

CONTRACTED B2B WHOLESale RATES

2010/2011 WHOLESale RATES CONTRACT



'ECOMANTRA NATURE ADVENTURES PVT. LTD.

WITH TRAVEL AGENTS / TOUR OPERATORS / OTA'S /
RESELLERS / PARTNERS

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Ecomantra Nature Adventures Pvt. Ltd.

'Ecomantra Nature Adventures Pvt. Ltd.' is a B2C specialty Travel Partners, Resellers, Agencies and Tour Operators with responsible travel and ecotourism as its core competencies. EcoNET is its new B2B wholesale travel division and its primary business is to deal directly with the end consumer (the "Traveller") and develop a network of Indian and International agents, tour operators, resellers and travel partners who will upsell and / or cross sell Ecomantra's contracted products and services for its partner and contracted Eco Lodges and Green Suppliers.

This contract is between the Travel Partners, Resellers, Agencies and Tour Operators and 'Ecomantra Nature Adventures Pvt. Ltd.', where both parties are acting as Independent Contractors. We do contract directly as our primary business with the Traveller for the sale of travel products, services, support components etc. except as otherwise mentioned. We are not a travel agent and we are not acting as a travel agent. We contract only with a Travel Partners, Resellers, Agencies and Tour Operators for the sale of green sustainable travel products, services, support components etc.

A Travel Partners, Resellers, Agencies and Tour Operators that wishes to establish a credit line and conform to our credit terms will be provided with a credit line ("Credit Line") to access to inventories through our online reservation system, book ground services at best possible wholesale rates and receive instant email and sms confirmations. Once the credit line is established the Travel Partners, Resellers, Agencies and Tour Operators will be deemed as a "Credit Customer".

To obtain a Credit Line, we would require a floating deposit or a bank guarantee (issued by an internationally recognized bank), equivalent to the value of one month's purchases along with the completed credit application. A credit line for the value of the floating deposit or bank guarantee will be established and the Travel Partners, Resellers, Agencies and Tour Operators will be provided with a Primary Administrator login ID and a password.

The Primary Administrator can subsequently create, activate or suspend as many users (both internally and externally) under the same company code and the Credit Line. The Primary Administrator will be responsible for maintaining and monitoring the activities of all users as the relevant Travel Partners, Resellers, Agencies and Tour Operators will be responsible for all bookings, payments and cancellation penalties incurred by all users.

A user management module is available on the home page to create, edit or suspend users as appropriate and individual user rights and mark ups for each user can be controlled by the Primary Administrator.

Alternatively the travel partner's account can be linked to their corporate or personal credit card via Ecomantra's online payment gateway for deductions against bookings.

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Email: alliance@ecomantra.com, **Website:** www.ecomantra.com

Tel.: 91.22.42155222, **Fax.:** 91.22.42155226

1. BOOKINGS & RESERVATIONS PROCEDURES

Login ID and Password

To contract and form an affiliation with us and create a login ID and password to access our online reservation system available at www.ecomantra.in, you must be a travel agent, tour operator, an airline, bus or car rentals, partners or resellers providing ground services to its customers (a Travel Company). We sell to Travel Companies various travel products, travel services or support travel products, services, support components etc. for onward sale by the Travel Partners, Resellers, Agencies and Tour Operators to a Traveller. We do not necessarily supply, own or control the actual travel products, services, support components etc. which are to be sold. We purchase or contract them from suppliers including hotels, apartments, resorts, eco lodges, airlines, bus or car rentals and similar companies that do.

Travel Agencies can register themselves by advising their email address online (www.ecomantra.in) or by sending a request at salesdesk@ecomantra.in. There is a one-time registration charge of INR 1000 which has been sent to us along with hard copy of the registration form. **PAN no. is mandatory.** Within 3 days of receiving the registration form and DD, we will provide the agency an exclusive Agency log-in ID and password which will enable them to start bookings on-line. The security of this password will entirely be the Travel Agency's responsibility.

Common Booking Procedures

Our contract for the sale of travel products, services, support components etc. is with the Travel Company. A Traveller purchasing travel products, services, support components etc. contracts with the Travel Partners, Resellers, Agencies and Tour Operators and not us. The Onward Sale of travel products, services, support components etc. is the responsibility of the Travel Company.

We do not accept any liability for B2C Sales to Travellers to a Traveller nor do we accept liability for anything which may go wrong with a travel component.

