

and

World Avenues

Ms Marwa Mahmoud
14 Rue Ferrier, CH-1202 Geneva

Confidential Contract Rates

valid from November 01, 2016 until October 31, 2017

Contract rates	Low Season	High Season	Close Outs from/to inclusive
are net	01.11.-24.11.16	25.11.-26.11.16	
incl. buffet breakfast.	27.11.-01.12.16	02.12.-03.12.16	
Valid: from/to (incl.)	04.12.-08.12.16	09.12.-10.12.16	
	11.12.-22.12.16	23.12.16-01.01.17	
	02.01.-25.01.17	26.01.-05.02.17	
	06.02.-06.04.17	07.04.-17.04.17	
	18.04.-01.06.17	02.06.-05.06.17	
	06.06.-20.07.17	21.07.-31.08.17	
	01.09.-31.10.17		
Double Room Superior single use	€ 290 € 265	€ 480 € 455	03.05.-04.05.17 25.05.-27.05.17
Double Room Deluxe single use	€ 360 € 335	€ 590 € 565	11.08.-12.08.17 18.08.-19.08.17
Double Room Top Deluxe single use	€ 430 € 405	€ 690 € 665	
Junior Suite single use	€ 495 € 470	€ 845 € 820	
Deluxe Junior Suite	on request	on request	
One Bedroom Suite	on request	on request	
Two Bedroom Suite	on request	on request	
Presidential One Bedroom Suite	on request	on request	
Extra bed (available as of Deluxe category)	€ 80	€ 80	Contract rates on request and upon availability only

Reservations for all categories can be made on request, upon availability.

Special during low-season: stay 04 nights – pay 03 nights (4=3)

The net contract rates are valid per room and night, including free access to the Health Club, buffet breakfast and all taxes and charges. Consumption of the included breakfast is only possible in the breakfast room.

All prices are including all currently applicable taxes and fees. We reserve the right, to adjust our prices in case of a statutory tax modification or amendments.

Tarek Elbially - Contracting Manager,

Stamp and Signature of Contractual Partner
City / Date 05.03.2016

Andreas Glück, Director of Sales & Marketing
Hotel Sacher Wien / February 25, 2016

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- Minimum Stay:
- * Easter Festival 2017
from April 08th – 12th, 2017 and from April 14th – 18th, 2017 (in/out)
The minimum stay of four nights has to include the opera and all three concerts per cycle.
 - * Summer Festival 2017
Minimum stay of three nights, when arrival on a Friday or Saturday.
 - * Minimum stay of three nights over December 24th, 2016 and December 31st, 2016

- The above quoted confidential contract rates must not be passed on to any third parties, nor published.
- At the point of sale, the end consumer should not be able to retrace your net rates.
- At the point of sale the mark-up for the end consumer must be a minimum of 25% to your net rates.
- These contract rates are valid only for the individual leisure traveller and are not applicable for companies, incentives or congresses.
- For group requests (more than 10 rooms per day) we compile a separate offer, seasonally this could be higher than the negotiated contract rate.
- Rateparity in the Internet
If our contracted rates are communicated and sold via b2c online booking platforms (such as octopus.com, onhotels.com, opodo, Logitravel, otel.com, olotel.com) they must not be visible to the end customer as net rates. Please make sure that they are either equal to our Best Available Rate on our website www.sacher.com or that the room rate is part of a package deal including at least one further non-hotel product. Including breakfast does not qualify as "package"!

In case of non-compliance with any of the above six points, the Hotel reserves the right to withdraw from this contract with immediate effect, after a written notification.


Extra beds are available as of the Double Room Deluxe category.

Baby cribs are free of charge and available as of the Double Room Deluxe category.

Children up to the age of 6 are free of charge in their parents' room. As of 6 year the conditions for the extra bed is valid.


Tarek Elbially - Contracting Manager

Stamp and Signature Contractual Partner
City / Date


Andreas Glück, Director of Sales & Marketing
Hotel Sacher Wien / February 25, 2016


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Free cancellation: High Season: until 4 weeks prior to arrival
Low Season: until 48 hours prior to arrival

In case of a later cancellation or no-show, the Hotel reserves the right to charge the first night as cancellation /no-show fee, as well as any following night that can not be resold.

Please kindly note that our high / low seasons are mainly determined by the dates of the Salzburg festivals. On completion of the contract, some of these dates were not yet officially known thus minor adjustments of our high / low seasons might still be possible.

Rack Rates are gross excl. buffet breakfast	Low Season	High Season
Double Room Superior dbl./sgl.	€ 385	€ 595
Double Room Deluxe dbl./sgl.	€ 495	€ 750
Double Room Top Deluxe dbl./sgl.	€ 600	€ 890
Junior Suite dbl./sgl.	€ 670	€ 1070
Deluxe Junior Suite dbl./sgl.	€ 1130	€ 1515
One Bedroom Suite dbl./sgl.	€ 1195	€ 1830
Two Bedroom Suite dbl./sgl.	€ 2175	€ 3040
Presidential One Bedroom Suite dbl./sgl.	€ 1575	€ 2150
Presidential Two Bedroom Suite dbl./sgl.	€ 3900	€ 5495
Extra bed (available as of Deluxe category)	€ 80	€ 80
Buffet breakfast: € 35,- per person per day		

Dogs are permitted: € 36,- per day (excluding fodder)
Garage: € 31,- per 24 hours
Half board supplement: 3-course menu € 49,- per person per day (excluding beverages)
4-course menu € 56,- per person per day (excluding beverages)


Term of payment: 30 days after receipt of invoice.

The Hotel Sacher Salzburg reserves the right if construction or renovation work does not permit us to run a safe hotel operation, to reverse any booking commitment three months prior arrival date without further liability. The hotel would assist guests to find alternative accommodation in a similar hotel in Salzburg. Subject to alteration of prices.

We hereby agree with the terms and conditions. This contract will only become effective with both partners' signatures.

Tarek Elbially - Contracting Manager

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City / Date 05.03.2016


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