

RE: Discovery Holiday Parks NETT RATES**(Valid: 01 April 2023 – 31 March 2024)**

Located in some of Australia's most popular holiday destinations, from the beach to outback and everywhere in between, The G'day Group offer a range of accommodation to suit everyone's holiday style.

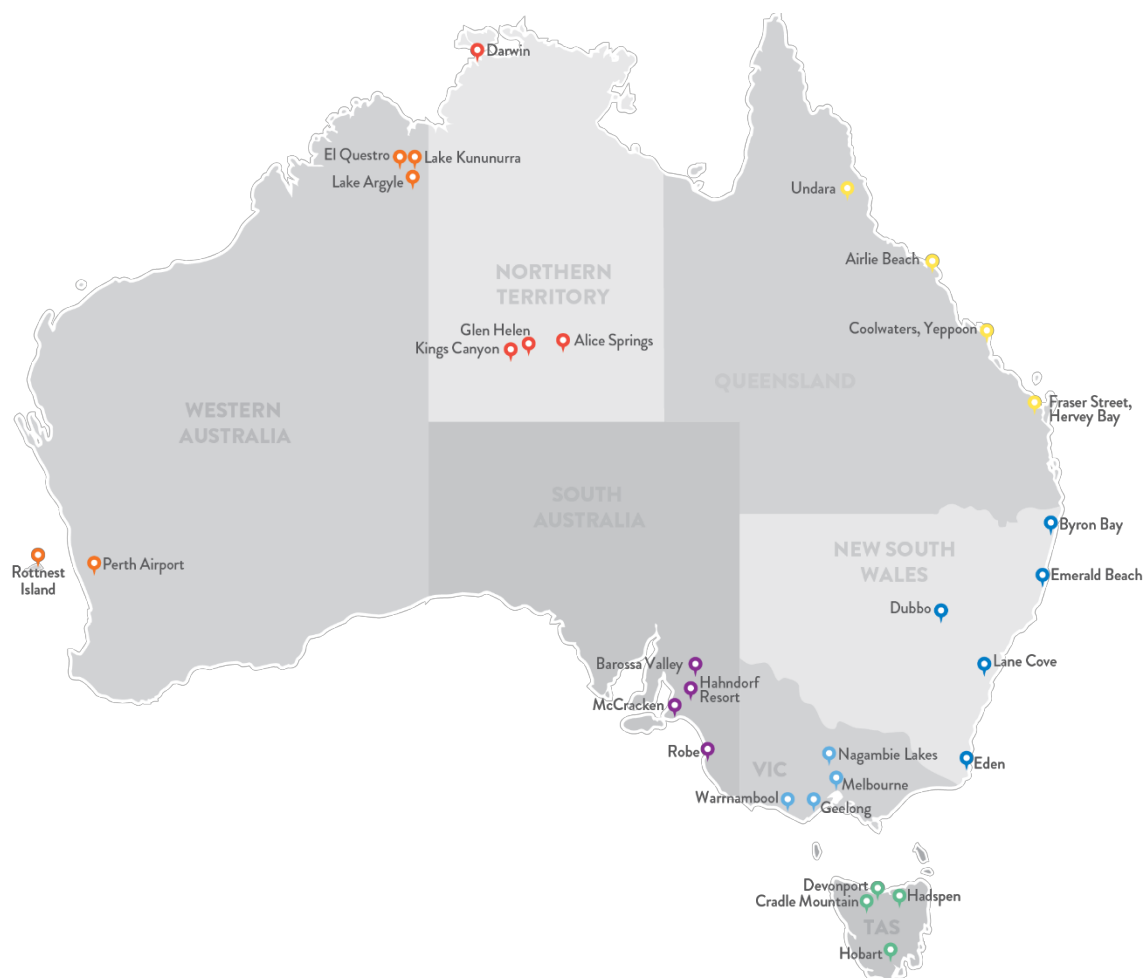
There have been a number of new and exciting locations added to the portfolio, which we look forward to promoting with our trade partners for the 2023-24 travel year. Please note these rates will be bookable from **Tuesday 14 June, 2022**.

