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AIYANA

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EVER BLOOMING

2025 - 2026

Dear Partner,

My name is Max Sungkur, Owner of The Aiyana Hotel.

First and foremost, on behalf of all the team, I would like to take this opportunity to sincerely thank you for your continued trust, your support, and the role you play in helping us grow. Your partnership is invaluable, and we do not take it for granted.

As Director of Development, I am now fully engaged with our team to ensure that everything we do from marketing to strategic collaborations reflects our commitment to excellence and mutual success. You are at the core of that strategy.

Today, I am pleased to share with you our 2025–2026 rates.

In light of the current global context shaped by geopolitical tensions and economic uncertainty, we have made the decision to maintain our current rate structure for the upcoming season. This is our way of standing by you, recognizing the importance of consistency and reliability in today's market.

The only exception concerns our Presidential Signature Villa, which has been upgraded with an additional room. A modest 5% increase has been applied to reflect this added value, without compromising our competitiveness.

Please note that all our rates include Half Board.

We've also developed dedicated offers and packages for couples, families, honeymooners and returning guests. These offers are applicable outside of Peak Season, and include long stay discounts, last-minute deals, exclusive experiences, and more.

Further promotional ideas tied to special celebrations (Valentine's Day, Easter, Christmas, etc.) will be decided shortly with our marketing team. If you or your sales teams have any suggestions or needs, feel free to contact me personally.

In the meantime, I have attached our Rates & Offers brochure, along with a destination guide to Pemba to help you better present The Aiyana to your clients.

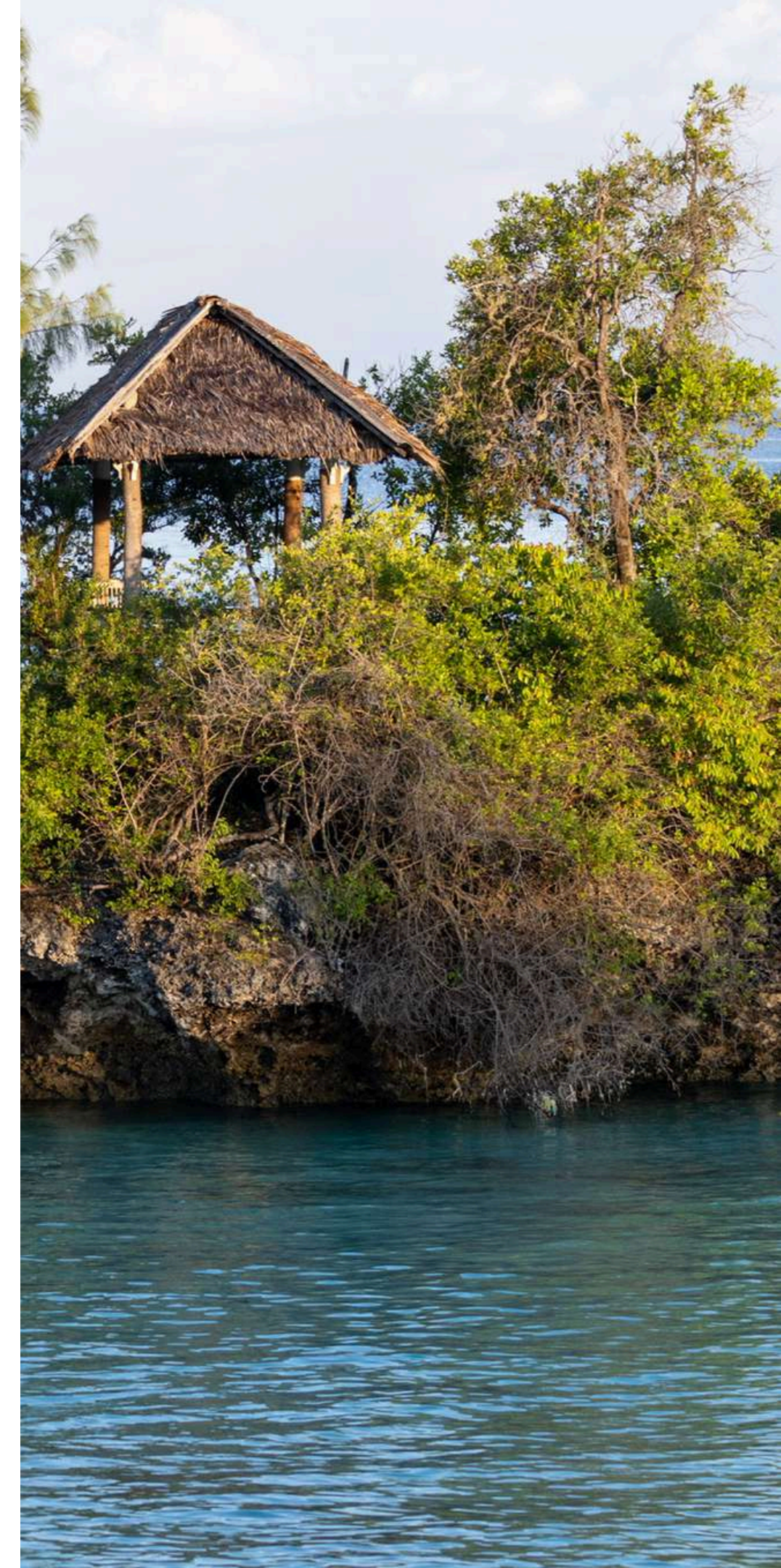
Thank you again for your continued collaboration.

