

ANSE CHASTANET - SOUFRIERE – SAINT LUCIA
TEL 758-459-7000 FAX 758-459-7700
e-mail : ansechastanet@ansechastanet.com



NET CONFIDENTIAL TOUR OPERATOR RATES 2019/20 **for travel originating in the UK / Europe**

Please Note:

- Early Bird offer based on % discount rate
- Year round free night offers included
- Pages 1-7 have the main rate loading information

DOUBLE / SINGLE OCCUPANCY

Confidential daily net rates per room, in US Dollars and inclusive of 10 % service charge and 10 % VAT Value Added Tax and bed and breakfast

2019/2020 RATES	*22Dec- 02 Jan BB*	03 Jan- 13 Apr BB	14 Apr - 31 May BB	1 Jun – 31 Oct BB	01 Nov - 21 Dec BB
Standard Garden View*	655	645	479	410	479
Superior Hillside	748	738	572	486	572
Deluxe Beachside	901	891	725	626	725
Deluxe Hillside	969	959	788	689	788
Premium Hillside	1122	1112	945	833	945
**Piton Pool ‘Casuarina’	1293	1283	1112	981	1112
**THE BEACH HOUSE	1122	1112	945	833	945

**** Piton Pool and Beach House categories on request only.**

*** Dec 22-Jan 2- Mandatory Minimum Meal Plan requirement is MAP.
MAP is US 65 per adult person per day/ US\$ 35 per child age 10-16**

ANSE CHASTANET RESORT- NET RATES 2019/20 - PAGE 2

MAXIMUM OCCUPANCY

All rooms can accommodate 2 adults or 3 adults or alternatively 2 adults and 2 children. The beach deluxe rooms can accommodate 2 adults and up to 3 children.

CHILDREN POLICY:

Children under 10 will not be accommodated except **months of July/ August/ September** when minimum **age reduced to 6 years**. Our beach dlx rooms are the most suited for sharing, or hill dlx and premium. Child rate is US\$ 70 per child per day.

MEAL SUPPLEMENTS

Meal plans and extra person rates are quoted daily and per person and are inclusive of tax and service. Bed and Breakfast includes daily full breakfast. Half Board (MAP) includes daily breakfast and dinner. Full Board (FAP) includes daily breakfast, lunch, afternoon tea and dinner. All Inclusive (AI) includes breakfast lunch, afternoon tea, dinner- wine served by the glass, beer, other alcoholic and non-alcoholic beverages (specialty drinks and specialty liqueurs/champagne not included and will attract a charge).

Date Band	Meal plan	Adult rate per day	Child rate per day (10-16)
22 Dec – 2 Jan	Half Board*	\$ 65	\$ 35
22 Dec – 2 Jan	Full Board	\$ 100	\$ 50
22 Dec – 2 Jan	All Inclusive	\$ 140	\$ 70
3 Jan – 21 Dec	Breakfast	Included	Included
3 Jan – 21 Dec	Half Board	\$ 65	\$ 35
3 Jan – 21 Dec	Full Board	\$ 100	\$ 50
3 Jan – 21 Dec	All Inclusive	\$ 140	\$ 70

* Dec 22-Jan 2- Mandatory Minimum Meal Plan requirement is MAP. Supplement charge is mandatory.

EXTRA PERSON/CHILDREN RATES

Add to Double Room Rate PP PER NIGHT- net inclusive rates:

Date Band	Meal plan	Adult rate per day	Child rate per day (10-16)
22 Dec – 2 Jan	Half Board*	\$ 190	\$ 105
22 Dec – 2 Jan	Full Board	\$ 225	\$ 120
22 Dec – 2 Jan	All Inclusive	\$ 265	\$ 140
3 Jan – 21 Dec	Breakfast	\$ 125	\$ 70
3 Jan – 21 Dec	Half Board	\$ 190	\$ 105
3 Jan – 21 Dec	Full Board	\$ 225	\$ 120
3 Jan – 21 Dec	All Inclusive	\$ 265	\$ 140

* Dec 22-Jan 2- Mandatory Minimum Meal Plan requirement is MAP. Supplement charge is mandatory.

MINIMUM STAY REQUIREMENT

7 night minimum stay required for arrival dates: 25-30 December

5 night minimum stay required for arrival dates: 31 Dec – Jan 2

EARLY BOOKING OFFER

Booking window: April 1, 2019 – November 30, 2019
Travel window: Jan 3, 2020 – December 21, 2020
Minimum stay: 7 nights
Offer: 30% Off All-inclusive rates.
Offer is not combinable with other offers except Honeymoon Special
RATE BASIS: AI
Room categories: Standard, Superior, Deluxe Beachside and Deluxe Hillside
Promo Code: 30EBB

Please see below the NET rates calculated with a 30% rate reduction. Rates shown below are final.

