HOTEL NAME	Steigenberger H	otel Bellerive au	Lac				
CONTACT NAME	Lina Cordova N	Lina Cordova Nyfenegger					
ADDRESS	Utoquai 47	Utoquai 47					
POSTAL CODE	8008		· 提表》 第二次表现				
CITY	Zürich						
COUNTRY	CH	6.877多些性的	<b>人名英格兰人姓氏</b>				
PHONE	0041	44	2544000				
DATAIT		stiens@ballesius	akalasa kasasa ak				

V)	TA.				
_	COMPANY	World Avenue	s S.A.		
	CONTACT NAME	Kariene Mavje	kar		
	ADDRESS	14, rue Ferrier			
	POSTAL CODE	1202	Section of the	reality for the problem is	
	CITY	Geneva			
	COUNTRY	Switzerland	CALABOAT IN 1994	16.5597 July 7.702	
	PHONE	41	22	906 9400	
	EMAIL		group2@world	-avenues.ch	

					R	ATE MATRE	X				
					<b>FIT RAT</b>	E (1 - 9	rooms)				
RATE	RATE FROM - TO		SIN per p	GLE erson	CONTRACTOR CONTRACTOR	BLE erson	EXTR	A-BED	WEEKDAY	Freesale	Release
TYPE			NET	UVP	NET	UVP	NET	UVP			
FIT	01.04.2016 30.04	4.2016	250,00	333,33	138,00	184,00	NA	NA	1-4	Freesale	
FIT	01.04.2016 30.04	4.2016	235,00	313,33	130,00	173,33	NA	NA	5-7	Freesale	
FIT	01.05.2016 30.06	6.2016	300,00	400,00	160,00	213,33	NA	NA	1-4	Freesale	
FIT	01.05.2016 30.06	6.2016	255,00	340,00	138,00	184,00	NA	NA	5-7	Freesale	
FIT	01.07.2016 28.08	8.2016	255,00	340,00	138,00	184,00	NA	NA	1-7	Freesale	
FIT	29.08.2016 29.09	9.2016	300,00	400,00	160,00	213,33	NA .	NA	1-4	Freesale	
FIT	29.08.2016 29.09	9.2016	255,00	340,00	138,00	184,00	NA	NA	5-7	Freesale	
FIT	30.09.2016 15.12	2.2016	250,00	333,33	138,00	184,00	NA	NA	1-4	Freesale	
FIT	30.09.2016 15.12	2.2016	235,00	313,33	130,00	173,33	NA	NA	5-7	Freesale	6.00
FIT	16.12.2016 26.02	2.2017	235,00	313,33	130,00	173,33	NA	NA	1-7	Freesale	
FIT	27.02.2017 31.03	3.2017	250,00	333,33	138,00	184,00	NA	NA	1-4	Freesale	
FIT	27.02.2017 31.03	3.2017	235,00	313,33	130,00	173,33	NA	NA	5-7	Freesale	

	"SPECIALS" / FIT (1 - 9 rooms)								
RATE TYPE	Type of Special	Value	Arrival days	Except for following periods					
FIT Promo	Early bird (discount until 42 days prior to arrival date)	15%	1-7						

IMPORTANT: Early bird and stay pay campaigns, cannot be combined with each other!

				COACH	RATES (I	minimu	m of 10	rooms)			
RATE			SIN	GLE	DOU	BLE	EXTR	A-BED			
TYPE	FROM -	TO	per p	erson .	per pe	erson			WEEKDAY	On request	Release
			NET	11	NET	11	NET	11			
GROUP	01.04.2016	30.04.2016	250,00	11	138,00	11	NA	11	1-4	On request	
GROUP	01.04.2016	30.04.2016	235,00	11	130,00	11	NA	11	5-7	On request	
GROUP	01.05.2016	30.06.2016	300,00	11	160,00	11	NA	//	1-4	On request	
GROUP	01.05.2016	30.06.2016	255,00	11	138,00	11	NA	11	5-7	On request	
GROUP	01.07.2016	28.08.2016	255,00	11	138,00	11	NA	11	1-7	On request	
GROUP	29.08.2016	29.09.2016	300,00	11	160,00	11	NA	11	1-4	On request	
GROUP	29.08.2016	29.09.2016	255,00	11	138,00	//	NA	11	5-7	On request	
GROUP	30.09.2016	15.12.2016	250,00	11	138,00	11	NA	11	1-4	On request	
GROUP	30.09.2016	15.12.2016	235,00	11	130,00	11	NA	11	5-7	On request	
GROUP	16.12.2016	26.02.2017	235,00	11	130,00	11	NA	11	1-7	On request	
GROUP	27.02.2017	31.03.2017	250,00	11	138,00	11	NA	11	1-4	On request	
GROUP	27.02.2017	31.03.2017	235,00	11	130,00	11	NA	11	5-7	On request	

