

**Hpa-An Lodge****Agent Rate Agreement 2018-2019 (085-January-18)**

This agreement is established and signed on 12th January 18 between Hpa-An Lodge and

Agent Name**Asia Expeditions Travels & Tours**

Daw Marlar Aye

Address: House 4, RM(E), 5th Fl, Corner of Anawyahtar Road and Lower Pazundaung Township, Yangon.

Tel/Fax: '01 200 401 (Direct), 09 5062644, 09 401533484, 09 254219046

Email: ops.asiaexpeditions@gmail.com, marlar@asia-expeditions.com, phyo@asia-expeditions.com

Room Category & Agreement Period	High Season		Green Season	
	01 Nov 18 to 31 Mar 19		01 May to 31 Oct 18 01 to 30 Apr 19	
	FIT/ GIT	Series Half Board Meals	FIT/ GIT	Series
Kayin Cottage-16 Cottages 11 Dbl & 5 Twin (45 Sq M) 2 pax	US\$ 160.00	US\$ 180.00/Single US\$ 200.00/Double	US\$ 110.00	
Kayin Family Duplex-02 Cottages 1 Dbl+ 1 Twin+ 1 Sgl (80 Sq M) 4-5 pax	US\$ 240.00		US\$ 190.00	
Sky Dome-01 (Tent Villa) 1 Dbl (40 Sq M) 2 pax (No Extra Bed Option)	US\$ 220.00		US\$ 140.00	
Extra Bed	US\$ 40.00			

Note

Series Rate for High Season will be applied with half board compulsory meals.

Minimum 2 nights stay booking is require for all group/series bookings in high season period only.

Validity

Rates quoted in this agreement are valid from 01st May 2018 to 30th April 2019.

Meals Rates

Extra Breakfast (Adult) - US\$ 12.00 per person, Children from 04 to 12 Years- US\$ 10 per person.

Group Booking Set – Lunch US\$ 16.00 per person and Dinner US\$ 20.00 (based on minimum 9 pax)

FIT Set Menu with Choice- Lunch US\$ 18.00 & Dinner US\$ 22.00 per person (from 1 to 8 pax).

Christmas & New Year Eve Compulsory Dinner- US\$ 75.00 per person (Children from 04 to 12 years- 50% off)

Yangon Sales& Reservation Office

No. 36-38 (4th Floor#301), Swiss Business Office Center, Grand Myay Nu Condo, Myay Nu Street, Sanchaung, Yangon, Myanmar.

Tel: 95-9-420134807, 95-9-250294669, 95-9- 500 5990, Website: www.hpa-an-lodge.com

Email: Reservation: sales@hpa-an-lodge.com , Sales: sales1@hpa-an-lodge.com, marketing@hpa-an-lodge.com

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Terms & Conditions

RATES

- (i) Room rates are inclusive of breakfast (continental breakfast), tax & service charge.
- (ii) Rates are non-commissionable and applicable only to all reservations made directly with the Sales & Reservation Office in Yangon in written by email, fax or letter.
- (iii) The lodge reserves the right to adjust rates within the agreement period in the event of change in rules or levies by government or by tourism law amendments.

GUIDE POLICIES

Guide room rate is available upon advance request with US\$ 50.00 per room (inclusive of Breakfast). For guides accompanying any group with 6 rooms or more, guide room will be complimentary with daily breakfast (Based on room availability).

CHILD POLICIES

Only one child age of up to 4 years old of age can stay in the existing room with parents or adults without request extra bed or extra breakfast charge. Children from the age between 4 to 12 years old are require to book for extra breakfast (if no extra bed is required). As the maximum guests per room is 3 pax in Karen Cottage and 6 pax in Karen Family Duplex, the extra person or children will be required to book for extra bed (included breakfast) or extra breakfast with additional charge.

DEPOSIT

Group bookings with minimum 6 rooms or more are required a 30% deposit of the total room charges to be paid upon request. Refundable only for any changes or cancellations made 60 days prior to arrival date in High Season and 30 days prior to arrival date in Green Season.

BOOKING & CANCELLATION POLICY

Room reservation & cancellations must be notified in writing. Only with hotel official person acknowledge confirmation for the tour operators request via email or fax are liable by hotel policies.

