



ANCORA
CORTINA



PARTNERSHIP AGREEMENT

between Ancora Cortina &
Nuba Expediciones De Mexico INTERNATIONAL TRAVEL
GROUP S.A.



Cortina d'Ampezzo, 24/07/2025

Dear Sofia,

My name is Carla Medri, Area General Manager at Ancora Cortina,

After years of meticulous renovation, we are excited to announce the grand opening of Ancora Cortina in Summer 2025.

As a proud member of The Leading Hotels of the World, Ancora Cortina is ready to welcome discerning travelers with a renewed spirit and timeless elegance.

We are pleased to share with you the 2025 Partnership Agreement.

Nuba Expediciones De Mexico INTERNATIONAL TRAVEL GROUP S.A. is part of a carefully selected group of partners who will have privileged access to our confidential tour operator rates and exclusive benefits.

We look forward to collaborating with you and welcoming your Guests to the all-new Ancora Cortina.

Carla Medri.

SOCIAL MEDIA

- WEBSITE
- IG

Please refer to the above-mentioned marketing tools only for your brochures and web sites.

Contract Definitions and Interpretation

In this document, the following is agreed:

- Hotel, Company, Hotel Ancora Cortina means the company HOTEL ANCORA SRL located in Cortina d'Ampezzo (BL), Corso Italia n. 62, Fiscal Code and V.A.T number 00112050257.
- TO means Tour Operator as identified in the below Tour Operator Details Section.
- BAR means Best Available Rates.

Scope and application

This contract is valid worldwide and intended to regulate the terms and conditions of all the commercial transactions and trading occurring between Ancora Cortina and the Tour Operator.

The period covered by this contract is from **June 19th, 2025, to January 06th, 2027***.

In the case that any matter not stipulated in this contract arises, the terms and conditions generally practiced by Hotel Ancora will apply.

**The hotel will undergo a seasonal closure from October 31st through December 03rd. Regular operations will resume on December 4th.*

Additionally, blackout dates will apply during the Milano-Cortina 2026 Winter Olympics, which will take place in February 2026.

Tour Operator Details Section

Please ensure that all the necessary fields are correctly filled out.

By completing the form, you grant automatic authorization for the use and accuracy of the information provided.

[Ancora Cortina Partner Form – to be duly completed with the Partner's Company details](#)

Distribution Channels list (or refer to an attachment if the list is too long to include here) the Tour Operator's travel agents and Niche Tour Operators that Tour Operator plans to make bookings on behalf of.

The Distribution Channels are the only distribution channels the Tour Operator proposes to make Bookings available through during the Term.

The Tour Operator shall give the Hotel not less than 10 Business Days' notice in writing of any proposed changes to any Distribution Channel.

If the Hotel notifies the Tour Operator that any such proposed change might (in the opinion of the Hotel, (acting reasonably) damage the brand and/or goodwill and/or reputation of the Hotel, Tour Operator shall not make Bookings available via such channel."

Moreover, the Tour Operator is held responsible of the rate distribution of its Distribution Channels. Parity rate with our web site must always be guaranteed.

If one of the above-mentioned conditions is not respected, the Hotel can terminate the agreement any time prior to written notice.

Distribution of contracted rates

Contract Rates are only valid for your company or for distribution channels listed in the above Tour Operator Details Section. Contract Rates cannot be offered by the Tour Operator direct to the consumer via Internet, or by any other internet channels, through owned, affiliated or subsidiary companies.

The resale of contracted rates through any online channel, including third parties, is strictly forbidden.

Therefore, no online Business to Consumer is authorized by the present Contract.

TO cannot publish public rates lower than the rates on the Ancora Cortina website.

Hotel reserves the right to terminate this agreement immediately if any of these conditions are not met

Rates and taxes

You will be provided with the best available rate (and/or not refundable rate, if available) at the moment of the booking request through the Travel Trade section of our website

ONLINE BOOKINGS

Please find below your Company username and password to complete bookings via our online booking engine.

