

شركة الطالع الدولية للنقل (شركة مساهمة سعودية) رأس المال المدفوع ،،،،،،،،، « ر.س سجل تجارق ١٩١٩ .١١١،

Date: 15 Jan 2018

To: M/s. Saudi Commission for Contracting Organization.

Attn.: Mr. Hajed Al Subaie

Sub: 2017 Rental & Limousine Tariff.

Dear Sir,

Hanco Rent A Car (Al Tala'a International Transportation Company) is one of the leading car rental and leasing companies in the Kingdom of Saudi Arabia. Established in 1976, and operating a fleet size of over 25,000 vehicles, operative from over 125 rental outlets and workshop facilities located across the Kingdom of Saudi Arabia with affiliate network across MENA Region.

Anticipating the volume of business from your organization and on time payment, we are submitting a highly competitive offer for the daily & monthly rental rates and also limousine rates. These rental rates are also inclusive with the following facilities:

- a) Free periodical/preventive maintenance service.
- b) Comprehensive insurance as per terms of Insurance Policy with a policy excess (insurance deductible) in case of accident, which can be waived on the additional payment of CDW charges at the time of Rental Agreement opening. (CDW charges can be provided upon request).
- c) Centralized reservations facility Kingdom wide Email [reservations@myhanco.com]
- d) 24 Hours Free road side assistance for breakdowns and accidents.
- e) Mode of payment: up to 30 Days from the date of invoice (Subject to Credit Approval and timely payment of monthly invoice).
- f) Chauffeur Driven & Limousine facilities, One- Way Rentals & Cross Border Rentals are also available upon request.

Please return the attachments duly signed and stamped after keeping a copy for your record.

Thanking you and looking forward to your confirmation of attached Tariff Card Agreement in order to take the appropriate next steps. We are confident that our services will meet your expectation.

Thank you and best regards,

Al Tala'a International Transportation Co. (HANCO)

Date: 15 JAM 2018









شركة الطالع الدولية للنقل

(شركة مساهمة سعودية)

رأس المال المدفوع ...,...٣.٠ ر.س

سجل تجاری Pate: 15 Jan 2018 مسجل تجاری Pate: 15 Jan 2018

(1 of 2) Corporate Rental Services Agreement with M/s Saudi Commission for Contracting Organization.

Account Code: (Tariff Card Year 2017)

(Amounts in SAR) Elite Plus 2017

				(Amounts in		SAN)	Elite Plus 2017
Vehicle Group	Vehicle Types	Daily	Monthly	Free KM		Extra Km @	Insurance Deductible Charges
				Daily	Monthly		
В	Hyundai Accent, Toyota Yaris , OR Equivalent	80	1,795	200	6,000	0.3	500
С	Hyundai Elantra, Toyota Corolla, Ford Eco Sport OR Equivalent	105	2,150	200	6,000	0.4	500
D	Hyundai Sonata, Toyota Camry, Tucson, Kia Spotage, Rav4 4x4 OR Equivalent	150	3,450	200	6,000	0.5	750
E	Impala, Honda Accord, Nisan Maxima OR Equivalent	190	3,950	200	6,000	0.6	750
F	Toyota Innova, Carnival, Hyundai H1 OR Equivalent	295	5,100	200	6,000	0.8	1000
XA	Lexus ES 350, OR Infiniti Q50 Equivalent	300	6,800	200	6,000	1	1,500
XB	Centennial, Infiniti Q70 OR Equivalent	430	8,500	200	6,000	1.2	2,000
XC	BMW 730, Lexus 460 OR Equivalent	1,800	21,000	200	6,000	2	2,500
XD	Mercedes S400	2,500	30,000	200	6,000	2.5	3,500
GA	Prado TX, Fortuner 4x4, OR Equivalent	325	5,500	200	6,000	0.9	1,000
GB	Prado TXL, Infiniti QX70, Infiniti QX60 OR Equivalent	345	6,500	200	6,000	1	1,500
GC	Suburban, Yukon, Tahoe, OR Equivalent	445	8,000	200	6,000	1.2	2,000
GX	Land Cruiser GXR, Denali, Infiniti QX80 OR Equivalent	500	10,000	200	6,000	2	2,500
I-SC	Toyota Single Cabin 4x2 OR Equivalent	185	3,250	200	6,000	0.5	1,000
I-DC	Toyota DC 4x2 OR Equivalent	200	3,500	200	6,000	0.5	1,500
I-SC	Toyota Single Cabin 4x4 OR Equivalent	200	3,500	200	6,000	0.5	1,000
I-DC	Toyota DC 4x4 OR Equivalent	225	3,700	200	6,000	0.5	1,500
VA	Suzuki APV Van, Toyota Hiace Panel Van, OR Equivalent	325	3,950	200	5,000	1.5	1,500
IT	Cargo Truck 4T, OR Equivalent	430	4,750	200	5,000	0.85	2,000
TA	Chevy Savana Van, Toyota Hiace Van, OR Equivalent	460	4,750	200	5,000	1	1,500
TB	Hyundai County Bus, Toyota Coaster, OR Equivalent	800	8,100	200	5,000	0.55	2,500
TC	Ashok Leyland, OR Equivalent	1,245	9,350	200	5,000	1.5	3,000
TX	Kinglong OR Equivalent	3,200	17,900	200	5,000	1.5	5,000