			M	/holesa	le RATES	(minim	um of 1	0 rooms)					
RATE	FROM -	FROM - TO		FROM - TO		GLE erson	DOU per pe	ADDRESS DOUBLES	EXTR/	A-BED	WEEKDAY	On request	Release
TYPE			NET	//	NET	//	NET	11					
GROUP	01.04.2016	30.04.2016	225,00	11	124,20	11	NA	11	1-4	On request			
GROUP	01.04.2016	30.04.2016	211,50	11	117,00	11	NA	11	5-7	On request			
GROUP	01.05.2016	30.06.2016	270,00	11	144,00	11	NA	11	1-4	On request			
GROUP	01.05.2016	30.06.2016	229,50	11	124,20	11	NA	11	5-7	On request			
GROUP	01.07.2016	28.08.2016	229,50	11	124,20	11	NA	11	1-7	On request			
GROUP	29.08.2016	29.09.2016	270,00	11	144,00	11	NA	//	1-4	On request			
GROUP	29.08.2016	29.09.2016	229,50	11	124,20	11	NA	//	5-7	On request			
GROUP	30.09.2016	15.12.2016	225,00	11	124,20	//	NA	11	1-4	On request			
GROUP	30.09.2016	15.12.2016	211,50	11	117,00	11	NA	11	5-7	On request			
GROUP	16.12.2016	26.02.2017	211,50	11	117,00	11	NA	11	1-7	On request			
GROUP	27.02.2017	31.03.2017	225,00	11	124,20	11	NA	11	1-4	On request			
GROUP	27.02.2017	31.03.2017	211,50	11	117,00	11	NA	11	5-7	On request			

SRR "P	REMIUN	N / EVEN	T / FAIR	- RATE"	(1 - 9 rd	oms)						
RATE	FROM - TO		CERTIFICATION OF A PARTY	GLE	100000000000000000000000000000000000000	JBLE erson	EXTR	A-BED	EVENT NAME	Freesale	Release	CXL
TYPE	I KOM -	10	NET	UVP	NET	UVP	NET	UVP		Treesane	Release	deadline
FAIR	16.06.2016	18.06.2016	320,00	42,67	170,00	22,67	NA	NA	Art Basel	Freesale	14	7
FAIR	31.12.2016	31.12.2016	400,00	53,33	210,00	28,00	NA	NA	New Year's	Freesale	14	7
FAIR	TBD	TBD	320,00	42,67	170,00	22,67	NA	NA	WEF	Freesale	14	7
FAIR	TBD	TBD	320,00	42,67	170,00	22,67	NA	NA	Basel World	Freesale	14	7

Superior Lake
Superior Lake
55,00
Walley Barrie

CURRENCY:	CHF
BREAKFAST:	Inclusive
Pets allowed in hotel:	yes
Cost per pet & day	25,00
Wi-Fi	Inclusive
Free-City-Ticket	Exclusive
Extra-bed on request only?	yes

BANK NAME:	Credit Suisse AG
BANK ADDRESS:	8070 Zürich
BENEFICIARY NAME:	Steigenberger Hotels AG
ACCOUNT NUMBER:	80-500-4
IBAN:	CH8604835050718511003
SWIFT CODE:	CRESCHZZ80A

WEEKDAY DEFINITION	
1 = Monday	
3 = Wednesday	
## Thursday	
6 = Saturday	

			CANCELLATION PENALTY
CXL DEADLINE	5	Days prior arrival	OUTSIDE PREMIUM / EVENT /FAIR DATES
CXL FEE	100 PCT	of 1st night	OUTSIDE PREMIUM / EVENT /FAIR DATES
CXL FEE	100 PCT	of total stay	DURING PREMIUM / EVENT /FAIR DATES

