



ROOMS		79
Padel Mountain View	15	Overlooks the action on the Padel Courts with mountain views. Features a Juliette balcony. (44m ²) Sleeps 2+1
Pool Club	8	Located around the main pool, these rooms offer direct access to the pool from a private patio. (44m ²) Sleeps 2+1
Sea and Mountain	6	Views of the beach, sea and Lion's Head Mountain. (40m ²) Sleeps 2+1
Mountain Spa Suites	3	Features spa baths and expansive balconies with mountain views. (60m ²) Sleeps 2+2
Sea and Pool	8	Balconies overlooking the main pool area with views of the sea and Lions Head mountain. 44m ² Sleeps 2 + 1 child
Cabana Pool Club	12	Walkout to patios, gardens and pools with sea views. (44m ²) Sleeps 2+1
Sea View	20	Views of the beach, sea and with a balcony. (44m ²) Sleeps 2+1
Corner Sea and Spa	2	Spacious sea-facing rooms with a balcony and outdoor spa bath. (60m ²) Sleeps 2+1
Sky Panoramic Suite	1	Beach, sea and North facing views of Lion's Head from your suite and two balconies with outdoor spa bath. (76m ²) Sleeps 2+1
Sea Spa Suite	1	Spacious interiors, balconies with spa baths and beach and sea views. (80 - 90m ²) Sleeps 2+2
Sea Spa Suite Special	1	Spacious interior with dining area, lounge, and views of the beach, sea and Lion's Head. Features a balcony with spa bath. Sleeps 2+2
Sky Penthouse	1	With expansive and luxurious interiors, beach and sea views featuring lounge, dining area, media room, kitchenette and large balcony. (160m ²) Sleeps 2+2
Mountain View Family Inter-leading	2	Views of Padel Court, Table Mountain and Twelve Apostles Mountain Range. Consists of two Mountain View Rooms with a shared front door. Sleeps 4
Cabana Pool Club Family Inter-leading	1	Located on the ground floor with sea views, enjoyed from the private and spacious patio. Consists of two Cabana Pool Club Rooms with shared front door. Sleeps 4
Sea and Mountain Three Bedroom Family Inter-leading	1	North facing with views of Lions Head and side sea views. Consisting of three Sea and Mountain Rooms with shared front door, one room is wheelchair friendly. Sleeps 6
Sea Spa Suite Two Bedroom Family Inter-leading	1	Spacious interior with dining area, lounge, and views of the beach, sea and Lion's Head. Features two balcony's with spa bath. Consists of Sea Spa Suite and Sea Spa Suite Special with shared front door. Sleeps 4

INTERNATIONAL RACK RATES

ROOM TYPE	1 May '22 - 30 Sept '22	1 Oct '22 - 15 Dec '22	16 Dec '22 - 07 Jan '23 (*)	08 Jan '23 - 30 Apr '23
	Per Room	Per Room	Per Room	Per Room
Padel Mountain View	R 3 750	R 6 040	R 8 500	R 7 620
Pool Club	R 4 060	R 6 680	R 9 300	R 8 340
Sea and Mountain	R 4 060	R 6 680	R 9 300	R 8 340
Mountain Spa Suites	R 4 920	R 8 250	R 11 520	R 10 480
Sea and Pool	R 4 920	R 8 250	R 11 520	R 10 480
Cabana Pool Club	R 5 400	R 8 610	R 12 140	R 10 800
Sea View	R 5 670	R 9 080	R 12 760	R 11 140
Corner Sea and Spa	R 6 820	R 11 340	R 15 920	R 14 280
Sky Panoramic Suite	R 8 240	R 13 700	R 19 100	R 17 220
Sea Spa Suite	R 8 240	R 13 700	R 19 100	R 17 220
Sea Spa Suite Special	R 8 240	R 13 700	R 19 100	R 17 220
Sky Penthouse	R 12 380	R 20 120	R 29 250	R 25 950

