

An aerial photograph of a tropical resort at sunset. The foreground shows a large building with a blue, multi-faceted roof, partially obscured by dense green foliage. A curved white path leads towards the building. In the middle ground, there is a sandy beach and a line of palm trees. The background features the ocean with gentle waves under a sky with soft orange and yellow hues from the setting sun.

AZUL

HOTEL & RETREAT

SALES MANUAL

20
27



OUR Property

Azul Hotel & Retreat offers the ultimate escape from the hustle and bustle of daily life, inviting you to immerse yourself in the natural beauty of Playa Azul, Guanacaste. Nestled in one of Costa Rica's untouched areas, our retreat provides an unparalleled off-the-beaten-path getaway.

Our privileged location on the southern coast of Guanacaste, a region known as the Blue Zone, ensures an unforgettable experience. Here, you can find relaxation in a serene and vibrant environment where every detail is crafted to perfection.

At Azul Hotel & Retreat, we believe in creating spaces that encourage you to disconnect from the ordinary and wander into the extraordinary. Our stunning accommodations and elegant, accessible spaces are designed with your comfort in mind, providing the perfect sanctuary for relaxation and rejuvenation.

Surrounded by beautiful beaches and lush landscapes, our hotel is a haven for those seeking a deep connection with nature and themselves. Our catered cuisine and exceptional service elevate your stay, making every moment as incredible as it can be.

Experience the essence of Azul Hotel & Retreat, where the untouched Pacific coast of Costa Rica awaits to offer you an unforgettable journey of serenity, beauty, and luxury.

OUR Accommodations

The perfect balance between comfort and tranquility. An intimate sanctuary in harmony with nature.

Immerse yourself in the beauty of nature while relaxing in the privacy of your own sanctuary. A truly captivating experience, where every detail has been thoughtfully curated to guarantee an extraordinary stay.

GARDEN DELUXE (5 units)

Located on the second floor, just 10 stairs away, a 82ft² | 25m² cozy and quite shelter that will convey a sense of intimacy and comfort. Enjoy the quietness of the balcony area, awaiting for you to relax and admire the lush garden view. Placidly rest in the Queen size bed, designed to offer the highest comfort.

Garden Deluxe Amenities

- 1 Queen size bed
- Closet
- Free Wifi
- Non-smoking
- Air conditioning
- Ceiling fans
- Private balcony with garden view and a swing chair
- 42" TV
- Hairdryer
- Iron and ironing board
- Safe
- Fully stocked minibar (not included)
- Coffee machine
- Yoga mat
- Digital glass scale





GARDEN SUPERIOR (3 units)

Located on the first floor, just five stairs above ground level, embark on the serene harmony of our 229 ft² | 70m² room, where you can enjoy a bath lined with volcanic stone with an outdoor shower. From the spacious terrace, relax in a comfortable hammock overlooking the lush garden and indulge in an unforgettable stay in perfect harmony with nature.

Garden Superior Amenities

- 1 King size bed
- 1 Double sofa bed
- Closet
- Free Wifi
- Desk
- Non-smoking
- Air conditioning
- Ceiling fans
- Private terrace with garden view and a hammock
- Outdoor shower with volcanic stones
- 42" TV
- Hairdryer
- Iron and ironing board
- Safe
- Fully stocked minibar (not included)
- Coffee machine
- Yoga mat
- Digital glass scale



GARDEN PREMIUM (4 units)

Located on the second floor, just 10 stairs away, let yourself be embraced by the harmony of our 229 ft² | 70m² room. From the spacious balcony, you can relax in a comfortable hammock and enjoy the panoramic view of the garden. Inside, a cozy king-size bed awaits you to provide restful sleep.

