

HOW TO WORK WITH US

Net Pricing & White-Label Approach

How our net rates are built and presented, and how we deliver services under your brand.

01 Net pricing

One net package price

We quote a net price per person in USD for the whole package. You add your margin and sell under your own brand and price.

Priced by group size

The price depends on the number of paying guests, because transport and guide costs are shared. On request we quote a price grid for several group sizes.

Clear inclusions

Every quotation lists what is included and not included, so there are no hidden costs for you or your clients.

Confidential

Our net rates are provided to registered B2B partners only and must not be shown to travellers.

What a quotation typically includes

- Accommodation with breakfast, twin/double sharing
- Private air-conditioned transport as per program
- English-speaking guide as per program
- Meals and entrance fees as per program
- Drinking water during excursions
- Single supplement (stated separately)
- FOC terms for tour leaders (e.g. 10+1, agreed per group)
- Tips for guides and drivers: included or recommended amount, as you prefer
- Flights and luggage assumptions the price is based on

Usually not included: international flights and visa fees, travel insurance, meals not in the program, personal expenses, early check-in and late check-out. Prices are subject to availability at the time of booking; hotel rates may not apply during exhibitions and major events.

02 White-label service

Element	How it works
Documents	Programs and quotations can be issued with our logo, without any logo ("Corporate" version) or prepared for your branding.
On the ground	Guides and drivers introduce themselves as your local team. Name boards and welcome materials can carry your brand.
Suppliers	Hotels and transport receive booking details without your company name or your prices.

Travellers

We do not market to your travellers and do not compete with you in your source market.

03 Getting net rates

Submit your company details through the **Request Net Rates** form on our website or write to partnerships@kingwingstravel-dmc.com. After a short review of your company, we share net rates and sample programs for your market. Detailed terms are set out in our cooperation agreement.

Net, transparent, confidential: **you own the client relationship**, we deliver the ground operation.

KING WINGS TRAVEL LLP

B2B Destination Management Company
Kazakhstan · Uzbekistan · Kyrgyzstan ·
Tajikistan · Turkmenistan

PARTNERSHIPS

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