

The Hotel @ Tharabar Gate  
Old Bagan, Myanmar

Agreement between

THE HOTEL @ THARABAR GATE and ASIA EXPEDITION TRAVELS & TOURS

**The Hotel @ Tharabar Gate**

Near Tharabar Gate 05232,  
Old Bagan, Nyaung Oo Township  
Mandalay Division, Myanmar  
Tel: +95 61 2460037/42/43

**Asia Expedition Travels & Tours**

No.4 Room E, 5<sup>th</sup> Floor, Anawyahtar Road  
Pazundaung Township, Yangon, Myanmar

### Local DMC Wholesales Contract 2018-19

Room Type:	No. of Rooms	Season	Validity:		Contract Rates:		Triple Supplement: Extra Bed including breakfast
			From: inclusive	Until: inclusive	FIT Single/ Double	GIT Single/ Double	
Deluxe (36 sqm)	79 rooms	Mid Season	1 Apr 2018	30 Apr 2018	140	120	50
		Low Season	1 May 2018	30 Sep 2018	80	75	50
		Mid Season	1 Oct 2018	15 Oct 2018	140	120	50
		High Season	16 Oct 2018	31 Mar 2019	150	140	70
		Mid Season	1 Apr 2019	30 Apr 2019	140	120	50

Room Type:	No. of Rooms	Season	Validity:		Contract Rates: Single/ Double	Triple Supplement: Extra Bed including breakfast
			From:	Until:		
Suite (72 sqm)	4 rooms	Mid Season	1 Apr 2018	30 Apr 2018	200	50
		Low Season	1 May 2018	30 Sep 2018	180	50
		Mid Season	1 Oct 2018	15 Oct 2018	200	50
		High Season	16 Oct 2018	31 Mar 2019	350	70
		Mid Season	1 Apr 2019	30 Apr 2019	200	50

All above rates are inclusive of Int'l Buffet Breakfast for maximum of 2 persons.

Meal Rates:	Validity:	1 Apr 2018 to 15 Oct 2018		16 Oct 2018 to 31 Mar 2019		1 Apr 2019 to 30 Apr 2019	
		Adult:	Child:	Adult:	Child:	Adult:	Child:
	Myanmar & Asian Set / Buffet	15	8	17	9	15	8
	International Set/ Buffet	20	11	22	12	20	11
	Mongolian Stir-Fry Buffet	15	8	17	9	15	8
	Western & European Set	22	12	25	13	22	12

**Buffet menus offer for a minimum of 25 persons**

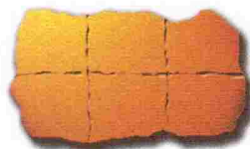
Compulsory Meal Rate	Date	Event Name	Adult	Child
	24 Dec 18	Christmas Eve	80	45
	31 Dec 18	New Year Eve	110	55

- FIT policy : 6 rooms & Below
- GIT policy : 7 rooms & Above

Yangon Sales Office:

Room 2H, 1<sup>st</sup> Floor, Nawarat Condo, Sa Mon Street, 22/24, Pyay East Qtr, Dagon Township, Yangon, Myanmar.  
Tel : 95-1-377956, 376568, 09-4500-54234 Fax : 95-1-377830  
E-mail : smm@tharabargate.com Website : www.tharabargate.com

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#### Terms and Conditions

- All above rates quoted are in United States Dollar and are net, non-commissionable. Rates quoted include 10% service charge, Government Tax 5% and daily breakfast. Should there be increase of percentage of tax collected on service or additional taxes, the hotel holds right to adjust the contract rates accordingly irrespective of the existing contracts.
- Contract Rate increase or decrease during the term of this Agreement, the Contract Rate shall be adjusted accordingly. Rates for Adhoc groups, series, FAM trips, meetings, incentives, conventions, exhibitions or other requirements are available, upon request, directly from the applicable Hotel. Room rates are not applicable for brochure contribution or barter agreement.
- The Contract Rates are only applicable for guests staying on operator's account and against a voucher issued by operator. Should guests extend their stay on their own account, the Hotel's best available published rate shall apply, subject to room availability, to their extended stay.
- The operator must not offer any of the Contract Rates directly to any consumer via its website (B2C), or through any other internet channels, including through companies owned, affiliated or related to the operator without the prior written approval from the Hotel.

