



Travel Agency (B2C) Incentive & Commission Agreement 2026

This Agreement is entered into by and between:

The SUPPLIER

| | | |
|------------|--|---|
| BILLING | Company Legal Name: SUMMER TOURS LTD Company Address: 4th Floor, Silverstream House, 45 Fitzroy Street, Fitzrovia - London, England, W1T 6EB Registration Number: 13929520 Billing Contact: Marina Bosoni - marina.bosoni@trust-net.ch | |
| PROPERTIES | JASHITA HOTEL | JASHITA LUXURY VILLAS |
| ADDRESS | Bahia Punta Soliman, 77780 Tulum, Q.R., Mexico | La Privada, Calle Itzamna, Aldea Zama, 77760 Tulum, Q.R., Mexico |
| CONTACTS | Reservations Department - Laura Valles Front Desk & Concierge - Cristina Coutiño Guest Service Manager - Brenda Araujo Sales Manager - Marta De Zambiasi | Reservations Department - Constanza Caceres Property Manager - Cristina Coutiño Villas Concierge - Maddalena Boomsma Sales Manager - Marta De Zambiasi |
| EMAIL | Reservations: reservation@jashitahotel.com Front Desk & Concierge: concierge@jashitahotel.com Guest Service Manager: brenda@jashitahotel.com Sales Manager: marta@jashitahotel.com | Reservations: reservation@jashitatulumluxuryvillas.com Property Manager: frontdeskmanager@jashitahotel.com Villas Concierge: concierge@jashitatulumluxuryvillas.com Sales Manager: marta@jashitahotel.com |
| PHONE | Reservations: +52 984 179 1659 Front Desk & Concierge: +52 984 202 1399 | Reservations: +52 984 218 1405 Villas Concierge: +52 984 310 5789 |
| WEBSITE | www.jashitahotel.com | www.jashitatulumluxuryvillas.com |

The BUYER

| | |
|--------------|--|
| COMPANY | |
| RN/ VAT/ RFC | |
| ADDRESS | |
| CONTACT | |
| EMAIL | |
| PHONE | |
| WEBSITE | |

1. TERM

This Agreement shall commence as of **January 1st, 2026** and shall continue for **12 months** (the "Term").

This Agreement will not be valid and enforceable until a signed copy is returned to the Supplier.

This Agreement shall be renewed yearly, prior notification from the Supplier.

2. COMMISSION

For each booking, the Supplier grants the Buyer a commission on the pre-tax rate. The commission percentage varies based on the Buyer's annual sales volume and/or on the specific room category booked. The commissions percentages are as follows:

| ANNUAL NET SALES FROM DIRECT BOOKINGS | COMMISSION % ON PRE-TAX RATES |
|---------------------------------------|-------------------------------|
| 0 > 20.000 USD | 12% |
| 20.000 USD - 50.000 USD | 15% |
| > 50.000 USD | 20% |

The annual volume of sales will be calculated taking into account only direct bookings, at both *Jashita Hotel* and *Jashita Luxury Villas*.

If the Buyer reaches the next higher sales volume (indicated in the chart above) before the end of the current year, the Base Commission will be increased accordingly for the rest of the current year and for the following year.

For the Term of this Agreement, the Buyer will be granted the following commission on the Supplier's rates before taxes:

| BUYER'S COMMISSION % |
|----------------------|
| 20% |

2.1 COMMISSIONS & ROOM CATEGORIES

The only room category at *Jashita Hotel* that is **non-commissionable** and excluded from this agreement is the **Standard Room**.

For all **Honeymoon Suites** at *Jashita Hotel*, the commission offered will be **20%**.

For the **Jasmine Master Suite or Penthouse** at *Jashita Hotel*, the commission offered will be **20%**.

For **Villa Imperia** and **Villa Eterna** at *Jashita Tulum Luxury Villas* the commission offered will be **20%**.

For all other room categories and villas, the commission offered will be the one indicated above..

2.2 SPECIAL OFFERS & PROMOTIONS

For special promotions and offers that already include a significant discount, the Supplier reserves the right to limit the commission payable to the Buyer to 10%, regardless of the Buyer's annual net sales.

3. OVER COMMISSION - INCENTIVES

If by the end of the Term the Buyer reaches the volume of sales indicated below, an *Over Commission* will be calculated retroactively on the total net amount. The Supplier will communicate to the Buyer the attainment of the Over Commission, which will be paid at the end of the contract year, upon receipt of an invoice.

