



25 September, 2023  
Mr. Mohammed Tarique Sarker  
Convenor  
5<sup>th</sup> AHCAB International Expo 2023  
Internatiuonal Convention City Bashundhara

**Subject: Corporate Rate NLRA Contract for – 5<sup>th</sup> AHCAB International Expo 2023**

Dear Mr. Sarker,

Greetings from the **HANSA by Unique Hotel & Resorts Ltd!!**

Thank you very much for allowing us to submit the Preferred Corporate Rates for 5th AHCAB International Expo 2023. Considering business potentialities, we would like to offer the following Rate Plan to facilitate your valued guests & you at HANSA.

HANSA is a Unique Group managed hotel, 76-roomed including 12 luxuries suite, 02 restaurants, well equipped Fitness center, Steam room, Elegant Thai Spa, outdoor heated Swimming pool and BAR. The only premium residence providing five-star services located in prime location of Uttara, it is 10 minutes away from the Dhaka International airport, only a brief interlude from the moment you land in the country to the moment you slink into satisfaction.








**NLRA Rate contract for “5th AHCAB International Expo 2023”**

Room Type	Room Size	Published Room Rate (Room Per Night)	Special Corporate Room Rate (Room Per Night)
Studio Deluxe	220 SFT	USD 220 ++	USD 70++
Executive Deluxe	250 SFT	USD 240 ++	USD 80++
Premium Deluxe	280 SFT	USD 280 ++	USD 90++
Premium Deluxe Twin	300 SFT	USD 320 ++	USD 100++
Business Class	350 SFT	USD 350 ++	USD 110++
Royal Suite	600 SFT	USD 500 ++	USD 140++




**Rate Note:** The above rates are subject to 0.75% City Tax, 12.5% Service Charge, and 15% VAT (Calculated on a compound basis and actual City Tax, Service Charge and VAT is 30.24%)

## ROOM AMENITIES AND VALUE-ADDED SERVICES:

### The Room Rate Includes Complimentary:

-  Complimentary one buffet breakfast per room per night at Goldberg (Level- 1)
-  Complimentary use of Hansa Gym, Swimming Pool and Steam Bath
-  Complimentary Two bottles of local mineral water per day (500 ml)
-  Complimentary Tea/ Coffee making facilities in the room
-  Complimentary High-Speed Internet Access
-  Deluxe Fruit Basket upon arrival
-  Airport Transfer Services

### In Room Amenities:

-  49-inch LED TV in each room.
-  Iron with ironing board
-  Electronic safety locker

### Non-Last Room Availability (NLRA):

Even if the room category is available, corporate negotiated rate is subject to availability.

Accounts with this status have access to a room at their corporate negotiated rate as long as it is open for a given room category. During high demand periods, hotel can indicate to the account that their corporate negotiated rate for the specified room category is not available even if hotel is selling those room types freely at the BAR rate through all distribution channels like our Web.

## TERMS & CONDITIONS

The term of this Agreement shall commence from the Effective Date and continue for a period of (September 25, 2023 - 31<sup>st</sup> December, 2023)

### Check-in / Check-out

Standard Check-in : 14:00 hours Check-Out: 12:00 hours

All guests would be required to produce photo identification at the time of check-in, in accordance with local law and for security purposes. Passports for foreign travelers are mandated.

- **Early Check-in:** Our standard Check-In time is 1400 hours and standard Check-OUT time is 1200 hours. For guests that arrive prior to 1400 hours, the hotel will make all the endeavors to provide complementary early arrival. However, in order to have guaranteed room availability for Check-In prior to 1400 hours, the room must be pre-booked from the previous night. In this case, one night's additional room charge will apply.
- **Early Departure:** In case of early departure additional one night charge will be posted on your billing.

