

THE LANGHAM

HOTELS & RESORTS



 PTIMUM
BY LANGHAM

CORPORATE RATE PROGRAMME

BENEFITS TAILORED FOR SMALL AND MEDIUM ENTERPRISES

JOIN LANGHAM'S OPTIMUM PROGRAMME TO ENJOY YEAR ROUND PRIVILEGES AT OUR PORTFOLIO WORLDWIDE.



The Langham, London



The Langham, Hong Kong



The Langham, Sydney



The Langham, Chicago

Langham recognises the dynamism and fast growing potential of small and medium-sized companies. We understand exactly what you need and strive to provide optimum value for every dollar you spend. We have created this programme to provide you with corporate rates at all participating The Langham Hotels and Resorts, which guarantee a minimum saving of 15% for companies occupying 20-50 room nights per year.

By enrolling into **OPTIMUM** your company can enjoy the following benefits:

- Exclusive access to year round rates fixed for high and low seasons for all guestroom categories worldwide
- Option of room with breakfast rates
- Preferential rates for Langham Club Room and Suite accommodations
- Instant enrollment confirmation and Langham booking code
- Dedicated sales representative to personally assist with your reservations and special requests worldwide
- Airline partner miles accrual towards preferred frequent flyer programme for your travellers
- Enrollment invitations for your travellers and travel bookers to Langham's designated loyalty programmes
- Invitations to exclusive Langham promotions

Travellers of our **OPTIMUM** members are invited to enrol as an **1865 Privilege Gateway** member. Highlights of some of the additional benefits include:

- Express check-in and check-out
- Local newspaper and PressReader access to digital publications worldwide
- In-room broadband Internet access
- Late check-out until 4pm, subject to availability
- Personalised room preferences

Your corporate personal assistants, secretaries, and travel arrangers can earn rewards for every reservation made at our hotels worldwide!

In addition, your company is entitled to enjoy exclusive privileges at **Cordis Hotels and Resorts**.

Enrol your company today at langhamhotels.com/en/optimum or contact your local or global sales representative for more information.

MAINLAND CHINA AND HONG KONG



THE LANGHAM, SHANGHAI, XINTIANDI

*RMB1,900 (Room only) / *RMB2,050 (with breakfast for one)
for 1 Jan-31 Dec 2019

Email tlshx.optimum@langhamhotels.com



THE LANGHAM, SHENZHEN

*RMB1,200 (Room only) / *RMB1,300 (with breakfast for one)
for 1 Jan-31 Dec 2019

Email tlszx.optimum@langhamhotels.com



THE LANGHAM, HAIKOU

*RMB900 (Room only) / *RMB1,000 (with breakfast for one)
for 1 Jan-31 Dec 2019

Blackout 4-10 Feb 2019

Email tlhak.optimum@langhamhotels.com



THE LANGHAM, HEFEI

*RMB729 (Room only) / *RMB815 (with breakfast for one)
for 1 Jan-31 Dec 2019

Email tlhfe.optimum@langhamhotels.com



LANGHAM PLACE, GUANGZHOU

*RMB1,220 (Room only) / *RMB1,340 (with breakfast for one)
for 1 Jan-31 Dec 2019

Blackout 14-18 & 22-26 Apr / 30 Apr-4 May / 14-18 Oct /
22-26 Oct / 30 Oct-3 Nov 2019

Email lpcan.optimum@langhamhotels.com



LANGHAM PLACE, HAINING

*RMB583 (Room only) / *RMB643 (with breakfast for one)
for 1 Jan-31 Dec 2019

Email lphan.optimum@langhamhotels.com



LANGHAM PLACE, NINGBO CULTURE PLAZA

*RMB600 (Room only) / *RMB660 (with breakfast for one)
for 1 Jan-31 Dec 2019

Blackout 2-4 Oct 2019

Email lpnbo.optimum@langhamhotels.com



LANGHAM PLACE, XIAMEN

*RMB748 (Room only) / *RMB828 (with breakfast for one)
for 1 Jan-31 Dec 2019

Blackout 4-10 Feb / 5-9 Mar / 5-9 Sep / 1-5 Oct 2019

Email lpxia.optimum@langhamhotels.com



THE LANGHAM, HONG KONG

*HKD1,950 (Room only) / *HKD2,110 (with breakfast for one)
for 1-4 Jan / 12 Jan-31 Mar / 1 May-14 Sep / 23 Sep-9 Oct /
17 Nov-23 Dec 2019

