

## 2024 ADDENDUM TO AGREEMENT - TOUR OPERATOR RATES - 20 %

### Between:

<i>Company:</i>	NUBA EXPEDICIONES DE MEXICO, S. DE R.L. DE C.V. R.F.C. NEM190208F75. Goldsmith 60, Polanco, Mexico City, 11590, Mexico	<b>Unique Hotel Services s.r.o.</b> <b>Zuri Zanzibar</b> <b>(Hotel)</b>
<i>Contact Person:</i>	alessandra.girardi@nuba.com	<b>Mrs Andrea Samseli</b> <b>Sales &amp; Marketing Manager</b>

### DEFINITE STATUS

This addendum to the previous agreement between the Contract Partner and Hotel, is valid from the date of its signing. Agreed rates below may be used by the Contract Partner for the reservations in period from **10<sup>th</sup> January 2024 until 9<sup>th</sup> January 2025 inclusive.**

In case the Contract Partner wishes to place a reservation for a date outside this period, it is subject to prior express approval of the Hotel and there may be different rates applied (at least 10% shall be added to the Tour Operator Contracted Rates 2024 and paid by the Contract Partner, unless the Tour Operator Contracted Rates 2025 have been signed).

The terms and conditions of this agreement will remain confidential to the two above named parties.

### RATES

#### RACK RATES

– rates which are used by the Hotel when the accommodation is being offered directly or via online channels to the end user. The Contract Partner may not sell the accommodation to the end client for lower rates than RACK rates.

HALF BOARD PER ROOM  PER NIGHT INCL. VAT	Bungalow *	Jacuzzi Bungalow	Jacuzzi Suite	Ocean- Front Suite	Garden Two Bedroom Villa	Ocean-Front Two Bedroom Villa	Ocean-Front Three Bedroom Luxury Villa
	2 pax	2 pax	2 pax	2 pax	4 pax	4 pax	6 pax
<b>GREEN SEASON</b> 1 <sup>st</sup> May - 31 <sup>st</sup> May 2024	\$550	\$750	\$1,080	\$1,260	\$1,900	\$2,500	\$4,300
<b>MID SEASON</b> 1 <sup>st</sup> Apr - 30 <sup>th</sup> Apr 2024 1 <sup>st</sup> Dec - 22 <sup>nd</sup> Dec 2024	\$730	\$920	\$1,350	\$1,700	\$2,300	\$3,000	\$5,200
<b>HIGH SEASON</b> 10 <sup>th</sup> Jan - 31 <sup>st</sup> March 2024 1 <sup>st</sup> June - 30 <sup>th</sup> Nov 2024	\$970	\$1,190	\$1,780	\$2,250	\$2,800	\$4,000	\$6,400
<b>FESTIVE SEASON</b> ** 23 <sup>rd</sup> Dec 2024 - 9 <sup>th</sup> Jan 2025	\$1,150	\$1,420	\$2,100	\$2,600	\$3,400	\$4,700	\$7,800

**TOUR OPERATOR CONTRACTED RATES – 20% DISCOUNT FROM THE RACK RATES**

– rates which will be invoiced by the Hotel to the Contract Partner for all reservations made

HALF BOARD PER ROOM  PER NIGHT INCL. VAT	Bungalow*	Jacuzzi Bungalow	Jacuzzi Suite	Ocean- Front Suite	Garden Two Bedroom Villa	Ocean-Front Two Bedroom Villa	Ocean-Front Three Bedroom Luxury Villa
	2 pax	2 pax	2 pax	2 pax	4 pax	4 pax	6 pax
<b>GREEN SEASON</b> 1 <sup>st</sup> May - 31 <sup>st</sup> May 2024	\$440	\$600	\$864	\$1,008	\$1,520	\$2,000	\$3,440
<b>MID SEASON</b> 1 <sup>st</sup> Apr - 30 <sup>th</sup> Apr 2024 1 <sup>st</sup> Dec - 22 <sup>nd</sup> Dec 2024	\$584	\$736	\$1,080	\$1,360	\$1,840	\$2,400	\$4,160
<b>HIGH SEASON</b> 10 <sup>th</sup> Jan - 31 <sup>st</sup> March 2024 1 <sup>st</sup> June - 30 <sup>th</sup> Nov 2024	\$776	\$952	\$1,424	\$1,800	\$2,240	\$3,200	\$5,120
<b>FESTIVE SEASON **</b> 23 <sup>rd</sup> Dec 2024 - 9 <sup>th</sup> Jan 2025	\$920	\$1,136	\$1,680	\$2,080	\$2,720	\$3,760	\$6,240

\* Interconnecting option for Bungalows possible (subject to availability)

- Minimum length of stay 5 nights for all bookings falling into period between 29<sup>th</sup> Dec 2024 – 2<sup>nd</sup> Jan 2025

RACK rates are subject to change without prior notice.

All rates in this agreement are quoted in **American Dollars (USD) per room per night and are inclusive of VAT and the half board menu.**

**The infrastructure local tax of USD 1 per person per night is not included in the rate and will be collected directly at the resort from the client upon departure.**

**Check-in time is 2 p.m.** on the arrival date. **Check-out time is 11 a.m.** on the departure day.

## SPECIAL OFFERS

The following special offers can be applied to the above rates.

