

ROSEWOOD  
LUANG PRABANG

2024/2025 FIT WHOLESALe AGREEMENT

Between

LPB Waterfall Company Limited  
dba "Rosewood Luang Prabang"  
Ban Nadueay Village,  
Luang Prabang, Laos PDR  
TEL: + 856 71 211 155

(Herein referred to as "The Hotel")

AND

**Nuba Expediciones**  
96 Serrano, Madrid Spain, 28006  
TEL: +34 917454745

(Herein referred to as "The Operator")

**AGREEMENT PERIOD** – 1 November 2024 through 31 October 2025



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# ROSEWOOD

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## VILLAS & TENTS DESCRIPTION

ROOM TYPES	UNITS	ROOM DESCRIPTION
Hilltop Tent	6 Units King (6)	The design of the Hilltop Tents features colors, textiles and patterns utilized by the area's indigenous hill tribes that still inhabit the wild mountains around us, bringing guests closer to understanding our unique location. The interior of the tent features a king-size bed and oversized daybed. As well as a refreshing rain shower, the classic-style bathtubs invite you to luxuriate longer—as does the oversized balcony with its comfortable sofa. (Size 75 sq.m.)
Waterfall Pool Villa	6 Units King (5) Twin (1)	Inspired by the waterfall that cascades down from the surrounding mountains, these special villas embrace indoor-outdoor living with a 40 sqm interior and 15 sqm exterior. Here, you'll find a king size bed and amazing antique decorations, and amenities that include both rain shower and outdoor wooden bathtubs, double vanities, and an oversized balcony that comfortably accommodates an outside bar, dining table, and sofa—not to mention your own private swimming pool. (Size: 55 sq.m.)
Riverside Suite	4 Units King (4)	The stunning interiors of the Riverside Suites by American designer Bill Bensley—found throughout the entire property—reflect the unique heritage of Luang Prabang, a melting pot of royal influences, colonial French explorers, adventurous traders, and colorful hill tribes. Choose to relax in the large living room, as you watch the river flow just in front of your room. The bathroom features a rain shower and classic bathtub with double amenities. (Size: 74 sq.m.)
Riverside Villa	3 Units King (2) Twin (1)	As the river gently bubbles by, enjoy your King size bed, or the oversized day bed on the balcony. You may not want to leave your villa—the oversized balcony provides a daybed and dining table that encourages you to make the most of your residence. A working desk is provided in case you do need to stay in touch with the world outside, while choose from a rain shower or classic bathtub after a dip in the resort swimming pool, just a short walk away. (Size: 67 sq.m.)
Riverside Room	4 Units King or Twin	Featuring convertible twin beds, these riverside rooms embrace the picturesque views of our mountain setting. The interiors reflect the heritage of our location, while amenities include a work desk, rain shower, classic bathtub, and double vanities. With the Elephant Bridge Bar and bistro just a short walk away, you can enjoy dinner and drinks out before retiring back to your secluded private retreat. (Size: 39 sq.m.)



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Rosewood Luang Prabang epitomizes Rosewood's A Sense of Place® philosophy, the resort is completely immersed within a hilltop environment, where the village meets nature. Designed to encourage visitors to unwind, it will create authentic and exquisite journeys of discovery into the rich local landscape and culture. The resort offers 23 spacious accommodations including four Riverside Rooms (39 sq. m.), four Riverside Suites (74 sq. m.), three Riverside Villas (67 sq. m.), six Waterfall Pool Villas (55 sq. m.) and six Hilltop Tents (75 sq. m.). Each of the resort's guest housings will be bordered by riverbank. Lao tradition and French colonial style will be sensitively woven throughout the design and architecture, including the use of indigenous materials and locally inspired artwork.

