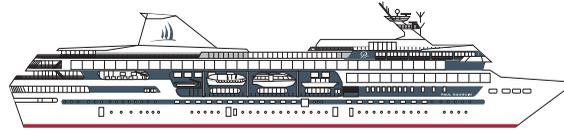


GROUPS

Sharing the discoveries offered by travel enriches any trip—especially when the trip is a luxury cruise aboard the *m/s Paul Gauguin*. When your clients organize a Group for a cruise with Paul Gauguin Cruises, they'll qualify for 5% savings on top of up to 30% Bonus Savings off standard all-inclusive fares on select voyages.

Plus, all Groups earn a 1-for-9 Tour Conductor (TC) credit. You can keep the TC credit for yourself or pass the savings directly to your clients.



Group Savings

Standard Group savings are 5% off the cruise-only fare on select sailings. Paul Gauguin Society (PGC) savings of 5%-12.5% off final cruise fares apply for past guests of Paul Gauguin Cruises and PONANT. Group rates are guaranteed from the first booking up to the date of sailing. Third guest under 17 years of age sails free, guests 18 and older pays 30% of per guest cruise fare.

Number of Groups

To ensure the success of filling Group allocations and earning Tour Conductor (TC) Credits, PGC suggests limiting Group promotions to one Group per quarter (excluding back-to-back cruises).

Tour Conductor Credits

The earned TC value is calculated based on the average net cruise-only fare (after air allowance, discounts, and commission). You may apply the credit value to a booking as final payment, or it can be sent to the agency as commission. Unless otherwise noted, Groups will earn credit after nine full-fare guests, meaning the value is applied to the tenth guest. Only the first two passengers count towards the TC credit value; when charged 200%, singles count as two. The TC credit is in lieu of a free cruise or tour travel. Unless otherwise noted, a maximum of two TC credits may be earned per sailing.

Sample Calculation

20 Cruise-Only Guests at \$5,470 Per Guest Double Occupancy	\$109,400
Less 10% Agency Commission (IATA or CLIA registered advisors only)	-\$10,940
NET CRUISE-ONLY FARE	\$98,460
Divided by 20 guests = average net cruise-only fare per guest:	\$4,923
1:9 Ratio with 20 guests = 2 TC Credits earned	\$9,846

Stateroom Allocation

All staterooms sold are subject to availability at the time of booking. Allocation identified on the Group agreement is a projection of sales by the Group promoter. Space is guaranteed only by deposit. Certain stateroom categories may be ineligible for Group discounts. Allocation is based on double occupancy. Triples are capacity controlled and subject to availability in select staterooms. Stateroom assignment is provided at time of confirmation/deposit.

Group Dining Information

L' ETOILE • 6:30–9:00 pm (*maximum capacity 204*)

Reservations accepted only for Groups from 6:30 pm until 8:30 pm.

We can accommodate guests at tables for:

- 2 x 22 tables
- 8 x 8 tables
- 6 x 8 tables
- 4 x 12 tables
- 10 x 1 table

LA VERANDA • 6:30–8:30 pm (*maximum capacity 70*)

At La Veranda, we are pleased to accept reservations for Groups, seating a maximum of 15 Group members at a time, every 15 to 30 minutes, from 6:30 pm until 8:00 pm. We are unable to accommodate more than 6 guests per table, at a maximum of 6 tables. La Veranda can accommodate Groups of 50 to 70 guests at a time, if the Group accepts a fixed menu. (Please note: a fixed menu cannot be offered to Groups numbering fewer than 40.) If the group prefers to keep the original a la carte menu, groups will be split into small parties, seating a maximum of 15 guests every 15 to 30 minutes.

LE GRILL • 6:30–8:30 pm (*maximum capacity 50*)

Le Grill offers a wonderful dining alternative and can accommodate a Group of 40 to 50 guests at a time, if the Group will accept a fixed menu. (Please note: A fixed menu cannot be offered for groups numbering fewer than 40).

If your Group prefers the original Le Grill menu, they will be split into small parties, seating a maximum of 10 guests every 15 to 30 minutes. In order to maximize the dining experience for all our guests, we limit Group seating to 10 per seating.

LAX-PPT Optional Air Package

The optional LAX-PPT air package is based on economy class service. Airline tickets must be issued in the traveler's name as it appears on his or her passport. Passports must be valid for six months beyond the final date of travel. PGC reserves the right to change air flights or complimentary hotel overnights. PGC also reserves the right to select the carrier, routing, departure airport, and class of service on air packages. Preliminary flight schedules will be available 120 days prior to departure. Final flight schedule will be included with final cruise documents. Airline seat assignments may be requested through Paul Gauguin Cruises, however, seats cannot be guaranteed and are subject to change under the terms of air carrier. Please contact Paul Gauguin Cruises to add Air Tahiti Nui frequent flyer numbers to air records as well as Global Entry Membership Numbers. At time of final payment, 90 days prior to sailing, all air records must be finalized with: traveler's name as it appears on his or her passport, date of birth, and gender. Our Air/Sea program requires that we issue airline tickets 75 days prior to the travel date. If PGC does not have this information at the time of final payment (90 days before departure), guests could be liable for obtaining their own flight arrangements and subsequently be responsible for the cost of their air travel.

