

**WHOLESALE F.I.T AGREEMENT – 1 November 2024 – 31 October 2025**  
**VALIDITY: ALL MARKETS EXCLUDING THAI MARKET**

The Standard, Bangkok Mahanakhon	Nuba
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**Special Contracted Rates:**

We are pleased to extend the following Special Contracted Negotiated Rates based on an understanding that a minimum of 150 room nights per annum need to materialize at The Standard, Bangkok Mahanakhon to continue our business cooperation.

Room Category	Bed Type	Inventory	Maximum Occupancy	SQM	Bed + Breakfast rates per Room, per Night	
					High	Low
					1 November 2024 – 31 March 2025	1 April 2025 – 31 October 2025
Standard Prince <i>No extra bed No baby cot</i>	King Bed	17	2A + 1 INF / 1C	29	7,600	7,000
Standard King <i>No extra bed</i>	King Bed	68	2A + 1 INF / 1C	40	8,700	8,100
Deluxe King	King Bed	29	2A + 1C / 3A	45	9,900	9,200
Corner Double	Twin Bed	20	2A + 2C / 3A + 1C	56	10,600	10,200
Corner King	King Bed	9	2A + 2C / 3A + 1C	56	13,300	12,600
Suite Spot	King Bed	7	2A + 2C / 3A + 1 C	83	19,500	17,300
Balcony Suite	King Bed	3	2A + 2C / 3A + 1 C	73	29,300	27,400
Penthouse	King Bed	1	2A + 2C / 3A + 1 C	105	36,200	32,000
Bigger Penthouse	King Bed	1	2A + 2C / 3A + 1C / 4A	144	49,200	45,000

**Definitions:**

- A = Adults
- C = Children – below 12 years of age
- INF = Infant – below 4 years of age

## Rate Information

- Rates are quoted in Thai Baht and inclusive of 10% service charge and applicable government tax, currently 7% on price and service charge, effectively a total of 17.7%. All rates are net and non-commissionable
- Rates are for two (2) adults per room or suite per night
- Government tax is subject to change without prior notice. Any increase in government tax or an introduction of any new tax will apply accordingly.
- No checkout is allowed on **31<sup>st</sup> December 2024**.
- Room rates are confidential and cannot be promoted or sold on the internet (online) or otherwise (including 3<sup>rd</sup> party websites) unless 'packaged' with other elements with a minimum of between 20% Margin to 25% Markup must be applied. The company must ensure that reasonable steps are taken to ensure its B2B Partner does not sell the room rates provided in a manner that discloses directly or indirectly the accommodation room rate.
- Wholesale net rates are confidential. It is an obligation of the Agent to ensure rate distributed to 3<sup>rd</sup> party does not undermine rate parity with Standard Hotels website ([www.standardhotels.com](http://www.standardhotels.com)) Therefore, the Agent will not permit any channels to work with, DIRECTLY and INDIRECTLY to:
  1. Selling of rooms / rates to an end-user customer unbundled / not part of a package
  2. Selling of rooms for non-leisure travel, e.g., business / corporate / MICE or Group Travel
  3. Selling of rooms as unpackaged, room only online such as Flash Sales, Online Travel Agents, B2C, NOT limited to [www.expedia.com](http://www.expedia.com), [www.booking.com](http://www.booking.com), [www.agoda.com](http://www.agoda.com), [www.ctrip.com](http://www.ctrip.com), [www.trip.com](http://www.trip.com), [www.hotel.com](http://www.hotel.com), [www.hotelopia.com](http://www.hotelopia.com), [www.hotelquickly.com](http://www.hotelquickly.com), [www.holidayme.com](http://www.holidayme.com)
  4. Selling of rooms through any distribution channels to other parties which undermine rate parity with Standard Hotels brand website

Failure to comply with the above conditions, the Hotel reserves the right to suspend or cancel the contract at any time. The hotels also reserve the right to refuse confirmation should rate disparity occur. The Hotel reserves the right to charge the Agent the difference in addition to contracted rate the variance between Best Available Rate at [www.standardhotels.com](http://www.standardhotels.com) and contracted rate in the event of rate disparity. (Please refer to Breach of Contract point in this contract).

