



World Avenues S.A

2018 / 2019 WHOLESALER F.I.T. (INDIVIDUAL) AGREEMENT

1. PARTIES, PURPOSE AND LENGTH

This FIT Agreement is entered by the following Parties: [World Avenues S.A](#) (hereinafter referred to as the "Tour Operator") with its principal office at [14, Rue Ferrier, CH-1202 Geneva, Switzerland](#) and the following Hotel of the VICTORIA-JUNGFRAU COLLECTION:

VICTORIA-JUNGFRAU Grand Hotel & Spa in Interlaken

(Hereinafter referred to as the "Hotels"), and is valid till **March 31st, 2019**

This Agreement states the terms and conditions under which the Hotel will co-operate with the Tour Operator. The Agreement begins upon receipt of a signed copy of the same.

2. WHOLESALER FIT RATES

The Hotel will grant the Tour Operator the right to book rooms and suites for the duration of this Agreement at the confidential Wholesaler FIT rates as specified in the "**Exhibit A FIT**" which constitutes part of this Agreement.

Wholesaler F.I.T. rates are quoted in CHF currency, on a per room per night basis. Rates are inclusive of VAT and service charge. City tax excluded.

Further inclusions:

- Full buffet breakfast
- Use of swimming pool, whirlpools, saunas, steam bath, fitness and gymnastic facilities
- W-LAN.

Wholesaler F.I.T. rates are net to the Hotels and non-commissionable.

The Hotel will honour reservations at Wholesaler F.I.T. rates up to a maximum of 5 rooms per night.

3. SPECIAL COMMISSION POLICY APPLIED ON PACKAGES AND PROMOTIONAL RATES SOLD THROUGH WWW.VICTORIA-JUNGFRAU-COLLECTION.CH

To protect your business, and to prevent you from falling into situations that might make your selling price over-priced in specific circumstances, you will have the possibility of reserving all the special promotional rates that are available on our websites, your **special** commission will be:

- **On packages which include accommodation you receive a commission as detailed in the Travel Agency Information.**
- **15% commission on promotional rates**

The only requirement to receive the special commission on our Promotional Rates will be:

- When you place the reservation, the promotional rate of your choice must be open to sales through our Web for the exact dates and for the same type of room you are requesting for your client.



GRAND HOTEL & SPA

- Bookings based on packages and promotions available through our website will be invoiced at the same price as published on our website, and payments will be requested net of your applicable commission. The deposit and cancellation policies of the packages and promotions will apply (details on our website) and may differ from those valid for reservations at FIT rates.
- Bookings made at our package or promotional rates with the special commission **can't be combined with any other offer.**

4. ROOM ALLOCATION AND RESERVATIONS PROCEDURE

The Hotel will reserve to the Tour Operator the following allotment of rooms:

VICTORIA-JUNGFRAU Grand Hotel & Spa

Room block	1 Superior Junior Suite

Automatic Release	7 days cut-off / automatic release
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Under special circumstances – such as a “buy-out” of the resort by one single client - the Hotels reserve the right to take back allocated rooms that are still unsold. In this event, the Hotels will inform the Tour Operator in writing with a minimum advance notice of 15 days.

Further reservations on requests will need to be addressed to the Hotels Reservations Office:

Via e-mail: reservation@victoria-jungfrau.ch
Via Voice: +41 33 828 26 10
Via fax: +41 33 828 26 86

The Hotel reserve the right to reject allotment bookings if there is a suspicion for a double booking (bookings with same name and travel dates)

5. CHILDREN & EXTRABED POLICY

All children are welcome. Baby cots for children under the age of 3 years are free of charge. Regarding further children reductions and children meal policies, please refer to "Exhibit A FIT" of the respective Hotel. Maximum capacity of extra beds or baby cots in a room is 1. Extra bedding and baby cots available only in Junior Suites (maximum one) and Suites (maximum 2 in all Duplex and Premium). No extra bed possible in Bel Air Junior Suites and no children under 16 years of age allowed. No extra bed possible in Single Rooms.

