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i h nq_l [gh f _l h^bq_kdhc j Ź hl _
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MQ?; GHC >BKPBI EBGU

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F ZoZqdZeZ+2023

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ml_j^_ggh]h Fbgbkl_jkl\hf Jhkkbckdby N_^_jZpbb ijbdZa hl ^
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JZkkfh]hgZ aZk_^Zgbb l_^Z]h]bq_kdh]h kh_IZ IHQM ©=ID^a
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1. IZkihjl dhfie_dIznq_Hdg h
^bkpbiebg u
2. Dhgljhejv_amev hZkl\h_gmby_[g hdkpbiebg u
3. Hp_g hZ\h_gmby_[g hdkpbiebg u
 - 3.1 Lbih\ua_Z^Z gey p_g hdk\h_gmby_[g hdkpbiebg u
 - 3.2 Dhgljhevhgh_ghqgzl_jbZ^eyjh f_`mlhqg hlc_klZpbb

1.I:KIHJL NHG>: HP?GHQGUO KJ?>KL<

1. P_evieZgbjm_fuamevlZkùh_g^bykpbiebg

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<p> khhI_lkl\bb kh k\ ijhn_kkbhgZevguf nmgdpbyfb bkihevah\Zlv ohay wdhghfbq_kdb_ih ijhn_kkbhgZevghc ^hdmf_glZpbb j_]eZf_glbjmxs_c ^_yl_evghklv l_og jZ[hlgbdk_lpbZeb \uy\eylv ^hklhbgbk bg_^hklZldb dhff_ b^_b ij_a_glh\Zlv b^_b kh[kl_ggh]h ^_eZ ijhn_kkbhgZevghc ^_yl_evghklb hnhjfeylv [biagZgk jZkkqblw\ZZaf_ju \uieZI ih ijhp_glg klZ\dZf dj_^blh\Zg ieZgbjh\Zlv ihlj_] fZI_jbZevguo j_km bi_jkhgZe_ kem`[u hij_^_eylv qbke_g bnmgdpbhgZevgu_ h[yaZgghklb khlijm khhI_lkl\bb k hkh[_gghklyfb k_]]hkl_cb mklZgh\e_ ghjfZlb\Zfb ieZgbjh\Zlv ihlj_] fZI_jbZevguo j_km bi_jkhgZe_ kem`[u hij_^_eylv qbke_g bnmgdpbhgZevgu_ h[yaZgghklb khlijm khhI_lkl\bb k hkh[_gghklyfb k_]]hkl_cb mklZgh\e_ ghjfZlb\Zfb ieZgbjh\Zlv ihlj_] fZI_jbZevguo j_km bi_jkhgZe_ kem`[u hij_^_eylv qbke_g bnmgdpbhgZevgu_ h[yaZgghklb khlijm khhI_lkl\bb k hkh[_gghklyfb k_]]hkl_cb mklZgh\e_g ghjfZlb\Zfb ieZgbjh\Zlv ihlj_] kem`[u [jhgbjh\Zg bijh^Z` \ fZI_jbZe j_kmjkZojbhgZe_ ieZgbjh\Zlv </p>	<p> ijbgpbiu \aZbfh^_ckl\by kem bjZaf_s_gby k ^jm]bfb hl^_e]hklbgbpu f_lh^bdZ hij_^_ej_gghkilh_c ke ijb_fZjZaf_s_gby \ fZI_jbZev j_kmjkZojbhgZe_ f_lh^u ieZgbjh\Zgby ljm^Z jZ kem`[u iblZgby kljmdlmfmkbh kem`[u iblZgby mijZ_e_gby]hklbgbqguf ij_^i ijbgpbiu \aZbfh^_ckl\by kem ^jm]bfbhl^_eZfb]hklbgbpu f_lh^bdZ hij_^_e_gby ihlj_] iblZgby \ fZI_jbZevguo j_km bi_jkhgZe_ f_lh^u ieZgbjh\Zgby ljm^Z jZ kem`[u h[kem`bwZgkbnbZIZpb ghf_jgh]h nhg^Z kljmdlmfmkbh kem`[u h[kem`b bwdkiemZIZpbb ghf_jgh]h nh mijZ_e_gby]hklbgbqguf ij_^i ijbgpbiu \aZbfh^_ckl\by kem h[kem`b\Zgvdykite mZIZpbb ghf nhg^Z k ^jm]bfb hl^_eZfb]h f_lh^bdZ hij_^_e_gby ihlj_] h[kem`b\Zgvdykite mZIZpbbgh jrh f nhg^Z \ fZI_jbZevguoijjklmgjZ kljmdlmfZkbb kem`[u [jhgbjh\ bijh^Z` \ kbkl_f_mijZ_e_gby ij_^ijbylb_f \aZbfhk\yav k ^ ih^jZa^_e_gbyfb]hklbgbpu jughd]hklbgbqgu & hmjk & mg gb l_g^_gpbb jZa\blbcyghhklpugd \b^u dZgZeh\ k[uIZ]hklbgbq </p>
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ij_^iheZ]Zl\h\j_amev hZ\h_g^bykpbie hgnqZxsbcky ^he`_g
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JZkihagZ\Zlv aZ^Zqm b beb ijh[e_fm \ ijhn_kkbhgZeb
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©hle bqgh ^a	85-100% ijZ\bevghulò_lh\
©ohjhrh ^a	70-84% ijZ\bevghulò_lh\
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2. Dhgljhev b j_amevlZlu hk\h_gby mq_[gh]h ^bkpbiebg

