

GROUP POLICY FOR CHINA MARKETS

(Non Home Port Vessels)

团队预订细则

(此条款仅限于丽星邮轮除中国大陆以外出发之亚洲船次)

With effective from 1 September 2012

2012 年 9 月 1 日起执行

DEPOSIT POLICY (minimum 8 cabins) 团队订金条款(8 间客房起)	
<u>8 - 50 cabins/ 8—50 间客房</u> <ul style="list-style-type: none"> 30% deposit within 14 days 须于预订确认日起 14 天内交付 30% 订金。 Balance payment 14 days before departure. 须于出发前 14 天前付清全款。 	<ul style="list-style-type: none"> 30 days before departure release cabins without penalty 1st review: 21 days before departure, release 50% unused cabins. 第 1 次审核：须于出发日期前 21 天做出审核，释放未使用房间数的一半。
<u>51 - 100 cabins & above /51—100 间客房以上</u> <ul style="list-style-type: none"> 30% deposit within 14 days 须于预订确认日起 14 天内交付 30% 定金。 Balance payment 21 days before departure. 须于出发前 21 天前付清全额房费。 	<ul style="list-style-type: none"> 1st review: 45 days before departure, release 50% of unused cabins. 第 1 次审核：须于出发日期前 45 天做出审核，释放未使用房间数的一半。 2nd review: 30 days before departure, release 50% unused cabins. 第 2 次审核：须于出发日期前 30 天做出审核，释放未使用房间数的一半。 Final review: Balance unused cabins auto-released 21 days before departure. 最后审核：出发日期前 21 天，所有未使用的房间做自动放弃论。
<p>For Group blockage less than 14 days before departure, full payment upon confirmation of blockage. 对于距出发日期少于 14 天的团队预订，如预订一经确认，须付清全额房费。</p>	

Note: Group deposit is transferable only if alternative sailing date is within 60 days of the original departure date.

注意：如团队更改出发日期，只有选择距原出发日期 60 天之内的新出发日期，才可以将订金转移至新出发日期。

CANCELLATION CHARGES / CHANGE OF DEPARTURE DATE

预订取消费/更改出发日期

Cruise length 6 days or more 6 天或以上航程	Cancellation Charges (per person) 相应收取之取消费
45 – 30 days before departure 出发日期前 45–30 天	25% of Full Fare 客房费用的 25%
29 – 15 days before departure 出发日期前 29–15 天	50% of Full Fare 客房费用的 50%
14 – 08 days before departure 出发日期前 14–08 天	75% of Full Fare 客房费用的 75%
07 days or less 出发日期前 7 天或少于 7 天	100% of Full Fare 客房费用的 100%
No Show / No Written Notice 缺席者/无取消预订之书面通知	100% of Full Fare 客房费用的 100%

Cruise length 5 days or less 5 天或以下之航程	Cancellation Charges (per person) 相应收取之取消费
45 – 14 days before departure 出发日期前 45–14 天	25% of Full Fare 客房费用的 25%
13 – 08 days before departure 出发日期前 13–08 天	50% of Full Fare 客房费用的 50%
07 days or less 出发日期前 7 天或少于 7 天	100% of Full Fare 客房费用的 100%
No Show / No Written Notice 缺席者/无取消预订之书面通知	100% of Full Fare 客房费用的 100%

FOC POLICY 团队免房条款	
No. of cabins/ 1 st and 2 nd pax /paid 团队订房/客人数量 (付全费之房间/第一/二位客人数量)	No. of FOC pax/1 st and 2 nd accorded to group 可相应获得之免房客人数量
Every 8 cabins / 15 pax 每 8 间客房/ 15 位客人	01 pax 1 位客人

Terms & Conditions 条款及细则:

- Category of FOC cabins are based on 90% of cabin category utilized and based on twin-sharing.
所获免费客房的类型是基于占整个团队预订之 90% 的客房类型而确定并以双人入住为标准。
- FOC policy is not applicable for Christmas, New Year and Chinese New Year sailing dates.
以上团队免房条款并不适用于圣诞节、新年及中国农历新年假期。
- Maximum of 20 FOC pax per group.
每个团队最多可以获得 20 位免费客房人。
- Strictly applicable to group bookings only.
仅适用于团队预订。

**AMENDMENT POLICY (applicable to groups and FITs bookings)
资料更改条款 (适用于团队及散客预订)**

- For any amendment made after submission of rooming list / reservation form, an amendment fee of **RMB110 per pax** will be levied.
对于在提交了乘客分房名单/订房表之后的任何改动，我司将收取更改费人民币 110 元/人次。
- Allow up to 10% waiver (of total number of cabins blocked) for amendments.
如更改的数量不超过整个团队预订的 10%，可免收更改费。
- Allow only charge amendment fee instead of full cancellation fee when all names in one cabins changed.
当一间客房里的所有客人名字都发生更改时，只按人头收取相应的更改费，而不再执行收取全部的取消费。

Note: 100% cancellation fee will be applicable for change of cruise departure date less than 7 days before departure.

注意：如距出发日期少于 7 天时更改出发日期，作预订取消论，我司将收取 100% 的取消费。