


| | | |
|---|----------------------------|--|
| TOUR OPERATOR NAME: Ocean Beds/ Ocean Holidays | | Must be completed for rate agreement to be valid!  |
| Contractor Name & Email Address: simon.hilton@ocean-holidays.co.uk simon hilton | | |
| International FIT Rate Agreement for: | BEVERLY HILLS MARRIOTT | |
| Valid: | 1 May 2018 - 30 April 2019 | |



Net Rates, Allocations, Release Period & Offers:

| Validity Periods: | NET RATES | | ALLOCATION | RELEASE |
|---------------------------------|---------------|------------------|----------------|----------------|
| | Standard King | Standard Dbl Dbl | Each Room Type | Each Room Type |
| 1 May 18 - 7 Jul 18 | \$225 | \$225 | Free Sell | 7 days |
| 8 Jul 18 - 20 Aug 18 | \$244 | \$244 | Free Sell | 7 days |
| 21 Aug 18 - 10-Nov-18 | \$229 | \$229 | Free Sell | 7 days |
| 11-Nov-18-3-Jan-19 | \$219 | \$219 | Free Sell | 7 days |
| 4-Jan-19-30-April-19 | \$225 | \$225 | Free Sell | 7 days |
| CHECK IN: 3PM CHECK OUT: 12NOON | | | | |

Peak Dates (in lieu of stop sell/black out). Please note a 30 day cancellation policy over these specific premium dates notes below.

| Validity Periods: | NET RATES | | ALLOCATION | RELEASE |
|----------------------|---------------|------------------|----------------|----------------|
| | Standard King | Standard Dbl Dbl | Each Room Type | Each Room Type |
| 28 Dec 18 - 2 Jan 19 | \$259 | \$259 | Free Sell | 7 Days |

Close Out Dates:

| Validity Periods: | NET RATES | | ALLOCATION | RELEASE |
|-----------------------|---------------|------------------|----------------|----------------|
| | Standard King | Standard Dbl Dbl | Each Room Type | Each Room Type |
| 12 Jun 18 - 14 Jun 18 | CLOSED | CLOSED | CLOSED | CLOSED |

Tax: Above rates are net, non-commissionable and do not include the current tax of 15.695% (Subject to change without notice)

Tax Breakdown as follows: Occupancy Tax 14% + Tourism Assessment Tax .195% + Cal Tourism Tax 1.5% Total 15.695%

Max Occupancy:

| Room Type | Max | Additional Ad. Cost | Additional Notes: |
|------------------|-----|---------------------|---|
| Standard King | 3 | \$20 | 1 King Bed. Rollaway beds available for King Rooms at a charge of \$25. 330 sq ft/30 sq m |
| Standard Dbl Dbl | 4 | \$20 | 3rd & 4th Adults in room are charged at Additional Adult Cost. 2 Double Beds. 330 sq ft / 30 sq m |

Child Policy: Children under 12 are free with 2 adults and up to maximum occupancy of room.

NB:

The above FIT net rates should never appear or be open for distribution channels as standalone pricing in USD. The Tour Operator is responsible and held accountable for ensuring companies that distribute through them are fully excluded from booking these rates into domestic USA sales channels, including OTA's. There is a zero tolerance policy in effect and in the interests of the true international clients that are depending on using this pricing for which it is solely intended, verification of these distribution terms must be implemented at all times. In the event of any violation of this distribution will result in immediate cancellation of agreement and subject to denial of bookings that were in violation.

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Reservations Reporting:

Reservations should be sent to the hotel as they are received & the hotel will respond back with a confirmation number within 24 hours. It is the responsibility of the tour operator to check back with the hotel should they not receive a confirmation number within 24 hours. The hotel reserves the right, when capacity demands dictate, to send out a stop sell notification - at which point any remaining reservations must be reported within 48 hours and at this time will be closed to any new reservations.