Garden Premium Amenities

- 1 King Bed
- 1 Single Sofa Bed
- 1 Daybed
- Closet
- Free Wifi
- Non-smoking
- Air conditioning
- Ceiling fans
- Private balcony with garden view and a hammock
- 42" TV
- Hairdryer
- Iron and ironing board
- Safe
- Fully stocked minibar (not included)
- Coffee machine
- Yoga mat
- Digital glass scale



OCEAN VIEW SUPERIOR (3 units)

Located on the first floor, just five stairs above ground level, with its generous 229 ft² | 70m² and an enviable location, let yourself be captivated by its exquisite bathroom lined with volcanic stone with an outdoor shower, where you can immerse yourself in an oasis of relaxation and connection with nature. Enjoy a spacious private terrace while marveling at the panoramic views of the vast ocean

Ocean View Superior Amenities

- 1 King size bed
- 1 Double sofa bed
- Closet
- Free Wifi
- Desk
- Non-smoking
- Air conditioning
- Ceiling fans
- Private terrace with ocean view and a hammock
- Outdoor shower with volcanic stones
- 42" TV
- Hairdryer
- Iron and ironing board
- Safe
- Fully stocked minibar (not included)
- Coffee machine
- Yoga mat
- Digital glass scale



OCEAN VIEW PREMIUM (4 units)

Located on the second floor, just 10 stairs away, step into a spacious and captivating 229 ft² | 70m² room, where elegance and comfort merge. This charming room offers a wide balcony where you can indulge yourself to panoramic views while feeling the sea breeze.

Ocean View Premium Features:

- 1 King size bed
- 1 Single sofa bed
- 1 Daybed
- Walking closet
- Free Wifi
- Desk
- Non-smoking
- Air conditioning
- Ceiling fans
- Private balcony with ocean view and a hammock
- 42" TV
- Hairdryer
- Iron and ironing board
- Safe
- Fully stocked minibar (not included)
- Coffee machine
- Yoga mat
- Digital glass scale



TWO BEDROOM GARDEN SUITE (2 units)

Located on the first floor, just five stairs above ground level, let nature embrace you in our 229 ft² | 70m² room that invites you to live an experience full of peace and comfort. Enjoy the terrace area facing our beautiful garden, where you can immerse yourself in the greenery of our plants and breathe serenity. Get some rest in our terrace hammock, letting the subtle swinging transport you to a state of pure calm. It offers two Queen Size beds..

One unit is fully equipped with accessible features designed for guests with mobility needs, ensuring a comfortable and convenient stay

Two Bedroom Garden Suite Amenities

- Master Bedroom One Queen size bed
- Secondary Room One Queen size beds
- Shared Bathroom
- Closet
- Free Wifi
- Non-smoking
- Air conditioning
- Ceiling fans
- Private terrace with garden view and a hammock
- 42" TV
- Hairdryer
- Iron and ironing board
- Outdoor shower with volcanic stones
- Safe
- Fully stocked minibar (not included)
- Coffee machine
- Yoga mat
- Digital glass scale



OCEAN VIEW VILLA (2 units)

Immerse yourself in a sanctuary of comfort and beauty, where elegance and tranquility merge in a spacious villa of 460 ft² | 140m², distributed in two floors with a majestic private balcony and hammock to contemplate the gardens and peaceful sea view.

Ocean View Villa Amenities

- 1 King size bed
- 1 Double sofa bed
- 1 Single sofa bed
- 1 Daybed
- Walking closet
- Free Wifi
- Desk
- Non-smoking
- Air conditioning
- Ceiling fans
- Private balcony and terrace with hammocks, both featuring ocean view
- One outdoor shower with volcanic stone located on first floor
- One secondary shower located on second floor
- 42" TV
- Hairdryer
- Iron and ironing board
- Safe
- Fully stocked minibar (not included)
- Coffee machine
- Yoga mat
- Digital glass scale

SPA SERVICES

Indulge in personalized treatments and massages offered in the privacy of your room or in our beautiful cabana, where you can feel the gentle ocean breeze and listen to the soothing sound of the waves. Our serene, oceanfront hotel provides the perfect setting for relaxation and rejuvenation.

