



OSTUNI A MARE
ROSA MARINA

Partnership Agreement Between

Ostuni A Mare
And
Nuba Expediciones De Mexico
INTERNATIONAL TRAVEL GROUP S.A.

Ostuni, 24/07/2025

Contract Definitions and Interpretation

In this document, the following is agreed:

- Hotel, Company, *Ostuni A Mare* means the company ROSAGEST SRL registered office in Isola della Giudecca, 753/C 30133 – Venezia (VE)
P.IVA: 01490870746
SDI: 1EPXCSC
Hotel address Rosa Marina, Ostuni (BR).
- 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 is intended to regulate the terms and conditions of all commercial transactions and trading between Ostuni a Mare and Nuba Expediciones De Mexico INTERNATIONAL TRAVEL GROUP S.A..

The period covered by this contract is from the opening date of 16th May 2025 to 18th October 2025.

In case any matter not stipulated in this contract arises, the terms and conditions generally practiced by Ostuni a Mare will apply.

Tour Operator Details Section

Tour Operator	Company
	Registered Number:
	Registered Address:
Tour Operator Contracting details	Contact Name:
	Contact Telephone:
	Contact e-mail address:
Tour Operator VAT (or equivalent)	
TO Reservations F.I.T. Department	Tel:
	E-mail:
Permitted Media: Tour Operator's website and list Distribution Channel permitted media.	
TO Marketing contact email address	
TO Special offers contact email address	
Tour Operator's email address for STOP SALES	

<p>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 through which the Tour Operator plans to make bookings.</p> <p>The Distribution Channels are the only channels the Tour Operator intends to use for making bookings available during the Term. The Tour Operator shall provide the Hotel with no less than 10 Business Days' written notice of any proposed changes to the Distribution Channels. If the Hotel notifies the Tour Operator that any such proposed change might (in the Hotel's reasonable opinion) damage the brand, goodwill, and/or reputation of the Hotel, the Tour Operator shall not make bookings available through such channels.</p>	
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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://ostuniamare.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.

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 of up to a maximum of **8 rooms**. Availability and room rates for groups of **9 rooms** or more may be offered upon request. In case 2 or more enquiries are found to be related to 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.

COMMISSIONS

Hotel will be pleased to offer the Partner the following percentage of commission calculated on net vat amounts:

15% for stays from 16th May 2025 to 18th October 2025.

Rate inclusions

- Daily breakfast is included in designated breakfast locations. Room service charges will be applied for breakfast in the room.
- Wireless internet available in guestrooms and common areas
- In-room safes
- Complimentary shuttle to private beaches (seasonal)
- Beach Clubs free access (seasonal)

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 the 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 Ostuni a Mare website.

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

PAYMENT AND INVOICING DETAILS

Invoicing details	<p>All invoices must be addressed to: ROSAGEST SRL Isola Della Giudecca, 753/C 30133 – Venezia (VE) P.IVA: 01490870746 SDI: 1EPXCSC</p> <p>Please send it to: Ostuni a Mare, Loc. Rosa Marina, c.p. n.82 – 72017 Ostuni (BR)</p> <p>Each payment should clearly state the guest's name, surname, dates of stay, booking reference and the Company's invoice number.</p>
Bank Details	<p>Company name ROSAGEST SRL Bank Name: UNICREDIT Bank address: LARGO FRANCESCO ANZANI, 13; 00153 - ROMA Iban code: IT 72 E 02008 05364 000103780147 SWIFT / BIC: UNCRITMMORR ACCOUNT No.: 000103780147</p>
Payment Terms	<p>Payment on BAR rates:</p> <ul style="list-style-type: none"> • When cancellation deadline is 3 days prior to arrival, payment is due 10 days before arrival. • When cancellation deadline is 7 days prior to arrival, payment is due 14 days before arrival. • When cancellation deadline is 14 days prior to arrival, payment is due 21 days before arrival. • When cancellation deadline is 30 days prior to arrival, payment is due 45 days before arrival. <p>Cancellation policy on BAR rates will follow terms and conditions of the hotel website.</p> <p>Payment on Prepaid and Not Refundable Rate: Payment is required within 24hrs of the booking date by wire bank transfer or a valid credit card. In the case of payment by bank transfer, payment confirmation must be provided. Ostuni a Mare 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.</p> <p><u>Please note that the hotel will not solicit any missing payment, and the booking will be canceled automatically right after the payment deadline</u></p>