Booking Link: <https://ancoracortina.com/travel-trade/>

User: NUBA

Password: EXPEDICIONES

Please note that the rates found online will be already **NET of commission**.

Any special requests in the note box of the Travel Trade section are upon availability and must be confirmed by email through the Reservation office.

Payment by credit card may be required in some cases.

COMMISSIONS

Hotel will be pleased to offer the Partner the following percentage of commission, on NET VAT amounts:

15 % for stays from May 01st, to January 6th.

Please note that this commission does not apply to discounted or promotional rates, for which a standard commission of 10% will be applied

All BAR rates are per room per night and include **10% VAT**. VAT value may vary without notice due to any changes imposed by Italian government. City tax is not included in the room rate and needs to be paid locally at the check-out. An adult plus an infant in the same room will be calculated as double occupancy.

All contract rates are applicable for bookings up to **maximum of 5 rooms**. Availability and room rates for groups of 6 rooms or more may be offered upon request. In case 2 or more enquiries are found to be related and feature overlapping dates (even one only), even if under different guest's names, the hotel will not apply the mentioned BAR rates, but specific Group rates.

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The resale of contracted rates through any online channel, including third parties, is strictly forbidden.

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TO cannot publish public rates lower than the rates on the Hotel Ancora website.

Hotel reserves the right to terminate this agreement immediately if any of these conditions are not met

Rate inclusions

- Daily breakfast included in designated breakfast locations. Room service charges will be applied for breakfast in room.
- Wireless internet available in guestrooms and common areas.
- In-room safes.

Meal Supplement for 2025

Supplement Half Board: Euro 90 per day, per adult and Euro 45,00 per child (3-12yrs).

Please note that meal plan supplements are public, not commissionable, per person per day.

Meal plan options

1. Half Board Meal Plan includes a 3-course dinner, tax and service (beverages not included).
2. Dishes included in the Meal Plan Option will be indicated once the guest is in the hotel.
3. The Hotel may require a supplement to the Meal Plan booked for some Special Events and for certain special dishes.
4. Our guests are given the opportunity to have their meals in all our outlets, subject to availability and opening period. Room service can be considered in case of half board option, but only valid for dinner.
5. A la carte meal options are always available for guests who do not wish to purchase a Meal Plan Option.
6. The hotel will not remove charges if guests decide to change their meal package when in the hotel. For example, from half board to bed & breakfast basis.
7. Clients are not allowed to book different meal plan options within the same booking.

F&B Outlets

- All Day Veranda
- Indoor Restaurant
- Bar
- Club

Please note that opening periods of all our outlets will be defined and confirmed at management's discretion.

Payment and invoicing details

All invoices must be addressed to:

HOTEL ANCORA SRL

Corso Italia, 62 32043 – Cortina d'Ampezzo (BL)

P.IVA/C.F.:00112050257

Pec: hotelancora@confcommercio.legalmail.it

SDI Code: RR66BDG

Each payment should clearly state guest's name, surname, dates of stay, booking reference and the Company's invoice number.

Bank Details

CORTINA BANCA

Company Name: HOTEL ANCORA SRL

IBAN: IT 47T 08 511 61 0700 0000 0502 867

Swift Code/BIC: CCRTIT 2T 95A

PAYMENT TERMS

Payment on BAR rates as per Travel Trade section on Hotel Website.

Payment deadlines:

Payment is required **10 days** before arrival when cancellation policy is of **3 days**.

Payment is required **14 days** before arrival when cancellation policy is of **7 days**.

Payment is required **21 days** before arrival when cancellation policy is of **14 days**.

Payment is required **45 days** before arrival when cancellation policy is of **30 days**.

In case cancellation policies should change during the year, payment will always be required 7 days before the cancellation deadline.

Payment on prepaid and not Refundable Rate: Payment is required within 24hrs from the booking date by wire bank transfer or a valid credit card. In case of payment by bank transfer, payment confirmation must be provided. Ancora Cortina reserves for itself the right to refuse a guest entry and accommodation in case of non-payment, thus raising an exception of illegality based on Article 1460 of the Italian Civil Code.