6. PAYMENT PROCEDURE & GENERAL TERMS OF BUSINESS

Invoices are to be paid by the Tour Operator within 30 days of the invoice date, without any deductions. In the event of any complaints, these must be submitted within 10 days of the date of invoice. The currency for payment is CHF.

Payments will be made via bank transfer to the Hotels bank account detailed here below (bank transfer costs have to be fully paid by the Tour Operator):

VICTORIA-JUNGFRAU Grand Hotel & Spa

UBS AG, 3800 Interlaken

IBAN: CH18 0024 1241 4580 3110 T; SWIFT Code: UBSWCHZH80A



Every payment has to clearly state references such as the client names, dates of stay and the Hotels invoice number.

In the event that payment is not performed by the Tour Operator within the above terms, the Tour Operator defaults without further reminders and is liable to payment of 5% default interest. If payment is not effected after the second reminder, the Hotel is entitled to discontinue provision of services to the customer without further notice. The general terms and conditions of the Hotel applies for this agreement.

7. CANCELLATION POLICY

Any cancellation by the Tour Operator must be advised to the Hotel in writing and will come into effect on the day it is received. The Hotel will assess the following cancellation fees, depending upon the date the notice of cancellation was received:

Victoria Jungfrau Grand Hotel & SPA	
CXL TIME	FEE
Up to 2 days prior to scheduled arrival during the following periods: 01.01.18-30.06.18 01.09.18-20.12.18 01.01.19-31.03.19 Under 2 days prior to arrival	No CancellationFee 100% Full Stay
Up to 7 days prior to scheduled arrival during the following periods: 01.07.18-31.08.18 21.12.18-31.12.18 Under 7 days prior to arrival	No CancellationFee 100% Full Stay
Under the prior to scheduled arrival	100 % Full Stay
Arrival date or no shows	100 % Full Stay
Early departure	100 % Full Stay



8. DISTRIBUTION OF RATES ON THE INTERNET OR TO THIRD PARTIES

Contracted rates are confidential and are not to be disclosed directly to any other party.

The Tour Operator is not entitled to sell and promote the contracted dynamic net rates on any consumer internet website, either directly or via a secondary agent. The distribution of any net (bed and breakfast or room only) rate through an Internet Site or Global Distribution System is strictly forbidden unless the Tour Operator applies the following:

The Tour Operator is not entitled to sell any net rate (bed and breakfast or room only) under **VICTORIA-JUNGFRAU Grand Hotel & Spa's** "Best Available Rate" sold through www.victoria-jungfrau.ch.

Contracting partner must ensure that room rates are sold at the hotel's "Best Available Rate" to the end consumer

The Hotel reserves the right to **immediately terminate the agreement and to refuse the booking** in case of violation of the above term.

9. GUARANTEED EXPOSURE TO THE HOTEL

The Tour Operator will be an active partner of the Hotel and will offer full support to position the Hotel as their preferred luxury resorts in the area of Interlaken.

In particular, the Hotel will benefit of:

- The best available space on the Tour Operator 2018 catalogue and website, featuring several images of the Hotel as well as a detailed description of their facilities
- Prominent exposure of the Hotels Special Promotions on the Tour Operator's website
- Assistance in distributing and selling special time-sensitive promotions via direct mailings, e-newsletters, website promotions etc.
- The possibility of conducting sales calls to the Tour Operator's Product Manager and training sessions to the Tour Operator's Reservations Agents

10. PROPERTY GENERAL INFORMATION

For the latest information, please visit our website: www.victoria-jungfrau.ch. Your attire majorly contributes to the ambiance of the VICTORIA-JUNGFRAU Grand Hotel & Spa. At restaurant La Terrasse, elegant evening attire is expected (men: long trouser, closed foot wear). At breakfast, the Victoria Terrasse, and the restaurant Quaranta Uno sporty-casual attire is requested, as it is during the day throughout the premises of the hotel.

