



Four Seasons Hotel Milan

WHOLESALE NET RATE AGREEMENT- F.I.T. PROGRAM

PREPARED EXCLUSIVELY

FOR

World Avenues S.A. Travel Services
Rue Ferrier, 14
CH – 1202 Geneva, Switzerland
Email: contracting@world-avenues.ch

Submitted to:

Mr. Tarek Elbially
Contracting Manager
World Avenues S.A. Travel Services

Submitted by:

Claudia Ellmer
Director of Sales
Four Seasons Hotel Milan

Via Gesu', 6/8

20121 Milano - Italy



This Wholesale Net Rate Agreement (this "Agreement") is between **World Avenues S.A. Travel Services**, hereafter referred to as the "Company", and Regent Management Srl d.b.a. Four Seasons Hotel Milano hereafter referred to as the "Hotel/Resort". For the purpose of this agreement, a "Program" is a periodic arrival of [F.I.T.] guests on a continuous basis over a specified period, as defined in the affiliated or unaffiliated sections of this contract. This agreement is only valid for the Company and cannot be distributed to any other affiliated or unaffiliated company (or subsidiary company) without prior approval of the Hotel/Resort.

The initial term of this Agreement commences on **01 January 2017** (the "Effective Date") and continues until the 1st anniversary of the Effective Date, and unless terminated as provided in this Agreement, shall renew for additional 1-year terms at the expiration of the initial term or any renewal term. After the first anniversary of the Effective Date, any party may terminate this Agreement effective as of the end of the initial term or any renewal term by giving written notice of termination by no later than 30 days prior to the end of such term. Notwithstanding the foregoing, during the term of this Agreement, Hotel/Resort may submit updated or revised rate and property information to Company. If Hotel/Resort submits room or rate changes to Company after this Agreement terminates, then the terms of this Agreement shall apply to any bookings made by guests for such rooms, unless the parties have mutually agreed in writing to different terms.

1. RATES AND TAXES

a. The net rates ("Net Rates") of this Agreement set out below are effective for travel from **01 January 2017 until 31 December 2017**.

Net rates ("Net Rates") are provided by Hotel/Resort to Company **for inclusion in packages or programs** where the Net Rate will not be disclosed to consumers directly or to any unauthorized parties. Hotel/Resort shall set the Net Rates for rooms to be (a) at least as favorable as the rates, rules, terms, and conditions Hotel/Resort offers to or sets for rooms made available for booking through any Property Channel. "**Property Channel**" means those distribution channels, through which Hotel/Resort makes its rooms available, including any web site operated by Hotel/Resort. Company is provided the Net Rates for the company specified in this Agreement. **Net Rates may be extended to an affiliated or unaffiliated third party, such as a sub-wholesaler or niche TO. The Hotel sells rooms at a variable room rate which fluctuates based on various market factors. Net Rate must remain confidential and not revealed to consumers or end-users. Net Rate is fixed per Season and will not change with prevailing daily variable room rate.**

b. Festive Seasons, Fair Dates and Special Seasons are outlined in Appendix -- terms and conditions will apply.



Net Rates by season and room type are as follows:

ROOM ONLY RATES (BREAKFAST NOT INCLUDED)			Low Season			High Season		
			01-Jan-17	21-Feb-17		01-May-17	30-Jun-17	
			01-Mar-17	03-Apr-17		04-Sep-17	18-Sep-17	
			10-Apr-17	30-Apr-17		27-Sep-17	31-Oct-17	
			01-Jul-17	31-Aug-17		-	-	
			01-Nov-17	31-Dec-17		-	-	
Room Type	Bed Type	Max Occupancy	Single	Double	Triple	Single	Double	Triple
Superior Room	Queen only	2 Adults	475,00	475,00		575,00	575,00	
Deluxe Room	Queen only	2 Adults + 1 Infant	520,00	520,00		610,00	610,00	
Premium Room	King or Twin	3 Adults	620,00	620,00	715,00	750,00	750,00	845,00
Junior Suite	King or Twin	3 Adults	720,00	720,00	815,00	875,00	875,00	970,00
Executive Suite	King	3 Adults	1.320,00	1.320,00	1.415,00	1.550,00	1.550,00	1.645,00
Cloister Suite	King	3 Adults	1.600,00	1.600,00	1.695,00	1.700,00	1.700,00	1.795,00
Cloister Suite Garden	King	3 Adults	1.750,00	1.750,00	1.845,00	1.750,00	1.750,00	1.845,00
Renaissance Suite	King	3 Adults	3.750,00	3.750,00	3.845,00	3.750,00	3.750,00	3.845,00
Designer Suite	King	3 Adults	3.750,00	3.750,00	3.845,00	3.750,00	3.750,00	3.845,00
Fashion Suite	King	3 Adults	4.900,00	4.900,00	4.995,00	4.900,00	4.900,00	4.995,00
Presidential Suite	King	3 Adults	9.000,00	9.000,00	9.095,00	9.000,00	9.000,00	9.095,00
Penthouse Suite	King	3 Adults	9.750,00	9.750,00	9.845,00	9.750,00	9.750,00	9.845,00

