



To : Mr. Tarek Elbially
Company : World Avenues SA
Date : 29 February 2016

From : Ms. Caroline Bürgy
Department : Sales & Marketing
Direct line : +41(0)22 909 81 86



Dear Mr. Elbially,

We would like to thank you for your constant support towards Manotel Hotel Group, Geneva.

We are pleased to provide you your dedicated FIT rates for the period

From the 1st of April 2016 until the 31st of March 2017

These rates are available for the whole year except during our blackout dates (see below details).

Please take the time to read carefully the general sales conditions and sign them for approval.

As soon as the document will be approved, our sales team will communicate your preferred rates to the selected hotels.

We thank you in advance for your confidence and we remain at your disposal should you require any further information.

With our warmest regards,

Caroline Bürgy
Sales Executive,
In charge of the Leisure Market

Jean-Nicolas Trens
Director of Sales & Marketing
Manotel Group



FIT CONTRACT

Available from 01.04.2016 to 31.03.2017

Ref.: WORLD AVENUES-FIT-CBU-16/17.pdf

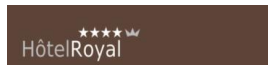
**Below net rates are non-commissionable, quoted in Swiss currency, per person and per night.
Rates include buffet breakfast, service and VAT (3.8%). City tax is excluded.**

These rates are applicable for individual bookings from 1 to 5 rooms and are subject to hotels' availabilities.

Please note that your FIT rates are on request only (no allotment).

Please take note of the rates conditions:

Week rates: From Monday to Thursday included. (Days 1-4)
Weekend rates: From Friday to Sunday included. (Days 5-7)
Blackout dates rates: See specific periods – General conditions of sales: Point 4
Fair dates rates: See specific periods – General conditions of sales: Point 5



HOTEL ROYAL – FIT RATES 2016/2017

VERY LOW SEASON			RATES IN CHF PER PERSON										
FROM	UNTIL	Type Of Room	ALLOTMENT			RELEASE		NET RATE 1/2DBL		NET RATE SGL SUP		NET RATE TRP SUP	
			Days 1&4	Days 2&3	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7
01.04.16	03.04.16	CLASSIC	0	0	0	-	-	92	92	63	63	na	na
09.12.16	08.01.17	SUPERIOR	0	0	0			-	-	164*	164*	na	na
		EXECUTIVE/FAMILY ROOM	0	0	0			112	112	83	83	29	29
		JUNIOR SUITE/FAMILY ROOM	0	0	0			152	152	123	123	29	29
		EXECUTIVE SUITE	0	0	0			319	319	290	290	na	na

LOW SEASON			RATES IN CHF PER PERSON										
FROM	UNTIL	Type Of Room	ALLOTMENT			RELEASE		NET RATE 1/2DBL		NET RATE SGL SUP		NET RATE TRP SUP	
			Days 1&4	Days 2&3	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7
12.08.16	11.09.16	CLASSIC	0	0	0	-	-	124	92	95	63	na	na
09.01.17	26.02.17	SUPERIOR	0	0	0			-	-	239*	164*	na	na
		EXECUTIVE/FAMILY ROOM	0	0	0			144	112	115	83	29	29
		JUNIOR SUITE/FAMILY ROOM	0	0	0			184	152	155	123	29	29
		EXECUTIVE SUITE	0	0	0			319	319	290	290	na	na

MEDIUM SEASON		RATES IN CHF PER PERSON											
FROM	UNTIL	Type Of Room	ALLOTMENT			RELEASE		NET RATE 1/2DBL		NET RATE SGL SUP		NET RATE TRP SUP	
			Days 1&4	Days 2&3	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7	Days1-4	Days 5-7	Days 1-4	Days 5-7
04.04.16	08.05.16	CLASSIC	0	0	0	-	-	152	92	123	63	na	na
01.10.16	08.12.16	SUPERIOR	0	0	0			-	-	294*	164*	na	na
27.02.17	31.03.17	EXECUTIVE/FAMILY ROOM	0	0	0			182	112	153	83	29	29
		JUNIOR SUITE/FAMILY ROOM	0	0	0			212	152	183	123	29	29
		EXECUTIVE SUITE	0	0	0			319	319	290	290	na	na

