



**CONFIDENTIAL AGENT FIT/GIT MARKET CONTRACT RATES**  
**VALIDITY: 1<sup>st</sup> October 2019 to 30<sup>th</sup> September 2020**

Hotel Address	: JASMINE PALACE HOTEL : 341, Pyay Road, Sanchaung Township Yangon, Myanmar	Company Address	: Asia Expeditions Travels & Tours : House #04, RM (E), 5 <sup>th</sup> FL, Corner of Anawyahtar Rd and Lower Pazundaung
Tel Contact	: 01 538551, 539961, 09 254193883 : Mr. Aung Aung Mon	Tel Contact	: 09 5062644, 01 200401 : Ms. Marlar Aye
Designation	: Sales Executive	Designation	: Country Manager
Email	<a href="mailto:sales1@jasminepalacehotel.com">sales1@jasminepalacehotel.com</a>	Email	<a href="mailto:marlar@asia-expeditions.com">marlar@asia-expeditions.com</a>

This Confidential FIT/GIT Contract Rate Agreement is made between JASMINE PALACE HOTEL (the 'Hotel') Asia Expeditions Travels & Tours (the 'Tour Operator').

The parties have reached an understanding with respect to the rates for accommodation, meal and other services rendered by Hotel to Tour Operator. The Parties agree as follows:

**A) ROOM RATES: ALL MARKETS – ROOM INCLUDING BREAKFAST**

CURRENCY: USD

Room Type	Room allotment	Room Rate
		1 <sup>st</sup> October 2019 – 30 <sup>th</sup> September 2020
Allotment Release		N/A
Superior	N/A	65.00
Deluxe	N/A	75.00
Premier	N/A	90.00
Family Suite	N/A	145.00
Jasmine Suite	N/A	165.00
Extra Bed		35.00

Remark: All rooms are non-smoking

**B) MEAL RATES**

Meal Rates	Breakfast (USD)	Lunch (USD)	Dinner (USD)
Adult	15.00	20.00	25.00
Child between 4-11 years old	50%	50%	50%
Child under 4 years old	FOC	50%	50%

**C) TRANSFER RATES**

Yangon Airport - Hotel	USD40.00 per way per car (max. 3 persons)
Yangon Airport - Hotel	USD90.00 per way per car (max. 6 persons)

**AUTHORIZED SIGNATORY AND COMPANY STAMP**

Ms. Pasuta Sukmanop  
General Manager  
Jasmine Palace Hotel  
Date: 23.01.19

Mrs. Naw Hnin Zi @ Rose  
Director of Sales & Marketing  
Jasmine Palace Hotel  
Date: 23.01.19

Mr. Aung Aung Mon  
Sales Executive  
Jasmine Palace Hotel  
Date: 23.01.19

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Ms. Marlar Aye  
Country Manager  
Asia Expeditions Travels & Tours  
Date: 23.01.19



#### D) CONDITIONS OF AGREEMENT

- All above rates are net in USD per room per night for single and double occupancy and non-commissionable. Rates are inclusive of service charge and applicable government taxes. If any government taxes are raised within this contract period, the hotel reserves the right to adjust the contract rates accordingly to reflect the change.
- The rates given in this contract are not applicable for reservations of **over 10 rooms**; meetings and group or conference business are available upon request and depend upon availability.
- All information & rates offered in this agreement are strictly confidential & may not be disclosed to third parties for whatsoever reason or purpose. The Company should not sell higher than our public rates.

#### E) HONEYMOON OFFERS & ANNIVERSARIES : Year round

Standard complimentary inclusions (subject to minimum 3 nights stay)

- In-room check in.
- Fruit & flower on day of arrival.
- Exotic room set up on day of arrival.
- Half hour complimentary couple massages.
- This offer is not applicable for Superior and Deluxe.

#### F) TOUR ESCORTS

The following concessions will be applicable for Tour Escort only (accommodation must be utilized without payment in lieu):-

- For every 10 paying rooms gets 1 superior room complimentary, arrival and departure should be the same based on room only.  
Maximum two (2) rooms per group or equivalent upgrades, and above at Management's discretion with apply for normal contract room rate used only.

#### G) CHILDREN CONCESSIONS

- Accommodation is complimentary for one child below 11 years when sharing a room with adults. An extra bed can be set up on request .If an extra bed is required a 50% discount is available from the adult price.
- All children under the age of 11 are entitled to 50% discount on all contracted meal arrangements.
- A complimentary baby cot can be provided on request.

#### H) CANCELLATION POLICY

The business partner shall notify the Hotel in writing of any cancellation prior to the minimum notice dates, otherwise a late cancellation charge will be applied as follows:-

**High Season:** (1<sup>st</sup> October to 31<sup>st</sup> March)

- Cancellation received by the hotel less than 14 days prior to arrival day, a cancellation fee equivalent to 100% of the total room charge will be applied.

