



SENTRIM KENYA LIMITED

P.O BOX 43436, 00100, NAIROBI, KENYA
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SENTRIM
HOTELS & LODGES

2024 RESIDENT RATES

Contract agreement between SENTRIM KENYA LIMITED and

Name of Company

Company / Tour Operator / Agent Stamp

From: Date

To: Date

1st JANUARY 2024

31st DECEMBER 2024

Valid until 31st December 2024

RESIDENT RATES 2024 - (KENYA SHILLINGS)

UNIT	ROOM CATEGORY	SEASON	ROOM OCCUPANCY			MEAL PLAN
			SGL (X)	DBL (XX)	TRP (XXX)	
SENTRIM CASTLE	Standard	01/01/24 – 31/12/24	7,000.00	9,200.00	12,000.00	BB
	Deluxe		8,800.00	13,200.00	19,800.00	
SENTRIM MARA	Standard Tents	High	13,200.00	22,000.00	28,600.00	FB
		Peak	15,400.00	26,400.00	33,000.00	
		Low	12,100.00	20,900.00	27,500.00	
	2 Bedroom Family House	High	35,200.00			
		Peak	39,600.00			
		Low	33,000.00			
SENTRIM AMBOSELI	Standard Tents	High	11,000.00	19,800.00	26,400.00	FB
		Peak	15,400.00	26,400.00	30,800.00	
		Low	10,500.00	19,800.00	26,400.00	
	2 Bedroom Family House	High	35,200.00			
		Peak	39,600.00			
		Low	33,000.00			
SENTRIM TSAVO	Standard Tents	High	11,000.00	19,800.00	26,400.00	FB
		Peak	13,200.00	22,000.00	28,600.00	
		Low	9,900.00	17,600.00	24,200.00	
SENTRIM ELEMENTAITA	Deluxe Cottages	High	11,550.00	20,900.00	27,500.00	FB
		Peak	15,400.00	26,400.00	30,800.00	
		Low	11,000.00	19,800.00	26,400.00	

SEASON	AMBOSELI & TSAVO	MARA & ELEMENTAITA
HIGH	1 st Jan - 31 st March 2024	1 st Jan – 31 st March 2024
PEAK	1 st Jul – 31 st Oct 2024 / 20 th Dec 2023 – 2 nd Jan 2025	1 st Jul – 31 st Oct 2024 / 20 th Dec 2023 – 2 nd Jan 2025
LOW	1 st Apr – 30 th June 2024 / 1 st Nov – 19 th Dec 2024	1 st Apr – 30 th June 2023 / 1 st Nov – 19 th Dec 2024

Easter period: 29th, 30th, 31st March and 01st April 2024.

Christmas period: 24th, 25th, 26th, 31st 2024 and 1st Jan 2025

World Rally Champion (WRC) Sentrim Elementaita ONLY: 28th- 31st March 2024

NB: PEAK SEASON RATES to apply on these dates across ALL the lodges.

SENTRIM MARA GROUND PACKAGE RATES

ROOM TYPE	SEASON	SINGLE	DOUBLE (PPPN)	TRIPLE (PPPN)	CHILD SHARING	CHILD OWN ROOM	PACKAGE INCLUDES
ONE NIGHT PACKAGE							
Standard	High	22,000.00	20,000.00	18,000.00	10,000.00	14,000.00	<ul style="list-style-type: none"> • One night FB accommodation • Return Airstrip transfers • Mini game drive to/from airstrip • PM game drive on arrival • AM game drive before departure • ½ litre water per person per game drive • Bush breakfast for 7 pax & above <p>TERMS & CONDITIONS Rates are in KSHS Rates are per person Minimum 2 pax Park fees not included Rates are commissionable at 10%</p>
	Peak	24,000.00	22,000.00	20,000.00	12,000.00	16,000.00	
	Low	20,000.00	18,000.00	16,000.00	9,000.00	12,000.00	
TWO NIGHTS PACKAGE							
Standard	High	42,000.00	38,000.00	34,000.00	20,000.00	26,000.00	<ul style="list-style-type: none"> • Two nights FB accommodation • Return Airstrip transfers • Mini game drive to/from airstrip • PM game drive on arrival • AM/PM game drive day on two • ½ litre water per person per game drive • Bush breakfast for 7 pax & above <p>TERMS & CONDITIONS Rates are in KSHS Rates are per person Minimum 2 pax Park fees not included Rates are commissionable at 10%</p>
	Peak	47,000.00	42,000.00	38,000.00	22,000.00	30,000.00	
	Low	36,000.00	34,000.00	30,000.00	17,000.00	24,000.00	
EXTRA NIGHT							
Standard	High	20,000.00	18,000.00	16,000.00	9,000.00	12,000.00	<ul style="list-style-type: none"> • One night FB accommodation • AM/PM game drive on day 3 • Mini drive enroute to the airstrip • ½ litre water per person per game drive • Bush breakfast for 7 pax & above <p>TERMS & CONDITIONS Rates are in KSHS Rates are per person Minimum 2 pax Park fees not included Rates are commissionable at 10%</p>
	Peak	22,000.00	20,000.00	18,000.00	11,000.00	14,000.00	
	Low	18,000.00	16,000.00	15,000.00	8,500.00	12,000.00	

