

Contract Manager: Mrs. Amel Assal
 Company: World Avenues SA Travel Services
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2016 / 2017 FIT AGREEMENT

Validity: from January 1st 2016 to 31st December 2017

ROOM TYPE	LOW & MID SEASON JANUARY/FEBRUARY/ MARCH/JULY/AUGUST/ NOVEMBER/DECEMBER	HIGH SEASON APRIL/MAY/JUNE SEPTEMBER/OCTOBER
AURA DUS	€ 235	€ 275
AURA DBL	€ 255	€ 295
MODE DUS	€ 275	€ 315
MODE DBL	€ 295	€ 335
CHIC SUITE DUS	€ 385	€ 425
CHIC SUITE DBL	€ 405	€ 445

Rates conditions:

- Above mentioned rates, per room, per night, are inclusive of buffet breakfast, service and 10% VAT.
- City tax of Euro 5€ per night, per person is not included (not applicable to children under the age of 18). Please clearly specify on your reservation forms and vouchers if your organization will take care of the payment of the city tax or not.
- Our ME and Personality Suites "On Request" will be quoted at BAR rate with 20% commission on net VAT rate.
- FIT rates are valid for reservations of a maximum of 5 rooms, above that group rates will be quoted on request.
- Any change in VAT is subject to Italian legislation and can be changed accordingly
- Early assignment of rooms can only be guaranteed by pre-registration from the night before.

TRADE FAIR CALENDAR 2016 – BLACKOUT DATES *:

Milano F1 Gran Prix: From 3rd to 5th September, 2016
 Milano MODA DONNA: from 20th to 26th September, 2016

TRADE FAIR CALENDAR 2017 – BLACKOUT DATES *:

Milan WOMAN FASHION WEEK: from 21st to 27th February, 2017
 Milan DESING WEEK: from 03rd to 08th April, 2017
 ESH: from 15th to 18th June, 2017
 GRAN PRIX 2017: from 01st to 03rd September 2017
 ERS CONGRESS: from 08th to 12th September, 2017
 Milan WOMAN FASHION WEEK: from 19th to 25th September, 2017

*Other fairs and black-out dates will be advised later during the year. Dates might vary.
In case of allotment or free sale these dates would be consider as blackout dates (on request).
Kindly note that the first and the last days specified are included.

Supplements

Third bed supplement (single use): Euro 70,00 per night (including buffet breakfast)

Third bed supplements: 0 – 5 years = free of charge, 5-11 = 30% charge, from 12 years = 100% charge

Please note that third beds should be requested at the moment of the booking and are subject to confirmation. Third beds may be added to some of the Mode double rooms and Suite categories.

Arrivals and Departure:

- Access to the accommodation on the arrival date cannot be guaranteed before h. 15.00, unless a prior agreement with the hotel, subject to availability
- Accommodation must be vacated by no later than 12 noon on the departure date unless otherwise agreed by the hotel in advance

Reservation method

Allotment: 3 Rooms: 1 Aura double room, 1 Mode double room. 1 Chic Suite. Extra allotments on free sale.

Release time: Low Season & Mid-Season: 7 days

High season (midweek & weekend) & Fair period: 14 days

Reservations have to be sent to the hotel's Reservation Office: Email: reservations.me.milan@melia.com
(CC: joan.brullet@melia.com)

or telephone +39 02 84220108

ME Milan Il Duca reserves the right to close out allotments at any dates needed through written email.

It is compulsory to indicate here below the email address where close dates should be sent:

Email for close dates: _____

Cancellation policy

- Cancellation is 7 days prior to arrival in High-season and 1 in Low-season.
- For late cancellations or no-shows will be charged penalty corresponding to 100% stay.
- Early check out ME Milan Il Duca reserves the right to charge 100% of the value of the remaining stay

Charges & Payments

-The Hotel shall send the invoice to Tour Operator in order to Tour Operator make the pre-payment at least 7 days prior to each arrival. The deposit must be made at the following bank account:

Bank Details

UNICREDIT BANCA
PIAZZA EDISON 1.
20123 Milano

IBAN : IT 43 D 02008 01600 000030045291

SWIFT: UNCRITMMXXX

Nominee: Sol Melia Srl.

