



## Pristine Lotus Resort (Inle)

### Hotel Address

Pristine Lotus Resort Inle, Khaung Daing Village, Nyaung Shwe, Inle, Myanmar.

Tel : (+95-81) 209317, (+95-81) 209921, 209922 | Fax : (+95-81) 209317 | Mobile : (+95-9) 519 7770

Date: 25.May.2018

Daw Malar Aye  
Country Manager

### Asia Expedition Travels & Tours

No.4, Room (E), 5th Floor, Corner of Anawyatar Road  
Pazundaung Township

Tel : 95-9-5062644, 01-200 401, 01-200 401/

Email : myanmar@asia-expeditions.com

Dear Valuable Partner,

Warmest Greeting from Pristine Lotus Spa Resort ( Inle )!

We would like to thank you so much for choosing 'Pristine Lotus Resort, Inle' as your partner, offering accommodation, meals, drinks, spa- and other related hospitality services to our esteemed travel guests.

Please find below contracted rates, terms and conditions that we could offer you for the period '1st April 2018 to 30<sup>th</sup> Sept 2019'. Rest assured that we shall only offer these special contracted rates to bona fide and licensed tour and travel organization.

### I. Facilities

The Pristine Lotus Spa Resort is located at the West bank of the famous Inle Lake and accessible both over land and by boat offering:

Accommodation - 50 stand-alone Villas and 70 boat-shaped Floating Duplex, with all luxury to pamper the experienced traveler. Each Villa has 4-poster beds with mosquito- net, a separate living area, two private balconies, an attic with fascinating views, dual Heating & Air Conditioning unit, flat screen satellite TV set, in-room safe, mini bar, coffee/tea maker, five star amenities ... etc.

Each Duplex has dual Heating & Air Conditioning unit, stocked Mini-bar, flat screen satellite TV set, IDD-phone, in-room safe, separate Shower cabin & Bathtub, Hair dryer & Bathrobes, Dressing table, Working desk, Private Balcony, coffee/tea maker, five star amenities...etc.

Food and Beverage – Restaurant with show kitchen, offering a wide spread of European-, local Shan-, Asian-, and Vegetarian Cuisine, set menus and a la carte and a Cocktail Bar with Terrace, offering a variety of pre- and after dinner cocktails and drinks.

Facilities - Our Swimming Pool, Natural Hot Water Spring's Jacuzzis, Sauna and Steam bath, set in a scenic environment with waterfalls are a unique feature, well appreciated by our guests.

Spa - Our Padonma Spa is operated and managed by Pristine Lotus Spa Resort.

PSN ~

### Yangon Sales & Reservation Office

497, Bldg. A, Diamond Condo, 2nd Floor, Unit (02-05) & (02-06), Pyay Road (Corner of Narnat Taw Rd.), Kamaryut Township, Yangon, Myanmar.

Tel: (+95-1) 503733, (+95-1) 2306033 | Tel/Fax : (+95-1) 501280 | Mobile: (+95-9) 519 7772

Email : sales@pristinelotus.com | rsnmgr@pristinelotus.com | website : www.pristinelotus.com Pg: 1/6

## II. Validity

Rates quoted in this agreement are valid from '1<sup>st</sup> April 2018 to 30<sup>th</sup> September 2019'.

## III. Room Rates

- Rates for accommodation are inclusive of breakfast;
- Rates are non-commissionable and must be paid by the agent to the hotel directly. In the event that the guest pays directly to the hotel, rack rates shall be applied, with the agent receiving 10% commission on room charges;
- Rates quoted are net, inclusive of prevailing government tax and service charge. The Resort reserves to adjust rates without notice in the event of any change in rules or ordinances relating to government taxes or service charge.
- Rates are quoted for a maximum of 2 persons per room.
- Ad-Hoc or Incentives rates are available upon request on a case-to-case basis.
- Day use rate is 50% off of contract rate net per room (maximum of 5 hours use & 2 persons per room)

Room type	Low Season 1 <sup>st</sup> Apr 2018 to 30 <sup>th</sup> Sept 2018 / 1 <sup>st</sup> Apr 2019 to 30 <sup>th</sup> Sept 2019		High Season 01 <sup>st</sup> Oct 2018 to 31 <sup>st</sup> Mar 2019	No. of Room
	Publish rate	Agent Rate	Agent Rate	
Inle Lotus Suite	600	245	290	1 Room
Inle Lotus Villa with Private "Spa Treatment"	400	155	225	2 Rooms
Inle Lotus Villa	300	105	165	47 Rooms (24 twin ; 23 dbl)
Floating Cottage	220	90	140	66 Rooms <b>Remark: Cannot allow extra bed</b>
Floating Cottage Family	350	190	330	2 Rooms ( 2 Bed rooms with Connection Door )
Extra Bed	60	40	40	30 Beds

