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DATE: October, 03<sup>rd</sup>, 2017

NUMBER OF PAGE(S): 5

### **Wholesaler rates 2018**

Dear Samira,

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

You will find hereunder your **2018 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*

### Net rates 2018

**Low season:** From January 1, to April 30 and from October 1, to December 31, 2018

**High season:** From May 1, to September 30, 2018

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 2018 From January 1<sup>st</sup> to December 31<sup>st</sup>, 2018 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:**

Included

**American buffet breakfast:**

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

**Local taxes:**

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

**Black-out dates:**

March, 5<sup>th</sup>, 6<sup>th</sup>, 7<sup>th</sup>, 19<sup>th</sup>, 20<sup>th</sup>, 21<sup>st</sup> and 22<sup>nd</sup>, 2018

April, 25<sup>th</sup>, 26<sup>th</sup>, 27<sup>th</sup>, 28<sup>th</sup> and 29<sup>th</sup>, 2018

**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](http://www.brp.ch))



**Net rates 2018**  
**From January 1<sup>st</sup> to December 31<sup>st</sup>, 2018**

CATEGORY	SINGLE OR DOUBLE OCCUPANCY	
	Week-end F-S-S	Week M-T-W-T
Business (city view)	CHF 255.-	CHF 300.-
Executive (city view)	CHF 285.-	CHF 330.-
Deluxe (lake view)	CHF 360.-	CHF 405.-
Executive Junior Suite (city view)	CHF 405.-	CHF 450.-
Deluxe Junior Suite (lake view)	CHF 533.-	CHF 578.-
Suites	On request	On request

**Public rates 2018**  
**From January 1<sup>st</sup> to December 31<sup>st</sup>, 2018**  
**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

<b>VAT &amp; service:</b>	Included
<b>American buffet breakfast:</b>	<b>CHF 30.- per person</b> (instead of <u>CHF 40.- per person</u> )
<b>Local taxes:</b>	CHF 4.20 per day, per person (subject to changes)
<b>Commission:</b>	net
<b>Black-out dates:</b>	March, 5 <sup>th</sup> , 6 <sup>th</sup> and 7 <sup>th</sup> , 2018 October, 31 <sup>st</sup> , 2018 November, 1 <sup>st</sup> , 2 <sup>nd</sup> , 3 <sup>rd</sup> , 4 <sup>th</sup> , 5 <sup>th</sup> , 6 <sup>th</sup> , 7 <sup>th</sup> , 8 <sup>th</sup> , and 9 <sup>th</sup> , 2018
<b>Extra bed placed in the room:</b>	<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
<b>Commission:</b>	25% on the BAR (Best Available Rate) 15% on our website promotion ( <a href="http://www.lausanne-palace.com">www.lausanne-palace.com</a> )





ANGLETERRER & RESIDENCE  
LAUSANNE SWITZERLAND

**Net rates 2018**  
**From January 1<sup>st</sup> to December 31<sup>st</sup>, 2018**

CATEGORY	SINGLE OR DOUBLE OCCUPANCY	
	Week-end F-S-S	Week M-T-W-T
Superior Garden	CHF 172.-	CHF 220.-
Superior Lake	CHF 204.-	CHF 252.-
Executive Garden	CHF 204.-	CHF 252.-
Executive Lake	CHF 244.-	CHF 292.-
Junior Suite Garden	CHF 264.-	CHF 312.-
Junior Suite Lake	CHF 304.-	CHF 352.-

**Public rates 2018**  
**From January 1<sup>st</sup> to December 31<sup>st</sup>, 2018**  
**For information only**

CATEGORY	SINGLE OR DOUBLE OCCUPANCY
Superior Garden	CHF 335.-
Superior Lake	CHF 375.-
Executive Garden	CHF 375.-
Executive Lake	CHF 425.-
Junior Suite Garden	CHF 450.-
Junior Suite Lake	CHF 500.-

***VAT & service:***

Included

***American buffet breakfast:***

CHF 34.- per person

***Local taxes:***

CHF 3.50 per day, per person (subject to changes)

***Black-out dates:***

March, 5<sup>th</sup>, 6<sup>th</sup>, 7<sup>th</sup>, 19<sup>th</sup> and 20<sup>th</sup>, 2018

***Extra bed placed in the room***

Exclusively from Junior Suite

- from 0 to 11 years old

free of charge

- from 12 years old

CHF 80.- per night

***Commission:***

25% on the BAR (Best Available Rate)

15% on our website promotion ([www.angleterre-residence.ch](http://www.angleterre-residence.ch))

***Allotment:***

*Free sales only*

Release 24 hours prior arrival date

- **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 2018, which need to be attained in order to renew the contract with these conditions for 2019.

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: 12.10.2017

Stamp and signature: \_\_\_\_\_

Amira ElBatal  
World Avenues S.A



Kevin Triboulet  
Senior Sales Manager