<p>< i i</p>	<p>Dhgljheb jmfu^me jZa^_eu l_fu ^bkpbiebg b gZbf_gh\Zgb_</p>	<p>Dhgljheb jmfu^me dhfi_l_gpbb b qZklb</p>	<p>GZbf_gh\Zgb_ghqg kj_^kl\Z</p>
<p>1</p>	<p>L_fZ Kh^ ij_^ijbgbfZI_evkdf ^_yl_evghklb</p>	<p>HD HD -05 HD</p>	<p>L_klbjh\Zgb_Mklguc hijk Hp_gdZ j_r_ kblmZpbhgguo aZq ljZdlbq_kdb_aZgylby >_eh\b]ju</p>
<p>2</p>	<p>L_fZ lj_^ijbgbfZI_evkdf b__ \u[hj</p>	<p>HD HD -05 HD</p>	<p>L_klbjh\Zgb_Mklguc hijk Hp_gdZ j_r_gbc kblmZpbhgguo aZq ljZdlbq_kdb_aZgylby</p>
<p>3</p>	<p>L_fZ Kha^Zgb_ kh[kl_ggh]h ^_eZ</p>	<p>HD HD -05 HD</p>	<p>L_klbjh\Zgb_Mklguc hijk Hp_gdZ j_r_gbc kblmZpbhgguo aZq ljZdlbq_kdb_aZgylby</p>
<p>4</p>	<p>L_fZ L_ogheh- ieZgbjh\Zgby</p>	<p>HD , HD -05 HD</p>	<p>L_klbjh\Zgb_Mklguc Hp_gdZ j_r_gbc kblmZpbhgguo aZq ljZdlbq_kdb_aZgylby</p>
<p>ljhf_`mlhqgZy klZpby nhjf^bnn_j_gpbbjh\Zgg aZq_lZ</p>	<p>HD , HD -05 HD</p>	<p><hijkdu ^bnn_j_gpbbjh\Zg aZq_lm</p>	

3. Hp_gdhZ\h_gby [gh]bkpbiebg

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hnhjfe_gbi]b[eb`_ggd_\b^mkh\j_f_ggdobZjbj\dexqZfy_klZ^ey
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;Zk[hc EXVLEZArbc kem`Zsbc j_klhjZgZ [ZjZ jZaeb
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ihjmq_g]b]l_c
;bag_lmj- lbi iml_r_kl\bylhjug_h[oh^bfeh\ufx^yfb
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;bag_lmj EXVLQHVMbiWRXUr_kl\by dhlhjuc g_h[oh
^_eh\ufx^yfb \hafh`gh lj_[mxsbc kh[h]h k_j\bkgZijbf
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<j_fyaZdjulby ^gy F O R I Y L C A L H W L P H \u[jZggg_u^`_jh f
hl_eyZk dh]^Z aZdZgqbg\Z_gkyb gZqbgZ_lky ^jm]hc

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Bfb^` (image) - [eZ]hijbylgb_ebg_[eZ]hijbylghkijbylb_
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BgnjZkljmdlmjZ L Q H U D j h V b U X k F W y X u H ^ey Z\lhfh[be_
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DZl_]hjby]hklbgbp u - K R W I O L K W k_^_gbyfb h ihl_jygguo njZgrbaguo
hkg h\Zg g g Z y dhfie_dklj_[h\Zgbc a^ZgbyfZl_jbZelvgchbq_kdhfm
h[hjm^h\Zgbx ghf_gdeZlmj_ b dZq_kl\m ij_^hklZ\ey_fuo mk

DZI_]hjh[hagZqZxlky kbf\hehf a_a^Z
D_fibg] FDP S Z Q v ^ey Z\lhlmjblkh\ jZkiheh`_gguc
f_klghklobahgh]^uoZ_lgohfbdiZeZlbf_xsbwe_f_glZmg^h[kl\Z
Dhfbkkbhgggu_ FRPPLKvflRQ_lgH] hij_^_ey_fZy \ i
\ur_ ijh^Z`ghc p_gu ijdMozjzxl \eZ^_evpu lmjhi_jZlhjkdbo b
dhfiZgbc b ^jm]b_ lmjZ]_glZf aZ ijh^Z`m lmjblkibq_kdbo mk
^

DhgIbg_gIzevguc aZ\IjZd FRQWUJQHCVZDQZEUHKDNIH
badhn_ kZby khdz [frz k e z db ^`_fz

DhgIbg_gIzeivguc(Continental plan) - f_lh^jZkq_lZlhbfbhklb
dhfgZlul_e dh]^z_gZdexqZ\lk_[yDhgIbg_gIzeivgucZlZd`_
klhbfbhklv kZhfzgZlu

Djmba(cruise) - \i_j\hgZqZeavqZfq_gbthjkdhiml_r_kl\k_
gZlhys__ \j_fy ihgyIb_jZkrbjbehkv bImjbklbq_kdb_nbjfu k
djmbaju_qgudjmbabu^Z`_djmbaguZih_a^ZogZklhys\j_fy^eydjmbah\
bkihevambxIzjhf

Dmjhljg_fKurort -- f_klhe_q_g(kort)- gZk_ezggmgdl
jZkiheZ]Zxs_kc_kl\g gmfkbe\byof bgnjZkljmdlme^ka^hjh\bl_evgu
ijh]jZff

F_`^mgZjh^guc ImjbaF LQWHU@D_WLRIQDyOaWRXUL
k\h_jh^ghkdjZgu

F_jl\uck_ah(dead season)- \j_fy]h^Z ^ZggghkljZg_dh]^Z
Imjbklbq_klZyazfbjZbebgZoh^bZgbar_fmjh\gHlebqZ_gbyadb
mjh\gpf_gf_h`_[ulvdjZc_gg_[eZ]hijby^eyfkh_jrimbyr_kl\bc

F_klh_gZagZq_gby -GHM/WLQD/WZ RQ dhgljZdlm Imjh
ImjZ]_g^hfe`_ghklZ\bmj bklzkkZ`bijZ_\haqbd

Fbg-jhklbgbpZgbl_e(mini-hotel) - wlh]hklbgbpZghf_jguf
nhg^hf ^h ghf_jh\ DZd ijZ\beh jZkphgZ]Z_bleyb \b[eafg^k
Mjh_gv ghf_jh\ khhI_lk\l^m^hgguf [hevrbf hl_eyfv ;frbegvZy
hl_ejZkiheZ]ZplkgIj_b[_ki_qb\Z_l^hghfcggucbga^