FAMILY ROOMS

Mountain View Family Inter-leading	R 7 500	R 12 080	R 17 000	R 15 240
Cabana Pool Club Family Inter-leading	R 10 800	R 17 220	R 24 280	R 21 600
Sea and Mountain Three Bedroom Family Inter-leading	R 12 180	R 20 040	R 27 900	R 25 020
Sea Spa Suite Two Bedroom Family Inter-leading	R 16 480	R 27 400	R 38 200	R 34 440
Children Sharing	Per Child	Per Child	Per Child	Per Child
Sofa / Daybed (3-14yrs)	R 1 000	R 1 450	R 2 000	R 1 800
Cot (0-2yrs)	R 250	R 300	R 400	R 350

STO nett rates 25%

ROOM TYPE	1 May '22 - 30 Sept '22	1 Oct '22 - 15 Dec '22	16 Dec '22 - 07 Jan '23 (*)	08 Jan '23 - 30 Apr '23
	Per Room	Per Room	Per Room	Per Room
Padel Mountain View	R 2 813	R 4 530	R 6 375	R 5 715
Pool Club	R 3 045	R 5 010	R 6 975	R 6 255
Sea and Mountain	R 3 045	R 5 010	R 6 975	R 6 255
Mountain Spa Suites	R 3 690	R 6 188	R 8 640	R 7 860
Sea and Pool	R 3 690	R 6 188	R 8 640	R 7 860
Cabana Pool Club	R 4 050	R 6 458	R 9 105	R 8 100
Sea View	R 4 253	R 6 810	R 9 570	R 8 355
Corner Sea and Spa	R 5 115	R 8 505	R 11 940	R 10 710
Sky Panoramic Suite	R 6 180	R 10 275	R 14 325	R 12 915
Sea Spa Suite	R 6 180	R 10 275	R 14 325	R 12 915
Sea Spa Suite Special	R 6 180	R 10 275	R 14 325	R 12 915
Sky Penthouse	R 9 285	R 15 090	R 21 938	R 19 463
Mountain View Family Inter-leading	R 5 625	R 9 060	R 12 750	R 11 430
Cabana Pool Club Family Inter-leading	R 8 100	R 12 915	R 18 210	R 16 200
Sea and Mountain Three Bedroom Family Inter-leading	R 9 135	R 15 030	R 20 925	R 18 765
Sea Spa Suite Two Bedroom Family Inter-leading	R 12 360	R 20 550	R 28 650	R 25 830
Children Sharing	Per Child	Per Child	Per Child	Per Child
Sofa / Daybed (3-14yrs)	R 1 000	R 1 450	R 2 000	R 1 800
Cot (0-2yrs)	R 250	R 300	R 400	R 350

Reservations and Child Sharing Policy are subject to Booking Terms & Conditions.

VNL Trade Support	TEL: +27 (0) 21 437 9700	EMAIL: res@thebayhotel.com WEB: www.thebayhotel.com
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VILLAGE N LIFE HOTELS: RATES 2023 - 2024



ROOMS 79

Padel Mountain View	15	Overlooks the action on the Padel Courts with mountain views. Features a Juliette balcony. (44m ²) Sleeps 2+1
Pool Club	8	Located around the main pool, these rooms offer direct access to the pool from a private patio. (44m ²) Sleeps 2+1
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Sea View	20	Views of the beach, sea and with a balcony. (44m ²) Sleeps 2+1
Corner Sea and Spa	2	Spacious sea-facing rooms with a balcony and outdoor spa bath. (60m ²) Sleeps 2+1
Sky Panoramic Suite	1	Beach, sea and North facing views of Lion's Head from your suite and two balconies with outdoor spa bath. (76m ²) Sleeps 2+1
Sea Spa Suite	1	Spacious interiors, balconies with spa baths and beach and sea views. (80 - 90m ²) Sleeps 2+2
Sea Spa Suite Special	1	Spacious interior with dining area, lounge, and views of the beach, sea and Lion's Head. Features a balcony with spa bath. Sleeps 2+2
Sky Penthouse	1	With expansive and luxurious interiors, beach and sea views featuring lounge, dining area, media room, kitchenette and large balcony. (160m ²) Sleeps 2+2

