



tierrapatagonia

THE SPIRIT OF THE FAR SOUTH





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At Tierra Patagonia we have a great love of life, of plants, animals and people, and a great respect for the Earth and all its resources and majesty. We believe our guests share our fascination, and we invite the curious travelers of the world to join us for adventures in faraway and beautiful Chilean Patagonia.

TIERRA PATAGONIA HOTEL & SPA

Tierra Patagonia is friendly and welcoming and our location is sublime. Set in the uttermost south of Chile, we overlook Lake Sarmiento and the towering peaks of Torres del Paine National Park which was named a UNESCO Biosphere Reserve Site in 1978. The hotel is surrounded by nature, in splendid isolation with the nearest settlements some distance away.

At Tierra Patagonia we are committed to providing our guests with:

- Authentic active experiences in magnificent Chilean Patagonia
- Knowledgeable guided access to the local flora, fauna, geology, culture and history
- Relaxation, fun, delicious food, and memories for a lifetime

HOTEL DESIGN AND FACILITIES

The hotel architecture and interiors radiate an ambiance of Patagonian warmth and comfort. Large windows give excellent views from the public spaces and all 40 guest rooms.

Hotel facilities include living room and bar, dining area, guides' presentation room, library, TV lounge, WiFi, indoor pool, outdoor Jacuzzi, and full Uma Spa. Guest rooms have lovely bedding and bathrooms with amenities by L'Occitane. A large, always-lit fireplace welcomes guests in Patagonian style.

ROOMS

The hotel has 3 suites and 37 double rooms. All rooms have beautiful views across the lake to the mountains of the National Park. Six family apartments sleep up to six people in two connecting rooms with two bathrooms. Suites have a downstairs bedroom and bath and a living room upstairs. Room sizes are 36 m² (387 sq.ft.) for the doubles, 55 m² (592 sq.ft.) for the suites, and 72 m² (775 sq.ft.) for the family apartments. All rooms have hair dryer, safe, heating, tub and shower.

ADVENTURES, EXCURSIONS AND ACTIVITIES

Tierra's excursions discover the Torres del Paine National Park and the ranches and pampas around the hotel. Our expert guides help guests to spot endemic birds, plants and animals, and to experience the mountains, pampas, woods, ridges, ranches, glaciers, rivers, lakes and waterfalls of Patagonia. Guides meet daily with guests to help select the best excursion for them, given individual interests and fitness. Options include walks, treks, horse-rides, bicycle rides and van-rides. There is a wide choice of

indoor activities and informative talks, and the Spa services and indoor swimming pool are ideal after an adventure-filled day. Staying in for quiet time to read, chat, or nap by the fireplace is a popular activity too!

FOOD AND WINE

Tierra's Chef uses local seafood from the Straits of Magellan, lamb and beef from the neighboring ranches, and local Calafate berries to prepare healthy, delicious meals. The weekly Patagonian "asado" or barbecue features the slow-cooking of a lamb over coals. These asados were a highpoint in the lives of early settlers and remain so for the local people today. Guests will enjoy our extensive menu of Chilean wines, Patagonian hot whisky drinks or classic Chilean pisco sours.

SPA AND POOL FACILITIES

The Uma Spa is a Tierra Hotels standard bearer offering steam bath, sauna, heated indoor pool with jets and cascades, outdoor Jacuzzi, and locker rooms with lush towels and robes. Uma Spa treatments include all types of massages and facials using local elements, stones and waters.

SUSTAINABILITY AND GREEN POLICY

Privileged to be located amidst such pristine natural beauty, we are committed to its protection. Our aim is to provide the best Adventure Spa services with the least impact possible. Sustainability is a strong factor in all our decision making.

