

## **VIP Agency/Preferred Partner Agreement between Barrière Collection and NUBA EXPEDICIONES S.L.**

This Preferred Partner Agreement (the "Agreement") is entered into on February 1st, 2026, (the "Effective Date"), by and between:

**Barrière Collection** ("Barrière" or the "Company") and **NUBA EXPEDICIONES S.L.**

(" NUBA " or the "Agency" or the "Partner") (hereinafter referred to as "Parties") to establish a business relationship wherein Agency will market and sell the products/services provided by Barrière, and Barrière will pay commissions to Agency for sales generated through their efforts.

Agreement is valid through the end of the calendar year, and will be reviewed and renewed each year based on agency production and year-over-year (YOY) growth across the Barrière Collection portfolio, with production into at least five (5) different Barrière Collection properties.

### **In return for VIP Agency Benefits by Barrière, Agency will offer:**

- Frequently updated contact list and IATA list with all Agency travel advisors, partnership, and marketing contact names, email addresses, phone numbers, and locations (preferably live Google Drive/AirTable/etc. link).
- A Barrière dedicated, webinar co-organized by Agency & Barrière, at least once per year with attendance report following the webinar.
- At least one complimentary dedicated marketing placement per year. Additional marketing campaigns to be negotiated.
- Annual account review between Barrière Global Sales and Agency leadership/partnership & marketing team.
- Annual invitation for Barrière to Agency's summit/conference/retreat (if applicable).
- Agency trade show attendance lists with agent(s) name(s) and email address(es) provided to Barrière at least one month prior to applicable major trade shows so that Barrière may invite agents to activations, events, and pre- or post- FAM/Discovery Trips.

## **VIP Agency Benefits**

- Barrière agrees to extend the VIP Agency Benefits as outlined in the table below for applicable, amenity-eligible rate bookings made by Agency advisors, including flexible & semi-flexible rates and promotions. Non-commissionable rates, such as Agent Rates, and heavily discounted/non-flexible/advance purchase rates are not eligible for VIP Agency Benefits.

## **Commission Structure + Booking & Payment Terms:**

- Barrière agrees to pay enhanced commission of 12% across all properties.
- Commission will be paid directly to Agency who will then be responsible for paying commission to the appropriate advisor.
- Agency associates/travel advisors must provide the Agency's IATA number at the time of each reservation request/confirmation. Commission will be paid on actualized reservations to the agency via Onyx following the guests' check out.
- Should a Partner not have an IATA, the Partner will need to provide documentation in order to be registered as an official provider of Barrière and will provide the Hotel with a commission invoice within 30 days after check-out of the client.
- The Hotel will pay commissions to the Partner within 45 days of commission invoice receipt or guest departure, if IATA was provided at time of booking for automatic payment via ONYX.
- Payment and cancellation terms are subject to the rate conditions applicable at the time of booking.
- Any reservation made during "Event Dates" such as, but not limited to, festivals, conferences, fashion weeks, etc. may be subject to special conditions.
- Commission and amenity-eligible reservations up to and including 9 rooms can be made via GDS, online, or directly with either the Hotel reservations team or our Central Reservations Office (BRESA) by email or phone.

<b><u>Signature Collection / Fouquet's</u></b>		
<b>Hotel</b>	<b>Commission %</b>	<b>VIP Agency Benefits</b>
<p><b>Fouquet's New York</b>  Tribeca, New York City, USA</p>	<p><b>12% on Rooms and Suites</b></p>	<ul style="list-style-type: none"> <li>• Complimentary Daily Breakfast for up to two guests per room (\$100 value daily morning)</li> <li>• \$100 USD Food &amp; Beverage OR Spa credit to be utilized once during stay (not combinable, not valid on room rate, no cash value if not redeemed in full)</li> <li>• Local Welcome Amenity &amp; Welcome Note (Personalized if guest are preferences provided by travel advisor at least 48hrs prior to arrival)</li> <li>• Complimentary One-Category Upgrade upon arrival (Subject to availability)</li> <li>• Complimentary Early Check-In / 4pm Late Check Out (Upon request)</li> </ul>

