

Hi Amira,

As the rates for next year are fixed now, I will like to share this information with you.
So, please check below the rate proposal for next year and the model of collaboration.

- Static contract 2020

- in this category we will include the FIT rates with flexible policy, together with the FIT rates with non-refundable policy.

- because we definitely see an increase for the average length of stay indicator, for some specific markets, we will add the MLOS = 3 nights, both for low and high season, using the non-refundable policy.

- each wholesaler seems to agree a specific promo, depending of the typology of clients/partners, specific markets, so it is quite difficult for us to define a specific promotion to be applicable for all and to produce the expected results. So, for the static contract, please take in consideration the best opaque offer/non-visible offer, with 10% discount from FIT flex and FIT NRF, not applicable to MLOS. You can choose up to 2 different promotions, let's say one valid for specific market/s, bookable just with a specific IP recognition, with 10% discount, and one as 10% discount for packages as opaque offer. Both applicable to FIT flex and FIT NRF, but not cumulative between them and with MLOS. I want to keep it non-visible as already are parity problems between partners, so I think this is the best alternative. All wholesalers will receive the same conditions for next year collaboration so it should be just fine. Preferable not to have early booking promos or last minute promos as any change in the BAR rates might have effects to this promos than can become inefficient. Please feel free to add your suggestions regarding this.

- please check below the rates for FIT Flex, FIT NRF and MLOS NRF, for high/low season.



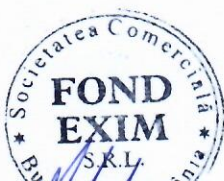
WHS FIT		LOW SEASON		HIGH SEASON	
		Week	Weekend	Week	Weekend
SINGLE	FIT WHS	✓ 52	✓ 48	✓ 64	✓ 58
	FIT NRF	✓ 47	✓ 43	✓ 59	✓ 51
	FIT NRF MLOS	✓ 42	✓ 38	✓ 54	✓ 46
		Week	Weekend	Week	Weekend
DOUBLE	FIT WHS	✓ 62	✓ 58	✓ 72	✓ 66
	FIT NRF	✓ 57	✓ 53	✓ 67	✓ 59
	FIT NRF MLOS	✓ 52	✓ 48	✓ 62	✓ 54
		Week	Weekend	Week	Weekend
JUNIOR SUITE SINGLE	FIT WHS	✓ 57	✓ 53	✓ 69	✓ 63
	FIT NRF	✓ 52	✓ 48	✓ 64	✓ 56
	FIT NRF MLOS	✓ 47	✓ 43	✓ 59	✓ 51
		Week	Weekend	Week	Weekend
JUNIOR SUITE DOUBLE	FIT WHS	✓ 67	✓ 63	✓ 79	✓ 73
	FIT NRF	✓ 62	✓ 58	✓ 74	✓ 66
	FIT NRF MLOS	✓ 57	✓ 53	✓ 69	✓ 61

Low season	High season	Block-out dates
01/01-15/02/2020	16/02-31/03/2020	13-14/06/2020
01/04-21/04/2020	22/04-15/07/2020	17-18/06/2020
16/07-31/08/2020	01/09-09/12/2020	21-22/06/2020
10/12-31/12/2020		28-29/06/2020

- we will prefer to have fixed rates for MLOS, as above, but if this is not possible in your system, they are calculated as 10% off from FIT NRF rates.

- the difference between FIT rates and BAR rates will be about 13-15%, so a decent mark-up level, in order not to affect the FIT when we operate changes in BAR rates. We will keep also in mind to offer you a discount for FIT rates if we will decide to decrease the BAR rates for a specific period, in order to be efficient with both types of contracts.

Now, regarding the contract, please check again the policies regarding the selling to third parties. We don't want to have any parity issues resulted from the undercutting situations or rate leakages practices. We know that sometimes it is impossible also for you to check if your partner is using fair the rates received from you, but please assure that the contracts between you and them are having this kind of clauses. Definitely it is also your responsibility to check if the conditions of a partnership is respected, as



you are the one involved directly with third parties. Please check if there is a clause in your contract with third parties partners that not allow them to sell a rate as a standalone or unbundled basis, if there is part of a package. Because this is the most common practice and for this reason the parity alerts are more and more often.

I think all the aspects are pointed, but feel free to add any comment, together with the contract for next year and the promo proposals.

Thank you for your time and have a great weekend ahead!

Best regards,

Alexandru MATEI

GENERAL MANAGER

HOTEL PARLIAMENT ****

www.parliament-hotel.ro

Tel: +40 21 411 9990 / 0721 332397

Fax: +40 21 411 9991

Mob: +4 0772 168 761

106 Izvor Street, 5th District, 050564, Bucharest, Romania

<RO><Va informam ca datele cu caracter personal furnizate in acest email vor fi folosite doar potrivit scopului pentru care au fost colectate -rezervari servicii hoteliere-, cu respectarea legislatiei in vigoare si a prevederilor Regulamentului UE 679/2016>

<EN> <We inform you that all personal data mentioned in this email, are used for the purpose for which they were collected- hotel services reservations-, in accordance with Article 13 of Regulation (EU) 679/2016 on the protection of personal data>



Amira Saeed
Contracting Agent
World Avenues SA
14.10.2019