Above rates are quoted on a per room per night basis, **exclusive of 10% VAT** and service charge, exclusive of City Tax (currently Euro 5.00 per person per night). City Tax is payable by Guests upon departure.

Bed setting can only be confirmed as stated above.

Full Buffet Breakfast: Breakfast is **NOT** included in the above mentioned rates. Breakfast supplement is Euro 35.00 per person per day, 10% VAT excluded. Bed&Breakfast rates quoted in Appendix 1.



Children and Extra Bed Policy (please consult maximum occupancy per room type in appendix)

0 – 5 Years old	Complimentary in double occupancy room and breakfast
6 – 13 Years old	Breakfast priced at 18 Euro per child per night, third occupancy applies if extra bed is needed
Over 14 Years old	Full adult rate applies for breakfast and occupancy
Additional Extra Bed	Euro 95.00 per night, VAT excluded, breakfast excluded

c. Onward distribution of “room only” rates requires the Company’s discerning attention to avoid presence of our Hotel/Resort on non-appropriate or inadequate web sites. Company agrees to respect prevailing variable room rates on fourseasons.com and, therefore, not to sell or allow any partner/client to sell at a lower rate than rates available for the same room category, on “fourseasons.com”. The Company is responsible for connectivity systems and costs.

d. The Company bears no risk for failing to book any of the rooms. Nothing in this Agreement constitutes a sale or rental of rooms to Company.

e. All local and government fees and service charges are subject to change without prior notice. Should the local authorities and/or government increase the types or rates of taxes, the Hotel/Resort will apply and enforce the new taxes or rates. Hotel/Resort shall provide the Company with the tax rates applicable to rooms. Hotel/Resort is solely responsible for the accuracy of such tax rate information and for the accuracy of any changes submitted to Company.

f. Reservations consisting of eight (8) or more rooms are considered group bookings (“Group Bookings”). Contract Net Rates do not apply to **Group Bookings**. Unless otherwise specified by Hotel/Resort, the terms and conditions of the Agreement, with the exception of sections related to rates, cancellation, invoicing and payment, shall govern Group Bookings. It is anticipated that rate, cancellation and payment terms and conditions will be specifically negotiated in a separate writing signed by the Parties for each Group Booking. In the event no such separate writing is executed, the rate, cancellation and payment terms of the Agreement shall govern such Group Booking.

g. **The Net Rates are and shall remain strictly confidential**, except that Company may disclose the Net Rates to its employees, lawyers and accountants. Unauthorized disclosure by Company may result in termination of the Agreement. The Company agrees not to publish or otherwise disclose to the public the Net Rates in any medium.

h. The Net Rates are valid only for wholesalers **engaged** in programs directly or through their portfolio of accounts (“Program”). The Program is required to function as a package, including the hotel accommodation and other services distributed through retail travel agencies. **For distribution of room rate only, please refer to Section c.**

i. Company must promote the Hotel/Resort as full service luxury hotel or resort.



2. RESERVATIONS POLICY & PROCEDURES

Reservations Department - Contact Information

All Company reservations will be handled directly by the Hotel's Reservations Department.