We are not responsible or liable for any dispute between the Travel Partners, Resellers, Agencies and Tour Operators and a Traveller arising from the Onward Sale of a travel component by the Travel Partners, Resellers, Agencies and Tour Operators to a Traveller. If any claim is made against us following an Onward Sale by a Travel company, that Travel Partners, Resellers, Agencies and Tour Operators will indemnify us against all losses, fees, expenses and costs arising as a result of that claim. We are not liable to indemnify a Travel Partners, Resellers, Agencies and Tour Operators other than in relation to any personal injury or death caused by our negligence.

In particular we are not liable to indemnify a Travel Partners, Resellers, Agencies and Tour Operators against any negligence, failing, fault or omission on the part of any supplier, owner or controller of any travel component.

- (i) All applications for provisional or confirmed reservations are to be made by the Operator by way of letter, facsimile, telex, voucher or e-mail addressed to Ecomantra.
- (ii) No reservation will be deemed made unless acknowledged and accepted in writing by Ecomantra.
- (iii) Provisional reservations will only be held for 14 days, after which the booking will be automatically released.
- (iv) The Operator shall furnish Ecomantra with the following information in respect of any reservations made:
 - a. Last names and full first names of client(s).
 - b. Number and category of rooms required.

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- c. Preferred lodge and/or hotel / apartment / camp / lodge.
- d. Preferred arrival and departure dates.
- e. Arrival and departure points together with airline, charter and/or transfer information.
- f. Nationality of client(s).
- g. Original booking agent's country of origin.
- h. Time of arrival.

Bookings from Allocations

The Travel Partners, Resellers, Agencies and Tour Operators will receive immediate confirmations for travel products, services, support components etc. that are shown as available.

The booking is instantly sent to the supplier to update the booking with their reference number. This will be automatically updated on the booking reference and may be viewed online.

Bookings on Request

A booking is considered to be On Request when our allocations are exhausted or the rate has expired. The booking will be automatically sent directly to the Supplier who has the option to either accept or deny the request and every attempt will be made to confirm the requested service on the contracted rate. The supplier will also be given the option to confirm the booking on a different rate or room type. If rooms are not available on a different rate or room type the requested service will be Denied and we will attempt to offer an alternative property in the same category, location and price range.

When an On Request booking or an Alternate Property is confirmed the Travel Partners, Resellers, Agencies and Tour Operators must accept the confirmation prior to the Cancellation Deadline or the booking will be automatically released without penalty. The email confirmation will contain a link that can be clicked to confirm acceptance.

Booking Procedures for Hotels & Apartments

For each reservation a maximum of 5 rooms and up to a maximum of 30 nights per stay can be booked online.

If 6 rooms or more are requested it will be considered a group booking and the system will automatically redirect the request to the Group RFP (request for proposal) module.

HOTELS

- (i) Hotels are classified as 5 star, 4 star, 3 star and 2 star. The classification is provided to us by the supplier of the hotel component and we try to validate and authenticate this information. We cannot be held responsible for wrong and inaccurate information provided to us by the supplier. Images, descriptions and a list of amenities/facilities are also provided and this information is obtained from the supplier of the hotel component.
- (ii) The number of guests on the booking must equate to the room category e.g.: Single - 1 Adult, Double or Twin - 2 Adults, Triple - 3 Adults and Quad - 4 Adults. Extra beds for adults and children can also be requested and the system will automatically scan the database and display hotels with room types and categories that match the search criteria of the number of occupants allowed in the room as per the request.
- (iii) If children are being booked, the child ages must be specified. In most cases the breakfast for children are not included in the rate especially when a child sharing the room is free of cost.

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Rates for hotels are quoted per room, per night and may be as follows:

- Room only
- Bed & Breakfast
- All Inclusive

The meal rates for adults and children and the type of meal available can be booked by selecting the number of additional types of meals to be booked. The rates are quoted per meal, per person and are net non-commissionable and inclusive of taxes and service charges.

APARTMENTS

- Apartment are classified as Luxury, Superior, Standard and Budget.
- The classification is provided to us by the supplier of the apartment component and we endeavor to validate and authenticate this information. We cannot be held responsible for wrong and inaccurate information provided to us by the supplier. Images, descriptions and a list of amenities/facilities are also provided and this information is obtained from the supplier of the apartment component.
- The maximum number of guests on the booking must equate to the apartment room type e.g.: Studio - 2, Adults, 1 Bedroom - 2 Adults, 2 Bedrooms - 4 Adults, 3 Bedrooms – 6 Adults, 4 Bedrooms – 8 Adults and 5 Bedrooms – 10 Adults. Extra beds for adults and children can also be requested and the system will automatically scan the database and display apartments with apartment room types that match the search criteria based on the maximum number of occupants allowed in the apartment room as per the request.
- If children are being booked, the child ages must be specified. In most cases the breakfast for children are not included and will be specified in the tariff notes at the time of booking.