Mountain View Family Inter-leading	2	Views of Padel Court, Table Mountain and Twelve Apostles Mountain Range. Consists of two Mountain View Rooms with a shared front door. Sleeps 4
Cabana Pool Club Family Inter-leading	1	Located on the ground floor with sea views, enjoyed from the private and spacious patio. Consists of two Cabana Pool Club Rooms with shared front door. Sleeps 4
Sea and Mountain Three Bedroom Family Inter-leading	1	North facing with views of Lions Head and side sea views. Consisting of three Sea and Mountain Rooms with shared front door, one room is wheelchair friendly. Sleeps 6
Sea Spa Suite Two Bedroom Family Inter-leading	1	Spacious interior with dining area, lounge, and views of the beach, sea and Lion's Head. Features two balcony's with spa bath. Consists of Sea Spa Suite and Sea Spa Suite Special with shared front door. Sleeps 4

INTERNATIONAL RACK RATES

ROOM TYPE	1 May '23 - 31 Aug '23	1 Sept '23 - 31 Oct '23	1 Nov '23 - 14 Dec '23	15 Dec '23 - 06 Jan '24 (*)	07 Jan '24 - 30 Apr '24
	Per Room	Per Room	Per Room	Per Room	Per Room
Padel Mountain View	R4 010	R6 460	R7 620	R8 930	R7 620
Pool Club	R4 340	R7 150	R8 920	R9 950	R8 920
Sea and Mountain	R4 340	R7 150	R8 920	R9 950	R8 920
Mountain Spa Suites	R5 260	R8 830	R11 210	R12 330	R11 210
Sea and Pool	R5 260	R8 830	R11 210	R12 330	R11 210
Cabana Pool Club	R5 780	R9 210	R11 560	R12 990	R11 560
Sea View	R6 070	R9 720	R11 920	R13 650	R11 920
Corner Sea and Spa	R7 300	R12 130	R15 280	R17 030	R15 280
Sky Panoramic Suite	R8 820	R14 660	R18 430	R20 440	R18 430
Sea Spa Suite	R8 820	R14 660	R18 430	R20 440	R18 430
Sea Spa Suite Special	R8 820	R14 660	R19 930	R21 940	R19 930
Sky Penthouse	R13 250	R21 530	R27 770	R31 300	R27 770

FAMILY ROOMS					
Mountain View Family Inter-leading	R8 030	R12 930	R16 310	R18 190	R16 310
Cabana Pool Club Family Inter-leading	R11 560	R18 430	R23 110	R25 980	R23 110
Sea and Mountain Three Bedroom Family Inter-leading	R13 030	R21 440	R26 770	R29 850	R26 770
Sea Spa Suite Two Bedroom Family Inter-leading	R17 630	R29 320	R36 850	R40 870	R36 850
Children Sharing	Per Child	Per Child	Per Child	Per Child	Per Child
Sofa / Daybed (3-14yrs)	R1 000	R1 450	R1 800	R2 000	R1 800
Cot (0-2yrs)	R0	R0	R0	R0	R0