Sales Office Phone:	+39 02 7708 169
Sales Office Email:	sales.mil@fourseasons.com
Hotel Reservation Phone:	+39 02 7708 167
Hotel Reservation Fax:	+39 02 7708 5004
Reservation Email:	mil.reservations@fourseasons.com
Hotel Address	Via Gesu' 6/8 – 20121 Milan, Italy

a. OPTIONAL

Hotel must honor a guest's reservation request upon delivery by Company of an appropriate message under this Agreement with the guest's reservation. Company may deliver such message to Hotel by e-mail, fax, extranet or other direct functionality. Hotel shall accept such message as proof of reservation by a guest; send a confirmation of each reservation to Company within two business days after a reservation request is made. Hotel requests booking agency name and agent name with each reservation confirmation, which Company will provide to the extent available.

b. Guest pre arrival information

If known, Company will send to the Hotel's Reservation office complete flight information at least 3 days prior to the guests' arrival in order to confirm airport transfers.

c. Changes to existing reservation

All changes that occur after a reservation has been confirmed must be faxed or e-mailed directly to the Hotel's Reservations office. Hotel/Resort is solely responsible for any changes or services requested by a guest directly with the Hotel/Resort and Hotel is solely responsible for collecting from the guest any and all charges for such changes or services.



No name changes will be permitted without prior authorization from Hotel. In the event the Company changes the dates of the reservation within cancellation, the full stay will apply to the Company. The reservation request for the new set of dates will be subject to rate and room category availability.

In the event that the Company reduces the number of nights of the reservation within cancellation, the original number of nights booked will apply to the Company and the difference between the original room nights and revised room nights will be charged as a cancellation fee.

Hotel shall not charge any amount for a room if a guest arrives at the Hotel but departs as a result of the guest's dissatisfaction with the Hotel (Company and Hotel to agree to the basis of the guest's dissatisfaction), a failure to cancel or a no-show is excused under Section 2.c, or a "no walk" situation in which the guest remains dissatisfied after Resort has complied with the terms of Section 2.d.

d. No shows

A reservation is considered a no show if arrival does not occur on the date reserved. Hotel shall only invoice Company on behalf of the guest the applicable cancellation charge as described in the Cancellation Policy section

e. Relocation policy

Hotel shall treat any Company guest equal to or better than Hotel treats any other Hotel guest, including, without limitation, how Hotel handles overbooking (i.e. "walk") situations. If Hotel is unable to honor a guest's reservation after all other efforts to relocate direct bookings and other guests have been made by Hotel, then Hotel shall immediately (a) notify Company of such inability, (b) relocate the guest to a property that is of an equal star quality rating than Hotel, (c) prepay or make other arrangements to cover the room charges at such property for first night room and tax and all transportation costs to such property, and (d) deliver a written explanation absolving Company of responsibility for Hotel's failure to honor the reservation. Company shall not be responsible for any amounts owing to Hotel related to such guest's reservation in the event the guest remains dissatisfied (as agreed upon by Company and Hotel) following Hotel's compliance with this Section 2.d.

f. OPTIONAL - Direct booking release

Takeover of Direct Bookings

Participating Property will release a direct booking made by the guest or travel agent to Company based on guest or travel agent authorization by fax or email. Company is required to call Participating Property to reconfirm the takeover and follow up with the manifest within 24 hours. Participating property reserves the right to decline takeover bookings in certain situations or date periods. There is no take over rate - the contract net rate will apply.

g. Check-in /Check-out

Guest check-in time is 15.00 (3 pm) and checkout is 12.00 (noon). The Hotel Management on a case-by-case basis will assess requests for early arrival and/or late departure on the day of arrival and/or departure.



h. Facilitation

The Company facilitates the booking of room reservations at the Hotel through the Company's system and the collection and remittance of payments, but makes no warranties or representations regarding the Company's system. If Company has not received an invoice for a reservation within 12 months after a guest's departure, then no amount is due to Hotel for such reservation, and neither the Company nor the guest shall have any further obligation to Hotel with respect to such reservation. The Hotel is responsible for proving that each invoice was delivered to a Company within 12 months of a guest's departure.

3. ALLOTMENTS and STOP SALE DATES

a. Allotments

Refer to each of the applicable attached appendices* for Company's room allotment ("Allotment"). The Allotment must only be used by Company.

Additional Allotment requests will be accepted by the Hotel once the Allotment has been filled. If the Allotment is filled or a room category not allotted is requested at the Company Net Rates established in this Agreement, such rooms may be requested by the Company in writing; all efforts will be made to accommodate such requests within 24 hours of receipt of allotment request.

