



— HOTEL & EXPERIENCES —  
Estancia Cerro Guido

Season Rates  
**2026-2027**





# Compare Our Programs

FIND YOUR PLAN

## All Inclusive Private Program

FULLY PRIVATE PROGRAM

## All Inclusive Shared Program

SHARED TRANSFERS AND EXCURSIONS

Private transfer at free schedule



Shared transfer on fixed schedules



Transfers In or out, to or from El Calafate, Argentina



Stay at a Classic Room



Full board (breakfast buffet, lunch or box lunch, dinner menu)



Donation of 35 USD per person, per night to the Cerro Guido conservation foundation



Private excursions from our catalogue



Shared excursions from our catalogue



Full day Conservation Safari excursion



Open bar



Premium open bar



Entrance to Torres del Paine National Park







- USD RATES PER PERSON PER NIGHT
- MINIMUM STAY: 3 NIGHTS

# All Inclusive Shared Program

## Low Season

1 Sep - 31 Oct 2026 / 1 Apr - 31 Aug 2027

SINGLE	DOUBLE/ TRIPLE	CHD
1.090	860	610

## High Season

1 Nov 2026 / 31 Mar 2027

SINGLE	DOUBLE/ TRIPLE	CHD
1.530	1.210	870

## Peak Season

20 Dec 2026 / 10 Jan 2027

SINGLE	DOUBLE/ TRIPLE	CHD
1.760	1.390	1.010





# All Inclusive Shared Program

## INCLUDES

- Accommodation in classic room.
- Full board (buffet breakfast / lunch or box lunch / dinner menu).
- Open bar (house wines & standard liquors included).
- Shared transfer on fixed schedule from/to Punta Arenas, Puerto Natales, Cancha Carrera or Cerro Castillo. Transfer schedules are subject to changes without prior notice.
- Daily shared excursions from our catalog of included activities (excursions are subject to availability and weather conditions) \*.
- Bilingual guides (Spanish / English).
- Entrance fee to Torres del Paine National Park.

## DOESN'T INCLUDE

- Transfers other than those mentioned.
- Conservation Safari Full Day Excursion.
- Fly fishing excursion.
- Premium liquors and wines.
- Laundry.
- Phone calls.
- Tips.

\* Except conservation Safari Full Day and Fly fishing excursion.

Excursions are shared, and organized in groups with our team of guides on the day of the check-in.





- USD RATES PER PERSON PER NIGHT
- MINIMUM STAY: 3 NIGHTS

# All Inclusive Private Program

## Low Season

1 Sep - 31 Oct 2026 / 1 Apr - 31 Aug 2027

SINGLE	DOUBLE/ TRIPLE	CHD
1.530	1.200	860

## High Season

1 Nov 2026 / 31 Mar 2027

SINGLE	DOUBLE/ TRIPLE	CHD
2.140	1.690	1.230

## Peak Season

20 Dec 2026 / 10 Jan 2027

SINGLE	DOUBLE/ TRIPLE	CHD
2.460	1.950	1.410





# All Inclusive Private Program

## INCLUDES

- Accommodation in classic room.
- Full board (buffet breakfast / lunch or box lunch / dinner menu).
- Open bar.
- Premium liquors and wines.
- Private transfers from/to Punta Arenas, Puerto Natales, Cancha Carrera, Cerro Castillo and Torres del Paine National Park.
- Transfers from or to El Calafate, Argentina.
- Daily private excursions from our catalog of included activities (excursions are subject to weather conditions) \*.
- Conservation Safari Full Day excursion.
- Bilingual guides (Spanish / English).
- Entrance fee to Torres del Paine National Park.
- Lunch and half day excursion for guests arriving at Estancia Cerro Guido before 2 pm on the day of the Check-in.

\* Except Fly fishing excursion.

## DOESN'T INCLUDE

- Transfers other than those mentioned.
- Fly fishing excursion.
- Laundry.
- Phone calls.
- Tips.