2019/2020 Rates	03 Jan- 13 Apr AI Double	03 Jan- 13 Apr AI Single	14 Apr -31 May AI Double	14 Apr - 31 May AI Single	1 Jun – 31 Oct AI Double	1 Jun – 31 Oct AI Single	01 Nov - 21 Dec AI Double	01 Nov - 21 Dec AI Single
Standard	647.50	549.50	531.30	433.30	483.00	385.00	531.30	433.30
Superior Hillside	712.60	614.60	596.40	498.40	536.20	438.20	596.40	498.40
Deluxe Beachside	819.70	721.70	703.50	605.50	634.20	536.20	703.50	605.50
Deluxe Hillside	867.30	769.30	747.60	649.60	678.30	580.30	747.60	649.60

EXTRA PERSON/CHILDREN RATES - DATE BAND JAN 3 – Dec 21, 2020

Add to Double Room Rate PP PER NIGHT- net inclusive rates:

Adults: Add AI: US 185.50

Children: Add AI: US 98

FREE NIGHT OFFERS

5TH NIGHT FREE PROMOTION

Booking window: April 1, 2019 – Dec 15, 2020

Travel window: Jan 3, 2020 – December 21, 2020 (year-round offer)

Minimum stay: 5 nights

Offer: Every 5th night free in categories Standard, Superior, Deluxe Beachside, Deluxe Hillside, Premium Hillside, Piton Pool Suite, Beach House (ALL CATEGORIES)
Offer is not combinable with EARLY BOOKING or other Free Night offers

RATE BASIS: BB, MAP, FAP, AI (Meal Plans that are pre booked, will be free for free nt)

Res Advice 5THNTFREE

SUMMER PROMOTION: 3 FOR 2 AND 6 FOR 4

Booking window: April 1, 2019 – Oct 5, 2020

Travel window: July 15- October 15, 2020

Minimum stay: 3 nights

Offer: Every 3rd night free in categories Standard, Superior, Deluxe Beachside
Offer is not combinable with EARLY BOOKING or other Free Night offers

RATE BASIS: BB, MAP, FAP, AI (Meal Plans that are pre booked, will be free for free nt)

Res Advice 3for2/6for4

***General Information:** Promotional offers/ free nights etc are only guaranteed if they appear in printing in your brochure or online on your websites and are clearly referred to on your vouchers and or reservation advice.*

YEARROUND PROMOTIONS - 2020 Travel Dates

HONEYMOON SPECIAL

Honeymooners staying 5 nights and more will receive a room upgrade subject to availability, bottle of sparkling wine and a complimentary half day sailing trip. Combinable with all offers.

FAMILY SPECIAL FOR ARRIVALS BETWEEN July 15 – September 15, 2020

Months of July/August/September: Minimum age reduced to 6 years.

Children (6 - 16 years): accommodation is free on BB basis when accommodated in room of parents or single parent. Maximum number of free children is 2.

Not combinable with Early Bird Offer, but combinable with all other offers.

TRANSFERS

We ask that all your transfers are booked directly with us to ascertain our standards can be met from arrival: Arriving guests at UVF are greeted by our resort airport representative and receive minted cloth and bottle of water on arrival. Arriving guests at SLU are greeted by our resort airport representative and receive a bottle of water. Transfer Charges may change. If this is the case existing bookings will be protected.

	Hewanorra (UVF)	G F Charles (SLU)
Shared Transfer – one way	\$45.00p/p – Minimum 2 persons	\$60.00p/p-Minimum 2 persons
Private Transfer – one way	\$100 for 1 or 2 pax \$25 for extra pax	\$115 for 1 or 2 pax \$35 for extra pax
Private Luxury Transfer – one way	From \$175.00 per vehicle 1 to 2 pax	From \$195.00 per vehicle 1 to 2 pax

HELICOPTER TRANSFERS – PRESENT RATES ARE:

Helicopter Transfers -

UVF : **US 224 NET**/ US 280 GROSS per person - each way.

SLU : **US 244 NET**/ US 305 GROSS per person - each way.

We have no control over helicopter price changes

The helipad at Anse Chastanet and Jade Mountain is a private helipad and helicopter reservations are available through us directly only, exclusively for our resident guests. The company requires a minimum of 4 passengers booked on any given flight prior to them sending final confirmation of the transfer to us and which may only come to us the day prior of your arrival day. The only way to guarantee a helicopter transfer until such a time, is if you wish to purchase a total of 4 seats and will guarantee this in case no other passengers will have booked. As there is a limited amount of helicopters, please know that mechanical issues or weather issues could always lead to last minute cancellation in which case the resort would automatically secure a land transfer for you. There may also be last minute delays over which we will have no influence as they could be caused by a variety of reasons. Please also be aware that guest luggage will be transported to and reach the resort separately. The hand luggage can travel with the guest.

RESORT CANCELLATION POLICY

Date	Days Before Arrival	Cancellation Charge
22 Dec – 2 Jan	42 – 21 Days	50%
22 Dec – 2 Jan	20 – 0 Days	100%
3 Jan – 21 Dec	21 – 4 Days	3 nights cancellation charge
3 Jan – 21 Dec	3 – 1 Days	75%
Cancellation on the day of arrival or no shows are always charged at 100% charge year round		

SELL AND REPORT

PITON POOL SUITE AND BEACH HOUSE AVAILABLE ON REQUEST ONLY. We prefer to work with sell and report basis. The following cut offs would apply unless we inform you otherwise:

21 Days: Dec 22, 2019- Jan 1, 2020 - 7 Days: Jan 2- Dec 21, 2020

Cut-offs will be reduced whenever possible.

ALLOTMENT CUT- OFFS FOR TOUR OPERATORS WITH AN ALLOTMENT

(PREVIOUS YEAR'S ALLOTMENT WILL APPLY –PLS E-MAIL US TO CONFIRM)

21 Days: Dec 22, 2019- Jan 1, 2020

7 Days: Jan 2- Dec 21, 2020

Cut-offs will be reduced whenever possible.

INVOICING

INVOICES MUST BE ACCEPTED BY YOUR COMPANY ELECTRONICALLY PLEASE. THE MAIL SERVICE IS TOO UNRELIABLE.

PAYMENT POLICY

PAYMENTS ARE ACCEPTED BY BANK TRANSFER ONLY. CHEQUES ARE NOT AN ACCEPTED FORM OF PAYMENT UNLESS THEY ARE BANK CERTIFIED DRAFTS.

BANK TRANSFERS ARE TO BE MADE TO

Anse Chastanet Hotel, PO Box 7000, Anse Chastanet Road, Soufriere, Saint Lucia Tel: 1 (758) 459-7000

Account Name: Anse Chastanet Hotel (SYCUM) Ltd.

Account #: 9138658282

CITIBANK, N.A. 2001 Biscayne Blvd Miami, FL33137 Tel: (786) 477-4951

Swift Code: CITIUS33

ABA Routing Number: 266086554

Payment and transfer advice must be sent to us to email : ansechastanet@ansechastanet.com
Enquiries to be made to : " accounts receivables " ansechastanet@ansechastanet.com

USEFUL INFORMATION

Any reservation includes:

complimentary in-room wifi; Welcome beverage and welcome culinary amenity; Anse Chastanet beach with beach chairs and beach towels; Complimentary use of non-motorized water sports including snorkel gear, stand-up paddle boards, windsurfers, sit on top kayaks, Sunfish sailing, Complimentary use of tennis court and equipment; Resort shuttle boats to our second beach at ANSE MAMIN daily; Select Guided Walks and Hikes on our 600 acre estate; Yoga Sun - Fri 8:30 - 9:30 a.m. & Sun - Fri 5:00 - 6:00 p.m. in the beach yoga gazebo; Creole History Class in the Beach Bar Friday 11:30 a.m; Daily Live Entertainment in the Piton Bar except Tuesdays when entertainment takes place in the Beach Bar; Library located in the Piton Bar with Wi-Fi internet connection and complimentary guest computer; Manager's Cocktail Reception every Tuesday from 6:30 - 7:30 p.m. in the Beach Bar. **Each guest receives cell phone on arrival to be able to stay in touch with service team.**

ROOM FACILITIES: All rooms feature ceiling fans, fridges, electric water AND COFFEE/ ESPRESSO makers, hair dryers, in-room electronic safes. and bathrobes, irons and ironing boards. Rooms are built in harmony with nature, allowing for a natural flow of air which made air-conditioning unnecessary. THE BEACH LEVEL ROOMS (BEACHSIDE DELUXE ROOMS) ARE NOW AIR CONDITIONED TO CATER TO THE CLIENT SEGMENT WISHING TO EXPERIENCE THIS AMENITY.

Standard Garden View*: Please note that this category is often used as a run of house. Clients should expect to be located on the hillside or beachside, with a garden view. Whilst upgrades are possible they are NOT guaranteed unless a specific promotion would say so.

Bedroom Suites: There are a number of two bedroom suites available which can be requested. Rates for two bedroom suites are made out of either two superior or two hillside deluxe rooms. **The Casuarina Piton Pool Suite can be connected to a superior room, on request.**

ONE OF A KIND SUITES:

Piton Pool Suite Casuarina: Please note this is one of a kind one-bedroom suite with private pool and **availability must be requested**. This suite can be interconnected with a superior room (5c) - full additional superior room charge applies

The Beach House:

A one of a kind beach suite directly on Anse Chastanet beach, availability must be requested. The **Beach House at Anse Chastanet** is located on the north corner of Anse Chastanet beach with a total sq footage of 1600 sq ft including spacious 450 square foot covered patio. The covered patio has a garden and roses on one side and an herb garden, flowers and a water feature on the other. The expansive bathroom off the main living area features two large, rectangular white porcelain pedestal sinks with inset mirrors and glass wall sconces. A large, open custom rose glass tile shower area provides you with two rain showers, bench and an additional hand held shower. A cast-iron clawfoot slipper tub is set in front of a garden window with a view of the unique water fountain and pond, with water lilies and Koi fish. In suite amenities include air-condition, refrigerator, espresso/coffee maker, in-room safe, bathrobes, slippers, hair dryer, iron and ironing board, Molton Brown amenities and free wi-fi.

