



2025 CONTRACT NET RATE AGREEMENT

Company: NUBA EXPEDICIONES DE MEXICO, S. DE R.L. DE C.V.

Contact Name: Yolanda Romay

Title: Supplier People Director

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Phone Number: +525552554455

Please find below the terms of your contract agreement with Mira Earth Studios, valid for the year 2025.

Rates

Mira Earth Studios uses a Best Available Rate (BAR) pricing model, where rates fluctuate based on daily forecasted demand. We are pleased to confirm the negotiated net rates of a 25% margin on our BAR rates, offers, and online promotions for your company. These rates are opaque and must not be disclosed to any client or shared with any third-party booking engine. We value our relationship with (Travel agency name) and will always provide the best available rate at the time of booking.

Rates are in USD per room per night based on double or single occupancy.

Booking Method

NUBA EXPEDICIONES DE MEXICO, S. DE R.L. DE C.V. will book rooms at Mira Earth Studios on a request basis through Mira's concierge (email: concierge@miraearthstudios.com; phone: +52 646 210 3445)

Accommodation

Mira Earth Studios is an exclusive retreat in the heart of Valle de Guadalupe, Mexico, offering stunning vineyard and mountain views. Designed to immerse guests in the natural beauty of the region, accommodations feature floor-to-ceiling windows, private terraces, and thoughtfully curated interiors reflecting local craftsmanship. Each studio is designed with sustainable materials and artisanal decor, creating an ambiance that blends contemporary comfort with the rustic charm of Valle de Guadalupe.



Taxes & Fees

A 21% tax applies, consisting of 8% IVA, 5% ISH, and a 5% service charge.

Peak Dates

Minimum stay of 3 nights required

March 17: Mexican long weekend

March: Beer Fest

April 13: Concha y Vino

April 17-18: Semana Santa

May 1-2: Mexican long weekend

June: Viñedos en Flor

Mid-July to August: Fiestas de la Vendimia

November 1-2: Día de los Muertos

December 24-25: Navidad

December 31: Año Nuevo

Minimum Stay: 2 nights on High Season Weekends

Stop Sells

Mira Earth Studios reserves the right to stop sell dates if occupancy approaches a sellout. Stop sell notifications will be emailed as nights become unavailable. All other room categories remain available on a request basis, subject to availability.

Transportation

We recommend arranging private transportation through the concierge email: concierge@miraearthstudios.com. Please forward your flight details at least 48 hours prior to your travel date so we can arrange your pickup. Transportation pricing is subject to change without notice, as services are outsourced to a third-party transportation company.



Occupancy

Studios accommodate single or double occupancy. A \$75.00 per night charge applies for a third person. Third person occupancy is applicable to children over 14 and adults. We can adapt the sofa to serve as an additional bed.

Deposit & Cancellation Policy

A 100% payment deposit is required to secure a booking. Cancellations received 21 days or more prior to arrival will result in a 50% room penalty including tax, except Special Rates, which are 100% non-refundable.

Short Stay Penalty

Any guest who terminates their stay and departs prior to the scheduled departure date shall forfeit the full amount of their reservation.

Check-in, Check-out & No-Shows

Check-in is at 3:00 PM, and check-out is at 11:00 AM. Late check-out requests are subject to availability. No-shows are subject to forfeiture of full payment.

Sales & Marketing

All fact sheets, rates, packages, and special promotions used to advertise Mira Earth Studios must be approved and issued by Mira Earth Studios with signature by the Area Director of Sales & Marketing.

Marketing & Publicity Materials

All intellectual property, including trademarks, images, and promotional materials related to Mira Earth Studios, remains the sole property of Mira Earth Studios. Any marketing content must be approved before use. Mira Earth Studios will provide a hyperlink to access approved materials.

NUBA EXPEDICIONES DE MEXICO, S. DE R.L. DE C.V. must properly tag Mira Earth Studios in all social media posts. Instagram posts should tag @miraeearthstudios, use the geotag "Mira Earth Studios," and include hashtags #MiraEarthStudios and #NaturalLuxury.

NUBA EXPEDICIONES DE MEXICO, S. DE R.L. DE C.V. agrees not to bid on Mira Earth Studios' trademarks for SEO or paid advertising purposes.



Confidentiality

All negotiated rates and agreements must remain confidential and may only be shared with authorized employees or subcontractors bound by a non-disclosure agreement.

Indemnification

The wholesaler will indemnify and hold Mira Earth Studios harmless from any claims or damages resulting from acts of negligence. Mira Earth Studios is not liable for damages except in cases of proven negligence by its staff.

Force Majeure

Mira Earth Studios is not liable for any failure to perform obligations due to natural disasters, acts of God, government orders, strikes, war, or other uncontrollable events.

Billing & Payment

Billing inquiries must be submitted within the month of the stay. A five-day grace period applies for stays occurring at the end of the month. Late inquiries will not be considered.

Accepted payment methods: Cash, Credit Card, and Wire Transfers.

Payment in MXN Pesos:

Beneficiary: Green Valley Services OP CO S DE RL DE CV

Bank: BBVA Mexico, S.A.

Account Number: 0112907763

CLABE Number: 012694001129077634

Payment in USD:

Contact us for a Stripe payment link.

MIRA

EARTH STUDIOS



General Information

Location: Ensenada - Tecate, Valle de Guadalupe KM 75, 22880 B.C.

Phone: 646 210 3445

Concierge Email: concierge@miraeearthstudios.com

Sales Representative: Eda Gabriela Chehda Chamme (echehda@gmail.com)

Group Requests

Requests for 10 rooms are considered a hotel buyout and should be directed to concierge@miraeearthstudios.com for custom rate assessments.

Agreement & Signatures

This contract must be signed by an authorized representative and returned to Eda Gabriela Chehda Chamme at echehda@gmail.com. The net rates are not valid until the signed contract is returned with initials on each page.

All information contained within this agreement is private and confidential.

Nuba Expediciones de Mexico

Mira Earth Studios

Name: Yolanda Romay

Name: Hannah Kendall

Title: People Director

Title: Co-founder

Signature: _____

Signature: _____

Date: _____

Date: _____