

HOTEL DATA											
HOTEL NAME	Steigenberger Wälder's, Brüssel					COMPANY	World Avenues S.A.				
CONTACT NAME	Stephanie LOUSTAU					CONTACT NAME	Mariam Hesham				
ADDRESS	Avenue Louise 71					ADDRESS	14, Rue Ferrier, CH-1202 Geneva, Switzerland				
POSTAL CODE	1050					POSTAL CODE	CH-1202				
CITY	Brussels					CITY	Geneva				
COUNTRY	Belgium					COUNTRY	Switzerland				
PHONE	0032 2 542 44 62					PHONE	0041 225 481211				
EMAIL	stephanie.loustau@steigenberger.com					EMAIL	Contracting1@world-avenues.ch				

RATE MATRIX											
Tour Operator Rate FIT (1 - 9 rooms)											
RATE TYPE	FROM	TO	SINGLE		DOUBLE		EXTRA-BED		WEEKDAY	Allocation	Release
			per person		per person						
			NET	UVP	NET	UVP	NET	UVP			
FIT	1/04/2017	31/03/2018	135,00	180,00	77,50	103,33	45,00	60,00	5,6,7		
FIT	1/04/2017	23/04/2017	135,00	180,00	77,50	103,33	45,00	60,00	1,2,3,4		
FIT	24/04/2017	30/06/2017	186,00	248,00	103,00	137,33	45,00	60,00	1,4		
FIT	24/04/2017	30/06/2017	198,00	264,00	109,00	145,33	45,00	60,00	2,3		
FIT	1/07/2017	3/09/2017	135,00	180,00	77,50	103,33	45,00	60,00	1,2,3,4		
FIT	1/09/2017	27/10/2017	186,00	248,00	103,00	137,33	45,00	60,00	1,4		
FIT	1/09/2017	27/10/2017	198,00	264,00	109,00	145,33	45,00	60,00	2,3		
FIT	28/10/2017	5/11/2017	135,00	180,00	77,50	103,33	45,00	60,00	1,2,3,4		
FIT	6/11/2017	21/12/2017	186,00	248,00	103,00	137,33	45,00	60,00	1,4		
FIT	6/11/2017	21/12/2017	198,00	264,00	109,00	145,33	45,00	60,00	2,3		
FIT	22/12/2017	7/01/2018	135,00	180,00	77,50	103,33	45,00	60,00	1,2,3,4		
FIT	7/01/2018	31/03/2018	186,00	248,00	103,00	137,33	45,00	60,00	1,4		
FIT	7/01/2018	31/03/2018	198,00	264,00	109,00	145,33	45,00	60,00	2,3		

"SPECIALS" / FIT (1 - 9 rooms)					
RATE TYPE	Type of Special		Value	Arrival days	Not valid for following periods
FIT Promo	Early bird (discount until 42 days prior to arrival date)		15%	1-7	All year valid
FIT Promo	Stay Pay reduction		3=2	0	01.04.-30.06.2017, 04.09.-31.03.2018

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

FIT "PREMIUM / EVENT / FAIR - RATE" (1 - 9 rooms)												
RATE TYPE	FROM - TO		SINGLE		DOUBLE		EXTRA-BED		EVENT NAME	Allocation	Release	CXL deadline
			per person		per person							
			NET	UVP	NET	UVP	NET	UVP				
FAIR	24/04/2017	26/04/2017	329,00	438,67	174,50	232,67	45,00	60,00	Seafood		30 days	30 days
FAIR	29/12/2017	31/12/2017	179,00	238,67	99,50	132,67	45,00	60,00	New Years Eve		14 days	14 days
FAIR	24/09/2017	27/09/2017	299,00	398,67	159,50	212,67	45,00	60,00	Labelexpo		14 days	14 days
FAIR	21/03/2017	25/03/2017	299,00	398,67	159,50	212,67	45,00	60,00	Intensive Care & GMF		14 days	14 days

COACH Group RATES (minimum of 10 rooms)											
RATE TYPE	FROM	TO	SINGLE		DOUBLE		EXTRA-BED		WEEKDAY	Allocation	Release
			per person		per person						
GROUP	1/04/2017	31/03/2018	NET	//	NET	//	NET	//			
GROUP	1/04/2017	23/04/2017	100,00	//	60,00	//	45,00	//	5,6,7		
GROUP	1/04/2017	23/04/2017	100,00	//	60,00	//	45,00	//	1,2,3,4		
GROUP	24/04/2017	30/06/2017	110,00	//	65,00	//	45,00	//	1,4		
GROUP	24/04/2017	30/06/2017	110,00	//	65,00	//	45,00	//	2,3		
GROUP	1/07/2017	3/09/2017	100,00	//	60,00	//	45,00	//	1,2,3,4		
GROUP	1/09/2017	27/10/2017	110,00	//	65,00	//	45,00	//	1,4		
GROUP	1/09/2017	27/10/2017	110,00	//	65,00	//	45,00	//	2,3		
GROUP	28/10/2017	5/11/2017	100,00	//	60,00	//	45,00	//	1,2,3,4		
GROUP	6/11/2017	21/12/2017	110,00	//	65,00	//	45,00	//	1,4		
GROUP	6/11/2017	21/12/2017	110,00	//	65,00	//	45,00	//	2,3		
GROUP	22/12/2017	7/01/2018	110,00	//	65,00	//	45,00	//	1,2,3,4		
GROUP	7/01/2018	31/03/2018	110,00	//	65,00	//	45,00	//	1,4		
GROUP	7/01/2018	31/03/2018	110,00	//	65,00	//	45,00	//	2,3		