Rates for apartments quoted per apartment type as follows:

- Daily – 1 night
- Weekly – 7 nights
- Monthly – 30 nights

Group Travel Policies

- The Operator will be entitled to apply to Ecomantra for a group reservation where the subject matter of the reservation comprises 10 or more full paying guests (herein referred to as "Groups" which definition excludes exclusive use of any of Ecomantra's Lodges or Hotel / apartment / camp / lodges). Ecomantra will make such a reservation subject to the availability of rooms, taking into account the number of rooms allocated by Ecomantra for the purpose of Group Reservations for the required reservation period.
- A preliminary rooming list in respect of Groups is required at least 60 days prior to arrival with the final rooming list required no later than 30 days prior to arrival.
- REDUCTION POLICY FOR GROUPS:
Ecomantra reserves the right to raise the following charges in the case of a reduction or shortfall of numbers:
 - Between confirmation and 60 days prior to the Group's arrival, up to 20% of the group's rooms may be cancelled. Any reduction in rooms reserved greater than 20% of the Groups size will incur cancellation fees based upon the value of the reduction of the reservations made by the Operator.
 - Between 15 to 30 days prior to the Group's arrival, up to 10% of the Group's rooms may be cancelled. Any reduction in rooms reserved greater than 10% of the Group's size will incur cancellation fees based upon the value of the reduction of the reservations made by the Operator

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- c. Between 0 to 14 days no reduction on rooms is allowed and cancellation fees will be paid based upon the value of the reduction of the reservations made by the Operator.

CUSTOMISED GROUP TRAVEL POLICIES

- (i) The Operator will be entitled to apply to Ecomantra for exclusive use of a hotel / apartment / camp / lodge and this reservation will compromise the booking and charging for all the available beds in the Lodge/hotel / apartment / camp / lodge concerned (herein referred to as "Exclusive Groups"). Ecomantra will make such a reservation subject to the availability of rooms.
- (ii) In respect of exclusive Groups, the final rooming list is required no later than 60 days prior to arrival.
- (iii) REDUCTION POLICY: In respect of exclusive Groups, no reduction is allowed and the full value of the reservation made by the Operator will be paid.
- (iv) BONA FIDE TOUR LEADER ACCOMPANYING CLIENTS: Special discounts will be granted as follows in respect of Bona Fide Tour Leaders accompanying the Operator's Clients: -

Based on paying clients	Tour Leader
15 clients +	Free of charge on supplier's discretion
10-14 clients	Applicable discounted Pilot rate
1-9 clients	Applicable negotiated contract rate

- a. The Tour Leader must be a member of staff actually working on the trip for the group. Subject to availability, the tour leader (on discounted accommodation) may have to sleep in guide's accommodation, which is not the same standard as the clients' accommodation. Please warn your tour leader.
- b. There is a maximum of one tour leader per group and unless otherwise negotiated only one tour leader's room is available per group.

Other General Policies

PRIVATE VEHICLES

Can be requested and can only be confirmed 14 days prior to arrival. Alternatively, three (3) rooms can be booked at double occupancy at applicable contract rates and a vehicle can then be secured immediately, if available. An open vehicle cannot be guaranteed in India

CHILDREN POLICY

Children of all ages are permitted in hotel / apartment / camp / lodge.

- a. 0 – 2 years described as infant
- b. Infant (s) are accommodated free
- c. 3 – 11 years described as child
- d. 0 – 13 years MUST share a room with adult(s) for safety reasons.
- e. Child sharing with 2 adults is charged at 50% of the per person sharing rate.
- f. Children between 5 – 9 years may go on game drive at the discretion of the Camp Manager.
- g. Children under 5 years will NOT be permitted on game drives for safety reason.

REGISTRATION

All guests will be obliged on checking-in, to sign a registration and indemnity card reflecting the terms and conditions to which they will be subject, and which they will at all times observe, whilst staying in the hotel / apartment / camp / lodges/lodge.

Please be aware that safaris may bring you close to wild animals. Neither Ecomantra, nor their employees, nor agents can held responsible for any injury death or incident on safari or whilst residing in the lodge/hotel / apartment / camp / lodge.

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BAGGAGE ALLOWANCE

Each passenger shall be entitled to no more than 1 soft-sided suitcase weighing no more than 12 kilograms, and a maximum size of 66 centimetres in length.

