



Booking.com

Recovery Strategy Playbook

Introducing a new strategic approach to
help you rebuild your business

Content

- What is happening in the market?
- How Booking.com is helping
- The three strategic pillars: products and solutions
- Staycation and next steps

What is happening in the market?



Our data and insights are showing that travellers are once again looking to step out of lockdown to venture beyond their home and community.

We're seeing that travellers are actively searching for your destination and there is an opportunity to **start rebuilding your business again**. We're here to support you through this process and ensure you maximise this business opportunity.

How Booking.com is helping



Global messaging to our partners



Around the clock CS, AM and CC support



Comprehensive Coronavirus - related content on the Partner Hub



Leveraging marketing channels to source and funnel any existing demand



Property specific Coronavirus display on our front end



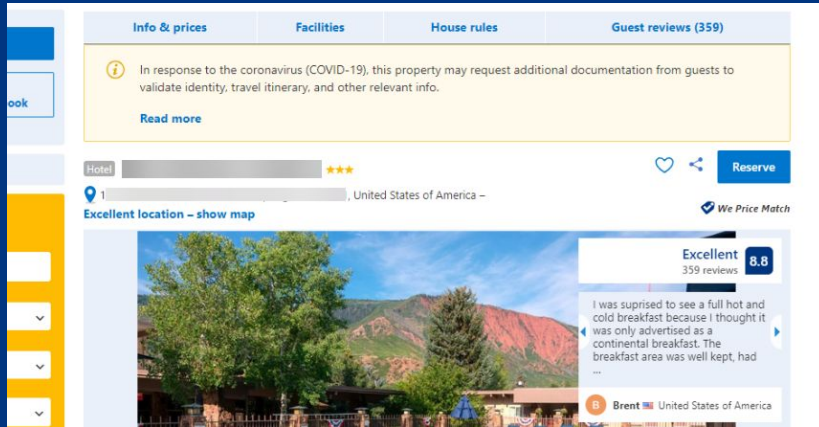
Launched Health and Safety measure display on front end



Push the visibility of flexible rates on the front end

How Booking.com is helping: Health and Safety measure display on front end

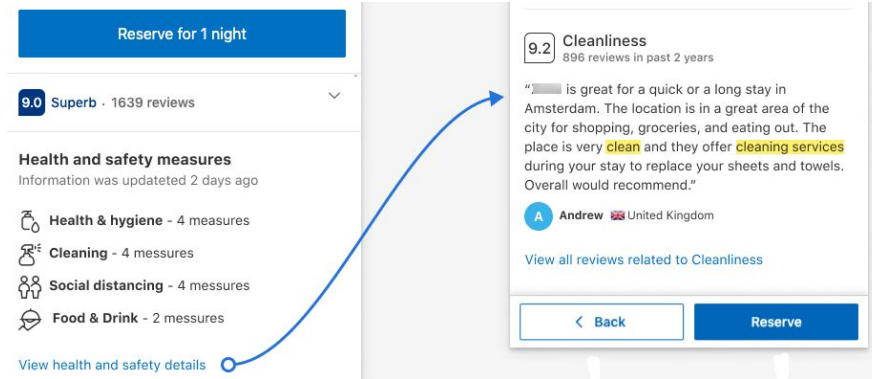
Visibility on COVID-19 impact



More visibility on the front end for:

- Government restrictions
- Impact on services
- Guidelines
- Changes in check-in procedures

Visibility on Safety & Cleanliness



More visibility on the front end for:

- Cleaning protocols
- Food safety
- Property safety measures
- Social distancing measures

The three strategic pillars

Today we want to provide you with an additional solution, **a new strategic approach to help you rebuild your business**. It's based on three pillars, each of them representing a specific objective and consisting of a set of recommended products and solutions that can help you achieve that objective.

1

Capture **local**
demand



2

Offer **flexibility** to
capitalise on early
demand



3

Increase your **visibility**
to maximise your
share of demand

Pillar #1: Capture local demand

The way people travel is changing. People need to be able to adapt to changing circumstances that may affect their travel plans.

This means:

- They will book local
- Road Trip Drive Market will come first with limited flights/trains
- They will search for the best value (price and offers/freebies)
- They will book on mobile first



Pillar #1: Capture local demand

Staycation packages

Staycations contributed to 12% of booked room nights for the participating hotels in top destinations in May.

- ✓ Stand out from the competition
- ✓ Fills up empty rooms with higher revenue per stay
- ✓ Promote underutilised facilities at your property (F&B and spa)



Offer a staycation package composed by:

- Free Breakfast or FB plan
- Freebies (upgrade, parking, lounge access etc)
- Credits for in-house use (F&B, Spa etc.)

Pillar #1: Capture local demand

Booking.com global campaigns

Promote domestic travel in the countries that are going out of the lock down phase and international travel when the travel environment will be back to normal.

- ✓ Up-ranking
- ✓ Special Tagging in Search Results Page
- ✓ Banner on Booking.com Home Page
- ✓ Dedicated Landing Pages with deals visualisation depending upon guest IP
- ✓ Email Campaigns and Push Notifications



Opt-in to Travel Offer campaign:

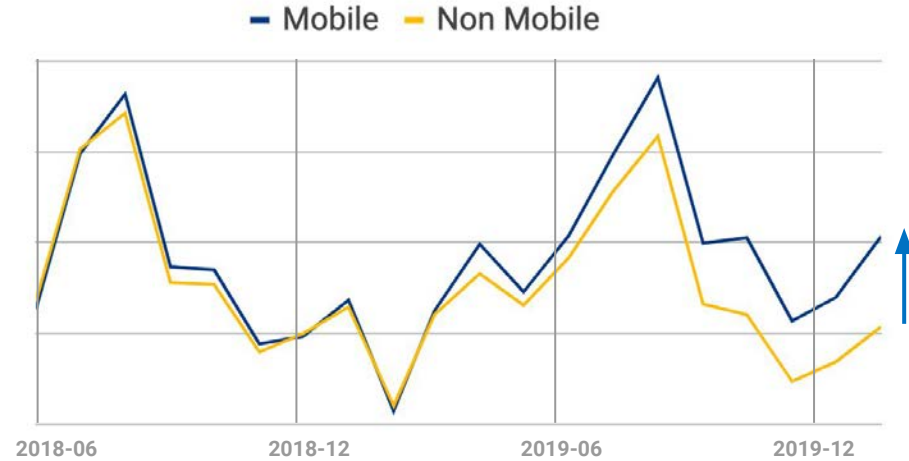
- Book dates: 10 March - 4 Jan 2021
- Stay dates: 1 June - 4 Jan 2021
- Minimum discount globally of 15% (Asia 20%)

Pillar #1: Capture local demand

Mobile Rates

Mobile reservation represents around 60% of our total transaction.

- ✓ On average, partners received 16% extra revenue using mobile rates in 2019
- ✓ Enjoy a visibility boost thanks to a special badge on front end search.



Revenue delta for chains properties who opted in on Mobile rate in 2018 (comparable comp set)

Set up a mobile rate now:

- Offer Min 10% discount
- Choose devices: App or Mdot /App+Mdot
- 30 blackout dates/year

Pillar #1: Capture local demand

Domestic Country Rates

Attract customers from parts of the world that have proven to be more valuable. Offer a country rate set to "domestic" to encourage local travel within their home countries.

- ✓ Get incremental bookings by 20-25% (data based of experiment 2019)
- ✓ Rates are only visible to guests' searches from IP addresses that match the target markets
- ✓ Rate not visible in any other country/region or on metasites
- ✓ Turn rate on or off at any time

Rates will be distributed to meta

EEA is considered one digital market so no price differentiation is allowed



Add Country Rate:

- Choose markets: domestic/international or regions or countries
- Offer Min. 5% discount
- 30 blackout dates/year

A new three pillar strategic approach to help you rebuild your business.



Pillar #2: Offer flexibility to retain and stimulate demand

Coronavirus has impacted the way people search and book accommodation.

- They look for security “Less willingness to take risks”
- They look for opportunity “Travelling as soon as it’s possible”
- They want to dream “Looking further ahead for holidays”



Pillar #2: Offer flexibility to retain and stimulate demand

Fully Flex policy ↙↗

Where it makes sense, we're promoting your flexible rates to help make it easy for customers to find what they're looking for.

Our research has shown that increasing the flexibility of partner policies will increase the likelihood of customers making a booking.



Recommended action:

- Have at least one rate with Fully Flex policy available
- Apply a Fully Flex policy (free change/cancellation up to D-1) on existing promotions and early booking offers

Pillar #2: Offer flexibility to retain and stimulate demand

Date change on non-refundable reservations

Since the outbreak of Coronavirus, cancellations have been extremely high. We want to reduce this by offering modifications rather than cancellations.

- ✓ Maintain revenue security
- ✓ Reduce the manual effort of handling cancellations and process new reservations
- ✓ Better guest experience by giving them the flexibility to adjust their plans when things change



Recommended action:

Allow guests who have the non-refundable reservations to be able to change their stay dates without approval from partners on each single request.

Pillar #2: Offer flexibility to retain and stimulate demand

Child Rates

Families stay on average 28% longer and book a 27% higher rate than couples and solo travellers.

We've made it easier for you to configure your child pricing and occupancy to attract more families to your property.



Make sure your rooms have the right combination of Children Occupancy and Pricing:

- Maximum occupancy of Children, Adults and total Guests/People in the extranet or via Room & Rate Management APIs
- Child Pricing setting up to three pricing rules (supplement or free rule) in the extranet

Pillar #2: Offer flexibility to retain and stimulate demand

Length of Stay Pricing and Occupancy Based pricing via XML

Partners which are already using Occupancy Based Pricing sees a 3.5% predicted increase in revenue.

- ✓ Solo travellers make up ~12% of total Front End searches
- ✓ More attractive to guests searching for a longer length of stay
- ✓ Improves your pricing for guests searching for one or multiple adults as well as families (in combination with children)



Recommended actions:

- LOS pricing: Offer a discount based on length of stay so that average price per day is lower the longer the guest stays.
- OBP pricing: Specify a price for every combination of room type, date, and number of occupants and offer relevant pricing for solo travelers.

Pillar #2: Offer flexibility to retain and stimulate demand

Credit Card details exceptions

About 16% of customers who abandon booking process do so because they do not have a credit card to book.

- ✓ Attract more mobile bookers, last minute and domestic bookers.
- ✓ Allowing customers to book without a credit card is a strong conversion driver.



Recommended actions:

Enable next-day and same-day bookers to book without a credit card.

Pillar #2: Offer flexibility to retain and stimulate demand

Bookable until 12-16 months

During the Recovery phase, guests will start looking for (domestic) options to book a stay again. Therefore, we need to make sure to offer relevant Availability to help guests find what they are looking for.

- ✓ Receiving Bookings further in advance and in most cases with a longer Length of Stay pricing and higher ADR
- ✓ Modifications rather than cancellations for guest who would like to modify their current booking to next summer due to travel uncertainty related to Coronavirus



Recommended actions:

Add more availability for future dates to capture that demand! Make sure your properties are available short term (up to 30 days) and long term (up to 16 months)

A new three pillar strategic approach to help you rebuild your business.



Pillar #3: Increase your visibility to maximise your share of demand

Competition for leisure demand will be fierce and properties need to stand out to exceed their fair share quickly.

