



**COMO**  
COCOA ISLAND

### Wholesale Rate Agreement

<b>NUBA EXPEDICIONES S.L.</b> 96 Serrano Madrid 28006 Spain Tel: +34 917454745	<b>COMO Cocoa Island</b> Makunufushi South Male Atoll Republic of Maldives
--	---

This "Agreement" is entered into by and between COMO Cocoa Island, hereinafter referred to as the "Hotel", and "NUBA EXPEDICIONES S.L." hereinafter referred to as the "Partner", effective January 6<sup>th</sup> 2026 and concludes January 5<sup>th</sup> 2027.

#### Wholesale Rates

	<b>06 Jan 26 09 Apr 26</b>	<b>10 Apr 26 30 Sep 26</b>	<b>01 Oct 26 19 Dec 26</b>	<b>20 Dec 26 05 Jan 27</b>
<b>Accommodation</b>	<b>Net</b>	<b>Net</b>	<b>Net</b>	<b>Net</b>
Dhoni Water Villa	\$1,610	\$1,125	\$1,340	\$2,010
Dhoni Loft Water Villa	\$1,885	\$1,275	\$1,495	\$2,315
Loft Water Villa	\$2,065	\$1,325	\$1,545	\$2,470
One Bedroom Water Villa with Pool	\$2,450	\$1,635	\$1,855	\$3,090
Two-Bedroom COMO Sunrise Villa	\$7,655	\$6,380	\$6,950	\$11,840
Three-Bedroom COMO Sunset Villa	\$11,740	\$9,185	\$10,295	\$15,960

- A fee of US\$250 will be applied to extra person aged 12 years and above when sharing a villa.
- Above villa and extra person rates are inclusive of **Half Board** from Jan 6<sup>th</sup> to Dec 19<sup>th</sup>, for two guests for one-bedroom villas, four guests for a two-bedroom villa and six guests for a three-bedroom villa.
- Rates are inclusive of Bed and Breakfast for Festive season (Dec 20<sup>th</sup> to Jan 5<sup>th</sup>).

#### Bookings, amendments and cancellations

All reservation/amendment/cancellation requests detailing the full booking information should be made in the form of:

- A phone call to number: +960 678 0001
- An email to [res.cocoaisland@comohotels.com](mailto:res.cocoaisland@comohotels.com)

A reservation/amendment/cancellation number must be received from Hotel acknowledging receipt and confirmation of reservation/amendment/cancellation.

#### Villa Information and Occupancy

<b>Accommodation</b>	<b>Number of Units/ Size</b>	<b>Base / Maximum Occupancy</b>
Dhoni Water Villa	8 units / 75 sq. m	Two / Three persons
Dhoni Loft Water Villa	9 units / 110 sq. m	Two / Four persons
Loft Water Villa	10 units / 123 sq. m	Two / Four persons
One Bedroom Water Villa with Pool	4 units / 125 sq. m	Two / Four persons
Two-Bedroom COMO Sunrise Villa	1 unit / 300 sq. m	Four / Six persons
Three-Bedroom COMO Sunset Villa	1 unit / 590 sq. m	Six / Nine persons

#### • **Children's Policy**

- Taking into consideration maximum occupancy, up to two children below 12 years of age can stay in their parent's villa free of charge, except two and three bedroom villas, where limit is the maximum occupancy specified above. If sharing a villa with their parents the children's meal plan will be the same as parents.
- Meal plan for children below the age of 12 years will be from kids menu, or if wished, regular menu at 50% charge of displayed price.
- Children below the age of 18 will not be permitted to check-in without an accompanying adult

### Meal Supplements

	<b>Half Board (Festive season)</b>	<b>Half Board to Full Board</b>
0-5.99 Years	Complimentary on kids menu	Complimentary on kids menu
6-11.99 Years	\$70	\$30
12 Years and above	\$140	\$60

- Half Board is a 3-course lunch per person or a 3-course dinner per person, per day
- Full Board is a 3-course lunch and a 3-course dinner per person, per day
- Meals may be taken in Ufaa Restaurant or as in-villa dining service with tray charge of US\$25 per order.

### Beverage Package

Beverage Package is applicable from 11.00am to 11.00pm daily at Ufaa and Faru Bar only. Beverages offered are subject to availability.

