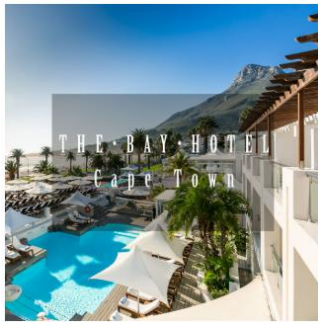




69 Victoria Rd, Camps Bay, Cape Town, 8001, South Africa
 REG NO: 2017/076915/07
 VAT NO: 4380279911

TRADE PARTNERSHIP STO20 RATES

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Email: bookings@thebayhotel.com

Web: www.thebayhotel.com

Marketing Collateral: [WETU iBrochure](#) | [Property Fact Sheet](#)

Connectivity: Tourplan-[ZAF-CAP000790](#) | NightsBridge-[14940](#)

THE BAY HOTEL 2026 / 2027

ROOMS & SUITES 78 KEYS CHECK IN TIME 14H00 CHECK OUT TIME 11H00	1 May '26 – 31 Aug '26	1 Sept '26 – 31 Oct '26	1 Nov '26 – 11 Dec '26	12 Dec '26 – 10 Jan '27 (*)	11 Jan '27 – 31 Jan '27	1 Feb '27 – 28 Feb '27 (*)	1 Mar '27 – 30 Apr '27
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ROOMS

Mountain View Room Overlooks the action on the Padel Courts with mountain views. Features a Juliette balcony.	12 Units Sleeps 2 + 1	44m ² King / Twin	R5 216	R7 800	R9 536	R12 904	R9 536	R12 904	R9 536
Pool Club Room Located around the main pool, these rooms offer direct access to the pool from a private patio.	8 Units Sleeps 2 + 1	44m ² King / Twin	R5 424	R8 408	R10 672	R13 664	R10 672	R13 664	R10 672
Sea and Mountain Room Views of the beach, sea and Lion's Head Mountain.	5 Units Sleeps 2 + 1	44m ² King / Twin	R5 424	R8 408	R10 672	R13 664	R10 672	R13 664	R10 672
Sea and Pool Room Balconies overlooking the main pool area with views of the sea and Lions Head mountain.	8 Units Sleeps 2 + 1	44m ² King / Twin	R6 224	R10 392	R13 544	R16 968	R13 544	R16 968	R13 544
Cabana Room Walkout to patios, gardens and pools with sea views.	11 Units Sleeps 2 + 1	44m ² King / Twin	R7 080	R10 840	R13 984	R17 600	R13 840	R17 600	R13 840
Sea View Room Views of the beach, sea and with a balcony.	20 Units Sleeps 2 + 1	44m ² King / Twin	R7 688	R11 600	R14 800	R18 752	R14 800	R18 752	R14 800

SUITES

Mountain View Suite Feature either spa bath or romantic outdoor bath and expansive balconies with mountain views.	3 Units Sleeps 2 + 2	60m ² King / Twin	R6 224	R10 392	R13 544	R16 968	R13 544	R16 968	R13 544
Corner Sea View Suite Spacious sea-facing rooms with a balcony and romantic outdoor bath.	2 Units Sleeps 2 + 1	60m ² King / Twin	R9 024	R14 288	R18 608	R23 432	R18 608	R23 672	R18 608
Sky Panoramic Suite Beach, sea and North facing views of Lion's Head from your suite and two balconies with wood-fired hot tub.	1 Unit Sleeps 2 + 1	76m ² King / Twin	R10 896	R17 304	R22 448	R28 360	R22 448	R28 360	R22 448
Sea View Suite Spacious interiors, balconies with romantic outdoor bath and beach and sea views.	1 Unit Sleeps 2 + 2	80m ² King / Twin	R10 896	R17 304	R22 448	R28 360	R22 448	R28 360	R22 448
Sea and Mountain Suite Spacious interior with dining area, lounge, and views of the beach, sea and Lion's Head. Features a balcony with romantic outdoor bath.	1 Unit Sleeps 2 + 2	90m ² King / Twin	R11 800	R18 936	R24 080	R29 896	R24 080	R29 896	R24 080
Sky Penthouse With expansive and luxurious interiors, beach and sea views featuring lounge, dining area, media room, kitchenette and large balcony.	1 Unit Sleeps 2 + 2	160m ² King / Twin	R16 160	R26 528	R33 936	R42 824	R33 936	R42 824	R33 936