Note: Above rates are exclusive of VAT. Starting from Jan 2018, VAT will be applicable.

Subject to terms & conditions on next page (2of2)

Proposed By

Al Tala'a International Transportation Co. (Hanco)

Accepted by Customer

Authorized Signatory

Stamp









(1 of 2)

Chauffer Drive Services Agreement with M/s Saudi Commission for Contracting Organization

Account Code: (Tariff Card Year 2017)

INTENRARY	Ford Taurus OR Chevy Impala	GMC Suburban OR Lexus ES 350	BMW 730 OR Mercedes S 350
Jeddah City Center to KAAIA Saudi Terminal	120	200	400
Pickup from KAAIA Saudi Terminal to Jeddah City Center	150	200	500
Jeddah City Center to KAAIA International Terminal	150	250	500
Pickup from KAAIA Intl' Terminal to Jeddah City Center	180	250	600
KAAIA (Intl Terminal) to KAUST (20 minutes wait after requested arrival time)	180	280	800
KAAIA (Saudi Terminal) to KAUST (20 minutes wait after requested arrival time)	180	280	800
Jeddah City Center to Rabigh or vice versa	300	450	1200
Jeddah to Makkah (Hotel) or Vice Versa	250	450	1000
Jeddah to Yanbu (Royal Commission) or vice Versa	450	750	1250
Makkah To Medina OR vice versa	800	1300	3000
Jeddah to Madinah (Hotel) or Vice Versa	750	1200	2800
Drop off from a point in Jeddah to another point in Jeddah	140	220	400
City to Riyadh Airport	150	200	450
Riyadh Airport to City *	180	250	600
Riyadh to Khobar /Dammam or vice versa	600	900	2,800
Riyadh to Jubail or vice versa	700	1,000	3,000
Riyadh to Bahrain or vice versa	900	1,200	3,500
Riyadh to Qassim / Buraidah or vice versa	600	900	2,800
Riyadh to Hail or vice versa	1,000	1,500	3,000
Riyadh to Taif or vice versa	1,200	1,500	3,000
Riyadh to Mecca or vice versa	1,500	2,200	3,300
Riyadh to Jeddah or vice versa	1,800	2,500	3,500
Riyadh to Madina or vice versa	1,500	2,200	3,300
Riyadh to Tabuk or vice versa	2,500	3,500	4,500
Riyadh to Khamis Mushiat or vice versa	2,000	3,000	4,000
Riyadh to Al-Hasa or vice versa	550	800	2,500
City (Riyadh) to Industrial Area (Riyadh) or vice versa	120	150	350
Drop off from a point in city (Riyadh) to another point in same city (Riyadh)	80	100	280
Khobar / Dammam / Dhahran to KFIA (Dammam Airport) or vice versa	120	200	350
lubail to KFIA (Dammam Airport) or vice versa	120	200	350
Rastanura to KFIA (Dammam Airport) / Khobar /Dammam or vice versa	100	190	350
(hobar / Dammam / Dhahran to Bahrain Airport or vice versa	250	350	500
ubail to Bahrain Airport or vice versa	350	500	750
Rastanura to Bahrain Airport or vice versa	350	500	750
(hobar / Dammam / Dhahran to Riyadh or vice versa	500	800	2,500
Khobar / Dammam / Dhahran to Riyadh and back with 3 hours waiting	850	1,500	3,500
lubail to Riyadh or vice versa	600	1,000	3,000









شركة الطالع الدولية للنقل

(شركة مساهمة سعودية)

رأس المال المدقوع ...,... ٣٠٠٠, ر.س

سجل تجاري ۲۰۱۹۹،۱۱۱ Date: 15-Jan-2018

(2 of 2)

Short Term Car Rental Agreement with M/s Saudi Commission for Contracting Organization

Account Code:

(Tariff Card Year 2017)

