



THE EXCELSIOR
HONG KONG

10 November, 2016

Mr Mark Bovaird
General Manager
Royal Hong Kong Yacht Club
Kellett Island
Causeway Bay
Hong Kong

(Fax: +852-2239-0329) / (Tel: +852-2239-0301)
Email: execsec@rhkyc.org.hk

Dear Mr Bovaird,

2017 Preferred Corporate Rates

Thank you for your continued support to The Excelsior, Hong Kong. We are pleased to offer **Royal Hong Kong Yacht Club** our special preferred rates for 2017 as follows:

<u>Type of Accommodation</u>	<u>Published Rates</u>	<u>Your Corporate Rates</u>
Standard (280 sq ft / 26 sq m)	HK\$ 3,200	HK\$ 1,450
Superior (280 sq ft / 26 sq m)	HK\$ 3,400	HK\$ 1,650
Superior Side Harbour View (323 sq ft / 30 sq m)	HK\$ 3,600	HK\$ 1,850
Deluxe Harbour View (366 sq ft / 34 sq m)	HK\$ 3,800	HK\$ 2,050
Grandluxe Harbour View (366 sq ft / 34 sq m)	HK\$ 4,000	HK\$ 2,250
Executive Superior (280 sq ft / 26 sq m)	HK\$ 4,100	HK\$ 2,250
Executive Superior Side Harbour View (323 sq ft / 30 sq m)	HK\$ 4,300	HK\$ 2,450
Executive Deluxe Harbour View (366 sq ft / 34 sq m)	HK\$ 4,500	HK\$ 2,650
Executive Suite (591 sq ft / 55 sq m)	HK\$ 7,000	HK\$ 4,200
Deluxe Suite (796 sq ft / 74 sq m)	HK\$ 9,000	HK\$ 5,600
Excelsior Suite (1379 sq ft / 128 sq m)	HK\$18,000	HK\$13,500

*The above rates are applicable for both single and double occupancy and are subject to 10% service charge per room per night. Please note that all taxes are subject to change in accordance with government policy.

*Special Long Stay Package is also available. Please contact our sales department for further details.

The Excelsior, Hong Kong
281 Gloucester Road, Causeway Bay, Hong Kong
Telephone (852) 2894 8888 Facsimile (852) 2895 6459
E-mail - General enquiry: exhkg-info@mohg.com
E-mail - Room reservations: exhkg-reservations@mohg.com
www.mandarinoriental.com/excelsior
Owned and managed by Mandarin Oriental Hotel Group



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Corporate Advantages - Complimentary Amenities and Facilities

- Free wired & WiFi Internet access in the Hotel
- 20% discount on conference room rental in Business Centre
- Complimentary use of The Excelsior Fitness Centre (except face and body treatment)
- Daily newspaper of choice (subject to request)
- Frequent Flyer Programmes
- Two bottled distilled water in room

Additional Special Features – Executive Rooms

- Personalized check-in and check-out at The Executive Lounge
- Free wired & WiFi Internet access in the Hotel
- Exclusive access to The Executive Lounge:
 - Daily executive breakfast from 6:30 am to 10:30 am (Monday to Saturday) and 6:30 am to 11:00 am (Sunday and Public Holidays) respectively
 - Afternoon tea from 3:00 pm to 5:00 pm
 - Cocktails and canapés from 5:30 pm to 8:00 pm daily
 - All day coffee, tea, soft drinks and beer until 11:00 pm
- Free pressing of one suit or dress per stay
- Free local telephone calls and no surcharge on telecom calling cards
- No surcharge on express laundry services
- 10% discount on the secretarial, name card printing, printout, binding, scanning services, fax and photocopy service in Business Centre
- 20% discount at all of The Excelsior's restaurants and bars (except EXpresso, room service, happy hour orders, conferences and banqueting or during special promotion in any outlets). To enjoy the discount, the restaurant bill must be charged to the room folio
- 20% discount on face and body treatment in The Excelsior Fitness Centre

For the comfort and convenience of our guests, kindly be advised that Smart Casual dress code is required in the Executive Lounge (Except Saturday, Sunday and Public Holiday before 5:30pm). This is a non-smoking lounge and children under the age of twelve are not permitted in the Executive Lounge after 5:30pm.