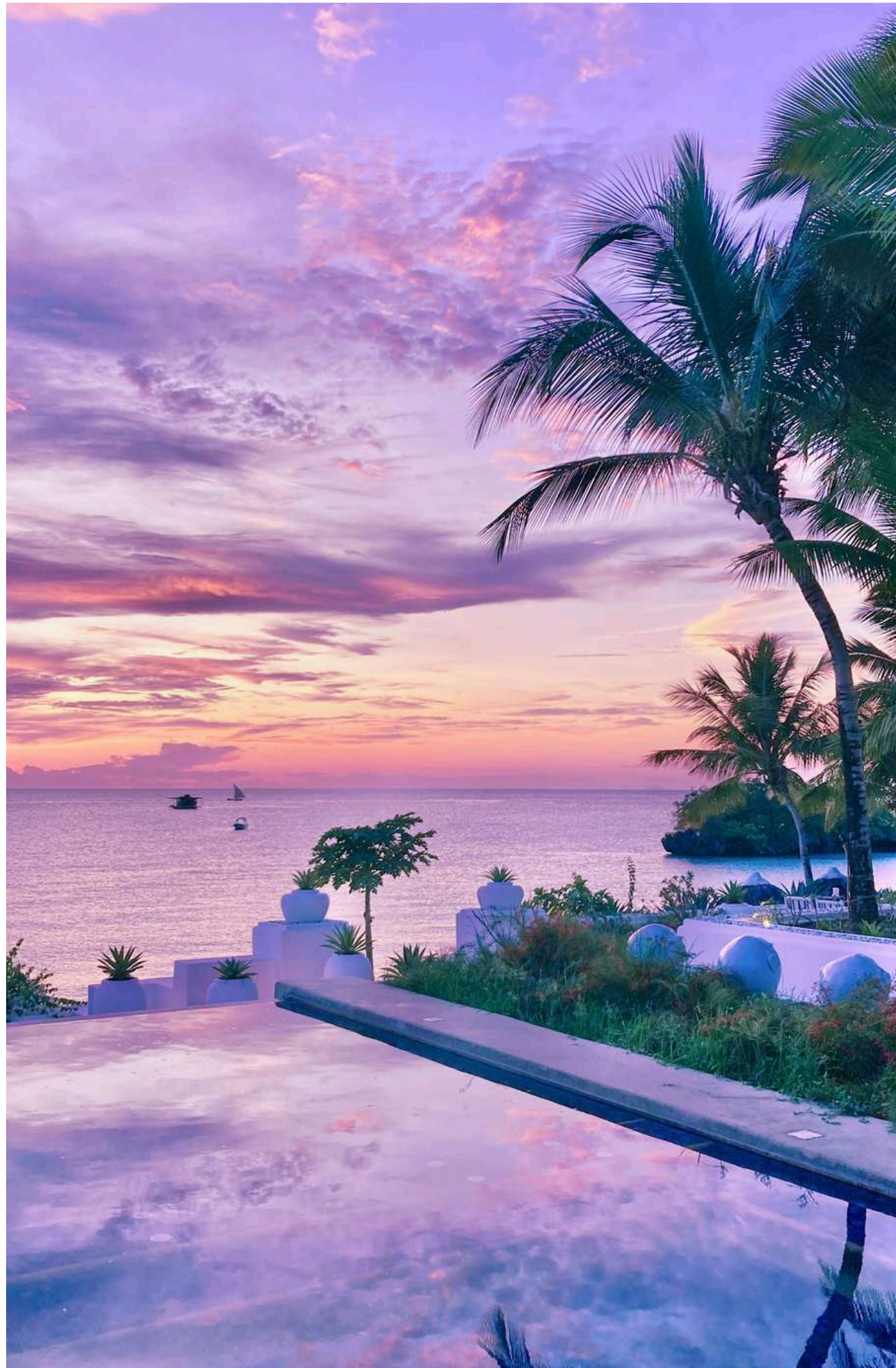
We look forward to a successful 2025–2026 season together.

