



28 December 2017

Ms. Marlar Aye
Country Manager

Asia Expeditions DMC (Myanmar)

House#04, RM (E),
5th Floor Corner of Anawyahtar Road and Lower Pazundaung,
Pazundaung Township,
Yangon, Myanmar.
Phone : +95 1 200401, +95 9 5062644
Email : phyto@asia-expeditions.com

Wholesale Contract Rate for Asia Expeditions DMC (Myanmar) 2017/2018

As our key business partner, we are pleased to offer our contract rates for the year 2017/2018 for your kind perusal and acknowledgment.

Please be advised that these rates represent a substantial discount on our normal selling rates. We will monitor your room-night production monthly and will meet with you to review and discuss on a quarterly basis.

I would be most grateful if you would review the agreement and confirm your acceptance by signing the back page, and initial all other pages, then scan and email back to me by **2 January 2018**. Please note that your contract rates will not be available to book until we have received the signed contract. In the event that a fully signed original of this agreement is not received by Hilton Mandalay by **2 January 2018**, this agreement is subject to re-negotiation.

We look forward to establishing a fruitful partnership with you in 2017/2018. Should you have any queries at all, please feel free to contact me.

Yours sincerely,

Zing Hnem

ZING HNEM | Cluster Senior Sales Executive

HILTON MANDALAY
YANGON SALES OFFICE

T: + 95 1 2302307, + 95 1 2302308

No 43/44 Kyeemyindine Kanna Road | Sin Min Yard | Ahlone Township, Yangon | Myanmar
Naypyitaw.hilton.com | ngapaliresortandspa.hilton.com | | hiltonmandalay.hilton.com |

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INTERMEDIARY AGREEMENT

COMPANY NAME: Asia Expeditions DMC (Myanmar) references to "Company" or "You" throughout the Agreement refer to company listed directly above)		HOTEL NAME/HILTON ENTITY NAME: Wiseland Investment (Myanmar) Company Limited trading as Hilton Mandalay (hereinafter referred to as "Hotel"), having its principal place of business at No. 1 Junction of 26th and 66th Street, Chan Aye Tharzan Township, Mandalay, Myanmar	
ADDRESS: House#04, RM (E), 5 th Floor Corner of Anawyahtar Road and Lower Pazundaung, Pazundaung Township, Yangon, Myanmar.		HOTEL/HILTON CONTACT: Zing Hnem Cluster Senior Sales Executive HILTON MANDALAY <u>Yangon Office</u> No 43/44 Kyi Myin Dine Kannna Road Sin Min Yard Ahlone Township, Yangon Myanmar	
ACCOUNT NUMBER: Not applicable		Hotel Direct: +95 236488	
Phone : +95 1 200401, +95 9 5062644		Yangon Sales Office: +95 1 2302307~8	
Email : phyto@asia-expeditions.com		Email Zing.Hnem@hilton.com hiltonmandalay.reservations@hilton.com	

I. NET RATES FOR PACKAGES NOT DIRECTLY CONNECTED

Subject to the General Terms and Conditions, Company may provide rooms in a room-only manner through the Net Rate business model only if and as approved in the following table:

Room type		<input type="checkbox"/> Standard	<input type="checkbox"/> ROH	<input type="checkbox"/> Superior	<input checked="" type="checkbox"/> Other: As stated below	Max. Occupancy: 2						
Valid Dates		Room Type	Allotment (Daily)	Cut-off (in days)	Net & Retail Rates per room (in hotel currency, USD)							
From:	To:				Single		Double		Triple		Extra bed with breakfast	
					Net	Retail	Net	Retail	Net	Retail	Net	Retail
01Mar 2018	30Sep 2018	Deluxe	NA	NA	130	NA	140	NA	205	NA	65	NA
		Deluxe Garden	NA	NA	150	NA	160	NA	225	NA	65	NA
		Deluxe Balcony	NA	NA	160	NA	170	NA	235	NA	65	NA
		Premium Hill	NA	NA	170	NA	180	NA	245	NA	65	NA
		Executive Balcony	NA	NA	200	NA	210	NA	275	NA	65	NA
		Executive Balcony Hill	NA	NA	210	NA	220	NA	285	NA	65	NA
		Executive Terrace Hill	NA	NA	220	NA	230	NA	295	NA	65	NA
		Executive Suite	NA	NA	290	NA	300	NA	365	NA	65	NA
		Executive Suite Hill	NA	NA	310	NA	320	NA	385	NA	65	NA