FAMILY ROOMS

Mountain View Interconnecting Family Room Views of Padel Court, Table Mountain and Twelve Apostles Mountain Range. Consists of two Mountain View Rooms with a shared front door and lobby.	2 Units Sleeps 4 + 2	88m ² King / Twin	R10 648	R15 920	R19 264	R26 072	R19 264	R26 072	R19 264
Cabana Interconnecting Family Room Located on the ground floor with sea views, enjoyed from the private and spacious patio. Consists of two Cabana Rooms with shared front door and lobby.	1 Unit Sleeps 4 + 2	88m ² King / Twin	R14 448	R22 120	R28 248	R35 552	R27 960	R35 552	R27 960
Sea and Mountain Interconnecting Family Room North facing with views of Lions Head and side sea views. Consisting of two Sea and Mountain Rooms with shared front door and lobby.	1 Unit Sleeps 4 + 2	88m ² King / Twin	R16 600	R25 736	R32 336	R41 408	R32 336	R41 408	R32 336
Sea View Interconnecting Family Suite 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 and lobby.	2 Units Sleeps 4 + 2	174m ² King / Twin	R22 936	R36 624	R46 528	R58 560	R46 776	R58 560	R46 776

ADDITIONAL CHARGES

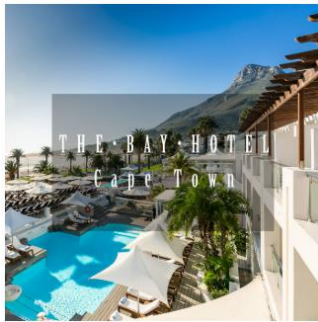
Daybed (3-14yrs)	R2 280	R2 280	R2 280	R2 280	R2 280	R2 280	R2 280
Cot (0-2yrs)	R350	R350	R350	R350	R350	R350	R350
Parking (per night)	R150	R150	R150	R150	R150	R150	R150

- (*) **Peak Period: 12 Dec '26 – 10 Jan '27** (Minimum 3 Night stay applies), **01 – 28 Feb '27** (No Minimum Night stay applies)
- No Groups Stays during PEAK PERIODS**, without EXCO approval
- A single occupancy rate is available at 15% less than the displayed room rate.**
- Rates are provided per room per night in South African Rand and **includes breakfast** and VAT. Rates are Nett & Non-Commissionable.
- Alongside fixed STO contracted rates, partners can access a **discounted Trade BAR rate, tied to our Best Available Rate**, ensuring parity during demand shifts.

Small Groups (5 – 12 rooms per night)
 - 10% refundable deposit to confirm the booking.
 - The 10% deposit becomes non-refundable 90 days prior to arrival.
 - Full payment required 60 days prior to arrival.

Large Groups (13+ rooms per night)
 - 10% refundable deposit to confirm the booking.
 - Full payment required 90 days prior to arrival.





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THE BAY HOTEL 2027 / 2028

ROOMS & SUITES 78 KEYS CHECK IN TIME 14H00 CHECK OUT TIME 11H00	1 May '27 – 31 Aug '27	1 Sept '27 – 31 Oct '27	1 Nov '27 – 14 Dec '27	15 Dec '27 – 8 Jan '28 (*)	9 Jan '28 – 31 Jan '28	1 Feb '28 – 29 Feb '28 (*)	1 Mar '28 – 30 Apr '28
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ROOMS

Mountain View Room Overlooks the action on the Padel Courts with mountain views. Features a Juliette balcony.	12 Units Sleeps 2 + 1	44m ² King / Twin	R6 000	R8 960	R10 960	R14 840	R10 960	R14 840	R10 960
Pool Club Room Located around the main pool, these rooms offer direct access to the pool from a private patio.	8 Units Sleeps 2 + 1	44m ² King / Twin	R6 400	R9 920	R12 592	R16 128	R12 592	R16 128	R12 592
Sea and Mountain Room Views of the beach, sea and Lion's Head Mountain.	5 Units Sleeps 2 + 1	44m ² King / Twin	R6 400	R9 920	R12 592	R16 128	R12 592	R16 128	R12 592
Sea and Pool Room Balconies overlooking the main pool area with views of the sea and Lions Head mountain.	8 Units Sleeps 2 + 1	44m ² King / Twin	R6 848	R10 960	R14 896	R18 664	R14 896	R18 664	R14 896
Cabana Room Walkout to patios, gardens and pools with sea views.	11 Units Sleeps 2 + 1	44m ² King / Twin	R8 360	R12 800	R16 504	R20 760	R16 504	R20 760	R16 504
Sea View Room Views of the beach, sea and with a balcony.	20 Units Sleeps 2 + 1	44m ² King / Twin	R9 040	R13 680	R17 440	R22 080	R17 440	R22 080	R17 440