Rate Eligibility

The preferred rates apply to employees of **Royal Hong Kong Yacht Club** and its subsidiaries, company employed consultants or contractors under contract during their dates of stay; and your company's valued clients when reservations are made through **Royal Hong Kong Yacht Club** local or overseas offices. *The Excelsior, Hong Kong* reserves the right to request for company identification or business cards upon check-in, in the event there is no valid company identification the room rate may be elevated to the next best available rate.



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Rate Validity and Availability

The rates offered above will be effective from **1 January 2017 until 31 December 2017**. Please note that each room category carries a fixed inventory. Alternative categories and the respective rates will be applied if the requested category is not available.

Group Bookings

The preferred rates stated within this agreement are valid only for individual travellers and are not applicable for group related room blocks or meetings, **defined as 10 rooms and above staying on the same night**. Group rates will be determined according to the number of rooms required, dates of stay, duration of stay and room types available. The Hotel will offer various room types and corresponding rates available for group bookings depending on the availability of each room type as long as it meets the total number of rooms requested.

The Hotel reserves the right to change the Terms and Conditions for Group Bookings and it will vary depending on the specifications of the Group Booking.

Any room book outside the room block will not be honored towards the room block performance.

Blackout Dates

Royal Hong Kong Yacht Club preferred rates will not be applicable on the following conference and exhibition dates. Reservations on these dates will be based on prevailing room rates and the room availability.

**2017 Blackout Dates: 6 – 9 April, 2017 inclusive (Rugby Sevens 2017)
30 – 31 December, 2017 inclusive**

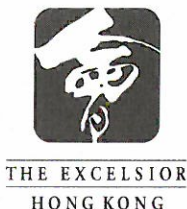
The Hotel reserves the right to change the Reservation / Cancellation and No Show Terms and Conditions during the Blackout Dates. Minimum stay requirement will apply during the blackout periods.

Review of Rate

Please note that your special corporate rates will be reviewed by the end of the year and may be adjusted in accordance with the number of room nights produced.

Guarantee of Room Reservations

In order to hold your reservations, we require either a credit card guarantee, company guarantee with a corporate letter signed by an authorized person in your company along with company stamp, or one night deposit for the reservations received.



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Cancellation Policy

A minimum room charge of one night will be applied to any "no-show" or late cancellation received after 4pm one day prior to arrival (Hong Kong Time). This fee will automatically be charged to the credit card given as guarantee or the prepaid deposit will be forfeited. In the case of any company guarantee, related charges will be posted to the company credit card as provided or billed to **Royal Hong Kong Yacht Club** for settlement provided that we have a letter of approval / or authorisation and the credit facility has been established with the Hotel.

Check-in & Check-out Time

The hotel official check-in time is 2pm and check-out time is 12noon. Any extension up to 6pm, 50% of the daily room rate will be charged, for check-out after 6pm, a full day room rate will be applied.

Payment

Unless prior credit arrangement has been made with the hotel, your guests will be required to settle all their charges before departure.

Should your company wish to shoulder your guests' charges, please send us a guarantee letter in advance on your company letterhead, stamped and signed by an authorized person of your company. At the same time, your company is required to establish a credit account with the hotel by completing the credit form.

If you are in agreement with our offers and the foregoing terms and conditions, kindly sign and return a copy of this letter to us via facsimile number: (852) 2915 7094 on or before **28 November 2016**, so that proper arrangements can be put in place.

We thank you again for your company's valued support, and we look forward to continuing our mutually beneficial relationship with **Royal Hong Kong Yacht Club** in 2017 and beyond.

Yours sincerely
The Excelsior Hotel (Hong Kong) Limited

Cyndi Lau (Ms)
Director of Commerce

CL / lw

Accepted and confirmed by:
Royal Hong Kong Yacht Club



Name: Mark Bovaird
Authorised signature with company stamp
Date: 16 November 2016

c.c. Victor Liu (Mr), Assistant Director of Sales - Corporate, The Excelsior, Hong Kong