

2024 – 2025 Resort Rooms Preferred Distributor Agreement Addendum

This document will serve as an Addendum to the current Agreement between Company listed below, referred to as “COMPANY”, and Tortuga Resorts San Jose S.A. de C.V. dba Viceroy Los Cabos. Additions or amendments below will be confirmed. All other terms and policies not listed below but outlined in original agreement will continue to be in effect.

Resort **Viceroy Los Cabos:** Paseo Malecón SJC, Lote 8, Zona Hotelera San Jose del Cabos, Baja, California Sur, CP 23405; **Phone:** +52 624 1049998
Reservations E-Mail: loscabos.reservations@viceroyhotelsandresorts.com

Represented By **SALES AND MARKETING:** Lorriane Mesina **Tel:** +1 (650) 274-4902 **Email:** Lorriane.mesina@viceroyhotelsandresorts.com

Tour Operator
COMPANY NAME: _____
CONTACT NAME: _____
EMAIL ADDRESS/ PHONE: _____
ADDRESS: _____

Revised Inventory

ACCOMMODATIONS	SIZE	PAX	INVENTORY
Guest Rooms			
Partial Ocean View King	575 Sq. Ft.	2 Adults*	21
Partial Ocean View Double Double	575 Sq. Ft.	2 Adults*	17
Ocean View King	575 Sq. Ft.	2 Adults*	47
Ocean View Double Double	575 Sq. Ft.	2 Adults*	14
Ocean View Queen Queen***	575 Sq. Ft.	4 Adults*	5
Suites			
Resort View Junior Suite	1,000 Sq. Ft.	2 Adults*	5
Partial Ocean View Junior Suite	1,000 Sq. Ft.	2 Adults*	14
Ocean View Junior Suite	1,000 Sq. Ft.	2 Adults*	14
Junior Suite with Relaxation Pool	1,000 Sq. Ft.	2 Adults*	2
Resort View Junior Suite with Plunge Pool	1,000 Sq. Ft.	2 Adults*	6
Partial Ocean View Junior Suite with Plunge Pool	1,000 Sq. Ft.	2 Adults*	6
Ocean View Junior Suite with Plunge Pool	1,000 Sq. Ft.	2 Adults*	8
Partial Ocean View One Bedroom Suite	1,300 Sq. Ft.	2 Adults*	4
Ocean View One Bedroom Suite	1,300 Sq. Ft.	2 Adults*	19
Ocean View Two Bedroom Suite (King + King)	1,615 Sq. Ft.	4 Adults**	2
Ocean View Two Bedroom Suite (King + Two Doubles)	1,615 Sq. Ft.	4 Adults**	2

Larger units			
Three Bedroom Waterside Casita	3,575 Sq. Ft.	6 Adults**	6
Three Bedroom Waterside Villa	4,717 Sq. Ft.	6 Adults**	2
Four Bedroom + Nanny Room Waterside Villa	6,633 Sq. Ft.	10 Adults**	2
Five Bedroom Penthouse Suite	8,398 Sq. Ft.	10 Adults**	1
Five Bedroom Ocean Front Villa	7,235 Sq. Ft.	10 Adults**	1
TOTAL			198

* All room configurations can accommodate one baby crib in addition to max numbers

** All room configurations can accommodate two baby cribs in addition to max numbers

*** For the Queen/Queen Room, note that it can accommodate up to four adults, but rates are based on single/double occupancy, so the 3rd and 4th guests over the age of 12 will be assessed an additional supplement of USD \$85 per day per additional person.

The Five Bedroom Penthouse Suite can also be sold as two independent units. Please see below.

One Bedroom Penthouse Suite	2,511 Sq. Ft.	2 Adults	1
Four Bedroom Ocean View Suite	4,488 Sq. Ft.	8 Adults**	1

This inventory count is already included in the table above and not in addition to the Total.

The Five Bedroom Ocean View Villa can also be sold as two independent units. Please see below.