Fhl_e(motel)-]hklbgbpZk'em`b\ZzZyImjbklh\
G_]b[dZy p_gZ HlfHgZ SgZL F HfgZlu \hl_e_[_a kdb^
bakh[hjZ`_gpcklb`Zdh]^z_ijbgbfZ_lky\gbfZgblnZdlhgIh\k_
dhfgZImklmxi

G_aZ(non-arrival) - nZdlbq_kghijb[ulblmj bklZ kj_^kl\h
jZaf_s_gby \aZieZgbjh\Zgguc ^_gv aZ_a^Z beb Zggmeyppy
24qZkZn ^Zlu aZn_dz^ZZggZdZa_

Hldjulu_p_gu]hklbgbpu wUdFNbplDZVHgu_p_gu]hk
_keku iha\hgbb_ebijb_^_l\]hklbgbpZijyfmxLmj nbjfaZqZklmx
ij_^eZ]Zxl]hklbgbpu ih p_gZf gb`_ hldjulhc p_gu aZ kq_l
Imj nbjpb_ggrb`_lhqu aZbgl_j_kh\Zlv

Hn_jlZ RldHjUzevgh_ ij_^eh`_gb_ gZ aZdexq_gb_ k^
mkeh\b c

Izgkb(hogardinghouse)- g_[hevrZy qZkkgZgpbZ- gZhf_jh\
\dhlhjh h[kem`b\Zgb_]hkl_c h[_ki_qb\Z_lkyd hZ]u_e n pu d gth
ijh`b\Zxlw\hf `a^Zgbb

Ibdk_ah(gizh season)- \j_fy]h^Z ^ZggghkdjZg_dh]^Zjh]h\ey
Imjmke mbZf_lgu gZkZfu\ukhd_b\ukhd_kc ahg

Iha^g__ ijb[ulb_ O-D-WKLVD UuHLYjD@ aZ[jhgbjh\Ze ghf
ghijb[ue ihkqz_kZyIjhg b ij_^mij_hkbe_ifha^gijfb[ulbb

Iha^gb\w_a(delayed departure)- =hklvklZ_lky]hklbgbpZke_
fhf_gIz dh]^Z hg ^he`_g m_oZlv < wlhf kemqZ_ hg h[yaZg
ghjfu

Iheguc iZgkbhgard)XOb^ EblZgby \]hklbgbpZo ijb d
klhbfbhklv ijh`b\ZegbqZ_lkyble_lu_luj-jZah\rb_lZgb_

IhemiZgkbhg K-D\O^ EBRIZgGy \]hklbgbpZo ijb dhlhjh
m`bgelaZ\IjZdh[_^ \dexq_lgbfbhki]n`b\Zgby

Ihk_lbl_ev YbVEMHw ijb_oZ\rbc \ ^jm]mx kljZgm
ex[mx p_ev djhf_ ijbh[j_l_gbyk\hZjZ[ij]hohZ_kklbhgZevgghklb
Wlh hij_^_e_gb_hlghkblky dZd d ex^yf ihk_sZxsbo jh^kl\
ImjbklZdwkdkmjkZglZf