SEASONALITY & LOCATION

Tierra Patagonia is open from September 1st to April 30th and closed during the winter months. It is a one hour drive from Puerto Natales airport and a 4 hour drive from Punta Arenas airport. Flights from Santiago, Chile to Punta Arenas are 3.5 hours and in the summer there are flights to Puerto Natales. The Hotel is a 15 minute drive from the Sarmiento entrance to Torres del Paine National Park

ALL-INCLUSIVE PRICING

Our all-inclusive prices include the following:

- Transfers to and from local airports
- Accommodations in the hotel
- Breakfast, lunch and dinner
- Open bar
- Daily excursions and indoor presentations
- Use of spa facilities (indoor pool, outdoor jacuzzi, sauna and steam rooms).



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2011 - 2012 RATES

VALID FROM 1 OCTOBER 2011 - 30 APRIL 2012

• ALL INCLUSIVE PROGRAM

RATES PER PERSON IN USD

RATES PER PERSON IN USD
STANDARD ROOMS

Nights	STANDARD ROOMS					SUITE	
	Double	Single	Young Adult 12-17 years	Child 4-11 years	Under 4 years	Double	Single
3	1.950	2.850	850	650	Free	2.600	3.850
4	2.460	3.590	1.090	800	Free	3.300	4.850
5	3.000	4.390	1.300	990	Free	4.100	5.900
6	3.600	5.260	1.550	1.200	Free	4.900	7.000
7	4.200	6.150	1.800	1.400	Free	5.700	8.300

• RATES INCLUDE

- Accommodation.
- American breakfast, lunch and dinner.
- Open Bar (includes mineral water, sodas, juices, house wines & liquors).
- Premium wines and liquors available for an additional cost.
- Two half day excursions or one full day excursion with other guests.
- Use of Uma Spa, including pool, saunas and Jacuzzi (massages, spa treatments and therapies for an additional cost).
- Transfers: Regular transfers without additional cost for ALL INCLUSIVE programs, 3 night minimum, to and from Punta Arenas, Puerto Natales and Cerro Castillo on Tuesday, Wednesday, Friday and Saturday. Regular transfer to El Calafate, Argentina, available for ALL INCLUSIVE programs, 4 night minimum, at an extra US\$150 per person on Tuesday, Wednesday, Friday and Saturday. Transfers on Sunday, Monday and Thursday are available at extra cost and subject to availability.

• DEFINITIONS

- *Under four years:* Travel free sharing a room with at least one paying adult.
- *Children 4 – 11 years:* Rates apply for up to one child sharing a room with at least one paying adult.
- *Young Adult 12-17 years:* Rates apply for up to one young adult sharing a room with at least one paying adult.
- Crib or up to one extra bed available per room for guests under 17 years of age.
- *Family Rooms:* The hotel has six family rooms which are made up of 2 interconnecting rooms, each with their own bathroom. They are for 4-6 people. (Children and young adults aged 4-17 in a Family Room pay the child or young adult rate. Adults pay the adult rate and a 10% surcharge. At least 2 passengers per family room must pay the adult rate and 10% surcharge and the minimum fee for a family room is 4 paying guests).

Note: These rates are for foreigners non-resident in Chile with the right to tax-free accommodation.

Rates valid from 1 October 2011 - 30th April 2012. Rates subject to change without prior notice. Check in 15.00 hrs./ Check out 11.00 hrs.

• RESERVATION CONDITIONS ALL-INCLUSIVE PROGRAM

Individuals

- All reservations must be requested in writing and will be confirmed in writing.
- In order to guarantee a reservation, payment of 30% of the total value of the reservation is required.
- All reservations will be tentative until the deposit has been received.
- The payment of the balance of the total value of the reservations must be received at least 30 days prior to arrival of the guests at the hotel
- Any reservation which does not meet these requirements may be cancelled without notice by Tierra Patagonia Hotel & Spa.

Cancellations: The following are the cancellation fees according to the time limits shown.

- Cancellations 60 days or more prior to the arrival date: No charge.
- Cancellations between 59 and 30 days prior to the arrival date: 10% of the total value of the reservation.
- Cancellations between 29 and 15 days prior to the arrival date: 50% of the total value of the reservation.
- Cancellations between 14 and 0 days prior to the arrival date: 100% of the total value of the reservation.