At the cut-off/release established in the attached appendices under the "Reservation Cut-off" column, all rooms held by the Hotel to that date and unsold by Company will be released back to the Hotel.

b. Direct Reservations

A written confirmation of bookings will be sent by the Hotel, once the written request manifest from the Company is received. All Allotment amendments will be in writing.

c. Stop Sell

The Hotel will notify the Company whenever a stop sell/close-out is necessary. The notification will be in writing by e-mail. At receipt of notification from the Hotel, the Company is required to submit to the Reservations Department all previously unreported reservations within **24 hours** or they will not be confirmed. Additional reservation requests after stop sell date will be based on prevailing rates & terms as directed by the Hotel. Name changes for reservations booked during a stop sell period will not be allowed.

Stop sell messages should be addressed to (kindly reconfirm): stopsales@world-avenues.ch



4. PAYMENT

Credit authorization and direct billing has been approved by the Hotel for Company. Payment for all bookings may be accomplished by wire transfer to:

Account Name: Regent Management Srl / Four Seasons Hotel Milano

Bank: Banco Popolare – Agency Milano – Via Santa Margherita 5

Account No: IT93 C 05034 0163 1000000011526 – **SWIFT** : BAPPIT21A40

No bank charges to be deducted from beneficiary and charges are to be paid by the remitter.

All wire confirmations should be sent to the Hotel directly.

Presentation of the Company ID card by the guest upon arrival will be accepted by the Hotel in lieu of a voucher from Company as a guarantee of payment. As the Company ID card does not list the travel agency contact, the guest's address, number in party (adults) and (children with ages), type of accommodation, room category, meal plans reserved, airport transfer service, arrival and departure date and time, bedding and connecting requests, guest gender and total number of nights and confirmed flights (if available) to facilitate airport arrival greeting and transfer, it is requested that all of the above information is provided to the Hotel prior to the guests arrival, if known by Company.

Payment on each fulfilled and undisputed guest reservation is due within 30 days after Company receives the invoice on behalf of guest, which invoice shall be sent after a guest's departure. Hotel must invoice Company on behalf of guest for each fulfilled guest reservation within 12 months after a guest's departure. Company on behalf of guest is only obligated to pay to Hotel, and Hotel shall honor bookings made by guests at, the Net Rates. In no event shall Company be required to implement subsequent year rates, availability or terms prior to any other distribution channel, including any web site operated by Hotel, by another entity on Hotel's behalf.

If Company fails to comply with any payment terms and conditions stated in this Agreement, Resort may cancel Company's credit and provide 14 day notice that all future stays must be paid in full seven (7) days before arrival. In the event Hotel has not received payment at least seven (7) days prior to arrival, Hotel may contact guest and/or travel agent to advise that the booking will only be honored if payment in full is received to the Hotel prior to arrival. Hotel reserves the right to apply payments for all future reservations toward any outstanding past due balances beyond 30+ days.



5. INVOICE

Each invoice shall specify for each reservation, the guest name, Company confirmation number, the arrival and departure dates, the applicable Net Rate and taxes applicable to such Net Rate, and whether the reservation was billed on a previous invoice.

Invoices shall be sent to:

**World Avenues S.A. Travel Services
Rue Ferrier, 14
CH – 1202 Geneva, Switzerland**

6. CANCELLATION POLICY

Up to 1 Day prior arrival day no penalty will apply. If cancellation is received below 24 hours prior to arrival the penalty equal to one room night per booking applies.

No Show: Penalty equal to 1 Room Night

For reservations consisting of more than (10) room nights, a more restrictive cancellation policy may apply. Terms and conditions will be communicated by the Hotel at the time of reservation.

7. MARKETING AND BROCHURE DISTRIBUTION

Subject to the Hotel's right of approval as set out below, Company and the Affiliates have the right, solely for the purposes of merchandising and obtaining reservations for the Hotel, to use the name, logos, trademarks, and images from Hotel's website or provided by Hotel (including photographs) used to identify or promote the Hotel. "Affiliates" means entities that control, are controlled by or under common control with Company and any third parties that facilitate the booking of hotel room reservations through the System. "System" means software, databases, products, and other components that make up the service that is marketed by the Companies and their Affiliates to enable guests to shop for, reserve, book and pay for travel services through a computer, a telephone, some other interactive device, or some other booking channel. The term "Affiliate" shall not be interpreted to include IAC/InterActiveCorp or any of its subsidiaries. Hotel warrants that such use does not infringe on any third party's rights. Any additional advertising or marketing to be performed for Hotel shall be governed by Company's then-standard marketing terms and conditions. Company agrees to include a full color photo of the Hotel in its brochure. Upon brochure publication, Company will provide three (3) copies to the Hotel.