# Reservations & Modifications Policies

## GENERAL NOTES

- All rates are expressed in USD (US dollars), excluding VAT.
- Rates in USD are tax exempt for foreign guests not residents in Chile. To apply for a tax exemption guests must pay in USD and show their valid passport and tourist card upon the check-in.
- **Rates are valid from September 1, 2026 to August 31, 2027.**
- **Between May and August, the Winter Program operates.** During this period, special conditions apply: a minimum of 2 guests, itineraries subject to weather conditions (horseback riding is not available), and excursions subject to availability. During these months, the Grey Navigation and the Full-Day Conservation Safari are included as part of the experience.
- Child rate apply from 5 to 12 years old in additional bed.
- Children between 0 and 4 years old are free, sharing bed with their parents.
- Estancia Cerro Guido excursions are shared, group excursions are subject to availability and modifications according weather conditions.
- Excursions are organized with the team of guides on the day of the check in, and according to the interests of the guests.
- Transfer schedules for All Inclusive Shared programs are subject to change without prior notice according to domestic flight arrivals and departures.

- Rates are subject to change without prior notice.
- Any kind of delay (including the delay on arrival of flights, buses or cruises), is beyond the responsibility of Estancia Cerro Guido.
- During Peak Season (December 20 to January 10) special conditions will apply.

## IMPORTANT NOTE

- All extra expenses arising in the event that a travel program has to be shortened or extended with respect to the initially contracted itineraries due to causes not attributable to Estancia Cerro Guido, such as weather conditions, bridge closures, border crossings, catastrophes, pandemics, riots, etc., will be the responsibility of the guests.
- In this case, Estancia Cerro Guido is not obliged to provide any compensation or reimbursement, for which we suggest that you take out travel insurance to cover such events.

**\$35 USD per person, per night, will go directly to Cerro Guido foundation, through the 1% for the Planet Foundation. This way we can all contribute to efforts and keep helping in the conservation of this beautiful territory and its wildlife.\***

**\*More information on the last page**







# Reservations, payment & cancelations Policies

## **BOOKING CONDITIONS**

**Reservations:** Reservations must be requested via email to: **bookings@cerroguido.cl**. For each booking made, the client will receive a confirmation number as a backup for both parties. The booking is considered to be confirmed once the written confirmation has been received.

**Tentative bookings:** These are all those blocks that have not been assigned prepayments. In the event that Estancia Cerro Guido receives a reservation request, and there is no availability on the same dates, the client will be informed and will be given 5 days to make the corresponding prepayment to change the reservation to confirmed, otherwise, the reservation will be considered cancelled without further notice.

**Modification of reservations:** Modifications to confirmed reservations are subject to the hotel's availability. All modifications must be made in writing to: **bookings@cerroguido.cl**. A booking is considered modified only upon receipt of written confirmation of the modification.

**Late modifications:** "Late modification" means any modified reservation that is within the days for which penalty applies according to the "Cancellation and modification policies" table. The table will be applied in days and penalty percentage for any reservation modified late (applies to changes involving a decrease in the number of persons, nights and rooms).

**Availability enquiry:** Confirmation of availability is only given in writing via email, this means that a room is not considered blocked or booked via telephone or Whatsapp. When availability is checked by telephone, an email must be sent formally requesting the block and once the confirmation email is received with the tentative booking number, the availability can be confirmed to third parties; this is due to the fact that bookings are very dynamic.

**Booking details:** For each confirming booking we request:

- Name of guests
- Dietary restrictions or preferences
- Date of birth
- Nationality
- Contact place for transfer in and out (transfer information applies only for all inclusive bookings).
- For groups we request a rooming list 30 days prior to check in.





# Reservations, payment & cancelations Policies

## PAYMENT POLICIES

### **Individual Reservations (1 to 4 persons/ up to 2 rooms):**

- A deposit corresponding to 30% of the total amount of the reservation is required within 5 working days after receiving the confirmation.
- The balance must be paid 45 days before check in.
- In case of requesting a reservation within 45 days prior to check in, payment must be made in full immediately upon receipt of confirmation.
- For Peak Season, the balance must be paid 60 days prior to the check in. In case of requesting a reservation within 60 days prior to check in, payment must be made in full immediately upon receipt of confirmation.