11. HOTEL IMAGES

During the term of this Agreement, the Hotel gives the Tour Operator the non-exclusive right, solely for the purposes of marketing and promoting the Hotel, to use their names, information, including images, photographs, logos and trademarks (Hotels Proprietary Materials). For a selection of High resolution images (300 dpi) please write to sales@victoria-jungfrau.ch. The lay-out of all intended hotels descriptions and images on brochures are subject to written approval from the Hotels prior to publication.

12. TERMINATION

This Agreement may be terminated immediately upon written notice by either Party if the other Party ceases to do business, becomes insolvent, or is subject to bankruptcy or insolvency proceedings, whether actual or reasonably believed to be imminent. If reasonable grounds for insecurity arise with respect to either Party's performance of this Agreement, the other Party may in writing demand adequate assurance of due performance. Until such Party receives such assurance in writing, it may suspend its performance of this Agreement. If such Party does not receive such written assurance within seven (7) days after its request therefore, then such Party may immediately terminate this Agreement.

13. SIGNATURE

This Contract, with exhibits attached, constitutes the entire agreement between the Parties, and may not be amended or changed unless done so in writing, signed by the Hotel and the Tour Operator.

The undersigned represent that they are authorized to sign and enter into this Contract. The Agreement will bind both the Tour Operator and the Hotel and, except as specified otherwise, may be cancelled by either party upon thirty (30) days prior written notice. This Agreement shall terminate immediately upon the termination or expiration of the Agreement.

Date: 14/07/2017
Submitted by

Date: 17.07.2017
Accepted by

Urs Grimm
General Manager
VICTORIA-JUNGFRAU
Grand Hotel & Spa
Interlaken, Switzerland

Stéphanie Myter
Director of Sales
VICTORIA-JUNGFRAU
Grand Hotel & Spa
Interlaken, Switzerland



IMPORTANT

This contract will be valid only if a copy - including enclosures - signed by the Company, the General Manager and Director of Sales is received within 14 days from date of submission (PDF to s.myter@victoria-jungfrau.ch or fax to +41 33 828 28 80).

WHOLESALE RATES 2018/ 2019 VALID April 1st, 2018 - March 31, 2019

HIGH SEASON: 29.06.2018-02.09.2018	Double	Single
PRICE PER ROOM	CHF	CHF
Superior Double Room	559.00	519.00
Superior Junior Suite	663.00	623.00
Deluxe Double Room (Jungfrau view)	679.00	639.00
Deluxe Junior Suite (Jungfrau view)	783.00	743.00
Spa Junior Suite "Belair" (Garden view)	936.00	936.00
Superior Duplex Suite	1256.00	1256.00
Deluxe Duplex Suite (Jungfrau view)	1816.00	1816.00
Premium Suite (Jungfrau view)	2216.00	2216.00
MEDIUM SEASON: 30.04.2018-28.06.2018 03.09.2018-30.09.2018	Double	Single
PRICE PER ROOM	CHF	CHF
Superior Double Room	479.00	439.00
Superior Junior Suite	583.00	543.00
Deluxe Double Room (Jungfrau view)	599.00	559.00
Deluxe Junior Suite (Jungfrau view)	703.00	663.00
Spa Junior Suite "Belair" (Garden view)	856.00	856.00
Superior Duplex Suite	1176.00	1176.00
Deluxe Duplex Suite (Jungfrau view)	1736.00	1736.00
Premium Suite (Jungfrau view)	2136.00	2136.00
LOW SEASON : 01.04.2018-29.04.2018 01.10.2018-20.12.2018 02.01.2019-31.03.2019	Double	Single
PRICE PER ROOM	CHF	CHF
Superior Double Room	383.00	343.00
Superior Junior Suite	431.00	391.00
Deluxe Double Room (Jungfrau view)	447.00	407.00
Deluxe Junior Suite (Jungfrau view)	495.00	455.00
Spa Junior Suite "Belair" (Garden view)	600.00	600.00
Superior Duplex Suite	760.00	760.00
Deluxe Duplex Suite (Jungfrau view)	1000.00	1000.00
Premium Suite (Jungfrau view)	1240.00	1240.00

