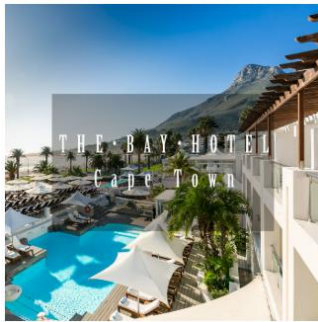




69 Victoria Rd, Camps Bay, Cape Town, 8001, South Africa
REG NO: 2017/076915/07
VAT NO: 4380279911

TRADE PARTNERSHIP STO25 RATES

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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	R4 890	R7 312	R8 940	R12 097	R8 940	R12 097	R8 940
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 085	R7 883	R10 005	R12 810	R10 005	R12 810	R10 005
Sea and Mountain Room Views of the beach, sea and Lion's Head Mountain.	5 Units Sleeps 2 + 1	44m ² King / Twin	R5 085	R7 883	R10 005	R12 810	R10 005	R12 810	R10 005
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	R5 835	R9 742	R12 697	R15 908	R12 697	R15 908	R12 697
Cabana Room Walkout to patios, gardens and pools with sea views.	11 Units Sleeps 2 + 1	44m ² King / Twin	R6 637	R10 163	R13 110	R16 500	R12 975	R16 500	R12 975
Sea View Room Views of the beach, sea and with a balcony.	20 Units Sleeps 2 + 1	44m ² King / Twin	R7 208	R10 875	R13 875	R17 580	R13 875	R17 580	R13 875

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	R5 835	R9 742	R12 697	R15 908	R12 697	R15 908	R12 697
Corner Sea View Suite Spacious sea-facing rooms with a balcony and romantic outdoor bath.	2 Units Sleeps 2 + 1	60m ² King / Twin	R8 460	R13 395	R17 445	R21 968	R17 445	R22 192	R17 445
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 215	R16 223	R21 045	R26 588	R21 045	R26 588	R21 045
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 215	R16 223	R21 045	R26 588	R21 045	R26 588	R21 045
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 063	R17 753	R22 575	R28 028	R22 575	R28 028	R22 575
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	R15 150	R24 870	R31 815	R40 148	R31 815	R40 148	R31 815

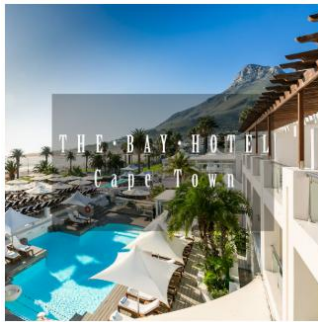
FAMILY ROOMS

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	R9 983	R14 925	R18 060	R24 442	R18 060	R24 442	R18 060
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	R13 545	R20 737	R26 482	R33 330	R26 213	R33 330	R26 213
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	R15 562	R24 127	R30 315	R38 820	R30 315	R38 820	R15 562
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	R21 503	R43 620	R54 900	R43 852	R54 900	R43 852	R54 900

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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TRADE PARTNERSHIP STO25 RATES

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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	R5 625	R8 400	R10 275	R13 913	R10 275	R13 913	R10 275
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 000	R9 300	R11 805	R15 120	R11 805	R15 120	R11 805
Sea and Mountain Room Views of the beach, sea and Lion's Head Mountain.	5 Units Sleeps 2 + 1	44m ² King / Twin	R6 000	R9 300	R11 805	R15 120	R11 805	R15 120	R11 805
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 420	R10 275	R13 965	R17 498	R13 965	R17 498	R13 965
Cabana Room Walkout to patios, gardens and pools with sea views.	11 Units Sleeps 2 + 1	44m ² King / Twin	R7 838	R12 000	R15 473	R19 463	R15 473	R19 463	R15 473
Sea View Room Views of the beach, sea and with a balcony.	20 Units Sleeps 2 + 1	44m ² King / Twin	R8 475	R12 825	R16 350	R20 700	R16 350	R20 700	R16 350

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 420	R10 275	R13 965	R17 498	R13 965	R17 498	R13 965
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 487	R15 000	R19 537	R24 600	R19 537	R24 600	R19 537
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	R11 437	R18 172	R23 572	R29 775	R23 572	R29 775	R23 572
Sea View Suite Spacious interiors, balconies with romantic outdoor bath and beach and sea views.	1 Unit Sleeps 2 + 2	80m ² King / Twin	R11 437	R18 172	R23 572	R29 775	R23 572	R29 775	R23 572
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	R12 375	R19 875	R25 275	R31 388	R25 275	R31 388	R25 275
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 650	R27 375	R34 988	R44 175	R34 988	R44 175	R34 988

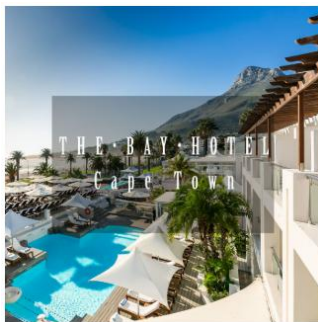
FAMILY ROOMS

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	R11 250	R16 800	R20 550	R27 825	R20 550	R27 825	R20 550
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	R15 675	R24 000	R30 945	R38 925	R30 945	R38 925	R30 945
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 000	R18 600	R23 610	R30 240	R23 610	R30 240	R23 610
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	R23 813	R38 048	R48 847	R61 162	R48 847	R61 162	R48 847

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.



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