wet W&

				1	VAT & TAXES	S			
AT % (inclusive):	LOGIS	F&B	OTHER						
,	3,8	8	8						
CITY TAX:								Zin Silvinia	
CITY TAX:		yes		CITY TAX	2,50 per perso	on/day (based o	on 2015)		
INCLUDED in rates?		no		AMOUNT					
					ESTRICTION				
	Lfd. Nr.	DATE	Lfd. Nr.	DATE	Lfd. Nr.	DATE			
	1	13.07.2016 14.07.2016		23.07.2016 13.08.2016	-	30.09.2016 01.10.2016			
	3	15.07.2016		22.09.2016		02.10.2016			
BLACK OUT DATES	4	16.07.2016		23.09.2016		02.120.2010			
DEMOR OUT BITTE	5	17.07.2016		24.09.2016	-				
	6	18.07.2016		25.09.2016	-				
	7	19.07.2016	17	26.09.2016	5				
	8	20.07.2016		27.09.2016					
	9	21.07.2016		28.09.2016	-				
	10	22.07.2016	20	29.09.2016	5				
				GRO	UP CONDITI	IONS			
RTERAGE FEE (per	percon / in &	out):	6,00	CHF					
KTERAGE TEE (per	person / m &	outy.		Market Market					
EE PLACE POLICY:					ers, 1 will be free			,	0.1:-1/0.41
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EFAULT CXL POLICY	Y:			e cancelled unti	il 4 weeks prior	to arrival outsid			
EFAULT CXL POLICY	Y:		Groups can b	e cancelled unti		to arrival outsid			
EFAULT CXL POLICY HALF-BOARD O			Groups can b	e cancelled unti	il 4 weeks prior	to arrival outsid	e demanding perio		
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HALF-BOARD O	PTIONS:	N.	Groups can b	e cancelled unti	il 4 weeks prior	to arrival outsid	e demanding periodent to the demanding periodent to the demand the demand to the demand to the demanding periodent to the demandi		
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HALF-BOARD O	PTIONS:	N.	Groups can b	e cancelled unti	il 4 weeks prior	to arrival outsid	e demanding perioders  BNOY  IF  IF		
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2-course-me 3-course-me 4-course-me Buffet  Children stay free of ch Baby bed or extra bed	enu enu arge in parent's is free of charge if pare	bed e upon request and	GROUP CPRATE for s  NA  I availability des breakfast	elient 29,00 42,00 55,00	MEAL PLAN	CURR CI CI CI CI CI	e demanding perioders  BNOY  IF  IF		
HALF-BOARD O  2-course-me 3-course-me 4-course-me Buffet  Children stay free of ch Baby bed or extra bed if F&B benefits: 12 years breakfast free or	enu enu arge in parent's is free of charge if pare	bed e upon request and	GROUP CPRATE for s  NA  I availability des breakfast	elient 29,00 42,00 55,00	MEAL PLAN	CURR CI CI CI CI CI	e demanding perioders  BNOY  IF  IF		
HALF-BOARD O  2-course-me 3-course-me 4-course-me Buffet  Children stay free of ch Baby bed or extra bed if F&B benefits: 12 years breakfast free of 6 years same F&B benef 12 years F&B flat rate:	enu enu arge in parent's is free of charge if pare	bed upon request and nts booking inclu alfboard) free of o	GROUP CPRATE for s  NA  I availability des breakfast	elient 29,00 42,00 55,00	MEAL PLAN	CURR CI CI CI CI CI	e demanding perioders  BNOY  IF  IF		
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- 2.) In areas where there are boxes for "yes" and "no", if "yes" is not specifically checked and authorized, then "no" is conclusively presumed to apply.
- 3.) If the period elapsing between conclusion of the contract and arrival of the guest exceeds four months and the applicable VAT or local taxes and levies increase, StAG reserves the right to increase the agreed price by the amount by which the applicable VAT or local taxes and levies have increased.

This Agreement will not be valid and enforceable until a signed copy is returned to the Hotel by 18th October 2015.

Company Agreement SHG FTT Net Rates 2016/2017 is part of the contract and has to be signed as well. Contract is only valid if both documents are signed. ACCEPTED AND AGREED TO: WORLD AVENUES COMPANY NAME World Avenues S.A. HOTEL NAME 14. Tue Ferrier, CH-1202 Geneva, 5witzerland Tel.: 41 22 www. world-avenues dr contact Name Clay clia Egli &

TITLE Sarah Jo Rycler

Hoteldirektorm | Regional

Me. 12 15 Salso Manager BYTarek Eklbialy CONTACT NAME Contracting Manager TITLE 16.12.201



# Company Agreement FIT NET Rates 2016/2017

# Between

World Avenues S.A. 14, rue Ferrier Postal Code / City 1202 Geneva

And

Steigenberger Hotels AG Lyoner Straße 40 60528 Frankfurt/M. Germany "SHG"