HIGH SEASON		RATES IN CHF PER PERSON											
FROM	UNTIL	Type Of Room	ALLOTMENT			RELEASE		NET RATE 1/2DBL		NET RATE SGL SUP		NET RATE TRP SUP	
			Days 1&4	Days 2&3	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7	Days1-4	Days 5-7	Days 1-4	Days 5-7
09.05.16	03.07.16	CLASSIC	0	0	0	-	-	172	102	143	73	na	na
12.09.16	30.09.16	SUPERIOR	0	0	0			-	-	334*	184*	na	na
		EXECUTIVE/FAMILY ROOM	0	0	0			202	122	173	93	29	29
		JUNIOR SUITE/FAMILY ROOM	0	0	0			232	162	203	133	29	29
		EXECUTIVE SUITE	0	0	0			319	319	290	290	na	na

SUMMER SEASON		RATES IN CHF PER PERSON											
FROM	UNTIL	Type Of Room	ALLOTMENT			RELEASE		NET RATE 1/2DBL		NET RATE SGL SUP		NET RATE TRP SUP	
			Days 1&4	Days 2&3	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7	Days1-4	Days 5-7	Days 1-4	Days 5-7
04.07.16	11.08.16	CLASSIC	0	0	0	-	-	144	119	115	90	na	na
		SUPERIOR	0	0	0			-	-	269*	219*	na	na
		EXECUTIVE/FAMILY ROOM	0	0	0			189	164	160	135	29	29
		JUNIOR SUITE/FAMILY ROOM	0	0	0			234	209	205	180	29	29
		EXECUTIVE SUITE	0	0	0			319	319	290	290	na	na

1 = Monday / 2 = Tuesday / 3 = Wednesday / 4 = Thursday / 5 = Friday / 6 = Saturday / 7 = Sunday

*single occupancy room: net rate for single occupancy

HOTEL N'VY – FIT RATES 2016/2017

VERY LOW SEASON		RATES IN CHF PER PERSON											
FROM	UNTIL	Type Of Room	ALLOTMENT			RELEASE		NET RATE 1/2DBL		NET RATE SGL SUP		NET RATE TRP SUP	
			Days 1&4	Days 2&3	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7	Days1-4	Days 5-7	Days 1-4	Days 5-7
01.04.16	03.04.16	STANDARD	0	0	0	-	-	104	104	75	75	na	na
09.12.16	08.01.17	SUPERIOR	0	0	0			119	119	90	90	na	na
		EXECUTIVE	0	0	0			144	144	115	115	na	na
		JUNIOR SUITE	0	0	0			164	164	135	135	na	na

LOW SEASON		RATES IN CHF PER PERSON											
FROM	UNTIL	Type Of Room	ALLOTMENT			RELEASE		NET RATE 1/2DBL		NET RATE SGL SUP		NET RATE TRP SUP	
			Days 1&4	Days 2&3	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7	Days1-4	Days 5-7	Days 1-4	Days 5-7
12.08.16	11.09.16	STANDARD	0	0	0	-	-	139	104	110	75	na	na
09.01.17	26.02.17	SUPERIOR	0	0	0			154	119	125	90	na	na
		EXECUTIVE	0	0	0			179	144	150	115	na	na
		JUNIOR SUITE	0	0	0			199	164	170	135	na	na

MEDIUM SEASON		RATES IN CHF PER PERSON											
FROM	UNTIL	Type Of Room	ALLOTMENT			RELEASE		NET RATE 1/2DBL		NET RATE SGL SUP		NET RATE TRP SUP	
			Days 1&4	Days 2&3	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7	Days1-4	Days 5-7	Days 1-4	Days 5-7
04.04.16	08.05.16	STANDARD	0	0	0	-	-	162	104	133	75	na	na
01.10.16	08.12.16	SUPERIOR	0	0	0			177	119	148	90	na	na
27.02.17	31.03.17	EXECUTIVE	0	0	0			202	144	173	115	na	na
		JUNIOR SUITE	0	0	0			222	164	193	135	na	na