Our expert therapists, using high-quality products, ensure you feel revitalized and pampered. Allow yourself a moment of tranquility and renew your body and mind with our spa services, all provided in the comfort of your own room or amidst the natural beauty of our cabana. Experience a wellness oasis within your reach at Azul Hotel & Retreat, where every moment is designed to enhance your well-being in our tranquil, silent surroundings.



SWIMMING POOL

Our pool is a true oasis, surrounded by colorful, verdant rainforest. Hear the soothing ocean waves, whispering palms, and birds' melodies as you unwind.

Let Playa Azul's natural beauty and serene sounds envelop you in tranquility. Enjoy our full-service poolside bar and adjacent Seaside Restaurant for delicious cuisine. For added fun, we offer table games for family, friends, or couples.

Join us and discover the joy of serene relaxation. Our pool is open 24 hours, with services provided from 11:30 am to 5 pm.



FITNESS CENTER

Even with the many adventures awaiting you, Azul Hotel & Retreat provides a state-of-the-art fitness center for guests who wish to maintain or supplement their workout routines. Equipped with professional strength training and cardio machines, our gym ensures you have everything you need for a comprehensive workout.

Stay active and healthy while enjoying the breathtaking surroundings of Playa Azul with our top-notch fitness facilities.

Open 24 hours



GAME ROOM

Our Game Room is the ideal spot for family, friends, and couples to enjoy fun and relaxation in the afternoons. With a range of engaging games, it's perfect for creating memorable moments together.



SOLARIUM

A serene space designed for ultimate relaxation. Overlooking our pristine beach, this tranquil area features comfortable loungers and inviting shade, perfect for unwinding with a good book or soaking up the sun. Enjoy breathtaking views and let the gentle ocean breeze enhance your day by the sea.



MEGA CHESS



PING PONG TABLE



VOLLEYBALL NET



PLAYA BLANCA



YOGA SHALA

Discover serenity and rejuvenation in our stunning Yoga Shala, nestled by the beach and designed for both large and intimate groups. Immerse yourself in the calming sea breeze and soothing sounds of the waves.

Key Features

- Yoga mats
- Yoga straps
- Yoga blocks

Capacity

- Up to 50 guests

Our Yoga Shala includes a dedicated yoga platform, serene meditation areas, sound therapy offerings, and energy work sessions, all tailored to foster deep relaxation and profound healing. As one of the largest yoga shalas in Costa Rica, it's ideally located in the blue zone, offering an unparalleled setting for your wellness journey.



OUR CUISINE

Creative, Authentic, and Ecological

A captivating experience that will delight your senses.

Experience a creative culinary concept that draws inspiration from flavors around the world. Indulge in the delights of our two exclusive restaurants, offering a diverse and resourceful gastronomy crafted with locally sourced, fresh, and eco-friendly ingredients.

BLUE47 RESTAURANT

An extravagant and exciting dining destination, Blue47 invites you to indulge in a fusion of international gastronomy. Savor a variety of healthy, savory dishes crafted with fresh, organic, and locally sourced ingredients that will awaken your senses and surprise your palate.

At Blue47, we are dedicated to providing personalized, high-quality service that exceeds the expectations of our guests and visitors. Every detail is meticulously attended to, creating the perfect ambiance for enjoying a revitalizing natural breakfast or sharing an exquisite dinner with friends or family. Our cozy bar features talented mixologists who prepare the finest tropical cocktails and delicious drinks. We also offer medicinal elixirs for a refreshing and rejuvenating experience.

Explore new flavors, immerse yourself in a unique atmosphere, and enjoy an unforgettable culinary journey.