ljb]eZr_g(invitation card) - ^hdmf_g_lh[oh^bfuecyihemq_gby
lmj bklbq_ kdhuc
lml_dZ YR X F K H U_gl ih^l\j^Zxsbc hieZlm mkem]
y\eyxsbdhkyg\Zgb_f^eyij_^hklZklemby wibo
JZaf_s_gbib[Zgb]Zaf_s_gb_ \]hklbgbp_ \ kllhbfhklv
\oh^bbIZgb_ 52
JZaf_s_gb_ k ih eguf iZgb_hsg_hgb_ \]hklbgbp_ \ kl
dhlhjh]h \oh^bl lj_ojZah\h_ iblZgb_ beb iblZgb_ \ ex[h_ \]
(AL,ALL Incl).
JZaf_s_gkbi hemiZgkbhgZaf_s_gb]hklbgbp_kllhbfhklv
dhlhjh]h \oh^bl ^\mojZah\h_ iblZgb_ ih \u[hjm aZ\ljZd b
(RD).
JZaf_s_gbaZ\ljZdjZaf_s_gb]hklbgbp_kllhbfhklv dhlhjh]h
\oh^bl lhaZdhj(RB,BB).
J_deZfZpbamatidh)FaZy\egb_ lmj bklZ hlijZ\ey_fh_ \
ijh^Z\pZ lmjZ ijb g_khh\lkl\bb hieZq_gguo b ^_ckl\bl_ev
GZhkggh\Zgb_deZfZkllZ\eyijlklhdh ekemqZkebZdg_khh\lkl\by
^hdZaZge`gZke_ ^h\Zlmi_gpbms_j[Z
Kibgz d kibg_to_baEd-FW]h^gZy kkl_fZ aZih eg_gby
dhlhjhckhe_ ^h\Zl_evghklvby ijb[ulby]jmii lmj bklhjh]Zgbah\ZgZ
lmjhi_jZlhjh f lZdbf h[jZahf qlh[u \u^_e_ggu_ _fm \eZ^_evp
imklh\Zbg_l_j\Z_e^raZk_e_glhyefvbd hmgZjdm
KljZoh\Zy fby(insurance premium) - \hagZ]jZ^_gb_ljhjh<u
\ghkbl_ aZ kljZoh\hkc < dZ^ ^hc kljZoh\hc dhfiZgklZgh\eklgm
lZjbnwajZkq_bZZdZ^ ^uG_gvj_[u\Zgby]m[_hfdhlhjudZdjZ\beh
kklZ\eyxl >ey ebp klZjr_ e_l b fheh`_ e_l
g_kdhe^b]h`_ih\urZ_lkZjbnZd^ ^eyex[bl_e]h]gu eu` kghm[hj^Z
^Zc\b]m]bb^hw dklj_fZevgh]hZlmjbafZ
KljZoh\Zy kmffZ VXP_lgQVgZyHGmffZ \ij_ ^_eZo dh
fh`_l [ulv hdZaZgZ g_h[oh^bfZy ihfhsv l_j_q_gv ij_ ^hklZ\ev
aZ\bkl]Zaf_kZnffuk_g_dhlhjkulZgZons_kl\kl]h]mklZgh\evgfb
- g_f_g_30000\$, qlk\yaZghl hbfhklfv^ bpbgkrlklem]hgdj_lghc kljZg_
KljZoh\dZ LQVXU_DQFHh_ \haf_s_gb_ \uieZqb\Z_fh
mqj_ ^_gb_f kljZoh\Zl_ex Lh`_ qlh kljZoh\Zy iebf]hy
g_ijbylghg]h`_eZl_evgh]h Mkeh\by kljZoh\db ih^jh[gh h]h\Zj
ihebk_KljZoh\hibebky\ey_lk^hdmf_glh_f_ki_qb\Zx\$ZfZglbjh\Zggh_
f^_bpbgkdh_h[kem`b\Zgb_ \ kemqZ_ [he_agb beb ljZ\fu >e
gZebq]Zoh\y\ey_lk]y aZl_ev guf
LjZgk r(transfer) \klj_ qZebjh\h^uZwjhihjbrZhdaze_
Lm(tour) - bg^b\b^mZevgh]jmiih\himl_r_kl\lklhysba
dhfie_ dhkZem]j_ \haidZ`b\Zgb]hklbgbpdkdm]kljZgknib]IZgb_
Lmjb(tourist) - iml_r_kl\g]hdb\Zxsbcf_kl_gZagZq_ggby
f_g_24 qZkhp_eih_a^dhlhjh]h]l^uq]bag_k_fvhi_j_ ^_e_gfZkby
\klj_qZ
Lmj bklbq_kdh_ Z]_gkl\h- lWj bDkYHhZyDdhljQZ\ aZgbfZ
j_ZebaZplm]h\ ^bgbgglwaj mke]h]klbgbp_e_lhw dkd mjbbk^ ^
gZk_e_ g]Zgbamhfludufb lmj bklbq_kdbfb nbj fZfb
Lmjhi_jZlhj WRXUhRISVZyDIW]Rklbq_kdZy nbj fZ aZg
jZajZ[hldhc lmjh\ jZkkqblZgguo gZ fZkkh\uc ihlj_[balm^v]kyd b
q_j_lmj bklbq_kdb_ Z]_gkl\Z
M^h[kl\Z IDFLOLWLHVm]ZPSURBYHPRHQZyVdZ[bgZ kh
kZgma_e < aZ\bkbfbklb hl dZl_]hjbb]hklbgbp m^h[kl\Z f
fh]ml [ulv jZkkqblZgu gZ [ehd ba gfk]h]evjZk]oh edZ]ZMkyZgZ
?keb m^h[kl\Zexq_gZgZgh wihmdZau\Zhlk_yevg]hohkl_ enZoh[kl\Z
jZkkqblZgu gZ [ehd beb gZoh^y]ky gZ wIz`_ \]hklbgbpZo
dZ^ ^hghf_j_

Ohkl (hostel) g_^hjh]Zyklbgbp_ [hevrlgfZ[hjhrk em[]_a
m^h[klg hf_j_

R_^kdbkd h e(buffet) - \b^kZfhh[kem`b\Zg_bkylhjZg d n_
hle bqZxsbl_kfyqlhihk_lbl_ aZ^bgmxkj_^g_gigerZxmh emqZex[h_
dhebq_ k_e\rihk\h_fm[hjmaqbkeZ^eZ]Z_ fuZgZguklZ\e_g\gaZe_

Back of the House kem`_[gu_ ihf_s_gby kem`[u k_j\bkZ j
lZd qlg[[uulvgZ \b^m

BedOccupancy - kj_^gyyZgylhkd kcdbjZpbhgZe vhg g hr_gb_
dhebq_klZze vgfukd dhebq akZlyre_gdj jho^Z`_kj_^gyy aZ]jmadZ

Cabana- 1. dZ[bgdzi_j_h^_\ZgibyljhcgZiey`_be bhae_
[Zkk_cZ hI^_evg udb d hll_g`Z_j_]mijbfhjkdhc]hklbgbp_

Deluxe- jhkdhrg utcihl_e yZklgZg gbZ ih egk_cj\bk

Duty-freeGoods- lh\Zjg_h[eZ]Z_lfZfh`_gggZeh]hf

Double up - ^\hcg laZk_e_gdh]^gZ_agZdhe x^baZk_e yx^bg
ghf_j \ Z^fbgbkljZpbb gZ ki_pbZevghf kl_g^_ ojZgylky
ghf_jhw l h d hfgZlu

Full House- ZgreZ] l_jf phgagZqZ_l aZ]jmadm]hklbgbp u
ghf_jiZh^Zgu

Front Desk- dhglhjdZ ihjlv_ dhgkv_j`Z klhcdZ Z^fbgbklj
]^]hklp_]bkljbjmxlky

AZ^Zgb_hj_lbq_kdh^ey l_dms_]h dhgljhey

Djbl_jhlp_gdbklh\

ljhp_gl j_amevlZlb\g ijZ\bevghl_b_lh\	Hp_gdhzh\gly^]hlh\db	
	[Zeehlf_ldZ	_j[ZevgZuccZeh]
85-100	5	hlebaqgh
70-84	4	ohjhrh
55-69	3	m^h\e_l\hjbl_ev g
f_g_55	2	g_m^h\e_l\hjbl_ev

