



Subject: Corporate rates – 2015/2016

Dear Esteemed partner,

Thank you for your interest in our hotels, **Makkah Clock Royal Tower, A Fairmont Hotel, Raffles Makkah Palace and Swissôtel Makkah**. It is a privilege to welcome you, your guests and associates to our hotels and we hope that our superior quality and service levels will exceed your expectations.

We would like to recognize your continuous support and valued partnership by honoring you as our "Preferred Corporate Partner," and extending to you our Corporate Rates 2016.

We are the only hotel in Makkah providing the latest state-of-the-art technologies in all our meeting and banqueting facilities, we can cater from 10 to 1400 person events.

again , we thank you for choosing **Makkah Clock Royal Tower, A Fairmont Hotel, Raffles Makkah Palace and Swissôtel Makkah**, as your preferred hotels. We look forward to maintain a strong relationship in the years to come.

Sincerely,

Nezar Talal Talaqi
Group Sales Manager – Corporate

King Abdul Aziz Endowment, Abraj Al Bait Complex Makkah P.O. Box 762 Makkah 21965 Kingdom of Saudi Arabia
Tel: + 966 2571 7777 Fax: + 966 12 571 7743 | Website: www.swissotel.com/makkah | www.fairmont.com/makkah | www.raffles.com/makkah

م ا ت م سويس اوتيل
swissôtel MAKKAH

فندق ساعة مكة
مجموعه
MAKKAH CLOCK ROYAL TOWER
A FAIRMONT HOTEL

RAFFLES
MAKKAH PALACE
مجمع ساعة مكة



Preferred Rates 2016
Makkah Clock Royal Tower, A Fairmont Hotel
Corporate Rates 1437/2016

Low Season (Bed & Breakfast)
 From 14 Oct 2015 Till 21 Oct 2015 From 01 MuHarram 1437 II 08 MuHarram 1437
 From 25 Oct 2015 Till 18 Nov 2015 From 12 MuHarram 1437 II 06 Safar 1437
 From 24 Apr 2016 Till 03 May 2016 From 17 Rajab 1437 II 26 Rajab 1437
 From 07 May 2016 Till 24 May 2016 From 30 Rajab 1437 II 17 SHa' baan 1437

Room Types	Weekend (Thu & Fri)			Weekday (Sat till Wed)		
	SGL/DBL	TPL	QUAD	SGL/DBL	TPL	QUAD
Fairmont Room/Studio City	638	788	938	553	703	853
Deluxe Room/Studio Haram	738			653		
Signature Room/Studio Kaaba	838	988		753	903	
Residential Suite City	798	948	1,098	691	841	991
Residential Suite Haram	923	1,073	1,223	816	966	1,116
Junior Suite/ Residential suite Kaaba	1,131	1,281	1,431	1,017	1,167	1,317
Apartment Suite Haram	1,107	1,107	1,107	980	980	980
Apartment Suite Kaaba	1,467	1,467	1,467	1,318	1,318	1,318
Signature Suite Haram - 2 bedroom	1,292	1,292	1,292	1,143	1,143	1,143
Signature Suite Kaaba - 2 bedroom	1,676	1,676	1,676	1,506	1,506	1,506

Medium Season (Bed & Breakfast)
 From 22 Oct 2015 Till 24 Oct 2015 From 09 MuHarram 1437 II 11 MuHarram 1437
 From 06 Feb 2016 Till 24 Feb 2016 From 27 Raby' al-Thaany 1437 II 15 Jumaada al-awal 1437
 From 01 Mar 2016 Till 08 Mar 2016 From 21 Jumaada al-awal 1437 II 28 Jumaada al-awal 1437
 From 19 Mar 2016 Till 23 Mar 2016 From 10 Jumaada al-Thaany 1437 II 14 Jumaada al-Thaany 1437
 From 09 Apr 2016 Till 23 Apr 2016 From 02 Rajab 1437 II 16 Rajab 1437
 From 04 May 2016 Till 06 May 2016 From 27 Rajab 1437 II 29 Rajab 1437
 From 25 May 2016 Till 05 Jun 2016 From 18 SHa' baan 1437 II 29 SHa' baan 1437

Room Types	Weekend (Thu & Fri)			Weekday (Sat till Wed)		
	SGL/DBL	TPL	QUAD	SGL/DBL	TPL	QUAD
Fairmont Room/Studio City	1,020	1,270	1,520	850	1,100	1,350
Deluxe Room/Studio Haram	1,170			1,000		
Signature Room/Studio Kaaba	1,270	1,520		1,100	1,350	
Residential Suite City	1,275	1,525	1,775	1,063	1,313	1,563
Residential Suite Haram	1,463	1,713	1,963	1,250	1,500	1,750
Junior Suite/ Residential suite Kaaba	1,715	1,965	2,215	1,485	1,735	1,985
Apartment Suite Haram	1,755	1,755	1,755	1,500	1,500	1,500
Apartment Suite Kaaba	2,223	2,223	2,223	1,925	1,925	1,925
Signature Suite Haram - 2 bedroom	2,048	2,048	2,048	1,750	1,750	1,750
Signature Suite Kaaba - 2 bedroom	2,540	2,540	2,540	2,200	2,200	2,200