ACTIVITY	RATE PP (KSH)	ACTIVITY	RATE PP (KSH)	TERMS & CONDITIONS
Bush breakfast within the lodge (Min - 7 pax)	3,000	1 Hour Cocktail with bitings – nonalcoholic – (Min 7 pax)- within the lodge	3,500	<p>The above rates are valid from: 1st Jan to 31st Dec 2024</p> <ol style="list-style-type: none"> For Groups: One pax will be free for every 15 paying clients Adequate notice of at least 14 days will be required. Cancellations should be received at least 7 days prior to the date of the function. Any fees required by Park Authorities will be paid directly by you directly to the respective Park Authority. <p>All prices are in Kenya Shillings and include all statutory taxes at the current rate.</p>
Bush breakfast Within the park (Min - 7 pax) Excluding park fees	4,000	1 Hour Bush Sun-Downer - alcoholic (Hot& Cold Canapés and selected drinks) (Min 7 pax)- within thw lodge	4,500	
Breakfast by the poolside (Min - 7 pax)	2,500	Balloon Safaris	50,000	
Bush lunch within the lodge (Min - 7 pax)	3,000	Maasai Cultural Village and Maasai Lecture (Sentrim Mara & Sentrim Amboseli only)- within the lodge	2,500	
Bush lunch within the park (Min - 7 pax) Excluding park fees	4,000	Nature Walk and bird watching (Within our premises)- Sentrim Mara & Sentrim Amboseli ONLY	2,500	
Lunch by the poolside (Min - 7 pax)	2,500			
Bush Dinner within Lodge only (Min - 7 pax)	3,000	<u>GAME DRIVES</u> <u>(PER PERSON PER DAY)</u>		
Dinner By the poolside (Min - 7 pax)	2,500			
African Barbeque within Lodge only (Min - 7 pax)	3,000	Game drive per person per game drive	8,000	
Birthday / Honeymooner cake (0.5) Kg	2,000	Exclusive use of vehicle Per person per Game Drive (Mnimum 6 Pax Per Vehicle)	10,000	
Birthday / Honeymooner cake (1) Kg	4,000	Full Day game drive per person (Minimum6 Pax Per Vehicle)	12,000	
Breakfast boxes	2,000	<u>AIRSTRIIP TRANSFERS</u> <u>(ONE WAY – PER VEHICLE)</u>		
Lunch Boxes (Extra Lunch)	2,500	Keekorok Airstrip To Sentrim Mara per vehicle (Up To 6 Pax)	18,000	
Gala Dinner per person (Min - 15 pax)- within the lodge	4,000	Amboseli Airstrip to Sentrim Amboseli per vehicle (Up To 6 Pax)	18,000	

TERMS AND CONDITIONS

The above rates are quoted in KSHS and include all statutory taxes. In the event of any appreciation of the Kenya Shilling of over 5% against the KES, or any changes in applicable taxes, Sentrim Hotels & Lodges reserves the right to adjust these rates accordingly. This contract is valid for residents only and proof of identification will be required at check-in. These rates should not be distributed to any 3rd party agent, on-line travel or hotel booking websites.

PAYMENT TERMS

Cash before check in. Default in payment may result in the Agent's clients being refused admittance to the Hotels and future confirmed bookings being released without notice until payment is made. Cheques should be done at least seven days before arrival. Should a cheque issued by the agent be returned by the bank for any reason the agent shall replace the cheque within twenty-four hours. The Agent shall also pay any bank charges for the Returned Cheque charged by the bank. Failure to replace the returned cheque/s will constitute a default of this agreement. We do not accept Personal cheques.

DAY ROOM USE

We shall charge 75% of the applicable room rate. Day room use is up to 6.00pm after which full normal room rate will apply. This is applicable to **Sentrim Castle only**.

HALF BOARD REDUCTION

Half Board reduction will be **KES. 500** per person. This applies to **ALL Lodges Only**.

EASTER & CHRISTMAS SUPPLEMENTS

- Easter period: 29th, 30th, 31st March and 01st April 2024.-
- Christmas period: 24th 25th ,26th 2024 and 1st Jan 2025- (3 nights -**Minimum length of stay**)
- World Rally Championship (WRC) Sentrim Elementaita **ONLY 28TH – 31st March 2024**

NOTE: PEAK SEASON NETT RATES to apply on these dates across ALL the lodges.

EXTRA MEALS IN ALL THE PROPERTIES

- a) Lunch **KES. 3,000** per person
- b) Packed lunch boxes: **KES. 2,500** per person
- c) Dinner **KES. 3,000** per person

FAMILY HOUSES

These are sold as single units and child policy does not apply.