ROOM TYPES	HIGH 1 Nov 24 to 22 Dec 24	PEAK 23 Dec 24 to 3 Jan 25	HIGH 4 Jan 25 to 31 Mar 25	LOW 1 Apr 25 to 30 Sep 25	HIGH 1 Oct 25 to 31 Oct 25
Hilltop Tents	1,600	2,000	1,600	1,250	1,600
Waterfall Pool Villas	1,400	1,800	1,400	1,100	1,400
Riverside Suites	1,200	1,600	1,200	950	1,200
Riverside Villas	1,100	1,400	1,100	850	1,100
Riverside Rooms	950	1,150	950	750	950
Cut-Off Date	14 Days	60 Days	14 Days	3 Days	14 Days
EXTRA PERSON Inclusive of Breakfast	USD 250 per person per night				
Baby Cot	Free of Charge				

## RATE INCLUSIONS

- ❖ Daily breakfast for 2 persons per room at The Great House.
- ❖ Complimentary Wi-Fi in room and throughout the Hotel.
- ❖ The above rates are NET, inclusive of 17% tax and service charge.
- ❖ Complimentary Minibar on selected items only, replenished once daily excluding Alcoholic Drink, mocktails and chocolates.
- ❖ Complimentary shuttle service to Luang Prabang City Center
- ❖ The above rates are quoted in U.S dollars.



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SPECIAL OFFERS		
Early Bird Offer	<p><u>Remark:</u></p> <ul style="list-style-type: none"> <li>❖ Worldwide Market exclude Chinese speaking market (including Mainland China, Taiwan, Hong Kong and Macau)</li> <li>❖ Valid for all room types</li> <li>❖ Blackout Period: 23 Dec 24 – 3 Jan 25, 18 – 20 Apr 25 &amp; 1 – 5 May 25</li> <li>❖ Not applicable on Extra Person Fee</li> <li>❖ Combinable with honeymoon benefits only</li> </ul>	<ul style="list-style-type: none"> <li>❖ Book 30 days in advance and receive 15% Discount off Contracted Rates</li> <li>❖ Book 60 days in advance and receive 20% Discount off Contracted Rates</li> </ul>
Honeymoon Offers	Year round 3 nights' minimum length of stay	<ul style="list-style-type: none"> <li>❖ Complimentary bottle of wine upon arrival</li> </ul>
Stay 3, Pay 2	<p><u>Remark:</u></p> <ul style="list-style-type: none"> <li>❖ Worldwide Market exclude Chinese speaking market (including Mainland China, Taiwan, Hong Kong and Macau)</li> <li>❖ Applicable on 1 April 2025 – 30 September 2025</li> <li>❖ Blackout Period: 18 – 20 Apr 25 &amp; 1 – 5 May 25</li> <li>❖ Valid for all room types</li> <li>❖ Not applicable on Extra Person Fee</li> <li>❖ Combinable with honeymoon benefits only</li> </ul>	<ul style="list-style-type: none"> <li>❖ Stay minimum 3 nights get complimentary 3<sup>rd</sup> night.</li> <li>❖ Applicable for cumulative stays; Stay 3 Pay 2, Stay 6 Pay 4, Stay 9 Pay 6 etc.</li> </ul>
Stay 4, Pay 3	<p><u>Remark:</u></p> <ul style="list-style-type: none"> <li>❖ Worldwide Market exclude Chinese speaking market (including Mainland China, Taiwan, Hong Kong and Macau)</li> <li>❖ Applicable on 1 November 2024 – 31 March 2024 &amp; 1 – 31 October 2024</li> <li>❖ Blackout Period: 23 Dec 24 – 3 Jan 25</li> <li>❖ Valid for all room types</li> <li>❖ Not applicable on Extra Person Fee</li> <li>❖ Combinable with honeymoon benefits only</li> </ul>	<ul style="list-style-type: none"> <li>❖ Stay minimum 4 nights get complimentary 4<sup>th</sup> night.</li> <li>❖ Applicable for cumulative stays; Stay 4 Pay 3, Stay 8 Pay 6, Stay 12 Pay 9 etc.</li> </ul>