	<b>Child (2-11.99 years)</b>	<b>Adult</b>
Beverage Package	\$70	\$140

*Blackout dates: April 1<sup>st</sup> to April 9<sup>th</sup> 2026 and December 20<sup>th</sup> to January 05<sup>th</sup> 2027*

### Compulsory Festive Meal Supplements

	<b>Child (2-11.99 years)</b>	<b>Adult</b>
New Year's Eve Dinner (December 31 <sup>st</sup> , 2026)	\$250	\$500

### Transfers

Airport transfers to and from COMO Cocoa Island are by speedboat and take approximately 40 minutes per way.

<b>Transfer</b>	<b>Capacity</b>	<b>Price</b>
Round Trip – for arrival by scheduled flights only	Per guest	Adult - \$350
		Child (2 – 11.99 Years) - \$175 Infant (0-1.99 Years) - free
Single Trip – Private speedboat transfers	Up to four guests	\$900 per way
	Up to eight guests	\$1,600 per way

### Complimentary services included in the rates

- Wi-Fi internet access throughout the resort
- Selected items in minibar and bottled water replenished on daily basis
- COMO Shambhala bathroom amenities
- Beach bag
- Use of non-motorised water sports equipment
- Use of snorkelling equipment
- Coffee and tea making facilities
- Scheduled wellness classes six times a week
- Access to COMO Shambhala Retreat (steam room, hydrotherapy pool, 24-hour gym)
- Shared butler service for guests staying in One Bedroom Water Villa with Pool
- Dedicated butler service for guests staying in Two Bedroom COMO Sunrise Villa and Three Bedroom COMO Sunset Villa

### Contracted Offers

#### **Advance Purchase Offer**

**Valid for stays from January 6<sup>th</sup> 2026 to January 5<sup>th</sup> 2027**

- Book 90 days in advance and receive 25% discount on villa rates.
- Book 45 to 89 days in advance and receive 20% discount on villa rates.
- Book 14 to 44 days in advance and receive 15% discount on villa rates
- The offer is not applicable on transfers, meal plans and extra person charges.
- The offer is combinable with "Twin Center" offer

### **Twin Center offer "Best of both worlds"**

**Valid for stays from January 6<sup>th</sup> to December 20<sup>th</sup> 2026**

- Complimentary speedboat transfer from the airport to COMO Cocoa Island. Stay at COMO Cocoa Island (no minimum length of stay required). Direct seaplane transfer from COMO Cocoa Island to COMO Maalifushi. Stay at COMO Maalifushi (no minimum length of stay required). Seaplane transfer from COMO Maalifushi to the airport at the same rate as the round-trip seaplane transfer as per COMO Maalifushi contract
- The offer is applicable for either combination – COMO Cocoa Island to COMO Maalifushi OR COMO Maalifushi to COMO Cocoa Island (same transfers and charges as above)

### **Complimentary Honeymoon / Anniversary Amenities (combinable with Contracted Offers)**

<b>4 to 6 Nights</b>	Bottle of Champagne Daily Fruit Platter Gift from Cocoa Island US\$60 spa credit per person
<b>7 Nights or more</b>	Bottle of Champagne Daily Fruit Platter Gift from Cocoa Island Complimentary 60-minute spa treatment per couple Candlelit dinner setup for two persons

*Honeymoon amenities are available for guests celebrating their honeymoon within six months of their wedding date. Wedding anniversary amenities are available for guests celebrating their anniversary within 30 days of their wedding date. A copy of the marriage certificate must be presented to the Hotel for validation in both cases.*