ROOM INVENTORY

ROOM CATEGORY	SIZE	BEDDING	EXTRABED OR SOFA BED	NOTES ON EXTRA BEDS/COTS
SUPERIOR	18 sm	1 King or Twin bed	-	1 baby cot (0-2 yo) free of charge
SUPERIOR GARDEN VIEW	18 sm	1 King or Twin bed	-	1 baby cot (0-2 yo) free of charge
SUPERIOR FAMILY	30 sm	1 King bed	2	2 extra adults at an additional cost or 1 baby cots (0-2 yo) free of charge
PREMIUM FAMILY	18 sm	1 King bed + 1 Twin bed	-	1 baby cot (0-2 yo) free of charge
DELUXE	25 sm	1 King bed	1	1 extra child (3-12 yo) at an additional cost or 1 baby cot (0-2 yo) free of charge
JUNIOR SUITE PRESTIGE	28 sm	1 King bed	-	1 baby cot (0-2 yo) free of charge
SUITE	36 sm	1 King bed	1	1 extra child (3-12 yo) at an additional cost and 1 baby cot (0-2 yo) free of charge
SUITE EXECUTIVE	36 sm	1 King bed	1	1 extra child (3-12 yo) at an additional cost and 1 baby cot (0-2 yo) free of charge
SUITE PRESTIGE	41 sm	1 King bed	2	2 extra adults at an additional cost or 2 baby cots (0-2 yo) free of charge
SUITE ROSA MARINA	41 sm	1 King bed	2	2 extra adults at an additional cost or 2 baby cots (0-2 yo) free of charge

Reservation requests must be sent by email to booking@ostuniamare.com or info@ostuniamare.com with 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) 0831 350411**.

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

Verbal confirmation of availability and/or rates (i.e. via telephone) is not considered as a commitment to 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
- b. Inbound flight number and arrival time

Check in/out

- Check in after 5:00pm
- Check out by 10:00pm

Late check-outs will be charged as follows, upon availability:

- 50% of the booked room rate for check out until 4 pm
- Full booked room rate after 4 pm

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. notify (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 notify (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.

OSTUNI A MARE 2025 - HALF & FULL BOARD SUPPLEMENT	
ALL YEAR	
Adult - Half Board (beverage excluded)	55,00 euro
Adult - Full Board (beverage excluded)	90,00 euro
Child (3 -12 yo) - Half Board (beverage excluded)	35,00 euro
Child (3 -12 yo) - Full Board (beverage excluded)	55,00 euro

Please note that meal plan supplements (half board/full board) are public, not commissionable, per person and per day.

Meal plan options

1. The Half Board Meal Plan includes a buffet dinner, tax and service (beverages not included) in our Main Restaurant.
2. The Full Board Meal Plan includes a buffet lunch and a buffet dinner, tax and service (beverages not included) in our Main Restaurant.
3. Dishes included in the Meal Plan Option will be indicated once the guest is in the hotel
4. A la carte meal options are always available for guests who do not wish to purchase a Meal Plan Option.
5. 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.
6. Clients are not allowed to book different meal plan options within the same booking.

2025 Food & Beverages outlets

Restaurants

- Il Pergolato, traditional dishes and Pizza
- Il Pontile Beach restaurant
- Buffet Main Restaurant

Bars

- Main Bar
- Beach Bar

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

Children policy

For children under the age of 3 years old, baby cots are complimentary.

For children from 3 to 12 years old, the extra bed supplement is Euro 50.00 per person, per night (not commissionable rate). 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

Children's meals: under the age of 3 years meals are complimentary and for children aged between 3 – 12 meals are charged according to the Half and Full Board rate sheet. Children who are 12 years and over will be charged normal meal prices.

Pet policy

We welcome dogs up to 35 kg and cats up to 3 kg in our Superior Rooms located on the first floor. The presence of pets must be indicated at the time of booking to find the most suitable room as pets are not allowed in all the room categories. Pets are allowed in common areas only when on a leash and wearing a muzzle.

Please note that pets are not permitted in the restaurant, by the pool, or on the beach.

The charge for the pet's stay is 40 euros per pet per day. For each pet, we provide absorbent mats, snacks, waste bags and bowls for food and water. Please note that pet food is not included but is available upon request for an additional fee.

In the event that the pet causes damage to the property, we reserve the right to charge the cost for the damage to the guest's room.

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) 2020 catalogue and websites featuring several images of the 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 the Hotel is included in a Tour Operator brochure, a pre-copy must be signed by the Hotel prior to printing. Otherwise, the expectations of guests as a result of incorrect information will be the responsibility of the Tour Operator.

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 fulfill 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 Brindisi (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 Ostuni a Mare, adequately informing the customers on the methods of acquisition, transmission, storage, access, cancellation, objection to processing as per Regulation (EU) n. 2016/679.

General

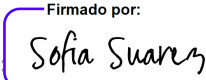
Neither party shall be under any obligation to the other hereunder performance therefore is rendered impossible due to an event of force majeure, being an event which the affected party could not reasonably foresee and the effect of which was beyond the control of the party affected (excluding settlement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

Tour Operator name: NUBA

Represented by: Sofia Suarez

Title: Product Director Americas

Date: 25-jul.-2025

Signature 
 Firmado por:
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Hotel name: Ostuni a Mare

Represented by: Giuseppe De Benedetto

Title: Director of Sales

Date: 24/07/2025

Signature:

