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## 2018 FIT AGREEMENT

Validity: from 1<sup>st</sup> January 2018 to 31<sup>st</sup> December 2018

ROOM TYPE	LOW & MID SEASON JANUARY/FEBRUARY/ MARCH/JULY/AUGUST/ NOVEMBER/DECEMBER	HIGH SEASON APRIL/MAY/JUNE SEPTEMBER/OCTOBER (WEEK-DAYS)	HIGH SEASON APRIL/MAY/JUNE SEPTEMBER/OCTOBER (WEEK-END –Fr/Sat/Sun)
AURA DUS	€ 225	€ 275	€ 225
AURA DBL	€ 245	€ 295	€ 245
MODE DUS	€ 265	€ 315	€ 265
MODE DBL	€ 285	€ 335	€ 285
CHIC SUITE DUS	€ 375	€ 425	€ 375
CHIC SUITE DBL	€ 395	€ 445	€ 395

### Rates conditions:

- Above mentioned rates, per room, per night, are inclusive of buffet breakfast, service and 10% VAT.
- City tax of Euro 5€ per night, per person is not included (not applicable to children under the age of 18). Please clearly specify on your reservation forms and vouchers if your organization will take care of the payment of the city tax or not.
- Our ME and Personality Suites “On Request” will be quoted at BAR rate with 20% commission on net VAT rate.
- FIT rates are valid for reservations of a maximum of 5 rooms, above that group rates will be quoted on request.
- Any change in VAT is subject to Italian legislation and can be changed accordingly
- Early assignment of rooms can only be guaranteed by pre-registration from the night before.

### **TRADE FAIR CALENDAR 2018 – BLACKOUT DATES \*:**

Milan MAN FASHION WEEK: from 12<sup>th</sup> to 17<sup>th</sup> January, 2018  
Milan WOMAN FASHION WEEK: from 20<sup>th</sup> to 28<sup>th</sup> February 2018  
FURNITURE FAIR: from 16<sup>th</sup> to 23<sup>th</sup> April 2018  
Milan MAN FASHION WEEK: from 15<sup>th</sup> to 20<sup>th</sup> June 2018  
GRAND PRIX 2018: 31<sup>st</sup> August to 3<sup>rd</sup> September  
Milan WOMAN FASHION WEEK: from 18<sup>th</sup> to 26<sup>th</sup> September 2018

\*Other fairs and black-out dates will be advised later during the year. Dates might vary.  
In case of allotment or freesale these dates would be consider as blackout dates (on request).  
Kindly note that the first and the last days specified are included.

### **Supplements**

**Third bed supplement** (single use): Euro 70,00 per night (including buffet breakfast)

Third bed supplements: 0 – 5 years = free of charge, 5-11 = 30% charge, from 12 years = 100% charge

Please note that third beds should be requested at the moment of the booking and are subject to confirmation. Third beds may be added to some of the Mode double rooms and Suite categories.

### **Arrivals and Departure:**

- Access to the accommodation on the arrival date cannot be guaranteed before h. 15.00, unless a prior agreement with the hotel, subject to availability
- Accommodation must be vacated by no later than 12 noon on the departure date unless otherwise agreed by the hotel in advance

### **Reservation method**

Reservations have to be sent to the hotel's Reservation Office:

Email [reservations.me.milan@melia.com](mailto:reservations.me.milan@melia.com) cc: [Chiara.dellatorre@melia.com](mailto:Chiara.dellatorre@melia.com) or telephone +39 02 84220108  
ME Milan Il Duca hotel reserves the right to close out any dates and room typologies needed through-out the year.