Warm regards,

**Max Sungkur**  
**Owner & Director of Development**  
**The Aiyana Hotel**

**The Aiyana Team**





## Exclusive Offers and Packages at The Aiyana (2025-2026)

### 1. Last Minute Offer (LMO)

- Discount: 15% off total net amount (room + half board)
- Eligibility: For bookings confirmed 31 days or less before arrival
- + Extra Benefit:
  - 30% off Spa treatments (excluding Rock Spa), with a minimum stay of 4 nights

### 2. Long Stay Offer

- Bonus Nights:
  - 7=6 → Stay 7 nights, pay for 6
  - 10=9 → Stay 10 nights, pay for 9, or enjoy a complimentary sunset aperitif (depending on guest profile)
- *Validity: All year round, excluding Peak Season*

### 3. Honeymoon Offer

- Exclusive Benefits for Newlyweds:
  - One 45-minute massage (per couple)
  - Romantic villa setup upon arrival
  - One private beach dinner (table d'hôte menu)

### 4. Family Offer

- Family-Friendly Advantages:
  - One child under 12 stays for free (sharing with 2 adults)
  - 50% off second room for children/teens (same travel dates)
- *Validity: All year round, excluding Peak Season*
- *Conditions: Subject to villa configuration and availability*

### 5. Repeat Guest Offer

- Loyalty Rewards:
  - Additional 10% discount
  - Free upgrade upon arrival (subject to availability)
- *Validity: Available all year, including Peak Season*
- *Eligibility: For any guest who has previously stayed at The Aiyana*

The Aiyana Resort & Spa  
CONFIDENTIALSTO Rates2025-2026

ANNEX A-25-2026

As from 1/11/2025 until 31/10/2026

	Occupancy	high		low		peak		RACK Rate
		From	to	From	to	From	to	
		14-Jan	14-Mar					
		01-Jun	31-Jul	01-Nov	18-Dec	19-Dec	13-Jan	
		01-Sep	31-Oct	15-Mar	31-May	01-Aug	31-Aug	
Prestige Beach Villa	max:2adults+1 freechildren under10	USD726	USD872	USD 534	USD 640	USD 780	USD 937	
Superior Beach Villa	max:2adults+2freechildren under 10	USD834	USD1,000	USD 612	USD 735	USD 906	USD 1,086	
2 BR Ambassador Villa with Pool	max:4adults+2freechildren under 10	USD1,236	USD1,483	USD 906	USD 1,088	USD 1,392	USD 1,670	
2 BR Royal Villa with Pool	max:4adults+2freechildren under 10	USD1,796	USD2,155	USD 1,176	USD 1,410	USD 1,800	USD 2,160	
3 BR Presidential with Pool	max:6adults+2freechildren under 10	USD1,741	USD2,090	USD 1,140.3	USD 1,344	USD 1,764	USD 2,117	

