

VILLAGE N LIFE HOTELS: RATES 2022 - 2023



ROOMS 78

Padel Mountain View	15	Views of Padel Court, Table Mountain and the Twelve Apostles mountain range. Sleeps 2 + 1
Pool Club	8	Located around the main pool, these rooms offer direct access to the pool from a private patio. Sleeps 2 + 1
Sea and Mountain	6	North facing with views of Lions Head and side sea views, two of which are wheelchair friendly equipped. Sleeps 2 + 1
Mountain Spa Suites	3	These double sized rooms boast exclusive interiors, private spa baths and expansive balconies with mountain views. Sleeps 2 + 2
Sea and Pool	8	North facing rooms with views of Lions Head and partial sea views overlooking the main pool area. Sleeps 2 + 1
Cabana Pool Club	12	Located on the ground floor with sea views, enjoyed from the private and spacious patio. Sleeps 2 + 1
Sea View	19	Direct sea views overlooking the Atlantic Ocean which can be enjoyed from a balcony. Sleeps 2 + 1
Sea View Special	1	Views of the beach, sea with a balcony and north facing views of Lions Head from bay window. Sleeps 2 + 1
Corner Sea and Spa	2	Spacious sea-facing rooms with a comfortable private balcony and outdoor spa bath. 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. 76m2 Sleeps 2 + 1
Sea Spa Suite	1	Spacious interiors, balconies with spa bath and beach and sea views. 80 - 90m2 Sea Spa Suite 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 The Penthouse is 160 m ² of sheer sea-facing splendour. 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 2 + 1
Sea and Mountain Three Bedroom Family Inter-lead	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.
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

DOMESTIC 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 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
Sea View Special	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
FAMILY ROOMS				
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)	R1 000	R1 450	R2 000	R1 800
Cot (0-2yrs)	R 250	R 300	R 400	R 350

STO nett rates 20%

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 2 250	R 3 624	R 5 100	R 4 572
Pool Club	R 2 436	R 4 008	R 5 580	R 5 004
Sea and Mountain	R 2 436	R 4 008	R 5 580	R 5 004
Mountain Spa Suites	R 2 952	R 4 950	R 6 912	R 6 288
Sea and Pool	R 2 952	R 4 950	R 6 912	R 6 288
Cabana Pool Club	R 3 240	R 5 166	R 7 284	R 6 480
Sea View	R 3 402	R 5 448	R 7 656	R 6 684
Sea View Special	R 3 402	R 5 448	R 7 656	R 6 684
Corner Sea and Spa	R 4 092	R 6 804	R 9 552	R 8 568
Sky Panoramic Suite	R 4 944	R 8 220	R 11 460	R 10 332
Sea Spa Suite	R 4 944	R 8 220	R 11 460	R 10 332
Sea Spa Suite Special	R 4 944	R 8 220	R 11 460	R 10 332
Sky Penthouse	R 7 428	R 12 072	R 17 550	R 15 570
Children Sharing	Per Child	Per Child	Per Child	Per Child
Sofa / Daybed (3-14yrs)	R1 000	R1 450	R2 000	R1 800
Cot (0-2yrs)	R250	R300	R400	R350



ROOMS		78
Padel Mountain View	15	Views of Padel Court, Table Mountain and the Twelve Apostles mountain range. Sleeps 2 + 1
Pool Club	8	Located around the main pool, these rooms offer direct access to the pool from a private patio. Sleeps 2 + 1
Sea and Mountain	6	North facing with views of Lions Head and side sea views, two of which are wheelchair friendly equipped. Sleeps 2 + 1
Mountain Spa Suites	3	These double sized rooms boast exclusive interiors, private spa baths and expansive balconies with mountain views. Sleeps 2 + 2
Sea and Pool	8	North facing rooms with views of Lions Head and partial sea views overlooking the main pool area. Sleeps 2 + 1
Cabana Pool Club	12	Located on the ground floor with sea views, enjoyed from the private and spacious patio. Sleeps 2 + 1
Sea View	19	Direct sea views overlooking the Atlantic Ocean which can be enjoyed from a balcony. Sleeps 2 + 1
Sea View Special	1	Views of the beach, sea with a balcony and north facing views of Lions Head from bay window. Sleeps 2 + 1
Corner Sea and Spa	2	Spacious sea-facing rooms with a comfortable private balcony and outdoor spa bath. 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. 76m2 Sleeps 2 + 1
Sea Spa Suite	1	Spacious interiors, balconies with spa bath and beach and sea views. 80 - 90m2 Sea Spa Suite 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 The Penthouse is 160 m² of sheer sea-facing splendour. 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