# **Note:** All of the above room rates are per room per night and Nett rates in USD.

#### IV. Meals Rates

Meals	Rack Rate	Agent Rate		Remark
		Asian	Western	
Lunch / Dinner	35	25	25	Set or Buffet
Extra Breakfast	15	10		Set or Buffet
Compulsory Dinner for Christmas Eve on 24 Dec	40	40		Set menu or Buffet with special program
Compulsory Dinner for New Year Eve on 31 Dec	60	60		Set menu or Buffet with special countdown program

#### Meals Policy

- The Meal Rates defined exclude soft drinks, beer and alcoholic beverages.
- Rates are per person and inclusive of 5 % government tax and 10 % service charge.
- Group meals must be booked in writing at least 7 days in advance, and cancellations must be made at least 3 days in advance. Otherwise, no shows and late cancellations shall be charged the full amount of the reservation.
- During low season, the hotel may or may not offer daily buffet meals. In the event that buffet meals are not available, set meals shall be offered as an alternative. Buffet lunch or dinner can still be arranged, however, for groups of 30 persons or more.
- For every (16 ) paying guests, an additional complimentary meal for group meal within same group ( Maximum 2 pax ).
- Child meal policy is 50% of contract meal rate.

#### V. Terms and Conditions

1. **Child Policy** - Children under 12 years of age sharing the same existing bed with parents are free of charge and maximum one child is allowed free per room. Every meal is 50% of contract rate. Baby Cot shall be provided subject to availability on a complimentary basis.
2. **Guide Policy** - Guide room rate is US\$ 20.00 net per room/night for single occupancy and meal arrangement are 50 % of contract rate.
3. Maximum occupancy in a room is 3 registered guests.
4. **Check-in / Check-out** - Customary check in time is 2:00 PM and check out time is 12:00 Noon. All early check in and late check-out must be advised upon reservation.(This will be subject to availability, and applicable rates, if any depending on hotel discretion)
5. **Early Departure** - In the event that the guest/s check-out earlier than the confirmed date, the hotel reserves the right to charge the applicable rates including tax and service charge for the balance of the stay. If this is due to emergency reasons, it will be considered on a case-to-case basis.



6. **Complimentary Room Policy** - For every ten (10) paying rooms, an additional complimentary room with breakfast (Single or Double) shall be provided by the hotel (i.e 10+1), to a maximum of two (2) rooms only per group. This concession is non-cumulative and cannot be converted into cash claims/rebates.
7. **The wholesale rates** (net rates) are strictly for leisure packages, programs and series. These do not apply to Ad hoc, Incentives, conventions, meetings, or corporate accounts.
8. These net rates must not be sold directly to the consumer (neither via the Internet nor through special promotions). Internet prices are subject to approval by the Hotel, and recommended web rates are available from the Hotel upon request.
9. Premium charges that surpass our standard published rates are discouraged and the hotel is not responsible for any disputed charges or refunds demanded. This is to avoid any dispute with our Single Image Concept.
10. It is not acceptable to bypass the travel industry standard wholesaler distribution channel and sell directly to the consumer (in other words to a third party). Access to the wholesale rate will be denied should this occur. The Wholesaler should be made accountable and responsible to distribute this rate only through traditional travel industry channels.
11. **Cancellation/No Show Policy** - The Tour Operator must notify the Hotel in writing of cancellation and reductions as early as possible, but in any case not later than the notice period specified hereunder (local Myanmar time working hours):

**Minimum Notice Required**

**Cancellation Amount**

30 – 15 Days

50 % [Canceled or reduced]

Below 14 Days

100 % [Canceled or reduced or No-show]

If group reservations are canceled or reduced by more than the allowed number after the minimum notice period has passed, a late cancellation fee to the total cancelled amount will be charged. No shows shall likewise be charged a penalty equivalent to the total cancelled amount will be charged.

12. **Reservations & Confirmation policy**, revisions and cancellations must be notified in writing. Reservations shall be directed to our reservations or sales department through email address: [sales@pristinelotus.com](mailto:sales@pristinelotus.com) or [rsvnmgr@pristinelotus.com](mailto:rsvnmgr@pristinelotus.com).
13. The hotel cannot be held liable for any reservations, revisions or cancellations that may have been sent by the travel agent or tour operator but not acknowledged in writing as received by the hotel via return fax or email.
14. **Rooming list** - A final rooming list to be submitted to the Hotel with flight details and meal and any other requirements at least within 30 - 14 days prior to arrival.

15. **Payment Terms & Conditions**

**Room Deposit**—For high Occupancy days, the hotel reserves the right to demand 30% non-refundable deposit to be settled of the full payment of total room booked and which shall be paid 30 days prior to the Guests arrival date. For the left over balance amount of total room nights shall be settled by the Agent before the Guest arrival date. The hotel reserves the right to release or cancel the confirm booking, when deposit payments are not receipt during deposit invoice period.

**Credit Terms**

All payment has to be made within 21 days credit terms and in US dollars in cash to a legal and identified representative of the Pristine Lotus Spa Resort, Inle. Credit payment has overdue after credit terms we might be specified loan money on interest. When credit period over one month, tour agent shall be paying for loan money 5% of total payment per month.