All Rates are per villa on HalfBoard basis\*

Rates are in US Dollars

Rates are inclusive of VAT 15%

The Hotel reserves the right in the event of new taxes being imposed to introduce these in accordance with Tanzanian Laws.

Rates are non-commissionable.

Minimum Markup of 20%to be added to contracted rates.

Rates are not valid for Tanzanian and East African residents market

Misuse of the rates will cause termination of contract immediately.

TheHotel must have equal/fair representation in all promotional material as any other featured boutique resort.

For special added values/Offer please refer to attachment.

**Airport Pick up /Drop off**

Private Airport transfer service to our guests is provided in a Land Cruiser or similar car at \$110 per way per car.

On arrival to Pemba Airport guests will be picked up for a 1.5 hour drive through the island to THE AIYANA On

Departure guests will leave the resort 2.5 hours prior to their scheduled flight departure time.

**Additional Adult in extra bed:**

Maximum one additional adult in extra bed per villa replacing children in Prestige Beach Villa and Superior Beach

Villa Young Adult (defined as above 12 and below 18) staying in Villa in Extra bed pays \$125 per night. HB meal plan

Adult (Defined as 12 and above) staying in Villa in Extra bed pay \$150 per night. HB meal plan

**New Year 2025-2026**

A minimum stay of 4 consecutive nights are required for any bookings/stays over the Peak Period from 28/12/2025 up and including 02/01/2026

A Compulsory New Year supplement of \$150 per person is required for the New Year Eve Dinner on 31st December 2025 This supplement includes the dinner and selected wines.

Children aged 4 to 12 years pay \$75 (50%) per person for the New Year Eve supplement.

Children below 4 no charges applicable.

**\* Half Board basis includes:**

Full A-la-Carte Breakfast per person per Villa per night.

Afternoon Tea served at The Bar

Dinner served at the Restaurant (or any other location within the Resort as decided by the Resort) on Table D'Hote basis.

Snorkeling equipment (subject to availability)

Kayak (subject to availability)

Non supervised Mountain Bike (subject to availability)

Regular Group Yoga classes (subject to availability and calendar)

Fitness Studio (no supervision)

Wireless Internet Access (Wi-Fi) available at the Restaurant, Main pool and Bar

**\*\*Optional Full Board Meal Plan:**

Supplement \$ 40.00 per adult (above 12 years) staying in villa per room night.

Supplement \$ 25.00 per child (from 5 to 12 years) staying in villa per room night.

**\*\*Full Board Meal Plan includes:**

Half Board full offer as above

Lunches taken at The Restaurant (or any other location within the Resort as decided by the Resort) on Table D'Hote basis.

**\*\*Full Board Meal Plan excludes:**

All Beverages served in Restaurant, Bar, Beach etc. Meals taken outside the restaurant. Private Meals

(breakfast/lunches/ dinners) Supplement for Selected Menu items.