AZ^Zgb<uihegbll_klh\uaZ^Zgby

L_kll

1. DZdh\ijbagZdj_b^ijbylby
Zj_glZ[_evghklv
[kZfhklhyl_evghklv
\khl_lu_jgu
2. JZkdjhcd_eZkkbnbdZphfx_jq_kdxb^bq_kdxbpihhj]ZgbaZpbijg_glm\uf
nhjfZf
Z h[s_kl\Z lh\Zjbs_kl\Z ijhba\h^kl[_gguc dhhi_jZlb\
lh\Zjbs_kl\Z h[s_kl\Z ihlj_[bl_evkdbk_dhhi_jZlb\
hl_lu_jgu
3. Hkgh\gwbklhqgb dhfjfbjh\Zgbyfms_klhZ]ZgbaZy\aby_lky
ZmkIZ\gdZiblZe
[^hoh^u [m^msboli_jbh^h\
j_a_j\gdZiblZe
4. <b^fZI_jbZevgh\c_lkl_ggjZ[b_lgbdZ
ZihegZg_ihegZy
[h]jZgbqbggZ]jZgbq_ggZy
\khl_lu_jgu
5. Hj]ZgbaZpimy^Zwlh"
ZwlhZklvjkhgZaeZxqZlygh\gd\Zebnbpbjh\Zgdg\ubdh\
f_lh^ubnhjfukh^bg_egby\el_ogbd\bjhp_kkjm^Zkp_ev^xhklb`_gbrm^h\hc
^_yl_evghklb
\wlkj^kllm^Zhlhjg_h^ghdjZlgZkl\mjhlp_kikjhba\h^kl\Z
6. Hkh[u^b^_yl_evghljk_ljmxsbci_j^_e_gg_uhj_lbq_kdibZddlbq_kdbo
gZ\udh\
Z ki_pbZevghklv
[ijhn_kkby
\khl_lu_jgu
7. RIZlghjZkibkZgblh
Z ij^f_l ljm^Z dhlhjuc g_ihkj^kl_ggh mqZkl\rl_l ijhp_kk_ ijhba\h^h
^hdmf_igp\l_j^ZxskibkZgb_kj^kl\
\ ^hdmf_gl dh\hjijb^gh\j^Z_ljmydh\h^blije^fijbylby
8. K\h^ ijZ\be j_]mebjmxsbcaZbfhhlg hr_gbyqj^bl_eijc^ijbylby\
hij^_e_ggmhcjohayckl_ggjtc_evghklb
Zmqj^bl_evgh]hdhj[mklZ\
\ [bagi^Zg
9. lj^ijbgbfZI_ewlh"
Zebp hkms_kl\eyixs^ijbgbfZI_e^kdm_xevghklv
[nbabq_kdibj^bq_kedhphkms_kl\eyixs^ijbgbfZI_e^kdm_xevghklv
\ xjb^bq_kdph

16. G Z d Z d b d _ l _] h j b h ^ j Z a ^ _ e y j Z k h l g b d b "

Z k _ a h g g u _
[i h k l h y g g u _
\ j _ f _ g g u _
] \ k _ h l \ _ l u \ _ j g u

17. D Z d h g Z d Z a Z a g Z j _ ^ i j b g b f Z l _ e v k d m x _ e v g h k v] b k l j Z p b b "

Z _ r l j Z n ^ h j m [e _ c
Z ^ f b g b k l j Z l b \ g u \ j Z [h l u
h l \ _ l u _ j g u

18. D Z d b b ^ u k h p b Z e v i g h f b s b u a g Z _ l _ "

Z _ k m [k b ^ b y
[i _ g k b y
\ \ k _ h l \ _ l u _ j g u

19. D l h a Z g b f Z _ i l j k y ^ i j b g b f Z l _ e v k d h k _ e v g h k l v x "

Z _ x j b ^ b q _ k d h _ e b p h
n b a b q _ k d h \ \ k b p h
h l \ _ l u \ _ j g u

20. J Z k d j h m g Z k l g b g Z h e h] h \ h u l o g h r _ g b c

Z g Z e h] h i e Z l _ e v s b d b
g Z e h] h Z j _ g l u \ k _
h l \ _ l u \ _ j g u

21. M q j _ ^ b l _ e v g h u j d \ h j w l h "

Z ^ h d m f _ g h k g Z \ Z g b b h j h j] j Z a m b k y c k l \ m j _ ^ i j b y l b _
[i j Z \ b e Z _] m e b j m x s a b Z b f h h l g h r m g b y ^ b l i e _ ^ c i j b y l b y h i j _ ^ _ e _ g g h j _
o h a y c k l \ _ g g h l c e v g h k l b
\ \ k _ h l \ _ l u \ _ j g u

22. l j _ d j Z s _ g k j b ^ b q _ k d e h p Z j b h l k m l k l \ i j Z \ h i j _ _ f g b d Z] h i j Z \ Z o

h [y a Z g g h k l y o
Z j _ h j] Z g b a Z p b y
[k l j m d l m j b a Z p b y
j _ k l j m d l m j b a Z p b y

23. > _ y l _ e v g h k b v ^ b q _ k d e h j p Z _] e Z f _ g l b j m _ l k y

Z L j m ^ h \ d h ^ _ d k l n f
[= j Z ` ^ Z g k d b ^ _ d k l n f
\ : ^ f b g b k l j Z l b \ j h p _ k k m Z e l h g u f d k l n f

24. D Z d b b ^ u j b k d Z u a g Z _ l _ "

Z _ d h f f _ j q [k d b c
k l j Z o h \ h c
\ \ k _ h l \ _ l u \ _ j g u

25. Q l h b a j _ q b k e _ g y \ h e j h _ l k y a Z ^ Z j j Z f g b a Z l j t n b ^ Z "

Z w d h g h f b q a Z d Z q b
[i k b o h n b a b h e h] b q _ k d b _ a Z ^ Z q b
k h p b Z e v a g Z u ^ Z q b
] \ k _ h l \ _ l u \ _ j g u
L _ k

1. X j b ^ b q _ k d e h p h w l h "

Z H j] Z g b a Z p f b x s Z y h [k l \ _ g g Z a \ Z g b _
[] j Z ` ^ Z g b g _ x s b k l Z l m j b ^ b q _ k d e h] d h Z
\ b f _ x s Z y h [k l \ _ g g Z b f _ g h \ Z o h p e Z ^ Z x s Z m s _ k l \ _ g g h k h [e _ g g h k l v x
h j] Z g b a Z p b y