## Extra Person Supplement and Child Policy:

- THB 2,000 net per person per night for extra bed and breakfast  
Extra bed is applicable from Deluxe King and higher categories  
Bigger Penthouse can accommodate two (2) extra beds
- THB 500 net per child from four (4) years old to below twelve (12) years per night for breakfast, child shares bed with parents only
- Child below four (4) years old is complimentary
- Baby cot is available upon request (subject to availability)

## Complimentary Guest Benefits & Amenities for Standard Rooms

- Daily breakfast for two (2) persons
- Bottled house drinking water
- Tea- and Coffee making facilities
- WIFI in all rooms and public areas
- Fully equipped fitness center (24h)
- One time access to rooftop from 7:00 pm – 11:00 pm per room, per stay (rooftop will close for private events without prior notice and is weather permitting)

## Additional Benefits & Amenities for Suites and Penthouse

- Daily turn down amenities
- Daily access to High Standards at Double Standard for sweet and savory from 4:30 pm – 6:30 pm for two (2) persons

## Stop Sale notification.

- If allotments are agreed upon and issued for any room type, these are strictly subject to stop sell and availability updates issued by the hotel.
- All rooms sold under confirmed allotment must be reported in writing within twenty-four (24) hours of the stop sell notification. Unused allotment must be returned to the hotel by the company.
- Allotment renewal is based on productivity in the previous contract period.
- The company is responsible to provide and update the resort with the latest email address in case of any changes or updates in order to receive our weekly availability chart.

### Stop Sale E-Mail:

Contact Name:

## Room Occupancy

### Standard Prince (29 sqm):

- 1 King size bed. Maximum occupancy 2 Adults or 2 Adults + 1 Infant/1 Child sharing bed with adults per room.

### Standard King (40 sqm):

- 1 King size bed. Maximum occupancy 2 Adults or 2 Adults + 1 Infant/1 Child sharing bed with adults per room.

### Deluxe King (45 sqm):

- 1 King size bed. Maximum occupancy 3 Adults or 2 Adults + 1 Infant/1 Child per room.  
1 Extra bed is allowed.

### Corner King (56 sqm):

- Corner King, 1 King size bed. Maximum occupancy 3 Adults or 2 Adults + 2 Child per room or 3 Adults + 1 Child/Infant per room.  
1 Extra bed allowed.

### Corner Double (56 sqm):

- Corner Double, 2 Twin size beds. Maximum occupancy 3 Adults or 2 Adults + 2 Child per room or 3 Adults + 1 Child/Infant per room.  
1 Extra bed is allowed.

### Suite Spot (83 sqm):

- 1 King size bed. Maximum occupancy 3 Adults or 2 Adults + 2 Children per room or 3 Adults + 1 Child/Infant per room.  
1 Extra bed is allowed.

### Balcony Suite (70 sqm):

- 1 King size bed. Maximum occupancy 3 Adults or 2 Adults + 2 Children per room or 3 Adults + 1 Child/Infant per room.  
1 Extra bed is allowed.

### Penthouse (105 sqm):

- 1 King size bed. Maximum occupancy 3 Adults or 2 Adults + 2 Children per room or 3 Adults + 1 Child/Infant per room.  
1 Extra bed is allowed.

### Bigger Penthouse (144 sqm):

- 1 King size bed. Maximum occupancy 4 Adults or 2 Adults + 2 Children or 3 Adults + 1 Child/Infant per room.  
2 Extra beds are allowed.

## Connecting Rooms

Connecting rooms are available with the following options:

- Corner Double with Deluxe King, a total of 20 pairs
- Penthouse with Standard King, a total of 1 pair
- Bigger Penthouse with Standard King, a total of 1 pair

## Check-in / Check-out time

Check-in: 3:00 PM

Check-out: 12:00 PM

Should a guest plan to arrive at the hotel prior to the check-in time, please include this information at the time of booking. Every effort will be made to accommodate early arrivals and room types booked, however, they will both be based on availability at the time of arrival. Hotel does not guarantee early arrivals unless the room is booked from the night before. Same applies to late departures. This will be based on hotel's availability at the time of request and granted based on availability. Additional charges may apply.