Company will provide Hotel a complete list of all web sites on which Hotel's information and inventory will be displayed. The Hotel reserves right of prior approval of any information published as described in this Section for any proposed Company advertisement and printed promotions and materials featuring the Hotels trademarks, service marks, logos or trade names. Once materials are approved by Hotel, Company may re-use such materials without further review or approval by Hotel.



8. HOTEL INFORMATION

Hotel represents, warrants and covenants that it is the owner or operator of the Hotel, that the information provided to Company is correct, and that it is not, and any beneficial owner of it is not, incorporated in or resident of a country subject to economic or trade sanctions by the United States Department of Treasury Office of Foreign Asset Control ("OFAC") or listed as a "Specially Designated National," a "Specially Designated Global Terrorist," a "Blocked Person," or similar restrictive designation under the OFAC sanctions regime. Resort must disclose to Company, on an annual basis or as such fees are modified, all charges imposed by Resort at its discretion on guests, including, but not limited to, all mandatory guest, Hotel parking and/or activity fees (collectively, "Hotel Fees"). If Hotel fails to disclose any Hotel Fees to Company, then Resort must waive such Hotel Fees to guests unwilling to remit payment of such Hotel Fees.

9. INDEMNIFICATION

Hotel shall, at its expense and at Company's request, hold harmless, indemnify and defend such Company, any affiliate, or any of their directors, employees, or agents, against any third-party claim or action brought against any of them, arising from or relating to Hotel's accommodations or services or Hotel's breach of this Agreement. The Company shall, at its expense and at Hotel's request, indemnify, defend and hold harmless the Hotel against any third-party claim or action brought against the Hotel, any of its affiliates, or any of their directors, employers or agents relating to Company's breach of this Agreement or the booking of reservations through the Company's System.

10. CONFIDENTIALITY

Without the express written consent of the disclosing party, no party shall disclose or allow the disclosure to any third party, or use other than as specifically permitted in this Agreement, any confidential, proprietary or trade secret information of such disclosing party. A party shall not be liable for the disclosure of any confidential, proprietary or trade secret information if such information (a) becomes publicly available without the receiving party's breach of any obligation owed to the disclosing party, (b) became known to receiving party prior to disclosing party's disclosure of such information, (c) became known to receiving party from a source other than disclosing party where such source did not breach an obligation of confidentiality owed to disclosing party, or (d) is independently developed by the receiving party. If Company provides Hotel access to an extranet, Hotel shall (i) keep confidential, and require Hotel's employees and agents to keep confidential, all passwords and other security measures necessary to access such extranet, (ii) inform Company of all personnel authorized to access such extranet, including any changes to such personnel, and of any unauthorized access to such extranet, and (iii) prevent the use of any automated scripts or software to repetitively query the extranet to gather information. Hotel is responsible for the use of the extranet by anyone using the Hotel's password or other access permissions. Any direct connect functionality implemented for the Hotel shall be governed by Company's then-standard direct connect terms and conditions.



11. INSURANCE

Hotel represents and warrants that it has liability insurance coverage in an amount that is consistent with industry practice. Hotel shall deliver to Company certificates of insurance for liability in the amount of \$25,000,000. In the event such insurance is cancelled or expires, Hotel shall replace with a policy of similar coverage. Resort shall deliver new certificates of insurance to Company for any renewal or replacement policies.

12. ASSURANCES

Upon written notice, a party may terminate this Agreement immediately if any other party ceases to do business, becomes insolvent, or is subject to bankruptcy or insolvency proceedings, whether actual or reasonably believed to be imminent. If agreement is terminated, all future arrivals will convert to 100% prepayment. All outstanding balances must be paid by Company prior to resort accepting future arrivals. If reasonable grounds for insecurity arise about a party's performance of this Agreement, then any other party may demand written adequate assurance of due performance. Until the requesting party receives such assurance in writing, it may suspend its performance of this Agreement. If the written assurance is not received within 5 days after its request, or within such other reasonable period of time as a requesting party may designate, then the failure to furnish such assurance constitutes a material breach of this Agreement, and the requesting party may immediately terminate this Agreement. Resort may terminate or suspend this Agreement immediately if Company breaches any part of this Agreement and fails to cure such break within 30 days of receipt of notification from Hotel.