The G'day Group is pleased to offer you FIT Nett rates (contracted at **25% off the Gross static rate**). We have selected the key tourist properties throughout our portfolio to offer you static rates, including:

Airlie Beach
Alice Springs
Barossa Valley
Byron Bay
Coolwaters Yepoon
Cradle Mountain
Darwin
Devonport
Dubbo
Eden
El Questro Emma Gorge

El Questro Homestead
El Questro The Station
Emerald Beach
Fraser Street, Hervey Bay
Geelong
Glen Helen
Hadspen
Hahndorf Resort
Hobart
Kings Canyon
Lake Argyle

Lake Kununurra
Lane Cove
McCracken Country Club
Melbourne
Nagambie Lakes
Perth Airport
Robe
Rottnest Island
Undara Experience
Warrnambool



Static Rates:

MLOS & Stopsells: Please note all properties are subject to dynamic yielding, meaning our Revenue and Distribution team may apply minimum length of stay or stop-sell contracted rates, dependent on occupancy and demand.

Packaging: You may only re-sell these contracted rates as part of a package, this is imperative to ensure your contracted rates remain opaque and not exposed to the market.

Example: you cannot sell 1 night at Discovery Rottnest Island, without packaging it up with ferry and/or day touring components.

Dynamic Rates:

The G'day Group is also able to offer ad-hoc dynamic rates for the non-contracted properties. Should you receive an enquiry from your clients, please reach out to us and we will assess the request accordingly. All requests are assessed based on occupancy and demand for the period, with a rate determined by our Revenue Team.

Experiences – Activities, Food and Beverages:

Unless included in the accommodation rates, all activities and F&B offerings are capped at 10% commission. This will be reflected in the Gross/Nett rates listed throughout this document.

Payment terms:

The G'day Group offer all trade partners credit terms, subject to the completion of a credit agreement when establishing an account with us.

- All accommodation bookings will be issued an invoice upon a guest departure or in the event that the booking cancels and fees are incurred, with 30-day payment terms.
- Day tour bookings (without accompanying accommodation), will be invoiced monthly, with the same 30-day payment terms.
- Upon making a payment, the remittance advice should be emailed to:
 - kingscanyon.remittances@gdaygroup.com.au for bookings at the Kings Canyon Resort
 - elquestro.remittances@gdaygroup.com.au for bookings at the El Questro Station, Emma Gorge or El Questro Homestead
 - trade@discoveryparks.com.au for bookings at all other Properties

Our Trade partners will be invoiced for all components which are added to the booking, prior to the guest arriving.

Example: If you request accommodation, transfers, activities or meals prior to the guest arrival, these will be invoiced to you upon guest checkout. Should the guest contact us directly to add touring or additional requests to their booking (Prior to their arrival), they will be directed to arrange these with their booking agent.

Any touring or additional requests by the guests upon their arrival or throughout their stay, are considered as incidentals and will be settled by the guests directly.

Child Policy:

- Infant: 0 – 2 (stays FOC in existing bedding)
- Child: 3 – 16 (Child rate applies)
- Adult: 17+ (Adult rate applies)

Cancellation terms:**FIT Bookings- The Homestead**

When cancellation occurs:	Cancellation fees:
60-31 days prior to check-in	50% cancellation fee equivalent to accommodation (per room cancelled) applies, based on original booked dates.
30 days prior to check-in	100% cancellation fee equivalent to full contracted rate per confirmed room per night, transfers, and pre-booked day tours.
Early Departure or no-shows	100% cancellation fee equivalent to full contracted rate per confirmed room per night, transfers, and pre-booked day tours.

FIT Bookings- All Properties (excl. The Homestead)

When cancellation occurs:	Cancellation fees:
14 days or more prior to check-in	Nil fees apply
14 days – 73 hours (4 days) prior to check-in	One (1) night's accommodation or 25% of the total accommodation (whichever is greater).
72 hours or less prior to check-in	100% cancellation fee equivalent to full contracted rate per confirmed room per night, transfers, and pre-booked day tours.
Early Departure or no-shows	100% cancellation fee equivalent to full contracted rate per confirmed room per night, transfers, and pre-booked day tours.