SUITES

Mountain View Suite Feature either spa bath or romantic outdoor bath and expansive balconies with mountain views.	3 Units Sleeps 2 + 2	60m ² King / Twin	R6 848	R10 960	R14 896	R18 664	R14 896	R18 664	R14 896
Corner Sea View Suite Spacious sea-facing rooms with a balcony and romantic outdoor bath.	2 Units Sleeps 2 + 1	60m ² King / Twin	R10 120	R16 000	R20 840	R26 240	R20 840	R26 240	R20 840
Sky Panoramic Suite Beach, sea and North facing views of Lion's Head from your suite and two balconies with wood-fired hot tub.	1 Unit Sleeps 2 + 1	76m ² King / Twin	R12 200	R19 384	R25 144	R31 760	R25 144	R31 760	R25 144
Sea View Suite Spacious interiors, balconies with romantic outdoor bath and beach and sea views.	1 Unit Sleeps 2 + 2	80m ² King / Twin	R12 200	R19 384	R25 144	R31 760	R25 144	R31 760	R25 144
Sea and Mountain Suite Spacious interior with dining area, lounge, and views of the beach, sea and Lion's Head. Features a balcony with romantic outdoor bath.	1 Unit Sleeps 2 + 2	90m ² King / Twin	R13 200	R21 200	R26 960	R33 480	R26 960	R33 480	R26 960
Sky Penthouse With expansive and luxurious interiors, beach and sea views featuring lounge, dining area, media room, kitchenette and large balcony.	1 Unit Sleeps 2 + 2	160m ² King / Twin	R17 760	R29 200	R37 320	R47 120	R37 320	R47 120	R37 320

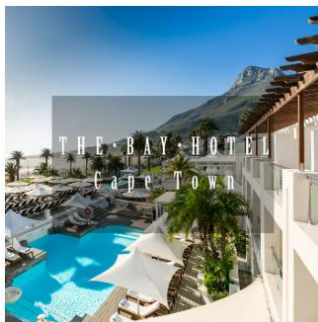
FAMILY ROOMS

Mountain View Interconnecting Family Room Views of Padel Court, Table Mountain and Twelve Apostles Mountain Range. Consists of two Mountain View Rooms with a shared front door and lobby.	2 Units Sleeps 4 + 2	88m ² King / Twin	R12 000	R17 920	R21 920	R29 680	R21 920	R29 680	R21 920
Cabana Interconnecting Family Room Located on the ground floor with sea views, enjoyed from the private and spacious patio. Consists of two Cabana Rooms with shared front door and lobby.	1 Unit Sleeps 4 + 2	88m ² King / Twin	R16 720	R25 600	R33 008	R41 520	R33 008	R41 520	R33 008
Sea and Mountain Interconnecting Family Room North facing with views of Lions Head and side sea views. Consisting of two Sea and Mountain Rooms with shared front door and lobby.	1 Unit Sleeps 4 + 2	88m ² King / Twin	R12 800	R19 840	R25 184	R32 256	R25 184	R32 256	R25 184
Sea View Interconnecting Family Suite 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 and lobby.	2 Units Sleeps 4 + 2	174m ² King / Twin	R25 400	R40 584	R52 104	R65 240	R52 104	R65 240	R52 104

ADDITIONAL CHARGES

Daybed (3-14yrs)	R2 600	R2 600	R2 600	R2 600	R2 600	R2 600	R2 600
Cot (0-2yrs)	R500	R500	R500	R500	R500	R500	R500
Parking (per night)	R250	R250	R250	R250	R250	R250	R250

- (*) **Peak Period: 15 Dec '27 – 08 Jan '28** (Minimum 3 Night stay applies), **01 – 29 Feb '28** (No Minimum Night applies)
- No Groups Stays during PEAK PERIODS**, without EXCO approval
- A single occupancy rate is available at 15% less than the displayed room rate.**
- Rates are provided per room per night in South African Rand and **includes breakfast** and VAT Rates are Nett & Non-Commissionable.
- Alongside fixed STO contracted rates, partners can access a **discounted Trade BAR rate, tied to our Best Available Rate**, ensuring parity during demand shifts.
 - Small Groups (5 – 12 rooms per night)**
 - 10% refundable deposit to confirm the booking.
 - The 10% deposit becomes non-refundable 90 days prior to arrival.
 - Full payment required 60 days prior to arrival.
 - Large Groups (13+ rooms per night)**
 - 10% refundable deposit to confirm the booking.
 - Full payment required 90 days prior to arrival.



