

**Le Richmond**  
**Geneva**

*Dorchester Collection*



**Le Richmond**

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To the personal attention of:

**Mr. Sherif Riad**  
World Avenues S.A.  
Rue Ferrier, 14  
CH-1202 Geneva  
Switzerland

Wednesday, 24 August 2016

Dear Mr. Riad,

I am delighted to confirm your new rate agreement for 2017 season.

Please sign and return the attached contract to indicate your acceptance of these new rates and conditions, returning it to me at your earliest convenience.

I look forward to a mutually beneficial partnership and look forward to a fruitful 2017.

I remain at your entire disposal and I look forward to welcoming your clients to Le Richmond.

Yours sincerely,

ALEXANDRE WU P/A

Antoine Hobeika  
Director of Sales and Marketing

# WORLD AVENUES S.A.

## FIT NET RATES / LE RICHEMOND – GENEVA - DORCHESTER COLLECTION

From November 1<sup>st</sup> 2016 to October 31<sup>st</sup> 2017 – (Rates are per night)

### Room Only Rate

ROOM CATEGORY	ROOM DESCRIPTION	NET RATE				Rack 2017
		Season 1 Nov 01, 2016 until June 22, 2017 + Sept 17 to Oct 31, 2017		Season 2 June 23, 2017 until Sept 16, 2017		
		Weekdays Mon-Thu	Weekend Fri-Sun	Weekdays Mon-Thu	Weekend Fri-Sun	
Superior Room - 30m <sup>2</sup> (City & Courtyard View)	- Bed type : King bed - Occupancy max : 2 guests - Connecting : no - Extra bed : no - Baby Cot : no	CHF 307.-	CHF 275.-	CHF 345.-	CHF 305.-	CHF 890.-
Deluxe Room - 35m <sup>2</sup> (City & Courtyard View)	- Bed type : King bed or Twin beds - Occupancy max : 2 guests - Connecting : no - Extra bed : no - Baby Cot : yes	CHF 347.-	CHF 315.-	CHF 385.-	CHF 345.-	CHF 1,190.-
Executive Room - 39m <sup>2</sup> (City & Courtyard View)	- Bed type : King bed or Twin beds - Occupancy max : 3 guests - Connecting : yes with Premium Lake View - Extra bed : yes - Baby Cot : yes	CHF 387.-	CHF 355.-	CHF 425.-	CHF 385.-	CHF 1'490.-
Executive Lake View - 39m <sup>2</sup> (Lake View)	- Bed type : King bed or Twin beds - Occupancy max : 3 guests - Connecting : no - Extra bed : yes - Baby Cot : yes	CHF 487.-	CHF 455.-	CHF 525.-	CHF 485.-	CHF 1'590.-
Premium Lake View - 39/40m <sup>2</sup> (Lake View)	- Bed type : King bed or Twin beds - Occupancy max : 3 guests - Connecting : yes with Executive - Extra bed : yes - Baby Cot : yes	CHF 587.-	CHF 555.-	CHF 625.-	CHF 585.-	CHF 1'890.-
Junior Suite - 39/40m <sup>2</sup> (Lake View)	- Bed type : King bed or Twin beds - Occupancy max : 3 guests - Connecting : no - Extra bed : yes - Baby Cot : yes	CHF 687.-	CHF 655.-	CHF 725.-	CHF 685.-	CHF 2,790.-

