

ACCOR ANNOUNCES NEW PRICING WITH BEST UNRESTRICTED RATE FOR 2005

- **RELIABILITY:** Guarantee to your client the best available rate
- **PARITY:** Same rate on each reservation channel
- **SIMPLICITY:** Easy-to-understand rate types
- **CLEAR TERMS OF SALES:** Terms of sales clearly indicated for each rate types



BEST UNRESTRICTED RATE *Booking code : RA1*

- Best daily rate without any restrictive sales conditions. Rate fluctuates based on market conditions.

HOTEL BEST RATE *Booking code : RA2 or WDY*

- Mandatory credit card guarantee upon reservation
- Best daily rate without any restrictive sales conditions (room only or bed and breakfast)
- Modifications or cancellations up to 1 day prior to arrival

PROMOTIONAL RATE *Booking code : HOT or ASW*

- Rate including breakfast
- Mandatory credit card guarantee upon reservation
- Modifications or cancellations up to 3 days prior to arrival
- First night debited prior to arrival

Sofitel will communicate to you exclusive promotional offers all year - packaged or not - always linked to more or less restrictive sales conditions.

HOT DEALS *Booking code : RA3*

- Mandatory credit card guarantee upon reservation
- Full pre-payment upon reservation
- No modification/cancellation, non-refundable.



BEST UNRESTRICTED RATE *Booking code : RA1*

- Best daily rate without any restrictive sales conditions. Rate fluctuates based on market conditions. (This rate will be gradually introduced for Novotel & Mercure hotels during the first and second quarter of 2005).

PROMOTIONAL RATE *Booking code : ASW*

- Mandatory credit card guarantee upon reservation
- Modifications or cancellations up to 3 days prior to arrival
- First night debited prior to arrival.

HOT DEALS *Booking code : RA3*

- Mandatory credit card guarantee upon reservation
- Full pre-payment upon reservation
- No modification/cancellation, non-refundable.

ACCOR RESERVATION SERVICES TELEPHONE ACCESS POINTS

EUROPE: *Austria* 01 360 27 72 000 - *Belgium* F 02 643 5002, NL 02 643 5000 - *Denmark* 800 185 95 Toll free - *Finland* (09) 81 71 01 43 - *France* n° Indigo 0825 88 00 00 (0,15 €/min) - *Germany* 069 95 307 595 - *Italy* 199 129 999 (0,15 €/min) - *The Netherlands* (020) 654 57 30 - *Portugal* (21) 318 00 49 - *Spain* 902 100 463 - *Sweden* 020 793 153 Toll free - *Switzerland* F 022 567 53 10, D 022 567 53 11, IT 022 567 51 27 - *United Kingdom* 0870 609 0961.

NORTH AMERICA: *USA / Canada* 1 800 221 4542 Toll free - *Mexico* 00 1 800 221 4542 Toll free

SOUTH AMERICA: *Brazil* 0800 703 7000 Toll Free (outside São Paulo), 11 3747 7080 (within São Paulo) - *Colombia* 01 800 955 0126 Toll free - *Argentina* 0800 444 7000 Toll free.

ASIA / AUSTRALIA / PACIFIC: *Australia* 1300 65 65 65 - *China* 1 0800 610 0171 Toll free (Northern China), 1 0800 261 0171 Toll free (Southern China) - *Hong Kong* 800 962 509 Toll free - *Indonesia* 08071777 777 - *Japan* 00531 61 6353 Toll free - *Malaysia* 1 800 802 578 Toll free - *New Zealand* 0 800 44 44 22 Toll free - *Singapore* 800 6161 367 Toll free - *Thailand* (02) 237 6064 - *South Korea* 0079 8611 1288 Toll free.

AFRICA: *Africa* 00 33 (0) 1 46 62 44 44 (french)

MIDDLE EAST: *United Arab Emirates* 800 48 99 Toll free - *Bahrain* 800 788 Toll free Oman 510 403 Toll free *Qatar* 431 33 85 Toll free *Saudi Arabia* 800 244 88 99 Toll free *Kuwait* 242 66 60 Toll free.

OTHER COUNTRIES: *From other countries* 00 44 (0) 208 283 4500 (English).

The Accor world...

For you, travel Agents

Accor is the European leader and one of the world's largest groups in Hotels and Services.
Accor offers hotel services tailored to each customer's needs.
More than **4000 properties** in **90 countries** cover all segments from economy to upscale,
Business and leisure travelers alike appreciate the range of options that **Accor** provides.



Sofitel is the prestige brand of Accor hotels, with 190 properties that bring a unique French "art de vivre" to prime locations around the world.



A contemporary concept convenient for both business and leisure travellers. 412 hotels in 56 countries.



From 2 to 4 stars, 750 hotels in 47 countries. Mercure for the best of the region.



Round-the-clock service and budget prices at more than 725 hotels in 35 countries. 354 hotels in France.

For all Accor reservations, a **single GDS code : RT**

TRAVEL AGENCY CONTACT CENTRE

- A dedicated team to answer all your questions. Monday to Friday : From 09.00AM to 07.00PM - Saturday : From 10.00AM to 06.00PM. (French time).
- From France : 0 825.004.016
- From other countries : +33.1.46.62.45.50
- E-mail : rcc@accor.com

COMMISSION PAYMENT BY ATACS (Accor Travel Agency Commission Settlement)

- Guarantee commissions settlement every two weeks, in the local currency, 4 weeks after guest departure. Commission tracking on www.tacsnet.com.
- Sofitel commission : 10%
- Novotel & Mercure commission : 8% to 10%
- Ibis commission : 2,74 €/Room night

ACCOR TRAVEL AGENT RATES

- Up to 75% discount off the rack rate for your next personal trip in more than 1200 hotels.
- GDS Codes TR1 (-25%), TVL (-50%), TR3 (-75%), or via www.accorhotels.com in Pro Services section, click on Travel Professionals.
- IATA number requested upon reservation. Two rooms maximum per person.
- Travel Agent ID requested at check-in (copy of IATA or TIDS card, IATAN card,...).

Rates are also bookable on www.Accorhotels.com/corporate



▶ A new perspective on our Hotels and Services