*HKD2,350 (Room only) / *HKD2,510 (with breakfast for one)
for 5-11 Jan / 1-30 Apr / 15-22 Sep / 10 Oct-16 Nov /
24-29 Dec 2019

Blackout 30-31 Dec 2019

Email tlhkg.optimum@langhamhotels.com

AUSTRALIA, UNITED KINGDOM AND UNITED STATES



THE LANGHAM, MELBOURNE

**AUD270 (Room only) / **AUD295 (with breakfast for one)
for 1 Apr-30 Sep 2019

**AUD315 (Room only) / **AUD340 (with breakfast for one)
for 1 Jan-31 Mar / 1 Oct-30 Dec 2019

Blackout 17-19 & 25-27 Jan / 14-17 Mar / 27-28 Sep / 25-26 Oct /
1-5 & 22-24 Nov / 31 Dec 2019

Email tlmel.optimum@langhamhotels.com



THE LANGHAM, SYDNEY

**AUD390 (Room only) / **AUD420 (with breakfast for one)
for 2-31 Jan / 1 Apr-30 Sep / 1-26 Dec 2019

**AUD450 (Room only) / **AUD480 (with breakfast for one)
for 1 Feb-31 Mar / 1 Oct-30 Nov 2019

Blackout 1 Jan / 27-31 Dec 2019

Email tlsyd.optimum@langhamhotels.com



THE LANGHAM, LONDON

*GBP335 (Room only) / *GBP355 (with breakfast for one)
for 1 Jan-31 Dec 2019

Blackout 21-25 May / 19-21 Jun / 1-4 & 8-11 Jul 2019

Email tllon.optimum@langhamhotels.com



THE LANGHAM, BOSTON

Mon to Thu - *USD269 (Room only) / *USD294 (with breakfast for one)

Fri to Sun - *USD229 (Room only) / *USD254 (with breakfast for one)
for 1 Jan-31 Mar 2019

Email tlbos.optimum@langhamhotels.com



THE LANGHAM, CHICAGO

*USD279 (Room only) / *USD319 (with breakfast for one)
for 1 Jan-31 Mar 2019

*USD384 (Room only) / *USD424 (with breakfast for one)
for 1 Apr-31 Dec 2019

Blackout 18, 20, 21, 31 May / 1-3, 8, 11-12 Jun / 1-3 Aug /
11, 12, 15 Oct / 1-3 Dec 2019

Email tlchi.optimum@langhamhotels.com



THE LANGHAM HUNTINGTON, PASADENA, LOS ANGELES

*USD239 (Room only) / *USD259 (with breakfast for one)
for 1 Jan-31 Mar / 1 Sep-31 Dec 2019

*USD249 (Room only) / *USD269 (with breakfast for one)
for 1 Apr-31 Aug 2019

Blackout 1 Jan / 29-31 Dec 2019

Email tllax.optimum@langhamhotels.com



THE LANGHAM, NEW YORK, FIFTH AVENUE

Sun to Thu - *USD445 (Room only) / *USD480 (with breakfast for one)
Fri & Sat - *USD415 (Room only) / *USD450 (with breakfast for one)
for 1 Jan-14 Mar / 27 Jun-2 Sep 2019

Sun to Thu - *USD585 (Room only) / *USD620 (with breakfast for one)
Fri & Sat - *USD555 (Room only) / *USD590 (with breakfast for one)
for 15 Mar-26 Jun 2019

Sun to Thu - *USD600 (Room only) / *USD635 (with breakfast for one)
Fri & Sat - *USD570 (Room only) / *USD605 (with breakfast for one)
for 3 Sep-31 Dec 2019

Blackout 27-30 Jun / 12-25 Sep / 1-14 & 31 Dec 2019

Email tlnyc.optimum@langhamhotels.com

** All of the above rates for hotels in the Pacific region are based on hotels' entry level room categories, quoted on per room per night basis and inclusive of prevailing government taxes and service charges.

* All of the above rates are based on hotels' entry level room categories, quoted on per room per night basis and subject to prevailing government taxes and service charges.

All the above rates are subject to hotels' availability at the time of booking.



ENROLMENT FORM

Please complete this form to join **OPTIMUM**. To facilitate input, please complete this form in English or attach your business card.

*Indicates mandatory information.