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Valid Dates		Room Type	Allotment (Daily)	Cut-off (in days)	Net & Retail Rates per room (in hotel currency, USD)							
From:	To:				Single		Double		Triple		Extra bed with breakfast	
					Net	Retail	Net	Retail	Net	Retail	Net	Retail
01Nov 2017	28Feb 2018	Deluxe	NA	NA	160	NA	170	NA	235	NA	65	NA
		Deluxe Garden	NA	NA	180	NA	190	NA	255	NA	65	NA
		Deluxe Balcony	NA	NA	190	NA	200	NA	265	NA	65	NA
		Premium Hill	NA	NA	200	NA	210	NA	275	NA	65	NA
01Oct 2018	31 Dec 2018	Executive Balcony	NA	NA	230	NA	240	NA	305	NA	65	NA
		Executive Balcony Hill	NA	NA	240	NA	250	NA	315	NA	65	NA
		Executive Terrace Hill	NA	NA	250	NA	260	NA	325	NA	65	NA
		Executive Suite	NA	NA	320	NA	330	NA	395	NA	65	NA
		Executive Suite Hill	NA	NA	340	NA	350	NA	415	NA	65	NA

Executive Benefits

Guest staying in Executive room and above will enjoy a host of special privileges as follows:

- Exclusive all-day access to the Executive lounge including a private check-in/check-out
- Complimentary all-day refreshments and light snacks at the Executive Lounge from 10am to 8pm
- Complimentary cocktail and canapés every evening from 5.30 to 7.30pm
- Complimentary 2 pieces of pressing per room per stay

Other Terms

- Apartment Suites, Executive Terrace Suite Hill and Ambassador Suite can be offered upon request, please contact the hotel for rates and availability
- The above Room Rates are not applicable for conferences, meetings or incentive groups
- The above rates are not applicable to be sold to any third party or published via websites in any form

Compulsory New Year's Eve and Christmas Eve Dinner

24 Dec 2017/2018, Christmas Eve Buffet Dinner at USD 80 nett per person

31 Dec 2017/2018, New Year's Eve Buffet Dinner at USD 120nett per person

Fee as % of the relevant Retail Rates:

Not Applicable

Blackout dates? ☒ Yes ☐ No

Dates : To be advised by reservation with two (02) weeks notice.

Static rates (not directly connected) may **not** be used online

Tax inclusive ☒ Yes ☐ No

***All rates are quoted in USD**

Tax percentage 5%

***Rates applicable for FIT/GIT Leisure booking only as stipulated above.**

Other tax: Service charge 10%

FIT = Nine rooms and below

Rate are subject to change in accordance to any tax revision impose by the government

GIT = Ten rooms and above

Breakfast inclusive ☒ Yes ☐ No

MEAL PLAN

3 Course Lunch/ Dinner: Add USD 30 net per person

Extra Bed at USD 65.00 net per person/bed per night only

4 Course Lunch/ Dinner: Add USD 40 net per person



II. PAYMENT:

Unless credit facility has been established with the hotel, the hotel requires full payment for each room reserved **fourteen (14) days prior to arrival** or 3 days if booked within 7 days of arrival date. Unless otherwise stated in writing, all the transactions contained in this agreement are in USD (US Dollars).

To establish a credit facility, a credit facility application form will need to be filled in by the company and is subjected to hotel's final approval.

III. PREFERRED PLACEMENT:

The Company shall promote favorably Hilton Mandalay's room inventory and products in all offline channels. The company shall guarantee that, when marketing offline and online, Hilton Mandalay will always appear as the first accommodation option for Mandalay.

