



**ROOMS** 78

Padel Mountain View	15	Overlooks the action on the Padel Courts with mountain views. Features a Juliette balcony. (44m <sup>2</sup> ) Sleeps 2+1
Pool Club	8	Located around the main pool, these rooms offer direct access to the pool from a private patio. (44m <sup>2</sup> ) Sleeps 2+1
Sea and Mountain	6	Views of the beach, sea and Lion's Head Mountain. (40m <sup>2</sup> ) Sleeps 2+1
Mountain View Suites	3	Feature either spa bath or romantic outdoor bath and expansive balconies with mountain views. (60m <sup>2</sup> ) Sleeps 2+2
Sea and Pool	8	Balconies overlooking the main pool area with views of the sea and Lions Head mountain. 44m <sup>2</sup> Sleeps 2 + 1 child
Cabana Pool Club	12	Walkout to patios, gardens and pools with sea views. (44m <sup>2</sup> ) Sleeps 2+1
Sea View	20	Views of the beach, sea and with a balcony. (44m <sup>2</sup> ) Sleeps 2+1
Corner Sea View Suite	2	Spacious sea-facing rooms with a balcony and romantic outdoor bath. (60m <sup>2</sup> ) Sleeps 2+1
Sky Panoramic Suite	1	Beach, sea and North facing views of Lion's Head from your suite and two balconies with romantic outdoor bath. (76m <sup>2</sup> ) Sleeps 2+1
Sea View Suite	1	Spacious interiors, balconies with romantic outdoor bath and beach and sea views. (80 - 90m <sup>2</sup> ) Sleeps 2+2
Sea and Mountain Suite	1	Spacious interior with dining area, lounge, and views of the beach, sea and Lion's Head. Features a balcony with romantic outdoor 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 <sup>2</sup> ) Sleeps 2+2
Mountain View Family Friendly	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 Friendly	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 Friendly	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 View Suite Two Bedroom Family Friendly	1	Spacious interior with dining area, lounge, and views of the beach, sea and Lion's Head. Features two balconies each with romantic outdoor bath. Consists of Sea View Suite and Sea and Mountain Suite with shared front door. Sleeps 4

**INTERNATIONAL RACK RATES**

ROOM TYPE	1 May '24 - 31 Aug '24	1 Sept '24 - 31 Oct '24	1 Nov '24 - 12 Dec '24	13 Dec '24 - 04 Jan '25	05 Jan '25 - 30 Apr '25 (*)
	Per Room	Per Room	Per Room	Per Room	Per Room
Padel Mountain View	R4 610	R7 110	R8 380	R10 470	R8 380
Pool Club	R4 990	R7 870	R9 810	R11 460	R9 810
Sea and Mountain	R4 990	R7 870	R9 810	R11 460	R9 810
Mountain View Suites	R6 050	R9 710	R12 330	R14 190	R12 330
Sea and Pool	R6 050	R9 710	R12 330	R14 190	R12 330
Cabana Pool Club	R6 650	R10 130	R12 720	R14 960	R12 720
Sea View	R6 980	R10 690	R13 110	R15 720	R13 110
Corner Sea View Suite	R8 400	R13 340	R16 810	R19 610	R16 810
Sky Panoramic Suite	R10 140	R16 130	R20 270	R23 530	R20 270
Sea View Suite	R10 140	R16 130	R20 270	R23 530	R20 270
Sea and Mountain Suite	R10 990	R17 630	R21 920	R25 180	R21 920
Sky Penthouse	R15 240	R23 680	R30 550	R36 040	R30 550
<b>FAMILY ROOMS</b>					
Mountain View Family Friendly	R9 230	R14 220	R17 940	R20 940	R17 940
Cabana Pool Club Family Friendly	R13 290	R20 270	R25 420	R29 910	R25 420
Sea and Mountain Three Bedroom Family Friendly	R14 980	R23 580	R29 450	R34 380	R29 450
Sea View Suite Two Bedroom Family Friendly	R20 270	R32 250	R40 540	R47 060	R40 540
<b>Children Sharing</b>	<b>Per Child</b>	<b>Per Child</b>	<b>Per Child</b>	<b>Per Child</b>	<b>Per Child</b>
Sofa / Daybed (3-14yrs)	R1 150	R1 600	R1 980	R2 200	R1 980
Cot (0-2yrs)	R 0	R 0	R 0	R 0	R 0



