

HOTEL DATA												
HOTEL NAME	Steigenberger Hotel Bellevue au Lac					COMPANY	World Avenues S.A.					
CONTACT NAME	Lina Cordova Nyfenegger					CONTACT NAME	Kanene Mayekar					
ADDRESS	Utoquai 47					ADDRESS	14, rue Pernier					
POSTAL CODE	8008					POSTAL CODE	1202					
CITY	Zürich					CITY	Geneva					
COUNTRY	CH					COUNTRY	Switzerland					
PHONE	0041		44		2544000	PHONE	41		22		906 9400	
EMAIL	reservations@bellverve.steigenberger.ch					EMAIL	group2@world-avenues.ch					

RATE MATRIX											
FIT RATE (1 - 9 rooms)											
RATE TYPE	FROM -	TO	SINGLE per person		DOUBLE per person		EXTRA-BED		WEEKDAY	Freesale	Release
			NET	UVP	NET	UVP	NET	UVP			
FIT	01.04.2016	30.04.2016	250,00	333,33	138,00	184,00	NA	NA	1-4	Freesale	
FIT	01.04.2016	30.04.2016	235,00	313,33	130,00	173,33	NA	NA	5-7	Freesale	
FIT	01.05.2016	30.06.2016	300,00	400,00	160,00	213,33	NA	NA	1-4	Freesale	
FIT	01.05.2016	30.06.2016	255,00	340,00	138,00	184,00	NA	NA	5-7	Freesale	
FIT	01.07.2016	28.08.2016	255,00	340,00	138,00	184,00	NA	NA	1-7	Freesale	
FIT	29.08.2016	29.09.2016	300,00	400,00	160,00	213,33	NA	NA	1-4	Freesale	
FIT	29.08.2016	29.09.2016	255,00	340,00	138,00	184,00	NA	NA	5-7	Freesale	
FIT	30.09.2016	15.12.2016	250,00	333,33	138,00	184,00	NA	NA	1-4	Freesale	
FIT	30.09.2016	15.12.2016	235,00	313,33	130,00	173,33	NA	NA	5-7	Freesale	
FIT	16.12.2016	26.02.2017	235,00	313,33	130,00	173,33	NA	NA	1-7	Freesale	
FIT	27.02.2017	31.03.2017	250,00	333,33	138,00	184,00	NA	NA	1-4	Freesale	
FIT	27.02.2017	31.03.2017	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 (minimum of 10 rooms)											
RATE TYPE	FROM -	TO	SINGLE per person		DOUBLE per person		EXTRA-BED		WEEKDAY	On request	Release
			NET	UVP	NET	UVP	NET	UVP			
GROUP	01.04.2016	30.04.2016	250,00	333,33	138,00	184,00	NA	NA	1-4	On request	
GROUP	01.04.2016	30.04.2016	235,00	313,33	130,00	173,33	NA	NA	5-7	On request	
GROUP	01.05.2016	30.06.2016	300,00	400,00	160,00	213,33	NA	NA	1-4	On request	
GROUP	01.05.2016	30.06.2016	255,00	340,00	138,00	184,00	NA	NA	5-7	On request	
GROUP	01.07.2016	28.08.2016	255,00	340,00	138,00	184,00	NA	NA	1-7	On request	
GROUP	29.08.2016	29.09.2016	300,00	400,00	160,00	213,33	NA	NA	1-4	On request	
GROUP	29.08.2016	29.09.2016	255,00	340,00	138,00	184,00	NA	NA	5-7	On request	
GROUP	30.09.2016	15.12.2016	250,00	333,33	138,00	184,00	NA	NA	1-4	On request	
GROUP	30.09.2016	15.12.2016	235,00	313,33	130,00	173,33	NA	NA	5-7	On request	
GROUP	16.12.2016	26.02.2017	235,00	313,33	130,00	173,33	NA	NA	1-7	On request	
GROUP	27.02.2017	31.03.2017	250,00	333,33	138,00	184,00	NA	NA	1-4	On request	
GROUP	27.02.2017	31.03.2017	235,00	313,33	130,00	173,33	NA	NA	5-7	On request	

Wholesale RATES (minimum of 10 rooms)											
RATE TYPE	FROM -	TO	SINGLE per person		DOUBLE per person		EXTRA-BED		WEEKDAY	On request	Release
			NET	UVP	NET	UVP	NET	UVP			
GROUP	01.04.2016	30.04.2016	225,00	300,00	124,20	165,60	NA	NA	1-4	On request	
GROUP	01.04.2016	30.04.2016	211,50	281,67	117,00	155,67	NA	NA	5-7	On request	
GROUP	01.05.2016	30.06.2016	270,00	360,00	144,00	192,00	NA	NA	1-4	On request	
GROUP	01.05.2016	30.06.2016	229,50	306,00	124,20	165,60	NA	NA	5-7	On request	
GROUP	01.07.2016	28.08.2016	229,50	306,00	124,20	165,60	NA	NA	1-7	On request	
GROUP	29.08.2016	29.09.2016	270,00	360,00	144,00	192,00	NA	NA	1-4	On request	
GROUP	29.08.2016	29.09.2016	229,50	306,00	124,20	165,60	NA	NA	5-7	On request	
GROUP	30.09.2016	15.12.2016	225,00	300,00	124,20	165,60	NA	NA	1-4	On request	
GROUP	30.09.2016	15.12.2016	211,50	281,67	117,00	155,67	NA	NA	5-7	On request	
GROUP	16.12.2016	26.02.2017	211,50	281,67	117,00	155,67	NA	NA	1-7	On request	
GROUP	27.02.2017	31.03.2017	225,00	300,00	124,20	165,60	NA	NA	1-4	On request	
GROUP	27.02.2017	31.03.2017	211,50	281,67	117,00	155,67	NA	NA	5-7	On request	