ADD ON PACKAGES

WEDDINGS PACKAGE ADD-ON

Basic ELOPE TO PARADISE Wedding Package: US 1116.00 net

Gross Rate : US 1395

Includes costs of the Justice of the Peace, registrar, wedding license, marriage certificate and all legal fees; expert services of our personal wedding coordinator and Anse Chastanet team members to handle all arrangements; messenger service and transportation of documents; witnesses, if required; use of half-day room for groom if required; choice of wedding locations on 600 acre property including Treehouse and Kai La Mer; decoration of wedding location; decorated wedding arch; wedding bouquet; button hole for groom; wedding cake; bottle of champagne; special decorated dinner table for wedding party.

Optional Wedding services:

Rates for optional services can be requested from us

RENEWAL OF WEDDING VOWS:

Net: US 476 Gross US 595

Includes: Choice of renewal locations on 600 acre property, decorated location and flower arch, heart shaped cake, bottle of champagne, tropical flower bouquet and button hole, special renewal certificate signed by master of ceremony, special decorated dinner table

CUSTOMER RELATIONS

Send all queries to karolin@ansechastanet.com and cc ansechastanet@ansechastanet.com

VISUAL MATERIALS

Please look at our websites

<http://www.ansechastanet.com>

Links to Resort Information

ANSE CHASTANET

<http://www.ansechastanet.com/agentinfo>

ANSE CHASTANET IMAGES

<https://www.dropbox.com/sh/z7i6cqq0b2lprdZ/nQhoDVKdQI>

TOUR OPERATOR AGREEMENT

IT IS AGREED as follows:

1. Appointment

The Hotel hereby appoints the Tour Operator who agrees to act as Tour Operator in accordance with the terms and conditions set out in this Agreement. The Tour Operator understands that the Hotel has other Tour Operators and that this appointment is non-exclusive.

2. Term of appointment

2.1 The term of the appointment shall commence on the Effective Date (being the date when both parties having duly executed this Agreement, the Hotel returns an executed copy to the Tour Operator, which date shall then be inserted at the beginning hereof as the Effect Date), and shall subject as hereinafter provided, be valid until Dec 21, 2020 (hereinafter, the "Contract Period").

2.2 This Agreement is presented by the Hotel in good faith, and is entered into with the Tour Operator based on a certain level of expected annual revenue production. Should the expected production revenues not be actualized, this Agreement may not be renewed after the expiration of the Contract Period.

3. Tour Operator's obligations

3.1 The Tour Operator agrees at all times to use its good faith efforts to sell the various Hotel packages detailed hereto at the net rates and terms and conditions indicated therein, [and such other packages as may be communicated by the Hotel to the Tour Operator during the Contract Period,] and at all times to comply with the requirements herein, such other policies and requirements of the Hotel as shall be in place and communicated to the Tour Operator from time to time in respect of any packages and services being offered by the Hotel. Vouchers and booking paperwork to be submitted by the Tour Operator to the Hotel when reservations are made must clearly state what the guest paid for and will form the basis of the contractual agreement between the Hotel and the Tour Operator as to what will be invoiced by the Hotel. Guests are responsible for all incidentals, which will be billed by the Hotel at time of check-out.

3.2 All reservations must be made by the Tour Operator at the time of booking by a client and all vouchers and/or rooming lists must be received by the Hotel prior to the cut-off date as stipulated by the Hotel in the package terms.

3.3 The Tour Operator shall ensure that all reservations specify:

(i) Rate or package requested (if the rate or package is not specified, the daily rates will apply);

(ii) Room category;

(iii) Number of guests;

(iv) Arrival and Departure dates

(v) Arrival and Departure flight numbers / times (if arrival and departure information is not provided, transfers cannot be arranged).

3.4 All reservations made by the Tour Operator must be sent by fax or email to the reservation office of the Hotel detailed by the Hotel or as otherwise notified in writing by the Hotel to the Tour Operator from time to time.

3.5 All reservations are considered confirmed at the time of notification to the Hotel in accordance with the terms of this Agreement. The Tour Operator does not have to check

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availability with the Hotel before confirming a reservation with a client, unless the reservation dates fall within the established sales cut-off period in which case the Tour Operator must check availability prior to confirming. 3.6 The Tour Operator must notify its clients that they will be responsible for their own incidentals and that all guests of the Hotel will be required at time of check-in to present a valid voucher for their room charges and taxes, and either a credit card (American Express, MasterCard and Visa) or cash deposit to charge incidentals to their individual rooms. Should no voucher be presented by the guest or otherwise available to the Hotel and/or no supporting paperwork is received from the Tour Operator prior to the guest's check-in, the Hotel reserves the right to charge the guest directly for the stay and for services rendered.

3.7 The Hotel reserves the right to close out dates and specific packages based upon inventory availability and as such the Tour Operator must always verify availability of any package before confirming a reservation with a client.

3.8 The Hotel will notify the Tour Operator via facsimile or email of any cut-off dates and updates not reflected hereto.

4. Hotel's Obligations

4.1 The Hotel will provide the accommodation and services as booked by the Tour Operator unless it is unable to do so for unforeseen reasons, in which case it will provide alternative accommodation of at least equivalent or a higher standard within the hotel or at the hotel's option at a property of equal or superior standard (the "Alternative Arrangements") at no extra cost to the Tour Operator. If the Alternative Arrangements are not acceptable to the client the Hotel will be liable for costs up to the cost of a full refund for all unused accommodation and services confirmed by the Hotel only. The Hotel will not be responsible for any additional costs incurred by the client or the Tour Operator.