ROOM TYPE	30%		25%		
	1 May '24 - 31 Aug '24	1 Sept '24 - 31 Oct '24	1 Nov '24 - 12 Dec '24	13 Dec '24 - 04 Jan '25	05 Jan '25 - 30 Apr '25 (*)
	Per Room	Per Room	Per Room	Per Room	Per Room
Padel Mountain View	R3 227	R4 977	R5 866	R7 853	R5 866
Pool Club	R3 493	R5 509	R6 867	R8 595	R6 867
Sea and Mountain	R3 493	R5 509	R6 867	R8 595	R6 867
Mountain View Suites	R4 235	R6 797	R8 631	R10 643	R8 631
Sea and Pool	R4 235	R6 797	R8 631	R10 643	R8 631
Cabana Pool Club	R4 655	R7 091	R8 904	R11 220	R8 904
Sea View	R4 886	R7 483	R9 177	R11 790	R9 177
Corner Sea View Suite	R5 880	R9 338	R11 767	R14 708	R11 767
Sky Panoramic Suite	R7 098	R11 291	R14 189	R17 648	R14 189
Sea View Suite	R7 098	R11 291	R14 189	R17 648	R14 189
Sea and Mountain Suite	R7 693	R12 341	R15 344	R18 885	R15 344
Sky Penthouse	R10 668	R16 576	R21 385	R27 030	R21 385
<b>FAMILY ROOMS</b>					
Mountain View Family Friendly	R6 461	R9 954	R12 558	R15 705	R12 558
Cabana Pool Club Family Friendly	R9 303	R14 189	R17 794	R22 433	R17 794
Sea and Mountain Three Bedroom Family Friendly	R10 486	R16 506	R20 615	R25 785	R20 615
Sea View Suite Two Bedroom Family Friendly	R14 189	R22 575	R28 378	R35 295	R28 378
<b>Children Sharing</b>	<b>Per Child</b>	<b>Per Child</b>	<b>Per Child</b>	<b>Per Child</b>	<b>Per Child</b>
Sofa / Daybed (3-14yrs)	R1 150	R1 600	R1 980	R2 200	R1 980
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	EMAIL: <a href="mailto:res@vnltrade.com">res@vnltrade.com</a> WEB: <a href="http://www.thebayhotel.com">www.thebayhotel.com</a>
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**ROOMS** 78

Padel Mountain View	15	Overlooks the action on the Padel Courts with mountain views. Features a Juliette balcony. (44m <sup>2</sup> ) Sleeps 2+1
Pool Club	8	Located around the main pool, these rooms offer direct access to the pool from a private patio. (44m <sup>2</sup> ) Sleeps 2+1
Sea and Mountain	6	Views of the beach, sea and Lion's Head Mountain. (40m <sup>2</sup> ) Sleeps 2+1
Mountain View Suites	3	Feature either spa bath or romantic outdoor bath and expansive balconies with mountain views. (60m <sup>2</sup> ) Sleeps 2+2
Sea and Pool	8	Balconies overlooking the main pool area with views of the sea and Lions Head mountain. 44m <sup>2</sup> Sleeps 2 + 1 child
Cabana Pool Club	12	Walkout to patios, gardens and pools with sea views. (44m <sup>2</sup> ) Sleeps 2+1
Sea View	20	Views of the beach, sea and with a balcony. (44m <sup>2</sup> ) Sleeps 2+1
Corner Sea View Suite	2	Spacious sea-facing rooms with a balcony and romantic outdoor bath. (60m <sup>2</sup> ) Sleeps 2+1
Sky Panoramic Suite	1	Beach, sea and North facing views of Lion's Head from your suite and two balconies with romantic outdoor bath. (76m <sup>2</sup> ) Sleeps 2+1
Sea View Suite	1	Spacious interiors, balconies with romantic outdoor bath and beach and sea views. (80 - 90m <sup>2</sup> ) Sleeps 2+2
Sea and Mountain Suite	1	Spacious interior with dining area, lounge, and views of the beach, sea and Lion's Head. Features a balcony with romantic outdoor 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 <sup>2</sup> ) Sleeps 2+2
Mountain View Family Friendly	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 Friendly	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 Friendly	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 View Suite Two Bedroom Family Friendly	1	Spacious interior with dining area, lounge, and views of the beach, sea and Lion's Head. Features two balcony's each with romantic outdoor bath. Consists of Sea View Suite and Sea and Mountain Suite with shared front door. Sleeps 4