STO nett rates 25%

ROOM TYPE	1 May '23 - 31 Aug '23	1 Sept '23 - 31 Oct '23	1 Nov '23 - 14 Dec '23	15 Dec '23 - 06 Jan '24 (*)	07 Jan '24 - 30 Apr '24
	Per Room	Per Room	Per Room	Per Room	Per Room
Padel Mountain View	R 3 008	R 4 845	R 5 715	R 6 698	R 5 715
Pool Club	R 3 255	R 5 363	R 6 690	R 7 463	R 6 690
Sea and Mountain	R 3 255	R 5 363	R 6 690	R 7 463	R 6 690
Mountain Spa Suites	R 3 945	R 6 623	R 8 408	R 9 248	R 8 408
Sea and Pool	R 3 945	R 6 623	R 8 408	R 9 248	R 8 408
Cabana Pool Club	R 4 335	R 6 908	R 8 670	R 9 743	R 8 670
Sea View	R 4 553	R 7 290	R 8 940	R 10 238	R 8 940
Corner Sea and Spa	R 5 475	R 9 098	R 11 460	R 12 773	R 11 460
Sky Panoramic Suite	R 6 615	R 10 995	R 13 823	R 15 330	R 13 823
Sea Spa Suite	R 6 615	R 10 995	R 13 823	R 15 330	R 13 823
Sea Spa Suite Special	R 6 615	R 10 995	R 14 948	R 16 455	R 14 948
Sky Penthouse	R 9 938	R 16 148	R 20 828	R 23 475	R 20 828

FAMILY ROOMS					
Mountain View Family Inter-leading	R 6 023	R 9 698	R 12 233	R 13 643	R 12 233
Cabana Pool Club Family Inter-leading	R 8 670	R 13 823	R 17 333	R 19 485	R 17 333
Sea and Mountain Three Bedroom Family Inter-leading	R 9 773	R 16 080	R 20 078	R 22 388	R 20 078
Sea Spa Suite Two Bedroom Family Inter-leading	R 13 223	R 21 990	R 27 638	R 30 653	R 27 638
Children Sharing	Per Child	Per Child	Per Child	Per Child	Per Child
Sofa / Daybed (3-14yrs)	R1 000	R1 450	R1 800	R2 000	R1 800
Cot (0-2yrs)	R0	R0	R0	R0	R0

Reservations and Child Sharing Policy are subject to Booking Terms & Conditions.

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			WEB: www.thebayhotel.com



VILLAGE N LIFE HOTELS: RATES 2022 - 2024



VILLAGE N LIFE TERMS & CONDITIONS

VALIDITY: _____
COMPANY: _____
SOURCE: _____
SIGNED: _____

GENERAL

- Rates are quoted per room per night in South African Rand and are inclusive of Value Added Tax at 15%.
- The above rates are inclusive of a plated breakfast.
- A 3-night minimum length of stay applies during Peak periods noted above.

16 Dec '22 - 07 Jan '23 (Festive)	06 - 09 April '23 (Easter)
15 Dec '23 - 06 Jan '24 (Festive)	29 Mar - 01 April '24 (Easter)
- All negotiated rates provided and agreed to between Village N Life (Pty) Ltd and the contractee, shall not be disclosed and will remain strictly confidential.
- It is the onus of the contractee to update all systems according to the respective room/apartment classifications, rate periods and rates accordingly.
- Village N Life reserves the right to alter or amend rates and rate periods at any time.
- Village N Life reserves the right to review all negotiated rate contracts on an annual basis according to support and contributions to Village N Life.
- Village N Life reserves the right to move reservations between units of a similar classification, should the need arise.

CHILD SHARING POLICY

- Sharing children must be requested at the time of booking.
- One child up to and including 2 years old can be accommodated in a cot.
- One child under the age of 14 years can be accommodated in a daybed.
- Two children under the age of 14 years can be accommodated with 2 adults in a Sea Spa Suite & Sea Spa Suite Special or the Sky Penthouse, and is subject to availability.
- Should a daybed be occupied, a baby cot may not be added and vice versa.
- Children over the age of 14 years are considered adults and must occupy their own room.
- Third adult travelling must occupy their own room.
- Where additional persons sharing have not been requested at time of booking, sharing cannot be guaranteed.
- Children sharing on a Day/Sofabed (3 -14 years) or a cot (0-2 years) pay the applicable per child sharing rate, per night.

CHECK-IN AND CHECK-OUT DETAILS

- Check-in at 69 Victoria Road, Camps Bay.
- Check-in from 14h00. • Check-out by 11h00.

BAR RATES

- BAR rates will be utilised at the discretion of management
- BAR rates are commissionable, however not on standard commission structures. Kindly contact Village N Life Sales office to confirm your commission structure.
- BAR rates are not combinable with any special offers or exclusive value adds.