Operating Hours:

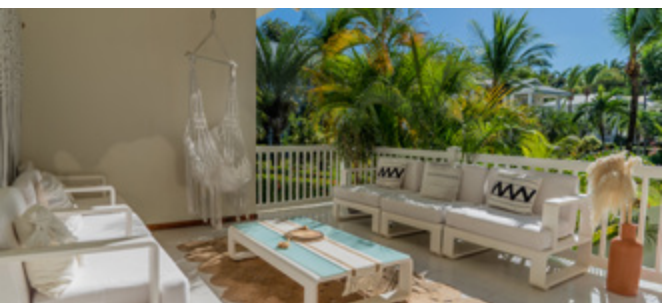
Breakfast: 7:00 AM – 10:00 AM

Dinner: 6:00 PM – 9:00 PM

Room Service: 7:00 AM – 10:00 AM & 6:00 PM – 9:30 PM

Maximun capacity: 72 pax

Dress Code: Smart Casual



SEASIDE RESTAURANT

Discover the harmony between exceptional cuisine, nature, and relaxation at Seaside, the perfect place to enjoy an unforgettable meal by the pool. In a relaxed and comfortably furnished space, delight in a creative menu while savoring the fresh breeze and beautiful tropical surroundings.

Our bar offers a wide variety of special cocktails and delicious elixirs bursting with flavor. Enjoy refreshing drinks while recharging your energy to face the day with vitality. At Seaside, we invite you to immerse yourself in a unique culinary experience, where every bite is a pleasure and every moment becomes a special memory.

Operating Hours:

Lunch and Bar Service: 12:00 PM – 5:00 PM

Room Service: 11:30 AM – 5:00 PM

Maximum capacity: 50 pax

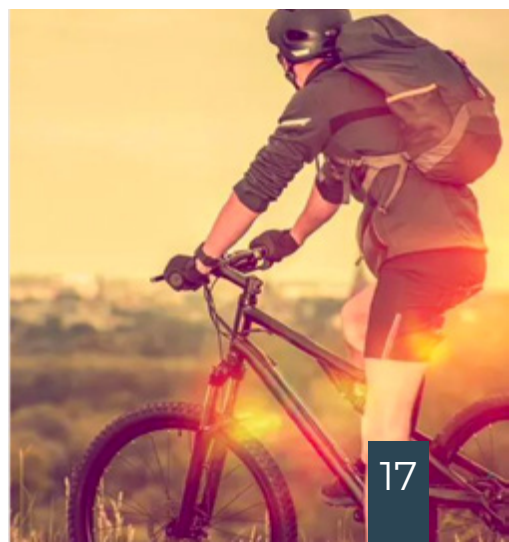
Dress Code: Casual



TOURS & ACTIVITIES

WHERE NATURE AND HISTORY INTERTWINE

We offer a wide range of tours designed to explore the area's stunning nature reserves and provide you with unforgettable experiences. Where you can witness the amazing nesting of turtles, enjoy beautiful beaches with impressive waves and marvel at dreamlike landscapes. Immerse yourself in the richness of local tradition and culture while enjoying exciting activities such as bicycle rides, canopy tours, ATVs, snorkeling, and horseback riding along trails surrounded by lush tropical flora and fauna. Step into adventure, just a short drive from the hotel, to renowned surf spots like Playa Guiones in Nosara and Marbella, as well as white sand beaches like San Juanillo and the world-renowned turtle nesting site of Ostional, just a stone's throw away. 20 minutes by car.



TARIFAS RACK 2027



ACCOMMODATION RATES 2027

ACCOMMODATIONS	HIGH SEASON Jan 05th - March 20th, 2027 March 29th - April 30th, 2027	LOW SEASON May 01st - Dec 19th, 2027	EASTER WEEK March 21st- March 28th, 2027	PEAK SEASON Dec 20th, 2027 - Jan 04th, 2028
Garden Deluxe	\$290.00	\$240.00	\$310.00	\$470.00
Garden Superior	\$325.00	\$270.00	\$350.00	\$530.00
Garden Premium	\$350.00	\$290.00	\$375.00	\$560.00
Ocean View Superior	\$390.00	\$330.00	\$410.00	\$615.00
Ocean View Premium	\$390.00	\$330.00	\$410.00	\$650.00
Two Bedroom Garden Suite	\$420.00	\$340.00	\$445.00	\$650.00
Ocean View Villa	\$510.00	\$430.00	\$550.00	\$765.00
Extra Person Rate	\$40.00	\$40.00	\$40.00	\$40.00

Rates are based on single and double occupancy. All rates are in US dollars and do not include 13% sales tax. All room rates include breakfast.
The rates are strictly confidential and must not be disclosed to anyone.