Please note that the hotel will not solicit any missing payment, and the booking will be cancelled automatically right after the payment deadline.

Room inventory

Room Category	Size	Bedding type	Max occ. Including extra bed or cot	Notes on occupancy
Superior	30 sqm	King or Twin beds	2	

Premium	31-35 sqm	King or Twin beds	2	
Deluxe	36-42 sqm	King	2	* **
Junior Suite	36-44 sqm	King or twin	2	* **
Executive Suite	45 sqm	King	2	* **
Prestige Suite	45 sqm	King	2	* **
Grand Suite	60 sqm	King	2	* **
Ancora Suite	102 sqm	King + King	4	

*A baby cot (suitable for children aged 0–2 years) may be added in certain room categories, upon request and subject to availability. Prior confirmation from the Reservations Office is required.

** An extra bed (suitable for children aged 3–12 years) may be added in selected rooms at an additional cost of €70.00 per night. The request is subject to availability and must be confirmed in advance by the Reservations Office.

Reservations

Reservation requests must include the following details:

- a. Guest Name and Surname
- b. Guest Nationality
- c. Number of Adults and children (must specify the age of each child)

For reservation issues, please call **+(39) 0436 3261 or 800120959** or send an email to booking@ancoracortina.com .

Reservations will not be considered confirmed until the Tour Operator receives written confirmation from the Hotel with reservation number and details.

Verbal confirmation of availability and/or rates (i.e. via telephone) is not considered as a commitment for the reservation.

The Hotel is not required to provide, nor will it accept, verbal confirmation of availability and/or rates.

The hotel cannot guarantee a specific room number or a specific location in the Property.

Guest special requests

TO should provide the hotel with the following guest information no less than 7 days before arrival:

- a. Dietary requirements, physical disabilities, and/or other relevant medical issues

Check in/out

- Check-in after 3:00 p.m.
- Check-out by 11:00 a.m.

Booking Amendments

If the Tour Operator wishes to change any part of a booking after the Hotel has confirmed it, the Tour Operator shall:

- a. not (and ensure that no Distribution Channel shall) confirm any changes to the Guest without prior specific written confirmation from the hotel.
- b. notifies (or ensure that the applicable Distribution Channel notifies as well) the Reservations Department of the requested change to ascertain
 - (i) whether such proposed change(s) can be made
 - (ii) the details of any fee payable to the Company to effect such change(s);
- c. promptly notifies (or ensure that the applicable Distribution Channel notifies as well) the Reservations Department whether it wishes to
 - (i) make the amendment in which case such amendment will only be effective following the receipt by the Hotel from the Tour Operator of the applicable amendment fee (if any) or
 - (ii) leave the booking unchanged or
 - (iii) cancel the booking in which case the applicable cancellation charge (unless waived by the Hotel in writing) shall be paid by the Tour Operator.

Cancellation policy

The cancellation policy will follow terms and conditions of the hotel website.

Marketing and brochure inclusion

The Tour Operator will be an active partner of the Hotel and will offer full support to position the Hotel as their preferred property in the area. In particular, the Hotel will benefit from:

- The best available space in the Tour Operator (and each of its Distribution Channels) 2025 catalogue and websites, featuring several images of Company as well as a detailed description of its facilities.
- Prominent exposure of Hotel's Special Promotions on the Tour Operator (and each of its Distribution Channels') websites.
- Assistance in distributing and selling special time-sensitive promotions via direct mailings, e-newsletters, website promotions etc.
- The possibility of conducting sales calls and training sessions to the Tour Operator (and each of its Distribution Channels).
- During the term of this Agreement, the Tour Operator is not authorized to use the hotel name and information, including images, photographs, logos and trademarks (proprietary materials of the company) - except as provided in this agreement - without prior written approval from the hotel before any publication. In case of violation of the afore-mentioned obligation, the Tour Operator, pursuant to art. 1382 of the Italian civil code, is required to pay a penalty commensurate with the caused damage.

