

5 September 2019

Mr. Antony Phillips  
Royal Hong Kong Yacht Club  
Kellett Island, Causeway Bay,  
Hong Kong

Dear Mr. Phillips,

**CORPORATE RATES 2019 /2020 – Revised II**

Thank you for your interest in the Regal Hongkong Hotel. It is our pleasure to welcome Royal Hong Kong Yacht Club as one of our most valued customers. By way of this letter, we are pleased to offer you our 2019 / 2020 Corporate Rates for Superior category up to Executive Club with the immediate effect until 31 December 2020 inclusive as follow:-

Room Category	Published Rates in HKD Single/Double	Discounted Corporate Rates in HKD Single / Double
Superior	HK\$3,600.00	HK\$880.00
Deluxe	HK\$4,000.00	HK\$980.00
Premier	HK\$4,400.00	HK\$1,080.00
Executive Club Superior Room	HK\$4,700.00	HK\$1,330.00 / HK\$1,530.00
Executive Club Deluxe Room	HK\$5,200.00	HK\$1,430.00 / HK\$1,630.00
Executive Suite	HK\$7,600.00	HK\$1,680.00 / HK\$1,880.00
Above room rates are inclusive of free internet access for max. 4 devices on per room per night basis.		
Additional Buffet Breakfast will be charged at HK\$150.00 plus 10% service charge per person per meal (prior reservation is required for the special rate)		

**Supplementary Charge:**

12 – 16 November 2019 inclusive (Cosmoprof Asia) – HK\$600.00 per room per night

02 – 05 April 2020 inclusive (Hong Kong Sevens) – HK\$600.00 per room per night

10 – 14 November 2020 inclusive (Cosmoprof Asia) – HK\$900.00 per room per night

These rates are **subject to 10% service charge** and prevailing government tax (if applicable) per room per night. Accordingly, your production will be reviewed quarterly and extension of special corporate rates will be subject to room night production.

88 Yee Wo Street, Causeway Bay, Hong Kong  
香港銅鑼灣怡和街88號

Tel 電話: (852) 2890 6633 Fax 傳真: (852) 2881 0777 Email 電郵: rhk.info@regalhotel.com Website 網址: www.regalhotel.com



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In addition, your company rate will be protected by our *“Best Available Rate”* program across all booking channels and you will enjoy **ADDITIONAL 10% OFF** the Hotel’s *“Best Available Rate”* for room booking at any time.

Furthermore, should hotel have any promotional rates lower than the above-indicated corporate rates, the lower rates will apply. All room rates are quoted in HKD per room per night. All room rates quoted in this agreement are subject to adjustment without prior notice whether or not to be, in line with any changes in government policy that may affect the official rate of exchange and / or tax levels. Rates are also non-commissionable.

**Value Added Benefits for your travellers (staying in Superior / Deluxe / Premier Room)**

- Priority reservations
- Complimentary Round-trip Scheduled Hotel Shuttle Bus to and from the Airport (for Regal Hotels in Hong Kong only) (subject to availability)
- Complimentary Mileage for Frequent Flyer Programme(s) for eligible rate
- Complimentary Coffee and Tea Making Facilities in Room
- Complimentary use of 24 hours opened Health Centre
- Complimentary use of Rooftop outdoor swimming pool from 0700hrs to 2100hrs (subject to availability)

**Extra Privileges on Executive Club and Executive Club Suite**

- Deluxe Continental Breakfast served at the Club Lounge
- Free consumption of beer, soft drinks, juice, tea, coffee and mineral water from the Club Lounge
- Complimentary Afternoon Tea & Evening Cocktails with a selection of hors d’oeuvres at the Club Lounge
- Complimentary standard Mini-bar
- Complimentary local call and home direct call access
- Complimentary use of Conference Room for the first two hours per stay (Subject to availability)
- Complimentary pressing of 2 pieces of clothing per stay, express laundry services at normal rate
- Late check-out to 4:00 p.m. (Subject to availability)
- Frequent Flyer Program mileage at qualifying room rate
- 10% discount on Hotel selected services:
  - Food & Beverage outlets
  - Laundry, dry-cleaning and pressing services

**Regal Rewards - A perfect rewarding and recognition program for frequent travelers**

Regal Rewards offers extraordinary experiences, rewards and recognition wherever your travelers staying with Regal Hotels. The programme has three levels: Classic, Gold and Platinum (booking need to be made under qualifying rate). Benefits begin immediately, and increase the more you stay with us.

For more detailed information, please visit website <http://www.regalhotel.com>

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### **925 Club**

This is an elite corporate incentive programme allowing you to join as **Individual or Corporate Member**, tailor made for the corporate bookers by offering a host of unsurpassed privilege and rewards. With NO joining fee, you can earn points to redeem fabulous gifts at your choice.

### **Reservation Guarantee**

All reservations must be guaranteed by one night room rate deposit or a major credit card. For credit card guarantees, the hotel requires written information to include the name of the cardholder as it appears on the card, the card number and expiry date.

Reservations will be held until 4:00 p.m. (hotel local time) on day of arrival unless guaranteed by a credit card or deposit.

Guaranteed reservations cancelled less than 48 hours prior to 4:00 p.m. on day of arrival will be subject to a one-night charge. (Cancellation policy might be varied per different period and has to be confirmed with hotel upon making reservation)

### **Identification**

To ensure your travelers would enjoy this Special Negotiated Rate, your travelers are required to present their company identification (i.e. name card) upon check-in.

### **No Show**

Should your guest with a guaranteed reservation but not arrive on the scheduled date of arrival, a one-night room charge will be levied as no-show charge. Space for subsequent nights will be released for resale.

### **Payment**

All charges will be settled by the guest upon departure, unless alternate arrangement has been confirmed with the hotel's credit department.

### **Reservation Hotline**

When making room reservations with the designated personnel below, kindly identify your Company's Name ( **Hong Kong Royal Yacht Club** ) to ensure your special rates and privileges are extended. Kindly circulate the following information to all concerned personnel with your organization.

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Sales Person	: Daniel Cheung (Mr.)	Reservation Dept.	
Title	: Assistant Director – Corporate Solutions		
Tel No.	: (852) 2837 1786	Tel No.	: (852) 2881 5188
Fax No.	: (852) 2577 9912	Fax No.	: (852) 2881 5577
E-mail	: <a href="mailto:rhk.salesamc@regalhotel.com">rhk.salesamc@regalhotel.com</a>	E-mail	: <a href="mailto:rhk.rsvns@regalhotel.com">rhk.rsvns@regalhotel.com</a>

Mr. Phillips, as an indication of your acceptance, kindly sign below with your company chop and return a copy of this agreement to our Sales Office (via email [rhk.salesamc@regalhotel.com](mailto:rhk.salesamc@regalhotel.com) or direct fax number +852 2577 9912) on or before 30 September 2019.

We look forward to a mutually fruitful year, and beyond.

Yours sincerely  
Favour Link International Limited –  
Regal Hongkong Hotel

Confirmed & Accepted By  
Hong Kong Royal Yacht Club



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Judy Kwan (Ms.)  
Executive Assistant Manager -  
Sales & Marketing

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Name:  
Title:  
Date:  
(Authorized signature & company's chop)