4.2 In the event of any change to the booked arrangements, the hotel will notify the tour operator as soon as reasonably possible.

4.3 The hotel is responsible for the actions of its own staff and agents appointed and acting on behalf of the hotel. The hotel will not be responsible for non employees or agents.

4.4 The hotel is not responsible for any accidents the customer may have whilst under the influence of alcohol or illegal substances.

5. Invoice and payment

5.1 The Tour Operator shall ensure that the client has fully paid for the booked arrangements in accordance with the tour operators booking conditions..

5.2 The Hotel will invoice the Tour Operator the net amount of the room and tax and- if applicable - specific package inclusions payable to the Hotel, which sums shall, where the Tour Operator is on a prepayment plan, must be paid within thirty (30) days prior to the scheduled arrival date. Where the reservation is made less than thirty (30) days prior to the scheduled arrival date, the invoice shall be paid by the Tour Operator within five (5) days of the issue of the invoice and in any event prior to the scheduled arrival date. Where the Tour Operator is on an invoice plan, the invoice will be issued by the Hotel after the guest's departure and shall be paid by the Tour Operator within thirty (30) days of receipt of the invoice from the Hotel. The Hotel reserves the right however, to unilaterally change the Tour Operator from an invoice plan to a prepayment plan or to otherwise change the terms of payment, where the Tour Operator has on any prior occasion failed to make any payment to the Hotel as required under this Agreement.

5.3 The Tour Operator agrees to receive and honor invoices received by email or via electronic upload specified by the Tour Operator. Every effort will be made by the Hotel to

ANSE CHASTANET RESORT- NET RATES 2019/20 - PAGE 10

support invoices with Tour Operator's vouchers where supplied. If the voucher is not available, the Hotel will in the case of invoice payment plan supply alternative evidence to the Tour Operator, which shows that the client was provided with the service requested. Any additional or more specific requirements by the Tour Operator must be made in writing and approved by the Hotel.

5.4 Payments not received by the Hotel as required in this Agreement shall, without prejudice to any other rights of the Hotel, accrue interest at the rate of one & a half (1.5) per cent on the outstanding balance until paid in full, and may also result in the change in the Tour Operator's payment plan, or the termination of the Agreement by the Hotel.

5.5 All payments to be made by the Tour Operator to the Hotel shall be made in cleared and immediately available funds in accordance with the payment method detailed in hereto or as otherwise notified by the Hotel in writing from time to time.

6. Termination

6.1 Either party may terminate this Agreement immediately by notice in writing if the other:

6.1.1 commits a breach of this Agreement, which breach has not been waived by the party not in breach and which (in the case of a breach capable of being remedied) has not been remedied within fourteen (14) days of receipt by the party in breach of a written notice from the non-defaulting party identifying the breach and requesting remedy of the same;

6.1.2 a party is, or is deemed for the purposes of any law to be, unable to pay its debts as they fall due or insolvent; it admits its inability to pay its debts as they fall due; it suspends making payments on any of its debts or announces an intention to do so; by reason of actual or anticipated financial difficulties, it begins negotiations with any creditor for the rescheduling of any of its indebtedness; or a moratorium is declared in respect of any of its indebtedness; or

6.1.3 ceases or threatens to cease, to carry on business.

6.2 Any termination of this Agreement pursuant to Clause 5.1 above shall be without prejudice to other rights or remedies a party may be entitled to under this Agreement or at law and shall not affect any accrued rights or liabilities of either party.

7. Force Majeure

Neither party shall be liable for delay in performing or failure to perform obligations under this Agreement if the delay or failure results from events or circumstances outside its reasonable control.

8. Assignment

This Agreement and the rights hereunder are not assignment by the Tour Operator without the prior written consent of the Hotel, which consent shall be in its absolute discretion. The rights and obligations of the Hotel under this Agreement are assignable without any further consent of the Tour Operator.

9. Partnership or agency

Nothing in this Agreement shall be construed as constituting a partnership between the parties or as constituting either party as the agent of the other for any purpose whatsoever except as specified by the terms of this Agreement.

10. General

The parties have agreed to and have executed this Agreement, where applicable by their authorized representatives. Each party accepts and warrants that the person executing this Agreement is authorized in that regard and represents and warrants that the undersigned person is the duly authorized and appointed person, fully empowered to bind the party to all provisions contained in this Agreement, and that no further action is required on the part of that party to enter into this Agreement.

11. Notices

11.1 All notices or other communications under or in connection with this Agreement shall be given in writing and, unless otherwise stated, may be made by facsimile or e-mail. Any such notice will be deemed to be given as follows:

- (i) if by letter, when delivered;
- (i) if by facsimile, when received in legible form.
- (ii) if by e-mail, when received in legible form

11.2 However a notice given in accordance with the above but received on a non-working day or after business hours in the place of receipt will only be deemed to be given on the next working day in that place.

