

Chatrium Hotel

Travel Agent Wholesales Contract: 1st April 2018 effective till end of March 2019

Contract between Chatrium Hotel Royal Lake Yangon and Asia Expedition Travels & Tours

Building 4 ,Room (E-6),6th Floor, anawyardar and lower Pazundaung Township, Yangon Myanmar, 09-5062644

For: Worldwide Market

Room Type	Contract Rate Single/Double FIT	Contract Rate Single/Double GIT	Extra Bed
Validity : 01 April 2018 ~ 31 October 2018			
Deluxe City View Room	US\$110	US\$110	US\$65
Deluxe Nice View Room	US\$120	US\$120	US\$65
Chatrium Club Room	US\$150	US\$150	US\$80
Corner Deluxe Room	US\$250	US\$250	US\$80
Junior Suite Room	US\$300	US\$300	US\$80
Deluxe Suite Room	US\$340	US\$340	US\$80
Luxury Suite room	US\$360	US\$360	US\$80
Royal Suite Room (4 pax)	US\$1300	US\$1300	US\$80
All above rates are <u>inclusive of Int'l Buffet Breakfast for maximum of 2 persons.</u>			
<ul style="list-style-type: none"> FIT policy : 9 rooms & Below GIT policy : 10 rooms & Above 25 rooms and above : to discuss on group by group basis 			

Room Type	Contract Rate Single/Double FIT	Contract Rate Single/Double GIT	Extra Bed
Validity : 01 November 2018 ~ 31 March 2019			
Deluxe City View Room	US\$120	US\$120	US\$65
Deluxe Nice View Room	US\$130	US\$130	US\$65
Chatrium Club Room	US\$170	US\$170	US\$80
Corner Deluxe Room	US\$260	US\$260	US\$80
Junior Suite Room	US\$320	US\$320	US\$80
Deluxe Suite Room	US\$340	US\$340	US\$80
Luxury Suite room	US\$360	US\$360	US\$80
Royal Suite Room (4 pax)	US\$1300	US\$1300	US\$80
All above rates are <u>inclusive of Int'l Buffet Breakfast for maximum of 2 persons.</u>			
<ul style="list-style-type: none"> FIT policy : 9 rooms & Below GIT policy : 10 rooms & Above 25 rooms and above : to discuss on group by group basis Minimum 2 consecutive nights stay during 30 Dec - 2 Jan 2019 			

Meal Rates

Menu	Adult US\$ per person	Child under 11 US\$ per person
Buffet Breakfast at Emporia restaurant	US\$17 net	US\$9 net
Set or Buffet lunch at Emporia restaurant Note * Buffet start from min 30 pax	US\$25 net	US\$13 net
Set Dim Sum lunch at Tiger Hill	US\$ 15 net	US\$ 8 net
Join Buffet dinner at Emporia	US\$28 net	US\$14 net
Additional Menu	Adult US\$ per person	Child under 12 US\$ per person
24 th , 25 th December X'mas Dinner	US\$ 45 net	US\$ 25 net
31 st December New Year's Eve Dinner	US\$ 100 net	US\$ 50 net

Additional Club / Suite room benefits

- Personalized Welcome, Private Check in and Check out on the Club Floor.
- Complimentary Wifi-Internet access
- A refreshing welcome drink upon arrival and a welcome fruit platter in room.
- International Buffet Breakfast at The Emporia or Japanese set breakfast via room service
- Complimentary Coffee, Tea, Juices & Soft Drinks throughout the day available at the Club Lounge
- Complimentary Afternoon Hi-Tea from 14.00 hrs ~ 16.00 hrs at the Club Lounge
- Complimentary Evening Cocktail with house-pouring beverages from 17:00 hrs ~ 19:00 hrs at the Club Lounge
- Complimentary minibar 2 Soft drink and 2 beer
- Complimentary 10 minutes local calls credits per day (non-accumulative)
- Complimentary Use of Meeting Room for 2 hours for maximum 10 pax each day (non-accumulative)
- Complimentary Shoe-shinning Service
- Early Check in and Late Check out (subject to availability)
- Complimentary use of Mini Business Centre & Mini Library at Chatrium Club Lounge (US\$5 allowance per day for printing and copying at Business Centre)
- Daily International Newspaper(Upon request)

Courtesy welcome

- Welcome drink and cold towel upon arrival
- Welcome seasonal fruit in room

Family plan (child under 5 years old)

- Child aged 0-5 years - stay free with an accompanied adults with an existing bed with complimentary breakfast
- Child aged 6-11 years will get one complimentary extra bed when sharing the same room with parents, but will be charged at 50% of the adult price for the breakfast per person per meal.

