



PARIS - CHAMPS-ÉLYSÉES

BY B SIGNATURE
Hotels & Resorts

HOTEL DE SERS

41 Avenue Pierre 1^{er} de Serbie, 75008 Paris – France

Tel : +33 1 53 23 75 75 / Fax : +33 1 53 23 75 76 / E-mail : resa@hoteldesers.com

Web site: www.hoteldesers.com

To	World Avenues
Attention	Mariam Hesham
Phone	+202 27296770
E-mail	Contracting1@world-avenues.ch
From	Romain Huard
Tel	0033 648836069
Fax	0033 153237576
Date	Friday, 01 September 2017
Ref	Contract 2017-2018
Number of pages	Total 6

Dear Mariam,

First of all, we would like to thank you for your interest for the Hotel de Sers.

Please find hereafter our contract for the next season 2017-2018.
The Fair period calendar is subject to changes throughout the year.

For your acceptance, please kindly return this contract dully signed with your company's stamp
by fax at +33 1 53 23 75 76.

We remain at your entire disposal if you have any question.

We look forward to develop a new profitable business relationship for this new season 2017/2018.

Sincerely yours,

Laetitia Elmaleh
General Manager
Hotel De Sers


Romain Huard
Key Account Director
B Signature Hotels & Resorts

F.I.T CONFIDENTIAL RATES 2017-2018
(Applicable on the Worldwide Market)

Hotel contacts	<p>- Anais RAFAT / Reservation Manager / Tel +33 1 53 23 75 79 / E-mail : resa@hoteldesers.com</p> <p>- Jacqueline FONTAINE / Front-office Manager - Accounting / Tel +33 1 53 23 75 82 / E-mail : jacqueline.fontaine@hoteldesers.com</p>
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RACK RATES 2017/2018 VAT & services incl. per room, per night

Type of room	Rates
Superior Room (25sqm), king bed	690€
Deluxe Room (30sqm), king bed or twin bed	790€
Junior Suite (40sqm), king bed	1100€
Panoramic Suite (61sqm), king bed	3000€
Apartment (80sqm), king bed	3000€
Breakfast type	Rates
Continental	30€
Healthy	35€
American	40€

HOTEL CATEGORY	5 Stars
PART OF "B SIGNATURE HOTELS & RESORTS"	



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F.I.T NET rates in Euros (€) PER ROOM, PER NIGHT
City tax is additional, not included in the room rate

City of the Grand Canyon, West Entrance, the Fort Huachuca

Tarifs FIT 2017-18						
Room Type	High Season		Mid Season		Low Season	
Superior	SGL	DBL	SGL	DBL	SGL	DBL
	379 €	399 €	349 €	369 €	319 €	339 €
Deluxe	SGL	DBL	SGL	DBL	SGL	DBL
	439 €	459 €	409 €	429 €	379 €	399 €
Junior SUITE	SGL	DBL	SGL	DBL	SGL	DBL
	ON REQUEST		ON REQUEST		ON REQUEST	
Executive Suite	SGL	DBL	SGL	DBL	SGL	DBL
	ON REQUEST		ON REQUEST		ON REQUEST	
Room Type	Fair Periods					
Superior	SGL	DBL				
	469 €	489 €				
Deluxe	SGL	DBL				
	529 €	549 €				
Junior SUITE	SGL	DBL				
	ON REQUEST					
Executive Suite	SGL	DBL				
	ON REQUEST					

PERIODS

Last night included

Low Season	1 Nov-28 Feb 9 Jul-2 Sep
Mid Season	1 Mar - 8 May
High Season	9 May- 8 Jul 3 Sep-31 Oct

FAIR DATES*

Dates salons	
Nouvel an	29 Dec 2017 au 01 Jan 2018
Mode+Haute couture+MO	17 Jan 2018 au 25 Jan 2018
Première Vision	13 Feb 2018 au 15 Feb 2018
PAP	27 Feb 2018 au 06 Mar 2018
Marathon	07 Avr 2018 au 08 Avr 2018
Euro PCR	21 Mai 2018 au 25 Mai 2018
Roland Garros	21 Mai 2018 au 03 Juin 2018
Mode Masculine	20 Juin 2018 au 24 Juin 2018
Haute Couture	01 Jul 2018 au 05 Jul 2018
MO	07 Sep 2018 au 11 Sep 2018
Auto+PAP+Ryder Cup	25 Sep 2018 au 03 Oct 2018
SIAL	21 Oct au 25 Oct 2018

(*) Last night included

A minimum of 2 nights is required during the Fair dates.