Additional Terms & Condition:-

- For any type of vehicles or services; the rates mentioned on the Reservations Confirmation' by Hanco will be applied.
- 2. Minimum rental period for Daily Rental is 24 hours. After 01 day, hourly rate up to 6 hours is charged at Daily Rate/24, whereas after 6 hours, full day rent is charged based on the agreed daily rate of that particular vehicle.
- The attached Tariff Card stipulates the month same as of the Gregorian Calendar Months. 3.
- 4 Minimum rental period for Monthly Rental is a Calendar month, after a month, additional days are charged at proportionate daily rate. If the vehicle is returned before completing the first month period then, the daily rate shall be applied.
- Vehicle's reservation is confirmed based on vehicle type only. HANCO reserves the right to provide similar models within the vehicle type/group as mentioned in the attached Tariff Card.
- CDW rates can be provided upon request. CDW can be requested and purchased at the time of vehicle's renting. And, it only covers the accident damage duly supported by a valid Police report and valid Driving License/Documents.
- Insurance Excess (Deductible) applies in case of an accident duly supported by Police Report and subject to the vehicle driven by the legally authorized driver as per the Rental Agreement. If the Police Report specifies any reason which is not covered by Insurance Policy, then the total amount of damages as determined by the Police or Court or any other Legal Authority, will be charged. This also includes the damages to 3rd Party's life and property.
- Insurance Excess (Deductible) is charged regardless of percentage of fault/mistake of the user/driver as per Police Report. Insurance Coverage is provided in accordance with the Terms of the Insurance Policy (which is available on request).
- Any damage to the vehicle which is not supported by the relevant Police Report; is charged to the Customer for which the acceptance by the user on 9. Rental Agreement copy is only requirement and sufficient to invoice such charges to the user/customer.
- Drop off charges of a rented vehicle will be applied in case of the vehicle is returned in a city other than the one from where the vehicle was rented initially (such charges can be checked with HANCO representative while renting the vehicle).
- Rental is valid for only 01 authorized user referred in the Rental Agreement. For any additional driver; the charges per Agreement/per day/per month will
- The user/customer/Company is responsible to settle/pay all dues related to rental services, all additional charges including but not limited to extra KM charge, traffic fines, drop off charge, fuel charge insurance deductible and the damages to vehicle due to misuse/abuse or not supported with the Police Report and Insurance Documents etc.
- Hanco is not responsible to recover any amount from the user of rented vehicle if it is rented on the request of the Company.
- In case of any delay in return of vehicle, beyond rent period requested officially, Customer/Company will be held responsible to pay until return of vehicle irrespective the Extension Letter has been provided or not to HANCO. It is also note-worthy that in any case HANCO cannot be held responsible to obtain the extension letter from the Customer/Company if the user does neither return the vehicle on due date nor arranges the said extension letter. For HANCO, the initial authorization will be valid until the safe return of the vehicle. Return of vehicle is the responsibility of Customer/Company.
- Hanco will provide good condition available vehicles. Hanco reserves the right to quote differently for latest model vehicles.
- Commercial & VIP vehicles are subject to availability.
- All traffic as well as Parking Fines on rented vehicles are the liability of Customer and the same will be invoiced based on charges/documents/information received from the relevant Govt. Department, as most of the times, the traffic especially Parking Fines are charged even after months from the date of return of the rented vehicles.
- 18. After accepting this new Agreement, all existing opened Rentals will be billed under the old Agreement with old rates as well until the vehicles are returned and the relevant RAs are closed. The new Tariff/rates will ONLY be applied on the vehicles rented after the signing of the new Agreement.
- 19. Continuation of using rented vehicle / service is subject to payment within credit period. Invoice is payable in 15 days for this purpose. In case of delay in payment beyond 15 days from invoice date, an admin fee of SR.75 per vehicle per delayed month will be additionally invoiced each month
- 20. Staff working for Customer can get above corporate rates as Cash Customer, subject to employment confirmation and cash payment in advance.
- Payment for all due invoices will be made only through cheque or by Bank Transfer to the Bank Account advised by HANCO. No cash payments are 21. accepted.
- 22. This contract shall serve basis of all current/existing transactions, if there were no contracts/agreements were agreed earlier between Hanco & Customer.
- This contract is subject to force majeure Clause and circumstances not under control of HANCO due to change in regulations and taxes.
- HANCO will provide reservation confirmation as soon as it is received. However, customer shall send reservation request at least 24 hours prior to the time of renting of vehicle.
- 25. HANCO is NOT bound to deliver and collect the vehicles to and from the customer's facility as it is a courtesy service which HANCO may provide based on prevailing circumstances. Moreover, HANCO has right to charge from the requested date and time thru' reservation process irrespective of the use of the vehicle by the authorized user. Further, HANCO can charge minimum ONE day's rental in case of No Show on confirmed reservation.
- 26. VIP vehicles, Trucks, Pick-up vehicles' reservations are non-cancellable.
- Reservation Cancellation should be done 24 hours ahead of required service time, to avoid cancellation charges 27.
- The attached Tariff/Rates are valid till 31st December 2017. In case of delay in confirmation of new Tariff/Rates by the customer after the expiry of the existing agreement; Hanco has right to refuse service requests or may additionally charge 35% as renewal charges on quoted rates as referred in the
- Any traffic fines are in addition to above rental charges. Hanco will invoice TAMM registration fee of SR 2 per rental agreement, vehicle replacement and rental agreement/TAMM extension for registration of user under government portal (TAMM). TAMM fee is not a charge by Hanco for its services, rather it is a fee paid for registration of user which is paid by Hanco for each transaction