## Honeymooners / Anniversary Benefits

### All stays of a minimum of 2 nights

- Bubbles with Love
- Lover's welcome platter
- Champagne breakfast in bed

### Terms and Conditions – Honeymoon / Anniversary Benefits

- Honeymoon / Anniversary offer is combinable with any of the below Contracted Special Offers (1, 2, 3 & 4)
- Honeymoon benefits: The request should not be more than 12 months after the wedding date and proof of marriage shall be presented to the resort upon arrival, else best available rates will be applicable without official notifications to the account and benefits will be declined.
- Anniversary benefits: The request should be with marriage certificate to prove the Honeymoon / anniversary date and it should be part of the stay dates request, else best available published rates will be applicable without official notifications to the account and benefits will be declined. Only applicable for guests celebrating their anniversary same month of their wedding date.
- Benefits are provided once during guests' stay.

### Contracted Special Offers

1- Rolling Early Bird	
Code	EBO90
Booking Dates	90 Day's & Above
Stay Dates	1 November 2024 – 31 October 2025
Offer	20% discount room rate only
Room Categories	All room categories
2 – Rolling Early Bird	
Code	EBO60
Booking Dates	60 Day's & Above
Stay Dates	1 November 2024 – 31 October 2025
Offer	15% discount room rate only
Room Categories	All room categories
3 – Rolling Early Bird	
Code	EBO30
Booking Dates	30 Day's & Above
Stay Dates	1 November 2024 – 31 October 2025
Offer	10% discount room rate only
Room Categories	All room categories
4 – Stay More Nights	
Code	SBMMN
Booking Dates	Now – 31 October 2025
Stay Dates	1 November 2024 – 31 October 2025
Offer	5% discount from room rate for all bookings with minimum 3 nights stay
Room Categories	All room categories

- All contracted offers discount does not apply to extra bed
- All contracted offers cannot be combined with other promotion or discount
- Stay more offer (4) is combinable with Rolling Early Bird (1, 2, 3)
- Blackout Dates: 28 December 2024 – 5 January 2025, 29 January - 9 February 2025, 13 – 15 April 2025

## Transfer Services

We love a grand entrance, and we're delighted to offer you a private airport transfer to or from Suvarnabhumi or Don Mueang International Airport. Check out your options right here.

Type of vehicle	Mercedes Benz S Class	Mercedes Benz V Class	Toyota Camry	Toyota Van Commuter
Route \ Maximum capacity	2 pax 2 luggage & 2 carry-on bags	4 pax 4 luggage & 4 carry-on bags	2 pax 2 luggage & 2 carry-on bags	7 pax 7 luggage & 7 carry-on bags
Suvarnabhumi Airport (BKK) ↔ The Standard, Bangkok Mahanakhon	THB 3,800 Net	THB 4,300 Net	THB 1,900 Net	THB 2,800 Net
Don Mueang Airport (DMK) ↔ The Standard, Bangkok Mahanakhon				

All prices are inclusive of 10% service charge and government tax, currently 7% on price and service charge, effectively a total of 17.7%

All you have to do is send your flight details no later than 24 hours prior to your scheduled arrival or departure to email address [stbk.ge@standardhotels.com](mailto:stbk.ge@standardhotels.com) or by phone +66 2 085 8888.

## Transfer Services Cancellation Policy

All cancellation notifications must be made 24 hours prior to the trip in order to avoid the full charge.

## Smoking Policy

The Hotel is a smoke free environment and smoking is prohibited throughout the Hotel in all event rooms, foyer and public spaces, garden courtyard and food and beverage outlets.

## Reservations Method:

- All reservations are subject to room and rate availability.
- All reservations shall be made via email to [stbk.reservations@standardhotels.com](mailto:stbk.reservations@standardhotels.com) mentioning guest names, room type, room rate, promotion name, period of stay, number of room and other preferences. And shall not be regarded as confirmed until Company is in receipt of a confirmation number in a confirmation letter-email.
- All reservations guest names must match with guest's passport named used upon check in.
- Guest must check in with a voucher/confirmation letter or slip unless advised otherwise by the Tour Operator in writing.