DOMESTIC 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	R3 008	R4 845	R5 715	R6 698	R5 715
Pool Club	R3 255	R5 363	R6 690	R7 463	R6 690
Sea and Mountain	R3 255	R5 363	R6 690	R7 463	R6 690
Mountain Spa Suites	R3 945	R6 623	R8 408	R9 248	R8 408
Sea and Pool	R3 945	R6 623	R8 408	R9 248	R8 408
Cabana Pool Club	R4 335	R6 908	R8 670	R9 743	R8 670
Sea View	R4 553	R7 290	R8 940	R10 238	R8 940
Corner Sea and Spa	R5 475	R9 098	R11 460	R12 773	R11 460
Sky Panoramic Suite	R6 615	R10 995	R13 823	R15 330	R13 823
Sea Spa Suite	R6 615	R10 995	R13 823	R15 330	R13 823
Sea Spa Suite Special	R6 615	R10 995	R14 948	R16 455	R14 948
Sky Penthouse	R9 938	R16 148	R20 828	R23 475	R20 828
FAMILY ROOMS					
Mountain View Family Inter-leading	R6 023	R9 698	R12 233	R13 643	R12 233
Cabana Pool Club Family Inter-leading	R8 670	R13 823	R17 333	R19 485	R17 333
Sea and Mountain Three Bedroom Family Inter-leading	R9 773	R16 080	R20 078	R22 388	R20 078
Sea Spa Suite Two Bedroom Family Inter-leading	R13 223	R21 990	R27 638	R30 653	R27 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)	R 0	R 0	R 0	R 0	R 0

STO nett rates 20%

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 2 406	R 3 876	R 4 572	R 5 358	R 4 572
Pool Club	R 2 604	R 4 290	R 5 352	R 5 970	R 5 352
Sea and Mountain	R 2 604	R 4 290	R 5 352	R 5 970	R 5 352
Mountain Spa Suites	R 3 156	R 5 298	R 6 726	R 7 398	R 6 726
Sea and Pool	R 3 156	R 5 298	R 6 726	R 7 398	R 6 726
Cabana Pool Club	R 3 468	R 5 526	R 6 936	R 7 794	R 6 936
Sea View	R 3 642	R 5 832	R 7 152	R 8 190	R 7 152
Corner Sea and Spa	R 4 380	R 7 278	R 9 168	R 10 218	R 9 168
Sky Panoramic Suite	R 5 292	R 8 796	R 11 058	R 12 264	R 11 058
Sea Spa Suite	R 5 292	R 8 796	R 11 058	R 12 264	R 11 058
Sea Spa Suite Special	R 5 292	R 8 796	R 11 958	R 13 164	R 11 958
Sky Penthouse	R 7 950	R 12 918	R 16 662	R 18 780	R 16 662
FAMILY ROOMS					
Mountain View Family Inter-leading	R 4 818	R 7 758	R 9 786	R 10 914	R 9 786
Cabana Pool Club Family Inter-leading	R 6 936	R 11 058	R 13 866	R 15 588	R 13 866
Cot (0-2yrs)	R 0	R 0	R 0	R 0	R 0

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

VNL Trade Support	TEL: +27 (0) 21 437 9700	+27 (0) 21 437 9700	EMAIL: res@thebayhotel.com
			WEB: www.thebayhotel.com

VILLAGE N LIFE HOTELS: RATES 2021 - 2023



VILLAGE N LIFE TERMS & CONDITIONS

VALIDITY: 1 May 2022 - 30 April 2024

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)

- 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 2021 - 2023



20%

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.
- 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

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

VILLAGE N LIFE HOTELS: RATES 2022 - 2024



THE · BAY · HOTEL
Cape Town

20%

20%