It is compulsory to indicate here below the email address where close dates should be sent:

**Email for close dates:** \_\_\_\_\_

### **Cancellation policy**

- Cancellation is 7 days prior to arrival in High-season and 1 in Low-season.
- For late cancellations or no-shows will be charged penalty corresponding to 100% stay.
- Early check out ME Milan Il Duca reserves the right to charge 100% of the value of the remaining stay

### **Charges & Payments**

- Credit facility has been established with ME Milan Il Duca.
- Payment should be received within 14 days upon receipt of invoice for the clients stay.
- The Hotel will collect direct from the guest all charges incurred beyond those covered by this agreement.
- The Hotel shall send the invoice to Tour Operator in order to Tour Operator make the pre-payment at least 7 days prior to each arrival. The deposit must be made at the following bank account:

As acceptance of credit facility please indicate here below the address where to issue the invoice:

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**Bank Details**

UNICREDIT BANCA  
PIAZZA EDISON 1.  
20123 Milano

**IBAN: IT 65 G 02008 09434 000030045291**

**SWIFT/BIC: UNCRITMMOMM**

**Nominee: Sol Melia Srl.**

**Via Masaccio 19, 20149 Milano**

**VAT Nr: 05307630961**

Please forward details remittance advices to ME Milan Il Duca – Accounts Department

**Confidentiality**

- a) Under no circumstances can this contract be amended without prior consent of the hotel.
- b) The agent may only use these rates within a package price, including transportation and/or land arrangements as advertised in a tour program brochure.
- c) The fit rates enclosed in this agreement cannot be published or advertised on any public website . Under no circumstances can they be used to sell directly to the costumer or to a third party without prior consent of the hotel.
- d) The Agent will ensure that none of its buyers/onward distributors/sub-agents are supplying contracted rates through their own website or through integrations of their reservation system with any OTA, OTA network, travel website, travel meta search website or any other online channel.
- e)The agent will limit the distribution of rate or inventory its buyers/onward distributors/sub-agents (online/offline) to the distribution of hotel rooms in combination with flight, train or rental car (dynamic packaging).
- d) The Agent must assure and control their buyers/onward distributors /sub-agents to work exclusively with own brands selling directly to the customers or sub-agents that are selling directly to the customer. Buyers/onward distributors /sub-agents must exclude from their distribution network any agency that provides rates or inventory to other third party agencies (B2B agencies).
- e) Company may communicate from time to time a list of intermediates that must be excluded from Trade Connected Channels (currently Otel, Rumbo, Olotel)

**Paid search advertising requirements**

1. These paid search requirements apply by Agency to the use of paid search advertising offered by companies operating search engines (including but not limited to Google, Bing and Yahoo), travel information sites (including but not limited to Trip Advisor), or other third party operated web sites which allow this form of advertising ("Paid Search").
2. Keywords: In its keyword purchasing activities for paid advertisement in search engines, Agency agrees not to purchase an advertising or sponsorship position triggered by the keywords identified by a company's brand or the name of a hotel managed, operated or franchised by company where each combination of words taken as a whole. However, Agency is free to use the Specified Keywords for online marketing that are (a) used in a generic context, (b) names of events, places, regions, cities, areas, buildings, monuments, or other landmarks, or (c) other generic terms.

For the avoidance of doubt, nothing in this Agreement shall preclude Agency or its Trade Connected Channels from using any of Company's or Participating Hotels' brands in the source code of the Websites, providing such use is not intended to unfairly influencing organic search results. Melia Hotels International

and the Participating Hotels hereby acknowledge and accept that without such use, the Participating Hotels cannot be properly advertised.

3. Agency is not allowed to book Keywords combinations:

3a. Meliá Hotels International Brand terms and their misspellings

e.g: melia, meliá, melià, gran melia, granmelia, me, paradisus, tryp, innside, sol, ...

3b. Meliá Hotels International Hotel Names terms and their misspellings

e.g.: gran melia don pepe, melia berlin, melia de mar

3c Meliá Hotels International Hotel Names terms without Brand terms and their misspellings,

e.g.: hotel don pepe, hotel white house and all the combinations between this

3d. Brand and Hotel Names terms with other terms and their misspellings, e.g.: hotel gran melia, melia offer, gran melia booking

The Agent must assure and control their buyers/onward distributors /sub-agents to work exclusively with own brands , selling directly to the customers or sub-agents that comply with any clause of this agreement

Rates and terms of this agreement are Confidential and should not be disclosed to any third party including, but not limited to, GDS, IDS, Final Consumers.

Submitted by:

Name: Chiara Della Torre

Position: Director of Sales

ME Milan Il Duca

Read and approved by:

Name: \_\_\_\_\_

Position: \_\_\_\_\_

Signature and stamp:

Date: 12 October 2017

Date: \_\_\_\_\_