## Brochure

- The operator agrees to feature the Hotel in its tour program(s), brochure(s) and online channels as a luxury Hotel.
- Sample copies of such collaterals must be made available to the Hotel before publishing – sharing – printing for written preapproval. Issuing of contract does not guarantee automatic payment of brochure contribution, which must be negotiated and agreed separately.
- Prior to brochure printing or listing / advertising of the Hotel on the internet; the brochure copy, or web site draft must be viewed at proof stage and both text and photography approved by the Hotel. After brochure production, one copy must be sent to the Hotel for a reference

The Operator will submit any images and description of the Hotel and the location to be featured for approval prior to print. Should the Hotel be misrepresented in the Operator printed or digital material, the Operator will be held liable for any damages occurred.

## Relocation

- The Standard, Bangkok Mahanakhon agrees to use its best efforts to ensure that no guests with a reservation will be "walked" from the resort. In the event resort cannot accommodate any guest with a confirmed reservation, the resort will provide an alternative accommodation at an equivalent or better Hotel as close as possible and at no charge to the guest for the first night the guest is displaced from the resort.
- The Standard, Bangkok Mahanakhon will offer to relocate the displaced guest back to the first available guest room and upgraded accommodate at the resort upon return (if available). The resort reserves the right to carry out repair's renovations or preventative maintenance programs in order to keep the property in good condition for guests.

## Guarantee Policy

- All reservations must be guaranteed with full pre-payment or vouchers (if on credit facilities) provided prior to arrival date of the reservation.
- The Hotel reserves the right to release/cancel non-guaranteed reservations at any time with written notification given to the Tour Operator – up to 60 days prior to arrival date.

## Force Majeure

- Force Majeure releases both parties, company reserving rooms and The Standard, Bangkok Mahanakhon, from their contractual obligations under this Agreement.
- Force Majeure includes war, occupation, civil commotion, strikes, complete collapse of public utilities, complete interruption of air traffic (excepting by reason of weather or strike), but only to the extent that The Standard, Bangkok Mahanakhon and Company are directly affected. In the case of such incidents, all deposit made to The Standard, Bangkok Mahanakhon shall be returned within 21 days of the request.

## Payment Terms

- A credit application must be submitted to establish direct billing. The credit application will be reviewed for approval by the hotel's credit manager.
- Any operator that does not have pre-approved credit must prepay all reservations fourteen (14) days prior to guest's arrival, including tax and applicable service fees, unless previous arrangements have been negotiated. All check payments should be made payable to The Standard, Bangkok Mahanakhon. For reservations arriving in less than seven (7) days, only credit card payments will be accepted.
- All payments are due upon receipt of invoice and should be made payable to The Standard, Bangkok Mahanakhon. Billing inquiries should not affect immediate payment of other outstanding accounts. The hotel reserves the right to withdraw any allocation of credit agreement should the accounts be outstanding more than thirty (30) days. The hotel receives the right to change operator's existing method of payment.
- Hotel will send the "travel company" their corresponding monthly invoice. Travel company has 30 days from receipt of invoice to submit payment to the hotel. Payments can be made by check, credit card, or wire transfer. Accounts not paid within 30 days of the date of the invoice will be charged interest in the amount of 3% per month and billing privileges will be suspended by the hotel.

All payments require to be paid to the following bank account:

**Account Name:** KING POWER MAHANAKHON CO., LTD.  
**Bank Name:** KASIKORN BANK  
**Bank Address:** No. 487 Rang Nam Road, Khwaeng Thanon Phaya Thai, Khet Ratchathewi, Bangkok 10400  
**Account No:** 086-2-96398-9 (THB)  
**SWIFT Code:** KASITHBK

## Incidental Charges

Guests are responsible to pay for their own incidental charges during their stay. A valid credit card must be presented at the time of check in to cover for such charges. Hotel will place a daily hold.

## Cancellation Policy

All cancellation notifications must be made either by contacting the property direct or to The Standard, Bangkok Mahanakhon via e-mail at [stbkk.reservations@standardhotels.com](mailto:stbkk.reservations@standardhotels.com)

Reservations cannot be considered cancelled until Company is in receipt of cancellation number.