All Rates Include:

- Welcome drink
- Personalized welcome card and fruit platter
- Complimentary Breakfast
- Complimentary shuttle service to Playa Pitaya, Playa San Juanillo, and Playa Marbella on a set schedule
- Fishing poles
- Boogie boards
- Surf boards
- Snorkeling gear
- Use of the gym
- Wireless internet connection
- 24-hour security
- Parking

Maximum Occupancy

Garden Deluxe | 2 persons

Garden Superior | 3 persons or 2 adults and 2 children

Garden Premium | 3 persons or 2 adults and 2 children

Ocean View Superior | 3 persons or 2 adults and 2 children

Ocean View Premium | 3 persons or 2 adults and 2 children

Two Bedroom Garden Suite | 4 persons

Ocean View Villa | 6 persons

Bedding Configuration

Garden Deluxe | 1 Queen Bed

Garden Superior | 1 King Bed + 1 Double Sofa Bed

Garden Premium | 1 King Bed + 1 Single Sofa Bed + 1 Daybed

Ocean View Superior | 1 King Bed + 1 Double Sofa Bed

Ocean View Premium | 1 King Bed + 1 Single Sofa Bed + 1 Daybed

Two Bedroom Garden Suite | 2 Queen Beds

Ocean View Villa | 1 King Bed + 1 Double Sofa Bed + 1 Single Sofa Bed + 1 Daybed

Children Policy

Children 6 or younger stay for free with parents in the same bedroom. Maximum 2 free children. Applies as long as the maximum limit of people allowed per room is not exceeded.

Extra Person

Additional surcharge per extra person of \$40.00 plus tax per night includes breakfast. Non commissionable.

Check-In / Check-Out

Check in time is 15.00 hours and check out time is 12.00 hours. The hotel will make every effort to accommodate requests for early arrivals and late departure. A special luggage room will be available always.

Easter Week & Peak Season

- A minimum stay of 3 nights is required for bookings during Easter Week.
- A minimum stay of 3 nights is required for bookings during Peak Season from December 20th to January 4th.
- Guaranteed bookings are subject to confirmed conditions.
- Unused services are non-refundable and non-exchangeable. Name changes do not apply to bookings.

Group Policy

- Groups are considered 5 double rooms and more.
- Minimum three-night stay required.
- Accommodation for the guide and driver in a Garden Superior category room with a surcharge of \$180.00 + tax for high and low seasons. Not applicable during Easter Week or Peak Season.
- One complimentary welcome drink (coffee, tea, soft drink, natural juice, water, national beer, or wine).
- 50% discount on food and beverages for the guide and driver.
- Free meals for the guide and driver when the group includes meals at the hotel restaurant.
- **Mandatory gratuity policy:**

For 5 to 12 rooms:

- \$5.00 per room per night for housekeeping.
- \$5.00 per room per night for bellboys.

For 13 to 23 rooms:

- \$4.00 per room per night for housekeeping.
- \$4.00 per room per night for bellboys.

PROCESSING A RESERVATION

- All reservations must be sent in writing directly to the hotel.
- Confirmations are subject to availability.
- Change of name of the reservation within the penalty period will be considered a cancellation by the hotel. In this case the agency must send a new reservation and this will be subject to availability.
- We do not accept pets except for seeing-eye dogs for people with special needs.
- Smoking is not allowed in any of our rooms.
- Signed contract prior to reservation request
- Credit card authorization form with passport copy.

Group Policy:

- Signed contract prior to reservation request
- Credit card authorization form with passport copy.

Last Minute Reservations:

For reservations made between 29 and 9 days prior to arrival, the hotel will allow 2 days to process payment, once the reservation is confirmed. For reservations made 8 days or less prior to arrival, the hotel will allow 24 hours to process payment, once the reservation is confirmed. Payments not completed within this time will be canceled immediately.