HIGH SEASON		RATES IN CHF PER PERSON											
FROM	UNTIL	Type Of Room	ALLOTMENT			RELEASE		NET RATE 1/2DBL		NET RATE SGL SUP		NET RATE TRP SUP	
			Days 1&4	Days 2&3	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7	Days1-4	Days 5-7	Days 1-4	Days 5-7
09.05.16	03.07.16	STANDARD	0	0	0	-	-	177	117	148	88	na	na
12.09.16	30.09.16	SUPERIOR	0	0	0			192	132	163	103	na	na
		EXECUTIVE	0	0	0			217	157	188	128	na	na
		JUNIOR SUITE	0	0	0			237	177	208	148	na	na

SUMMER SEASON		RATES IN CHF PER PERSON											
FROM	UNTIL	Type Of Room	ALLOTMENT			RELEASE		NET RATE 1/2DBL		NET RATE SGL SUP		NET RATE TRP SUP	
			Days 1&4	Days 2&3	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7	Days1-4	Days 5-7	Days 1-4	Days 5-7
04.07.16	11.08.16	STANDARD	0	0	0	-	-	162	144	133	115	na	na
		SUPERIOR	0	0	0			177	159	148	130	na	na
		EXECUTIVE	0	0	0			202	184	173	155	na	na
		JUNIOR SUITE	0	0	0			282	264	253	235	na	na

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HOTEL AUTEUIL – FIT RATES 2016/2017

VERY LOW SEASON		RATES IN CHF PER PERSON												
FROM	UNTIL	Type Of Room	ALLOTMENT			RELEASE		NET RATE 1/2DBL		NET RATE SGL SUP		NET RATE TRP SUP		
			Days 1&4	Days 2&3	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7	Days1-4	Days 5-7	Days 1-4	Days 5-7	
01.04.16	03.04.16	STANDARD	0	0	0	-	-	89	89	60	60	na	na	
09.12.16	08.01.17	SUPERIOR	0	0	0			109	109	80	80	na	na	
		EXECUTIVE	0	0	0			ON REQUEST	ON REQUEST	ON REQUEST	ON REQUEST	na	na	
			NET RATES IN CHF PER ROOM						Days 1-4	Days 5-7				
		FAMILY ROOM	0	0	0	-	-	331	331					

LOW SEASON			RATES IN CHF PER PERSON										
FROM	UNTIL	Type Of Room	ALLOTMENT			RELEASE		NET RATE 1/2DBL		NET RATE SGL SUP		NET RATE TRP SUP	
			Days 1&4	Days 2&3	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7	Days1-4	Days 5-7	Days 1-4	Days 5-7
12.08.16	11.09.16	STANDARD	0	0	0	-	-	117	89	88	60	na	na
09.01.17	26.02.17	SUPERIOR	0	0	0			137	109	108	80	na	na
		EXECUTIVE	0	0	0			ON REQUEST	ON REQUEST	ON REQUEST	ON REQUEST	na	na
			NET RATES IN CHF PER ROOM					Days 1-4	Days 5-7				
		FAMILY ROOM	0	0	0	-	-	421	331				

MEDIUM SEASON		RATES IN CHF PER PERSON											
FROM	UNTIL	Type Of Room	ALLOTMENT			RELEASE		NET RATE 1/2DBL		NET RATE SGL SUP		NET RATE TRP SUP	
			Days 1&4	Days 2&3	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7	Days1-4	Days 5-7	Days 1-4	Days 5-7
04.04.16	08.05.16	STANDARD	0	0	0	-	-	144	89	115	60	na	na
01.10.16	08.12.16	SUPERIOR	0	0	0			164	109	135	80	na	na
27.02.17	31.03.17	EXECUTIVE	0	0	0			ON REQUEST	ON REQUEST	ON REQUEST	ON REQUEST	na	na
			NET RATES IN CHF PER ROOM					Days 1-4	Days 5-7				
		FAMILY ROOM	0	0	0	-	-	561	331				

HIGH SEASON		RATES IN CHF PER PERSON											
FROM	UNTIL	Type Of Room	ALLOTMENT			RELEASE		NET RATE 1/2DBL		NET RATE SGL SUP		NET RATE TRP SUP	
			Days 1&4	Days 2&3	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7	Days1-4	Days 5-7	Days 1-4	Days 5-7
09.05.16	03.07.16	STANDARD	0	0	0	-	-	164	97	135	68	na	na
12.09.16	30.09.16	SUPERIOR	0	0	0			184	117	155	88	na	na
		EXECUTIVE	0	0	0			ON REQUEST	ON REQUEST	ON REQUEST	ON REQUEST	na	na
			NET RATES IN CHF PER ROOM					Days 1-4	Days 5-7				
		FAMILY ROOM	0	0	0	-	-	641	363				