Tour Operator guarantees to provide all of the following details fifteen (15) days prior to guest's arrival:

Cancellation refers to and includes variations, amendments and additions to duration of stay, no of rooms, room types & F&B reservations. **(Booking Reconfirmation with details is required)**

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CANCELLATION FOR GREEN SEASON

***** Group Bookings (6 Rooms & above)**

Within 30- 21 days prior to arrival date- 50%

Within 20- 10 days prior to arrival date- 75%

Within 09- 01 days prior to arrival date- 100%

FIT Bookings (1 to 5 Rooms)

- No cancellation of total rooms will be charged.

- 50% of total rooms will be charged.

- 100% of total rooms will be charged.

CANCELLATION FOR HIGH SEASON

***** Group Bookings (6 Rooms & above)**

Within 60- 45 days prior to arrival date- 30%

Within 44- 31 days prior to arrival date- 50%

Within 30- 10 days prior to arrival date- 75%

Within 10- 01 days prior to arrival date- 100%

FIT Bookings (1 to 5 Rooms)

- No cancellation of total rooms will be charged.

- No cancellation of total rooms will be charged.

- 50% of total rooms will be charged.

- 100% of total rooms will be charged.

PAYMENT

The lodge requires a full payment in 14 days prior to the arrival date. A guarantee 30% deposit may require case by case for some FITs booking but compulsory for all GITs bookings with 6 rooms & above upon request.

SERIES BOOKING

The lodge requires booking cut off with name list in 60 days prior to the arrival of the series. A guarantee 50% deposit may require for ALL SERIES booking with 6 rooms & above upon request.

CHECK-IN / CHECK-OUT TIME

The Official check-in time is 14:00 hours and check-out time is 12:00 noon. Any early check-in or late check-out request is subject to room availability of the lodge and charges will be applied. Half day use rooms will be charged 50% off the total room rate.

CONFIDENTIALITY & OTHER MATTERS

All information & rate contained in this agreement is private and confidential and may not be disclosed to any third parties or sold other online sales channel or direct consumer via internet with DMC's gent net rates. The Lodge quotes for direct sales or other online bookings at least 30% higher than the DMC's rates. The Lodge is to receive no less display in Agent's promotion brochure & website than any other lodges classified in the same category or ranking.

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Myanmar Citizens & Foreign Resident Certificate Holders (Promotion Rate)

Room Category	High Season (Standard)		Green Season (Standard)	
Agreement Period	01 Nov 18 to 31 Mar 19		01 May to 31 Oct 18 01 to 30 Apr 19	
	Hotel Rate	Agent Net Rate	Hotel Rate	Agent Net Rate
Kayin Cottage-16 Cottages 11 Dbl & 5 Twin (45 Sq M) 2 pax	US\$ 125.00	US\$ 120.00 \$5 commission	US\$ 100.00	US\$ 95.00 \$5 commission
Kayin Family Duplex-02 Cottages 1 Dbl+ 1 Twin+ 1 Sgl (80 Sq M) 4-5 pax	US\$ 200.00	US\$ 190.00 \$10 commission	US\$ 180.00	US\$ 170.00 \$10 commission
Sky Dome-01 (Tent Villa) 1 Dbl (50 Sq M) 2 pax (No Extra Bed Option)	US\$ 190.00	US\$ 180.00 \$10 commission	US\$ 130.00	US\$ 120.00 \$10 commission
Extra Bed	US\$ 45.00	US\$ 40.00 \$5 commission	US\$ 45.00	US\$ 40.00 \$5 commission

*Note: Any other promotion rates which hotel might offer to locals/experts, Travel Agency may enjoy commission amount same as mentioned. **Please kindly check with our office for seasonal promotion rates as the above stated rates may change without notice.** Our reservation team requires verifying the guest's details to comply the special rate for Myanmar citizens and Foreign Resident Certificate bookings.*

CONFIDENTIALITY & OTHER MATTERS

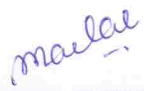

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AGREEMENT ACCEPTANCE

Kindly acknowledge your acceptance of the above-mentioned terms & conditions of this agreement by signing and returning the attached duplicate copy to our Reservation & Sales Office in Yangon.

Accepted by: On behalf of Travel Agent

Signature : 
Name : **Marlar Aye**
Designation : **Country Manager**
Asia Expeditions Travels & Tours
Company : Asia Expeditions Travels & Tours
Date : 

Accepted by: On behalf of Hpa-An Lodge

Signature : 
Name : Aye Thandar
Designation : Sales & Marketing Manager
Hpa An Lodge (Keinnara) by Memories Group
Date : 12nd January 2018