**INTERNATIONAL RACK RATES**

ROOM TYPE	1 May '25 - 31 Aug '25	1 Sept '25 - 31 Oct '25	1 Nov '25 - 11 Dec '25	12 Dec '25 - 10 Jan '26 (*)	11 Jan '26 - 31 Jan '26	1 Feb '26 - 28 Feb '26 (*)	1 Mar '26 - 30 Apr '26
	Per Room	Per Room	Per Room	Per Room	Per Room	Per Room	Per Room
Padel Mountain View	R5 160	R7 960	R9 640	R13 610	R9 640	R13 610	R9 640
Pool Club	R5 590	R8 810	R11 280	R14 900	R11 280	R14 900	R11 280
Sea and Mountain	R5 590	R8 810	R11 280	R14 900	R11 280	R14 900	R11 280
Mountain View Suites	R6 780	R10 880	R14 180	R18 450	R14 180	R18 450	R14 180
Sea and Pool	R6 780	R10 880	R14 180	R18 450	R14 180	R18 450	R14 180
Cabana Pool Club	R7 450	R11 350	R14 630	R19 450	R14 630	R19 450	R14 630
Sea View	R7 820	R11 970	R15 080	R20 440	R15 080	R20 440	R15 080
Corner Sea View Suite	R9 410	R14 940	R19 330	R25 490	R19 330	R25 490	R19 330
Sky Panoramic Suite	R11 360	R18 070	R23 310	R30 590	R23 310	R30 590	R23 310
Sea View Suite	R11 360	R18 070	R23 310	R30 590	R23 310	R30 590	R23 310
Sea and Mountain Suite	R12 310	R19 750	R25 210	R32 730	R25 210	R32 730	R25 210
Sky Penthouse	R17 070	R26 520	R35 130	R46 850	R35 130	R46 850	R35 130
<b>FAMILY ROOMS</b>							
Mountain View Family Friendly	R10 340	R15 930	R20 630	R27 220	R20 630	R27 220	R20 630
Cabana Pool Club Family Friendly	R14 880	R22 700	R29 230	R38 880	R29 230	R38 880	R29 230
Sea and Mountain Three Bedroom Family Friendly	R16 780	R26 410	R33 870	R44 690	R33 870	R44 690	R33 870
Sea View Suite Two Bedroom Family Friendly	R22 700	R36 120	R46 620	R61 180	R46 620	R61 180	R46 620
<b>Children Sharing</b>	<b>Per Child</b>	<b>Per Child</b>	<b>Per Child</b>	<b>Per Child</b>	<b>Per Child</b>	<b>Per Child</b>	<b>Per Child</b>
Sofa / Daybed (3-14yrs)	R1 290	R1 790	R2 280	R2 860	R2 860	R2 860	R2 280
Cot (0-2yrs)	R 0	R 0	R 0	R 0	R 0	R 0	R 0