Groups:

- El Questro Homestead, a group is considered 4 rooms or more
- All other properties, a group is considered 7 rooms or more

Please refer to **Appendix C** for detailed **Group Terms & Conditions**.

Terms and Conditions: Guests must agree to the terms and conditions at

https://www.discoveryholidayparks.com.au/terms_and_conditions except to the extent they are inconsistent with the above Cancellation Policy, Restrictions or the Trade Partner Terms and Conditions.

We are pleased to advise that the 2023-24 travel year will be open for bookings from Tuesday, 14 June 2022. Thank you for your ongoing support, we look forward to a successful year ahead.

Best regards,

G'day Group – Trade Sales

Reservations & Trade Sales Contacts

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Email: jtremier@gdaygroup.com.au	Julia Tremier Key Account Manager
Phone: +61 411 474 295 Email: bsargent@gdaygroup.com.au	Bianca Sargent Trade & Experience Manager (Maternity leave MAY-DEC 2022)

AIRLIE BEACH

Location Address: 2634 Shute Harbour Road, Jubilee Pocket, Airlie Beach

Website: www.discoveryholidayparks.com.au

Discovery Parks – Airlie Beach is the heart of camping in the region. Nestled alongside the rainforest of Conway National Park and in a protected amphitheatre the park has a resort feel with a sensational swimming pool and outdoor spas where you can laze under the umbrellas all day.

Property Features:

- Playground
- Swimming Pool
- Activity Room
- BBQ Area
- Laundry
- Camp Kitchen
- Kiosk/Store
- Bouncing Pillow
- Water Park
- Tour Booking Office
- Kids Facilities

FIT RATE valid 1 April 2023 to 31 March 2024 (Twin Share)

Room Type	Bedding Configuration	Low Season Room Only NETT RATE (GROSS)	High Season Room Only NETT RATE (GROSS)	Peak Season Room Only NETT RATE (GROSS)
Superior 1 Bedroom Cabin Sleeps 4	Queen / 1 Bunk Bed	\$138.00 (\$184.00)	\$173.25 (\$231.00)	\$224.25 (\$299.00)
Superior 2 Bedroom Cabin Sleeps 6	Queen / 2 Bunk Beds	\$156.75 (\$209.00)	\$192.00 (\$256.00)	\$243.00 (\$324.00)
Superior 2 Bedroom Cabin Sleeps 4	Queen / 1 Bunk Bed	\$156.75 (\$209.00)	\$192.00 (\$256.00)	\$243.00 (\$324.00)
Deluxe Bali Villa	Queen / 2 Double or 2 Bunk Beds	\$181.50 (\$242.00)	\$216.75 (\$289.00)	\$267.75 (\$357.00)
Deluxe 2 Bedroom Cabin	Queen / 2 Bunk Beds	\$181.50 (\$242.00)	\$216.75 (\$289.00)	\$267.75 (\$357.00)

Additional Pax- Per Person, NETT RATE (GROSS)

Extra Adult (existing bedding)	\$15.00 (\$20.00)
Extra Child (existing bedding)	\$11.25 (\$15.00)

Seasonal Dates:

Low Season: 16 April 2023 – 27 April 2023; 01 May 2023 – 22 June 2023; 09 July 2023 – 14 September 2023; 02 October 2023 – 07 December 2023; 28 January 2024 – 27 March 2024

High Season: 01 April 2023 - 15 April 2023; 28 April 2023 – 30 April 2023; 23 June 2023 – 08 July 2023; 15 September 2023 – 01 October 2023; 08 December 2023 – 25 December 2023; 07 January 2024 – 27 January 2024; 28 March 2024 – 31 March 2024

Peak Season: 26 December 2023 – 06 January 2024

Image Library: can be located [here](#).

Trade Reservations

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