Contact Information

Telephone: +506 6067 3914

Address: Playa Azul, 5 Kms South Of Marbella, Cuajiniquil, Punta Trinidad, 50306, Guanacaste, Costa Rica

Reservation Information

Email: ventas@azulhotelretreat.com

Website: azulhotelretreat.com

Telephone: +506 6067 3914

Reservations Department Schedule:

Monday to Sunday: 8:00 am to 4:00 pm

General Manager

Fanny Zuniga

fanny@azulhotelretreat.com

+506 6067 3914

Operations & Front Desk Manager

Rossanna Padrón

operations@azulhotelretreat.com

+506 6023 2985

Resident & Reservations Manager

Dayana Matarrita

ventas@azulhotelretreat.com

+506 6067 3914

Director of Marketing and Sales

Jennifer Pérez |Costa Rica Marketing

Email: jperez@costaricamarketing.cr

Tel. +506 8448-6938

Cell +506 8815-7011

Events Manager

Dayana Matarrita

dayana@azulhotelretreat.com

+506 6067 3914

Accounting

Dayana Matarrita

dayana@azulhotelretreat.com

+506 6067 3914

LODGING PAYMENT POLICIES 2027

FITS (individuals) 2027

HIGH SEASON Jan 05th - March 20th, 2027 | March 29th - April 30th, 2027

All reservations must be paid in full no less than 30 days prior to guests' arrival. Otherwise reservation must be guaranteed by a voucher or credit card in accordance to the negotiation with the hotel.

LOW SEASON May 01st - Dec 19th, 2027

All reservations must be paid in full no less than 14 days prior to guests' arrival. Otherwise reservation must be guaranteed by a voucher or credit card in accordance to the negotiation with the hotel.

PEAK SEASON AND EASTER WEEK March 21st- March 28th, 2027 | Dec. 20th, 2027 - Jan 04th, 2028

All reservations for these periods must be fully paid at least 60 days prior to guests' arrival. Otherwise reservation must be guaranteed by a voucher or credit card in accordance to the negotiation with the hotel.

Group Policies 2027

HIGH, LOW & EASTER WEEK SEASONS

100% payment for the group must be made 90 days before the group's arrival. Groups are not accepted during Peak Season.



LODGING CANCELLATION POLICIES 2027

All cancellations must be sent in writing to the hotel, awaiting confirmation in written format on behalf of our hotel for it to be considered effective.

FIT'S Policy	HIGH SEASON Jan 05th - March 20th, 2027 March 29th - April 30th, 2027	LOW SEASON May 01st - Dec 19th, 2027	EASTER WEEK March 21st- March 28th, 2027	PEAK SEASON Dec 20th, 2027 - Jan 04th, 2028
No penalty	31 days or more days prior to arrival	15 days or more days prior to arrival	46 days or more days prior to arrival	61 days or more days prior to arrival
100% penalty	30 to 0 days prior to arrival	14 to 0 days prior to arrival	45 to 0 days prior to arrival	60 to 0 days prior to arrival

2027

GROUPS Policy	HIGH SEASON, LOW SEASON & PEAK SEASON
No penalty	91 days prior to arrival
50% penalty	90 to 61 days prior to arrival
100% penalty	60 to 0 days prior to arrival
100% penalty	No show

Important Note

When accidental or unfortunate circumstances occur, the hotel is not held responsible although cancellations due to emergency situations will be analyzed based on the criteria of the General Manager and evidence shown to the hotel, to decide if 100% of the reservation will be charged or just a portion of it.

No Show

When the guest does not arrive at the hotel on the reserved date and the hotel has not been informed, the reservation will be charged in its entirety.