- With annual net sales of at least **\$15.000,00 USD** - a **1.5%** over commission will be calculated on the total net amount retroactively
- With annual net sales of at least **\$35.000,00 USD** - a **3%** over commission will be calculated on the total net amount retroactively
- With annual net sales of at least **\$50.000,00 USD** - a **5%** over commission will be calculated on the total net amount retroactively

4. COMMISSIONABLE RATE MODEL / NET RATE MODEL

The Buyer may choose to work under either:

4.1 COMMISSIONABLE RATE MODEL

- The commission is calculated on the total rate before taxes.
- The Supplier charges the full reservation amount directly to the Buyer's Client.
- After the Client's check-out, the Buyer shall issue an invoice to the Supplier for the commission due, which the Supplier shall pay within 10 working days through wire transfer.

4.2 NET RATE MODEL

- The commission is deducted from the rate before taxes, resulting in a net rate for the Buyer.
- The Buyer charges the the full reservation amount directly to the Client.
- Upon reservation, the Buyer shall remit the net amount to the Supplier, retaining their commission.

5. SUPPLIER'S PROPERTIES AND INVENTORY

The rates listed below are the **PUBLIC RATES BEFORE TAX, in USD, per Night**.

The rates listed below reflect those in effect at the time this agreement was signed.

The Supplier reserves its right to change *Rates & Policies* at any time and without prior notice.

The Supplier will promptly inform the Buyer of any change in their *Rates & Policies*.

Please always refer to the public and current *Rates & Policies* on our official website, or request a quote.

5.1 JASHITA LUXURY BOUTIQUE HOTEL - SOLIMAN BAY - TULUM

| JASHITA HOTEL Bahia Punta Soliman, 77780 Tulum, Q.R., Mexico <i>Public Rates /Night, in USD, Before Tax (21%)</i> | | | MIN. 1 NIGHTS | MIN. 1 NIGHTS | MIN. 5 NIGHTS |
|--|----------|---------------------------|----------------|-------------------------------------|-----------------|
| | | | LOW SEASON | HIGH SEASON | CHRISTMAS |
| ROOM CATEGORY | VIEW | OCCUPANCY | May 1 - Oct 31 | Nov 1 - Dec 19 / Jan 11 - Apr 30 | Dec 20 - Jan 10 |
| Suites with 1 King-size Bed, including 2 Guests | | | | | |
| Superior Deluxe Suite Tropical View | Tropical | 2 Guests (1 King Bed) | 650 | 730 | 1200 |
| Superior Deluxe Suite Ocean View | Ocean | 2 Guests (1 King Bed) | 680 | 760 | 1350 |
| Deluxe Suite Allegra | Ocean | 2 Guests (1 King Bed) | 680 | 760 | 1350 |
| Water Front Suites | Ocean | 2 Guests (1 King Bed) | 710 | 890 | 1500 |
| Cleopatra Honeymoon Suite | Ocean | 2 Guests (1 King Bed) | 920 | 1050 | 1750 |
| Nefertiti Honeymoon Suite | Ocean | 2 Guests (1 King Bed) | 980 | 1150 | 1850 |
| Master Suite Jasmine | Ocean | 2 Guests (1 King Bed) | 1100 | 1250 | 2350 |
| Aphrodite Honeymoon Suite | Ocean | 2 Guests (1 King Bed) | 1470 | 1700 | 2900 |
| Suites with 2 King-size Beds, including 4 Guests | | | | | |
| Superior Double Deluxe Suite | Tropical | 4 Guests (2 King Beds) | 890 | 1100 | 1800 |
| Connecting Ocean View Suites | Ocean | 4 Guests (2 King Beds) | 1360 | 1520 | 2700 |
| Connecting Deluxe Suites (Allegra + Jasmine) | Ocean | 4 Guests (2 King Beds) | 1660 | 1910 | 3200 |
| Olympus Master Suite (Cleopatra + Nefertiti) | Ocean | 4 Guests (2 King Beds) | 1890 | 1950 | 3400 |
| Penthouse Jasmine | Ocean | 4 Guests (2 King Beds) | 3320 | 3820 | 6400 |

All rates are in US dollars per night and subject to **21% taxes**.

All rates are based on double (or quadruple) occupancy and **include breakfast**.

Minimum stay is 1 night during Low Season and High Season.

Minimum stay is 5 nights during Christmas & New Year.

Check-in time is 3:00 pm; check-out time is at 12:00 pm.

