



The exclusive “Monte-Carlo Best Partner” is an invitation-only program, and top travel agencies in the world are invited to participate.

As a member of this exclusive program, Travel Agencies will maintain a close relationship with each of our hotels.

The “Monte-Carlo Best Partner” program offers a collection of exclusive benefits to thank loyal travel professionals for their continued support, and to inspire new agents and their clients to share in the unrivalled Monte-Carlo SBM experience.



	10% Commission (1)	12% Commission (1)	14% Commission (1)
Commission			
Cumulative with any Monte-Carlo SBM public rates and public special offers	X	X	X
Welcome Card		X	X
VIP Welcome		X	X
Early Check In upon availability		X	X
Late Check Out upon availability		X	X
Upgrade upon availability		X	X
Last room availability		X	X
Complimentary Breakfast for two daily (2)		X	X
Pre-Trip call or email by Guest Relation or Reception			X
EUR 85 F&B Credit at the Hotel (excluding Mini-Bar)			X

(1) Based on rates inclusive of tax and service (exc. City Tax)

(2) Hotel de Paris Monte-Carlo : Full Buffet Breakfast served at the hotel restaurant  
 Hotel Hermitage Monte-Carlo : Full Buffet Breakfast at the hotel restaurant  
 Monte-Carlo Bay Hotel & Resort : Full Buffet Breakfast at the hotel restaurant  
 Monte-Carlo Beach “A la Carte” Breakfast at the at the hotel restaurant

**MONTE-CARLO**  
SOCIÉTÉ DES BAINS DE MER



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**“MONTE-CARLO BEST PARTNER” PROGRAMME**

**MONTE-CARLO SOCIÉTÉ DES BAINS DE MER / NUBA EXPEDICIONES**

**FROM APRIL 1<sup>ST</sup> 2024 TO MARCH 31<sup>ST</sup> 2025**

Monte-Carlo SBM Leisure and Individual Sales Department is delighted to grant you the following status in the “Monte-Carlo Best Partner” Club for 2024/25.



This Program sets forth the terms and conditions that apply to the participation of NUBA EXPEDICIONES in the “Monte-Carlo Best Partner” Club Program.

By participating in our Program, you are agreeing to these terms and the General Terms and Conditions attached to it.

This exclusive program is valid for the following hotels:

**HOTEL DE PARIS MONTE-CARLO**

**HOTEL HERMITAGE MONTE-CARLO**

**MONTE-CARLO BEACH**

**MONTE-CARLO BAY HOTEL & RESORT**

**1. GOLD Status Conditions**

**A. "Monte-Carlo Gold Partner" Benefits**

- **12% Commission** Based on rates inclusive of tax and service except City Tax (excluding penalties or upsell)
- **Cumulative with any Monte-Carlo SBM public rates and public specials offers**
- **Welcome Card**
- **VIP Welcome**
- **Early Check In** upon availability
- **Late Check Out** upon availability
- **Upgrade** upon availability
- **Last Room** availability
- **Complimentary Breakfast** for two daily at the hotel :
  - o Hotel de Paris Monte-Carlo : Full Buffet Breakfast served at the hotel restaurant
  - o Hotel Hermitage Monte-Carlo : Full Buffet Breakfast at the hotel restaurant
  - o Monte-Carlo Bay Hotel & Resort : Full Buffet Breakfast at the hotel restaurant
  - o Monte-Carlo Beach "A la Carte" Breakfast at the at the hotel restaurant

**B. "Monte-Carlo Gold Partner" Renewal Conditions**

A minimum accommodation revenue of Euros 30 000 (inclusive of tax and service) for 2024/25 (01/04/2024-31/03/2025) is required to renew the Monte-Carlo Best Partner Club agreement.

If the travel Agency does not reach the minimum revenue, Monte-Carlo SBM will not offer these benefits for 2025/26 (01/04/2025-31/03/2026)

If the accommodation revenue is superior to Euros 80 000 by the Travel Agency, Monte-Carlo SBM will offer the Platinum benefits for 2025/26 (01/04/2025-31/03/2026)

**Signature Date: 01/03/2024**

**By:**

**Alexandre Cognet**

**Director of Sales, Monte-Carlo SBM**

**Jennifer Ponton**

**Head of Sales The Americas**



## **2. General Terms and Conditions Applicable to the “Monte-Carlo Best Partner” Club**

### **A. Rates**

Daily Public Best Available Rates inclusive of tax & service (excluding City Tax).

This agreement will apply to your individual bookings only, up to 8 rooms

### **B. Resale**

The special conditions are exclusively intended for "business-to-consumer" sales.

The “**Monte-Carlo Best Partner” Club Program** requires that the Parties implement it in good faith; the Parties hereto expressly acknowledge that compliance with this clause constitutes an essential obligation without which SBM **would not have proposed this program**.

### **C. Intuitu personae / Non-transferability**

The special conditions are provided for the exclusive benefit of Monte-Carlo Best Partner.

Monte-Carlo Best Partner shall not transfer, directly or indirectly, by any way (including by operation of law or otherwise including without limitation any merger and acquisition) the benefit of the special conditions to any third party.

### **D. Delegation of payment**

Exceptionally a third-party payor can undertake to pay for the account of the partner to SBM. For this purpose, the third party payor must complete the legal document “Delegation of payment” and enclose a copy of the supporting documents (articles of incorporation, agreement and an extract of the commercial register dated less than 3 months). SBM reserves the right to refuse such a payment delegation at its sole discretion

Please specify to SBM if any delegation of payment is needed before proceeding to the payment, in order to send you the accurate document.

### **E. Closed Dates**

During the Monaco Formula 1 Grand Prix, Monte-Carlo Best Partner Club booking conditions do not apply. 4% commission and no amenities will be offered.

### **F. Bookings**

The partner shall specify to Monte-Carlo SBM at time of contract reception the reservation method chosen:

- “Voice reservation” : directly with our reservation department
- “GDS reservation” : please provide complete information for connection :
  - PCC’s
  - Loading Instruction
  - R.A.C

#### **Monte-Carlo SBM Booking Department**

Phone: +377 98 06 25 25

E-mail: resort@montecarlosbm.com

For any reservation with a length of stay of 10 days and more : price, commission and amenities will be communicated at time of booking.

**G. Cancellations, no shows**

Conditions will be given at the time of booking by Monte-Carlo SBM Booking Department.

**H. Payment Conditions**

Conditions will be given at the time of booking by Monte-Carlo SBM Booking Department.

**I. Monte-Carlo SBM image**

To illustrate Monte-Carlo SBM properties, only photos presented on our website are authorized: <https://media.montecarlosbm.com/en/user/register>

To create your account follow the above link instructions.

All the images can be downloaded. Please note that the 200 dpi resolution featured in our imagebank is recommended for a picture measuring up to 11X15 cm. Images presented in our imagebank can only be used to illustrate Monte-Carlo SBM properties. For all other uses of our images, a prior written agreement from Monte-Carlo SBM is mandatory. A final proof will have to be sent for approval to Jennifer Ponton by e-mail: [j.ponton@sbm.mc](mailto:j.ponton@sbm.mc), for any promotion of our properties on any promotional tools.

In case of non-respect of the above-mentioned conditions, Monte-Carlo SBM reserves the right to terminate this membership agreement without any prior notification.