Additional seats can be purchased for excess luggage at the relevant seat rate; the maximum weight per seat purchased is 10 kilograms. Any additional baggage over and above the airlines allowance will be billed by the airlines directly to the client.

The carrier shall be entitled to refuse to carry any baggage in excess of aforesaid.

PASSPORT & VISA

The Visa service module to book visas to the India will be made available to only Customers who have signed the Visa agreements.

A visa can only be booked along with a confirmed hotel or apartment reservation in the India for a minimum period of 3 nights and the Visa request must be made on the same itinerary. The hotel or apartment booking cannot be cancelled or amended to a period less than 3 nights once the visa service is booked along with the property reservation.

Visa Services are non refundable and payment is due irrespective of whether the visa is approved by the immigration authorities or not.

The onus is upon the guests to ensure that passports and visa's are valid for the countries visited. Ecomantra, their staff and their agents cannot be held liable for any visa etc. not held by the guests.

HEALTH

Anti-malaria precautions should be commenced prior to departure.

INSURANCES

All guests should take out comprehensive insurance cover when paying their confirmation deposit, to cover them for cancellation, curtailment, medical expenses, personal baggage, emergency evacuation back home and money.

CONFIDENTIALITY

All the provisions of this contract shall remain strictly confidential to Ecomantra and to the Tour Operator.

VARIATION OR WAIVERING

Variation or waivering of the Terms and Conditions is at the sole discretion of Ecomantra.

OTHER

This contract shall be interpreted in accordance with, and be governed by, the law of India. In this contract, and unless the contents otherwise requires, the singular includes the plural and vice versa and any gender includes the other genders.

MINIMUM STAYS IN ECO LODGES

All hotel / apartment / camp / lodges in the Ecomantra portfolio are subject to a two night minimum stay.

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2. CANCELLATIONS, NO SHOW, AMENDMENTS AND REFUNDS

Confirmed bookings can be cancelled or amended without any charges prior to the cancellation and amendment deadline.

Rates for transfers and tours are either by private vehicles or scheduled. For private vehicles, the rates are quoted "per vehicle" up to the maximum capacity of the vehicle. For scheduled transfers and tours, the rates are quoted for the total number of passengers and varies on the type of vehicle used.

For each service booked and confirmed the Travel Partners, Resellers, Agencies and Tour Operators will be provided with a cancellation or amendment deadline along with the any cancellation charges that will apply if cancelled or amended after the deadline. To avoid cancellation or amendment penalties, the confirmed travel component should be cancelled or amended before the date and time specified on the cancellation and amendment deadline. Bookings cancelled or amended after the cancellation and amendment deadline and before the check in date will be automatically invoiced with the cancellation or amendment charges.

Cancellation or Amendment

If a booking is cancelled or amended after the cancellation or amendment deadline the charges will be displayed. On acceptance of the charges the booking can be cancelled or amended and the system will automatically generate an invoice for the charges.

The Travel Partners, Resellers, Agencies and Tour Operators will be required to contact our reservations department in writing if a booking is to be amended or cancelled after the check in date. Normally this will attract a minimum of 1 Night to 100% charges.

Reservations cancelled are charged as indicated herein below:

- (i) Between 60 and 31 days prior to arrival a 25% cancellation fee will be charged.
- (ii) Between 30 and 15 days prior to arrival a 50% cancellation fee will be charged.
- (iii) Between 14 and 0 days prior to arrival a 100% cancellation fee will be charged
- (iv) Low and High season: 1 night of accommodation fee apply for cancellation less than 7 days.
- (v) Peak season: 1 night of accommodation fee apply for cancellation less than 14 days. Late Arrived and No-Show Policy

Cancellation fees are calculated on the contact rate per person and on the total value of the reservation(s) made

No Shows

Bookings cannot be cancelled or amended after the check in date. A request should be made in writing to our reservations department to action these requests.

NO SHOWS

- a. No shows normally attract a minimum charge of 1 night to 100% charges.
- b. No show without any informs will charge as arrival as usual. Informed of late arrived or change the Check In date of the rest days will apply under the rule of cancellation policy.

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LATE ARRIVALS OR EARLY CHECK OUTS

- a. Late arrived without any informs will charge as arrive as usual. Informed of late arrived or late arrived or change the Check In days will apply under the rule of cancellation policy.
- b. Early Check Out: 1 night of accommodation fee apply for all early check out.

MINIMUM STAYS

- a. The system will automatically apply the minimum stay restrictions imposed by the supplier and display the rates and availability for the period of the minimum stay even if the request is for a period less than the minimum stay.