METHODS OF PAYMENT

Banco Bac San Jose

Sociedad 3 102816184
CR21010200009482949549

Cuenta en dólares
CR21010200009482949549
Cuenta en colones
CR17010200009482949621

Banco Promerica

Sociedad 3 102 816184
Cuenta Corriente Empresarial
Colones
Cuenta Promerica :
30000004452136
Cuenta IBAN:
CR88011610300044521360
Cuenta Corriente Empresarial
Dólares
Cuenta Promerica :
40000004452144
Cuenta IBAN:
CR72011610400044521449

**Please send check to our
account. The hotel will not
cover any extra fees charge
from the bank.**

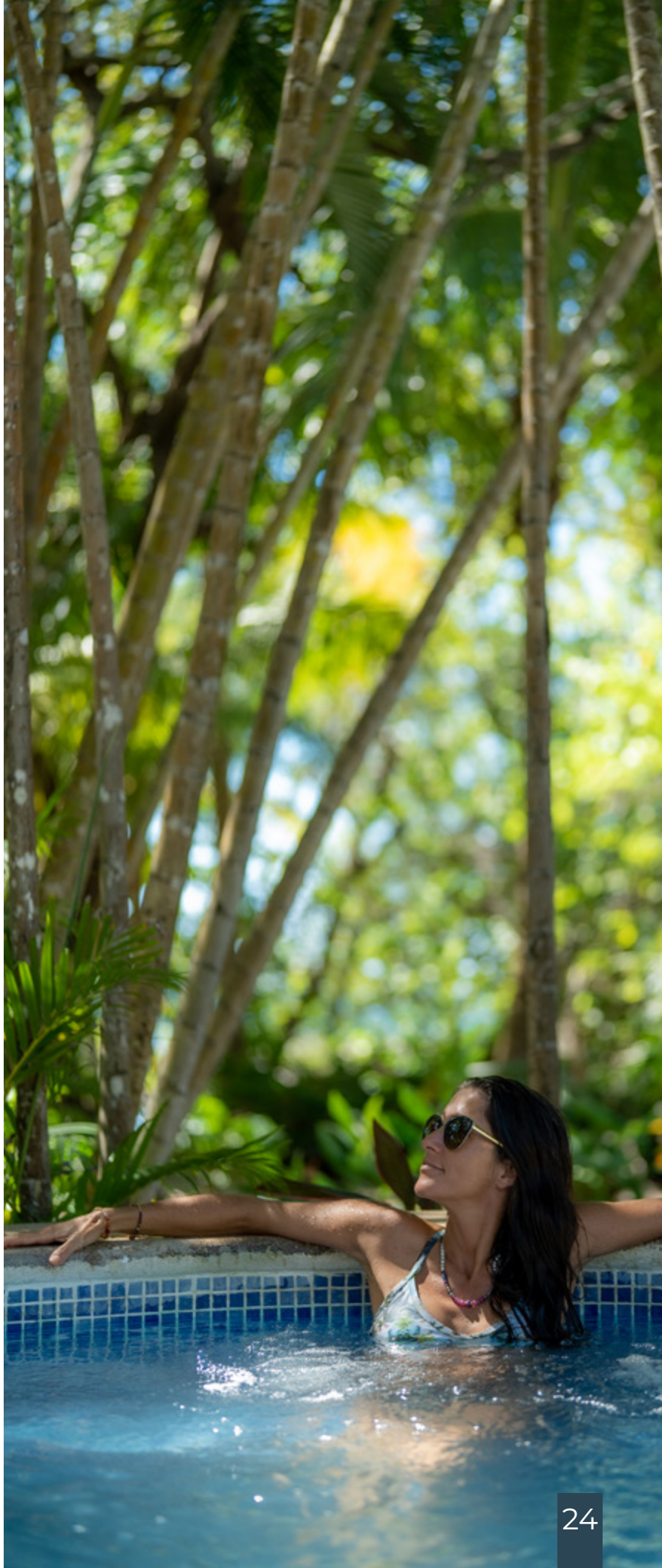
Contact Information

Commercial Name:

Azul Hotel & Retreat

Legal Name:

3 102816184 S.R.L
ID: 3 102816184





AZUL

HOTEL & RETREAT