Two Bedroom Ocean Front Ground Level Suite	4,144 Sq. Ft.	4 Adults**	1
Three Bedroom Ocean Front Suite	4,724 Sq. Ft.	6 Adults**	1

This inventory count is already included in the table above and not in addition to the Total.

The hotel offers “lock-out” options instead of connecting rooms, whereby two rooms become a single unit with the use of an exterior door that locks out other guests and becomes the combined unit front door.

Lock Out Units – Junior Suite to Guest Room			
Family Suite: Two Bedroom Junior Suite Lock Out (King/King)	1,575 Sq. Ft.	4 Adults*	21
Family Suite: Two Bedroom Junior Suite Lock Out (King/Double Double)	1,575 Sq. Ft.	4 Adults*	26

This inventory count is already included in the table above and not in addition to the Total.

TERMS & CONDITIONS

- Rate agreement valid from date of signature until **March 31, 2025**.
- Dynamic Net Rate pricing of 25% off Rack Rate (Most Flexible Rate) are applicable to all accommodation types listed. Dynamic pricing can be found on hotel website, or your own Direct Connection (if applicable). Instructions to access your dynamic rates via the Viceroy Los Cabos website will be sent with copy of countersigned agreement.
- Net Rates of **25% off Rack Rate (Most Flexible Rate)** are applicable to all accommodation types listed.
- Packages and promotions will be offered at a margin of **20% off published rate**. Not all promotions will be available at NET rates. Please contact the hotel for more information. See Eligible Promotions****
- Rates are NOT inclusive of breakfast.
- All rates are based on availability via **DIRECT CONNECT**. Rates subject to change, which includes blackout periods, and some exclusions may apply.
- Taxes, service charges and additional fees subject to change.
- Room Only rates are to be advertised and sold at Sell Rate only.
- NET rates valid for bookings until 14-days prior to arrival / until 45-days prior to arrival for FESTIVE SEASON (December 20, 2024 – January 4, 2025).

ELIGIBLE PROMOTIONS****

The following promotions are available to COMPANY at margin as set forth in Terms & Conditions:

- **Linger Longer In Los Cabos**
 - Up to 25% off luxury accommodations in Los Cabos
- **Prepay & Save**
 - Book 30+ days prior to arrival, save up to 30% off
 - Full deposit at time of booking, non-refundable
- **CyberSale**
 - Limited time offer of up to 35% off
 - Dates of Sale/Booking dates to be announced
- **Beachside Bliss Package (NEW)**
 - Welcome amenity on arrival (chocolate strawberries & sparkling wine)
 - Room decoration on arrival (balloons)
 - Daily American breakfast for 2 at Casero Restaurant
 - One 60 minute interactive couples massage (per stay)
 - The best gift of all is to give. This service is a four-handed massage: one person receives a massage from two therapists, one of them being your partner. With the guidance of our professional therapist they will learn special techniques and particular areas to focus on. You will receive a gift to take with you that will enhance at home massages.
 - One private dinner at the beach for 2 adults (per stay)
 - Love to Remember dinner menu: Tuna tartare guajillo gastrique, avocado, kiwi, chips garlic; Truffle gnocchi, coconut beurre blanc, crispy parmesan, yellow oil; Tenderloin banana & potato puree, turned vegetables, au jus; Love bomb chocolate sphere, raspberry, coconut gioconda
 - Vegan menu also available on request
 - Beverages not included

BANKING DETAILS

Account name: TORTUGA RESORTS SAN JOSE S.A. DE C.V.
Bank: Banco Santander México S.A. Branch: 7745
Address: AV. PRADO SUR, EXT. 125 INT. PISO 1, OFICINA 2. COL. OTRA NO ESPECIFICADA, MIGUEL HIDALGO, CIUDAD DE MEXICO. C.P. 11000 Account #: 014691825008431484
SWIFT: BMSXMMXX
RFC: TRS1709285L4

Signed for and on behalf of COMPANY by:

Signed for and on behalf of Viceroy Los Cabos, by:

Date

Lorriane M. Mesina – Director of Leisure Sales Date

Print Name / Title