- Booking.com's Preferred and Genius Programs - together they create a powerful visibility combo on our platform
- Choose the visibility program that helps your properties exceed their fair share quickly on Booking.com

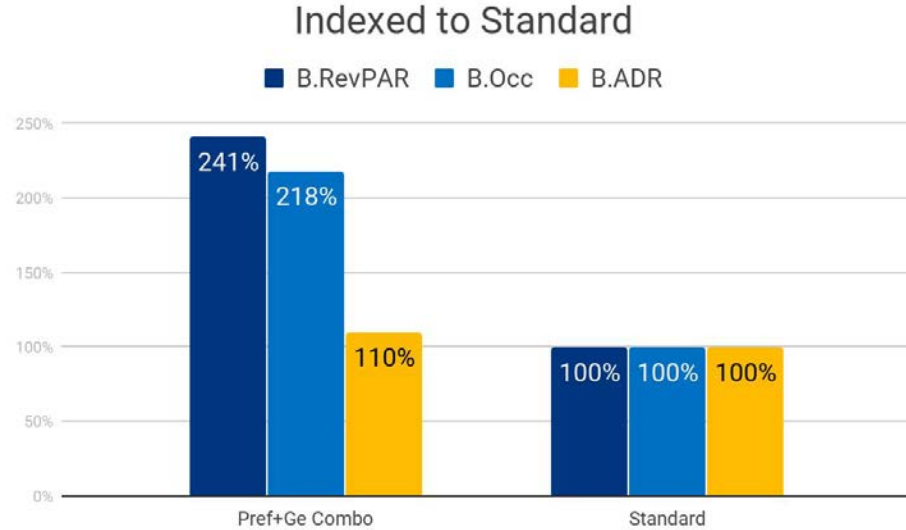


Pillar #3: Increase your visibility to maximise your share of demand

Combo Preferred + Genius

For all eligible partners for both Genius + Preferred whether you are already in both, one or neither program, get the benefit of 90 days of preferred commission relief.

- ✓ Opportunity to join our premium programmes at much lower costs
- ✓ PrefxGe Combo Partners outperform 2.4x RevPAR and 2.2x in Occupancy vs standard competitors on Booking.com
- ✓ Promotion via Booking.com's Brand Marketing/PR/PA messaging.



Join the highest potential subset of partners who have proven track record of meeting all the combined eligibility criteria of both Booking.com's strategic programs to stand out from the rest!

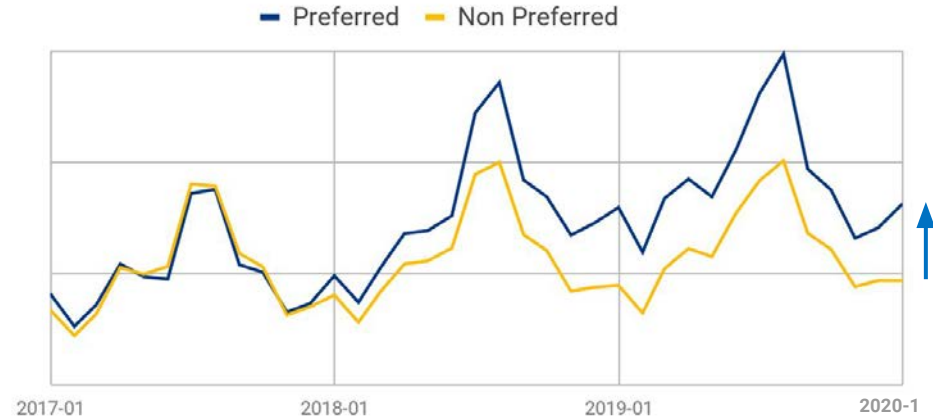
Opt-In deadline (TBD)

Pillar #3: Increase your visibility to maximise your share of demand

Preferred Program

Grow bookings via higher visibility on Booking.com without any discounting of your ADRs.

On average Preferred partners receive 65% more page views and a 30% revenue uplift.



Revenue delta for chains properties who opted in on Preferred in 2018 (comparable comp set)

Join the Preferred Partner Programme for a surge in visibility and ultimately, bookings.

Pillar #3: Increase your visibility to maximise your share of demand

Genius Program

Grow bookings via attracting the higher visibility towards our most frequent repeat CUG of bookers who are high mobile app users by offering a discount of at least 10% on your most popular room.

Partners also have flexible opportunities to offer to our Genius users, such as:

- ✓ Genius program
- ✓ Genius Business Rates
- ✓ Genius 15% discount
- ✓ Genius Free breakfast
- ✓ Genius Free room upgrade
- ✓ Genius Dynamic Pricing

Extras

Level 2

Extra 5% discount (+ standard 10%)

Benefits	Level 1 +2 stayed booking in 2 years	Level 2 +5 stayed booking in 2 years
Mandatory 10% discount Visibility boost with special Genius tagging	✓	✓
Extra 5% discount		✓
Free breakfast		✓
Free room upgrade		✓

Opt in for an additional 5% discount:

- Get up to 27% more bookings
- Increased competitiveness
- Genius high-end room category

Pillar #3: Increase your visibility to maximise your share of demand

Genius Program

Grow bookings via attracting the higher visibility towards our most frequent repeat CUG of bookers who are high mobile app users by offering a discount of at least 10% on your most popular room.