SUMMER SEASON		RATES IN CHF PER PERSON											
FROM	UNTIL	Type Of Room	ALLOTMENT			RELEASE		NET RATE 1/2DBL		NET RATE SGL SUP		NET RATE TRP SUP	
			Days 1&4	Days 2&3	Days 5-7	Days 1-4	Days 5-7	Days 1-4	Days 5-7	Days1-4	Days 5-7	Days 1-4	Days 5-7
04.07.16	11.08.16	STANDARD	0	0	0	-	-	134	112	105	83	na	na
		SUPERIOR	0	0	0			154	132	125	103	na	na
		EXECUTIVE	0	0	0			ON REQUEST	ON REQUEST	ON REQUEST	ON REQUEST	na	na
		NET RATES IN CHF PER ROOM						Days 1-4	Days 5-7				
		FAMILY ROOM	0		0	-	-	521	431				

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Bedding plan

	Room categories	Room capacities				Extra bed
		Maximum of adults	Maximum of children (3-12 years old)	Maximum of persons	Baby cot Yes/No	
Hotel Royal	CLASSIC	2	0	2	Yes	No extra charge Triple rooms are available (sofa bed)
	SUPERIOR	1	0	1	Yes	
	EXECUTIVE/FAMILY ROOM	2	1	3	Yes	
	JUNIOR SUITE/FAMILY ROOM	2	1	3	Yes	
	EXECUTIVE SUITE	2	0	2	Yes	
	Connections possible upon availabilities: 1 Executive + 1 Superior, 1 Executive + 1 Junior Suite, 1 Junior Suite + 1 Junior Suite, 1 Executive Suite + 1 Executive Suite					
Hotel N'vY	STANDARD	2	0	2	Yes	No extra bed
	SUPERIOR	2	0	2	Yes	
	EXECUTIVE	2	0	2	Yes	
	JUNIOR SUITE	2	0	2	Yes	
	Connections possible upon availabilities: 1 Standard + 1 Standard, 1 Superior + 1 Superior, 1 Superior + 1 Executive					
Hotel Auteuil	STANDARD	2	1	3	Yes	CHF 35 per night
	SUPERIOR	2	1	3	Yes	
	EXECUTIVE	2	1	3	Yes	
	FAMILY ROOM (Standard + Standard)	2	2	4	Yes	
	Connections possible upon availabilities: 1 Standard + 1 Superior					

Child policy

Common to all properties:

- Breakfast is free of charge for children under 12 years old, if parents book and have their breakfast at the hotel.

	Public breakfast rates (from 12 years old)
Hotel Royal	CHF 30
Hotel N'vY	CHF 30
Hotel Auteuil	CHF 28

- 1 Baby cot free of charge (for a child under 3 years old).
- 2 children (under 12 years old) staying in a double Standard room will be charged at the rate of a single Standard room.
- Supplements for the 3rd person staying in a room are mentioned in above hotels rates tables.

Additional services "on request"

	Parking (per night)	Kitchenette (per room/per night)
Hotel Royal	Yes - CHF 45	Yes – CHF 60 (possible in all room categories)
Hotel N'vY	Yes - CHF 45	Yes - CHF 50 (possible in all room categories except Executive)
Hotel Auteuil	Yes - CHF 45	Yes - included in room rate (Superior room category only)
Hotel Kipling	Yes - CHF 35	Yes – CHF 40 (possible in all room categories)
Hotel Edelweiss	Not available	Not available

City tax

Hotel Royal****s & Hotel N'vY****s & Hotel Auteuil****	CHF 4.00 per person and per night
Hotel Kipling****s & Hotel Edelweiss****s	CHF 3.30 per person and per night
<i>City tax is free of charge for children up to 12 years old. Payment is done at the hotel at the time of check-out.</i>	

Added benefits

City Tax entitles guests to the "Geneva Transport Card". This card is provided upon check-in and is valid during the entire guest stay. It can be used on the public transport "UNIRESO" within Geneva including train, tram, bus and "mouettes" boats.