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Proposed By Al Tala'a International Transportation Co. (Hanco)	Authorized Signatory	
		Stamp







رأس المال المدقوع ۳ ر.س سجل تجاري ۱۰۱۰۲، ۱۹۱۹



INTENRARY	Ford Taurus OR Chevy Impala	GMC Suburban OR Lexus ES 350	BMW 730 OR Mercedes S 350
Jeddah to Makkah (Hotel) or Vice Versa	200	350	750
Khobar (City) to Jubail-1(Industrial) or vice versa	130	250	500
Drop off from a point in city to another point in same city (Khobar, Jubail, Dammam,)	60	80	250
Khobar to Al-Hasa or vice versa	250	500	1,500
Khobar / Dammam /KFIA to Ras AL Khair	250	500	1,500
Jubail to Ras AL Khair	200	400	1,200

Additional Terms & Conditions:

- For any other Itinerary or Vehicle Type, service rates confirmed on reservation confirmation by HANCO will be applied.
- Waiting Charges will be applied at hourly rate (no fractional charges), and minimum time is considered 1 Hour.
- 3. Maximum Airport Pickup waiting time is 30 minutes, any extra time is chargeable.
- 4. Any Points other than mentioned above, will be charged based on the time spent and Kilometers driven.
- 5. Driver's night stay charge of SR.250 is without the use of vehicle.
- Any point to point trip is without any stop or waiting or change of route. Any stop or waiting requires confirmation from Hanco reservations
- 7. The Round Trips rates will be charged as double of single trip, plus any additional hours/ extra KMs
- 8. Cancellation of reservation within 24 hours of service time and 'No Show' will be charged at full rate.
- Passenger's Visa Fees, Cross Border Insurance and other related expenses are not included in the rates.
- 10. The limousine service is not for any emergency or lifesaving activities. HANCO is not responsible to compensate in case of any fine or loss or damage due to the services provided or delay in providing the service.
- 11. As a general practice, the passenger's identification documents and acknowledgment for trip/signature of the Limousine Dockets are not taken or and thus, such documents are not required for invoicing.
- 12. Payment of Invoices should be made within 30 days from the date of the Invoice. Continuation of services are subject to the payments within 15 days from the invoice date.
- 13. Rates available on request for other destinations. Separate rates applicable during Ramadan, Hajj and Exhibitions.
- 14. Staff working for Customer can also avail the given Corporate Rates as Cash Customer subject to his employment confirmation and cash payment in advance.
- 15. Payment for all due invoices will be made only through Cheque or Bank Transfers to the specific Bank Account advised by HANCO. Furthermore; HANCO is not responsible to recover any amount from the user of the services.
- 16. This contract will serve basis of all current/existing transactions, if there were no contracts/agreements were agreed earlier between Hanco & Customer.
- 17. Hanco's liability for any type of damages is limited to the coverage referred in the Insurance Policy (copy of which is available on request).
- 18. Rates and services are subject to force majeure clause and circumstances not under control of HANCO due to changes in the Govt. regulations and taxes.
- 19. Customer is responsible himself to check and count his luggage and personal belongings once sitting and getting out of the vehicle.
- 20. The option of partial payment by the Company and partial by the user will not be entertained. All payments against the services provided to the user are the responsibility and liability of the Company.
- 21. Rates are valid till 31st December 2018. In case of delay in confirmation of rates by customer after expiry, HANCO has right either to refuse service request or charge additional 35% as renewal charges on the quoted rates.

Note: Above rates are exclusive of VAT. Starting from Jan 2018, VAT will be applicable. Accepted by Customer Proposed By Al Tala'a International Transportation Co. (HANCO) **Authorized Signatory** Janyany Stamp