11.3 For the purpose of notices and other communication under this Agreement, the address of the parties shall be as indicated at the beginning of this Agreement or such other address as the parties may notify to the other by writing.

12. Modifications

Any changes, additions, addendum, stipulations or deletions to the terms of this Agreement will not be considered agreed to or binding on the other unless such modifications have been initialed or otherwise approved in writing by the other party.

13. Disputes

The Tour Operator must give written notification to the hotel within 14 days of receiving any demand letter, writ, summons or legal correspondence pertaining to any complaint or grievance made by returning guests to allow sufficient time for investigation by the hotel's insurers.

In the event the complaints are found to be valid the hotel and the Tour Operator will work towards finding a mutually acceptable settlement. No offer of compensation or refund can be made by the Tour Operator without the hotel's explicit approval. Nor can any monies be deducted from any payments due to the Hotel.

The Tour Operator must advise the Resort immediately of any litigation that might result in claims against the Resort. Any claim made by the Tour Operator or the Tour Operator's insurers against the Resort shall be subject to the terms and conditions of the Resort's Public Liability Policy and indemnity shall be limited to the sum indemnified by the Resort's insurers.

14. Entire agreement

14.1 This Agreement contains the entire agreement between the parties concerning the subject matter of this agreement and supersedes all prior discussions, representations, understandings and agreement between the parties (except for any fraudulent representation by either party).

14.2. The schedules and appendices hereto form part of and are deemed to be incorporated in, and in references to, this Agreement.

14.3. In the event of conflict between this agreement and the tour operators own contract, this agreement shall take precedent.

15. Governing law and jurisdiction

The validity, construction and performance of this Agreement shall be governed by the laws of Saint Lucia, and the parties submit to the exclusive jurisdiction of the courts of Saint Lucia, save that the Hotel shall be entitled to enforce the terms of this Agreement against the Tour Operator in the courts of Saint Lucia or in the courts of any other country in which the Tour Operator may be resident, domiciled or has a place of business.

This Agreement has been entered into by the parties on the date stated at the beginning of this Agreement.

Terms and Conditions:

Rates : The rates shown in this agreement will not be changed without reference to the tour operator; except in the event of increases or introductions of new Government taxes. In the event of a tax increase we reserve the right to pass on this increase in full and with immediate effect. We will notify you of any change in writing.

Minimum Selling Price

Nett rates are provided for the purpose of selling a 'package' arrangement. They are not to be used to undercut the hotel's advertised rate. If this condition is breached, we reserve the right to recover the difference and to terminate the contract.

Excursions Sales

Excursion Sales are not permitted on property by individual tour operator representatives as the resort operates its own excursion department. Tour Operators wishing to presell excursions at a commission should contact the resort marketing department.

SIGNED



Karolin Troubetzkoy
Executive Director, Marketing and Operations
Anse Chastanet Resort

Date : APRIL 2, 2019

ADDENDUM – PAGE 1

ANSE CHASTANET RESORT

IN ROOM AMENITIES

In room amenities include fridge, tea/coffee/espresso makers, in-room electronic safes, hand made bathrobes, slippers, hair dryer, bathroom amenities, free wi-fi, twice daily housekeeping service with complimentary bottled water

RESORT FACILITIES

- 600 acre estate with 2 beaches
- 49 rooms plus the Beach House
- 3 restaurants + the Anse Mamin Jungle Grill and 3 bars
- Kai Belte Full Service Spa
- PADI 5 Star Scuba Centre
- 12 miles of exclusive hiking and biking trails
- Bike Centre with Mountain Bike Rental
- Yoga Gazebo
- Art Gallery and 3 boutiques
- Excursion Desk
- Library
- Organic Farm and Chocolate Laboratory
- Private helipad for helicopter arrival options
- 42 ft Resort Sailing Yacht

COMPLIMENTARY SERVICES

- * Anse Chastanet and Anse Mamin beaches with beach chairs and beach towels
- * Complimentary use of non-motorized water sports including snorkel gear, windsurfers, sit on top kayaks, Sunfish sailing, Paddle boarding
- * Complimentary use of tennis court and equipment
- * Resort shuttle boats, Jungle Express and North Pole to our second beach at Anse Mamin daily for Jungle Beach Bar & Grill, beach activities, jogging and hiking
- * Select Guided Walks and Hikes on our 600 acre estate with Meno – learn about history and botany
- * Yoga daily 8:30 a.m. – 9:30 a.m. and 5.00 – 6.00 p.m. in the beach yoga gazebo
- * Creole History Class in the Beach Bar Friday 11:30 a.m.
- * Daily Live Entertainment in the Piton Bar except Tuesdays when entertainment takes place in the beach bar
- * Library located in the Piton Bar with Wi-fi internet connection and complimentary guest computer
- * Manager's Cocktail Reception every Tuesday from 6.30 - 7.30 p.m. in the beach bar
- * Underwater Slideshow at the Scuba center, Tuesday 6 p.m.
- * History, benefits and uses of Aromatherapy presented by our Spa Manager - Beach Bar – Thursdays from 3.30 p.m.
- * Chocolate Sensory Tasting at Emerald Restaurant, Tue from 10 – 10.30 am