Refunds

- (i) Should any client arrive late or request an early departure, no refund will be granted.
- (ii) Whilst Ecomantra will ensure that all anticipated accommodation will be available as planned, there shall be no claim of any nature against Ecomantra for a refund, either in part or whole, if any accommodation and or excursion is unavailable and a reasonable alternative was found – or if guests were unable to make use of the service for any reason.
- (iii) Refund requests will only be processed if received in writing within 30 days from the completion date of the travel component.
- (iv) Refund requests for partially utilized services will not be processed unless we receive written proof from the service provider that the guest has not utilized all the services in full as specified on our final confirmation and the supplier confirms in writing that a refund will apply to the un-utilized services.
- (v) Refund requests for fully un-utilized services will be processed only when we receive the written request.
- (vi) Refunds are subject to receiving confirmation from our supplier. The refundable amount provided by the supplier is final including cases when no refund is applicable.
- (vii) A period of 21 days is required to process any refund requests. No claims would be entertained after a refund is processed.

Details can be viewed on the Cancellation Report.

UPDATES

Ecomantra sends regular circulars to all registered Travel Agents to keep them updated or any updations, revisions or modifications made by the Airline pertaining to fares, cancellation policies, general terms and conditions etc. In case your agency is not receiving these circulars kindly contact sales@ecomantra.in for corrections in emails. For our general policies, terms and conditions and FAQ's please visit our website www.ecomantra.in. We have tried to make the above procedures as simple as possible; however, in case you face difficulty anywhere do not hesitate to contact our sales team.

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3. CONTRACTED RATES & PAYMENT PROCEDURES

Contracted Rates

- (i) RATES: Indian Rupees or USD currency applies to all nationalities visiting our hotel / apartment / camp / lodges in India.
- (ii) The Operator will be entitled to make reservations for accommodation or travel services at the rates quoted in the annexure hereto.
- (iii) All amounts are denominated in Indian Rupees or US Dollars.
- (iv) Unless otherwise specified the terms and conditions are applicable to all hotel / apartment / camp / lodges and lodges within the Ecomantra portfolio.
- (v) The quoted rates vary depending upon whether a reservation is made for the high or low season.
- (vi) Rates are calculated in the currency as per the attached annexure and are inclusive or exclusive as indicated:
 - a. Nightly accommodation at selected hotel / apartment / camp / lodge
 - b. These are usually billed as indicated except if otherwise mentioned or in all Inclusive itineraries
 - 1. All scheduled travel support at lodges, hotels etc/
 - 2. Laundry services.
 - 3. All meals.
 - 4. All non alcoholic beverages
 - 5. Road transfers to/from hotel / apartment / camp / lodge from the nearest airport / railhead / port
- (vii) When booking Tailor Made itineraries, all calculations will be calculated by using the daily hotel / apartment / camp / lodge rate and by adding the additional component costs as follows:
 - a. National Park Fees.
 - b. Road transfers to and from domestic and/or international airports.
 - c. Beverages if any
- (viii) PILOT / GUIDE DISCOUNTED RATE: Pilot & Guide rates as per the rate sheets. Guide rates are applicable to qualified and registered professional guides.
- (ix) INTERPRETER ACCOMPANYING GUESTS: Interpreters, who by necessity accompany guests on all activities, will be charged the applicable contract rate.
- (x) These rates are subject to increase by the amount of any future increases in fuel, currency fluctuations, park fees and/or component costs. Ecomantra will give Sixty (60) days written notice to the Operator of any future increase and of the consequentially revised rates and any such increases will take effect upon the expiry of such notice period.
- (xi) Each quoted rate is a rate per couple per night sharing with a single supplement, applicable for single occupancy, where indicated on the rates sheet.
- (XII) A per person Christmas supplement applies to stays in India between the 24 December and 1 January of each year (both days inclusive).

Incentives, Loyalty Bonus & Preferred Expert Agent Bonus

Upfront Incentives

Travel Agents will continue to receive an upfront incentive on the advance payment made to us as per the Table below

Agency Credit Account	Upfront Additional Incentive
From INR 10000 – 99,999	1.00%
From INR 1,00,000- 9,99,999	2.00%
INR 10,00,000 and above	2.50%

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Loyalty Bonus

The bonus will be given month-end on the net sale as per the Table below:

Loyalty Bonus to Agencies	Revenue Level Per Month	Loyalty Bonus
Level 1	INR 1,00,000-4,99,999	1.00%
Level 2	INR 5,00,000-15,00,000	2.00%
Level 3	INR 15,00,000 and above	2.50%

Preferred Expert Agent

Ecomantra Nature Adventures Pvt. Ltd. has created a Preferred Expert Agent system under which the agent is specially trained on payment of Rs. 3500 per property or package and limited to the number of properties as the travel partner's number of booking agents. On these properties or packages, Ecomantra acknowledges the travel partners special acquired expertise in these products and shares additional 5% as commission over and above the agreed slab on completing Rs. 5,00,000 of billing. PEA and Loyalty Bonus does not apply simultaneously.

