

**WINTER 2025/2026 AGENT CONTRACT**

This Contract is made on [16 May 2025] by and between:

Hotel: Nikko Style Niseko HANAZONO  
Address: 328-51,Iwaobetsu,kutchan-cho,Abuta-gun,Hokkaido, 044-0082  
Phone: +81(136)-55-6110  
Contact Person: Gabriel Delfin  
Title: Revenue Manager  
Email: gdelfin@nisekohanazono.nikkostyle.jp

AND

Travel Agency: Nuba Travel  
Address:  
Phone:  
Contact Person:  
Title:  
Email:  
IATA Number:

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Commission:	10%
Winter Payment Schedule	20% deposit due upon booking, remaining amount due 60 days before stay. For bookings made less than 60 days before stay, 100% due upon booking.
Winter CXL policy	Non-Refundable
Payment Method	Bank Transfer only (refer to last page for details)
Contract Termination	April 1, 2026
Sales Target	25M Yen Gross Sales annually to increase your commission

**TERMS OF AGREEMENT**

This agreement shall become effective on the date of its execution mentioned on page one hereof unless otherwise updated by Hotel. This agreement is specifically bound to this agent and /or its constituents and cannot be transferred to another agent without the Hotel's approval. Nikko Style Niseko HANAZONO reserves the right to terminate the agent contract if it violates the hotel's Terms and conditions as well the agreement contained herewith.

**1. SALE OF PRODUCT**

- a. The Agent agrees to promote and sell Nikko Style Niseko HANAZONO accommodation directly to their clients or constituents and use the hotel's marketing collateral (pictures, floor plans, descriptions etc) on their own website and other communication channels. Ownership of these collaterals will remain exclusively to Nikko Style Niseko HANAZONO and cannot be used in any way other than what is intended.
- b. The Agent agrees to sell Nikko Style Niseko HANAZONO accommodation in accordance with the agreed rates. The agent is allowed to increase the rates when packaging any services. However, under no circumstances will the agent sell a room at a lower price than what is agreed even if the rate difference is applied against their commission.
- c. The name Nikko Style Niseko HANAZONO will remain exclusive to the Hotel. Agents are not allowed to bid on these keywords on Google AdWords or any other similar platform.

**2. SCHEDULE AND COMMISSION**

- a. The agent agrees to the following Travel agency commission of **10%** on bookings made through the travel agency.
- b. The NET rate will be calculated based on the GROSS rate from Roomboss and/or from the wholesaler rate sheet and after the discount (if any) has been applied.

The schedule for winter season and summer season are as follows:

Winter Season	December 1 – March 31
Payment Schedule	20% deposit due upon booking, remaining amount due 60 days before stay, for bookings made less than 60 days before stay, 100% due upon booking.
Payment Method	Bank transfer only

ニッコースタイルニセコ HANAZONO

〒044-0082 北海道虻田郡倶知安町字岩尾別 328 番地 51 TEL (+81) 0136-55-6110  
328-51, Iwaobetsu, Kutchan-cho, Abuta-gun, Hokkaido 0440082 Japan

Summer Season	April 1 – November 30
Payment Schedule	100% payment 3 days before check in.
Payment Method	Bank transfer only

### 3. RATES

- a. Room rate will be based on agreed rates which can be the same or higher than Rack
- b. The rates are on a dynamic rate setup and may change without prior notice.
- c. Prevailing agent rates will be provided by Reservations team or will be updated in Roomboss. The prices will be based on the published rate at the time of booking.
- d. All rates, charges and payment will be made in Japanese Yen.
- e. The rooms can be sold independently or with a package.
- f. Rates are subject for review and will follow the rate plan based on the schedule.

### 4. MINIMUM NIGHTS AND ALLOTMENTS

- a. Minimum nights stay for summer and winter will be as per rate schedule, subject to change and will be published in the website.
- b. Nikko Style Niseko HANAZONO reserves the right to hold or limit inventory for any room type to any 3rd party agent and/or upgrade or substitute the accommodation with a comparable standard when unavoidable.