Group Inquiries:

Any reporting under free sell that may be determined as a group – same arrival patterns, source of business/account – of more than 5 rooms arriving in under any one day with same arrival/departure pattern will be flagged and potentially denied under FIT rate agreement for which this pricing is aligned. Please ensure your distribution partners are aware of this and as such should be handled as a group booking request will be priced accordingly.

Cancellation Policy:

Excluding premium dates, rooms must be cancelled a minimum of 72 hours prior to arrival to avoid 1 night plus tax charge being imposed. Premium dates all have a 30 day prior to arrival cancellation in effect to avoid 1 night tax charge being imposed.

Reservations Reporting: FIT bookings are to be made directly to hotel to the attention of the reservations department via the following:

Email: reservations@bhmarriott.com

Fax: 310-277-4469

A return confirmation will follow within 24 hours. Please specify which room type as well as any additional requests.

Payment Policy: VCC/Virtual Credit Card Payment system is preferred method for hotel. Please provide specific operational instructions.

FIT bookings are to be direct billed upon satisfactory completion of hotel credit application. Payment terms are net 30 days from the date of the original invoice. If payment is not received within 30 days, the hotel may immediately impose a late payment charge at the rate of 1.5% per month (annual rate 18%) and the reasonable cost of collection including attorney fees. Any fees associated with sending & receipt of wire transfer payments is the full responsibility of the Tour Operator. Please be sure to reference the billing address clearly on the voucher. Where Direct Billing is not established full prepayment for room and tax must be received no later than 10 days prior to guest arrival - at which time the hotel reserves the right to automatically cancel the reservation without further notice. It is the responsibility of the Tour Operator to maintain timely payment of invoices to avoid suspension of direct billing status. If there is a dispute with an invoice the Tour Operator is to notify the hotel accounting contact within 3 days of receiving to address the disputed items & acknowledges to pay all undisputed items without delay. Please advise client that they will be responsible for providing credit card at check in for any incidental charges, as room and tax will not be disclosed and kept confidential at all times to guest.

Billing Status: Please check the requested payment method below

Tour Operator please check preferred option:

Direct Billing

Virtual Credit Card (VCC)

Pre Pay

x

For Hotel use only:

Direct Billing Approved?

VCC Agreed?

Credit Card or Advance Payment Agreed?

Bank Details for Wire Transfers:

Wire transfers may be made directly to our bank as follows:

Bank details available upon request

Originating and destination wiring fees are to be paid by the sender

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Hotel Contact Information:

| | | |
|--------------------|---|---|
| General Manager: | John Thompson (johnthompson1@remingtonhotels.com) | Beverly Hills Marriott |
| Director of Sales: | margoepstein@remingtonhotels.com | 1150 S. Beverly Drive, Los Angeles, CA 90035 Phone: |
| Revenue Manager: | andrewkucko@remingtonhotels.com | 310-553-6561 Fax: 301-277-4469 www.marriott.com/laxbv |
| Reservations: | reservations@bhmarriott.com | |
| Res Supervisor: | lindsaywojciak@remingtonhotels.com | |
| Accounting: | larrykane@remingtonhotels.com | |

Hotel Details:

| | | | | | |
|---|--|------------------|--|----------------|---|
| Star Rating: | 4 Star | Number of Rooms: | 260 rooms, 10 one bed suites (K or DD) | Room Size | 330 sq ft / 30 sq m |
| Property Location and Distance to ...in miles/km | | | | | |
| Airport: | LAX. 8 miles/12 km south of the hotel. 405 freeway to Wilshire Blvd east to Beverly Drive south. | | | | |
| Downtown: | LA Live and downtown LA are approximately 5 miles east of the hotel via the 10 freeway. Bus, taxi, and car service available at varying rates. | | | | |
| Other (pls specify): | Port of LA is 30 miles/45 km south off in San Pedro California. Discounted car service transportation through in house limousine company at a rate of \$120 | | | | |
| Other (pls specify): | Malibu, Venice & Santa Monica beaches approx 5m7.5km west of Beverly Hills. Public bus transportation, taxi, shuttle and car service transportation available. | | | | |
| Other (pls specify): | Ideally located within walking distance of the world class shopping & dining of Rodeo Drive & mins from The Getty Art Museum, LACMA, the Museum of Tolerance, Staples Event Center, and the attractions of Hollywood, Santa Monica and Venice beaches, and Universal Studios & Disneyland parks. | | | | |
| Hotel Facilities: | Yes | No | Comp. | Cost \$ | Comments |
| Breakfast (Specify type) | | | | \$ | Cook to order breakfast, continental breakfast, and full American breakfast at Beverly Hills Restaurant |
| Business Centre | x | | x | | Located on the lobby level. |
| Bar/Lounge Onsite | x | | | \$ | |
| Washer/Dryer Onsite | x | | | \$ | PICO Cleaners dry cleaning service. |
| Fitness Centre | x | | x | | Located on the second floor |
| Internet Access/WiFi | x | | x | | |
| Meeting/Banquet Facilities | x | | | | 5,000 sq. ft of flexible meeting space including Del Rey Ballroom with pre function/breakout space available for meeting/special events. |
| Gift/Sundry Shop | x | | | | Small gift shop offering convenience items. Dull grocery store & drug store within walking distance. |
| Parking (Self/Valet) | x | | | \$ | Valet Parking charge plus tax (subject to change) |
| Pool (Indoor/Outdoor) | x | | x | | Heated outdoor pool |
| Restaurant(s) | x | | | | Beverly Hills Marriott & Beverly Hills Bar serving American cuisine for breakfast, lunch & dinner. Daily dining, drink specials & happy hour available. |

In Room Amenities:

Marriott Bedding (new mattresses, upgraded linens and douvets, 42" flat screen televisions, refrigerator units), Tea/Coffee Maker, Desk, Hair Dryer, Individual Climate Control, Iron & Ironing Board, Rollaway beds (on request), and Telephone Line . All newly renovated guest rooms feature fantastic views of either west to Century City or east to Hollywood and downtown Los Angeles.

Key Selling Points: **IMAGE LIBRARY - Recently updated high res images available at www.globalhml.com**

Conveniently located in the heart of Beverly Hills, walking distance to Rodeo Drive & world class shopping & dining of Beverly Hills. Centrally located with easy freeway access to all the major attractions of Los Angeles. A beautiful , full service hotel offering on site restaurant & lounge, heated outdoor pool/spa, fitness center & business center services .

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Tour Operator Details (MUST BE COMPLETED IN FULL):

| | |
|--|---|
| Name of Company for Reservation Reporting | Ocean beds / Ocean holidays |
| Other Names on Voucher (if any): | |
| Accounting Contact Details (email/phone/fax) | payables@oceanbeds.com |
| Stop Sale Contact Details (email/phone/fax) | stopsales@ocean-holidays.co.uk |
| Contracting Contact Details (email/phone/fax) | Simon Hilton, simon.hilton@ocean-holidays.co.uk |
| Mailing Address for Billing | North House, St.Edwards way, Romford, Essex, RM1 3AE, England |


Minimum Production:

These preferred FIT rates are extended with the expectation of production levels achieving a minimum of 200 **room nights** annually over the course of the annual year. Failure to achieve this level will result in further review & possible exclusion from future FIT rate agreements.

Confirmation of Acceptance: * IMMEDIATE ACTION REQUIRED *****

In order for these rates and stop sell/peak date rates to be valid, this agreement must be returned back to Mary Keegan, mkeegan@globalhml.com copying in your GHML Account Director within 14 days the date of property signature below.. If this condition is not met, then this agreement is not valid and a new one will be issued and subject to possible revision of stop sell/blackout dates in accordance with changing inventory and conditions at the hotel.

On Behalf of the Hotel:

| | |
|-------|--|
| Name |  |
| Title | EVP & Sales & Marketing |
| Date | 7-10-17 |

On Behalf of the Wholesaler/Tour Operator:

| | |
|-------|-----------------|
| Name | |
| Title | Head of Product |
| Date | 17th July 2017 |