		& subject to availability)
<p style="text-align: center;"><b>Fouquet's Paris</b></p> <p style="text-align: center;">Paris, France</p>	<p style="text-align: center;"><b>12% on Rooms and Suites</b></p>	<ul style="list-style-type: none"> <li>• Guaranteed, Complimentary Early Check-In (8am, upon request at least 48hrs prior to arrival) &amp; Late Check-out (4pm, upon request)</li> <li>• Complimentary one-category upgrade at time of booking (up to Superior Suite upgraded to Deluxe Suite)</li> <li>• For stays of two night or more: Complimentary One way airport transfer from Deluxe Room upgraded to Prestige Champs-Élysées room or roundtrip airport transfer from Superior Suite upgraded to Deluxe Suite (Mercedes Class E) - based on the category booked/rate paid.</li> <li>• Complimentary Daily Breakfast for</li> </ul>

		<p>up to two guests per bedroom</p> <ul style="list-style-type: none"> <li>• 100 EUR Food &amp; Beverage voucher, per room and per stay (not combinable, not valid on room rate, no cash value if not redeemed in full)</li> <li>• Local Welcome Amenity &amp; Welcome Note (Personalized if guest preferences and note are provided by travel advisor at least 48hrs prior to arrival)</li> </ul>
<p><b>Fouquet’s Saint-Barth</b></p> <p>(Formerly Le Carl Gustaf)</p> <p>Gustavia, St. Barts, Caribbean</p>	<p><b>12% on Suites and Villa Diane</b></p>	<ul style="list-style-type: none"> <li>• Complimentary Daily Buffet Breakfast for up to two guests per bedroom (Served in restaurant or via Room Service)</li> <li>• \$100 USD equivalent (90 EUR) Food &amp; Beverage credit to be utilized during stay (not combinable, not valid on room rate, no cash value if</li> </ul>

		<p>not redeemed in full)</p> <ul style="list-style-type: none"> <li>• Complimentary roundtrip private airport/port transfers</li> <li>• Local Welcome Amenity &amp; Welcome Note (Personalized if guest preferences and note are provided by travel advisor at least 48hrs prior to arrival)</li> <li>• Complimentary loungers on Shellona Beach &amp; priority booking at Shellona Restaurant (Advance reservations required)</li> <li>• Complimentary One-Category Upgrade upon arrival (Subject to availability)</li> <li>• Early Check-In / Late Check Out (Upon request &amp; subject to availability)</li> </ul>
<p><b>Fouquet’s Courchevel</b></p>	<p><b>12% on Rooms and Suites</b></p>	<ul style="list-style-type: none"> <li>• Complimentary Daily Breakfast for</li> </ul>

<p>(Formerly Les Neiges)</p> <p>Courchevel 1850, Alps, France</p>		<p>up to two guests per bedroom (Served in Restaurant Loulou or via Room Service)</p> <ul style="list-style-type: none"><li>• 100 EUR Food &amp; Beverage OR Spa credit to be utilized during stay (not combinable, not valid on room rate, no cash value if not redeemed in full)</li><li>• Local Welcome Amenity &amp; Welcome Note (Personalized if guest preferences and note are provided by travel advisor at least 48hrs prior to arrival)</li><li>• Complimentary One-Category Upgrade upon arrival (Subject to availability)</li><li>• Early Check-In / Late Check Out (Upon request &amp; subject to availability)</li><li>• Complimentary 24hr Shuttle to</li></ul>
---	--	--

		Village of Courchevel 1850
--	--	-------------------------------

<b><u>Address Collection / Maison Barrière</u></b>		
<b>Hotel</b>	<b>Commission %</b>	<b>VIP Agency Benefits</b>
<p><b>Maison Barrière Vendôme</b></p> <p>Paris, France</p>	<p><b>12% on Rooms and Suites</b></p>	<ul style="list-style-type: none"> <li>• Complimentary Daily Breakfast for up to two guests per bedroom (Served in restaurant or via In Room Dining with an extra charge)</li> <li>• Complimentary One-Category Upgrade (Subject to availability at time of arrival)</li> <li>• Early Check In/Late Check Out (Subject to availability &amp; upon request)</li> <li>• Local Welcome Amenity &amp; Welcome Note (Personalized if guest preferences and note are provided by travel advisor at least 48hrs prior to arrival)</li> <li>• Suite/Apartment Bookings: 100 EUR Food &amp; Beverage credit (once per stay, not valid on room rate,</li> </ul>

		no cash value if not redeemed in full)
--	--	--

<b><u>Heritage Collection / Hôtel Barrière</u></b>		
<b>Hotel</b>	<b>Commission %</b>	<b>VIP Agency Benefits</b>
<p><b>Hôtel Barrière Le Majestic Cannes</b></p> <p>French Riviera/Côte d’Azur, France</p>	<p><b>12% on Rooms and Suites</b></p>	<ul style="list-style-type: none"> <li>• Complimentary Daily Buffet Breakfast for up to two guests per bedroom</li> <li>• \$100 USD equivalent (90 EUR) Food &amp; Beverage credit to be utilized during stay (not combinable, not valid on room rate, no cash value if not redeemed in full)</li> <li>• Local Welcome Amenity &amp; Welcome Note (Personalized if guest preferences and note are provided by travel advisor at least 48hrs prior to arrival)</li> <li>• Complimentary One-Category Upgrade upon arrival (Subject to availability)</li> <li>• Early Check-In / Late Check Out (Upon request &amp;</li> </ul>