### 5. BOOKING PROCEDURE

- a. Quotations & availability is based on Roomboss website or provided by Reservations staff based on the special agent rate limited to closed market.
- b. Agents will have to send booking requests via email at [reservation@nisekohanazono.nikkostyle.jp](mailto:reservation@nisekohanazono.nikkostyle.jp) or book directly through Roomboss.
- c. Bookings will be processed sequentially on a first come first served basis.
- d. Bookings are considered valid once a confirmation email is received.
- e. Agents will calculate the Commission amount from the total rate displayed on Roomboss at the time of booking.
- f. When making a booking, agents need to enter the **Guest Name** and the **Agent email**
- g. Alternatively, reservation inquiries can be made through phone by calling **+81136556110** or by email at [reservation@nisekohanazono.nikkostyle.jp](mailto:reservation@nisekohanazono.nikkostyle.jp)

**6. DEPOSIT**

- a. Any instance where a deposit is required, the deposit amount will be confirmed by Nikko Style Niseko HANAZONO in writing and/or will be indicated in the Promo Terms and Conditions.
- b. Failure to pay the deposit on the due date will result in booking cancellation.

**7. BALANCE PAYMENT**

- a. Agent is responsible for making the payment within the specified due date as per the booking confirmation.
- b. Bulk payments on a monthly basis is permitted, Agents will provide a monthly statement to the hotel detailing all bookings and corresponding payments.
- c. If the balance is not paid on or before the specified due date, Nikko Style Niseko HANAZONO will consider the booking to be canceled, and the cancellation fees will apply accordingly.
- d. Accommodation payment is strictly through bank transfer and the bank transfer details provided in this contract.
- e. All outstanding fees should be settled prior to check in.
- f. All in house charges should be paid upon check out. Nikko Style Niseko HANAZONO reserves the right to charge the guests’ credit card if any outstanding balance has been determined.
- g. All balance payments after check in are non-commissionable and will be charged on the guests credit card.

**8. CANCELLATION AND REFUNDS**

- a. Cancellations are considered as any changes in the apartment type or check in and check out dates. Changes to guests’ names and number of guests are not considered as a cancellation.
- b. Unless otherwise mentioned in a promo offer or confirmation email, the cancellation policy for both summer and winter are as follows:

Winter Season	December 1 – March 31
Cancellation policy:	Both Deposit and Final payment are non refundable.

Summer Season	April 1 – November 30
Cancellation policy:	3 days or more – free of charge

	2 days before, 100% penalty
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- c. Refunds, if there are any, will be initiated upon cancellation confirmation by email.
- d. Agents are responsible for providing the bank transfer details for refunds, please allow up to 14 days for the refund to be reflected.

## 9. BEDDING CONFIGURATION AND EXTRA BEDDING

- a. All the room types at Nikko Style Niseko HANAZONO have specific bedding configurations. Agents are advised to book the units with the correct bedding configuration as required by their clients.
- b. Extra bedding cost is **6,215 JPY** per night.
- c. Modifications on the original bedding configuration will be on a per request basis and may not be guaranteed.
- d. Additional bedding is fixed with either a sofa bed or a stacking bed.

## 10. CHILD POLICY

- a. Children 0-12 can stay for free with existing beddings up to a maximum of 2 children per unit. In case of bookings with breakfast, the children will also be included in the breakfast count.
- b. Complementary baby cots are available with limited inventory and will be provided on a first come first served basis.
- c. Nikko Style Niseko HANAZONO reserves the right to refuse guests that are above the maximum occupancy.

## 11. ARRIVAL/ DEPARTURE AND CHECK IN/ CHECK OUT

- a. Agents are responsible for providing the arrival / departure details of their guests including flight details and transportation options.
- b. Arrival and departure information should be provided at least 2 weeks in advance especially if the pick-up is from Hirafu welcome center or Kutchan train station.
- c. Check-in time is 15:00 and check out time is from 10:00.
- d. We do not allow early check-in or late check-out.