### **Terms and Conditions**

- **Rates**
  - All of the above rates
    - quoted in US dollars (\$) per villa per night based on the base villa occupancy
    - inclusive of 10% service charge and prevailing government taxes
    - net of commission
    - subject to the Green Tax of US\$12 per person per night, excluding infants below 2 years old.
  - In the event of any in-house upsell or upgrades for guests during the stay, of already confirmed reservations the Partner will not be eligible for compensation.
  - A minimum stay of three nights is required from December 29<sup>th</sup> to January 1<sup>st</sup>. No check out is allowed on December 30<sup>th</sup> and December 31<sup>st</sup>.
  - Government taxes are subject to change by the government without notice. In this circumstance, COMO Cocoa Island will not absorb additional government taxes.
  - Bookings for a total of 5 villas or more shall be classified as group bookings and will be subject to group rates, terms and conditions.
- **Check-in and check out**
  - Check-in is after 2.00pm and check out is by 12.00pm noon.
- **Guest Property**
  - The Hotel shall not be liable for any loss or damage to property owned by, or in the custody of, the Partner its guests, employees, agents or others. Safe deposits boxes are available for the use.
- **Limitation of Liability**
  - Except as expressly set forth in this agreement, neither party makes any warranties, expressed or implied. Except for the indemnification obligations set forth in this agreement, neither party shall be liable for consequential or indirect loss of any kind, even if the other party has been advised of the possibility of such loss occurring.
- **Indemnification**
  - Hotel shall, at their expense and at Partner's request, hold harmless, indemnify and defend Partner, any Affiliate, or any of their directors, employees, or agents, against any third-party claim or action brought against any of them, arising from or relating to Hotel's accommodations or services or Hotel's breach of this Agreement.
  - Partner shall, at its expense and Hotel's request, as applicable, hold harmless, indemnify and defend Hotel against any third-party claim or action brought against the Hotel, any of their affiliates, or any of their directors, employees, or agents, relating to (i) the booking of reservations through Partner's Systems, or (ii) any breach of this Agreement by Partner. The indemnified party is seeking indemnification ("Indemnification Claim"); the failure to give prompt notice shall not relieve the indemnifying party of its obligations except to the extent that the indemnifying party is damaged as a result. At all times, the indemnified party shall have sole control over

the defence and settlement of an Indemnification Claim. Any indemnified party has the right, but not the duty, to participate in the defence and/or settlement of any Indemnification Claim with counsel of its own choosing and at its own expense, provided that the indemnified party and its counsel cooperate with and follow the direction of the indemnifying party in the defence of such Indemnification Claim.

- **Confidentially**

- Without the express written consent of the disclosing party, no party shall disclose or allow the disclosure to any third party, or use other than as specifically permitted in this Agreement, any confidential, proprietary or trade secret information of such disclosing party. A party shall not be liable for the disclosure of any confidential, proprietary or trade secret information if such information (i) becomes publicly available without the receiving party's breach of any obligation owed to the disclosing party, (ii) became known to receiving party prior to disclosing party's disclosure of such information, (iii) became known to receiving party from a source other than disclosing party where such source did not breach an obligation of confidentiality owed to disclosing party, or (iv) is independently developed by the receiving party. If Partner provides Hotel access to an extranet, Hotel shall (a) allow access to such extranet only to its employees who have a legitimate need for such access and to Authorised Third Parties for the sole purpose of fulfilling Hotel's obligations under this Agreement, (b) inform Partner in writing of all employees with access to such extranet, including any changes to such employees, (c) keep confidential, and require Hotel's employees and Authorised Third Parties to keep confidential, all passwords and other security measures necessary to access such extranet, and report any unauthorized access to such extranet, and (d) prevent the use of any automated scripts or software to repetitively query the extranet to gather information. Hotel, as applicable, is responsible for the use of the extranet by anyone using Hotel's password or other access permissions. Any direct connect functionality implemented for the Hotel(s) shall be governed by Partner's then-standard direct connect terms and conditions. "Authorised Third Parties" means a third party hired by Hotel under a written contract, and approved by Partner in writing, to access Partner's extranet and perform online rate and room management services.

- **Force Majeure**

- A Party's failure to perform under this Agreement is excused if the failure results from an unforeseeable cause beyond that party's control, such as war, earthquake, epidemic, pandemic, accident, explosion, casualty, strike or work stoppage, lockout, civil disturbance, act of public enemy, embargo, terrorist act, fire, weather events, air carrier interruption, or act of government. A party whose performance is impaired as a result of such an unforeseeable cause shall promptly notify the other parties.

- **Termination**

- Either party may terminate this Agreement at any time upon 30 days' written notice to the other party.
- The Hotel reserves the right to cancel any booking made in breach of this Agreement.
- Upon termination of the Agreement, the Hotel and Partner will continue to honour the terms of the Agreement with respect to any booking made prior to the termination date for dates following the termination date, unless termination occurred due to a monetary breach.