Premium Seafood Products (live Lobsters, crab etc.) Wines, Liquors and Champagnes

Spa treatments Private Yoga classes

Private outings (marine or land) Scuba Diving (through third party specialists) Deep Sea Fishing (through third

party specialists) Retail shop

Pemba Airport transfers (both ways)

Approved by :

Director

*Alessandra Girardi*

Alessandra Girardi

The Aiyana  
Makangale, Pemba, Zanzibar

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# PRESTIGE



85 m2



2 Adults



1 Double King Size Bed



- 2 Private Terraces with Beach Access
- Mini Bar



- Bathroom with:
- 2 sinks
  - 1 Bathtub
  - 1 Indoor Shower
  - 1 Outdoor Shower



## High

- 14-Jan → 14 Mar
- 01-Jun → 31-Jul
- 01-Sep → 31-Oct

STO **726 USD**

RAC **872 USD**

## Low

- 01-Nov → 18-Dec
- 15-Mar → 31-May

STO **534 USD**

RAC **640 USD**

## Peak

- 19-Dec → 13-Jan
- 01-Aug → 31-Aug

STO **780 USD**

RAC **937 USD**



# SUPERIOR



110 m<sup>2</sup>



2 Adults + 2 Children



1 Double King Size Bed  
+ 2 Extra Bed



- 1 Private Terrace with Beach Access
- Living Room
- Mini Bar



Bathroom with:

- 1 sink
- 1 Bathtub
- 1 Indoor Shower
- 1 Outdoor Shower



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## High

14-Jan → 14 Mar  
 01-Jun → 31-Jul  
 01-Sep → 31-Oct

STO 834 USD

RAC 1000 USD

## Low

01-Nov → 18-Dec  
 15-Mar → 31-May

STO 612 USD

RAC 735 USD

## Peak

19-Dec → 13-Jan  
 01-Aug → 31-Aug

STO 906 USD

RAC 1086 USD



# AMBASSADOR



180 m<sup>2</sup>



4 Adults



OR

- 2 Double King Size Beds
- 1 Double King Size Bed + 2 Single Beds



- Private Terrace with Beach Access
- Private Pool
- Balcony
- Living Room
- Mini Bar



- 1 Indoor Bathroom and 1 Outdoor Bathroom with:
- 2 sinks
  - 1 Bathtub
  - 1 Indoor Shower
  - 2 Outdoor Showers



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## High

- 14-Jan → 14 Mar
- 01-Jun → 31-Jul
- 01-Sep → 31-Oct

STO 1236 USD

RAC 1483 USD

## Low

- 01-Nov → 18-Dec
- 15-Mar → 31-May

STO 906 USD

RAC 1088 USD

## Peak

- 19-Dec → 13-Jan
- 01-Aug → 31-Aug

STO 1392 USD

RAC 1670 USD



# High

14-Jan → 14 Mar  
01-Jun → 31-Jul  
01-Sep → 31-Oct

STO 1741 USD

RAC 2090 USD

# Low

01-Nov → 18-Dec  
15-Mar → 31-May

STO 1140,3 USD

RAC 1344 USD

# Peak

19-Dec → 13-Jan  
01-Aug → 31-Aug

STO 1764 USD

RAC 2117 USD

# PRESIDENTIAL




 240 m2

 6 Adults

 3 Double King Size Beds

- Private Terrace with Beach Access
- Private Pool
- Private beach
- Balcony
- Mini Bar

 2 Indoor Bathrooms and 1 Outdoor Bathroom with:

- 3 Sinks
- 1 Bathtub
- 2 Indoor Showers
- 1 Outdoor Shower






# ROYAL




 220 m<sup>2</sup>

 4 Adults + 2 Children

 2 King Size Beds  
+ 2 Extras Beds

- Private terrace with
- Beach Access
- Private Pool
- Private Garden
- Living Room
- Mini-Bar

 2 Bathrooms with:

- 3 Sinks
- 2 Bathtubs
- 2 Indoor Showers
- 2 Outdoor Showers



## High

14-Jan → 14 Mar  
01-Jun → 31-Jul  
01-Sep → 31-Oct

STO 1796 USD

RAC 2090 USD

## Low

01-Nov → 18-Dec  
15-Mar → 31-May

STO 1176 USD

RAC 1410 USD

## Peak

19-Dec → 13-Jan  
01-Aug → 31-Aug

STO 1800 USD

RAC 2160 USD