VICTORIA-JUNGFRAU Grand Hotel & Spa

Höheweg 41, CH-3800 Interlaken, Tel. +41 (0)33 828 28 28, Fax +41 (0)33 828 28 80
interlaken@victoria-jungfrau.ch, www.victoria-jungfrau.ch

CHRISTMAS SEASON: 22.12.2018-01.01.2019	Double	Single
PRICE PER ROOM	CHF	CHF
Superior Double Room	479.00	439.00
Superior Junior Suite	583.00	543.00
Deluxe Double Room (Jungfrau view)	599.00	559.00
Deluxe Junior Suite (Jungfrau view)	703.00	663.00
Spa Junior Suite "Belair" (Garden view)	856.00	856.00
Superior Duplex Suite	1176.00	1176.00
Deluxe Duplex Suite (Jungfrau view)	1736.00	1736.00
Premium Suite (Jungfrau view)	2136.00	2136.00

New Year's eve Celebration at "La Salle de Versailles" or "La Terrasse" is mandatory for the night of the 31st December 2018

New Year's eve Celebration at "La Salle de Versailles" :

CHF 440.00 per person additional

Gourmet menu at "La Terrasse":

CHF 470.00 per person additional

Guests are kindly requested to ensure that they appropriately and elegantly dressed for the New year's eve Celebration.

Your attire majorly contributes to the ambiance of the VICTORIA-JUNGFRAU Grand Hotel & Spa. At restaurant "La Terrasse" elegant evening attire is expected (men: long trouser, closed foot wear). At breakfast, the Victoria Terrasse, and the restaurant Quaranta Uno sporty-casual attire is requested, as it is during the day throughout the premises of the hotel.

Room rates include **buffet breakfast, free use of pool, whirlpools, sauna, steam bath and the free entry to the fitness- and gymnastic facilities at the SPA NESSENS, W-LAN, service and VAT (excluding visitor & accommodation tax).**

FOOD & BEVERAGE (PER PERSON)	CHF
VICTORIA-JUNGFRAU Dine-around (Half board)	79.-
3-course dinner with choice at the Restaurant "La Terrasse" (open from Tuesday to Saturday, Sunday and Monday closed) or at restaurant "QUARANTA Uno" (open from Monday to Sunday).	
CHILDREN & EXTRABED POLICY	CHF
Baby cot * for children under 4 years	free of charge
50% reduction on half board for children between 3 and under 12 years	39.50

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info@victoria-jungfrau.ch, www.victoria-jungfrau.ch

Extra bed* for children between 4 and under 13 years in parent's room (max. 1 child per room, incl. breakfast) 60.-

Extra bed* for children between 13 and under 18 years in parent's room (max. 1 child per room, incl. breakfast) 120.-

Extra bed* from 18 years (max. 1 extra bed per room, including breakfast) 145.-

* Extra bedding and Baby cots **only available in Junior Suites and Suites** except Bel Air Junior suite

VISITOR AND ACCOMMODATION TAX

CHF

01st April 2018 – 31st October 2018 (per person per night, payable from 16 years) 3.50

01st November 2018 – 31st March 2019 (per person per night, payable from 16 years) 3.20

CANCELLATION POLICY

As per separate contract. The General Business Conditions of the VICTORIA-JUNGFRAU Grand Hotel & Spa apply. Maximum 5 rooms (1 - 9 individual travellers) per inquiry.

The billing will be in Swiss Francs.

All rates are subject to change.

Closed out dates

April 2018	May 2018	June 2018	September 2018	November 2018	January 2019	March 2019
19.04.2018 20.04.2018	17.05.2018 18.05.2018 28.05.2018 29.05.2018 30.05.2018	04.06.2018 05.06.2018 06.06.2018 07.06.2018 13.06.2018 14.06.2018 15.06.2018	06.09.2018 07.09.2018	01.11.2018	09.01.2019 10.01.2019 15.01.2019	20.03.2019

Date: **17.07.2017**

Accepted by

Name + Last Name

Position

Tour Operator

City, Country

Amira ElBatal

World Avenues S.A

Switzerland, Geneva



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