Company Information

*Company Name: _____

*Company Address: _____

*City: _____ Postal/ZIP code: _____ State/Province: _____ *Country: _____

Company Website: _____ *Nature of Business: _____

Contact Information

*Salutation: Mr. / Mrs. / Ms / Dr. *First Name: _____ *Last Name: _____ *Business Title: _____

*Email Address: _____ *Contact Number: Country Code _____ Area Code _____ Phone Number _____

*Which hotel do you plan to stay at the most? Name of the hotel: _____

(The hotel chosen will be assigned as your Base Hotel, which the Membership Account will be based with a sales representative designated. Once the Base Hotel has been assigned, it shall not be changed or replaced.)

*Expected number of room nights stayed at our hotels annually: _____

(To qualify for the programme you need to stay at any of our participating hotels for a minimum of 20 nights annually)

I have read and understood the **OPTIMUM** terms and conditions. I certify that I have the authority to enrol the above-mentioned company in this programme and that all completed information is true and accurate to the best of my knowledge. I further acknowledge that the information collected by the **OPTIMUM** programme is the property of Langham Hotels International and members of Langham Hospitality Group.

By submitting the above information, I certify that I have the authority to provide such information on behalf of my company's employees to Langham Hotels International and members of Langham Hospitality Group, and that I have received all the necessary permissions from each individual whose information will be provided for them to be enrolled in the **OPTIMUM** programme.

I agree the use of my personal data for direct marketing by Langham Hotels International Ltd.

I agree and accept the **OPTIMUM** Programme terms and conditions.

Signature: _____ Date: _____

OPTIMUM PROGRAMME TERMS AND CONDITIONS (hereinafter called “Terms & Conditions”)

OPTIMUM Programme (hereinafter called “Programme”) is managed by Langham Hotels International Limited (hereinafter called “LHI”). The relationship (hereinafter called “Membership”) between the Programme and its member (hereinafter called “Member”) shall be governed by and are subject to the Terms and Conditions as set out below. By enrolling the Programme and subject to LHI's acceptance, the applicant becomes Member of the Programme and hereby acknowledges and agrees that:

- a. you have read, understood and accepted all the Terms and Conditions;
- b. you are eligible for Membership; and
- c. the Membership is governed in accordance with the Terms and Conditions and LHI shall have the right to change, amend, modify, cancel or terminate any Terms and Conditions without any prior notice or reason to any Member; and it consents LHI to process the personal data of the Member collected via the Programme.

1. MEMBERSHIP OF THE PROGRAMME

- 1.1 When the application for Membership of the Programme is accepted by LHI, the applicant will become a Member of the Programme and a welcome note will be sent to the Member via electronic notification with details of the Programme. The participating property chosen by the Member to enrol the Programme upon registering the Membership for the Programme will be assigned as the base hotel of the Member (hereinafter called "Base Hotel"), which the Membership Account (as defined hereinafter) will be based with a principal account manager designated. Upon the Base Hotel is assigned, the Base Hotel shall not be changed or replaced.
- 1.2 Eligibility: qualified company/corporate for a Programme Membership include:
 - 1.2.1 Companies that participate in the programme must be legal corporate entities registered with the government of the Member Company's country, and with a valid tax ID number, business number, or other equivalent documentation.
 - 1.2.2 Employees designated by the Member ("Employee" and collectively with Member Companies, "Members") are eligible to participate in the Programme. LHI has the right to request confirmation of employment for any Employee designated by Member for participation in the Programme. Members are required to advise LHI if an Employee leaves the company.
 - 1.2.3 Notwithstanding anything to the contrary contained herein, a Member's eligibility to participate (and to continue participation) in the Programme is at the sole discretion of LHI. If at any time the following criteria are not met, then LHI may remove all Programme benefits from the Member and their Employees:
 - i. Have a minimum of twenty (20) qualifying room nights per year at any participating The Langham Hotels and Resort hotels worldwide.
 - ii. Must present valid ID on check-in to be eligible to this special rate
 - iii. All rates offered are non-commissionable rate and non-LRA (Last Room Availability)
 - iv. Rate is subject to availability
- 1.3 Membership is complimentary and is company/corporate based, not to be granted to individuals or persons. LHI reserves the sole and absolute right to accept or reject the enrolment application and so to grant or not grant a Membership to any particular company/entity. LHI may refuse a Membership enrolment application without giving any reason.
- 1.4 It is the company's responsibility to ensure the eligibility to obtain and maintain a Programme Membership. The participation as a Member and so the entitlement to the benefits of this Programme shall comply with the governing laws of the Terms and Conditions in all respects and in LHI's sole and absolute discretion. The Member shall also fully indemnify LHI against all losses, damage, liabilities, costs, claims and/or expenses incurred and resulted directly or indirectly from any breach of any of the Terms and Conditions and/or due to the reason of having a Programme Membership and/or anything concerning the disclosure of interests arising from the receipt of rewards under the Programme by You to any of your customers and/or any third party.
- 1.5 Unless otherwise stated, all benefits available to the Member through the Programme are subject to its availability and in LHI's sole and absolute discretion without any prior notice or reason.
- 1.6 Request for cancellation of a Membership shall be raised by the Member with proper written notice.
- 1.7 LHI reserves the right to suspend, discontinue, cancel or terminate the Membership of any Member at the sole and absolute discretion of LHI if (i) LHI considers in its sole view and opinion that continuing this Membership is deemed to be in breach of the spirit of the Programme, or (ii) LHI thinks fit without any reason.
- 1.8 LHI reserves the right to change, modify, suspend, discontinue, cancel or terminate the Programme at any time without any prior notice or reason.
- 1.9 LHI reserves the right to add, modify, delete or otherwise change any of the terms, conditions, benefits and services pertaining to the Programme or the Terms and Conditions of the Programme at LHI's sole and absolute discretion, at any time without prior notice or reason to any Member.
- 1.10 LHI's interpretations of the Programme's Terms and Conditions shall be final and absolute and binding on the Member for all purposes and to all intents.

