



# TRADE PARTNERSHIP RACK RATES

Tel: +27 (0) 21 430 4000

Email: [bookings@thebayhotel.com](mailto:bookings@thebayhotel.com)

Web: [www.thebayhotel.com](http://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
--	---------------------------	----------------------------	---------------------------	--------------------------------	----------------------------	-------------------------------	---------------------------

### ROOMS

Room Name	Units	Sleeps	Area (m <sup>2</sup> )	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
<b>Mountain View Room</b> Overlooks the action on the Padel Courts with mountain views. Features a Juliette balcony.	12 Units	Sleeps 2 + 1	44m <sup>2</sup> King / Twin	R6 520	R9 750	R11 920	R16 130	R11 920	R16 130	R11 920
<b>Pool Club Room</b> Located around the main pool, these rooms offer direct access to the pool from a private patio.	8 Units	Sleeps 2 + 1	44m <sup>2</sup> King / Twin	R6 780	R10 510	R13 340	R17 080	R13 340	R17 080	R13 340
<b>Sea and Mountain Room</b> Views of the beach, sea and Lion's Head Mountain.	5 Units	Sleeps 2 + 1	44m <sup>2</sup> King / Twin	R6 780	R10 510	R13 340	R17 080	R13 340	R17 080	R13 340
<b>Sea and Pool Room</b> Balconies overlooking the main pool area with views of the sea and Lions Head mountain.	8 Units	Sleeps 2 + 1	44m <sup>2</sup> King / Twin	R7 780	R12 440	R16 930	R21 210	R16 930	R21 210	R16 930
<b>Cabana Room</b> Walkout to patios, gardens and pools with sea views.	11 Units	Sleeps 2 + 1	44m <sup>2</sup> King / Twin	R8 850	R13 550	R17 480	R22 000	R17 300	R22 000	R17 300
<b>Sea View Room</b> Views of the beach, sea and with a balcony.	20 Units	Sleeps 2 + 1	44m <sup>2</sup> King / Twin	R9 610	R14 500	R18 500	R23 440	R18 500	R23 440	R18 670

### SUITES

Suite Name	Units	Sleeps	Area (m <sup>2</sup> )	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
<b>Mountain View Suite</b> Feature either spa bath or romantic outdoor bath and expansive balconies with mountain views.	3 Units	Sleeps 2 + 2	60m <sup>2</sup> King / Twin	R7 780	R12 440	R16 930	R21 210	R16 930	R21 210	R16 930
<b>Corner Sea View Suite</b> Spacious sea-facing rooms with a balcony and romantic outdoor bath.	2 Units	Sleeps 2 + 1	60m <sup>2</sup> King / Twin	R11 280	R17 860	R23 260	R29 290	R23 260	R29 590	R23 260
<b>Sky Panoramic Suite</b> 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 <sup>2</sup> King / Twin	R13 620	R21 630	R28 060	R35 450	R28 060	R35 450	R28 060
<b>Sea View Suite</b> Spacious interiors, balconies with romantic outdoor bath and beach and sea views.	1 Unit	Sleeps 2 + 2	80m <sup>2</sup> King / Twin	R13 620	R21 630	R28 060	R35 450	R28 060	R35 450	R28 060
<b>Sea and Mountain Suite</b> 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 <sup>2</sup> King / Twin	R14 750	R23 670	R30 100	R37 370	R30 100	R37 370	R30 100
<b>Sky Penthouse</b> 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 <sup>2</sup> King / Twin	R20 200	R33 160	R42 420	R53 530	R42 420	R53 530	R42 420

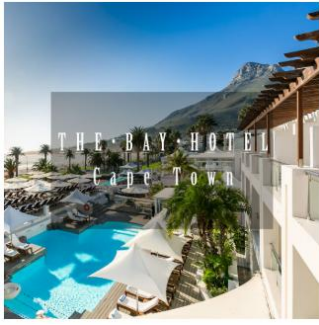
### FAMILY ROOMS

Family Room Name	Units	Sleeps	Area (m <sup>2</sup> )	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
<b>Mountain View Interconnecting Family Room</b> 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 <sup>2</sup> King / Twin	R13 310	R19 900	R24 080	R32 590	R24 080	R32 590	R24 080
<b>Cabana Interconnecting Family Room</b> 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 <sup>2</sup> King / Twin	R18 060	R27 650	R35 310	R44 440	R34 950	R44 440	R34 950
<b>Sea and Mountain Interconnecting Family Room</b> 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 <sup>2</sup> King / Twin	R20 750	R32 170	R40 420	R51 760	R40 420	R51 760	R40 420
<b>Sea View Interconnecting Family Suite</b> 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 <sup>2</sup> King / Twin	R45 780	R58 160	R73 200	R58 470	R73 200	R58 470	R73 200

### ADDITIONAL CHARGES

Charge Type	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
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.
- 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 RACK RATES

Tel: +27 (0) 21 430 4000

Email: [bookings@thebayhotel.com](mailto:bookings@thebayhotel.com)

Web: [www.thebayhotel.com](http://www.thebayhotel.com)

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

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

## 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
--	---------------------------	----------------------------	---------------------------	-------------------------------	---------------------------	-------------------------------	---------------------------