SPECIAL OFFERS	
<b>STAY 7 OR MORE NIGHTS GET 15% OFF</b>	Stay 7 or more nights and get 15% discount on each night. Not available during the Festive season. Standard cancellation policy. Not applicable to the Three Bedroom Luxury Villa. Cannot be combined with any other offer.
<b>HONEYMOON SPECIAL</b>	Every honeymoon couple staying at least 5 nights will receive a complimentary bottle of sparkling wine, 20% discount on 1-hour couple massage, 1x complimentary dining experience, VIP present upon arrival, 1x Sundowners served on the beach. Valid for 1 year after civil wedding (certificate required).
<b>AD HOC OFFERS</b>	Regularly updated on <a href="http://www.zurizanzibar.com/special-offers">www.zurizanzibar.com/special-offers</a>

## EXTRA PERSON / SINGLE OCCUPANCY / CHILDREN POLICY

The following charges apply to an extra person, children and cases of single occupancy.

The single occupancy discount does not apply for the villas.

Baby cots can be provided free of charge upon availability.

EXTRAS PAX/ SINGLE OCCUPANCY RATES PER ROOM PER NIGHT INCL. VAT / ALL SEASON			
Extra person (≥ 13 years)	Extra child (3 - 12 years)	Extra child (0 - 2 years)	Single occupancy
\$ 270	\$ 140	Free	90%

EXTRA PAX OCCUPANCY	Bungalow	Jacuzzi Bungalow	Jacuzzi Suite	Ocean-Front Suite	Garden Two Bedroom Villa	Ocean-Front Two Bedroom Villa	Ocean-Front Three Bedroom Luxury Villa
	N/A	N/A	1 adult (≥ 13 years) sofa bed	1 adult (≥ 13 years) sofa bed	1 child (3 - 12 years) extra bed	1 child (3 - 12 years) extra bed	2 children (3 - 12 years) extra bed

## MEAL PLAN SUPPLEMENTS

The base rates are inclusive of half board. The meal plan supplements below are also available at an additional charge. Meal plan supplements are excluded from special offers and are non-commissionable.

### MEAL PLANS SUPPLEMENTS / PER PERSON PER NIGHT INCL. VAT

HALF BOARD	FULL BOARD	ALL INCLUSIVE
Welcome drink upon arrival Unlimited still ZURI water in rooms and all outlets Breakfast at Upendo Dinner at Upendo or Maisha restaurant Selected Wellbeing classes & Water sports	Welcome drink upon arrival Unlimited still ZURI water in rooms and all outlets Breakfast at Upendo Lunch at Maisha Resto or Bahari Grill Dinner at Upendo or Maisha restaurant Selected Wellbeing classes & Water sports	Welcome drink upon arrival Unlimited still ZURI water in rooms and all outlets Breakfast at Upendo Lunch at Maisha Resto or Bahari Grill Dinner at Upendo or Maisha restaurant Soft drinks, mineral water, tea and coffee Selected spirits, beers and wines Cocktails Minibar refilled daily Selected Wellbeing classes & Water sports
<b>Included</b>	<b>\$ 45</b>	<b>\$ 115</b>

For children 0-2 years all meal plans are free of charge.  
 For children 3-12 years (incl.)50% discount on all mentioned meal plans.  
 Guests will not be refunded for any unconsumed meals.

### CANCELLATION, NO SHOW & DEPOSIT POLICY

Cancellations must be advised in writing and proof of acknowledgement by the Hotel should be retained.

The following charges apply to all confirmed reservations made by the Contract Partner:

STANDARD DEPOSIT POLICY		STANDARD CANCELLATION POLICY	
Time of booking 30 days prior to arrival	Pro-forma invoice to be sent 100% prepayment requested	30 days prior to arrival 29 - 15 days prior to arrival 14 - 0 days prior to arrival	Free cancellation 50% cancellation fee 100% cancellation fee
FESTIVE SEASON DEPOSIT 23rd Dec 2024 - 9th Jan 2025		FESTIVE SEASON CXL 23rd Dec 2024 - 9th Jan 2025	
Time of booking 60 days prior arrival	Pro-forma invoice to be sent 100% prepayment requested	59 - 30 days prior arrival 29 - 0 days prior to arrival	50% cancellation fee 100% cancellation fee

In order to validate this agreement, we would ask you to return a signed copy of the same (as well as each page initialled, including the rate sheet) to the Hotel within 30 days from the date of issue.

The above has been read, understood and agreed to by the below-signed parties.

Date: 5 julio 2023

Date: 6.7.2023

Signature & Stamp:



Signature & Stamp:

Unique Hotel Services s.r.o.  
Na Florenci 2116/15  
110 00 Prague 1  
Czech Republic  
IČO: 06150501

NUBA EXPEDICIONES DE MEXICO, S. DE R.L. DE C.V.  
R.F.C. NEM190208F75. Goldsmith 60, Polanco, Mexico City, 11590, Mexico

Contract partner:

Name: Alessandra Girardi

Title: Product Director

Hotel: Unique Hotel Services s.r.o.

Name: Lukas Musil

Title: Director

2024 ADDENDUM TO MEMORANDUM - TO