16. **Confidentiality** - All information contained in this agreement is private and confidential and must not be disclosed to other parties for whatever reason.
17. The hotel reserves the right at any time by giving notice in writing to cancel this Agreement should the company fail to fulfill the above terms and conditions.

We trust our proposal meets with your approval. Kindly sign below to confirm your acceptance of our rates and all conditions as outlined and return the duplicate copy to our office at your earliest convenience.

Once again, thank you for your interest in the '**Pristine Lotus Spa Resort, Inle**' and we look forward to your strong support in the future. Please feel free to contact us for any further information or assistance.




## Pristine Lotus Resort (Inle)

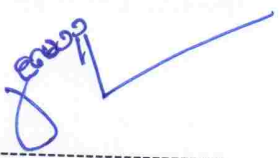
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On behalf of the Pristine Lotus Spa Resort (Inle)

Signature :   
Name : Honey Oo ( Mr.s )  
Designation : Sr. Sales & Marketing Manager  
Date : 25.May.2018

Signature :   
Name : Khin May Thu ( Ms )  
Designation : Asst : Sales Manager  
Date : 25.May.2018

On behalf of the Travel Agent

Signature :   
Name : Marlar Aye  
Designation : Country Manager  
Date : 25.May.2018

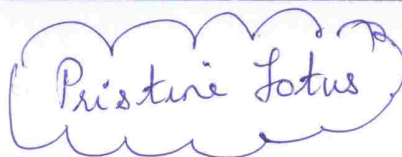


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**From:** May Thu [mailto:sales1@pristinelotus.com]  
**Sent:** Monday, April 02, 2018 10:01 AM  
**To:** PHYO  
**Cc:** Ma Honey; Pristine Sales 3; ZuZu; Ma Thinzar; Ma May Soe; Yoon Yoon  
**Subject:** Fwd: FW: Request Contract for 2018-2019

Dear Ma Phyo Ma Ma,

Warmest Greetings from the Pristine Lotus Hotel Group!

It is always our great pleasure to be of service to you. As a privileged client, we take this opportunity to offer you our Special Rate for your guests valid between 1<sup>st</sup> Apr 2018 to 30th Sept 2019 as follows:

**01st Apr 2018 to 30th Sept 2018 (Low Season)**

**01st Apr 2019 to 30th Sept 2019 (Low Season)**

Lotus Suite	- 245 net per room per night for single / double occupancy.
Louts Villa with Private Spa	- 155 net per room per night for single / double occupancy.
Lotus Villa	- 105 net per room per night for single / double occupancy.
Floating Cottage	- 90 net per room per night for single / double occupancy.
Floating Cottage Family	- 190 net per room per night for single / double occupancy.
Extra Bed	- USD 40 net per bed per night.

**01st Oct 2018 to 31st Mar 2019 (High Season)**

Lotus Suite	- 290 net per room per night for single / double occupancy.
Louts Villa with Private Spa	- 225 net per room per night for single / double occupancy.
Lotus Villa	- 165 net per room per night for single / double occupancy.
Floating Cottage	- 140 net per room per night for single / double occupancy.
Floating Cottage Family	- 330 net per room per night for single / double occupancy.
Extra Bed	- USD 40 net per bed per night.

-Rates for accommodation are inclusive of breakfast;

-Rates are non-commissionable and must be paid by the agent to the hotel directly. In the event that the guest pays directly to the hotel, rack rates shall be applied, with the agent receiving 10% commission on room charges;

-Rates quoted are net, inclusive of prevailing government tax and service charge. The Resort reserves to adjust rates without notice in the event of any change in rules or ordinances relating to government taxes or service charge.

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-Rates are quoted for a maximum of 2 persons per room.

-Ad-Hoc or Incentives rates are available upon request on a case-to-case basis.

-Day use rate is 50% off of contract rate net per room (maximum of 5 hours use & 2 persons per room)

### **Terms and Conditions**

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**Guide Policy** - Guide room rate is US\$ 20.00 net per room/night for single occupancy and meal arrangement are 50 % of contract rate .

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**Cancellation/No Show Policy** - The Tour Operator must notify the Hotel in writing of cancellation and reductions as early as possible, but in any case not later than the notice period specified hereunder (local Myanmar time working hours):

#### **Minimum Notice Required**

30 – 15 Days

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#### **Credit Terms**

All payment has to be made within 2 week credit terms and in US dollars in cash to a legal and identified representative of the Pristine Lotus Spa Resort, Inle. Credit payment has overdue after credit terms we might be specified loan money on interest. When credit period over 3 weeks, tour agent shall be paying for loan money 3% of total payment per month.

Once again, thank you for your interest in the 'Pristine Lotus Resort, Inle' and we look forward to your strong support in the future. Please feel free to contact us for any further information or assistance.  
Thank & Best Regards,

Khin May Thu (Ms.)  
Assistant Sales Manager

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