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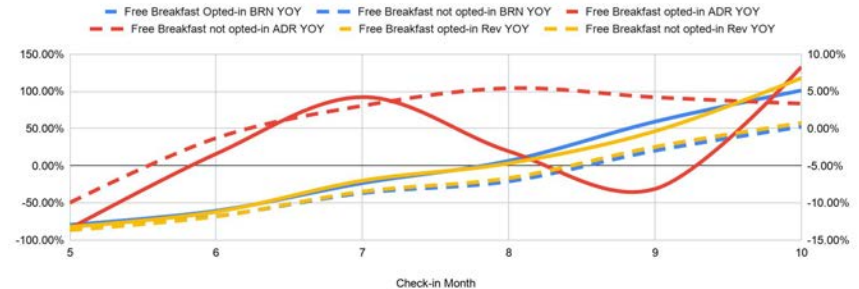
- ✓ Genius program
- ✓ Genius Business Rates
- ✓ Genius 15% discount
- ✓ Genius Free breakfast
- ✓ Genius Free room upgrade
- ✓ Genius Dynamic Pricing

Extras

Level 2

Free breakfast

BRN & ADR YOY - Free Breakfast Opted-in vs Not Opted-in (Res status: active)



Set up Genius Free Breakfast:

- Get up to 24% more bookings
- More bookings without giving an extra discount
- Free Breakfast opted-in properties have performed better

Pillar #3: Increase your visibility to maximise your share of demand

Genius Program

Grow bookings via attracting the higher visibility towards our most frequent repeat CUG of bookers who are high mobile app users by offering a discount of at least 10% on your most popular room.

Partners also have flexible opportunities to offer to our Genius users, such as:

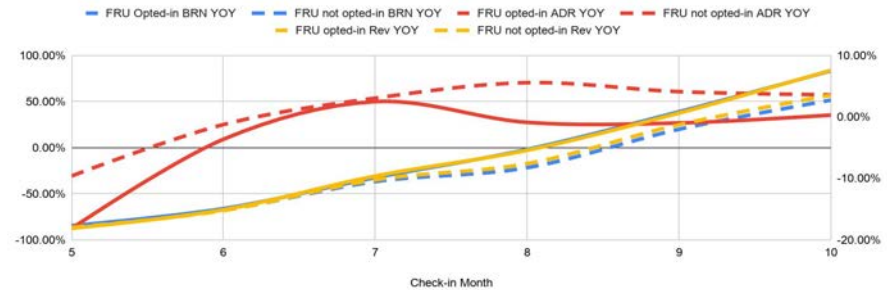
- ✓ Genius program
- ✓ Genius Business Rates
- ✓ Genius 15% discount
- ✓ Genius Free breakfast
- ✓ Genius Free room upgrade
- ✓ Genius Dynamic Pricing

Extras

Level 2

Free room upgrade

BRN & ADR YOY - FRU Opted-in vs Not Opted-in (Res status: active)



Add Genius Free room upgrade:

- Get up to 36% more bookings
- Keep your cheapest rooms available (also available without Genius tagging)
- Free Room Upgrade opted-in properties have performed better with no harm on ADR or revenue at the same time

Pillar #3: Increase your visibility to maximise your share of demand

Genius Program new variants

New Genius Program enhancements helps you maximising local demand during the recovery phase:

- ✓ Genius On Higher Room Types (15% discount)
Protect your ADR and help sell your higher room types
- ✓ Genius Domestic (10% discount)
Optimise your occupancy & revenue by targeting high valued domestic genius members only
- ✓ Genius International (10% discount)
After the recovery, be the first to attract high valued international genius members only
- ✓ Visibility boost
- ✓ Tagging and filters on all devices



Recommended actions:

- Offer 15% discount of your higher room types to optimise your performance (you don't need to offer a discount on your entry level room).
- Set up Genius Domestic / International to be more competitive on your domestic market and to boost longer length of stays and Booking windows on your international markets.

The three strategic pillars: recap of products and solutions

Pillar #1	Pillar #2	Pillar #3
Capture local demand	Offer flexibility	Increase your visibility
Staycation packages	<p>Policies</p> <ul style="list-style-type: none">• Fully Flex policy• Date change on Non Refundable reservations	Combo Preferred + Genius
Campaigns	<p>Advanced rates set-up</p> <ul style="list-style-type: none">• Child Rates• LOS & OBP pricing via XML	Preferred Program
Mobile Rates	Credit Card details exceptions	Genius Program
Domestic Geo Rates	Bookable Until 12-16 months	Genius Program New Variants

Next steps

Rebuilding Together.

A woman with long, wavy hair, wearing a dark blue button-down shirt and matching pants, stands in a modern living room, smiling and looking towards the right. The room features a green sofa with a pink patterned pillow, a white coffee table with a small potted plant, a white lamp, and a framed cross-stitch piece that reads "ZOKU SWEET ZOKU". A television is mounted on a white cabinet to the left. The room is lit with soft, natural light from a window with sheer curtains on the right.

Staycations

| June 2020

Why Staycations?

