

31 July 2018

Ms. Mar Lar Aye
Country Manager

Asia Expeditions Travels & Tours Co.,Ltd

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

Wholesales Contract Rate for Asia Expeditions Travels & Tours Co., Ltd. 2018/2019

Dear Ms Mar Lar Aye,

As our key business partner, we are pleased to offer our contract rates for the year 2018/2019 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 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 **7 Aug 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 by **7 Aug 2018**, this agreement is subject to re-negotiation.

We look forward to establishing a fruitful partnership with you in 2018/2019. Should you have any queries at all, please feel free to contact me.

Yours sincerely,

Nay No

NAY NO THU | Cluster Sales Manager

HILTON MANDALAY | HILTON NAY PYI TAW | HILTON NGAPALI RESORT & SPA
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 | facebook.com/HILTON | twitter.com/HILTONHOTELS

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INTERMEDIARY AGREEMENT

COMPANY NAME: Asia Expeditions Travels & Tours Co.,Ltd. references to "Company" or "You" throughout the Agreement refer to company listed directly above)	HOTEL NAME/HILTON ENTITY NAME: Eden Group Co., Ltd. trading as Hilton Ngapali Resort & Spa (hereinafter referred to as "Hotel"), having its principal place of business at No 2, Airport Street, Zee Phyu Gone Village, Ngapali Beach, Thandwe, Rakhine State, Myanmar 11221
ADDRESS: House#04,RM (E), 5 th Floor Corner of Anawyahtar Road and Lower Pazuntaung Pazuntaung Township Yangon, Myanmar.	HOTEL/HILTON CONTACT: Nay No Thu Cluster Sales Executive HILTON MYANMAR <u>Yangon Office</u> No 43/44 Kyi Myin Dine Kannna Road Sin Min Yard Ahlone Township, Yangon Myanmar
ACCOUNT NUMBER: Not applicable	
Tel : +95-1-200401	Hotel Direct: +95 432042130
Other email : malar@asia-expeditions.com	Yangon Office: +95 1 2302307~8

I. **NET RATES FOR PACKAGES IF 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 (if there is no allotment for Company, enter "N/A" in Validity Dates, Allotment, Cut-Off and Net Rates columns and Discount off each off the relevant retail rates at bottom of this box instead; N/A at top of column applies to entire column):

Room type (A)		<input type="checkbox"/> Standard	<input type="checkbox"/> ROH	<input type="checkbox"/> Superior	<input checked="" type="checkbox"/> Other: As stated below	Max. Occupancy: 2								
Validity Dates		Room Type	Allotment (Daily)	Cut-off (in days)	Net & Retail Rates per room (in hotel currency US\$)									
From:	To:				Single		Double		Triple		Quad		Extra bed with breakfast	
					Net	Retail	Net	Retail	Net	Retail	Net	Retail	Net	Retail
01 Mar 2019	12 April 2019	Deluxe Room	NA	NA	120	NA	120	NA	175	NA	NA	NA	55	NA
18 April 2019	31 Oct 2019	Lagoon Suite	NA	NA	185	NA	185	NA	240	NA	NA	NA	55	NA
		Ocean View Villa	NA	NA	305	NA	305	NA	360	NA	NA	NA	55	NA

13 April 2019	17 April 2019	Deluxe Room	NA	NA	200	NA	200	NA	270	NA	NA	NA	70	NA
01 Nov 2018	18 Dec 2018	Lagoon Suite	NA	NA	265	NA	265	NA	335	NA	NA	NA	70	NA
10 Jan 2019	28 Feb 2019	Ocean View Villa	NA	NA	385	NA	385	NA	455	NA	NA	NA	70	NA
19 Dec 2018	9 Jan 2019	Deluxe Room	NA	NA	260	NA	260	NA	330	NA	NA	NA	70	NA
		Lagoon Suite	NA	NA	325	NA	325	NA	395	NA	NA	NA	70	NA
		Ocean View Villa	NA	NA	445	NA	445	NA	515	NA	NA	NA	70	NA
Compulsory New Year's Eve and Christmas Eve Dinner 24 Dec 2018, Christmas Eve Buffet Dinner at US\$ 90++ per person 31 Dec 2018, New Year's Eve Buffet Dinner at US\$ 100++ per person Seasonal Closed Periods: June, July, August and September														
Fee as % of the relevant Retail Rates: Not Applicable					Blackout dates? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Dates : To be advised by reservation with two (02) weeks notice.									
Static rates (not directly connected) may not be used online * All rates are quoted in US\$ * Rates applicable for FIT Leisure booking only as stipulated above. * F/S : Freesale (FIT only) MEAL PLAN 3 Course Lunch/ Dinner: add US\$ 30 net per person 4 Course Lunch/ Dinner: add US\$ 40 net per person					Tax inclusive <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Tax percentage 5% Other tax: Service charge 10% Rate are subject to change in accordance to any tax revision impose by the government Breakfast inclusive <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No									

I. HONEYMOONERS:

Honeymooners can enjoy the following:

- A) Guaranteed King bedded room B) Upgrade to higher room type - subject to availability C) Floral honeymoon bed decoration on first night D) 20% discount on Spa treatments at the Spa throughout the stay .E) 30 % discount on cocktails throughout the stay

II. PAYMENT:

Company will remit full payment to Hotel preferably at time of booking, minimum 14 days prior to arrival.



III. PREFERRED PLACEMENT:

The Company shall promote favorably Hilton's room inventory and products online and offline. The company shall guarantee that, when selling online they will appear on the first page above the fold for the applicable destination search

IV. OTHER:

- Hotel Cancellation Policy:
14 days prior to day of arrival. If cancellation is received between 14 to 7 days prior to day of arrival, full payment equivalent to 1 night accommodation 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.
- Hotel Child Policy:
Maximum of 2 children in each room with accompanying adults. No room charge shall be made for children 18 years of age and under sharing the same room with their parent(s) or grandparent(s) without request of extra bed. The Breakfast charges are complimentary under 6 year's olds and 50% breakfast charges between 6 years to 11 years old after fully charges to above 12 years old.
- Official check-in time is at 1400 hours on day of arrival and check-out time is at 1200 hours on day of departure. Where possible early morning arrivals may be able to check in prior to 1400 hours. To guarantee an early check -in, pre-registration of previous night's accommodation is required.
- If Company is interested in discussing group (any booking of more than 9 rooms) please call the Hotel or the Hilton entity at the contact number given above. This agreement does not cover other negotiated or corporate rates. Also, static rates (not directly connected) may never be sold online.
- 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 **7 Aug 2018**.

AGREED AND SIGNED BY:

Asia Expeditions Travels & Tours Co., Ltd.

Signed for and on behalf of

Eden Group Co., Ltd

Trading as Hilton Ngapali Resort & Spa

Signature: _____

Name:

Date:

maelal
Marlar Aye
Country Manager
Asia Expeditions Travels & Tours



Company Stamp: _____

Signature: _____

Name: Nay No Thu

Title: Cluster Sales Manager

Date:

Signature: _____

Name: Matthew @ Kyaw Myo Thu

Title: Cluster Director of Sales

Date: