



June 29, 2025
 NUBA EXPEDICIONES S.L. including
 NUBA EXPEDICIONES DE MEXICO, S. DE R.L. DE C.V.,
 Nuba USA, Inc.

WHOLESALE RATES AGREEMENT 2025

Ms. Alessandra Girardi
 Global Product Director
 NUBA EXPEDICIONES S.L. including
 NUBA EXPEDICIONES DE MEXICO, S. DE R.L. DE C.V.,
 Nuba USA, Inc.
 Calle Serrano 96,
 Madrid, Spain, 28006

Dear Ms. Girardi,

Thank you for your continued support. We are pleased to extend our **2025 Wholesale Rates**. The contracted rates are valid for bookings and stays between **20 June to 31 December 2025**.

This agreement is entered on 20 June 2025 between Mandarin Oriental, Tokyo and NUBA EXPEDICIONES S.L.

ROOM RATES

Room Category	Size	Low Season	Middle Season	High Season
		1 Jul - 30 Sep 1 - 12 Dec	20 - 30 Jun	1 Oct - 30 Nov 13 - 20 Dec
Room Only (Single / Double)				
Deluxe	50m²	20% Off Best Available Rates (BAR) & Package Offers		
Deluxe Premier	50m²			
Deluxe Corner	50m²			
Mandarin Grand Room	60m²			
Premier Suite	90-100m²			
Mandarin Suite	100m²			
Mandarin Corner Suite	100m²			
Oriental Suite	100m²			

RATE REMARKS:

- Rates are quoted in Japanese Yen (JPY) per room per night basis.
- Rates are room only
- Rates are non-commissionable
- Breakfast supplement rate is at additional charge of JPY 5,000++ per person.
- Triple occupancy is only available in the Mandarin Grand category. 3rd person's breakfast can be arranged at an additional charge of JPY 5,000++ per person.
- Complimentary internet access.
- Check-in is at 3pm and check-out is at 12pm.



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1. TAXES AND SURCHARGES

The above rates are subject to 15% service charge, 10% government tax and accommodation tax of JPY 200 net per person per night. Consumption tax will therefore be added and is applicable to both net room rates and service charge. The hotel reserves the right to adjust the price inclusive of consumption tax, service

charge and accommodation tax in accordance with any tax alteration made by the Government and / or service charge amendment within the contract period without notice.

2. EXTRA BED

A rollaway bed can only be provided in a Mandarin Grand with additional **JPY 15,000++** per bed per night, subject to 15% service charge, consumption tax and JPY200 accommodation tax per person per night.

3. TERMS AND CONDITIONS

- Rates are **non-commissionable**.
- Applicable only for transient bookings. Any group booking including ten (10) rooms or more will be subject to availability and separate rate negotiation.
- Room rates are applicable on your company’s account only.
- **All contracted rates are strictly for your FIT / Wholesale program only dealing directly with Mandarin Oriental, Tokyo (from here on referred to as “MOTYO”) and are not, under any circumstances, to be listed or extended to a third party, any e-commerce company or website marketing. Failure to comply will be termination of partnership and contract will be considered null and void.**

4. ALLOTMENTS

Not Applicable.

5. BLACK OUT PERIOD 2025

Holiday	From	To
Festive Season	12/20/2025	12/31/2025

6. CANCELLATION POLICY

Should any change or cancellation be required after a reservation has been confirmed, please kindly inform the hotel by 3pm one day prior to the arrival date for rooms and three (3) days prior to arrival date for suites, in order to ensure there is no late cancellation charge. This charge currently stands as a minimum of one night’s room/suite charge. The fee will automatically be charged to the credit card given as a guarantee or alternatively the prepaid deposit will be forfeited. In the case of any company guarantee, such charges will be billed to Nuba Expediciones S.L (from here on referred to as “the agent”) for settlement. “No-Shows” are subject to one night’s accommodation charge at the contract rate for each and every room booked.

7. CHILD POLICY

- No accommodation charges apply to children under 12 years old. All 12 years old and over are classified as adults and will be charged for a full extra bed.
- Interconnecting rooms are available upon request.
- Accommodation tax of JPY 200 net per person per night does not apply to children under 12 years old.



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8. MEAL RATES (QUOTED IN JPY): Valid until 31 December 2025

Breakfast inclusive rate is additional charge of JPY 5,000++ per person.

For 3rd person's breakfast can be arranged at an additional charge of JPY 5,000++ per person per meal. Should the guest require breakfast, please clearly mention this at point of reservation. The mentioned 3rd person's breakfast rate is net of consumption tax, 15% service charge and is non-commissionable.

9. HOTEL SERVICES

The following services are available to guests:

- Use of Fitness Centre
- Mandarin Oriental Japanese and western robes
- King-sized pillows including a pillow menu
- Spacious bathtub
- Multimedia hub for entertainment
- High speed internet access (wired and wireless)
- 50+ International television channels
- Private Mini bar
- Daily maid service and evening turndown service
- In-room Yoga mat (above suite category)
- Shoeshine service
- Daily newspaper
- Complimentary in-room safety deposit box

10. SETTLEMENT OF ACCOUNT

An invoice will be issued by MOTYO Accounting Department upon receiving the booking. All payments should be settled 14 days prior to the guest's arrival. If the amount is not settled within the agreed credit period, MOTYO reserves the right to ask for immediate payment on all outstanding accounts. Interest of 2% per month will be charged on all overdue amounts.