### Bed and Breakfast Rate

ROOM CATEGORY	ROOM DESCRIPTION	NET RATE				Rack 2017
		Season 1 Nov 01, 2016 until June 22, 2017 + Sept 17 to Oct 31, 2017		Season 2 June 23, 2017 until Sept 16, 2017		
		Weekdays Mon-Thu	Weekend Fri-Sun	Weekdays Mon-Thu	Weekend Fri-Sun	
Superior Room - 30m <sup>2</sup> (City & Courtyard View)	- Bed type : King bed - Occupancy max : 2 guests - Connecting : no - Extra bed : no - Baby Cot : no	CHF 357.-	CHF 330.-	CHF 380.-	CHF 340.-	CHF 890.-
Deluxe Room - 35m <sup>2</sup> (City & Courtyard View)	- Bed type : King bed or Twin beds - Occupancy max : 2 guests - Connecting : no - Extra bed : no - Baby Cot : yes	CHF 397.-	CHF 370.-	CHF 420.-	CHF 380.-	CHF 1,190.-
Executive Room - 39m <sup>2</sup> (City & Courtyard View)	- Bed type : King bed or Twin beds - Occupancy max : 3 guests - Connecting : yes with Premium Lake View - Extra bed : yes - Baby Cot : yes	CHF 437.-	CHF 410.-	CHF 460.-	CHF 420.-	CHF 1'490.-
Executive Lake View - 39m <sup>2</sup> (Lake View)	- Bed type : King bed or Twin beds - Occupancy max : 3 guests - Connecting : no - Extra bed : yes - Baby Cot : yes	CHF 537.-	CHF 510.-	CHF 560.-	CHF 520.-	CHF 1'590.-
Premium Lake View - 39/40m <sup>2</sup> (Lake View)	- Bed type : King bed or Twin beds - Occupancy max : 3 guests - Connecting : yes with Executive - Extra bed : yes - Baby Cot : yes	CHF 637.-	CHF 610.-	CHF 660.-	CHF 620.-	CHF 1'890.-
Junior Suite - 39/40m <sup>2</sup> (Lake View)	- Bed type : King bed or Twin beds - Occupancy max : 3 guests - Connecting : no - Extra bed : yes - Baby Cot : yes	CHF 737.-	CHF 710.-	CHF 760.-	CHF 720.-	CHF 2,790.-

Should the best available rate (BAR) be lower than the NET FIT rate, the contracted party will benefit of the net BAR rate with 10% commission VAT.

Rates are per room, per night, inclusive of buffet breakfast or continental in room, service and VAT; quoted in CHF. An additional city tax will be charged per person and per night following these prices: CHF 4.75 per person, per night. (The VAT is included at 3.8% in the room rate).

Please note that the city taxes are subject to change for the year 2017.

#### BLACK-OUT-DATES:

Salon International de la Haute Horlogerie	« SIHH »	From 16.01.2017 to 20.01.2017 inclusive
Salon International de l'Automobile	« Motorshow »	From 06.03.2017 to 09.03.2017 inclusive
Salon de l'Aviation	« EBACE »	From 22.05.2017 to 24.05.2017 inclusive
Salon Européen de la reproduction et de l'embryologie	« ESHRE »	From 02.07.2017 to 05.07.2017 inclusive

- Black-Out Dates are subject to change and this will be communicated by the hotel in a timely fashion. Rooms and rates applied during above black-out dates are the following:

ROOM CATEGORY	NET RATE			
	Room Only		Bed and Breakfast	
	SIHH & Motorshow & ESHRE	EBACE	SIHH & Motorshow & ESHRE	EBACE
Superior Room - 30m <sup>2</sup> (City & Courtyard View)	CHF 680.-	CHF 618.-	CHF 715.-	CHF 655.-
Deluxe Room - 35m <sup>2</sup> (City & Courtyard View)	CHF 720.-	CHF 658.-	CHF 755.-	CHF 695.-
Executive Room - 39m <sup>2</sup> (City & Courtyard View)	CHF 760.-	CHF 698.-	CHF 795.-	CHF 735.-
Executive Lake View - 39m <sup>2</sup> (Lake View)	CHF 860.-	CHF 798.-	CHF 895.-	CHF 835.-
Premium Lake View - 39/40m <sup>2</sup> (Lake View)	CHF 960.-	CHF 898.-	CHF 995.-	CHF 935.-
Junior Suite - 39/40m <sup>2</sup> (Lake View)	CHF 1060.-	CHF 998.-	CHF 1095.-	CHF 1035.-