IV. OTHER TERMS:

- Hotel Cancellation Policies:

FIT; 14 days prior to arrival (If cancellation is received between 14 to 7 days prior to day of arrival, full payment equivalent to 1 night accommodation per room is chargeable to company. If cancellation is received less than 7 days prior to day of arrival, full payment of total nights booked is chargeable to company)

For group reservations with more than 10 rooms, **30 days prior to arrival** (If cancellation is received between 30 to 15 days prior to day of arrival, full payment equivalent to 1 night accommodation per room is chargeable to company. If cancellation is received less than 14 days prior to day of arrival, full payment of total nights booked is chargeable to company)

- Complimentary Room Policy:

For every group reservation, one complimentary room (inclusive of breakfast) shall be provided by the Hotel for every 10 paid rooms up to a maximum of 3(three) rooms. All complimentary rooms awarded must be utilized during the associated group's stay. Any unused complimentary room(s) cannot be exchanged for cash rebates and/or carried forward for future use

- Child Policy:

Maximum of 1 child in each room with accompanying adults (up to 2 children in suites). No additional room charge will be applied for children 5 years of age and under sharing the same room with their parent(s) or grandparent(s) with existing bedding. Breakfast is complimentary for children under 5 years old and a 50% breakfast charge is applicable for children between 6 years to 11 years old. For children 12 years old and above, it is mandatory for an extra bed to be arranged in the same room according to the above rate, of which breakfast is included.

- Official check-in time is at 1500 hours on day of arrival and check-out time is at 1200 hours on day of departure. Subject to availability, early morning arrivals may be able to check in prior to 1500 hours. To guarantee an early check-in, pre-registration of previous night's accommodation is required
- In the event of guestroom renovation, the hotel reserves the right to charge a supplement on top of the contracted room rates if a reservation is made for a renovated room.
- If the company is interested in discussing large group bookings, please contact the Hotel salesperson at the contact information given above for additional assistance



- In areas where there are boxes for "yes" and "no", if "yes" is not specifically checked and authorized, then "no" is conclusively presumed to apply even if "no" is not specifically marked.
- If you desire to establish credit with Hilton Hotels Corporation, in order for your vouchers for individuals and groups to be accepted, by participating Hilton, Conrad, Doubletree, Embassy Suites, Hampton Inns, Hilton Garden Inns, Hilton Grand Vacations Club, Homewood Suites by Hilton, and the Waldorf Astoria Collection properties and conditioned upon payment by you in not more than 30 days after receipt of the invoice, you must provide Hilton Hotels Corporation with an irrevocable letter of credit drawn on an American Bank or bank with US affiliate acceptable to Hilton, in the amount of US\$ 10,000 or equal to your average billings for A two month period at Hilton, whichever is greater. ALL COSTS/CHARGES FOR THE LETTER OF CREDIT ARE TO BE PAID FOR BY THE APPLICANT. The letter of credit must be maintained for minimum of 12 months. There may be some participating Hilton family properties where credit must be individually established, as noted on the leisure web site, www.hiltonfamilyleisurerates.com By signing this form, you and your company assume responsibility for advising Hilton Hotels Corporation in writing of any change in your company ownership PRIOR TO THE CHANGE. Failure to do so may result in Hilton immediately terminating this Agreement without incurring any liability to you for contracted rooms or rates
- Company agrees that this Intermediary Agreement is not effective unless and until, and is conditional upon, approval of Company by Hilton Hotels Corporation ('Hilton') for such services.

In addition to this page containing the Intermediary Agreement Specific Terms ("Specific Terms"), this Agreement is comprised of all the general terms and conditions set forth on the following web site <http://hiltondistribution.com/globaltc/ukstdterms.php> (collectively, the "General Terms and Conditions"). Password to access the page will be "H1LtOn". You agree that you will offer the terms of this Agreement to any Hilton owned, managed, leased, licensed, franchised or otherwise affiliated hotel that wishes to enter into an agreement with you.

This Agreement, including the Standard Terms & Conditions, constitutes the entire agreement between you and the Hotel and may not be amended or changed unless done so in writing and signed by you and the Hotel. The persons signing below agree that they are authorized representatives of the above indicated Company and Hotel who have authority to enter into this Agreement. This Agreement will not be valid and enforceable until a signed copy is returned to the Hotel by **2 January 2018**.

AGREED AND SIGNED BY:

Asia Expeditions DMC (Myanmar)

Signature: _____

Name: _____

Date: _____

Marlar
Marlar Ayo
Country Manager
Asia Expeditions Travels & Tours

Company Stamp: _____



Signed for and on behalf of

Wiseland Investment (Myanmar) Company Limited
Trading as Hilton Mandalay

Signature: _____

Name: _____

Title: _____

Date: _____

Signature: _____

Name: _____

Title: _____

Date: _____