Market Context

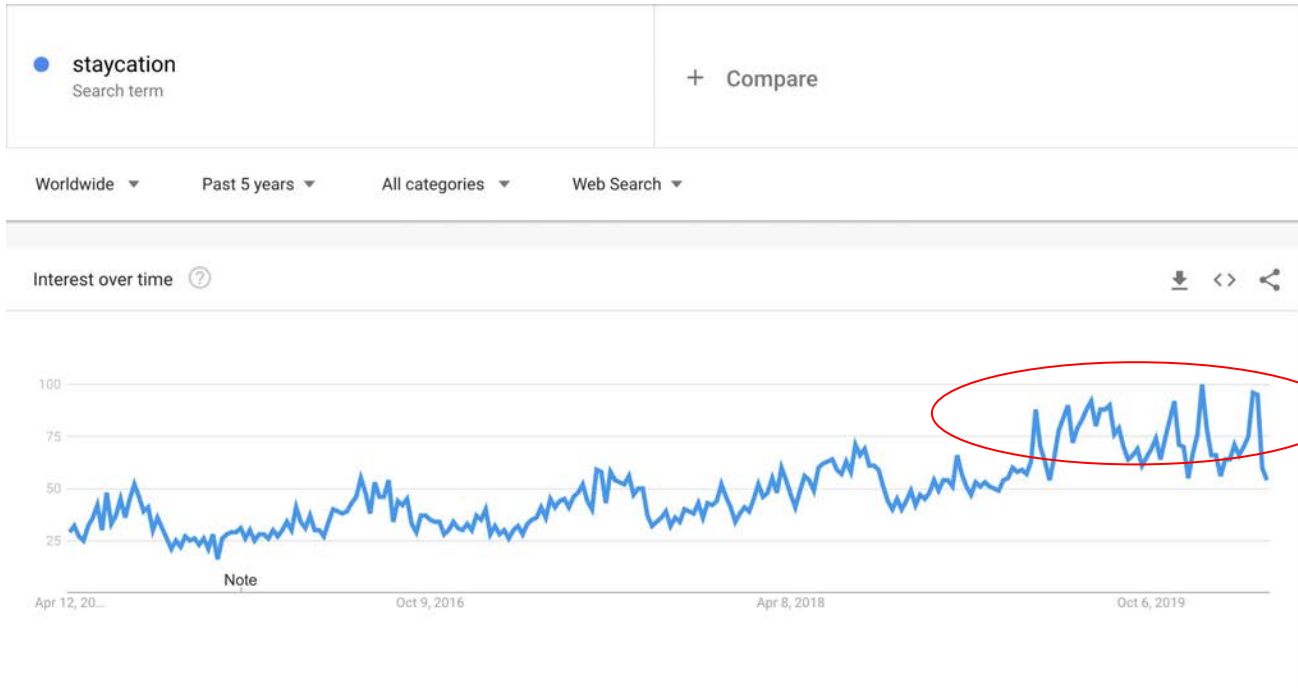
- With the ongoing COVID-19 restrictions, many travel restrictions are in place
- Less / No International travel, limited to Domestic Travel
- Domestic travel will be the first point of recovery
- Countries without lockdown are still promoting “Staycations”, properties coming up with staycation deals to maximize the revenue per booking

What are we addressing

- Address low occupancy problem with creative deal solutions
 - Filling under-utilized facilities in the property (F&B, Spa etc)
 - Address Resort Credit problem upto an extent
- Building a business case with the success of this project

Why Staycations?

According to Google Trends, the interest level of **Staycation** has achieved the spike in 2020 in the recent 5 years!
Interest level tends to be higher in New York, Toronto and Miami



Why Staycations?

Partners:

- Filling up empty rooms with higher revenue per stay
- Filling under-utilized facilities in the property (F&B, Spa etc)
- Differentiate your offering and stand out amongst competition

Guests:

- An incentive to pay a higher price for a better deal
- A better in-stay experience
- Value-for-money package to satisfy their travel desire


What are Staycations?

Staycations are attractive local vacation (hotel/resort) packages that does not require locals to travel overseas for a holiday. Targeting the locals that are deprived of travelling, looking to take a quick break from the daily grind.


In general, Staycation Package should include half/full board and/or other value-adds (e.g. credits, free spa treatment, free stay for children etc.) more than just room only or breakfast included options.

STAYCATION PACKAGES


All Filter




Ascott Star Rewards (ASR) Double 20 Promotion - Orchard
Ascott Orchard Singapore



Weekend Staycation
Shangri-La Hotel, Singapore



Stay and Play Promo
Amara Sanctuary Resort Sentosa



Be Rewarded, Earn 5000 Points
Le Meridien Singapore, Sentosa

Shangri-La Hotel, Singapore

Spend rewarding time with your family and discover a world of imagination and exploration at Shangri-La Hotel, Singapore. Offer includes daily breakfast and dinner at The Line, complimentary early check-in and late check-out.

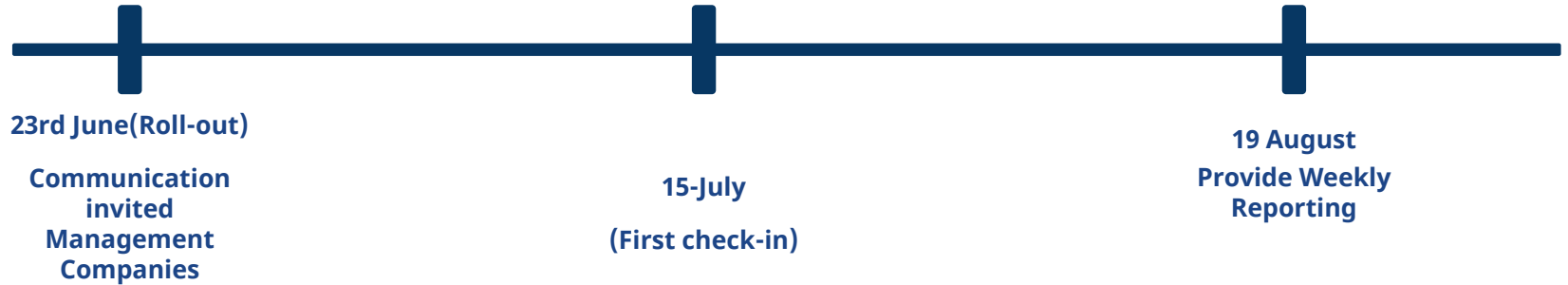
Discover Your Shangri-La, Right at Home

This offer includes:

- Daily buffet breakfast at The Line, for 2 adults and 2 children up to 12 years old
- Choice of daily buffet lunch or dinner at The Line, for 2 adults and 2 children up to 12 years old, not inclusive of beverages
- Complimentary early check-in from 10am and late check-out until 2pm
- Unlimited playtime at our newly launched outdoor Splash Zone featuring 6 unique water play areas
- Special child-themed welcome amenities
- Extra bed for 1 child below 12 years old
- Wireless internet access

