



Wholesale
Rates
Agreement
2026

NUBA EXPEDICIONES S.L.
including

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

Nuba USA, Inc.

30 July 2025

Kie Kasai

Director of International
Sales





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,

Greetings from Mandarin Oriental, Tokyo!

Thank you for your continued support. We are pleased to extend our **2026 Wholesale Rates**. The contracted rates are valid for bookings and stays between **1 January to 31 December 2026**. This agreement is entered on 5 August 2025 between Mandarin Oriental, Tokyo and NUBA EXPEDICIONES S.L.

1. ROOM RATES (ROOMS and SUITES)

Room Category	Size	Low Season	Middle Season	High Season	Peak Season
		2 Jan - 19 Mar 1 Jun - 13 Sep	4 - 31 May	20 - 25 Mar 13 Apr - 3 May	1 Jan 2026 26 Mar - 12 Apr
		27 Nov - 17 Dec	14 - 30 Sep	1 Oct - 26 Nov	18 Dec - 3 Jan 2027
Room Only (Single / Double)					
Deluxe	50m ²	20% Off Best Available Rates (BAR) & Package Offer			
Deluxe Premier	50m ²				
Deluxe Corner	50m ²				
Mandarin Grand	60m ²				
Premier Suite	90 - 100m ²				
Mandarin Suite	100m ²				
Mandarin Corner Suite	100m ²				
Oriental Suite	100m ²				
Presidential Suite	250m ²				

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2. ROOM RATES (TWO BEDROOMS)

Room Category	Size	Low Season	Middle Season	High Season	Peak Season
		2 Jan - 19 Mar 1 Jun - 13 Sep 27 Nov - 17 Dec	4 - 31 May 14 - 30 Sep	20 - 25 Mar 13 Apr - 3 May 1 Oct - 26 Nov	1 Jan 2026 26 Mar - 12 Apr 18 Dec - 3 Jan 2027
Room Only (Single / Double)					
Deluxe Connecting Room	100m ²	20% Off Best Available Rates (BAR) & Package Offer			
Two-Bedroom Premier Suite	140m ²				
Two-Bedroom Mandarin Corner Suite	150m ²				
Two-Bedroom Oriental Suite	160m ²				
Two-Bedroom Presidential Suite	300m ²				

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 and above 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.

3. 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.

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4. EXTRA BED

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

5. TERMS AND CONDITIONS

- Rates are **non-commissionable** when making bookings with the static rates.
- Applicable only for transient bookings. Any group booking with minimum of ten (10) rooms and 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 hereon 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.**

6. ALLOTMENTS

Not Applicable.

7. 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 3 days prior to the arrival date for suite rooms and 2 bedrooms in order to ensure there is no late cancellation charge. This charge currently stands as a minimum of one night's room 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.

*Special Cancellation Policy will be applied.

8. 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. For guaranteed connecting rooms / suites,



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12. MANDARIN ORIENTAL TOKYO BANK INFORMATION

Bank Name: Sumitomo Mitsui Banking Corporation
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

13. 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.

14. 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.

15. FOR ROOM RESERVATION

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

16. 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 into bankruptcy or liquidation whether compulsorily or voluntarily
3. Upon any change in the ownership of either party



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17. 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.

18. 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.

19. 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 defence which it may have with respect to such claims.

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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 **5 August 2025** indicating your acceptance of the above terms and conditions.

Signed on behalf of Mandarin Oriental,
Tokyo

Signed on behalf of NUBA
EXPEDICIONES S.L.

Kie Kasai
Director of International Sales
Date: 30 July 2025

Name: Alessandra Girardi
Designation: Product Director
Date: 30 July 2025


Signed on behalf of Mandarin Oriental, Tokyo

Myra Regner
Director of Commerce & Marketing
Date: 30 July 2025

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