Settlements of charges can be made in the form of a Bank Draft or Telegraphic Transfer. All prices are quoted in Japanese Yen. If necessary, the hotel will claim from the company any loss on the exchange arising from accounts being settled in other currencies.

11. MANDARIN ORIENTAL, TOKYO BANK INFORMATION

Bank Name : Sumitomo Mitsui Banking Corporation
 Branch Name : Nihonbashi Branch
 Address : 2-1-1, Nihonbashi-Muromachi Chuo-ku, Tokyo, Japan
 Account Name: Mandarin Oriental Tokyo KK
 Type of A/C : Ordinary Account
 Account Number: 7769813
 Swift Code : SMBCJPJT

12. HOTEL VOUCHER

Failure to present a valid hotel voucher prior to or upon guest's arrival will result in the charging of the published rate to the guest's account to be paid upon departure by the guest.

13. BOOKING PROCEDURES

An official reservation should be sent to Mandarin Oriental, Tokyo. This can be in a form of:

- A valid hotel voucher
- A reservation order
- A fax transmission

All bookings should list clearly a method of payment prior to the guest's arrival. Failure to adhere to the above procedure could result in the paying the Published Daily Rate.



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14. FOR ROOM RESERVATION

Within Japan : 0120-806-825 (Toll free)
Telephone : +81-3-3270-8950
Facsimile : +81-3-3270-8886
E-mail : motyo-reservations@mohg.com

15. TERMINATION

Both parties have the right to terminate this agreement by giving one month or 30 days' notice in writing to the other should any of the following occur:

1. If either party commits a breach of any of the terms or conditions of this agreement
2. If either party enters bankruptcy or liquidation whether compulsorily or voluntarily
3. Upon any change in the ownership of either party

16. CONFIDENTIALITY

Mandarin Oriental, Tokyo & "the agent" shall not (and shall cause its employees, officers, subcontractors, agents, and anyone else who assists in the performance of its obligations hereunder to not) use for its or their own benefit any information pertaining to this agreement which is deemed as Confidential Information. Mandarin Oriental, Tokyo & "the agent" shall not (and shall cause its employees, officers, agents, and anyone else who assists in the performance of its obligations hereunder to not) disclose any Confidential Information to any person or entity other than those to whom Mandarin Oriental, Tokyo & "the agent" has authorized in writing to disclose such Confidential Information.

Standard of Care: In regard to the entirety of this section, the party receiving the Confidential Information shall exercise reasonable care under the circumstances. A party hereto shall not be liable for (a) an inadvertent disclosure or use of the Confidential Information provided that (i) it uses the appropriate degree of care safeguarding such Confidential Information as set forth in this paragraph and (ii) upon discovery of such inadvertent disclosure or use of such Confidential Information it shall endeavor to prevent further inadvertent disclosures or uses and immediately give notice thereof to the disclosing party; or (b) an unauthorized disclosure of such Confidential Information by persons who have been in its employ unless the party failed to safeguard such information with the appropriate degree of care as set forth in this paragraph and fails to immediately give notice thereof to the disclosing party.

17. FORCE MAJEURE

No damages shall be due for a failure to perform where performance is made impossible due to Acts of God, war, terrorist act, government regulation, riots, disaster, or strikes. Hotel shall have no liability for utility disruptions of any kind.

18. INDEMNIFICATION

"The Agent" shall indemnify, defend and hold harmless Mandarin Oriental, Tokyo and Mandarin Oriental Hotel Group and each of their respective officers, directors, partners, agents, members, managers and employees from and against any and all demands, claims, damages to persons or property, losses and liabilities, including reasonable attorney's fees, arising out of or caused by "the agent" negligence and/or its members', agents', employees', independent contractors' or exhibitors' negligence in connection with the use of Mandarin Oriental, Tokyo's facilities, except to the extent and percentage attributable to Nuba Expediciones S.L. negligence. "The agent" shall not be waived or be deemed to have waived, by reason of this paragraph, any defense which it may have with respect to such claims.



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Except for liquidated damages provided for in this contract in the event of cancellation or attrition, in no event shall either party be liable for indirect, consequential, punitive or exemplary damages in connection with this contract.

19. HOTEL POLICIES:

Logo and Trademark: "the agent" acknowledges that the trademarks, service marks, and graphics branding the Hotel (the "Marks") are proprietary intellectual property licensed to Hotel and may not be used by "the agent" without the prior written consent of the owner of the "Marks".

20. COMPLIANCE WITH LAW

This Contract is subject to the laws of Japan, including health and safety codes, alcoholic beverage control laws, disability laws, and the like. Hotel and Group agree to cooperate with each other to ensure compliance with such laws.

All information contained within this agreement is private and confidential and may not be disclosed to a third party for any reason or purpose. This Agreement is subject to Tokyo Metropolitan Ordinance concerning the enforcement of the "Ryokan" Business Law.

Should you require any further information or assistance please do let us know. These rates will become effective upon receipt of a signed copy of this agreement on or before **20 June 2025** indicating your acceptance of the above terms and conditions.

Yours sincerely,
For

Name: Kie Kasai
Title: Director of International Sales

Date: 20 June 2025
Mandarin Oriental, Tokyo
2-1-1 Nihonbashi Muromachi, Chuo-ku,
Tokyo

Myra Regner
Director of Commerce & Marketing

20 June 2025
Mandarin Oriental, Tokyo
2-1-1 Nihonbashi Muromachi, Chuo-ku,
Tokyo

Agreed and accepted by

Authorized signature
For and on behalf of:

Name: Ms. Alessandra Girardi
Title: Global Product Director
Date :