Tracking and Timeline

Timeline



Invited management companies are included **if** they can manage their room type rate plans, using the 'Rate Plans' page. Chains on LOS price table can also set up staycation room types with support from Booking team. Companies with Rate level inventory can set up staycations, but only as non-connected room type where inventory is to be manually loaded by the property on the Extranet. If you need technical support (LOS price table, RLI), contact globalaccounts.apac@booking.com

FAQ

- 1. If its a “Public Rate” channel, does stacking apply?**
 - Yes, regular public rate stacking applies.
- 2. If its a “Domestic Rate” channel, does additional country rates stacking apply?**
 - No, however, Genius rate stacking will apply if this room type is selected.
- 3. Can chains properties set up Staycation?**
 - Yes, it is technically possible. Please refer to slide 6 for details.
- 4. Is there any front-end visibility for Staycation?**
 - Yes, and off line support as well

Front End



Shangri-La Hotel Singapore ★★★★★ 
Orchard, Singapore · [Show on map](#) · 3.7 km from centre

Great value

Staycation Offer - Tower Wing Deluxe King - 
1 bed (1 extra-large double)
Only 5 rooms like this left on our site

Superb **9.1**
2,694 reviews
Guest Favourite

1 night, 2 adults
S\$ 318
+ S\$ 56 taxes and charges


Breakfast & dinner included

Choose your room >

Room Name

Meal Plan

Staycation Offer - Tower Wing Deluxe King




9.4 Cleanliness
2,673 reviews

9.4 Comfort
2,672 reviews

38 m² Free WiFi

Free parking

Room size 38 m²

1 extra-large double bed 

This room has a seating area with a flat-screen satellite TV and the en suite bathroom includes a hairdryer and free toiletries.

Guests enjoy: - Daily buffet breakfast for 2 adults and 2 children below 12 years old - Daily buffet dinner excluding beverages at The Line for 2 adults and 2 children below 12 years old - Early check-in 12:00 and late check-out 14:00 - Two-hour playtime in kids club - Children welcome amenities - One extrabed - WiFi - Shuttle to Orchard Street - Car park - Playtime at Splash Zone

Smoking: No smoking

Parking:

Free private parking is possible on site (reservation is not possible).

Inclusion


Add relevant photos (meal, restaurants & club lounge etc.)

Missing some information?
Yes / No

Staycation Offer - Tower Wing Deluxe King

- Non-refundable

Breakfast & dinner included

1 extra-large double bed 

S\$ 318 for 1 night

Great value

Reserve

Confirmation is immediate
No registration required
No booking or credit card fees!



Shangri-La's Rasa Ria Resort & Spa ★★★★★ 
Kota Kinabalu · [Show on map](#) · 21 km from centre

Great value

Garden Wing Deluxe Twin Room - 
2 beds (2 singles)
Only 5 rooms like this left on our site
Risk free: You can cancel later, so lock in this great price today.

Fabulous **8.8**
1,705 reviews

2 nights, 2 adults
S\$ 565
Additional charges may apply

Breakfast & dinner included
FREE cancellation

See availability >



Book an all-inclusive rate =  +  + 

Find out more

Back End Setup

Create a Room Type under a Standardized Room Name: Staycation Offer - Room

Name (Extranet > Internal > Room Details>Add new room)

Room Details

Room type: Single

Room name: **Room Name**

Occupancy: 1

Additional children: 0

To set the total number of children in this room, please go to the child occupancy and pricing page. Set how many children can stay in addition to the standard occupancy. The number entered there will appear here.

Minimum size of room: square metres

Smoking / Non Smoking: Smoking Only Non Smoking Only Both

Child rate set up

Type of bedding - Individual rooms

Number of beds in this type of room

Staycation Offer - Tower Wing Deluxe King This room has a seating area with a flat-screen satellite TV and the en suite bathroom includes a hairdryer and free toiletries. Guests enjoy: - Daily buffet breakfast for 2 adults and 2 children below 12 years old - Daily buffet dinner excluding beverages at The Line for 2 adults and 2 children below 12 years old - Early check-in 12:00 and late check-out 14:00 - Two-hour playtime in kids club - Children welcome amenities - One extraded - WiFi - Shuttle to Orchard Street - Car park - Playtime at Splash Zone

[Request a correction](#)

Staycation Offer - Garden Wing Deluxe City King Featuring a balcony with city view, this room has a seating area with a flat-screen satellite TV and the en suite bathroom includes a hairdryer and free toiletries. Guests enjoy: - Daily buffet breakfast for 2 adults and 2 children below 12 years old - Daily buffet dinner excluding beverages at The Line for 2 adults and 2 children below 12 years old - Early check-in 12:00 and late check-out 14:00 - Playtime at Splash Zone - Children welcome amenities - One extraded - WiFi - Shuttle to Orchard Street - Car park

[Request a correction](#)

Staycation Offer - Garden Wing Deluxe Pool King Featuring a balcony with pool view, this room has a seating area with a flat-screen satellite TV and the en suite bathroom includes a hairdryer and free toiletries. Guests enjoy: - Daily buffet breakfast for 2 adults and 2 children below 12 years old - Daily buffet dinner excluding beverages at The Line for 2 adults and 2 children below 12 years old - Early check-in 12:00 and late check-out 14:00 - Children welcome amenities - One extraded - WiFi - Shuttle to Orchard Street - Car park - Playtime at Splash Zone

[Request a correction](#)

Create a Rate Type under a Standardized Rate Name:

Staycation Offer - Name

Create a new rate plan

1 Which cancellation policy would you like to use for this rate plan?

- Flexible - 2 days
- Fully flexible
- Flexible - 18:00 on arrival day
- Flexible - 14 days
- Non-refundable