PEA Bonus to Agencies	Revenue Level Per Month	Loyalty Bonus
Level 1	INR 1,00,000-4,99,999	2.00%
Level 2	INR 5,00,000-15,00,000	4.00%
Level 3	INR 15,00,000 and above	5.00%

Payment Procedures

- (i) Payments is adjusted against the credit deposit, or via NEFT / RTGS or via credit card immediately using the online payment gateway.
- (ii) Agents / Partner having credit facility must clear Payments within 21 days from the date of invoice and before the outstanding reaches the credit limit.
- (iii) Invoices will be issued on the commencement date of the respective service and the value of the invoiced amount will be reduced from the available credit to reflect the current available credit on the account in real time.
- (iv) New Bookings will only be processed if the available credit is above zero.
- (v) If the current available credit is insufficient, the new booking will not be processed and the data entered for the booking will be automatically saved. The account will be temporarily suspended and the booking will only be reprocessed based on availability and current rates once the account is reactivated. The account will be reopened immediately on proof of payment.
- (vi) We reserve the right to cancel all forward bookings if the credit limit is exceed and payment is not made in a timely manner.

Subject to any separate credit arrangements which may exist between Ecomantra and the Operator, payment in respect of reservations shall be as follows: -

- (i) A non-refundable deposit upon acceptance of reservations is to be received by Ecomantra from the Operator within seven (7) working days from date of confirmation in respect of the following type of bookings as follows:
 - a. Exclusive Groups : 50% of the total value of the reservations;
 - b. Groups : 25% of the total value of the reservations
 - c. All others : 25% of the total value of the reservations.Failure to do so will result in automatic cancellation of the reservation(s) being held. Thereafter the balance will be payable as follows: -
 - a. Exclusive Groups : The final balance of 50% will be payable at least 60 days prior to arrival

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- b. Groups : A further 25% of the total value of the reservation(s) will be payable at least 90 days prior to arrival and the final balance of 50% of the total value of the reservation(s) will be payable at least 60 days prior to arrival of the Group.
- c. All others : The final balance of 75% of the total value of the reservation(s) will be payable at least 30 days prior to their arrival

(ii) Bookings can also be made in the following currencies:

- a. INR
- b. US Dollars

The option of changing the default currency to any of the above mentioned currencies can be done at the time of booking a service. Invoices will be issued in the currency that the service is booked and payment must be made in the same currency that is selected by the Travel Partners, Resellers, Agencies and Tour Operators at the time of booking. If the Travel Partners, Resellers, Agencies and Tour Operators wishes to pay the invoice in a different currency the exchange rates will be determined by 'Ecomantra Nature Adventures Pvt. Ltd.'

Note: -

- (i) Failure to make payment within the above stipulated times may result in automatic cancellation by Ecomantra of any reservations made by the Operator.
- (ii) All rates quoted are net and non-commissionable, inclusive of all taxes and service charges (including ST).
- (iii) Rates are quoted in the default currency selected by the Travel Partners, Resellers, Agencies and Tour Operators at the time of registration.

Ways to Make Payments

Payments can be made by cash, demand draft, banker's cheque, wire transfers and Credit Cards.

ADVANCE CREDIT

This advance payment can be made into a Ecomantra designated bank account. The agency can make bookings up to the value of the deposited amount and replenish the same when the amount has been utilized.

All Travel Agents using this method of payment will clearly have to follow the prescribed process.

Payments have to be made into our designated bank account by either cash, bank transfer or by cheque.

The bank details are as follows:

Bank:	HDFC BANK LD.
Bank Account No.:	04062020001220
RTGS / IFSC CODE:	HDFC0000406
Name of the beneficiary:	Ecomantra Nature Adventures Pvt. Ltd.
Branch Address:	Ghatkopar West, Mumbai. INDIA
Pan No.:	AABCE9488N

All Travel Agents using this method of payment will clearly have to follow the prescribed process. Payments have to be made into our designated bank account by either cash, bank transfer or by cheque. The bank details are attached.