2. H [s Z j j Z \ h k i h k h [g b g l v b ^ m Z e i j g h] j b g b f Z l _ e w l h "

Z kihkh[ghklv lv h ev d]hZ`^ZgkdjZ\Zh[yaZgg hkh bhjuk hhl\ _lkl\mxl
p_eyf_yl_evghikl m kfhlj_g\g\fmqj_^bl_evguo ^hdmf_glZo
[kihkh[ghklv bf_lv ex[u_]jZ`^Zgkdb_ ijZ\Z b h[yaZggghklb dhlh
bg^b\b^mZe jv_g\ujb gbfZI_ev
\ kihkh[ghklv_qZalZ\hb_ckl\by
3. J_hj]ZgbaZpby"
Z Kihkh[h a^Z g bbye bj_djZs_g\by^bq_kelb p ke_^kl\dh_lhj hijh b koh^bl
ij__fkl\hijZ\Zh[yaZgg hkl\yomjb^bq_kd\bf p Zfb
[ij_djZs_g\byl_evghklb b^bq_kelb p _a_j_o h b Zk m[t_dlb\ig Z bh[yaZggghkl
\ihjy^djZ\hij__fkl^j m]b\p Zf
\ kh_^bg_gg_kd h e v d]ZogbaZpbgm
4. WihildZaZly eay_lkZ`g_crbifhdZaZl_w_nh_dlb\g h jkh b Z
Z ijhba\h^bl_evlgmk\Z
[hieZlZm^Z
\ ghjfbjh\Zbjm^Z
5. Hkh[uc\b^ ij_^ijbgbfZI_evkd hyl_evghklj_b[mxsbdij_^_e_gguo
l_hj_l bq_kd p Zdlbq_k g Zoudh\
Z ki_pbZe[vghklv
ijhn_kkby
\ ijhn_kkbhg_ZeZ g b nbpbjh kZ jng dlymdZ^jh\
6. DZdb_ghjfZl b\g hZ\h\ u_Zdlu j_]eZf_glbjmxj_l^ijbgbfZI_evkdmx
^_yl_evghklv"
Z =jZ`^Zgkdbc dh[^_dk JN
M]heh\gdhc^_dM\ \k_
hl_lu_jgu
7. JZkdjhcldeZkkbnbdZ p p]ZgbaZpbi h Z g h\ u onhjf g_dhff_jq_kdb o
xjb^bq_k d b p
Z mqj`^_gby nhg^u h[t_^bg_gby ihlj[[bl_evkdbc dhhi_jZl b\
mqj`^_gby h[htg^w g_gby ijhba\h^kl_gguc dhhi_jZl b\
g_ljZ\bevghl]h_lZ
8. DZdb^ugZeh]h\ agZ_l_"
Z]hkm^Zjkl_lg g j b]hjbZe v g m g b p b i Z evgu_
[n_^_jZevgu_ j_]b\fg Z legvu_g_
\ \k_hl_lu_jgu
9. < jhkkbckadZdhgh^ZI_ q Z k e\b q Zxel^mx snh jfukh[kl_ggghklb
Z qZklgZy kh[kl_ggghklv]hkm^Zjkl_ggZy kh[kl_ggghklv[fmgbbp
qZklgZy g_]hkm^Zjkl_ggZy kh[kl_ggghklv fmgbbpbiZevlgZky_h[hk
hl_lu_jgu
10. >ej_]bkljZp]jZ`^Zgbg dZq_klbg^b\b^mZe v jg h]hjb g b f Z I_bey
ijbh[j_l_g b f y j_^ijbgbfZI_evkjZ h b kihkh[ghklb]oh^bf]h[uhg
Z^hklb}e_lg_\]h ajZklZ
[[ue h]jZgbq\gk\h_cijZ\hkihkh[ghklb]Zklb hafh`ghk abZ g b f Z I vky
ij_^ijbgbfZI_e v k d hcevghklvx
\ g[ueijbag Z g n^g f^__kihkh[gg_luf eb h]jZgbq_gkihkh[ghklb
11. >ej]hkm^Zjkl_lg d b k l j Z p d b h[oh^bf h^ty\blve^mx snh dmf_glu
Z aZy\ e_g h k l Z\ e_g h r h k l Z g h\ e_n g h f_c^h d m f_h d h i e Z l j_]bkljZpbhgggh]h
k[hjZk h]eZ j h^bl_e_mckugh\blit e_i q bl_e_c
[iZkihjl
\ ^hdmf_g[jZ p h\Zgbb
12. =jZ`^ZgkdjZy hkihkh[ghklv]
Z kihkh[ghklv bf_lv ex[u_]jZ`^Zgkdb_ ijZ\Z b h[yaZggghklb dhlh
hj]ZgbaZpby

[kihkh[ghklv b jZlZgkdjZ\ Zg_kl]jZ`^Zgkdb_ h[yaZgghklb
\
13. MklZawlh"

Z ghjfZlbi]Z h\hc Zdl
[ehdZevZ d kZfhcj]ZgbaZpblh jukh^_j`ph evrbgklb\ch_ok_^_gdbclhju_
hljZ`Zxlkry qj_^bl_e\vg]hflhjml_j`^Zxtrkyj_^bl_e_f
\mqj_^bl_evguc ^h]h\hj
14. Ebd\b^Z p b^bq_k d h b p Z w l h "

Z Kihkhk[h a^Z g bbye bj_djZs_g b y^b q_k e b p k e_^k l d b h j h i j h b k o h^b l
ij__fkl\hijZ\Zoh[yaZggfkl'y o n j b^b q_k d e b p Z f b
[ij_djZs_g b y l_e v g h j k l b b q_k e b p _ a _ j _ o h b Z k m [t _ d l b l i g Z w h [y a Z g g h k l
\ihjy^djZ\hij__fkd\Zjm] d b p Z f
\aZdjulbj_^ijbylby
15. GZdZdbd_Zl_]hjbh^jZa^_eyxZk h l g b d b "