NOTE: A Family house has a maximum of (4) persons, any extra person will be charged 30% of the Family house rate (Maximum extra persons 2)

SINGLE ROOM POLICY

Maximum single rooms will be seven (7). Any additional single rooms booked will be charged at double room rate. (For Lodges only)

AGENT / FAM TRIP RATES

30% off contract rates will be offered to TO/TA who wish to visit any of our properties for a FAM trip subject to availability

NOTE: Agent Rates / FAM Trip will not apply during peak season, Easter and Christmas Holidays.

The rates are on request only and are subject to availability.

CHILD POLICY

- a) A maximum of **TWO** children below 5 years sharing with one or two (2) adults FOC
- b) One or two children (below 12 years) sharing with Two (2) adults; each child pays 50% of per person sharing room rate. (Maximum 2 children)
- c) One or two children (below 12 years) sharing with one adult, each child pays 50% of per person sharing room rate, and adult pays the single room rate (Maximum 2 children)
- d) One or more children in own room pays 75% of the applicable room rate s(Maximum 3 children)

TOUR LEADER

- a) For every 15 paying guests, 1 Tour Leader is FOC as long as it is pre-booked and this will be subject to availability.
- b) For less than 15 pax, 30% discount off the contract rates as long as it is booked and this will be subject to availability.

CIRCUIT DISCOUNTS

Circuit Discounts shall apply for any one of the following: -

- a) All four Sentrim Lodges plus Sentrim Castle: 12.5% off the contract rates
- b) All four Sentrim Lodges, 10% off the contract rates
- b) Any three Sentrim Lodges and Sentrim Castle, 7.5% off the contract rates.
- c) Any three Sentrim Lodges, 5% off the contract rates

DEPOSIT POLICY

40% upon confirmation of the booking(s) and full balance of payment is required 7 days prior to clients' arrival.

- A confirmation voucher will be issued only on receipt of 100% payment of booking.
- Sentrim Hotels & Lodges may at its discretion not honor a booking if payment has not been received within 7 days from the arrival date
- In the event of an increase in taxes, levies and any other statutory charges, or any other input costs, we reserve the right to make amendments to the rates accordingly.

CANCELLATION POLICY

Should a reservation be cancelled or number of days booked reduced or number of guests reduced, the following charges will apply:

Sentrim Castle Royal

- a) 100% of the total net value of the booking/s for cancellation within 24 hours from date of reservation and
- b) 100% of the total net value of the booking/s in case of no-show.

Sentrim Amboseli, Sentrim Mara, Sentrim Tsavo and Sentrim Elementaita.

- a) In case of cancellation/reduction in number of rooms, 20% of applicable room rate will be charged as follows:
 - Low season: between 30 and 15 days
 - High: between 45 and 20 days
 - Peak: between 60 and 45 days
- b) In case of cancellation/reduction in number of rooms, 40% of applicable room rate will be charged as follows:
 - Low season: between 15 and 2 days
 - High season: between 20 – 10 days
 - Peak season: between 45 – 30 days

c) In case of cancellation/no show/ reduction in number of rooms, 100% of applicable room rate will charged as follows:

- Low season: with 48 hours
- High season: within 10 days
- Peak season: within 30 days

MISCELLANEOUS

Any Amendments to this contract shall be valid only if made in writing and signed by the Agent and Sentrim Hotels and Lodges. The waiver of any of the terms on any occasion shall not be deemed a waiver of such terms and conditions for any further occasion. All notices to be served shall be sent to the address of the party to be served as specified herein. This agreement shall be governed by the laws of Kenya.

FORCE MAJEURE

Definition of "without liability": When stated in any provision of this Agreement, "without liability" means that there will be no liquidated damages, attrition fees, cancellation fees, rental charges, service charges, or any direct, consequential, compensatory, special incidental damages or any other damages or amounts of any nature whatsoever.

Should events beyond the reasonable control of Sentrim Hotels & Lodges, including but not limited to (1) acts of God, (2) war, including armed conflict, (3) strikes or labor disputes at the Hotel, (4) government regulation or advisory (including travel advisory warnings), (5) civil disturbance in the country, (6) terrorism or threats of terrorism in Kenya substantiated by governmental warnings or advisory notices, (7) curtailment of transportation services or facilities which would materially affect clients from checking into our hotels, (8) disaster, fire, earthquakes, (9) unseasonable extreme inclement weather in Kenya, (10) shortages or disruption of the electrical power supply causing blackouts or other essential utilities in Kenya, or (11) any other cause reasonably beyond the parties' control (collectively referred to as "occurrences"), making the event commercially impracticable, impracticable to perform, illegal, or impossible to fully perform under this Agreement as the Parties originally contracted. In such case the affected Party may terminate this Agreement, without liability, upon written notification. In addition, should the client(s) cancel reservations because of reasons over which they have no control, Sentrim Hotels & Lodges shall appropriately reduce, without liability to client, any obligation by client(s) or the individual which otherwise would be required in any manner under this Agreement. Notice under this provision may be given at any time in advance provided that the notifying party has met the requirements of this provision.

FROM	SENTRIM HOTELS & LODGES	DATE	
NAME	PAREN HIRANI	SIGNATURE	
TITLE	MANAGING DIRECTOR		

FOR		DATE	
NAME		SIGNATURE	
TITLE			