Honeymoon plan

- 2 Glasses of wine with canape' serving in room
- Honeymooners' flowers set up in room
- 20% discount on Spa menu for couple

Birthday plan

- Complimentary Birthday cake
- 20% discount on food only when dining or birthday anniversary at hotel restaurant.
- 20% discount on spa menu when consume on guest's birthday

Trading Terms and Conditions

1. Rates are valid until 31 March 2019.

All rates quoted are in United States Dollar and are nett, non-commissionable. Rates quoted include 10% service charge and applicable Government Tax 5%. 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.

ANS ✓

Travel Agent Wholesales Contract: 1st April 2018 effective till end of March 2019

Supplements or close out dates may be applicable during pre-determined periods, which will be advised prior to dates applicable. Room rates are applicable to bonafide overseas leisure visitors only for Package programs.

Room rates are applicable on the Operator's account only. Should the guest be paying on his own account, regular counter rates will be applied. The aforesaid special contract rates are offered to Tour Operator expressly and solely for wholesale use and must be "bundled" with another travel component, such as car rental, air fare or tour package.

Room rates are not applicable for commercial delegations, conventions, exhibitions, internet bookings and listings. Room rates are not applicable for brochure contribution or barter agreement.

- Check-In:** Check-in time is from 14.00 hours. Rooms requiring check-in prior to 1400 hours 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.

Check-out is 12.00 hours. Late departures up to 16.00 hours are subject to availability and will be charged at 50% of the daily contract room rate. After 16.00 hours, the full day rate will be applicable.

Late Check-Out

	April - September	October - March
FIT	FOC till 2 pm, 50% from 2-5 pm, 100% after 5 pm	50% from 12-4 pm, 100% after 4 pm
Group	FOC till 2 pm, 50% from 2-5 pm, 100% after 5 pm	50% from 12-3 pm, 100% after 3 pm

- 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.

FOR RESERVATIONS:

T: + 95 1 544 500
F: + 95 1 544 344
E: rsvn.chry@chatrium.com

- Settlement of account:** Full payment is required as follows:
Apr 01~ Sept 30: not less than 14 days prior to arrival,
Oct 01~Mar 31: not less than 30 days prior to arrival,
Hotel reserves the right to request up to 100% deposit during high demand periods at any time with the payment deadline specified.

Credit facilities can be established only by means of a Bank Guarantee (if applicable), Sufficient Floating Deposit, Telegraphic Transfer or such other security acceptable to the Hotel. The amount and all other details of this must be discussed and agreed between the Operator and the Hotel.

Name: Royal Lake Hotel Co., Ltd
US\$ A/C No: 840-101-0017-691-577-001 FCD SAVING
A/C(USD)

Bank Name : Bangkok Bank Public Co., Ltd.
: 333 Silom Road, Bangrak, Bangkok 10500

Swift Code: BKKBTHBK

A/C Name: Royal Lake Hotel Co., Ltd
A/C No: FDR 130004

Bank Name: Myanmar Investment and Commercial Bank Co.,Ltd.

- Vouchers:** The Travel Agent agrees to provide the hotel with a sample voucher for FIT bookings for reference.

- Group Complimentary Policy:** One complimentary room for Tour Leader will be granted for the group of more than 10 full paying rooms. Maximum 2 complimentary rooms are allowed for a group regardless of its size.

- Meal Policy:** Meal for Tour Leader is complimentary when the group size is more than 15 pax and max 2 pax regardless of Group Size.

- Cancellation :**
1-2 rooms: 48 hours prior to arrival day - 0 cancellation fees
within 48 hours - 100% cancellations

3-6 rooms: 14 Days prior to arrival day - 0 cancellation fees
within 14 Days - 100% cancellations

7-9 rooms: 21 Days prior to arrival day - 0 cancellation fee
within 21 Days - 100% cancellations

10-25 rooms: 30 days prior to arrival day - 0 cancellation fees
within 30 days - 100% cancellations

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.

The hotel automatically guarantees all reservations which were duly confirmed by the hotel in written with confirmation number.

The hotel automatically charges full length of stay for any no shows.

- Brochures:** The operator agrees to feature the hotel in rate tariffs and brochures both pictorially and editorially.

- 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.

- Amendments:** Any amendment to this agreement shall only be valid if made in writing and signed by representatives from both the hotel and the travel agent. The waiver of any terms of this agreement on one particular occasion shall not be deemed as a waiver of such terms for any future occasions. Any such waivers are at the discretion of the hotel.

- Termination:** The Hotel reserves the right to at any time by giving notice in writing to the Operator to cancel this agreement forthwith including current and future reservations on the occurrence of any of the following events:

Non-compliance with agreed trading terms.