Please note that those dates might be modified during the year.

GENERAL SALES CONDITIONS

- Price per room, per night, including VAT, services and Continental breakfast served in our restaurant De Sers. (no buffet, service "à l'assiette")
Supplement Room charge for breakfast served in the guest room: 10 € per person and per day.
- City tax of 3.30 Euros per person and per day is additional and to be settled upon departure. This tax is subject to changes according to the French Legislation.
- Those rates are only available for a maximum of 6 rooms, above that, groups rates are on request only.
- Connecting room and twin: on request and upon availability.
- "Triple room" stands for one king size bed & one extra bed: 110 Euros supplement.
- Gratuity for children: One child under 12 years old sharing Parent's room is free of charges inclusive Continental Breakfast.
- Those rates are confidential, and should be only available for direct booking to the hotel and have to be included in a package.
- Porterage fees per room IN & OUT: 6€.
- Check-in time: 3pm, Check-out time: Noon.
- To the extent that the Hotel will be subject to a new law or regulation affecting the sale price of its services, will be obliged to pass on to its customers.

HALF-BOARD

➔ 69€ per person, 3 course menu (excluding beverage)

FREESALE

PRODUCTIVITY

Important: The hotel reserves the right to cancel your contract by a simple letter or fax if your production will not reach a minimum of 30 rooms nights by quarter.

GROUP RATES

Group rates are on request only.

RESERVATIONS

Reservations are guaranteed upon receipt of your written confirmation.

INTERNET SALES & DISTRIBUTION CHANNELS

It is hereby agreed that:

The rates included in this contract shall not be sold on the Internet, either by the client or an OTA (Online Travel Agency), without the prior written agreement of the hotel. These rates are strictly confidential and may not be disclosed to the end client in any form whatsoever. The co-contractor shall ensure that this policy is adhered to by all intermediaries.

These rates are only valid from intermediaries in the tourism industry (B2B), as part of an opaque package (B2B), after application of a minimum mark-up of 25% irrespective of the number of intermediaries.

The client agrees not to sell the rooms in question at a higher rate than the rack rate advertised by the hotel and stated in this contract.

These rates shall not be marketed on the Internet or on any other media, either by the client or a third party, if the conditions above are not met.

Failure in complying with the above conditions of sale constitutes a breach of the contract. The hotel reserves the right to cancel your contract by a simple letter or fax if you fail to comply with the above stated conditions of sale.

Otherwise the hotel reserves the right to refuse any booking that was made on a breach of the above conditions.

CANCELLATIONS and EARLY DEPARTURE

When cancellation is made before 48 hours to the arrival, there will be no charge. Between less than 48 hours and the arrival, we will charge the first night.

During fair periods*:

- Cancellation before 72 hours prior to arrival date: no charge.
- Cancellation after above period: the whole stay will be charged.

Early departure: The whole stay will be charged

DISPUTES

All disputes concerning a booking shall be submitted to the local court authorities in Paris.

BILLING

In accordance with the hotel's decision, either the account:

☒ within 30 days following the date of the invoice is send out. All payment are to be made in Euros

Bank expenses are covered by the organiser, up to 30 days for late payment, 1.5% increase of the total amount due per day

(Payment can be made by company cheque, bank transfer or credit card)

Bank references

SAS HOTEL DE SERS
41 avenue Pierre 1^{er} De Serbie
75008 PARIS

Code banque	Code Guichet	Code BIC
10107	00138	BREDFRPPXXX
Numéro de Compte		Clé
00110100233		37
Domiciliation		
BRED Paris Champs-Élysées - Tel : 0820 33 61 38		
Numéro de compte bancaire International (IBAN)		
FR76 1010 7001 3800 1101 0023 337		

Client's signature and stamp

Made in Paris 01 September 2017
Signature and Hotel



Romain Huard
Key Account Director
B Signature Hotels & Resorts