + 3 Children (below 12 years)	Maximum two extra beds can be placed, 3 rd Child to share parents bed or sleep on built-in living room sofa
Beach Estate 4 BR	8 Adults or 6 Adults + 5 Children (below 12 years)	Maximum four extra beds can be placed, 5 th Child to share parents bed or sleep on built-in living room sofa

- Extra Person Charges: - daily breakfast and a roll-away bed
 - 12 years and above USD 50 per night
 - 4 years to 11 years USD 25 per night
 - Below 4 years Complimentary when sharing the same bedding
 - Extra person charges are exclusive of 23.42% tax
 - Children under the 36 months will be provided with a cot/crib free of charge.

- Transportation Charges

Destination	Charges (includes R/T shuttle boat mainland / hotel / mainland)	Car Capacity
Sihanoukville International Airport	25 USD per person per way	Max 4 persons with luggage
Phnom Penh International Airport	Based on vehicle chosen, from USD 320 and up	Max 4 persons with luggage
Other destinations	Based on destination and vehicle chosen, from USD 320 and up	Max 4 persons with luggage

Note - Child seat and booster seats for children are available with prior request.

Transfer rates are exclusive of 21% tax and service charge, non-commissionable and are subject to change.

- Meal Rates & Supplements

All rates quoted breakfast only basis, the supplements apply for Christmas Eve & New Year's Eve Dinners.

Compulsory Additional Charges	USD per guest
Christmas Eve Dinner (24 th December) – Adult (12 years and over)	130 USD
Christmas Eve Dinner (24 th December) – Child (4 to 11 years)	65 USD
Christmas Eve Dinner (24 th December) – Child (4 years and under)	Free of charge

New Year's Eve Dinner (31 st December) – Adult (12 years and over)	250 USD
New Year's Eve Dinner (31 st December) – Child (4 to 11 years)	125 USD
New Year's Eve Dinner (31 st December) – Child (4 years and under)	Free of charge

Chinese New Year's Eve Dinner (4 th February) – Adult (12 years and over)	130 USD
Chinese New Year's Eve Dinner (4 th February) – Child (4 to 11 years)	65 USD
Chinese New Year's Eve Dinner (4 th February) – Child (4 years and under)	Free of charge

NOTE - The above meal rates are exclusive of 21% tax and service charge. Beverages are charged as per consumption directly to the guests, published rates apply.

Alila Villas Koh Russey Children's Policy.

- Food & Beverage: -
Children, up to 12 years of age, dining off the regular menus will be charged at 50%. For Christmas Eve, New Year's Eve and Chinese New Year's Eve Dinners, children under 4 eat free of charge. For children 4 - 12, not taking the festive menu, a special children's menu will be available at 30 USD excluding tax and service.
 - 12 years and above USD 60 Half-board / USD 110 Full-board exclusive of tax and service at 21%
 - 4 years to 11 years USD 30 Half-board / USD 55 Full-board exclusive of tax and service at 21%
- Spa & Leisure Concierge
Special children's treatments are available at the spa and priced accordingly. Not all Leisure Concierge programs are suitable for children and parents should discuss with our Leisure Concierge team before signing up. If the activity is suitable children, children under 12 can join parents free of charge.
- Babysitting: -
Babysitting is available and will be charged at 20 USD (exclusive of tax and service at 21%) per hour. Maximum of two children per babysitter in any one room.
- Important: -
Children remain the responsibility of their parents/guardian at all times. Parents shall take heed of the warning signs placed around the resort property (and will avoid areas marked as hazardous, and will not climb any safety fences or barriers) and will follow any guidance provided by resort staff and guests are responsible for supervising any children in their care, at all times on the resort premises and directing their behaviour to mitigate any risk to themselves or others, when using any swimming pools and/or participating in any resort activities.
- All children with their ages/gender must be declared at the time of booking, should a guest arrive with additional children that exceeds the maximum occupancy of a room, the guest is obliged and required to take an additional room at the current daily rate.