If the Operator enters into bankruptcy or liquidation whether compulsory or voluntarily (other than for the purposes of amalgamation or reconstruction) or compounds with its or their creditors or takes or suffers any similar action in consequence of debt or is served with notice of or relating to bankruptcy or liquidation proceedings or if execution is levied against any of the assets of the Operator.

If Chatrium Hotel Royal Lake Yangon cannot operate properly or at all, due to fire, storm, typhoon, earthquake, war, explosion, bombing, civil commotion, riot, disturbance or political unrest or any other circumstance(s), event(s), or other force major condition(s) beyond its control or if its license to operate as a hotel is revoked, cancelled or suspended. Upon any change in the composition or (in the case of an operator) ownership of the Operator.

Travel Agent Wholesales Contract: 1st April 2018 effective till end of March 2019

13. **Internet Keyword Marketing:** The Tour Operator shall not bid on or purchase internet placement rights for the Marks or, except as stated above, use any of the Marks in any manner in any of its advertising, including but not limited to Internet and web advertising, without the express written consent of Hotel.
14. **Predatory Advertising:** Tour Operator shall not use, and shall prohibit all web sites within its control from using, any predatory advertising methods designed to generate traffic from Chatrium website, or any other sites that exclusively promote Chatrium brands, for which Tour Operator has no contractual rights for the online promotion of any products or services other than Chatrium Hotels. A predatory advertising method is an advertising method that creates or overlays links or banners on web sites, spawns browser window, or utilizes any other method to generate traffic from a web site without that web site owner's knowledge, permission, and participation.
15. **Applicable Law:** This contract shall be constructed and governed by the laws of the Republic of the Union of Myanmar.

Rates and trading terms as outlined are accepted.

For and on behalf of the

Asia Expedition Travels & Tours

SIGNED BY:

Malar

Name: Malar Aye
Title: Country Manager
Date:

**Marlar Aye
Country Manager
Asia Expeditions Travels & Tours**



For and on behalf of the
Chatrium Hotel Royal Lake Yangon
SIGNED BY:

Phyu Hnin Lwin

Name: Phyu Hnin Lwin
Title: Senior Sales Manager
Date:

SIGNED BY:

Patcharee Meethong

Name: Patcharee Meethong
Title: Director of Sales and Marketing
Date:

CC: Finance, Front Office, Reservation

Summer and Green Season Promotion



Asia Expedition Travels & Tours

Building 4 ,Room (E-6),6th Floor, anawyardar and lower Pazundaung Township, Yangon Myanmar, 09-5062644

04th May 2018

Dear Ma Malar Aye,

"Mingalarpar"

Thank you very much for your kind support to Chatrium Hotel Royal Lake Yangon.

We are pleased to offer Special Promotion for Asia Expedition Travel and Tours Summer and Green Season promotion rate as follow:

Validity : **April 1st – October 31st, 2018**

Room Type	Deluxe (ROH) Single / Double	Extra Bed
Package Rate	USD 90.00 net	USD 65.00 net

Allotment

Period	Room Type	Allotment	Room Type	Allotment	Cut-off Date
01 Apr ~ 31 Oct 2018	Deluxe City View	5 rooms	Deluxe Lake or Pagoda	2 rooms	0 cut-off Date

Business Set

Venue	Meal	Rate
Emporia or Kohaku restaurant	Lunch or Dinner	USD 10.00 net Per Pax

Terms & Conditions:

- ❖ This package rate is applied to new bookings only.
- ❖ Prior reservation is required and it is subject to room availability.
- ❖ Booking shall be through via travel agency only and strictly for leisure market only

Chatrium Hotel Royal Lake Yangon

40 Natmauk Road, Tamwe Township, Yangon, Myanmar T + 95 1 544 500 F + 95 1 544 400 E info.chry@chatrium.com
www.chatrium.com/chatrium_hotel_yangon



- ❖ The above promotion rate shall not be promote via E-Commerce or Internet online
- ❖ Terms & Conditions will be applied according to the contract.
- ❖ Please indicate **"Summer and Green Season Promotion"** when booking is made and in the booking voucher.
- ❖ This promotion is private confidential and cannot be used in conjunction with any other Promotion rates, special rates, contract rates or series rates.

We hope that above offer rates are attractive and should you require any assistance, please do not hesitate and contact us at e-mail: phyuhnin.lwi@chatrium.com or reservation: rsvn.chry@chatrium.com.

Best regards,



Phyu Hnin Lwin
Senior Sales Manager
Chatrium Hotel Royal Lake Yangon

Accepted By:



Malar Aye
Country Manager
Asia Expedition Travels & Tours



Chatrium Hotel Royal Lake Yangon

40 Natmauk Road, Tarnwe Township, Yangon, Myanmar T +95 1 544 500 F +95 1 544 400 E info.chry@chatrium.com
www.chatrium.com/chatrium_hotel_yangon