- **Late Check-out:** Guests Checking-Out in between 1200 hours - 1800 hours, will be charged 50% of the room rate (Subject to availability). Guests Checking-Out after 1800 hours, full room charge will be applicable (Subject to availability).
- **No Show:** In the eventuality that a guest with a confirmed reservation does not arrive at the date specified, “No-show” charges will be automatically charged to the guest’s master account or credit card, towards retention of one night.
- USD 25++ will be additionally charged for couple or twin sharing ‘deluxe room’ per room per night.
- All rates are excluding of 0.75% City Tax, 12.5% service charge and 15% VAT, if any guest wishes to pay the VAT themselves, a VAT challan is required to be submitted to HANSA by Unique within 30 days.
- **This invoice will be generated in Bangladeshi Taka, The current conversion rate is: BDT 115. Conversion rate can be changed without prior notice as per hotel policy.**

### **Guaranteed Number of Room Nights:**

Your corporate rates are accorded to you in view of a minimum guarantee of room nights per year. Your corporate rates will be monitored on a quarterly basis to understand the productivity progress. In the event that above guaranteed room nights are not achieved, the Hotel reserves the right to renegotiate your corporate rates and/or give you a notice of a new set of rates with a 15 day’s notice.

Please note the following:

- These special rates are applicable for all reservations made directly with the hotel, through telephone or email
- Email: [reservation@hansa.com.bd](mailto:reservation@hansa.com.bd)
- Telephone: +880255080501
- Fax: +88 02 55080520
- Website: [www.hansa.com.bd](http://www.hansa.com.bd)
- All non-guaranteed reservations are held till 1800 hrs. and released thereafter to avoid any No-Show.
- All rooms are subject to availability at the time of guaranteeing the same by Credit Card/Company Guarantee/ Cash payment.
- Payments shall be settled directly by cash or credit card.
- The contracted rates are applicable to employees of your company only and for business travel.
- All the booking request must be communicated to the hotel in writing (either by letter, facsimile or email).
- The Corporate Client will make an advance reservation with the hotel and the hotel will confirm the reservation subject to availability. If for any reason, the requested room category is not available, the hotel will offer alternative category of rooms and the rate will be applicable for that category of room.

- The hotel will send reservation confirmation to the client upon receipt of reservation request in writing.
- During Check-In time, credit card pre authorization will be taken by the Front Office of the respective guest. In case of cash payment, full cash payment must be made during Check-In time. All the guests will settle the bill by cash or credit cards during the time of Check-Out unless we have credit arrangement with the client.
- Clients having credit arrangement with the hotel must communicate the payment instructions in writing at least 24 hours prior to guest arrival.
- In case post payment by company Credit Agreement has to be endorsed prior. And Credit limit and Credit duration will be only specified and implemented by the Management of The HANSA by Unique. Companies enjoying credit will be obliged to pay back the dues within the stipulated time frame.

### **Cancellations Policy:**

- In case of a cancellation less than 48 hours prior to arrival, charges equal to one Room Night will be applicable:

**Cancellation policy for Group booking:** 14 (fourteen) days prior to arrival otherwise 50% room charge of one night will be posted on your/guest's billing for each of the reserved rooms. Cancellation at 07 (seven) days prior to arrival will attract 100% charge of the first night for each of the reserved rooms. Cancellation clause may vary for the group booking due to negotiation of the contract.

### **Others:**

- **Promotional Rate:** Any kind of promotional rate will not be applicable for the corporate.

### **Contract Expiry Clause:**

HANSA by Unique reserves the right to discontinue this agreement by giving the one (1) month written notice before the expiry of contract.

### **Acceptance:**

We would appreciate if you would kindly sign and return this letter to us in order to activate for these rates on our reservation system. Signing confirms acceptance of the rates (including above mentioned conditions) extended to your company.

We are looking forward to welcoming your guests and corporate travelers to HANSA by Unique Hotel & Resorts Ltd.

**AGREED AND ACCEPTED BY**

**5th AHCAB International Expo 2023**  
and  
**HANSA by Unique Hotel & Resorts Ltd.**

Company's Name	HANSA by Unique Hotel & Resorts Ltd.	5th AHCAB International Expo 2023
Name	Muhammad Abul Kalam Talukdar	
Designation	Resident Manager	
Signature		
Name of Witness	Md. Tuhin Hossain	
Designation	Sr. Executive - Sales & Marketing	
Signature		
Date	25.09.23	