Staycation Offer - Garden Wing Deluxe City King				
Inactive	Standard Rate (205068)			
	[Parent rate (14 x)]			
Inactive	Advance Purchase Rate (231734)			
	[Parent rate (2-x)]			
Inactive	Standard Rate (D)	XML.res (1626077)		
	[Standard Rate]			
Inactive	Standard Rate (I)	XML.res (10277821)		
	[Standard Rate]			
Inactive	BKNG-HQ (10677711)			
Inactive	DOT BAR	XML.res (14869006)		
	[Standard Rate +16%]			
Active	BKN	Channel Switch		
	[/move]			
Occupancy:	Not specified	Promotional Text	Release Until	Release From
	Single Use No	-- Select one --	None	None
			Start Time	End Time
			None	None
Channel:	Domestic	Breakfast: Included	Lunch: Not applicable	Dinner: Included



THANKS

Booking.com

Appendix

Signs from the market is pushing Staycations



HOME ABOUT SHA MEMBERS' LISTING NEWS & EVENTS ACTIVITIES JOB REDESIGN

STAYCATION PACKAGES

All

Filter



We Clean. We Care. We Welcome.

Orchard Hotel Singapore



Stay and Indulge with Dining Credits

Singapore Marriott Tang Plaza Hotel



Staycation Madness

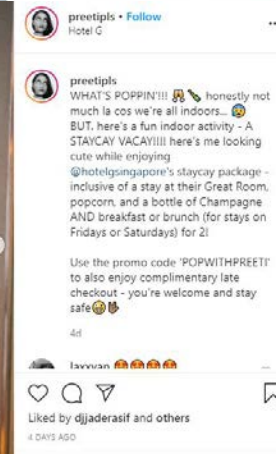
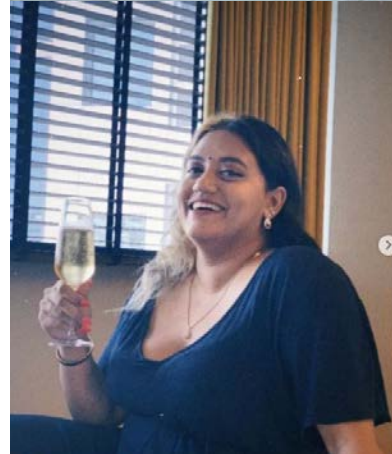
Quality Hotel Marlow



Suite Life

InterContinental Singapore Robertson Quay

Singapore Hotel Association promoting Hotel Staycation Packages



Hotels leveraging in Influencers to promote hotel staycation pages

7 Tatler-Approved Easter Staycations To Book In Hong Kong



Photo: Courtesy of The Landmark Mandarin Oriental, Hong Kong



By Pearl Yan
April 02, 2020

With travel restrictions in full force, now is the time to think about a Hong Kong staycation for a quick break from the daily grind. Swap your Easter trips for a long-weekend stay at these luxurious hotels, each promises something for everyone in the family

[7 Tatler-Approved Easter Staycations To Book In Hong Kong](#)

Le Méridien Cyberport
191 Cyberport Road, Cyberport, Hong Kong, Hong Kong | +852 2961 7788 | See 4.1 (338 Reviews) Currency Calculator

Date: Fri, Apr 10, 2020 - Sat, Apr 11, 2020 | Rooms & Suites: 1 Room, 1 Adult | EDIT

Standard Rates	Details and Packages
From 980 HKD / night	From 1280 HKD / night

Please note: All recreational facilities including swimming pool, sauna and gyms are temporarily closed.

To book an accessible room, select a room type first.

Show rates with taxes and all fees

Smart Room, Guest room, 1 King

Member Rate Stay for Breakfast, buffet breakfast for 1 guest per person daily, see Rate details	1,093 HKD / night	SELECT
Stay for Breakfast rate, includes buffet breakfast daily at Prompt	1,150 HKD / night	SELECT
Avec Amour, includes buffet breakfast for 2 guests daily at Prompt, 2 glasses of sparkling wine per stay, upgrade to Smart Ocean Room, Chocolate welcome amenity, see Rate details	1,300 HKD / night	SELECT
Staycation, includes buffet breakfast daily at Prompt, 200 HKD food and beverage credit upon arrival, 1 bottle of sparkling wine, transportation to downtown, welcome amenity, see Rate details	1,350 HKD / night	SELECT

Staycation Offer

Rooms & Suites | 01 Sep 2019 - 30 Apr 2020

Toll-Free
Toll-Free 0800 022 4038

Island Shangri-La, Hong Kong

Spend time with your loved ones, or indulge in some "me-time" with a city escape at the Island Shangri-La. Enjoy the comforts of our spacious guestrooms that command spectacular views of the glittering harbour or the lush peaks that surround the city. Enjoy a one way intercity transfer and rediscover the heart of Hong Kong, where neighbouring world class shopping, charming mid-level cafes and the verdant greenery of Hong Kong Park are all just steps away.

This offer includes:

- HKD 1,000 hotel credit per night.
- One way intercity transfer
- Kid's amenity bag
- Use of hotel's fitness centre and swimming pool

Select This Offer

Dates: 03 Apr 2020 / 04 Apr 2020 (1 night) v

Rooms: 1 Room, 1 Adult, 0 Children v

Special Code: Special Code v

From HKD 2,500.00 Average Per Night

Book Now

Strategic and regional chains (Marriott & Shangri-La etc.) are also actively promoting staycations on brand website.

BREAKING NEWS Tasmania's Premier says the "rumour" that health workers in a coronavirus cluster held an illegal dinner party will be investigated. [Read more...](#)

Print Email Facebook Twitter More

Hotel staycations to escape coronavirus 'provide relief and respite', according to ACT Government

By [Kate Midena](#) and [Markus Mannheim](#)
Updated Wed at 2:51pm



PHOTO: Hotel Realm in Canberra's inner south is one of the hotels offering a staycation package. (Supplied)

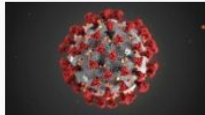
If you're going crazy at home, take a staycation in Canberra — the Government says you can.