13. MISCELLANEOUS

No party may assign any of its rights or obligations under this Agreement without the other party's prior written consent except that Resort may assign to a successor in interest to the Hotel on notice to Company and without consent; provided, however, nothing herein shall prohibit a Company from assigning any of its rights or obligations to an affiliate.

14. AGREEMENT CONFIRMATION

a. This Agreement is deemed valid once the signature page of this Agreement has been duly signed and returned to Hotels Sales Manager. Unless and until the Hotel receives from the Company a counter-signed contract, there shall be no agreement of the parties and the terms hereof shall be of no force.

b. Hotel and Company agree to keep the terms and conditions of this Agreement confidential, except that the parties may disclose the terms of this Agreement to its employees, lawyers and accountants. Disclosure in violation of this Section by either party may result in termination of this Agreement. The undersigned is an authorized signature of Hotel and Company is authorized to bind such party to the terms of this Agreement.

c. Health and Safety: With respect to Hotel, it represents and warrants that Hotel has complied with or otherwise met all health and safety requirements and standards applicable to such Hotel, whether arising pursuant to applicable law, governmental regulation or otherwise, and regardless of whether arising as a result of the location of the Hotel, the nationality of Travelers or otherwise (collectively, "Health and Safety Standards"). In addition, with respect to Hotel, it covenants and agrees that such Hotel shall at all times comply with or otherwise meet all Health and Safety Standards for the duration of the term of this Agreement, including any



renewal terms. Company may terminate this Agreement as it relates to Hotel upon written notice and following a 30-day cure period to such Hotel in the event Company believes in good faith that such Hotel has at any time failed to comply with any Health and Safety Standards during the term of this Agreement, including any renewal terms.

d. The Parties acknowledge that at any time Company may refuse to offer, display or list for booking the Hotel's rooms, including during the cure period referenced in Section 14c.

[Remainder intentionally left blank; Signature page follows]

SIGNATURE PAGE TO WHOLESALER NET RATE AGREEMENT

SUBMITTED BY:

Regent Management S.r.l.
P.I. 13347220157
d.b.a. Four Seasons Hotel Milano



Claudia Ellmer

August 19, 2016

Director of Sales

Date

Mauro Governato

General Manager

Date

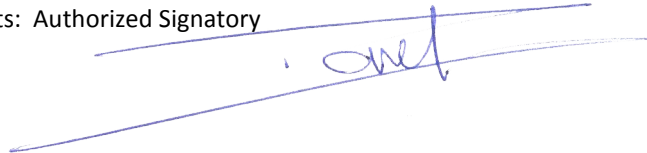
ACCEPTED BY:


World Avenues S.A. Travel Services
14, rue Ferrier, CH- 1202 Geneva, Switzerland
Tel :+ 41 22 906 94 00 Fax :+ 41 22 906 94 10
www.world-avenues.ch

Name **Tarek Elbially - Contracting Manager**

Date

Its: Authorized Signatory



cc: Daniela Trovato, Senior Director of Marketing
Michela Zunica, Director of Finance

Appendix 1

Bed & Breakfast Net Rates:

B&B RATES (BREAKFAST INCLUDED)			Low Season			High Season		
			01-Jan-17	21-Feb-17		01-May-17	30-Jun-17	
			01-Mar-17	03-Apr-17		04-Sep-17	18-Sep-17	
			10-Apr-17	30-Apr-17		27-Sep-17	31-Oct-17	
			01-Jul-17	31-Aug-17		-	-	
			01-Nov-17	31-Dec-17		-	-	
Room Type	Bed Type	Max Occupancy	Single	Double	Triple	Single	Double	Triple
Superior Room	Queen only	2 Adults	510,00	545,00		610,00	645,00	
Deluxe Room	Queen only	2 Adults + 1 Infant	555,00	590,00		645,00	680,00	
Premium Room	King or Twin	3 Adults	655,00	690,00	820,00	785,00	820,00	950,00
Junior Suite	King or Twin	3 Adults	755,00	790,00	920,00	910,00	945,00	1.075,00
Executive Suite	King	3 Adults	1.355,00	1.390,00	1.520,00	1.585,00	1.620,00	1.750,00
Cloister Suite	King	3 Adults	1.635,00	1.670,00	1.800,00	1.735,00	1.770,00	1.900,00
Cloister Suite Garden	King	3 Adults	1.785,00	1.820,00	1.950,00	1.785,00	1.820,00	1.950,00
Renaissance Suite (on request only)	King	3 Adults	3.785,00	3.820,00	3.950,00	3.785,00	3.820,00	3.950,00
Designer Suite (on request only)	King	3 Adults	3.785,00	3.820,00	3.950,00	3.785,00	3.820,00	3.950,00
Fashion Suite (on request only)	King	3 Adults	4.935,00	4.970,00	5.100,00	4.935,00	4.970,00	5.100,00
Presidential Suite (on request only)	King	3 Adults	9.035,00	9.070,00	9.200,00	9.035,00	9.070,00	9.200,00
Penthouse Suite (on request only)	King	3 Adults	9.785,00	9.820,00	9.950,00	9.785,00	9.820,00	9.950,00

Above rates are quoted on a per room per night basis, **exclusive of 10% VAT** and service charge, exclusive of City Tax (currently Euro 5.00 per person per night). City Tax is payable by Guests upon departure.

Allotment:

Seasonality	Release (Days)	Allocation
High Season	3	Freesale for the following room categories: Superior Room, Deluxe Room, Premium Room, Junior Suite, Executive Suite, Cloister Suite & Cloister Suite Garden View On request only for our Specialty Suites, being: Renaissance, Designer, Fashion, Presidential & Penthouse
Low Season	1	Freesale for the following room categories: Superior Room, Deluxe Room, Premium Room, Junior Suite, Executive Suite, Cloister Suite & Cloister Suite Garden View On request only for our Specialty Suites, being: Renaissance, Designer, Fashion, Presidential & Penthouse
Black Out Dates	N/A	on request only for all room categories at BAR Rates – 10% commission



Black Out Dates

Black Out Dates	From	To
Furniture Fair	04Apr2017	09Apr2017
Gran Prix (to be reconfirmed)	01Sep2017	03Sep2017
Women Fashion Week February	22Feb2017	28Feb2017
Vogue Fashion Night	19Sep2017	19Sep2017
Women Fashion Week September	20Sep2017	26Sep2017

During Black Out Dates BAR Rates will be quoted and 10% commissions granted.

Should a booking during black-out dates be confirmed the following terms and conditions will apply:

Fashion Weeks

Minimum stay of 3 consecutive nights
Cancellation policy 14 days prior to the arrival date

Furniture Fair

Minimum stay of 4 consecutive nights
Cancellation policy 30 days prior to the arrival date

Formula 1 Grand Prix

Minimum stay of 2 consecutive nights
Cancellation policy 14 days prior to the arrival date

Formula 1 Grand Prix dates will be reconfirmed once 2017 racing calendar has been published.



Appendix 2

Promotions

Hereunder please find all updated promotions for 2017.

Please note that promotional rates are **NOT valid during contracted Black Out Dates** and applicable on the contracted **room only rate**.

All promotions are valid for booking and stay from January, 1st, 2017 until December, 31st, 2017.

Promotion 1 “Milan Getaway” - 15% off on all room types with a minimum stay of 2 Nights

Promotion 2 “Stay Longer, 4th Night Free” on all room types starting from Premium Room included with a minimum stay of 4 consecutive nights.

Summary:

Validity Dates				
	From	01 Jan 2017	To	31 Dec 2017
	Discount	Room Types	Early Booking	Minimum Length of Stay
Promotion 1	15% discount	all room types (*)	n/a	2
Promotion 2	4th Night Free	From Premium Room	n/a	4

Conditions:

- (*) During the month of September all promotions are valid only for Premium room and above
- All promotions are NOT valid during the contracted Blackout Dates
- All promotions are subject to hotel availability and the hotel reserves the right to stopsell or close the availability of the promotions via email or extranet.
- All promotions are applicable only **on the contracted room only rate** according to the season.

Please return signed copy for acceptance and loading of all three items

Signature

Date _____
Title _____
Name _____
Company Name _____