## BOOKINGS

- ❖ No minimum length of stay is required to benefit from the attached rates unless specified.
- ❖ Should the guest request a higher room category to the one initially booked, then a relevant surcharge will be applied directly to the guest at the resort.
- ❖ Check-in time is 15:00 hours on the arrival date. Access to rooms prior to this time will only be offered depending on the availability of rooms at the time of arrival. In order to guarantee early check-in, the approximate arrival time shall be stated on the reservations, an additional charge will apply as per below.
  - Early Check – In before 09:00 hrs. charge 100% of the daily room rate
  - Early Check – In after 09:00 hrs. charge 50% of the daily room rate
- ❖ Check-out time is 12:00 noon on the departure date. Late check-out may be arranged by the Hotel. Depending on the availability of rooms at the time of the departure, an additional charge will apply as per below:
  - Late Check – Out before 18:00 hrs. charge 50% of the daily room rate
  - Late Check – Out after 18:00 hrs. charge 100% of the daily room rate



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Booking confirmation needs to state:

- ❖ Full Name (First Name & Surname as appears in passport) of all guests, including any sharers.
- ❖ Age of children (if applicable)
- ❖ Category of reserved room and number of units
- ❖ Date and time of arrival/flight details
- ❖ Date and time of departure/flight details
- ❖ Country of origin & Guest Nationality
- ❖ Partner Agency or Tour Operator generating the booking.

## **FESTIVE SEASON CONDITIONS**

Minimum stay of 3 nights applies for arrivals between 23 December 2024 to 01 January 2025

## **MINIMUM AGE**

Minimum age of 18 years or above is required for a stay at the Resort, unless minors are accompanied by parents or another legal adult guardian.

## **CHILD POLICY**

Rosewood Child Policy when travelling with parents:

- ❖ Children of ages up to 12 years old and younger may share their parent's room at no additional charge.
- ❖ Complimentary breakfast for children of age up to 12 years old (inclusive)
- ❖ Baby cots and day bed setup are provided free of charge.

## **ADDITIONAL AMENITIES FOR CHILDREN**

- ❖ Welcome gift for child(ren)
- ❖ Children's menus and snacks (additional charge)
- ❖ Babysitting services (Subject to an additional charge and 1 day's advance booking required)

## **ROOM OCCUPANCY & EXTRA BED**

ROOM TYPES	ROOM OCCUPANCY
Hilltop Tent	2 adults + 1 existing sofa bed (can sleep 1 adult, no children under 12 years old)
Waterfall Pool Villa	2 adults + 1 existing sofa bed (can sleep 1 child) + 1 baby cots (age up to 3 inclusive)
Riverside Suite	2 adults + 1 existing sofa bed (can sleep 1 child) + 1 baby cots (age up to 3 inclusive)
Riverside Villa	2 adults + 1 existing sofa bed (can sleep 1 child) + 1 baby cots (age up to 3 inclusive)
Riverside Room	2 adults



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## CONNECTING ROOMS & BEDDING REQUIREMENTS (KING OR TWIN)

Offered upon request, subject to availability at the time of check-in. Bedding requirements must be stated at the time of booking, however will remain subject to availability.

- ❖ Riverside Rooms are interconnecting with Riverside Suites (2 interconnecting pairs)
- ❖ Riverside Rooms and Riverside Suites can be connected altogether to create up to 4 bedrooms (2 interconnecting pairs between Riverside Rooms & Riverside Suites)
- ❖ For safety reasons, Hilltop Tents are not suitable for children under 12 years old, so this room type is available to adults above 12 years old only.
- ❖ Third person supplement rate of USD 250 NET per person per night. The rate is inclusive of breakfast and 1 existing sofa bed setup.

## RESERVATIONS

Net rates and room availability are subject to confirmation at the time of booking. All booking requests should be sent by e-mail directly to the Reservations office of the Resort. Bookings will only be confirmed once a confirmation number has been issued. The Resort will refrain from verbal confirmations over the phone and only issue confirmations via e-mail.

Reservations contact information is as follows:

ADDRESS            Rosewood Luang Prabang, Ban Nadueay, Luang Prabang, Laos PDR  
E-MAIL             Luangprabang.reservations@rosewoodhotels.com  
TEL:                +856 7121 1155

## DOUBLE BOOKINGS

In case that the Hotel has sufficient reasons to believe that a potential double booking may occur, due to an existing booking with same or similar booking details (name, number of rooms and dates) via a third-party source, the Hotel may reject any new booking requests with the same booking details, until the existing booking via a third party has been cancelled.