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TRADE PARTNERSHIP RATE SHEET

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STAY SAVE PROMOTION

STAY WINDOW: 1 May '26 - 31 Aug '26

ROOMS

Mountain View Room Overlooks the action on the Padel Courts with mountain views. Features a Juliette balcony.	N/A
Pool Club Room Located around the main pool, these rooms offer direct access to the pool from a private patio.	N/A
Sea and Mountain Room Views of the beach, sea and Lion's Head Mountain.	N/A
Sea and Pool Room Balconies overlooking the main pool area with views of the sea and Lions Head mountain.	Stay 3+ / Save 20%
Cabana Room Walkout to patios, gardens and pools with sea views.	Stay 3+ / Save 20%
Sea View Room Views of the beach, sea and with a balcony.	Stay 3+ / Save 20%

SUITES

Mountain View Suite Feature either spa bath or romantic outdoor bath and expansive balconies with mountain views.	Stay 3+ / Save 20%
Corner Sea View Suite Spacious sea-facing rooms with a balcony and romantic outdoor bath.	Stay 3+ / Save 20%
Sky Panoramic Suite Beach, sea and North facing views of Lion's Head from your suite and two balconies with wood-fired hot tub.	Stay 3+ / Save 20%
Sea View Suite Spacious interiors, balconies with romantic outdoor bath and beach and sea views.	Stay 3+ / Save 20%
Sea and Mountain Suite Spacious interior with dining area, lounge, and views of the beach, sea and Lion's Head. Features a balcony with romantic outdoor bath.	Stay 3+ / Save 20%
Sky Penthouse With expansive and luxurious interiors, beach and sea views featuring lounge, dining area, media room, kitchenette and large balcony.	Stay 3+ / Save 20%

FAMILY ROOMS

Mountain View Interconnecting Family Room Views of Padel Court, Table Mountain and Twelve Apostles Mountain Range. Consists of two Mountain View Rooms with a shared front door and lobby.	Stay 3+ / Save 20%
Cabana Interconnecting Family Room Located on the ground floor with sea views, enjoyed from the private and spacious patio. Consists of two Cabana Rooms with shared front door and lobby.	Stay 3+ / Save 20%
Sea and Mountain Interconnecting Family Room North facing with views of Lions Head and side sea views. Consisting of two Sea and Mountain Rooms with shared front door and lobby.	Stay 3+ / Save 20%
Sea View Interconnecting Family Suite 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 and lobby.	Stay 3+ / Save 20%

VILLAGE N LIFE STANDARD STAY 3+ / SAVE 20% CLARIFICATION

- Offer only applies to STO rates
- Save 20% on accommodation bookings with a length of stay of 3 nights or more.
- Example: (Number of nights x room rate = total room revenue) -20%

VALUE ADDS

STANDARD VALUE ADDS

Welcome drink on arrival
Discounted Mint Wellness spa voucher
Complimentary Limited arrival mini-bar

ADDITIONAL WINTER VALUE ADDS - 01 May - 31 Aug

Complimentary classification upgrade on arrival, subject to availability
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ADDITIONAL SUITE VALUE ADDS

Bottle of Wine
Snack Bowl (5 types on snacks, depends on what is available)

ADDITIONAL SKY PENTHOUSE VALUE ADDS

Snack Bowl (3 types of snacks that are available on the day plus Biltong, Chocolates & Dried Fruit)
Fresh Fruit Bowl
Cheeses Platter with Freshly Baked Sour Dough Bread, Jams & Preserves
Freshly Squeezed Juice, Fresh Milk, Soft Drinks and bottled Still/Sparkling Water
A Bottle of MCC and a Bottle of Wine, 250 ml Mini Bar (Vodka, Rum, Brandy & Whisky)

VILLAGE N LIFE STANDARD TERMS AND CONDITIONS APPLY

- Value adds only apply to STO and TBAR rates
- Offer not applicable during special events
- Offers apply at time of booking and cannot be combined with another promotion
- Village n Life reserves the right to alter or amend offers and rate periods at any time
- Offers apply to B&B only and all extras are excluded