

Walkabout Tours Berlin

B2B Partner Rate Card | 2026

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Walkabout Tours offers history and culture tours of Berlin for groups of any size, led by a qualified architect and a handpicked team of specialist historians, archaeologists and subject experts. Every booking includes itinerary planning and pre-tour consultation and then we design each experience around your group's interests and programme.

1. B2B Tour Rates

| Tour type | B2B Net Rate* for the 1 st guide | | |
|-------------------------------------|---|----------------------|---------------------|
| | 2 hours | Half day (3–4 hours) | Full day (7–8hours) |
| Tour with up to 25 guests per guide | €180 | €350 | €550 |
| Coach groups (1 guide per coach) | €180 | €350 | €550 |
| Coach groups (2 guides per coach) | €340 | €650 | €950 |

* B2B Net Rate = the amount you invoice us. All rates quoted net, excluding VAT — see VAT guidance below.

All tours are discussion-led and shaped by deep local knowledge. We work with only the best guides in Berlin, each one is personally vetted to guarantee quality, ensuring your guests have the best experience possible.

All bookings include itinerary planning and pre-tour consultation.

2. Volume & Loyalty Pricing

| Commitment Level | Discount on Net Rate | What You Get |
|----------------------------------|--|--|
| Standard (1–4 bookings) | Standard rate | Full rate card pricing |
| Regular partner (5–9 / season) | receive 5% off the rate for each additional guide beyond the first. | Priority scheduling |
| Preferred partner (10+ / season) | Receive 10% off the rate for each additional guide beyond the first. | Priority & Flexible scheduling + named contact |

3. VAT Guidance by Partner Type

| Partner Type | VAT Treatment | In Practice |
|-------------------------------------|----------------|--|
| International operator (EU, non-DE) | Reverse Charge | No German VAT on invoice — you account for VAT in your country |

| Partner Type | VAT Treatment | In Practice |
|---|-------------------------|---------------------------------------|
| International operator (non-EU, e.g. UK/US) | Outside scope | Invoice net amount only, no VAT added |
| German-based operator | Standard 19% German VAT | 19% added to net rate on invoice |

To discuss a partnership, request a custom quote, or book a call — contact Natalie directly:

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www.walkabouttours.de/trade-partners