

Winter Incentive trip 2026 to Luleå

Royal DMC
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Included accommodation / services in the total price

Day	Description	Units	Days
001	Elite Stadshotellet Luleå - Single Standard Room with Breakfast & VAT	52	2
001	Luleå Airport Transfer 52 Seats	1	1
001	Elite Stadshotellet Luleå 3 Course Dinner - Elite Stadshotellet Luleå	52	1
001	Elite Stadshotellet Luleå Drink Package 2 Units and Coffee - Elite Stadshotellet Luleå	52	1
002	Transport Luleå - Ebbenjarka each way 52 seats	1	1
002	Transport Ebbenjarka - Luleå each way 52 seats	1	1
002	Transport Luleå - to and from Restaurant 52 seats	1	1
002	Snowmobile 2 pers per snowmobile 1h	52	1
002	Crosscart 1h	52	1
002	Dog sledding 1h	52	1
002	Lunch at Ebbenjerka	52	1
002	Dinner On Ice™	52	1
002	Dinner On Ice™ - Drink package including welcome drink, 2 x wine, water and coffee	52	1
002	Disconnected Volvo - Team Activity	52	1
003	Luleå Elite Stadshotellet Via Båtskärsnäs, Polar Explorer (Icebreaker) to Luleå, Kallax Airport 6h 52 pax	1	1
003	Morning Icebreaker Cruise 10:00-12:00 Arctic Explorer	52	1



TERMS & CONDITIONS

Acceptance of this proposal constitutes agreement to the Terms & Conditions outlined below. All services must be pre-paid 100% at least 60 days before arrival.

CANCELLATION POLICIES

Cancellations are effective from the date they are received. Any changes to the confirmed services must be requested in writing and may incur additional charges. After the program starts, no cancellations or changes are allowed.

Transportation cancellations are accepted up to 48 hours before the service. **NO SHOWS** are charged 100% (A no-show is when someone simply does not show up) and will **NOT BE REFUNDED**. Some suppliers might have stricter cancellation policies, and those will be applied accordingly.

PAYMENT TERMS

30% Deposit is required to book services.

70% Remaining must be received 60 days before arrival. For wire transfers: all bank charges, currency conversion, or other charges incurred in connection with any payment will be the sole responsibility of the client. Receiving incomplete payments will result in a fee of **SEK 500**.

Bank transfers to the following account:

Royal DMC AB
Bank SEB, Stockholm
Account: 5004 11 289 90
IBAN: SE545000000050041128990
SEB's BIC Code: ESSESESS
Address to SEB: SEB 106 40 Stockholm

CREDIT CARD PAYMENTS

Payments made by credit card will incur an additional **3% charge** over the invoice total. All rates are expressed in **SWEDISH CROWNS (SEK)** — rates shown in USD/Euros are for comparison only and may vary due to exchange rate fluctuations.

Rates are **net** (non-commissionable unless otherwise stated) and include taxes and service charges. Swedish VAT is included when invoicing VAT-registered buyers; otherwise, **25% VAT** will be added.

All rates are based on the number of participants indicated in this quote. Changes in the number of contracted rooms or participants may affect the quoted prices. Any additional services requested will be charged accordingly.

Royal DMC reserves the right to cancel services due to unforeseen circumstances and will refund the client. Offer is subject to availability at the time of client confirmation.

Any extras on-site will be billed at net cost + **15% Royal DMC fee**, unless otherwise agreed.

In case of any changes in fiscal policy or taxes applied by the local government, Royal reserves the right to adjust the rates accordingly.

CONFIDENTIALITY NOTE

Any information shared between the parties, whether written, oral, or electronic, will be designated as “Confidential Information.”

JURISDICTION

This contractual relationship shall be subject to the laws of **Sweden**, where the contracted services are being performed or provided, unless otherwise contractually agreed.

No booking or reservations have yet been made. The price can change based on room availability at the time of booking and the cost of regional flight tickets at the time of issuing.