VILLAGE N LIFE HOTELS: RATES 2022 - 2024



FIT / INDIVIDUAL RESERVATION BOOKING CONDITIONS:

PAYMENT

- Full prepayment is required one month prior to the confirmed arrival date.
- Where the agent has credit terms with Village N Life, voucher's are required according to the payment schedule and the applicable cancellation terms will apply.

PEAK PAYMENT

Validity: During peak periods noted on each rate sheet applicable to the property

- Full prepayment is required 90 days prior to the confirmed arrival date during the peak periods as noted on the rate sheets and above.
- Where the agent has credit terms with Village N Life, voucher's are required according to the payment schedule and the applicable cancellation terms will apply.

STANDARD CANCELLATION

- In the event of a cancellation within 30 to 15 days of the confirmed arrival date, a 50% cancellation fee will apply.
- In the event of a "no-show" or cancellation less than 14 days of the confirmed arrival date, a 100% cancellation fee will apply.
- Please note that the cancellation must be made in writing.

PEAK CANCELLATION

Validity: During peak periods noted on each rate sheet applicable to the property

- In the event of a cancellation within 46 - 60 days of the confirmed arrival date, a 50% cancellation fee will apply.
- In the event of a cancellation within 31 - 45 days of the confirmed arrival date, a 75% cancellation fee will apply.
- In the event of a "no-show" or cancellation less than 30 days of the confirmed arrival date, a 100% cancellation fee will apply.
- Please note that the cancellation must be made in writing.

REFUNDS

- All refunds are at the discretion of management.
- Any refunds processed will be subject to an Administration Fee.

GROUP RESERVATION BOOKING CONDITIONS:

- A party of 5 or more rooms/apartments is considered a group.
- Group bookings are not bookable by API
- Groups can only be booked on an enquiry basis.
- Groups are allowed during peak periods on request.
- Special terms and conditions apply to groups.
- Free of Charge Policy:

Book and Pay 8 rooms	:	Receive 1 complimentary single room [9th room free]
Book and Pay 15 rooms	:	Receive 1 complimentary single room [16th room free] and 50% off an additional room [17th room at 50% discount]
Book and Pay 20 rooms	:	Receive 2 complimentary single rooms [21st and 22nd rooms free] and 50% off an additional room [23rd room at 50% discount]

MARKETING:

- All marketing material (text and images) pertaining to any Village N Life product (i.e. brochures, web listings etc), must be approved by a representative of the Village N Life sales department prior to publication.
- Should a Village N Life property feature as a stand alone product (not part of a package) on any online marketing material, all rates below Rack or BAR should be noted as a special offer, alternatively only the Rack or BAR rate may be featured.
- Village N Life will not accept any responsibility for misrepresentation.

VILLAGE N LIFE HOTELS: RATES 2022 - 2024



VILLAGE N LIFE CONTACT DETAILS

TRADE SUPPORT

Tel 📞 +27 (0)21 430 4048
E-mail ✉️ res@vnltrade.com
groups@vnltrade.com
Web 🌐 www.vnltrade.com

TRADE RELATIONSHIP MANAGER

Jaco de Villiers
Tel 📞 +27 (0)71 617 1619
E-mail ✉️ trm@villagenlife.com

SALES SUPPORT

Tel 📞 +27 (0)21 430 4047
E-mail ✉️ support@vnltrade.com
Web 🌐 www.vnltrade.com

ACCOUNTS

Tel 📞 +27 (0)87 743 2410
E-mail ✉️ debtors@vnlhospitality.co.za

THE BAY HOTEL CONTACT DETAILS

Tel 📞 +27 (0)21 430 4444
Web 🌐 www.thebayhotel.com
Physical Address 69 Victoria Road, Camps Bay

BANKING DETAILS

Account Name The Bay Hotel (Pty) Ltd
Bank Nedbank
Branch Winelands
Branch Code 198765
Current Account 1146025386