#### **BLACK-OUT DATES POLICIES:**

- To avoid a penalty charge of the entire stay booked, reservations must be cancelled 14 days prior to the day of arrival by 1 pm Geneva local time.
- A maximum inventory of 2 rooms per category will be accepted

#### **CHILDREN POLICY AND FREE THIRD PERSON IN THE SAME ROOM (valid for Executive Rooms and above):**

- **CHILDREN POLICY**
- Children up to 12 years of age stay free when sharing with parents. Cot / Extra bed free of charge (Buffet Breakfast free of charge)
- Children from 12 years: Extra bed rate CHF 100.- will be charged (buffet breakfast included in this rate)

Please note that it is not permitted to have more than 1 extra bed in a Room or Suite, due to Swiss Fire regulations. Le Richemond Geneva offers twin-bedded rooms on request and subject to availability.

#### **AMENITIES and VALUE ADDED BENEFITS:**

The room rate includes the following services for your guests:

- Two complimentary bottles of water (still or sparkling) in room
- Daily newspaper
- Complimentary high speed Wi-Fi internet access
- Free access to our Sisley Spa with sauna, steam bath and fully equipped fitness centre (open daily from 7am to 10pm)
- Shoeshine service
- 24 hour in-room dining
- Complimentary Tickets for Geneva public transportations

#### **GROUP BOOKINGS:**

Reservations of 8 rooms or more will be considered as a group reservation and will be quoted upon request and subject to availability. Your contracted rates will not apply to group bookings.

#### **RESERVATIONS:**

Our reservations office will be happy to assist you with all your enquiries on the following Numbers:

Phone: +41 22 715 77 77

Fax: +41 22 715 76 19

E-mail: [reservations.lrg@dorchestercollection.com](mailto:reservations.lrg@dorchestercollection.com)

### CANCELLATION POLICY:

To avoid a penalty charge of one night at the full room rate, reservations must be cancelled 24 hours prior to the day of arrival by 1 pm Geneva local time.

### NO-SHOW POLICY:

In case of no-show, the first night of the stay will be charged per room booked.

### CHECK-IN / CHECK-OUT:

Check-in is from 3.00 pm on the day of arrival with check-out time until midday (12 noon).

### PAYMENT PROCEDURE:

Room and breakfast will be settled by **World Avenues S.A.** The invoices will be sent upon check-out of the guest to **World Avenues S.A.** and we respectfully request payment no later than 30 days upon receipt of the invoices. All other charges must be settled upon departure by the guest.

### BROCHURES:

Prior to any inclusion of our hotel in your brochure, we kindly ask that you seek our public relations permission to do so.

Wholesale partner have to advise Le Richemond, Geneva of newsletter opportunities.

### GENERAL TERMS:

- A monthly and quarterly review will take place in order to follow the production values.
- A minimum of 5 room nights on average need to be produced every month. The average will be calculated at the end of each quarter and performing below the average may result in the suspension of the contract for the rest of that year.
- Should the **minimum production of 50 room nights** (during the validity of the agreement) not be achieved, "Le Richemond" reserves the right not to renew the contract for the following year.
- The undersigned party agrees not to subcontract additional parties or agents.
- Above rates are not to be used for B2C on live sites. The hotel reserves the right to immediately terminate the contract and the rates.
- The FIT rates are granted for reservations in writing based on availability of respective categories and are valid for all guests of World Avenues S.A.
- Rates are only valid once both parties have signed the contract.
- World Avenues S.A. attached rates are for packaged sales
- If sold on room only basis, then minimum mark-up of 30% needs to be applied. This clause applies to B2B and B2C sales

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To facilitate booking do you require access via GDS (electronic booking facilities)

☐ Yes

☐ No

If yes:

Access code: \_\_\_\_\_

Pseudo city code: \_\_\_\_\_

Travel agent / IATA: \_\_\_\_\_

*Please complete the above information. Thank you.*