Via Masaccio 19, 20149 Milano

VAT Nr: 05307630961

Please forward details remittance advices to ME Milan Il Duca – Accounts Department

Confidentiality

- a) Under no circumstances can this contract be amended without prior consent of the hotel.
- b) The agent may only use these rates within a package price, including transportation and/or land arrangements as advertised in a tour program brochure.
- c) The fit rates enclosed in this agreement cannot be published or advertised on any public website . Under no circumstances can they be used to sell directly to the costumer or to a third party without prior consent of the hotel.
- d) The Agent will ensure that none of its buyers/onward distributors/sub-agents are supplying contracted rates through their own website or through integrations of their reservation system with any OTA, OTA network, travel website, travel meta search website or any other online channel.
- e)The agent will limit the distribution of rate or inventory its buyers/onward distributors/sub-agents (online/offline) to the distribution of hotel rooms in combination with flight, train or rental car (dynamic packaging).
- d) The Agent must assure and control their buyers/onward distributors /sub-agents to work exclusively with own brands selling directly to the customers or sub-agents that are selling directly to the customer. Buyers/onward distributors /sub-agents must exclude from their distribution network any agency that provides rates or inventory to other third party agencies (B2B agencies).
- e) Company may communicate from time to time a list of intermediates that must be excluded from Trade Connected Channels (currently Otel, Rumbo, Olotel)

Paid search advertising requirements

1. These paid search requirements apply by Agency to the use of paid search advertising offered by companies operating search engines (including but not limited to Google, Bing and Yahoo), travel information sites (including but not limited to Trip Advisor), or other third party operated web sites which allow this form of advertising (“Paid Search”).
2. Keywords: In its keyword purchasing activities for paid advertisement in search engines, Agency agrees not to purchase an advertising or sponsorship position triggered by the keywords identified by a company’s brand or the name of a hotel managed, operated or franchised by company where each combination of words taken as a whole. However, Agency is free to use the Specified Keywords for online marketing that

are (a) used in a generic context, (b) names of events, places, regions, cities, areas, buildings, monuments, or other landmarks, or (c) other generic terms.

For the avoidance of doubt, nothing in this Agreement shall preclude Agency or its Trade Connected Channels from using any of Company's or Participating Hotels' brands in the source code of the Websites, providing such use is not intended to unfairly influencing organic search results. Melia Hotels International and the Participating Hotels hereby acknowledge and accept that without such use, the Participating Hotels cannot be properly advertised.

3. Agency is not allowed to book Keywords combinations:

3a. Meliá Hotels International Brand terms and their misspellings

e.g: melia, meliá, melià, gran melia, granmelia, me, paradisus, tryp, ininside, sol, ...

3b. Meliá Hotels International Hotel Names terms and their misspellings

e.g.: gran melia don pepe, melia berlin, melia de mar

3c Meliá Hotels International Hotel Names terms without Brand terms and their misspellings,

e.g.: hotel don pepe, hotel white house and all the combinations between this

3d. Brand and Hotel Names terms with other terms and their misspellings, e.g.: hotel gran melia, melia offer, gran melia booking

The Agent must assure and control their buyers/onward distributors /sub-agents to work exclusively with own brands , selling directly to the customers or sub-agents that comply with any clause of this agreement

Rates and terms of this agreement are Confidential and should not be disclosed to any third party including, but not limited to, GDS, IDS, Final Consumers.

Submitted by:

Name: Chiara Della Torre
Position: Director of Sales
ME Milan Il Duca

Read and approved by:

Name: _____
Position: _____
Signature and stamp:

Date: 18 July 2016

Date: _____