In surprising news, the ACT's acting chief health officer confirmed that "staycation" packages advertised by hotels were not banned, giving locals the green light to take up offers over the long weekend.

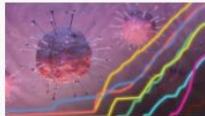
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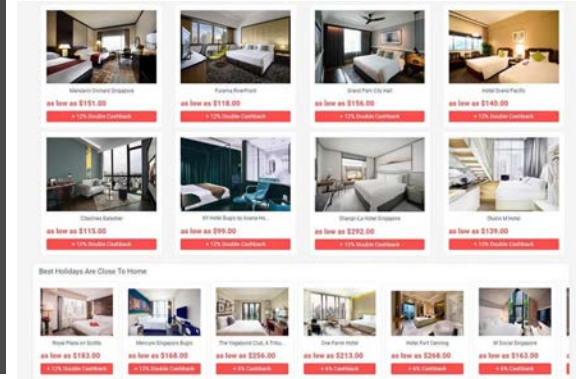
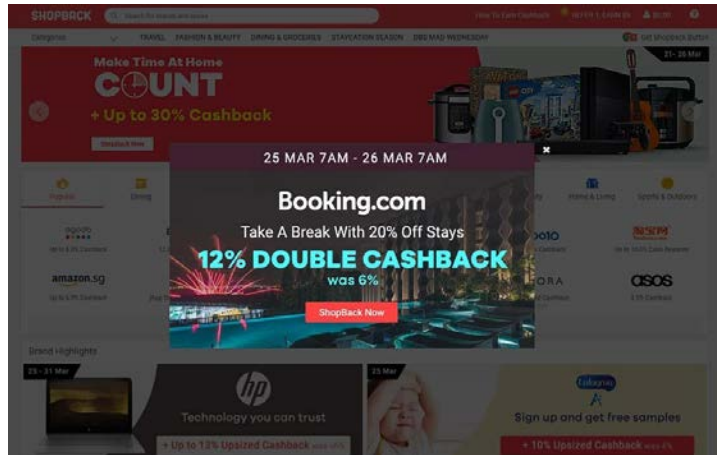
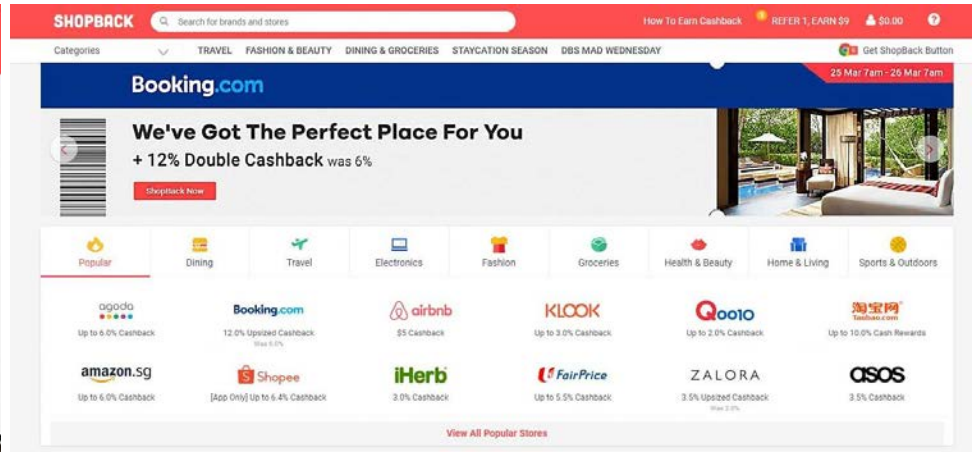
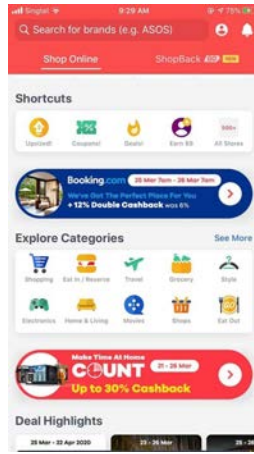
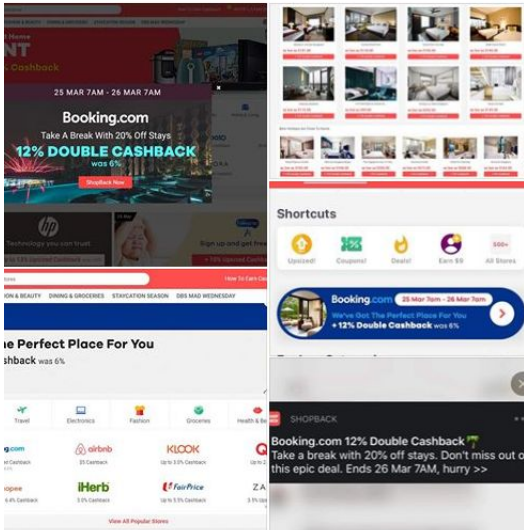
SP Partnership with shopback, an enabler for teams to promote Staycations

Yong Yi Ng to PS Singapore
25 March at 13:24

Happy Mid Week Everybody! Together with SP Team & Grace Lee, my team and myself are super excited to share the roll-out of a SP campaign with one of their top affiliates in Singapore, Shopback!

To sum up, the campaign consists of **double cashback (12%) on 25 March and upsize cashback (9%) on 26/27/28 March**. On top of that, there is also a** special feature of 10 hotels** which we are able to push for some of the partners to give us **exclusive deals and staycation packages!**

Once again, thank you SP Team and Grace Lee for this amazing opportunity and we are looking forward to many many more collaborations in the near future! #succeedtogether
— with Grace Lee.



Thank you

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