
TO:	Mr Tarek Elbialy Contracting Manager WORLD AVENUE 14, Rue Ferrier 1202 Geneva	T: +41 22 548 12 11 T: +202 2 729 67 70 E: contracting@world-avenues.ch
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FROM:	Kevin Triboulet Senior Sales Manager Sandoz Foundation Hotels Case postale 225 1000 Lausanne 1	T: +41 21 613 39 02 F: +41 79 309 55 42 E: k.triboulet@sandoz-hotels.ch W: www.sandoz-hotels.ch
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DATE:	01 Décembre 2016	NUMBER OF PAGE(S): 5
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Wholesaler rates 2017

Dear Tarek,

We would like to thank you for the ongoing collaboration and support to our properties.

You will find hereunder your **2017 season net rates** applicable for the Sandoz Foundation Hotels:

Lausanne

Beau-Rivage Palace
Lausanne Palace & Spa
Hotel Angleterre & Résidence

Along with those rate grids and in order to always offer your clients the most competitive rates, we would also grant you the following conditions:

- *25% off the Best Available Rate (BAR)*
- *15% off our online promotions*



BEAU-RIVAGE PALACE
LAUSANNE SWITZERLAND

Net rates 2017

Low season: From January 1, to April 30 and from October 1, to December 31, 2017

High season: From May 1, to September 30, 2017

CATEGORY	SINGLE OR DOUBLE OCCUPANCY	
	Low season	High season
Superior room with city and garden view	CHF 385.-	CHF 412.-
Superior room with partial lake view	CHF 434.-	CHF 465.-
Superior room with lake & Alps view	CHF 490.-	CHF 525.-
Deluxe rooms with city view	CHF 602.-	CHF 645.-
Deluxe rooms with lake view	CHF 630.-	CHF 675.-
Junior suite Beau-Rivage	CHF 952.-	CHF 1'020.-
Junior suite Palace	CHF 1'022.-	CHF 1'095.-
Suites	On request	On request

Public rates 2017

From January 1st to December 31st, 2017

For information only

CATEGORY	SINGLE OR DOUBLE OCCUPANCY
Superior room with city and garden view	CHF 590.-
Superior room with partial lake view	CHF 660.-
Superior room with lake view and Alps	CHF 740.-
Deluxe rooms with city and garden view	CHF 900.-
Deluxe room with lake and Alps view	CHF 940.-
Junior suite Beau-Rivage	CHF 1'400.-
Junior suite Palace	CHF 1'500.-
Suites	On request

VAT & service:

American buffet breakfast:

Local taxes:

Black-out dates:

Included

CHF 39.- per person (instead of CHF 49.- per person)

CHF 4.20 per day, per person (subject to changes)

March, 6th, 7th and 8th, 2017

April, 26th and 27th, 2017

May, 19th, 2017

Extra bed placed in the room:

- from 0 to 11 years old

- from 12 to 17 years old

- from 18 years old and more

free of charge

CHF 65.- per night

CHF 130.- per night

Commission:

25% on the BAR (Best Available Rate)

15% on our website promotion (www.brp.ch)



CH-1000 Lausanne 6 Tél. +41 21 613 33 33 Fax +41 21 613 33 34
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Net rates 2017
From January 1st to December 31st, 2017

CATEGORY	SINGLE OR DOUBLE OCCUPANCY
Business (city view)	CHF 240.-
Executive (city view)	CHF 270.-
Deluxe (lake view)	CHF 315.-
Executive Junior Suite (city view)	CHF 390.-
Deluxe Junior Suite (lake view)	CHF 517.-
Suites	On request

Public rates 2017
From January 1st to December 31st, 2017
For information only

CATEGORY	SINGLE OR DOUBLE OCCUPANCY
Business (city view)	CHF 520.-
Executive (city view)	CHF 560.-
Deluxe (lake view)	CHF 620.-
Executive Junior Suite (city view)	CHF 720.-
Deluxe Junior Suite (lake view)	CHF 890.-
Suites	On request