We would like to request that all details must be entered correctly and clearly so as to avoid any delays in uploads. You are requested to fax all deposit slips in the prescribed formats mentioned below. The designated fax numbers are **022-42155226**. The scanned copy of the deposit slip can also be emailed at sales@ecomantra.in

ECOMANTRA NATURE ADVENTURES PVT. LTD.

19, Rajasthan Technical Centre, Patanwala Estate, Ghatkopar (W), Mumbai - 86. INDIA

Email: alliance@ecomantra.com, Website: www.ecomantra.com

Tel.: 91.22.42155222, Fax.: 91.22.42155226

- For **cheque payments**, kindly clearly state the Cheque number, date of deposit and the deposit amount in the Agency Credit Application Form. (Form attached - "Agency Advance Credit Application Form.doc")
- For **cash payments**, kindly use the specific deposit slips as advised. Correct details need to be entered while filling out the slip to avoid any delays.

CASH

1. Paid to ECOMANTRA Finance Department against which you will receive an official receipt.
2. Deposited into any of the ECOMANTRA Bank Accounts as shown below with a copy of the stamped & sealed

Once the payment has been reconciled the amount will be uploaded into your Agency Credit Account for use. You are requested to repeat this process to replenish the account once the funds are exhausted.

BANK DEPOSIT

Demand Draft or Banker's Cheque: Drawn on 'Ecomantra Nature Adventures Pvt. Ltd.':

1. Paid to ECOMANTRA Finance Department against which you will receive an official receipt
2. Deposited into any of the ECOMANTRA Bank Accounts as shown below & a copy of the Stamped & Sealed Bank Deposit Slip to be faxed, Mailed or Couriered to Ecomantra Nature Adventures Pvt. Ltd., India.

CREDIT CARDS

Ecomantra will accept any Master/Visa/ card for processing booking on the website. An agent can use the agency corporate card or a passenger's card to book. The transaction fee will be absorbed by Ecomantra.

Payments by Credit Card can be made either by directly presenting the Credit Card at our office by the cardholder or alternatively by Mail Order to a maximum amount of INR 2,00,000 per transaction including the bank charges.

The following format is to be used:

(i) To: 'Ecomantra Nature Adventures Pvt. Ltd.'

(ii) I the Visa / Master Card holder, authorize you to charge my Credit Card INR/USD , (In words,) towards the Booking / Invoice Number

(iii) Card Holder Name (As mentioned on the Card):

(iv) Card Number :

(v) CVV Number (last 3 numbers on the reverse side of the Card):

(vi) Expiry Date : (MM/YY)

(vii) Billing Address : (as per the Card Statement):

(viii) Attachment required for Mail Order: Front & Back copy of the Credit Card and any Personal Identification copy.

I understand and agree to the cancellation conditions with reference to the above mentioned Booking/Invoice. In case of cancellation, No show or Service Charges, I agree to pay these necessary charges. The information given above is correct.

Card Holder's Signature: Date:

WIRE TRANSFERS

To any of our Bank Accounts shown below & a copy of the Bank Transfer slip along with the SWIFT / RTGS / NEFT copy to be faxed to +91.22.42155226

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ANNEXURES

WHOLESALE RATES CONTRACT

The Parties

This MOU is made on between the under noted parties.

1. M/s Ecomantra Nature Adventures Pvt. Ltd., represented by Ravi Goel and Mahrukh Goel, both directors.

And

2. M/s Represented by

For considerations of initiation and expanding the business both the above parties have decided to work together for commercially beneficial reasons.

Preamble

Ecomantra Nature Adventures Pvt. Ltd. having its office in 19, Rajasthan Technical Centre, Patanwala Estate, LBS Marg, Ghatkopar West, Mumbai-86 is a pure B2C AND B2B Travel Partners, Resellers, Agencies and Tour Operators based in Mumbai.

- Ecomantra is a supplier of own or partner or contracted Hotel / apartment / camp / lodge in India and can provide accommodation and travel services to the clients of the Operator.
- In consideration of the foregoing, Ecomantra has agreed to grant to the Operator wholesale rates for its services upon the terms and conditions contained hereunder

M/s..... having its office in is travel company.

The parties hereto now find it mutually beneficial to have a formal understanding between them in forming an alliance based on giving Marketing rights of Ecomantra Nature Adventures Pvt. Ltd.'s contracted hotels, apartments, travel packages and other travel products and services to Travel agency in India on a non exclusive basis.