Dates of Stay	Cancellation prior to arrival	Charges
<b>High</b> 1 November - 27 December 2024 6 January - 27 January 2025 10 February - 31 March 2025 1 - 7 October 2024	15 - 11 days	50% of full stay
	10 - 0 days/ No Show	100% of full stay
<b>Festive</b> 28 December 2024 - 5 January 2025 29 January - 9 February 2025	30 days/ No Show	100% of full stay
<b>Low</b> 1 April - 30 September 2025 8 - 31 October 2025	3 - 0 days/ No Show	100% of full stay

- Any date and/or name change will be considered as a new reservation and cancellation policy will be applicable as per the above table.

## Governing Law & Jurisdiction

- This Agreement is governed by and construed in accordance with the laws of the Kingdom of Thailand.
- If there is a dispute arisen related to or in connection with this Agreement, the Parties shall submit such dispute to the non-exclusive jurisdiction of the courts of the Kingdom of Thailand.

## Disputes, Actions or Other Matters Arising

- It is expressly agreed and declared that the proper law of this Agreement is the law of Thailand and that any disputes, actions or other matters arising hereunder shall be determined in a court of Thailand. In accordance with the laws and procedures of Thailand and under any all circumstance.

## Breach of Contract

- If the operator breaches any of the provisions of this Agreement, and fails to promptly cure such breach, then The Standard, Bangkok Mahanakhon will reserve the right to refuse the booking may or any reservations from the operator and terminate this Agreement immediately with written notice.

## Termination

The Agreement is subject to termination in case of the following events:

- If the Tour Operator commits a breach of any of the terms and conditions of this Agreement.
- If the Tour Operator declared as bankrupt due to liquidation.
- Upon any change in the composition or (in case of a company) ownership of the Tour Operator.
- Force Majeure - If for any reason beyond the Hotel or Tour Operator's reasonable control, including but not limited to strikes; labour disputes; acts, regulations or orders of governmental authorities; civil disorder, disasters; acts of war; acts of God; fires; flood or other emergency conditions; any delay in necessary and essential repairs of the Hotel; the Hotel or the Tour Operator unable to perform its obligations under this Agreement; such non-performance is excused and such party may terminate this Agreement without further liability of any nature, upon return of the Tour Operator's unused deposit. In no event shall Hotel or Tour Operator be liable for consequential damages of any nature for any reason whatsoever.
- If the Tour Operator circulates contract rates or sub-contracts to other agencies or Tour Operators.
- If there is non-observance by the Tour Operator of the terms and conditions as apply to the rates.

## Operating terms and conditions

- Either party can cancel this contract with a 30-day written notice. Reasons for cancellation can be based but not limited to payment history or low production.
- Overnight parking is available complimentary (subject to change)
- No children under 18 are allowed to spend the night on property, go to the spa or the pool.
- Use of gym, pool and steam room is included in the resort fee.

## Assignment

- Company may not assign or sub-contract this Agreement to any other person or entity.
- This Agreement cannot create a partnership or agency relationship between or among the third parties.



## Acceptance

- By signing and returning the enclosed copy of this agreement and initialing each page within 14 working days from the receiving date of the email.
- Please keep a copy of this agreement for your records. In the event a fully signed original of this Agreement is not received within 14 working days, the agreement is terminated without further notice and subject to re-negotiation should your company request it.
- The parties agree that monetary damages may not be sufficient to protect the Hotel against a breach of these terms and conditions and therefore hotel shall be entitled to equitable relief for enforcement of the provisions hereof.

## Confidentiality

- This Agreement and its contents are strictly confidential and must not be disclosed to any third parties. To protect this confidentiality, the Hotel will not disclose the rates to guests directly.

This Agreement will not be valid and enforceable until a signed copy is returned to the Hotel within 30 days of issuance.

The Standard, Bangkok Mahanakhon	Nuba
 <b>Sunsanee Gawkasem</b> Director of Sales Date: 1 April 2024	 <b>Sofia Suárez</b> Product Director Mexico & Luxury Travel Advisor Date:
	Company Stamp <i>[This Agreement must be signed by an authorized representative of the Company and support with a Company Stamp above]</i>