VAT & service:	Included
American buffet breakfast:	CHF 30.- per person (instead of CHF 40.- per person)
Local taxes:	CHF 4.20 per day, per person (subject to changes)
Commission:	net
Black-out dates:	March, 6 th , 7 th and 8 th , 2017 July, 10 th , 11 th and 12 th , 2017 November, 6 th , 7 th , 8 th , 9 th and 10 th , 2017
Extra bed placed in the room:	<u>Exclusively from Executive Room</u>
- from 0 to 11 years old	free of charge
- from 12 years old and more	CHF 110.- per night
Commission:	25% on the BAR (Best Available Rate) 15% on our website promotion (www.lausanne-palace.com)
Allotment:	TBC



Net rates 2017
From January 1st to December 31st, 2017

CATEGORY	SINGLE OCCUPANCY		DOUBLE OCCUPANCY	
	Week-end F-S-S	Week M-T-W-T	Week-end F-S-S	Week M-T-W-T
Superior Garden	CHF 156.-	CHF 210.-	CHF 188.-	CHF 240.-
Superior Lake	CHF 188.-	CHF 240.-	CHF 220.-	CHF 270.-
Executive Garden	CHF 188.-	CHF 240.-	CHF 220.-	CHF 270.-
Executive Lake	CHF 228.-	CHF 280.-	CHF 260.-	CHF 310.-
Junior Suite Garden	CHF 252.-	CHF 300.-	CHF 284.-	CHF 330.-
Junior Suite Lake	CHF 292.-	CHF 340.-	CHF 324.-	CHF 370.-

Public rates 2017
From January 1st to December 31st, 2017
For information only

CATEGORY	SINGLE OCCUPANCY	DOUBLE OCCUPANCY
Superior Garden	CHF 335.-	CHF 375.-
Superior Lake	CHF 375.-	CHF 415.-
Executive Garden	CHF 375.-	CHF 415.-
Executive Lake	CHF 425.-	CHF 465.-
Junior Suite Garden	CHF 450.-	CHF 490.-
Junior Suite Lake	CHF 500.-	CHF 540.-

<i>VAT & service:</i>	Included
<i>American buffet breakfast:</i>	CHF 34.- per person
<i>Local taxes:</i>	CHF 3.50 per day, per person (subject to changes)
<i>Black-out dates:</i>	March, 6 th , 7 th and 8 th , 2017
<i>Extra bed placed in the room</i>	<u>Exclusively from Junior Suite</u>
- from 0 to 11 years old	free of charge
- from 12 years old	CHF 80.- per night
<i>Commission:</i>	25% on the BAR (Best Available Rate) 15% on our website promotion (www.angleterre-residence.ch)
<i>Allotment:</i>	Free sales only

- **FIT Rates:** Valid for individual reservations up to 9 rooms. From 10 rooms, our group rates will apply.
- **Distribution:** Wholesaler rates are applicable to B to B channels only and cannot be distributed directly to end consumers through any online channel. A minimum mark up of 20% and maximum of 30% must be applied before transaction to the end consumer. We may reserve the right to end a contract with immediate effect if the partner does not respect the distribution clause.
- **Guarantee policy:** pre-payment or a guarantee through a major credit card.
- **Cancellation policy:** free of charge 1 day (24 hours) prior to arrival date.
- **Stop sales:** Stop sales must be applied within 24 hours following the request. The hotel may reserve the right to decline a reservation made on stop sales dates.

Please note that these special rates are based on a minimum yearly overall production of 200 room nights – globally for the three hotels – during 2017, which need to be attained in order to renew the contract with these conditions for 2018.

Please acknowledge and return one copy for conclusion of agreement.

Looking forward to a fruitful collaboration and to welcoming your clients, we remain,

Sincerely yours,

Sandoz Foundation Hotels

Date: 01/12/2016

Stamp and signature:

aml
20-12-2016



Kevin Triboulet
Senior Sales Manager