ADDENDUM PAGE 2

RESTAURANT SCHEDULE

- * Full Breakfast in our Treehouse Restaurant from 7.00 - 10.00 a.m.
- * Lunch in the Trou au Diable Beach Restaurant
- * Lunch on Anse Mamin beach at the Jungle Grill from 12 noon - 3.00 p.m. & Jungle Bar from 10.00 a.m. - 4.00 p.m.
- * Afternoon Tea in the Beach Bar 3.30 - 5.30 p.m.
- * Beach Bar open daily 8 a.m.- 11 p.m., Piton Bar open daily 8 a.m. until midnight
- * Dining in our Treehouses celebrating Tropical World Cuisine 6.30 p.m. - 9.30 p.m. daily except Tuesday
- * Dining in our Trou au Diable Restaurant celebrating Apsara, St Lucia–East India fusion cuisine daily except Tuesday; A beach grill menu is also available. Open daily except Tuesdays.
- * Tropical evening with Steelband on Tuesday evening in our beach restaurant
- * Emerald's All Vegetarian Menu served in the Piti Piton lounge at dinner time Wed - Mon (all resort menus feature vegetarian options)
- * Our Executive Chef's Monday Gourmet Dinner & Wine Pairing served at 7.00 p.m. in the Treehouse, reservations necessary
- * Coco Doux coconut bar at beach bar on Sundays from 11.00 a.m. - 3.00 p.m.

WEBSITES

<http://www.ansechastanet.com>
<http://www.scubastlucia.com>
<http://www.bikestlucia.com>
<http://www.kayakstlucia.com>
<http://www.elopetoparadiseweddings.com>

SOCIAL MEDIA LINKS

Facebook

<http://www.facebook.com/ANSECHASTANET>
<http://www.facebook.com/SCUBASTLUCIA>
<http://www.facebook.com/STLUCIAWEDDINGS>

Twitter

<http://twitter.com/#!/ANSECHASTANET>

Pinterest

<http://pinterest.com/ansechastanet>

Instagram

<http://www.instagram.com/ansechastanet>

You Tube Links

<http://www.youtube.com/ansechastanetStLucia>

ADDENDUM PAGE 3

PARTNER CONTACT INFORMATION

OPERATOR/PARTNER:	
SOCIAL MEDIA LINKS	
SOCIAL MEDIA CONTACT PERSON AND EMAIL	
Address:	
Contracts Manager: Tel: Fax: Email:	
Product Manager: Tel: Fax: Email:	
Reservations Manager: Tel: Fax: Email:	
Stopsell notices: Tel: Fax: Email:	
Invoices & accounts queries: Tel: Fax: Email:	
Marketing Manager: Tel: Fax: Email:	
PR Manager/Consultant: Tel: Fax: Email:	

ADDENDUM – PAGE 4

AS A SERVICE TO YOU WE HAVE CALCULATED OUR CONTRACT RATES ON BASIS OF THE VARIOUS MEAL PLAN SUPPLEMENT WHICH HAVE BEEN PROVIDED ON PAGE 3 OF THIS CONTRACT

ALL INCLUSIVE PLAN/ DOUBLE OCCUPANCY

Confidential daily net rates per room, in US Dollars and inclusive of 10 % service charge and 10 % VAT Value Added Tax and All Inclusive

Note to Tour Operators: Due to the popularity of the all inclusive options with visitors to Saint Lucia, we encourage you to load not only bb rates for our property but also all-inclusive rates. Pls note that our percentage off offers / free night offers also extend to meal plans if booked.

MEAL PLAN DEFINITION:

ALL-INCLUSIVE - supplement entitles to all meals- lunch, afternoon tea, dinner- wine served by the glass, beer, other alcoholic and non-alcoholic beverages (specialty drinks and specialty liqueurs/champagne not included and will attract a charge)

2019/2020 Rates	22 Dec- 02 Jan AI	03 Jan- 13 Apr AI	14 Apr - 31 May AI	1 Jun – 31 Oct AI	01 Nov - 21 Dec AI
Standard Garden View*	935	925	759	690	759
Superior Hillside	1028	1018	852	766	852
Deluxe Beachside	1181	1171	1005	906	1005
Deluxe Hillside	1249	1239	1068	969	1068
Premium Hillside	1402	1392	1225	1113	1225
Piton Pool ‘Casuarina’	1573	1563	1392	1261	1392
THE BEACH HOUSE	1402	1392	1225	1113	1225

ADDENDUM – PAGE 5

CALCULATION OF RATES ON MAP AND FAP BASIS

AS A SERVICE TO YOU WE HAVE CALCULATED OUR CONTRACT RATES ON BASIS OF THE VARIOUS MEAL PLAN SUPPLEMENT WHICH HAVE BEEN PROVIDED ON PAGE 3 OF THIS CONTRACT

DOUBLE OCCUPANCY WITH BREAKFAST AND DINNER

Confidential daily net rates per room, in US Dollars and inclusive of 10 % service charge and 10 % VAT Value Added Tax and MAP

MEAL PLAN DEFINITION:

MAP - Four course dinner from daily changing menu with many course options -surcharges may be applicable on some course options