## 12. NO SHOW POLICY

- a. If the guest fails to check-in without prior notice, their room will be released at midnight on the scheduled check-in date. Thereafter, the Hotel cannot guarantee room availability. The Hotel's cancellation and no-show policies do not allow for any exceptions under any circumstances.

### **13. SECURITY DEPOSIT FOR DAMAGES**

- a. Agents are required to inform the guests that the guests' credit card details will be required upon check in as a security deposit for any damages including smoking inside the room.
- b. It is the guests' responsibility to pay for any loss or damage to the accommodation, furniture, fittings, keys and other effects during occupancy.

### **14. CLEANING SCHEDULE**

- a. Stayover cleaning will be on a daily basis and includes trash collection and amenity replenishment. Towel change will be on a request basis.
- b. Full cleaning will be every 3 days and will include trash collection, towel and linen change, bathroom cleaning, amenity replenishment and vacuum.

### **15. SMOKING AND PETS POLICY**

- a. Smoking is prohibited throughout the hotel (including balconies & terraces) and an additional cleaning fee will be charged. In addition, any costs from any inconvenience experienced by the next guest including deodorization or arranging an alternative guest room will be invoiced and paid for by the guests.
- b. Pets are not allowed to stay at the hotel. Service dogs are allowed in accordance with the Assistance Dogs for the Physically Challenged Act.

### **16. TRAVEL INSURANCE AND LIABILITY**

- a. Nikko Style Niseko HANAZONO operates wholly in Japan and the law of Japan applies to all services provided. Where services are provided by the agent and principals the bookings are made subject to the terms and conditions of the agent or principal.
- b. Guests are expected to protect themselves against all risks of travel, including the possibility of having to cancel a holiday or alter travel dates, with appropriate Travel Insurance which they arrange at the time they pay their deposit.

### **17. CONFIDENTIALITY AND INTERNET POLICY**

- a. The rates contained in this contract cannot be distributed directly or via the internet to the general public, without applying a recognized industry mark-up which should not be lower than the rates on the hotel website. Agents are to ensure all rates on the internet, direct/indirect, are submitted for review to the

hotel and approved by the hotel. They must also ensure that the hotel is featured correctly. Failure to comply by these rules will render this contract null and void.

#### 18. AMENDMENTS, OTA CLAUSE AND TERMINATION

- a. These rates cannot be sold to Online Travel Agents (OTA) or any direct B to C online operators. Distribution of these rates to OTAs will result in termination of this contract.
- b. Any amendments to this Contract must be made in writing and signed by both parties.
- c. This Contract constitutes the entire agreement between the parties and supersedes all prior agreements and understandings.
- d. Nikko Style Niseko HANAZONO has the right to turn down bookings if agents do not abide by the above conditions and reserves the right to terminate this contract if this confidentiality clause is breached.

#### 19. BANK TRANSFER DETAILS

Agents are required to settle all payments through the bank transfer details below.

Bank Name: **Mitsui Sumitomo Bank**  
Branch name: **Honten Eigyo-Bu**  
Bank address: **1-1-2 Marunouchi Chiyoda-Ku, Tokyo 100-0005, Japan**  
Bank Phone: **+81 3 3282 1111**  
Swift Code: **SMBCJPJT**

Account Name: **Kabushiki Gaisha Niseko Hanazono Hotel**  
Account Number: **5404853**  
Account Type: **Ordinary (Futsu)**  
Address: **328-51, Iwaobetsu, Kutchan-cho, Abuta-gun, Hokkaido 0440082 JP**  
Phone Number: **+81 136 55 6110**  
Currency: **JPY**

IN WITNESS WHEREOF, Nikko Style Niseko HANAZONO and the Agent, entered into the above Agreement, as of the day indicated below their signature. One original copy is to remain with the agent and the other with Nikko Style Niseko HANAZONO

On behalf of Nikko Style Niseko HANAZONO

Name: Geiji Tachibana

Title: Director of Sales

Signature: 

On behalf of the Agent:

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Signature: \_\_\_\_\_