- **Brochure/Website**

- The Partner agrees to feature the Hotel in programs and brochures as a "deluxe five star" hotel, including photographs provided by the Hotel when appropriate. Brochure copy and layout must be approved prior to printing. Hotel will not be responsible for mistakes if approval is not sought. Images can be obtained from the following link [www.comohotels.com/media-centre](http://www.comohotels.com/media-centre)
- Partner and its affiliates agree that they will not bid on any Hotel brand name keywords, Hotel names and/or permutations thereof. Hotel will consider that a copyright violation and reserve the right to terminate this agreement immediately, this would include any pay-per click advertising on same.
- Cyber-squatting: Partner agrees not to register any domain names which might be construed by the user as belonging to or associated with Hotel or its affiliates, nor will they supply inventory through any affiliate network to any persons operating a domain or URL of same. Should Hotel determine that any non-approved URL or portal is gaining access Hotel room inventory through Partner's program, Partner will immediately, at Hotel's request assist Hotel in the cease and desist process.

- **Publicity**

- Neither party will release a press release that identifies the other party, via use of the company name or trademarks nor otherwise, without the prior written consent of the identified party, which approval may be granted or withheld in the identified party's sole discretion.
- The Wholesaler should not bid on or purchase internet placement rights for our brand keywords in any manner or in any of its advertising, including but not limited to Internet and web advertising, without the express written consent of the Hotel.

- **Use of the wholesale rates and onward distribution**

- The wholesale net rates in the agreement are at least 20 per cent below the published rate.
- The wholesalers should make best efforts to ensure that all wholesale rates are packaged or bundled. In cases, where an unpackaged rate is sold, it should at least equal to the Best Available Rate of the hotel or an have a mark-up to the contracted net rates of minimum 25 per cent. Failure to do so may result in the termination of this agreement.

- **Predatory Advertising**

- A predatory advertising method is an advertising method that creates or overlays links or banners on web sites, spawns browser window, or utilizes any other method to generate traffic from a web site without that web site owner's knowledge, permission, and participation. Therefore, the Wholesaler should not use and discourage all web sites within their control from using, any predatory advertising methods designed to generate traffic from COMO Brand sites, or any other sites that exclusively promote or mimic COMO Hotels and Resorts brands.

- **Payment Terms and Cancellations**

- Unless credit facilities have been approved, full payment must be received prior to guest arrival.

Dates	Payment Terms	Cancellation Terms
06 Jan 2026 to 19 Dec 2026	Full payment required minimum of 14 days prior to guest arrival or the booking will be subject to cancellation and cancellation charges will apply	<ul style="list-style-type: none"> <li>• 50 per cent of the total booking will be charged if cancelled <u>between</u> 14 days and 8 days prior to arrival date</li> <li>• 100 per cent of the total booking will be charged if cancelled <u>within</u> 7 days prior to arrival date</li> </ul>
20 Dec 2026 to 05 Jan 2027	Full payment required minimum of 60 days prior to guest arrival or the booking will be subject to cancellation and cancellation charges will apply	<ul style="list-style-type: none"> <li>• 50 per cent of the total booking will be charged if cancelled <u>between</u> 60 days and 46 days prior to arrival date</li> <li>• 100 per cent of the total booking will be charged if cancelled <u>within</u> 45 days prior to arrival date</li> </ul>

- Cancellations must be received in writing by the hotel or its representative and confirmed by the hotel as received.
- Late arrivals, no shows and early departures will be charged in full.

**Wiring instructions for payment are as follows:**

<p><i>Beneficiary Bank details:</i></p> <p>Overseas Chinese Banking Corporation (OCBC) Singapore          65 Chulia Street #10-00 OCBC Centre          Singapore 049513          Swift code: OCBC SGSG</p> <p>Beneficiary name: Orchid Resorts Management Pvt Ltd          Beneficiary account no: US\$ account No: 501-870950-201</p>
--

**Please initial each page of this agreement, sign below and return one copy to the signatory below, or this agreement shall not be binding upon COMO Cocoa Island.**

<p><i>Eugene Feklistov</i></p> <p><b>Eugene Feklistov</b>          Cluster Director of Sales &amp; Marketing – Bali and Maldives          COMO Cocoa Island          Date: July 28th 2025</p>	<p><i>Alessandra Girardi</i></p> <p><b>Alessandra Girardi</b>          Nuba – Net Rates Director          NUBA EXPEDICIONES S.L.          Date: August 4th 2025</p>
---	---