When Hotel is included in a Tour Operator brochure, a pre-copy must be signed off by the Hotel prior to printing. Otherwise, expectations of guests as a result of incorrect information will be the responsibility of the Tour Operator.

Children policy

For children from 0 to 2 years old, the baby cot is complimentary.

If the number of guests that show up at the check in is higher than the number of guests indicated on the booking confirmation, the Hotel will check if the additional person can be accommodated according to availability. If availability is confirmed, extra bed or room change charges will be applied.

Pet policy

It is possible to accommodate small and medium-sized dogs up to 35 kg upon request (subject to availability).

Cats are not allowed. The presence of pets must be indicated when booking; they are allowed at a daily supplement of Euro 55,00, per pet, including special cleaning and the supply of a dog bowl, waste bags and a dog mat.

At check-in, it is necessary to present the animal's health card or a declaration, under the owner's responsibility, confirming that the pet is regularly vaccinated, healthy, free from parasites and insured for damages it could cause to property or people. The owner is responsible for the repairing and / or replacement of all objects that could be stained or damaged by the pet, as well as for harm caused to other guests. They are allowed in all public areas, with dedicated stations at the restaurant/bar. Pets are not allowed in the spa area.

Contract amendments

Amendments to this contract shall only be valid if made in writing and signed by both parties.

Confidentiality

The Tour Operator confirms and agrees that this Agreement is confidential. The Tour Operator will not, in any circumstance, divulge the contents of this agreement.

Contracts may not be transferred from one company to another, without specific authorization of the Hotel.

In case of violation of the afore-mentioned obligation, the Tour Operator, pursuant to art. 1382 of the Italian civil code, is required to pay a penalty commensurate with the caused damage.

Right of withdrawal and termination of the contract

Either Party may terminate this Agreement in any moment upon six (6) months' written notice.

This agreement will be terminated automatically, should at least one of the following cases occur:

- a) serious failure to meet the obligations provided for in this Agreement, with particular reference to the procedures and timing of booking, payment of the stays and any other obligation agreed herein, if the obligations have still not been met after a formal notice of default has been sent in written by the other Party, where an extra time of at least seven (7) days is given to fulfil the obligations;
- b) change of control, as commonly interpreted by commercial practices, unless expressly authorized by the hotel.

The Agreement will be automatically terminated if the obligations have still not been met after the deadline specified in the formal notice of default sent in written by the other Party; namely, if the circumstance mentioned at this point arises, the right of termination is exercised by means of a written notice to the other Party having effect in five (5) days after receipt of said notice.

Termination shall not preclude a possible claim for compensation for breach of contract; it shall not affect the contractual clauses relating to the settlement of disputes or any other provision of this Agreement that is meant to remain valid after termination, especially those providing for the applicable law and jurisdiction.

Jurisdiction and Privacy

The validity and performance of this Agreement shall be governed by the provisions of the Italian Law. The Parties agree to submit to the Court of Rome (Italy) for the purpose of resolving any dispute relating to the formation or performance of this Agreement.

With reference to the laws of Italy, recalling the obligations concerning privacy, the contracting agency (also called "Partner" and/or "Operator") declares that it performs and complies with said obligations when collecting and transmitting the customers' data to HOTEL ANCORA SRL, adequately informing the customers on the methods of acquisition, transmission, storage, access, cancellation, objection to processing as per Regulation (EU) n. 2016/679.

General

Neither party shall be under any obligation to the other hereunder performance therefore is rendered impossible due to an event of force majeure, being an event which the affected party could not reasonably foresee and the effect of which was beyond the control of the party affected (excluding settlement of payments) which shall include, without limitation, natural disasters, war, strikes, epidemics, earthquake, fire or flood.

Tour Operator name: Nuba Expediciones De Mexico INTERNATIONAL TRAVEL GROUP S.A.

Represented by: sofia suarez

Title: Product Director Americas

Date: 25-Jul-2025

Signature: 
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Hotel name: Ancora Cortina

Represented by: Giuseppe De Benedetto

Title: Director Of Sales

Date: 24/07/2025

Signature: 