High Season (Bed & Breakfast)
 From 19 Nov 2015 Till 05 Feb 2016 From 07 Safar 1437 II 26 Raby' al-Thaany 1437
 From 25 Feb 2016 Till 29 Feb 2016 From 16 Jumaada al-awal 1437 II 20 Jumaada al-awal 1437
 From 09 Mar 2016 Till 18 Mar 2016 From 29 Jumaada al-awal 1437 II 09 Jumaada al-Thaany 1437
 From 24 Mar 2016 Till 08 Apr 2016 From 15 Jumaada al-Thaany 1437 II 01 Rajab 1437

Room Types	Weekend (Thu & Fri)			Weekday (Sat till Wed)		
	SGL/DBL	TPL	QUAD	SGL/DBL	TPL	QUAD
Fairmont Room/Studio City	1,190	1,440	1,690	978	1,228	1,478
Deluxe Room/Studio Haram	1,340			1,128		
Signature Room/Studio Kaaba	1,440	1,690		1,228	1,478	
Residential Suite City	1,488	1,738	1,988	1,223	1,473	1,723
Residential Suite Haram	1,675	1,925	2,175	1,410	1,660	1,910
Junior Suite/ Residential suite Kaaba	1,944	2,194	2,444	1,658	1,908	2,158
Apartment Suite Haram	2,010	2,010	2,010	1,692	1,692	1,692
Apartment Suite Kaaba	2,520	2,520	2,520	2,149	2,149	2,149
Signature Suite Haram - 2 bedroom	2,345	2,345	2,345	1,974	1,974	1,974
Signature Suite Kaaba - 2 bedroom	2,880	2,880	2,880	2,456	2,456	2,456

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Fairmont Gold

Low Season (Bed & Breakfast)

From 14 Oct 2015 Till 21 Oct 2015 From 01 MuHarram 1437 II 08 MuHarram 1437
 From 25 Oct 2015 Till 18 Nov 2015 From 12 MuHarram 1437 II 06 Safar 1437
 From 24 Apr 2016 Till 03 May 2016 From 17 Rajab 1437 II 26 Rajab 1437
 From 07 May 2016 Till 24 May 2016 From 30 Rajab 1437 II 17 Sha'baan 1437

Room Types	Weekend (Thu & Fri)			Weekday (Sat till Wed)		
	SGL/DBL	TPL	QUAD	SGL/DBL	TPL	QUAD
Fairmont Gold Room City	838	988	1,138	753	903	1,053
Fairmont Gold Room Haram	988	1,138		903	1,053	
Fairmont Gold Room Kaaba	1,088	1,238	1,388	1,003	1,153	1,303
Diplomatic Suite City	998	1,148	1,298	891	1,041	1,191
Diplomatic Suite Haram	1,248	1,398	1,548	1,141	1,291	1,441
Diplomatic Suite Kaaba	1,331	1,481	1,631	1,217	1,367	1,517
Signature Gold Suite Haram	1,492	1,492	1,492	1,343	1,343	1,343
Signature Gold Suite Kaaba	1,876	1,876	1,876	1,706	1,706	1,706
Executive Suite City 2BD	1,476	1,476	1,476	1,306	1,306	1,306
Executive Suite Kaaba 2BD	2,305	2,305	2,305	2,071	2,071	2,071

Medium Season (Bed & Breakfast)

From 22 Oct 2015 Till 24 Oct 2015 From 09 MuHarram 1437 II 11 MuHarram 1437
 From 06 Feb 2016 Till 24 Feb 2016 From 27 Raby' al-Thaany 1437 II 15 Jumaada al-awal 1437
 From 01 Mar 2016 Till 08 Mar 2016 From 21 Jumaada al-awal 1437 II 28 Jumaada al-awal 1437
 From 19 Mar 2016 Till 23 Mar 2016 From 10 Jumaada al-Thaany 1437 II 14 Jumaada al-Thaany 1437
 From 09 Apr 2016 Till 23 Apr 2016 From 02 Rajab 1437 II 16 Rajab 1437
 From 04 May 2016 Till 06 May 2016 From 27 Rajab 1437 II 29 Rajab 1437
 From 25 May 2016 Till 05 Jun 2016 From 18 Sha'baan 1437 II 29 Sha'baan 1437

Room Types	Weekend (Thu & Fri)			Weekday (Sat till Wed)		
	SGL/DBL	TPL	QUAD	SGL/DBL	TPL	QUAD
Fairmont Gold Room City	1,320	1,570	1,820	1,150	1,400	1,650
Fairmont Gold Room Haram	1,420	1,670		1,250	1,500	
Fairmont Gold Room Kaaba	1,520	1,770	2,020	1,350	1,600	1,850
Diplomatic Suite City	1,525	1,775	2,025	1,313	1,563	1,813
Diplomatic Suite Haram	1,838	2,088	2,338	1,625	1,875	2,125
Diplomatic Suite Kaaba	1,965	2,215	2,465	1,735	1,985	2,235
Signature Gold Suite Haram	2,298	2,298	2,298	2,000	2,000	2,000
Signature Gold Suite Kaaba	2,790	2,790	2,790	2,450	2,450	2,450
Executive Suite City 2BD	2,290	2,290	2,290	1,950	1,950	1,950
Executive Suite Kaaba 2BD	3,493	3,493	3,493	3,025	3,025	3,025