Bank Details for Payments (To Be Confirmed)

	USD Account (USD)
Bank Name	ABA Bank
Branch Name	XXXXXXX
Bank Account Names	Koh Russey Hotel Ltd.
Bank Account Number	XXXXXXXXXXXX
Swift Code	XXXXXXXXXX

Cancellation / No Show Charges –

- Low Season: a cancellation fee equivalent to one night of the room charge for each room cancelled less than 3 days prior to arrival.
 - Shoulder Season: a cancellation fee equivalent to one night of the room charge for each room cancelled less than 7 days prior to arrival.
 - High Season: a cancellation fee equivalent to one night of the room charge for each room cancelled less than 21 days prior to arrival.
 - Peak Season: a cancellation fee equivalent to 100% of the total night per room reserved for each room cancelled less than 30 days prior to arrival.
 - For group reservations, an independent cancellation policy applies dependent on seasonality.
 - Low Season: a no-show fee equivalent to one night will be charged for each room whereby booking will be canceled immediately.
 - Shoulder Season: a no-show fee equivalent to one night will be charged for each room whereby booking will be canceled immediately.
 - High Season: a no-show fee equivalent to 50% of the total room nights will be charged for each room whereby booking will be canceled immediately.
 - Peak Season: a no-show fee equivalent to the entire stay will be charged for each room whereby booking will be canceled immediately.
- Cancellations: Except where deposits have been duly paid in accordance with the above, the Hotel reserves its absolute right to release all rooms if the requirements herein stated are not fully met within the time limit stated. The hotel also reserves the right NOT TO ALLOW changes in dates of reservations and guests' name with an original booking confirmed.
 - During the High/peak Season, the resort will inform with each reservation the time limit (cut off period) of each reservation to observe all points stipulated in this contract. The hotel reserves its absolute right to release the room WITHOUT any prior notice if the conditions in this contract are not observed. All deposits made for reservations during the Peak Season are NON REFUNDABLE and NON NEGOTIABLE if cut off periods/cancellation notices are not observed. Please note that cancellations will not be accepted until they have been confirmed by the Resort by return fax or e-mail.

ROOM ALLOCATION:

Category	Total Inventory	Shoulder Season 01 November – 22 December 2018	Peak Season 23 December 2018 – 06 January 2019	High Season 07 January – 21 April 2019	Low Season 22 April – 31 October 2019
Number of Days Cut Off/Release		30 Days	60 days	30 Days	14 Days
Garden Pavilion	38	0	0	0	0
Ocean Pavilion	12	0	0	0	0
Garden 1 BR Pool Villa	2	0	0	0	0
Beach 1 BR Pool Villa	6	0	0	0	0
Beach 2 BR Pool Villa	3	0	0	0	0
Beach Estate 4 BR	2	0	0	0	0

All reservations for all room categories to be made on request basis.

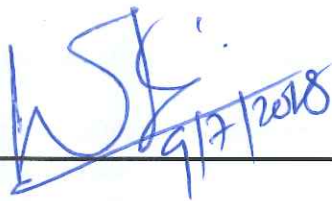
Stop Sell Procedure:

- The Resort reserves the right to request a Stop Sell to the business partner.
- The business partner or the designated ground representative shall direct all reservations, amendments, and cancellations in writing by company formatted email to the Reservations Department of the hotel.
- Alila Villas Koh Russey Contact: e-mail: kohrussey@alilahotels.com.
- Vouchers are to be sent to the hotel when reservations are made or given to clients to present upon check-in. Voucher numbers will be listed on invoice as well as the contract rate and any other relevant information pertaining to the invoice.
- The Resort will provide services to the clients on the business partner's account according to exact instructions on booking documentation received (room lists, voucher etc.).
- Guest name changes are not permitted once a booking is reported. In the event of unclear documentation or instructions, the clients shall be charged directly for any such services at the published hotel rate prevailing, and no responsibility is accepted by the hotel for any claims resulting from this procedure.

• DMC Incentive Programme: -

The Alila Villas Koh Russey Travel Partner Incentive Scheme is designed to make Alila Villas Koh Russey first choice when booking resorts in Cambodia. The programme is based on the travel partner achieving a minimum number of room night sales per quarter and being able to avail complimentary rooms in future. As all rooms are sold on half board basis complimentary rooms will also be on a half board basis. Complimentary rooms are offered on weekdays only and subject to blackout dates including peak season.

Period	Target Paid Room Nights	Complimentary Room Nights on achieving target	Additional complimentary one night for every 25 number of over target
Q4 – November - December 2018	25	1	
Q1 – January – March 2019	100	4	
Q2 – April – June 2019	100	4	
Q3 – July – September 2019	100	4	
Total 2018/19	425	12	



Win Zaw
Managing Director
Asia Expeditions Co., Ltd.




Eleonore Astier-Petin
General Manager
Alila Villas Koh Russey

Date: 05.07.2018