2. DATA PRIVACY

- 2.1 The personal data supplied by Members will be used for the operation of the OPTIMUM Programme, delivery of associated benefits and services, programme development and to communicate news and information to Members for their benefits. LHI collects personal data of Members (both offline and online) so as to provide an experience of the OPTIMUM Programme that is tailored to their preferences.
- 2.2 In addition, LHI will use the personal data supplied by Members for direct marketing activities as detailed in Section 2.3 and 2.4 below. LHI will not so use your personal data unless we have received your consent.
- 2.3 Personal data supplied by Members will be used for direct marketing activities in relation to the following classes of services, products and subjects:
 - 2.3.1 Products and services offered by LHI's hotels and properties including accommodation offers, event and catering services, food and beverage services, and spa services
 - 2.3.2 Products and services offered by LHI's partners including airlines, frequent flyer programmes, travel partners, car rental companies, financial institutions, credit card companies, and retail partners.
- 2.4 LHI shall use the following personal data held by us from time to time for the direct marketing activities detailed in Section 2.3:
 - 2.4.1 Name
 - 2.4.2 Email
 - 2.4.3 Address
 - 2.4.4 Phone number
- 2.5 Since the privacy of Members is of paramount importance to LHI, we wish to protect it and maintain the trust of our Members while collecting the information necessary to operate this Programme. LHI is fully committed to providing information about the collection and use of personal data furnished by, or collected from, Members while using our websites, products and services. If you do not wish LHI to use your personal data for use in direct marketing as described, you may exercise your opt-out right by notifying us at any time without charge, via email at lhg.optimum@langhamhotels.com.
- 2.6 Members have the responsibility of keeping OPTIMUM up-to-date as to their correct communication/postal address.
- 2.7 LHI will only use and disclose Members' data to the companies within the Group, their successors, and any vendors and suppliers including system developers, campaign management companies, call centres, research companies, fulfilment companies and telecom service providers LHI engages to process data on its behalf for the purpose of operating this Programme as detailed in Section 2.1.

3. GENERAL

- 3.1 The Terms and Conditions and the Membership between the Member and LHI are governed by and shall be construed in accordance with Hong Kong SAR laws in all respects. By enrolling the Programme, each Member submits to the non-exclusive jurisdiction of the Hong Kong SAR courts provided that LHI shall have the sole and absolute right to submit any dispute or difference arising out of the Terms and Conditions and the Membership between the Member and LHI to any other court in any other jurisdiction.
- 3.2 Participating properties in this Programme shall include The Langham Hotels and Resorts branded properties and this list of participating properties may change from time to time without any prior notice or reason. Please check the Programme website for the prevailing participating properties list.
- 3.3 Should any of the Terms and Conditions be ruled ineffective or unenforceable by any of the courts in any jurisdiction, all the remaining portion of the Terms and Conditions shall remain in full force and effect and shall be construed accordingly as if the ineffective or unenforceable portion of the Terms and Conditions had never been incorporated into the Terms and Conditions from the inception or in the event that any of such courts substitutes new term(s) or condition(s) for the ineffective or unenforceable portion of the Terms and Conditions, all the remaining portion of the Terms and Conditions shall remain in full force and effect and shall be construed in conjunction with the substituted term(s) or condition(s) as if the substituted term(s) or condition(s) had been incorporated into the Terms and Conditions from the inception.