**STO nett rates** 30%

ROOM TYPE	1 May '25 - 31 Aug '25	1 Sept '25 - 31 Oct '25	1 Nov '25 - 11 Dec '25	12 Dec '25 - 10 Jan '26 (*)	11 Jan '26 - 31 Jan '26	1 Feb '26 - 28 Feb '26 (*)	1 Mar '26 - 30 Apr '26
	Per Room	Per Room	Per Room	Per Room	Per Room	Per Room	Per Room
Padel Mountain View	R3 612	R5 572	R6 748	R9 527	R6 748	R9 527	R6 748
Pool Club	R3 913	R6 167	R7 896	R10 430	R7 896	R10 430	R7 896
Sea and Mountain	R3 913	R6 167	R7 896	R10 430	R7 896	R10 430	R7 896
Mountain View Suites	R4 746	R7 616	R9 926	R12 915	R9 926	R12 915	R9 926
Sea and Pool	R4 746	R7 616	R9 926	R12 915	R9 926	R12 915	R9 926
Cabana Pool Club	R5 215	R7 945	R10 241	R13 615	R10 241	R13 615	R10 241
Sea View	R5 474	R8 379	R10 556	R14 308	R10 556	R14 308	R10 556
Corner Sea View Suite	R6 587	R10 458	R13 531	R17 843	R13 531	R17 843	R13 531
Sky Panoramic Suite	R7 952	R12 649	R16 317	R21 413	R16 317	R21 413	R16 317
Sea View Suite	R7 952	R12 649	R16 317	R21 413	R16 317	R21 413	R16 317
Sea and Mountain Suite	R8 617	R13 825	R17 647	R22 911	R17 647	R22 911	R17 647
Sky Penthouse	R11 949	R18 564	R24 591	R32 795	R24 591	R32 795	R24 591
<b>FAMILY ROOMS</b>							
Mountain View Family Friendly	R7 238	R11 151	R14 441	R19 054	R14 441	R19 054	R14 441
Cabana Pool Club Family Friendly	R10 416	R15 890	R20 461	R27 216	R20 461	R27 216	R20 461
Sea and Mountain Three Bedroom Family Friendly	R11 746	R18 487	R23 709	R31 283	R23 709	R31 283	R23 709
Sea View Suite Two Bedroom Family Friendly	R15 890	R25 284	R32 634	R42 826	R32 634	R42 826	R32 634
<b>Children Sharing</b>	<b>Per Child</b>	<b>Per Child</b>	<b>Per Child</b>	<b>Per Child</b>	<b>Per Child</b>	<b>Per Child</b>	<b>Per Child</b>
Sofa / Daybed (3-14yrs)	R1 290	R1 790	R2 280	R2 860	R2 280	R2 860	R2 280
Cot (0-2yrs)	R 0	R 0	R 0	R 0	R 0	R 0	R 0

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



**VILLAGE N LIFE TERMS & CONDITIONS**

VALIDITY: 01 May 2024 - 30 April 2026

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 breakfast.
- A 3-night minimum length of stay applies during **Festive Peak period** noted below.
  - 13 Dec '24 - 04 Jan '25 (Festive)
  - 12 Dec '25 - 10 Jan '26 (Festive)
- Peak deposit and cancellation policy applies over the following rate periods as noted below.
 

13 Dec '24 - 04 Jan '25 (Festive)	02 Feb - 08 Feb '25 (Mining Indaba)
12 Dec '25 - 10 Jan '26 (Festive)	01 Feb - 28 Feb '26 (Full month)
- 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 View Suite, Sea and Mountain Suite** and 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 your Village N Life Trade Account Executive to confirm your commission structure.
- BAR rates are not combinable with any special offers or exclusive value adds.



**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 DEPOSIT**

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 Village N Life 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)21 437 9700  
E-mail ✉️ [res@vnltrade.com](mailto:res@vnltrade.com)  
[groups@vnltrade.com](mailto:groups@vnltrade.com)  
Web 🌐 [www.vnltrade.com](http://www.vnltrade.com)

#### SALES SUPPORT

Tel 📞 +27 (0)21 437 9700  
E-mail ✉️ [support@vnltrade.com](mailto:support@vnltrade.com)  
Web 🌐 [www.vnltrade.com](http://www.vnltrade.com)

#### ACCOUNTS

Tel 📞 +27 (0)21 430 4410  
E-mail ✉️ [debtors@vnlhospitality.co.za](mailto:debtors@vnlhospitality.co.za)

#### HEAD OF TRADE

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

#### TRADE ACCOUNT EXECUTIVE

Aaminah van Oudtshoorn  
Tel 📞 +27 (0)81 049 4059  
E-mail ✉️ [tradeexec@vnltrade.com](mailto:tradeexec@vnltrade.com)

### THE BAY HOTEL CONTACT DETAILS

Tel 📞 +27 (0)21 430 4444  
Web 🌐 [www.thebayhotel.com](http://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

30%