Upon arrival at the airport, guests may pick up a **free** public transportation pass sponsored by Genève Aéroport and valid in Geneva area for a period of 80 minutes. A machine is located in the luggage collection area.

Your privilege!

Upon check-in, your guest will receive three vouchers valid in our three restaurants.

Each offers a **15% reduction** when dining in one of our restaurants.

	Restaurant, Hotel N'vY - www.hotelnavygeneva.com Trilby: exceptional cuts of beef – the wonderful taste of Simmental, Black Angus and Wagyu, Kobe style.
	Bar, Hotel N'vY - www.hotelnavygeneva.com N'vY Bar: memorable cocktails, fusion cuisine in an environment where the backdrop is set by our DJ.
	Café, Hotel N'vY - www.hotelnavygeneva.com Tag's Café: offers food to take away or to eat in, in a setting with a relaxed New York vibe.
	Restaurant le Duo, Hotel Royal - www.hotelroyalgeneva.com Côté resto, cosy setting, refined and creative cuisine. Côté bistro, seasonal and traditional dishes, in a friendly atmosphere.
	Restaurant Suississime, Hotel Edelweiss - www.hoteledelweissgeneva.com Genuine Swiss cuisine with folkloric live music for a memorable evening activity.

GENERAL CONDITIONS OF SALES

1. Application:

Above rates are exclusively offered to your company and are exclusively offered to individual leisure travellers. From 6 rooms, the group conditions are applicable (see point 7 on page 9).

2. Payment:

The method of payment must be specified with each reservation. Payment can be done:

- Individually at time of check-out.
- By bank transfer, 30 days upon the invoice receipt (in Swiss currency) to the following accounts (*eventual bank wire transfer fees are the client's responsibility*).
- Vouchers are accepted.

Bank account: UBS S.A. / Case Postale / CH-1211 Genève 2

BIC: UBSWCHZH80A

Hotel	Bank Account	IBAN
Auteuil****	240 – 329.502.00P	CH47 0024 0240 3295 0200 P
N'vY****Superior	240 – 329.566.00Y	CH63 0024 0240 3295 6600 Y
Royal****Superior	240 – 329.562.00H	CH39 0024 0240 3295 6200 H
Edelweiss****Superior	240 – 329.565.00T	CH53 0024 0240 3295 6500 T
Jade***	240 – 329.497.00Y	CH49 0024 0240 3294 9700 Y
Kipling***Superior	240 – 329.496.00T	CH39 0024 0240 3294 9600 T

3. Cancellation policy:

No fee up to **48 hours** prior to arrival. Less than 48 hours or in case of no-show, a minimum of one night penalty will be charged. Should you need to make any changes to the reservation, kindly communicate them in writing directly to the concerned hotel.

Fair dates' cancellation policy is fixed at **7 days** prior to arrival. Less than 7 days or in case of no-show, a minimum of one night penalty will be charged.

Long stays: for all bookings from 7 nights the cancellation policy will be tailor-made by the hotel reservation department.

4. Blackout dates:

Your FIT rates and your allotment are not applicable during the periods which are mentioned in below table. In case you would like to make a booking during these periods, the published rates will be applied.

Events	From	To (included)
EBACE (European Business Aviation Convention & Exhibition)	23.05.2016	25.05.2016
EFORT (The European Federation of National Associations of Orthopaedics and Traumatology)	30.05.2016	02.06.2016
SIBOS (Swift International Banking Operations Seminar)	24.09.2016	30.09.2016
SIHH (Fine watch making exhibition)	15.01.2017	18.01.2017
MOTOR SHOW – Press days	27.02.2017	01.03.2017

Note: Additional dates and events may be added to this chart.

5. Fair dates:

A supplement of **CHF 50.-** per room will be added on your FIT rates during the periods which are mentioned in below table.

Congress	From	To (included)
VITAFOOD	09.05.2016	12.05.2016
MOTOR SHOW	02.03.2017	11.03.2017

Note: Additional dates and events may be added to this chart.

6. Warning! : Please note that rates are strictly dedicated to travel retailers/travel agencies (B2B). Manotel will not tolerate its rates to be sold on B2C channels.