Late Check-out after 12:00 pm and Early Check-in before 3:00 pm are subject to availability.

5.2 ADDITIONAL GUESTS AT JASHITA HOTEL

For an additional guest in the room we can add an extra bed with an extra cost. For infants from 0-3 years old, we will be happy to add a crib on the suite. The stay for infants is free. The cost per night for children between 4 and 13 years is \$ 100 USD + 21% tax.

14-Year-olds are considered adults; the fee per night as an extra adult guest is \$150 USD + 21% tax.

5.3 CHILDREN POLICY AT JASHITA HOTEL

In order to maintain the atmosphere of peace and harmony that distinguishes us, we accept up to 5 children, between 0 and 10 years old, staying at the property at the same time. While Jashita welcomes all families, please note that our hotel offers a more serene sophisticated experience, without traditional children's amenities such as kids club or dedicated kids menu.

Children are only allowed to enjoy the Dedicated Children Pool. It is strictly forbidden for children to access the upper deck of Pandano Restaurant, the Thousand and One Terrace, and the main Adults Only Swimming pool.

5.4 JASHITA LUXURY VILLAS - ALDEA ZAMA - TULUM

| JASHITA LUXURY VILLAS La Privada, Calle Itzamna, Aldea Zama, 77760 Tulum, Q.R., Mexico <i>Public Rates /Night, in USD, Before Tax (21%)</i> | | MIN. 2 NIGHTS | MIN. 3 NIGHTS | MIN. 5 NIGHTS |
|--|---|----------------|-------------------------------------|-----------------|
| | | LOW SEASON | HIGH SEASON | CHRISTMAS |
| VILLA | OCCUPANCY | May 1 - Oct 31 | Nov 1 - Dec 19 / Jan 11 - Apr 30 | Dec 20 - Jan 10 |
| 3-Bedroom Villas including 6 to 7 Guests, children included. | | | | |
| VILLA LEA | 3 Bedrooms, 6 to 7 Guests (3 King Beds, 1 Extra Bed) | 450 | 550 | 2900 |
| VILLA PETRA | 3 Bedrooms, 6 to 7 Guests (3 King Beds, 1 Extra Bed) | 720 | 970 | 2900 |
| VILLA ALMA | 3 Bedrooms, 6 to 7 Guests (3 King Beds, 1 Extra Bed) | 720 | 970 | 2900 |
| 4-Bedroom Villas including 8 to 10 Guests, children included. | | | | |
| VILLA FOSCA | 4 Bedrooms, 8 to 10 Guests (4 King Beds, 2 Extra Beds) | 1260 | 1380 | 3500 |
| VILLA VIRGINIA | 4 Bedrooms, 8 to 10 Guests (4 King Beds, 2 Extra Bed) | 1490 | 1750 | 4550 |
| Connecting Villas | | | | |
| VILLA ETERNA (Lea + Petra + Alma) | 9 Bedrooms, 18 to 21 Guests (9 King Bed, 3 Extra Beds) | 3150 | 4200 | 9300 |
| VILLA IMPERIA (Fosca + Virginia) | 8 Bedrooms, 16 to 20 Guests (8 King Bed, 4 Extra Beds) | 3300 | 4400 | 9500 |

All rates are in US Dollars per night, and subject to 21% Tax.

Maximum occupancy is 7 Guests in Villa Lea, Villa Petra and Villa Alma, children included.

Maximum occupancy is 10 Guests in Villa Virginia and Villa Fosca, children included.

Maximum occupancy is 20 Guests in Villa Imperia and 21 in Villa Eterna, children included.

Minimum stay is 2 nights during Low Season, 3 nights during High Season, and 5 nights during Christmas & NY's Season.

Check-in time is 3:00pm; Check-out time is at 11:00am.

Early Check-in and Late Check-out are subject to availability and an extra fee may apply.

A Security Deposit of \$1000 USD per villa applies.

5.5 CONNECTING VILLAS

Villa Eterna brings together our three 3-bedroom villas (*Villa Lea*, *Villa Petra*, and *Villa Alma*) all situated next to each other. The villas feature connecting doors on the ground floor, which can be opened to rent the three villas as a unified property, providing a spacious and cohesive experience.

Villa Imperia combines our two 4-bedroom villas (*Villa Fosca* and *Villa Virginia*) which are located adjacent to each other. The villas can be connected and rented as a single property via a hanging bridge on the rooftops and a door on the ground floor, offering seamless access between the two.

