



April 9, 2019

RE UK/EU TOUR OPERATOR RATES – 2019 NEW PROMOTION

From: Karolin Troubetzkoy, Exec Director, Marketing and Operations

Dear Product Managers,

Please find below an updated promotion for Anse Chastanet

- 1) The 35% off promotion for travel May 1-Dec 19, 2019 (new bookings only) has a new book by date of May 31, 2019**
- 2) As a reminder we have included the CONTRACTUAL free night promotions which are also valid.**

Should you have any questions, please let us know.

Regards

**Karolin Troubetzkoy
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EXTENSION OF EARLY BOOKING OFFER /30%PROMO

Booking window: Feb 15 – APRIL 30, 2019
Travel window: **Feb 12 – APRIL 30, 2019**
Minimum stay: 7 nights
Offer: 30% Off All-inclusive rates Feb 10-April 30
Offer is not combinable with other offers
RATE BASIS: AI
Room categories: Standard, Superior, Deluxe Beachside and Deluxe Hillside
Promo Code: 30EBB

Please see below the NET rates calculated with a 30% rate reduction. Rates shown below are final.
Confidential daily net rates per room, in US Dollars and inclusive
of 10 % service charge and 10 % VAT Value Added Tax

2019 Net Rates reduced by 30%	15 Feb - 13 Apr AI Double	15 Feb - 13 Apr AI Single	14 Apr- 30 April AI Double	14 Apr - 30 April AI Single
Standard	643.30	529.20	525.00	410.90
Superior Hillside	687.40	573.30	577.50	463.40
Deluxe Beachside	791.70	677.60	678.30	564.20
Deluxe Hillside	835.80	721.70	722.40	608.30

EXTRA PERSON/CHILDREN RATES - DATE BAND Feb 15 – April 30, 2019

Add to Double Room Rate PP PER NIGHT- net inclusive rates:

Adults: Add AI: US 185.50

Children: Add AI: US 98

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NEW 35% OFF PROMOTION

NEW 35% OFF PROMOTION

Booking window: Feb 15 – May 31, 2019
Travel window: May 1- Dec 21, 2019
Minimum stay: 7 nights
Offer: **35% Off** All-inclusive rates May 1-December 21
Offer is not combinable with other offers
RATE BASIS: AI
Room categories: Standard, Superior, Deluxe Beachside and Deluxe Hillside
Promo Code: **35PROMO**

Please see below the NET rates calculated with a 35% rate reduction. Rates shown below are final.
Confidential daily net rates per room, in US Dollars and inclusive of 10 % service charge and 10 % VAT Value Added Tax

2019 Net Rates reduced by 35%	1 May - 31 May AI Double	1 May - 31 May AI Single	1 Jun – 31 Oct AI Double	1 Jun – 31 Oct AI Single	01 Nov - 21 Dec AI Double	01 Nov - 21 Dec AI Single
Standard	487.50	381.55	434.85	328.90	487.50	381.55
Superior Hillside	536.25	430.30	483.60	377.65	536.25	430.30
Deluxe Beachside	629.85	523.90	568.10	462.15	629.85	523.90
Deluxe Hillside	670.80	564.85	609.05	503.10	670.80	564.85

EXTRA PERSON/CHILDREN RATES - DATE BAND May 1 – Dec 21, 2019

Add to Double Room Rate PP PER NIGHT- net inclusive rates:

Adults: Add AI: US 172.25

Children: Add AI: US 91

FAMILY SPECIAL FOR ARRIVALS BETWEEN July 15 – September 15, 2019

Months of July/August/September: Minimum age reduced to 6 years.

Children (6 - 16 years): accommodation is free on BB basis when accommodated in room of parents or single parent. Maximum number of free children is 2.

You can combine this with the 35PROMO but children will need to be charged

Meal plan supplement from BB to AI at reduced rate of US 45.50 per child per day

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REMINDER OF CONTRACTUAL FREE NIGHT PROMOS

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5HT NIGHT FREE PROMOTION

Booking window: April 1, 2018 – Dec 15, 2019
Travel window: Jan 3, 2019 – December 21, 2019 (year-round offer)
Minimum stay: 5 nights

Offer: Every 5th night free in categories Standard, Superior, Deluxe Beachside, Deluxe Hillside, Premium Hillside, Piton Pool Suite, Beach House (ALL CATEGORIES)
Offer is not combinable with 30EBB , 35PROMO or other Free Night offers

RATE BASIS: BB, MAP, FAP, AI (Meal Plans that are pre booked, will be free for free nt)
Res Advice 5THNTFREE

SUMMER PROMOTION: 3 FOR 2 AND 6 FOR 4

Booking window: April 1, 2018 – Oct 5, 2019
Travel window: July 15- October 15, 2019
Minimum stay: 3 nights

Offer: Every 3rd night free in categories Standard, Superior, Deluxe Beachside
Offer is not combinable with 30EBB , 35PROMO or other Free Night offers

RATE BASIS: BB, MAP, FAP, AI (Meal Plans that are pre booked, will be free for free nt)

Res Advice 3for2/6for4

General Information: Promotional offers/ free nights etc are only guaranteed if they appear in printing in your brochure or online on your websites and are clearly referred to on your vouchers and or reservation advice.

YEARROUND PROMOTIONS - 2019 Travel Dates

HONEYMOON SPECIAL

Honeymooners staying **5 nights** and more will receive a room upgrade subject to availability, bottle of sparkling wine and a complimentary half day sailing trip. **Combinable with all offers.**

FAMILY SPECIAL FOR ARRIVALS BETWEEN July 15 – September 15, 2019

Months of July/August/September: Minimum age reduced to 6 years.

Children (6 - 16 years): accommodation is free on BB basis when accommodated in room of parents or single parent. Maximum number of free children is 2. As per original contract was not combinable with 30EBB but now combinable with 35PROMO

Thank YOU