- The Operator is a Tour Operator whose clients from time to time require accommodation and travel services in India;
- The Operator wishes to use the services of Ecomantra for the accommodation and travel requirements of its clients.

Ecomantra Nature Adventures Pvt. Ltd. Obligations

1. Upon any consummated sale of any Ecomantra Nature Adventures Pvt. Ltd. Holidays by the travel agency, Ecomantra Nature Adventures Pvt. Ltd. shall pay to the travel agency a commission of 10% on the actual sale price (depending upon itinerary) with incentives as mentioned.

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2. All future sales to this client list that is converted by, and on such leads that was generated by the travel agency but converted by Ecomantra Nature Adventures Pvt. Ltd., a 5% TAC will be credited to the travel agency Account.

The Travel Agency Obligations & Acceptance Of The Conditions Below

1. Use its best endeavors to promote the use of Ecomantra for the accommodation and travel requirements of its clients.
2. Furnish its clients with such information concerning the accommodation and services as may be relevant to their requirements.
3. Make all reservations required by its clients.
4. Be solely responsible for the payment to Ecomantra in respect of all reservations made by it with Ecomantra.
5. The Travel agency / Operator is engaged on the basis that it will at all times act pursuant to this Contract as a Principal and not as the Agent of Ecomantra and that it will accordingly at no time represent itself to its clients as the Agent of Ecomantra nor attempt to bind Ecomantra to any such client.
6. The descriptions of travel products, services, support components etc. contained on our website are provided to us by the travel component suppliers and passed on by us in good faith. We do not check or inspect the facilities or services which form part of any travel component. We accept no liability for the accuracy of travel component descriptions or details nor do we accept liability for any loss incurred by a Travel Partners, Resellers, Agencies and Tour Operators in relying on the descriptions.

Terms/ Termination

1. Term. The term of the Agreement shall commence as of the Effective Date and shall continue for Twelve (12) months thereafter (the "Term"). The Agreement shall automatically renew for an additional term of one year upon the anniversary of the Effective Date each year following the Effective Date unless and until terminated in accordance with section 4.2, below
2. Termination. Both the parties i.e. Ecomantra Nature Adventures Pvt. Ltd. or Travel agency may terminate this Agreement at any time by giving thirty (30) days prior written notice to each other.
3. Survival. Any prior termination of this Agreement notwithstanding, obligations of payment arising hereunder shall survive so long as any such amounts remain due.
4. Fees and Expenses. Except as specifically provided in this Agreement, each party shall be responsible for its own costs and expenses towards sales and marketing.
5. Law and Jurisdiction: This contract and any matters arising from it shall be subject to Mumbai Jurisdiction and the exclusive jurisdiction of Republic of India.

THIS CONTRACT IS VALID FROM 01/01/2010 TO 31/10/2011 AND IS DEEMED NULL AND VOID UNLESS SIGNED AND RETURNED TO THE ISSUING PARTY.

WE KINDLY REQUEST THAT YOU THOROUGHLY READ THROUGH THIS CONTRACT, COMPLETE THE RELEVANT DETAILS AND THEN RETURN IT TO US VIA POST OR FAX

CONTACT: RESERVATIONS MANAGER ON TEL: 91.22.42155222
OR FAX: 91.22.42155226
E-MAIL: helpdesk@triporigin.net

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Travel Agency / Reseller / Partner Company Contact Details

Company / Agency Name			
Legal Status (please select)	Sole Proprietorship	Limited Co.	Partnership Firm
Business Registration No.			
Address			
City		Nearest Airport	
State		Pin Code	
Country			
E-mail			
Phone			
Fax			

AFFILIATION DETAILS / PAN (PERMANENT ACCOUNT NO.)

ATOAI / IATA / IATO No.		PAN No. (Mandatory)	
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PROPRIETOR/PARTNER/CEO/MD

Name	
Position	
Phone/Mobile	
E-mail	

AUTHORISED BOOKING STAFF CONTACT DETAILS

1.a) Name	
1.b) Position	
1.c) Phone/Mobile	
1.d) E-mail	

Authorised Signatory

Agency Seal

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Agency Credit Application Form

Company Details

Agency ID		Agency PAN No.	
Name of the Agency		City	
Date of Deposit			
Deposit Amount			
Mode of Payment	Cheque No.		
	Cash		
	Internet Ref. No.		

Agency Contact	Name	
	Contact No.	
	E-mail ID	

(*for Ecomantra Nature Adventures Pvt. Ltd. use)

Date of Receipt of Application *		File No.	
Amount Credited			
Credit Created on			
Credit Created by			

*Paste
Deposit Slip
Here*

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