6. RESERVATIONS

For reservations at *Jashita Hotel*, email requests to reservation@jashitahotel.com at least 3 days in advance.

For reservation at *Jashita Luxury Villas*, email requests to reservation@jashitatulumluxuryvillas.com at least 3 days in advance.

For all inquiries, please feel free to contact our Sales Manager at marta@jashitahotel.com.

7. PAYMENTS

The full prepayment is required before the Client's arrival, in accordance with the Supplier's Payment Policies in place at the time of booking.

Please always refer to the public and updated Rates & Policies on our official website, or request a quote.

7.1 METHOD OF PAYMENT - COMMISSION RATE MODEL

The Supplier charges the full reservation amount directly to the Buyer's Client via credit card (online payment link). After the Client's check-out, the Buyer will issue an invoice for the commission due. The Supplier shall pay the commission within 10 working days via wire transfer. Invoices should be sent to the Supplier's Sales Manager (marta@jashitahotel.com) or Reservations Department (reservation@jashitahotel.com), who will forward it to the Billing Department. The Buyer will receive the commission payment within 5 working days after the invoice reaches the Billing Department.

7.2 METHOD OF PAYMENT - NET RATE MODEL

The Buyer charges the full reservation amount to the Client and retains their commission. The Buyer will pay the outstanding balance to the Supplier with credit card or through a wire transfer.

Please note:

All rates are listed in USD per night. Please note that for payments in EUROS or MXN, the exchange rate will be the one at the time of booking confirmation. We only accept payments in EUROS or MXN through wire transfer.

7.3 SUPPLIER'S BANK DETAILS

| | ACCOUNT IN USD | ACCOUNT IN EUROS |
|-----------------------|--|--|
| BANK NAME | HSBC UK Bank PLC | HSBC UK Bank PLC |
| BANK ADDRESS | 1, Centenary Square – Birmingham B1 1HQ – UK | 1, Centenary Square – Birmingham B1 1HQ – UK |
| IBAN CODE | GB50 HBUK 4012 7689 5459 31 | GB97 HBUK 4012 7689 5459 58 |
| SWIFT CODE | HBUKGB4B | HBUKGB4B |
| ACCOUNT HOLDER | Summer Tours | Summer Tours |

BILLING DETAILS:

Summer Tours LTD
Registration Number: 13929520
4th Floor, Silverstream House, 45 Fitzroy Street, Fitzrovia - London, England, W1T 6EB

7.4 PAYMENTS IN MEXICO

| | ACCOUNT IN USD | ACCOUNT IN MXN |
|-----------------------|--|--|
| BANK NAME | Scotiabank, SA | Scotiabank, SA |
| BANK ADDRESS | Calle 10 av. Esq. Constituyentes Local 5, Plaza Karma Col. Centro, Playa del Carmen, Quintana Roo, Mexico. | Sucursal Centro Maya, calle Fed Chetumal-Cancún, CP 77712, Playa del Carmen, Quintana Roo, Mexico. |
| CUENTA | 95601095035 | 25600342785 |
| CLABE | 044694956010950352 | 044694256003427851 |
| SWIFT/ABA | MBCOMXMMXXX / 21000021 | MBCOMXMM |
| ACCOUNT HOLDER | Centro Operativo Fusion SA DE CV | Centro Operativo Fusion SA DE CV |

DATOS PARA FACTURA:

Centro Operativo Fusión SA de CV
RFC: COF190207QJ8
Camino Tankah 4, lote 4, fracción 1, Km 241, entre Zona Federal Marítima y Tankah 4, Oficina 2, localidad Akumal, Municipio Tulum, CP 77776, Q.R.

8. OTHER TERMS & CONDITIONS

This Agreement and all Terms & Conditions listed, constitute the entire agreement between the Supplier and the Buyer and may not be amended or changed unless done so in writing and signed by both parties. The parties agree that for purposes of this Agreement and any amendment or modification thereto, or for any other notice or communication between the parties, signatures sent or received by email with a scanned document with signature attached or facsimile transmission will be considered as enforceable and valid as an original signature by the party signing. For the avoidance of doubt, emails, excluding emails that bear an electronic "signature block" identifying the sender, do not constitute signed writings for purposes of this Agreement. The persons signing below agree that they are authorized representatives of the above indicated company and Hotel who

Agreed & Accepted:

FOR THE BUYER

FOR THE SUPPLIER

By:

By:

Name:

Name:

Title:

Title:

Date:

have authority to enter into this Agreement.