## CLOSE-OUT & STOP SELL PERIODS

The Hotel reserves the right to update any close out dates or stop sale as deemed necessary.

## CANCELLATIONS

A written notification must be received when any reservation is to be cancelled.

PERIOD	CANCELLATION PERIOD	CANCELLATION CHARGE
Low	Within 3 days prior to arrival	100% cancellation charge for the entire reservation
High	Within 15 days prior to arrival	100% cancellation charge for the entire reservation
Peak	Within 60 days prior to arrival	100% cancellation charge for the entire reservation
All Seasons	No Show & Early Departure	100% cancellation charge for the entire reservation



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## **FORCE MAJEURE**

In the event that this contract cannot be performed due to causes that are outside the reasonable control of the Resort or client ("Force Majeure" causes, as defined below) and cannot be avoided by the exercise of due care, the affected Party may cancel, upon written notice, without liability of any nature, and Resort shall return any deposits/pre-payment. The following events constitute a Force Majeure, should any make performance under this contract illegal or impossible (including where it is illegal or impossible for Group to attend the Event): Acts of God, war, terrorist act, government regulation, strikes, riots, natural disaster such as earthquake, hurricane, tornado or cyclone, infectious disease outbreak, or any other cause beyond the Party's control. In the case of Force Majeure, whenever possible, the partner will in good faith make every effort to reschedule the event for a later date. Notwithstanding anything herein to the contrary, a change in economic circumstances sustained by either Party or a change in a Party's internal policies shall not constitute an event of Force Majeure.

## **PAYMENT TERMS & CREDIT**

- ❖ Credit facilities need the Hotel's approval.
- ❖ Credit facilities will officially take effect once the Hotel notifies the Operator. All payment terms will be in accordance with credit facility agreement.
- ❖ All invoices must be settled 14 days prior to arrival during Low and High Seasons and 60 days prior to arrival during Peak Season.
- ❖ All reservations are payable / guaranteed via bank transfer and credit card at time of booking, unless credit facilities are in place.
- ❖ In the event of payment arrangements are not confirmed in advance, the Hotel reserves the right to collect such payment from the guest directly upon check-out, at the Best Available Rate.
- ❖ Where a Partner arranges payment to the Hotel through a third party, the Operator shall remain responsible for such accounts until full payment has been received by the Hotel
- ❖ The Operator agrees to assist with any and all damages incurred as a result of the failure of the guest to pay for the Hotel's service.
- ❖ Unless otherwise agreed, all incidentals will be billed directly to each guest. In order to be able to access the ancillary services of the Hotel, each guest will be required to present a valid credit card upon check-in, on which an amount of sufficient pre-authorization can be obtained to cover the anticipated use of the Hotel's ancillary services, and we require each guest's home/business address and e-mail address. Each guest must settle his or her account in full upon departure.
- ❖ The Operator will be liable to pay interest on the outstanding amount of the invoice at the rate of one-point five percent (1.5%) per month. Delay in payment may result in suspension or withdrawal of credit facilities.



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## BANK REFERENCE

BANK	Banque Pour Le Commerce Exterieur Lao Public
BRANCH	Luangprabang
ACCOUNT NUMBER	USD Account Number: 052 12 01 00975454 001 KIP Account Number: 052 12 00 00975454 001 THB Account Number: 052 12 02 00975454 001
ACCOUNT NAME	LPB Waterfall Company Limited
COMPANY ADDRESS	Nadueay Village Luangprabang Lao
SWIFT CODE	COEBLALA
BANK ADDRESS	1 pangkham street, P.O. Box 2925, Vientiane, Lao PDR