#### Booking Procedures

- The operator agrees to provide written orders for bookings including indication of payment method before guest's arrival. Counter rates will be charged direct to the guest in absence of written confirmation from the operator.
- Reservations should not be considered as confirmed until the operator receives confirmation in writing from the Hotel.
- Telephone availability checks are not considered as a commitment for the reservation. The Hotel is not required to provide verbal confirmation of availability.
- FOR RESERVATIONS:  
Telephone: + 95 1 377 956, + 95 1 376 568  
Fax: + 95 1 377 830  
Email: [smm@tharabargate.com](mailto:smm@tharabargate.com); [sales@tharabargate.com](mailto:sales@tharabargate.com); [reservation@tharabargate.com](mailto:reservation@tharabargate.com)

#### Official Check-in & Check-out

- Official check-in 2pm and check out 12 noon.
- We will require pre-registration to guarantee check-in. Pre-registration of rooms will be charged at 100% of the daily contract room rate and should be requested at time of reservation and subject to availability.
- In order to guarantee early check in or check in before 6am, we recommend the booking the previous night. A charge of 50% of the daily room rate will be charged for checking in between 6am and 10am. After 10am free of charge but subject to availability.
- Late check-out fee of USD\$ 8.00 per hour. After 6pm the full day rate will be applicable. In low season, we would provide free late check-out until 2pm.
- Early departure, full payment will be retained by the hotel.

#### Tour Guide policy

- Room: 50% discount on contract rate and subject to availability.
- Food: 40 % discount
- Beverage: 20% discount

#### Family Policy

- Child aged 0-4 years – stay free with an accompanied adults with an existing bed with complimentary breakfast
- Child aged 5-10 years will get one complimentary extra bed when sharing the same room with parents, but will be charged at 50% of the adult price (\$14 per adult) for the breakfast per person per meal.

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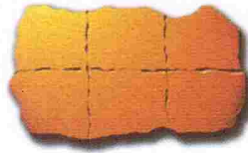
Fax : 95-1-377830

E-mail : [smm@tharabargate.com](mailto:smm@tharabargate.com)

Website : [www.tharabargate.com](http://www.tharabargate.com)

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#### Complimentary Policy

- 1 FOC Room for every 9 paying rooms (maximum 2 FOC rooms per group)
- 1 FOC meal for every 18 paying meals (maximum 2 FOC meal per group)

#### Cancellation of Accommodations

16 <sup>th</sup> Oct 2018 – 31 <sup>st</sup> Mar 2019	1 <sup>st</sup> Apr 2018 – 15 <sup>th</sup> Oct 2018 1 <sup>st</sup> Apr 2019 – 30 <sup>th</sup> Apr 2019
<ul style="list-style-type: none"><li>Between 31 to 22 days – 35% cancellation fees</li><li>Between 21 to 15 days – 50% cancellation fees</li><li>Between 14 to 8 days – 75% cancellation fees</li><li>Within 7 days – 100% cancellations</li></ul>	<ul style="list-style-type: none"><li>Between 14 to 8 days – 50% cancellation fees</li><li>Within 7 days – 100% cancellations</li></ul>

#### Cancellation of Meals

Any cancellation of meal bookings must be advised to hotel two (2) working days in advance. 50% of total meal charges are applicable for cancellation made one day ahead. 100% of total meal charges are applicable for same day cancellation.

#### No-show

In case of no show, the operator shall pay to the Hotel a penalty charge of 100% of the expected room revenue.

#### Overbooking

The hotel reserves the right to overbook, which may result in some guests being relocated. In this event, the hotel will secure, and the client agrees to accept, alternative accommodation of at least an equal standard but is not liable to pay compensation to the Tour Operator or any individual hotel guests.


#### Payment Terms

- In high season, 30% deposit of total confirmed accommodation charges is required at least 60 days prior to the arrival of groups (7 rooms and above). If the operator absent to settle deposit without any special deal, the hotel reserves the right to cancel any bookings. The remaining balance should be settled within 14 days after the guests check-out.
- Hotel reserves the right to request up to 100% deposit during high demand periods at any time with the payment deadline specified.
- 2 weeks credit for the remainder, thereafter a 2% interest per month will be added to the total amount due, after 60 days we will charge 3% interest per month, over 90 days we will add a 5% interest per month.

Upon acceptance, please return a signed and company stamp copy to us; if not, the contract is considered void.

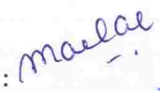

For and on behalf of

**The Hotel @ Tharabar Gate, Old Bagan**

Signature :   
Name : Phu Pwint Phyo (Ms.)  
Title : Senior Sales & Marketing Manager  
Date :

For and on behalf of

**Asia Expedition Travel & Tours**

Signature :   
Name : **Marlar Aye**  
Title : **Country Manager**  
Date : **11. Dec. 17.**  


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