	22 Dec- 02 Jan MAP	03 Jan- 13 Apr MAP	14 Apr - 31 May MAP	1 Jun – 31 Oct MAP	01 Nov - 21 Dec MAP
Standard Garden View*	785	775	609	540	609
Superior Hillside	878	868	702	616	702
Deluxe Beachside	1031	1021	855	756	855
Deluxe Hillside	1099	1089	918	819	918
Premium Hillside	1252	1242	1075	963	1075
Piton Pool ‘Casuarina’	1423	1413	1242	1111	1242
THE BEACH HOUSE	1252	1242	1075	963	1075

ADDENDUM – PAGE 6

AS A SERVICE TO YOU WE HAVE CLACULATED OUR CONTRACT RATES ON BASIS OF THE VARIOUS MEAL PLAN SUPPLEMENT WHICH HAVE BEEN PROVIDED ON PAGE 3 OF THIS CONTRACT

DOUBLE OCCUPANCY WITH ALL MEALS -FAP

Confidential daily net rates per room, in US Dollars and inclusive of 10 % service charge and 10 % VAT Value Added Tax and FAP

MEAL PLAN DEFINITION:

FAP – includes lunch (three course meal, choose from big lunch menu) and afternoon tea and Four course dinner

	22 Dec- 02 Jan FAP	03 Jan- 13 Apr FAP	14 Apr - 31 May FAP	1 Jun – 31 Oct FAP	01 Nov - 21 Dec FAP
Standard Garden View*	855	845	679	610	679
Superior Hillside	948	938	772	686	772
Deluxe Beachside	1101	1091	925	826	925
Deluxe Hillside	1169	1159	988	889	988
Premium Hillside	1322	1312	1145	1033	1145
Piton Pool ‘Casuarina’	1493	1483	1312	1181	1312
THE BEACH HOUSE	1322	1312	1145	1033	1145

ADDENDUM – PAGE 7

AS A SERVICE TO YOU WE HAVE CLACULATED OUR CONTRACT RATES ON BASIS OF THE VARIOUS MEAL PLAN SUPPLEMENT WHICH HAVE BEEN PROVIDED ON PAGE 3 OF THIS CONTRACT

SINGLE OCCUPANCY- ALL INCLUSIVE PLAN

Confidential daily net rates per room, in US Dollars and inclusive of 10 % service charge and 10 % VAT Value Added Tax and All Inclusive

MEAL PLAN DEFINITION:

ALL-INCLUSIVE - supplement entitles to all meals- lunch, afternoon tea, dinner- wine served by the glass, beer, other alcoholic and non-alcoholic beverages (specialty drinks and specialty liqueurs/champagne not included and will attract a charge)

	22 Dec- 02 Jan AI	03 Jan- 13 Apr AI	14 Apr - 31 May AI	June 1- Oct 31 AI	01 Nov - 21 Dec AI
Standard Garden View*	795	785	619	550	619
Superior Hillside	888	878	712	626	712
Deluxe Beachside	1041	1031	865	766	865
Deluxe Hillside	1109	1099	928	829	928
Premium Hillside	1262	1252	1085	973	1085
Piton Pool ‘Casuarina’	1433	1423	1252	1121	1252
THE BEACH HOUSE	1262	1252	1085	973	1085

ADDENDUM – PAGE 8

SINGLE OCCUPANCY WITH BREAKFAST AND DINNER

Confidential daily net rates per room, in US Dollars and inclusive of 10 % service charge and 10 % VAT Value Added Tax and MAP/ MEAL PLAN DEFINITION: MAP - Four course dinner from daily changing menu with many course options - surcharges may be applicable on some course options

	22 Dec- 02 Jan MAP	03 Jan- 13 Apr MAP	14 Apr - 31 May MAP	1 Jun – 31 Oct MAP	01 Nov - 21 Dec MAP
Standard Garden View*	720	710	544	475	544
Superior Hillside	813	803	637	551	637
Deluxe Beachside	966	956	790	691	790
Deluxe Hillside	1034	1024	853	754	853
Premium Hillside	1187	1177	1010	898	1010
Piton Pool ‘Casuarina’	1358	1348	1177	1046	1177
THE BEACH HOUSE	1187	1177	1010	898	1010

SINGLE OCCUPANCY WITH ALL MEALS

Confidential daily net rates per room, in US Dollars and inclusive of 10 % service charge and 10 % VAT Value Added Tax and FAP MEAL PLAN DEFINITION:

FAP – includes lunch (three course meal, choose from big lunch menu) and afternoon tea and Four course dinner

	22 Dec- 02 Jan FAP	03 Jan- 13 Apr FAP	14 Apr - 31 May FAP	1 Jun – 31 Oct FAP	01 Nov - 21 Dec FAP
Standard Garden View*	755	745	579	510	579
Superior Hillside	848	838	672	586	672
Deluxe Beachside	901	991	825	726	825
Deluxe Hillside	1069	1059	888	789	888
Premium Hillside	1222	1212	1045	933	1045
Piton Pool ‘Casuarina’	1393	1383	1212	1081	1212
THE BEACH HOUSE	1222	1212	1045	933	1045