## TERMS & CONDITIONS

- ❖ The information and rates provided in this agreement are private and confidential and may not be disclosed to third parties. The contract rates must not be exposed on internet sites, tariff sheets or sold directly to consumers.
- ❖ All rates provided to the Operator are considered opaque, net rates and are required to have a minimum mark up of 20% when published in brochures, the internet or any advertising and marketing. Failure to comply could result in a termination of contract.
- ❖ All rates provided to the Operator is required to match with hotel website rate when published to the B2C Online Travel Agent channel. Failure to comply could result in a termination of contract.
- ❖ All rates disparity issue by the operator will result in a termination of contract immediately.
- ❖ All rates in this agreement are quoted in U.S dollars per room per night and are inclusive of all applicable taxes and breakfast. The Hotel reserves the right to amend the rates to reflect any change in rates as a result of change in any and all taxes, duties, charges and governmental fees that are applicable to the difference between the Consumer Price and the Standard Room Charge.
- ❖ The above rates are applicable for worldwide market, exclude Chinese Speaking Market (including Mainland China, Taiwan, Hong Kong and Macau).
- ❖ These rates are for the use of bona fide customers travelling on an individual basis and are not applicable to groups (6 rooms and above), exhibition delegates or corporate/business travelers.
- ❖ Contracted rates cannot be sold directly or indirectly to public unless they are packaged with air/cruise/tours or other value-added offers and only through authorized travel companies with bona fide tour programs.
- ❖ Contracted rates cannot be loaded on any e-commerce or websites, unless explicit approval is given by Hotel in writing.
- ❖ Contracted rates cannot be sold directly or indirectly to public unless they are packaged with air/cruise/tours or other value-added offers and only through authorized travel companies with bona fide tour programs.
- ❖ Onward Distribution: The Operator may not transfer or assign rates provided to any uncontracted third-party Operator or organization without written acknowledgment from Rosewood Luang Prabang.
- ❖ Quoted rates are not valid for local corporate/commercial accounts and cannot be sold to local consumer retail agencies.
- ❖ Any extension or shortening of stay is subject to the Hotel's discretion. The Hotel reserves the right to impose a penalty on any early check-out before the stated departure date. A 100% penalty equivalent to the confirmed reservation will be charged.



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- ❖ For the Operator to continue to avail the wholesaler contract rates and privileges, a minimum production of 30 consumed room nights is required during the contractual year. The Hotel reserves the right to review the actual materialization on a quarterly basis, and rates and benefits may be adjusted or revoked accordingly.
- ❖ If the Operator makes Program Rates available to partnered agents, Operator is required to ensure the compliance by both parties and such agents with all applicable laws; and these Terms and Conditions.
- ❖ Hotel may terminate this agreement immediately with written notice to the Contract Party if the Operator commits a breach of this agreement and fails to remedy such breach within seven days of receipt of notice from the Hotel.
- ❖ The Operator may never participate in any co-op advertising or brochure without prior written approval from the Hotel's Director of Sales & Marketing.
- ❖ The Operator shall not use the name, trademark or logo or any other proprietary designation of the Hotel in any advertising or promotional material without the prior written permission of the Hotel. The Operator shall comply with the terms and conditions required by the Hotel for such use. Any use of the Hotel name, images or logo for the purpose of promoting your product must have prior written approval from The Hotel or Rosewood Hotel Group. Any printed forms or literature pertaining to each hotel must be reviewed and approved in writing by The Hotel or Rosewood Hotel Group.
- ❖ The Hotel reserves the right to proof all photography and copy used in any brochure or tariff. Proof of all copy and photography must be submitted to the Hotel prior to the printing and distribution of brochure and/or advertising.

By signing and returning this agreement on or before the due date, this agreement will constitute a binding contract between both parties. The individuals signing is authorized to bind his or her party to this agreement.

In the event that a fully signed copy of this agreement is not received by the due date, neither party will have any further obligations under this agreement.

<b>NUBA EXPEDICIONES</b>	<b>LPB WATERFALL COMPANY LIMITED DBA "ROSEWOOD LUANG PRABANG"</b>
By: _____ Name: Alessandra Girardi Title: Net Rates Director Date: _____	By: _____ Name: Rosemarie Domdom Title: Cluster Director of Sales & Marketing Date: _____



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