Deposit, Final Payment, and Cancellation

Standard policies apply as outlined in your Group agreement and following the timeline in the right-hand column of this page for the Group Promoter checklist.

Final Payment

Final electronic cruise documents will be released 30 days prior to sailing if final payment has been received on all Group bookings and if the required guest information has been received on all bookings.

Rebating

Paul Gauguin Cruises is committed to maintaining the integrity of rates for its cruises. To ensure that rebating is not occurring, the company has implemented a formal policy.

PGC Travel Protection Plan

We want to ensure that your Paul Gauguin Cruise vacation is exceptional. We recommend an Allianz Global Assistance Travel Protection Plan to **our U.S. guests** to help protect your travel investment, your belongings and most importantly, you! For more information on the the Allianz Global Assistance Travel Protection Plan, please visit: www.allianzworldwidepartners.com.

PROMOTIONAL ASSISTANCE

- Looking for creative assets to promote Paul Gauguin Cruises? Visit pgcruises.com/ta-center for more information.
- No public advertising of discounted rates below the lowest Paul Gauguin Cruises published rate is permitted.
- Paul Gauguin Cruises Group Services will be pleased to assist with the arrangement of meeting space, Group dining, and other special requests you may have along the way. Please consult with your Group Coordinator.

GROUP PROMOTER CHECK-LIST

- PGC DOES NOT GUARANTEE SPACE WITHOUT A NAME AND A DEPOSIT**—A deposit of 25% of the per-person fare is required within 72 hours of booking to confirm a reservation. Please be prepared to provide names as they appear in the passport and date of birth for each guest at time of deposit.
- ONCE YOU HAVE MADE A DEPOSIT, PLEASE REVIEW THE INVOICE FOR ACCURACY**—Verify that the spelling of all names and the bedding type noted for the stateroom are correct and that the commission rate is accurate.
- FLIGHT CONFIRMATIONS**—Flights are booked within 48 hours of deposit (if inside 300 days and schedules are published). At time of deposit, all air records must be finalized with: traveler's name as it appears on his or her passport, date of birth and gender. PGC Air Package includes all transfers and dayroom accommodations when applicable. If dayroom accommodations are required, PGC will attempt to keep all group members together at the same hotel, but is unable to guarantee due to the limited number of transient rooms available at the various properties.
- PURCHASE A TRAVEL PROTECTION PLAN THROUGH ALLIANZ GLOBAL ASSISTANCE**
We recommend an Allianz Global Assistance Travel Protection Plan to our U.S. guests to help protect your travel investment, your belongings and most importantly, you! For more information on the Allianz Global Assistance Travel Protection Plan, please visit: www.allianzworldwidepartners.com.
- CANCELLATION POLICY**— 25% DEPOSIT REQUIRED WITHIN 72 HOURS OF BOOKING TO CONFIRM A RESERVATION
 - Within 15 days of deposit: no fee.*
 - 365 days or more prior to departure date: * \$250 Administrative Fee per person, can be applied to a future booking within 12 months of cancellation
 - 364 to 211 days prior to departure date: 10% of full fare, per person, can be applied to a future booking within 12 months of cancellation
 - 210 to 91 days prior to departure date: 25% of full fare, per person
 - 90 days or less prior to departure date: 100% of full fare, per person* Does not apply to bookings made within 90 days of sail date or that require full payment (whichever comes first).
- 90 DAYS PRIOR TO DEPARTURE**
 - Final payment is due at this time.
 - The TC Calculation will be provided and applied as requested by the travel advisor.
 - All Guests Information Forms need to be submitted to ensure that documents are issued.
 - Any special group requests need to be submitted to the Groups Department at pgcgroup@pgcruises.com.
- 60 DAYS PRIOR TO DEPARTURE**
 - Shore excursions will be available to pre-reserve at this time. This can be completed over the phone or request needs to be submitted to the Groups Department at pgcgroup@pgcruises.com. The request must include the bookings numbers, excursion codes, and dates of excursions.
- 30 DAYS PRIOR TO DEPARTURE**
 - All guests will receive electronic Travel Documents (sent to the email address provided by Travel Advisor).
- PROMOTE**—Use the assets we've provided in our Travel Advisor Center (pgcruises.com/ta-center) to promote your sailing!

Contact your regional Director of Sales for more information or to set up a Group. To contact our Groups Department email pgcgroups@pgcruises.com or call 877-495-0859.

Paul Gauguin
CRUISES