Zk_ahggu_
[ihklhyggu_
\j_f_ggu_
]\k_hl_lu_jgu
16. DZd h g Z d Z a Z a g Z j _ ^ i j b g b f Z l _ e v k d r y l x _ e v g h k h v] b k l j Z p b b "

Z r l j Z n ^ h j m [e _ c
Z^f b g b k l j Z l b \ g u _ \ j Z [h l u
h l \ _ l u _ j g u
17. D Z d b b ^ u k h p b Z e v i g h f b s b l u a g Z _ l _ "

Z km[kb^by
[i_gkby
\k_hl_lu_jgu
18. Q l h Z d h i j _ ^ i j b y l b d Z d h l i j b a g Z d j b _ ^ i j b y l b y
Z j_g l Z [_ e v g h k l v
k Z f h k l h y l _ e v g h k l v
h l \ _ l u _ j g u

19. J Z k d j h a d e Z k k b n b d Z p b f x _ j q _ k d b b ^ b q _ k e b p h h j] Z g b a Z p b h g g h
ijZ\h\uf nhjfZf
Z h[s_kl\Z lh\Zjbs_kl\Z ijhba\h^kl[_gguc dhhi_jZl b\
lh\Zjbs_kl\Z h[s_kl\Z ihlj_[bl_evk d b k_dhhi_jZl b\
h l \ _ l u _ j g u

20. H k g h \ g u f k l h q g b d h f j f b j h \ Z g b f y m s _ k l h Z] Z g b a Z p b e b y _ l k y
Z m k l Z \ g d u Z i b l Z e
[^hoh^u [m^msbo li_jbh^h\
j_a_j\gdZ i b l Z e

21. <b^ufZl_jbZevgh\c_lkl_gg h Z [b l g b d Z
Z i h e g Z y _ i h e g Z y
[h]jZgbq b g g Z y j Z g b q _ g g Z y
\k_hl_lu_jgu

22. H j] Z g b a Z p j m y ^ Z w l h "
Z w l h q Z k l v j k h g Z e l Z x q Z k y g h \ g d \ Z e b n b p b j h \ Z d g u g b d h \
[f_lh^ubnhjfk h ^ b g e g b y c l _ o g b d b j h p _ k l j m ^ Z k p _ e v \ h k l b ` _ g b y
l j m ^ h \ h c y l _ e v g h k l b
\w l k j _ ^ k l i j m ^ Z h l h j g _ h ^ g h d j z l g Z k l \ m i j h p _ k i j h b a \ h ^ k l \ Z

23. H k h [u c \ b ^ ^ _ y l _ e v g h k l b h j j [m x e s b g g u o l _ h j _ l b q _ k d b o b i j Z d l
gZ\udh\
Z ki_pbZevghklv
ijhn_kkby

\ \k_h\ _l\ _jgu

24. RIZlghjZkibkZgb_lh

Z ij_^f_l ljm^Z dhlhjuc g_ihkj_^kl_ggh mqZkl\m_l \ ijhp_kk_ ijhba\h^k\^Zdmf_ig\^j^ZxskibkZgb_kj_^kl\