SRR "PREMIUM / EVENT / FAIR - RATE" (1 - 9 rooms)												
RATE TYPE	FROM -	TO	SINGLE per person		DOUBLE per person		EXTRA-BED		EVENT NAME	Freesale	Release	CXL deadline
			NET	UVP	NET	UVP	NET	UVP				
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

BASIS ROOM CATEGORY:	Superior City
NEXT HIGHER CATEGORY:	Superior Lake
NET ROOM SUPPLEMENT per room & night *:	55,00
NEXT HIGHER CATEGORY:	-
NET ROOM SUPPLEMENT per room & night *:	-
* Higher room categories can only be booked upon request, unless something different has been agreed in writing!	

BANK NAME:	Credit Suisse AG
BANK ADDRESS:	8070 Zürich
BENEFICIARY NAME:	Steigenberger Hotels AG
ACCOUNT NUMBER:	80-500-4
IBAN:	CH8604835050718511003
SWIFT CODE:	CRESCH280A

WEEKDAY DEFINITION	
1 = Monday	
2 = Tuesday	
3 = Wednesday	
4 = Thursday	
5 = Friday	
6 = Saturday	
7 = Sunday	

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

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

*Handwritten signature and initials*



VAT & TAXES			
VAT % (inclusive):	LOGIS 3,8	F&B 8	OTHER 8
CITY TAX:	yes	CITY TAX AMOUNT	2,50 per person/day (based on 2015)
INCLUDED in rates?	no		

RESTRICTIONS						
BLACK OUT DATES	Lfd. Nr.	DATE	Lfd. Nr.	DATE	Lfd. Nr.	DATE
	1	13.07.2016	11	23.07.2016	21	30.09.2016
	2	14.07.2016	12	13.08.2016	22	01.10.2016
	3	15.07.2016	13	22.09.2016	23	02.10.2016
	4	16.07.2016	14	23.09.2016		
	5	17.07.2016	15	24.09.2016		
	6	18.07.2016	16	25.09.2016		
	7	19.07.2016	17	26.09.2016		
	8	20.07.2016	18	27.09.2016		
	9	21.07.2016	19	28.09.2016		
	10	22.07.2016	20	29.09.2016		

GROUP CONDITIONS			
PORTERAGE FEE (per person / in & out):	6,00	CHF	
FREE PLACE POLICY:	For every 16 paying passengers, 1 will be free of charge on same meal basis. A maximum of 2 free places can be granted per coach! 1st free place is in a single room and 2nd in 1/2 double room.		
DEFAULT DEPOSIT:	80% of the total amount needs to be pre-paid 4 weeks prior to arrival of the group. Rest will be transferred via invoice and has to be paid no later than 4 weeks after departure.		
DEFAULT CXL POLICY:	Groups can be cancelled until 4 weeks prior to arrival outside demanding periods.		

MEAL PLAN		
HALF-BOARD OPTIONS:	GROUP NET RATE for client	CURRENCY
2-course-menu	29,00	CHF
3-course-menu	42,00	CHF
4-course-menu	55,00	CHF
Buffet	NA	CHF

HOTEL CHILD POLICY			
0 – 12 years (end 12 years)			
<ul style="list-style-type: none"> <li>Children stay free of charge in parent's bed</li> <li>Baby bed or extra bed is free of charge upon request and availability</li> <li>F&amp;B benefits:</li> </ul>			
0 - 12 years breakfast free of charge, if parents booking includes breakfast			
0 - 6 years same F&B benefits as parents (halfboard) free of charge			
7 - 12 years F&B flat rate:			
Halfboard supplement	40,00	CHF	(net rate)
13 – 16 years (end 16 years)			
Children can stay in parent's bed or extra bed in the same room at:			
	55,00	CHF	including breakfast! (net rate)
Extra room will be charged as a single room, as per 2 <sup>nd</sup> child (13 – 16 years) in the extra room supplement of			
	55,00	CHF	(net rate)
Halfboard supplement	40,00	CHF	(net rate)
from 17 years			
children will be treated like adults			
These policy is also valid for singles travelling with children. Parents should be advised upon booking if extra bed is available.			

#### OTHER TERMS

- 1.) Rates must not be sold to OTA's and IBE's.
- 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 FIT 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:

HOTEL NAME Steigenberger Hotel Bellevue au Lac

COMPANY NAME World Avenues S.A.

BY

BY

CONTACT NAME Ciaralia Egli & Sarah J. Snyder

CONTACT NAME

TITLE

TITLE

DATE

DATE

Tarek Eklbially  
Contracting Manager

16.12.2015





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-internet 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.
- 4.) 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.

☐ we agree to deposit payment

☐ **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 at 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.