Monday, 14 December 2015



#### **GENERAL TERMS**

- 1.) The **TO** may market the rooms...
  - a. ...to end users through web sites controlled and operated by the TO
  - b. ...to any travel agency or tour operator for non-interned based sales to end users.
- 2.) The commercial conditions will be offered in a separate agreement. The rates offered in such agreements will only be valid, if they are sold with additional product components which then are combined and sold as a package to end consumers. These components have to count to a minimum of 25 % of the room rate.
- 3.) The agreed rates cannot be sold in any online consumer channels as a "room only" (bed & breakfast) product. This includes also the Tour Operator own, affiliate, partner or onward distributor's websites. The Tour Operator warrants that this regulation is enforced with all onward distributors or partners. Under no circumstances may these rates be used for "Room only" sales.
- All reservations have to be made directly with the hotels either by e-mail, fax or phone, announcing the booking code SNR 2015 / 2016 – World Avenues S.A..
- 5.) The rooms are sold to the **TO** at a net rate. These rates are highly confidential to the **TO**.
- 6.) Each hotel's individually cancellation policy will apply.
- 7.) In case a guest books additional night accommodations at a hotel directly, such reservations will be totally separate from the contract between the guest and the **TO**. The **TO** cannot claim any commission or other compensation for such bookings.
- 8.) **TO** will provide **SHG** with a payment guarantee, either by paying a deposit or by nominating a company credit card.

0 we agree to deposit payment

### 0 company credit card

Name Gabriella Khalil-Nagy / World Avenues SA
Number 5582 6530 2062 5027
Security Number
Expiry Date 06/18

Credit card is for guarantee only and not to be charged as payment will be done by bank transfer The parties agree to pay their own bank charges, howsoever occasioned.

**TO** will be invoiced directly by the respective hotels (no central payment). **Payment** will be made at the latest **within 30** days upon receipt of the invoice.



- 9.) **SHG** grants only for the purpose of performing the obligations under this company agreement TO a non-exclusive non transferable, royalty free license to use name of the contracted hotel(s) ("brand name") for the term of this Agreement in printed media, subject to any use of such Brand Name being approved beforehand in writing by **SHG** or the respective Hotel. Upon the early termination or expiry of this agreement such license shall immediately terminate.
- 10.) **TO** shall not without prior written approval of **SHG**, use the Brand name in any radio, television or internet marketing or advertising, including, with respect to the internet, the use of the Brand Name in conjunction with paid listings in search engines, meta tags, keywords, links and any other means intended to influence the results for internet searches invoking the Brand Name. Any breach of this clause shall entitle **SHG** to terminate this agreement on a 5 days notice in writing to the **TO**. Reference is made to clause 12.
- 11.) SHG will always ensure to honour all existing bookings of TO. However, in case of a book out situation SHG will assist TO with another hotel of comparable quality and location. The reasonable costs of a transfer to this other hotel will be paid by SHG
- 12.) It is in SHG's interest to always maintain a high service and quality level. But if any kind of complaint is still coming up, **SHG** & **TO** will settle the same together to the best advantage of both parties.
- 13.) It is furthermore **SHG`s** interest to always maintain a high quality standard of health & safety measures in accordance with applicable laws and regulations a the place of the relevant hotel and confirms that their hotels maintain insurances in accordance with the legal requirements prevailing at the place of the relevant Hotel.
- 14.) If the period elapsing between conclusion of the contract and arrival of the guest exceeds four months and the applicable VAT or local taxes and levies increase, Hotel reserves the right to increase the agreed price by the amount by which the applicable VAT or local taxes and levies have increased.

## 15.) Force Majeure

A party shall not be liable for any failure of or delay in the performance of this Agreement for the period that such failure or delay is due to causes beyond its reasonable control, including but not limited to acts of God, war, strikes or labor disputes, embargoes, government orders. Nevertheless, each party shall do its utmost to fulfill the contract and operate all groups where possible.



#### **TERMS AND TERMINATIONS**

- 16.) This agreement shall commence on the date of its execution and shall continue for a period of one year.
- 17.) **SHG** may terminate this agreement with immediate effect on notice in writing to the TO in the event that any amount owed in arrears exceed any current amount owed by the **TO**.
- 18.) The General Terms and Conditions of SHG are an integral binding part of this Company Agreement. All bookings will be operated solely under the consideration of SHG's general terms and conditions. A free copy of this can be forwarded at any time.
- 19.) This letter of agreement will have legal force, be governed by the laws of Germany whose courts shall have jurisdiction

Please confirm your acceptance of the terms of this letter by signing and returning a copy of it.

**COMPANY NAME** 

STEIGENBERGER HOTEL GROUP

Claudia Maythofer & Sarah Jo Ryder

World Avenues SA, By:

Date:

Name: Tarek Eklbialy

Title: Contracting Manager

WORLD AVERULES 14. rue Ferrier, CH-1202 Geneva: 5 mitteriand 10 for the Ferrier, CH-1202 Geneva: 52 906 94 10 for the Ferrier of 94 00 for the 94 00 for the Ferrier of 94 00 for the 9 16.12.2015

Title:

By:

Direktorin &

Regional Sales Manager

Date:

14.12.2015