### ROOMS

Room Name	Units	Sleeps	Area	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
<b>Mountain View Room</b> Overlooks the action on the Padel Courts with mountain views. Features a Juliette balcony.	12 Units	Sleeps 2 + 1	44m <sup>2</sup> King / Twin	R7 500	R11 200	R13 700	R18 550	R13 700	R18 550	R13 700
<b>Pool Club Room</b> Located around the main pool, these rooms offer direct access to the pool from a private patio.	8 Units	Sleeps 2 + 1	44m <sup>2</sup> King / Twin	R8 000	R12 400	R15 740	R20 160	R15 740	R20 160	R15 740
<b>Sea and Mountain Room</b> Views of the beach, sea and Lion's Head Mountain.	5 Units	Sleeps 2 + 1	44m <sup>2</sup> King / Twin	R8 000	R12 400	R15 740	R20 160	R15 740	R20 160	R15 740
<b>Sea and Pool Room</b> Balconies overlooking the main pool area with views of the sea and Lions Head mountain.	8 Units	Sleeps 2 + 1	44m <sup>2</sup> King / Twin	R8 560	R13 700	R18 620	R23 330	R18 620	R23 330	R18 620
<b>Cabana Room</b> Walkout to patios, gardens and pools with sea views.	11 Units	Sleeps 2 + 1	44m <sup>2</sup> King / Twin	R10 450	R16 000	R20 630	R25 950	R20 630	R25 950	R20 630
<b>Sea View Room</b> Views of the beach, sea and with a balcony.	20 Units	Sleeps 2 + 1	44m <sup>2</sup> King / Twin	R11 300	R17 100	R21 800	R27 600	R21 800	R27 600	R21 800

### SUITES

Suite Name	Units	Sleeps	Area	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
<b>Mountain View Suite</b> Feature either spa bath or romantic outdoor bath and expansive balconies with mountain views.	3 Units	Sleeps 2 + 2	60m <sup>2</sup> King / Twin	R8 560	R13 700	R18 620	R23 330	R18 620	R23 330	R18 620
<b>Corner Sea View Suite</b> Spacious sea-facing rooms with a balcony and romantic outdoor bath.	2 Units	Sleeps 2 + 1	60m <sup>2</sup> King / Twin	R12 650	R20 000	R26 050	R32 800	R26 050	R32 800	R26 050
<b>Sky Panoramic Suite</b> 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 <sup>2</sup> King / Twin	R15 250	R24 230	R31 430	R39 700	R31 430	R39 700	R31 430
<b>Sea View Suite</b> Spacious interiors, balconies with romantic outdoor bath and beach and sea views.	1 Unit	Sleeps 2 + 2	80m <sup>2</sup> King / Twin	R15 250	R24 230	R31 430	R39 700	R31 430	R39 700	R31 430
<b>Sea and Mountain Suite</b> 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 <sup>2</sup> King / Twin	R16 500	R26 500	R33 700	R41 850	R33 700	R41 850	R33 700
<b>Sky Penthouse</b> 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 <sup>2</sup> King / Twin	R22 200	R36 500	R46 650	R58 900	R46 650	R58 900	R46 650

### FAMILY ROOMS

Family Room Name	Units	Sleeps	Area	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
<b>Mountain View Interconnecting Family Room</b> 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 <sup>2</sup> King / Twin	R15 000	R22 400	R27 400	R37 100	R27 400	R37 100	R27 400
<b>Cabana Interconnecting Family Room</b> 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 <sup>2</sup> King / Twin	R16 000	R24 800	R31 480	R40 320	R31 480	R40 320	R31 480
<b>Sea and Mountain Interconnecting Family Room</b> 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 <sup>2</sup> King / Twin	R20 900	R32 000	R41 260	R51 900	R41 260	R51 900	R41 260
<b>Sea View Interconnecting Family Suite</b> 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 <sup>2</sup> King / Twin	R31 750	R50 730	R65 130	R81 550	R65 130	R81 550	R65 130

### ADDITIONAL CHARGES

Charge Type	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
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.**
- 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 PROMOTIONS

Tel: +27 (0) 21 430 4000

Email: [bookings@thebayhotel.com](mailto:bookings@thebayhotel.com)

Web: [www.thebayhotel.com](http://www.thebayhotel.com)

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

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

## STAY SAVE PROMOTION

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

### ROOMS

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

### SUITES

<b>Mountain View Suite</b> Feature either spa bath or romantic outdoor bath and expansive balconies with mountain views.	Stay 3+ / Save 20%
<b>Corner Sea View Suite</b> Spacious sea-facing rooms with a balcony and romantic outdoor bath.	Stay 3+ / Save 20%
<b>Sky Panoramic Suite</b> 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%
<b>Sea View Suite</b> Spacious interiors, balconies with romantic outdoor bath and beach and sea views.	Stay 3+ / Save 20%
<b>Sea and Mountain Suite</b> 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%
<b>Sky Penthouse</b> 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

<b>Mountain View Interconnecting Family Room</b> 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%
<b>Cabana Interconnecting Family Room</b> 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%
<b>Sea and Mountain Interconnecting Family Room</b> 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%
<b>Sea View Interconnecting Family Suite</b> 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
--

### 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