\ ^hdmf_ghlhjuc`_]h^gh\^j^Z_ljmydh\h^blije^fijbylby

25. K\h^ijZ\bej_]mebjmxsbacZbfhhlg hr_gbyj_^bl_e_c

ij_^ijbylby\hij_^_e_ggrh_cjohayckl_ggrh_c_evghklb

Zmqj_^bl_e\g]hdhj

[mklZ\

\ [bagi_kZg

h 80% ^h100%(20 ±25 ijZ\bevghulò_lh\©hle bqgh^a

h 60% ^h80%(15 ±24 ijZ\bevghulò_lh±©ohjhrh^a

h 50% ^h60%(13 ±23) ±©m^h\e_l\hjbl_evgh^a

f_gvr50%ijZ\bevghulò_lh±©g_m^h\e_l\hjbl_evgh

3.3 Dhgljhe vgrh_ghq gZl_jbZ eue yjh f`_mlh qgZl_t_klZ pbb

1. l_j_q_gv ijhkh\eyh^]hlh\db bnn_j_gpbjh\Zgghfm aZq_lm

1. Kmsg hklv^mkl] bkl_ijbbfkl\Z

2. Lbiujhklbg bodeZkkbnbdZpby

3. Fh^_eb hj]ZgbaZpbb]hklbgbjcZgh]h\ b g k kbZg bp

4. Hkgh\gw lZijZ a\blbyh\hcg^mklj b bZ g by^a

5. Ghf_jghbg DeZkkbnbd dZlplbyg bqghfo_jh\

6. Hkh[_gg hZ abbl]hyklbg bqgh]hyckl\Z

7. WIZijZ a\blbg^mkl] bkl_ijbbfkl\Z

8. Kljmdl r]hZlbg bqgh]hijbylby

9. Hkgh\gw lZijZ a\blby^ijbgbfZI_evkl\Z

10. JZa^_e ijg b_ijbgbfZI_gZj miiuhB Rmfi_l_jm

11. Kmsg hklv b jhev bgljZij_g_jkl\Z \ jZa\blbb

ij_^ijbgbfZI_evkl\Z

12. Km[t_diju^ijbgbfZI_evkl\Z

13. WIZiklZgh\eyjbgbfZI_e vkhkZbb

14. NZdlhjZ a\blbg^mkl] bkl_ijbbfkl\Z

15. Wdhghf dZ hklZ\eyxi\$Z^ijbgbfZI_evkl\Z

16. Jhev bagZq_gb_fZjd_lbg]Z b p_ghh[jZah\Zgby ^ey jZa\blby

ij_^ijbgbfZI_evkl\Z

17. <ebygjb_deZ gZjh^b`_glh\Z jZe kmkem]b

18. AgZq_lg\klbb^ijbgbfZI_e vkhkZcevghklb

19. NbgZg dZ hklZ\eyxi\$Z^ijbgbfZI_evkl\Z

20. MijZ\e_gb_ ij_^ijbylby_f dZd nZdlhj jZa\blby ^_yl_evghklb

21. Kmsg hklv gylbeZI`_kihkh]ghklb

22. Ebd\b^g hZ evZgkZ

23. Ihgyl dZgdjhlkil\Z^ijbylby

24. Hkgh\gylbygdhghfbq wkhcdlbg hklb

25. Ijb[uevdZdkgh\g hcdZaZ wrev_dlb\g hklZ gkw dhghfbq_kdhc

^_yl_evghklb ij_^ijbylby

26. IhdZaZlj_gbZ[_evgh_k^bjbylby c_j\b kZ

27. Hkh[_gg h_k] bkljZ bbyl_evghklb

28. Hkh[_gg h_k] bkljZ bbyl_evghklb

29. Ihgyl b_ijbgpbighjfbjh\Zgby

30. DeZkkbnbd aZpjZy_f_gkf_gu

31. Nhjfbjh\Z g_bjkhgZje^ijbylby

- 32. WlZi\w[hjZj_ ^ijbgbfZI_e bkdbo
- 33. lhgylbb_kmsgghkjlv^ijbgbfZI_e ykrdbgobc
- 34. Wnn_dlb\gijh_k^vjbgbfZI_e ykrdbgobc
- 35. ljZ\h\hj_]mebjh\Zjg_bijbgbfZI_e v_kghcevghklb
- 36. NjZgrba^ZjbZgj_ ^ijbgbfZI_e v_kghcevghklboghklvkh[_gghklb
njZgrbau
- 37. BgnjZkljmdlmjZdl_hjjub\u[hjf_ klZZaf_s_gbij_ ^ijbylby
- 38. J_glZ[_evgjthklvZ
- 39. <_gqmjg b g^w\ _gqmjgZabIze
- 40. =hkm^Zjkl\ _ggjhm_ebjh\Zjg_b^ijbgbfZI_e v_kydlhcevghklb
Djbl_jbtp_gb\Zg\Zf_gZpbhZgZgbc

©Hlebqgh^a

- 1. Kh^_j`Zgb\lhheghkljZkdju\Z_fmhihjkZ
- 2. H[sZy]jZfhlghklvbaeh`_gfbZl_jbZemzf_ehbkivevah\Zgb_
ijhn_kkbhgZevghc_l_jfbgheh]bb
- 3. ljZ\bevgh_Zebarze]hjbifj_r_gbayZ^Zibk koh^gufZgguf
Baeh`_g_bdkbz`_dhjhrhu_jZ`_ggZgZebibq_oZdZdl\uj\h^u
dhgdj_lgms_kl\ _ggu
- 4. ;_aZljm^g\gibhcegyulqbke_gby
- 5. ljZ\bevgh_jZkij_^_ey_l\j_fy_mf__l_bkihegZheZ^vgujZaj_r_gg
ihkh[bfZl_jbZleijZ\hqqgZjZdl_gjZ]fZib\g\hdmf_glu

©Ohjhrh^a

- 1. Kh^_j`Zgb\lhZkdju\Z_fmhihjkZ^h^hims_gu[hevrb_
g_lhqghklb
- 2. H[sZy]jZfhlghklvbaeh`_gfbZl_jbZemzf_ehbkivevah\Zgb_
ijhn_kkbhgZevghc_l_jfbgheh]bb
- 3. ljZ\bevgh_Zebarze]hjbifj_r_gbayZ^Zibk koh^gufZgguf
Baeh`_gb_l_dklZ_bf__l_g_agZqbl_evhgju_g_g_hqqghklb
kdZau\ZgZy]h]h\h_famevIZl_ dthgduju_lgu
- 4. ;_aZljm^g\gibhcegyulqbke_gby
- 5. ljZ\bevgh_jZkij_^_ey_l\j_fy_mf__l_bkihevah\Zlv_jZ
gZ]ey^gibkh[bfZl_jbZleijZ\hqqgZjZdl_gjZ]fZib\g_u_
^hdmf_glu

©M^h\e_l\hjbl_evgh^a

- 1. Kh^_j`Zgb\lh\iheghkljZkdju\Z_fmhihjkZ
- 2. >hims_gZ]jZfhlghklvbaeh`_gfbZl_jbZemzf_ehbkivevah\Zgb_
ijhn_kkbhgZevghc_l_jfbgheh]bb
- 3. >hims_gulhqghklvbaeh`_gfbZl_jbZemzf_ehbkivevah\Zgb_
ijhn_kkbhgZevghc_l_jfbgheh]bb
- 4. G_ijZ\bejZghj_^_ey_l_fymf_bkihevahjZaj_r_ggZ]ey^gu_
ihkh[bfZl_jbZleijZ\hqqgZjZdl_gjZ]fZib\g\hdmf_glu

©G_m^h\e_l\hjbl_evgh^a

- 1. Kl m^_gl_g_agZ_l_l_ogbq_kdhc_l_jfbgheh]bbg_hnhjfe_gb
khh\l_kl\m_l_lj_[h\Zgbyf
- 2. H[sZy]_a]jZfhlghklvbaeh`_gfbZl_jbZemzf_ehbkivevah\Zlv_jZ
gZ]ey^gibkh[bfZl_jbZleijZ\hqqgZjZdl_gjZ]fZib\g_u_
^hdmf_glu
- 3. Kl m^_gl_g_agZ_l_l_ogbq_kdhc_l_jfbgheh]bbg_hnhjfe_gb
khh\l_kl\m_l_lj_[h\Zgbyf

G_ijZ\bejZghj_^_ey_l_fymf_bkihevahjZaj_r_ggZ]ey^gibkh[bfZl_jbZleijZ\hqqgZjZdl_gjZ]fZib\g_u_
kijZ\hqqgZjZdl_gjZ]fZib\g_u_
^hdmf_glu