Wholesale Group RATES (minimum of 10 rooms)											
RATE TYPE	FROM	TO	SINGLE		DOUBLE		EXTRA-BED		WEEKDAY	Allocation	Release
			per person		per person						
			NET	//	NET	//	NET	//			
GROUP	1/04/2017	31/03/2018	90,00	//	55,00	//	45,00	//	5,6,7		
GROUP	1/04/2017	23/04/2017	90,00	//	55,00	//	45,00	//	1,2,3,4		
GROUP	24/04/2017	30/06/2017	100,00	//	60,00	//	45,00	//	1,4		
GROUP	24/04/2017	30/06/2017	100,00	//	60,00	//	45,00	//	2,3		
GROUP	1/07/2017	3/09/2017	90,00	//	55,00	//	45,00	//	1,2,3,4		
GROUP	1/09/2017	27/10/2017	100,00	//	60,00	//	45,00	//	1,4		
GROUP	1/09/2017	27/10/2017	100,00	//	60,00	//	45,00	//	2,3		
GROUP	28/10/2017	5/11/2017	90,00	//	55,00	//	45,00	//	1,2,3,4		
GROUP	6/11/2017	21/12/2017	100,00	//	60,00	//	45,00	//	1,4		
GROUP	6/11/2017	21/12/2017	100,00	//	60,00	//	45,00	//	2,3		
GROUP	22/12/2017	7/01/2018	100,00	//	60,00	//	45,00	//	1,2,3,4		
GROUP	7/01/2018	31/03/2018	100,00	//	60,00	//	45,00	//	1,4		
GROUP	7/01/2018	31/03/2018	100,00	//	60,00	//	45,00	//	2,3		

BASIS ROOM CATEGORY:	Superior
NEXT HIGHER CATEGORY:	Deluxe
NET ROOM SUPPLEMENT per room & night *:	40,00
NEXT HIGHER CATEGORY:	Junior Suite
NET ROOM SUPPLEMENT per room & night *:	120,00

* If higher room categories can only be booked upon request, unless something different has been agreed in writing!

BANK NAME:	Commmerzbank
BANK ADDRESS:	Brussels Branch, Boulevard Louis Schmidt 29, 1040 Brussel
BENEFICIARY NAME:	STAG Belgium rubrique Steigenberger Grand Hotel Brussel
ACCOUNT NUMBER:	1,79612E+11
IBAN:	BE65 1796 1185 4196
SWIFT CODE:	COBABELX
VAT ID:	BE 0500495848

CURRENCY:	EUR
BREAKFAST:	Inclusive
Pets allowed in hotel:	yes
Cost per per & day	50,00
Wt-Ft	Inclusive
Free-City-Ticket	Exclusive
Extra-bed on request only?	yes

WEEKDAY DEFINITION

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

CANCELLATION PENALTY			
CXL DEADLINE	2	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

VAT & TAXES			
VAT % (inclusive):	LOGIS	F&B	OTHER
	6	12	21

CITY TAX:	yes	CITY TAX AMOUNT:	9,5
INCLUDED in rates?	no		

GROUP CONDITIONS			
PORTERAGE FEE (per person / in & out):	6,00	EUR	
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:	FIT & GROUP	CURRENCY
	NET RATE for client	
2-course-menu	On request	EUR
3-course-menu	On request	EUR
4-course-menu	On request	EUR
Buffet	On request	EUR

HOTEL CHILD POLICY	
0 – 6 years (end 6 years)	
Children stay free of charge in parent's bed	
Baby bed or extra bed is free of charge upon request and availability	
F&B benefits:	
0 - 6 years breakfast free of charge, if parents booking includes breakfast	
0 - 6 years same F&B benefits as parents (halfboard) free of charge	

7 – 16 years (end 16 years)			
Children can stay in parent's bed or extra bed in the same room at:	45,00	EUR	including breakfast! (net rate)
Extra room will be charged as a single room, as per 2 nd child (13 – 16 years) in the extra room supplement of	-	EUR	(net rate)
Halfboard supplement	25,00	EUR	(net rate)

from 17 years	
children will be treated like adults	

This 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 Day Month 2016.

ACCEPTED AND AGREED TO:

HOTEL NAME Steigenberger Wiltcher's, Bressanone
 BY [Signature]
 CONTACT NAME Luigi St.
 TITLE Director of Business
 DATE 21.05.17

COMPANY NAME World Avenues S.A.
 #REFI Mariam Hesham
 BY [Signature]
 CONTACT NAME Contracting Agent
 TITLE 21.05.2017
 DATE