### **Small Group Reservations (5 to 14 persons/ 3 to 7 rooms):**

- A deposit of 30% of the total amount of the reservation is required within 5 working days after receiving the confirmation.
- The balance must be paid 75 days prior to the check in.
- In case of requesting a reservation within 75 days prior to check in, payment must be made in full immediately upon receipt of confirmation.
- For Peak Season the balance must be paid 105 days prior to the check in. In case of requesting a reservation within 105 days prior to check in, payment must be made in full immediately upon receipt of confirmation.

### **Large Group Reservations (15 or more persons/8 or more rooms):**

- A deposit of 30% of the total amount of the reservation is required within 5 working days after receiving the confirmation.
- The balance must be paid 105 days prior to the check in.
- In case of requesting a reservation within 105 days prior to check in, payment must be made in full immediately upon receipt of confirmation.

It is understood that any individual or group reservation without the corresponding payment is an unconfirmed or tentative reservation, in which case it may be cancelled according to the needs of Estancia Cerro Guido, with prior notice to the applicant, who will have 5 days to change the reservation from tentative to confirmed status.

If the applicant does not confirm within 5 working days, Estancia Cerro Guido will cancel the reservation without notice.

### **IMPORTANT NOTE**

All operational expenses for payments made via bank transfer must be borne in full by the principal. Applies to all reservations. For inquiries please contact us at **[bookings@cerroguido.cl](mailto:bookings@cerroguido.cl)**.





# Reservations, payment & cancelations Policies

## CANCELLATION AND MODIFICATION POLICIES

<u>INDIVIDUALS</u> 1 to 4 persons Up to 2 rooms	<u>SMALL GROUPS</u> 5 to 14 persons / 3 to 7 rooms	<u>LARGE GROUPS</u> 15 or more persons / 8 or more rooms	<u>FEE TO BE APPLIED</u>
76 or more days before the check in	106 or more days before the check in	121 or more days before the check in	Free of charge
75 - 45 before the check in day	105-75 before the check in day	120 - 105 before the check in day	30% of the total cost of the reservation
44 - 35 before the check in day	74-55 before the check in day	104 - 75 before the check in day	50% of the total cost of the reservation
34 - 0 before the check in day	54 - 0 días before the check in day	74 - 0 días before the check in day	100% of the total cost of the reservation
No show	No show	No show	100% of the total cost of the reservation





# Reservations, payment & cancelations Policies

## CANCELLATION AND MODIFICATION POLICIES

### PEAK SEASON

(20 DEC 2026 / 10 JAN 2027)

<u>INDIVIDUALS</u>  1 to 4 persons Up to 2 rooms	<u>SMALL AND LARGE GROUPS</u>  5 or more persons / 3 or more rooms	<u>FEE TO BE APPLIED</u>
106 or more days before the check in	121 or more days before the check in	Free of charge
105-75 before the check in day	120 - 105 before the check in day	30% of the total cost of the reservation
74-55 before the check in day	104 - 75 before the check in day	50% of the total cost of the reservation
54 - 0 días before the check in day	74 - 0 días before the check in day	100% of the total cost of the reservation
No show	No show	100% of the total cost of the reservation





# Conservation Foundation

## Virtuous partnership between Hotel Cerro Guido and Cerro Guido Conservation Foundation.

The wildlife of the Magallanes Region, especially Cerro Guido, is a treasure that we must protect. For decades, the species that inhabit the area, especially the Puma, have been in danger due to the historical conflict in which this feline is seen as the main enemy of the cattle industry. For this reason, At **Estancia Cerro Guido**, we have taken a significant step to protect the heritage of this magnificent territory.

We have recently implemented a policy whereby **a percentage of what you paid for your reservation, goes directly to Cerro Guido conservation foundation.** What does this mean? It means that every special moment you experience here, every corner you explore and every smile you share, will be **a concrete contribution towards heritage conservation.** This + the conservation safari excursion are 2 concrete actions we are taken towards the safeguard of this magical territory.

[www.fundacioncgc.com](http://www.fundacioncgc.com)  
[contacto@fundacioncerroguidoconservacion.com](mailto:contacto@fundacioncerroguidoconservacion.com)

More information here