**Low Season:** (1<sup>st</sup> April to 30<sup>th</sup> September)

- Cancellation received by the hotel less than 7 days prior to arrival day, a cancellation fee equivalent to the contract rate of one night will be applied.

#### I) NO SHOW POLICY

- A reservation is considered "No show" if arrival does not occur on the date reserved and the Hotel is not notified of any emergency delays in writing, the Hotel reserves the right to charge a no show fee of 100% total room charge.

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J) CHECK IN / CHECK OUT TIME

- Check-in time is 14:00 hours.
- Early check in time is required **50% of daily room contract rate**; subject to room availability.
- Check out time is no later than 12.00 hours (noon).
- Late check-out between 12 hours (noon) to 18:00 hours is required **50% of daily room contract rate**, subject to room availability.
- Late check-out after 18:00 hours is required **100% of a full day's room contract rate**, subject to room availability.

K) EARLY CHECK OUT

- In the event that the individual check-out ahead of the booked and confirmed the Hotel reserves the right to charge a penalty to the business partner equivalent to the contract rate of the full length stay.

L) RESERVATIONS

- The Tour Operator shall direct all reservations to the Reservation Department of the Hotel.  
Contact: E-mail: [rsvn@jasminepalacehotel.com](mailto:rsvn@jasminepalacehotel.com) Direct Tel: +95(0) 1 230 4402-3, +95(0) 9795958071
- All reservations are subject to availability and confirmation, unless a firm room allotment has been agreed upon by the Hotel.
- Net rates apply to the initial length of stay / reservation only. Any upgrades or extensions made directly at the Hotel will be payable by the guests directly at the Hotel selling price. Any direct payments made are strictly non-commissionable.

ROOMING LISTS

The Tour Operator shall submit to the Hotel a final rooming list together with flight details and meal requirements at least 15 days prior to arrival. Should the Tour Operator fail to supply such information as specified, the Hotel reserves the right to release the reserved accommodations, unless agreed otherwise by the Hotel.

ALLOTMENTS

Allotments indicated above are considered as part of confidential contract rates and will be provided based on the conditions as outlined below:

- Allotments are not available until the wholesale confidential contract rates agreement is signed; returned and properly received by the hotel.
- All rooms under allotment program must have confirmed name list at release date otherwise automatic release will apply.
- All materialized allotment will be reviewed quarterly, hotel reserves all rights to withdraw all existing allotments should the production falls below 75% and or adjust future allotment depends on the production.
- The hotel reserves the right to request for the return of allotment for a specific period of time when the demand is high. At such time, advance notice will be advised to the agent as soon as possible.

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**M) TERM OF PAYMENT : PREPAYMENT**

- **Deposit/Payment:** Prepayment is required for all bookings. Low Season: 7 days prior of arrival, High Season: 14 days prior of arrival. Accommodations not guaranteed by full pre-payment may be subject to cancellation by the Hotel.
- **Credit Term:** Rates on this contract are conditional on payment being received by the Hotel no later than 30 days from the date of invoice. If credit facilities have been established.

**N) BANK DETAILS OF PAYMENT**

Account Name : MYANMAR ALINKAR HOTEL GROUP (JASMINE PALACE HOTEL)

Account Number : 05710905701888801 (USD)

Bank Name : KBZ Bank (KYUN TAW LAN)

Account Type : Business Account

Branch : Kyun Taw Lan

Swift Code : KBZBMMMY

**O) DISPUTES, ACTIONS OR OTHER MATTERS ARISING**

- It is expressly agreed and declared that the proper law of this Agreement is the law of Myanmar and that any disputes, actions or other matters arising hereunder shall be determined in a court of Myanmar in accordance with the laws and procedures of Myanmar and under any all circumstance. In order to validate and activate this contract, please indicate your acceptance of the terms and conditions by signing and return a copy with authorized signatory of the Company. Reservations cannot be taken at this contracted rate until the Hotel is in procession of this contract signed by the Company.

**P) REMARK**

**• Brochure**

The Tour Operator will feature the Hotel in its tour program (s) and brochure (s) as a 4 Stars Hotel and include a photograph of the Hotel when appropriate. Sample copies of such brochure (s) must be made available to the Hotel. The layout must be confirmed prior to the printing of the brochure.

**• Website Sales (B2C)**

The rates contained in this contract are strictly for wholesale purposes only. ***The tour operator is responsible to ensure that the rate in this document is strictly confidential. This contract rate should not be published or disclosed on internet website and not linked with any other OTAS and other e-commerce platforms.*** Regular checks of web sites are made, and should rates be found lower then reservations from these sites will not be honored. The tour operator is also responsible for all pictures and descriptive text of the hotel and must ensure that it is correct and kept up to date.

- **If you are in agreement with these terms and conditions, please sign and return the copy of this contract not later than 15 days.**

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