Groups

- "Group" is understood to mean a booking of eight or more rooms for the same period of time.
- Members of a group must have a common reason to travel (family, members of an institution, club or association etc.). This information should be provided to the hotel when the reservation is made.
- One passenger travels free for every 15 paying passengers (based on double occupancy).
- To guarantee a group booking of the all-inclusive program, a deposit of 50% of the total value of the booking is required.
- The balance due must be received 30 days before the guests arrival date and the final rooming list is required at the same time.

Cancellations: The following are the cancellation fees for groups according to the time limits shown.

- Cancellations 60 days or more prior to the arrival date: No charge.
- Cancellations between 59 and 30 days prior to the arrival date: 50% of the total value of the booking.
- Cancellations between 29 and 15 days prior to the arrival dates: 75% of the total value of the booking.
- Cancellations between 14 and 0 days prior to the arrival dates: 100% of the total value of the booking.



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2011 - 2012 RATES

VALID FROM 1 OCTOBER 2011 - 30 APRIL 2012

ROOM ONLY PACKAGE RATES

Additionally we offer the possibility to reserve rooms only, without transfers or excursions. This option includes breakfast and lunch or dinner as well as use of the spa facilities (massages, treatments and spa therapies not included).

RATES PER ROOM, PER NIGHT IN USD

SUPERIOR ROOMS

Room	Double	Single
Superior Room	490	400
Family Room	660	
RATES FOR EXCLUSIVE USE OF 2 INTERCONNECTING ROOMS, EACH WITH THEIR OWN BATHROOM. FOR 4 ADULTS OR 2 ADULTS AND UP TO 4 CHILDREN (17 YEARS OR YOUNGER).		
Suite	660	540

Extra bed: Up to one extra bed per room. US\$100 per night, only for children 17 years or younger.

ROOM ONLY PACKAGE RATES INCLUDE

- Accommodation.
- American breakfast.
- Either lunch or dinner.
- Use of Uma Spa: pool sauna and jacuzzi (*massages, spa treatments and therapies payable locally*).

Note: These rates are for foreigners non-resident in Chile and with the right to tax free accommodation. Rates valid from 1 October 2011 to 30th April 2012. Rates subject to change without prior notice. Check in: 15.00 hrs. / Check out: 11.00 hrs.

RESERVATION CONDITIONS ROOM ONLY PACKAGE BOOKINGS

Individuals

- All reservations must be requested in writing and will be confirmed in writing.
- In order to guarantee a reservation, payment of 30% of the total value of the reservation is required.
- All reservations will be tentative until the deposit has been received.
- The payment of the balance of the total value of the reservations must be received at least 30 days prior to arrival of the guests at the hotel.
- Any reservation that does not comply with these requirements can be cancelled.

Cancellations: The following are the cancellation fees according to the time limits shown.

- Cancellations 60 days or more prior to the arrival date: No charge.
- Cancellations between 59 and 30 days prior to the arrival date: 10% of the total value of the reservation.
- Cancellations between 29 and 15 days prior to the arrival date: 50% of the total value of the reservation.
- Cancellations between 14 and 0 days prior to the arrival date: 100% of the total value of the reservation.

Groups

- "Group" is understood to mean a booking of eight or more rooms for the same period of time.
- Members of a group must have a common reason to travel (family, members of an institution, club or association etc.).
- One room is free for every 15 paid rooms (based on double occupancy rate).
- To guarantee a group booking of the all-inclusive program, a deposit of 50% of the total value of the booking is required.
- The balance due must be received 30 days before the guests arrival date and the final rooming list is required at the same time.

Cancellations: The following are the cancellation fees for groups according to the time limits shown.

- Cancellations 60 days or more prior to the arrival date: No charge.
- Cancellations between 59 and 30 days prior to the arrival date: 50% of the total value of the booking.
- Cancellations between 29 and 15 days prior to the arrival dates: 75% of the total value of the booking.
- Cancellations between 14 and 0 days prior to the arrival dates: 100% of the total value of the booking.