In case of non-respect of this rule, Manotel reserves the right to interrupt the contract within **72 hours**.

Minimum mark-up applicable: 25%.

7. Your special promotions

A promotion cannot be added to another promotion (non-combinable).

	From	To (included)	Promotion details	Hotels
Early booking	Very low season Low season Medium season Summer season		-10% discount for any booking done 35 days prior to arrival.	All contracted hotels
« Ascension » and « Pentecost » promotions	29.04.16 13.05.16	08.05.16 16.05.16	-15% discount	All contracted hotels
Summer promotion	04.07.16	10.07.16	-15% discount	All contracted hotels

Cancellation policy: please refer to point 3.

7. Group conditions

From 6 rooms a quotation should be requested to the Manotel Group Reservations Department:

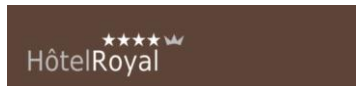
Group Reservations
Manotel S.A. / Sales & Marketing Department
Tel.: +41 (0)22 909 81 71
Fax: +41 (0)22 909 81 99
E-mail: info@manotel.com

ABOUT MANOTEL

Manotel, a group on the move!

Six unique properties, all located in the heart of the city of Geneva, between the lake and the main train station « Cornavin ».

The Hotels and their style



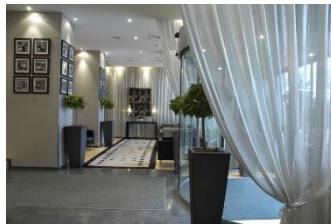
Tradition on the move



Arty, Cosy, Trendy



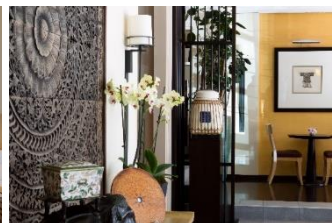
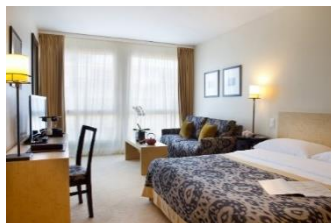
Hospitality by design



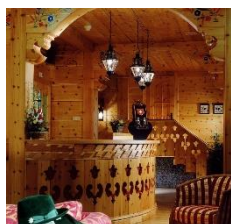
A journey of discovery



Feng-Shui inspired



A mountain experience in the city



Hotels' location



Contact details of the hotels

Hotel Royal	41, rue de Lausanne CH-1201 Genève	Tel. +41 (0)22 906 14 14 Fax +41(0)22 906 14 99 royal@manotel.com
Hotel N'vY	18, rue Richemont CH-1202 Genève	Tel. +41 (0)22 544 66 66 Fax +41(0)22 544 66 99 nvY@manotel.com
Hotel Auteuil	33, rue de Lausanne CH-1201 Genève	Tel. +41 (0)22 544 22 22 Fax +41(0)22 544 22 99 auteuil@manotel.com
Hotel Kipling	27, rue de la Navigation CH-1201 Genève	Tel. +41 (0)22 544 40 40 Fax +41(0)22 544 40 99 kipling@manotel.com
Hotel Edelweiss	2, place de la Navigation CH-1201 Genève	Tel. +41 (0)22 544 51 51 Fax +41 (0)22 544 51 99 edelweiss@manotel.com

We remain at your disposal should you require any additional support or information. We are looking forward to welcome your guests and we thank you for choosing Manotel hotel group.

We accept all the terms and conditions stipulated in this contract and hereby return all the pages signed in order to validate this contract. Thank you for sending us back all the pages signed. Your preferred rates will be applicable from reception of the contract signed.

Company: World Avenues SA
Name: Mr. Tarek Elbialy

Address: 14, Rue Ferrier, CH-1202
Geneva, Switzerland

Billing address (if different):

Date: 12.03.2016

Signature:

Company: Manotel SA
Name: Ms. Caroline Bürgy

Date: 29 February 2016

Signature:



Manotel, official supplier
of Alinghi since 2001



Wifi free of charge in all rooms and public areas



MANOTEL'S
SOCIAL AND ENVIRONMENTAL
PROGRAM