High Season (Bed & Breakfast)

From 19 Nov 2015 Till 05 Feb 2016 From 07 Safar 1437 II 26 Raby' al-Thaany 1437
 From 25 Feb 2016 Till 29 Feb 2016 From 16 Jumaada al-awal 1437 II 20 Jumaada al-awal 1437
 From 09 Mar 2016 Till 18 Mar 2016 From 29 Jumaada al-awal 1437 II 09 Jumaada al-Thaany 1437
 From 24 Mar 2016 Till 08 Apr 2016 From 15 Jumaada al-Thaany 1437 II 01 Rajab 1437

Room Types	Weekend (Thu & Fri)			Weekday (Sat till Wed)		
	SGL/DBL	TPL	QUAD	SGL/DBL	TPL	QUAD
Fairmont Gold Room City	1,490	1,740	1,990	1,278	1,528	1,778
Fairmont Gold Room Haram	1,590	1,840		1,378	1,628	
Fairmont Gold Room Kaaba	1,690	1,940	2,190	1,478	1,728	1,978
Diplomatic Suite City	1,738	1,988	2,238	1,473	1,723	1,973
Diplomatic Suite Haram	2,050	2,300	2,550	1,785	2,035	2,285
Diplomatic Suite Kaaba	2,194	2,444	2,694	1,908	2,158	2,408
Signature Gold Suite Haram	2,595	2,595	2,595	2,224	2,224	2,224
Signature Gold Suite Kaaba	3,130	3,130	3,130	2,706	2,706	2,706
Executive Suite City 2BD	2,630	2,630	2,630	2,206	2,206	2,206
Executive Suite Kaaba 2BD	3,960	3,960	3,960	3,377	3,377	3,377

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Fax Number: +966 2 571 7743 (Direct sales fax) | Toll Free: Saudi Arabia: 800 116 0777

a. Accommodation

- Personalized butler service in Fairmont gold.
- Exclusive club lounge in Fairmont gold.
- Panoramic view.
- High speed internet FREE.
- Fruit basket for VIP and FPC members.
- Newspapers Arabic or English.
- Tea and coffee making facility.
- Iron and ironing board.

b. Meal Rates

- Buffet breakfast SAR. 110 /-.
- Buffet lunch or dinner SAR. 185 /-.
- Iftar SAR. 350 /-.
- Sohour SAR. 250 /-.
- During hajj buffet breakfast SAR. 110 /- , lunch & dinner buffet SAR. 300 /- per person.
- Day delegate package rates (1 coffee break + lunch or dinner) will be SAR. 285 /- per person).

c. Airport Transfers

The hotel is pleased to offer luxury private hotel limousine to / from King Abdul-Aziz International Airport Jeddah cost would start from SAR.440 /- (one way). Rates are applicable for both airports.

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سويس اوتيل
swissotel MAKKAH

فندق ساعة مكة
MAKKAH CLOCK ROYAL TOWER
A FAIRMONT HOTEL

RAFFLES
MAKKAH PLACE
فندق رaffles



Raffles Makkah Palace

Bank name: SAUDI BRITISH BANK "SABB"
Account name: AL BURJ INTERNATIONAL COMPANY FOR REAL ESTATE INVESTMENT
Account number: 262 - 126626 - 002
IBAN: SA81 45000000 262126626002
Swift Code: SABBSARI
Bank Address: JEDDAH MAIN BRANCH - KING ABDULLAH ROAD

Swissôtel Makkah

Bank Name: ALINMA BANK
Account Name: ABRAG SARA CO.
Account Number: 68 2000 68888 000
IBAN: SA73 0500 0068 2000 6888 8000
Swift Code: INMASARI
Bank Address: AL REHAB-JEDDAH, SAUDI ARABIA

G. Contract Validity:

This contract is valid until 31st October 2016 excluding Ramadan and Hajj periods.

H. Conditions of acceptance:

This Letter of Agreement is to be sent to the hotel within 72 hours of working days. We would appreciate your approval prior to this day in order to confirm the agreement. This is LRA contract.

As the authorized representative of the company, your signature on the original proposal will confirm your agreement with the arrangements outlined. This arrangement is binding once signed copy is returned to us.

Sincerely,

Nezar Talal Talaqi
Group Sales Manager – Corporate
Makkah Clock Royal Tower, A Fairmont Hotel
Raffles Makkah Palace
Swissôtel Makkah

Name: Omar Abdulaziz Alesayi
Position: Director of Partnerships
Company Name: Holy makkah municipality
Company Seal: -----

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