		<p>subject to availability)</p>
<p><b>Hôtel Barrière Le Normandy Deauville</b></p> <p>Normandy, France</p>	<p><b>12% on Rooms and Suites</b></p>	<ul style="list-style-type: none"> <li>• Complimentary One-Category Upgrade at time of booking (Subject to availability at time of booking, up to Deluxe Suite Sea View)</li> <li>• Complimentary Daily Buffet Breakfast for up to two guests per bedroom (Served in restaurant)</li> <li>• \$100 USD equivalent Food &amp; Beverage OR Spa credit to be utilized during stay (not combinable, not valid on room rate, no cash value if not redeemed in full)</li> <li>• For stays of 7+ nights: Additional \$200 USD equivalent Food &amp; Beverage OR Spa credit to be utilized during stay (not combinable, not valid on room rate, no cash value if not redeemed in</li> </ul>

		<p>full) (\$300 USD equivalent total)</p> <ul style="list-style-type: none"> <li>• Local Welcome Amenity &amp; Welcome Note (Personalized if guest preferences and note are provided by travel advisor at least 48hrs prior to arrival)</li> <li>• Early Check-In / Late Check Out (Upon request &amp; subject to availability)</li> </ul>
<p><b>Hôtel Barrière Le Grand Hôtel Dinard</b></p> <p>Brittany, France</p>	<p><b>12% on Rooms and Suites</b></p>	<ul style="list-style-type: none"> <li>• Complimentary Daily Buffet Breakfast for up to two guests per bedroom (Served in restaurant)</li> <li>• \$100 USD equivalent Food &amp; Beverage credit to be utilized during stay (not combinable, not valid on room rate, no cash value if not redeemed in full)</li> <li>• Local Welcome Amenity &amp; Welcome Note (Personalized if guest preferences</li> </ul>

		<p>and note are provided by travel advisor at least 48hrs prior to arrival)</p> <ul style="list-style-type: none"> <li>• Complimentary One-Category Upgrade upon arrival (Subject to availability)</li> <li>• Early Check-In / Late Check Out (Upon request &amp; subject to availability)</li> </ul>
<p><b>Hôtel Barrière L’Hermitage La Baule</b></p> <p>Loire Atlantique, France</p>	<p><b>12% on Rooms and Suites</b></p>	<ul style="list-style-type: none"> <li>• Complimentary Daily Breakfast for up to two guests per bedroom (Served in restaurant)</li> <li>• Complimentary One-Category Upgrade (Subject to availability at time of arrival)</li> <li>• Local Welcome Amenity &amp; Welcome Note (Personalized if guest preferences and note are provided by travel advisor at least</li> </ul>
<p><b>Hôtel Barrière Le Westminster Le Touquet</b></p> <p>Hauts-de-France, France</p>		
<p><b>Hôtel &amp; Ryads Barrière Le Naoura Marrakech</b></p> <p>Marrakech, Morocco</p>		
<p><b>Hôtel Barrière Le Royal Deauville</b></p> <p>Normandy, France</p>		
<p><b>Hôtel Barrière Le Royal La Baule</b></p>		

Loire Atlantique, France		48hrs prior to arrival)
<b>Hôtel Barrière Le Castel Marie-Louise</b>  La Baule, Loire Atlantique, France		

<b><u>Premium Collection</u></b>		
<p><b>Le Gray d'Albion Cannes</b></p> <p>French Riviera/Côte d'Azur, France</p>	<p><b>12% on Rooms and Suites</b></p>	<ul style="list-style-type: none"> <li>• Complimentary One-Category Upgrade (Subject to availability at time of arrival)</li> <li>• Local Welcome Amenity</li> <li>• Welcome Note from Travel Advisor (If provided by advisor at least 48hrs prior to arrival)</li> </ul>
<p><b>L'Hôtel du Golf Deauville</b></p> <p>Normandy, France</p>		
<p><b>Resort Barrière Lille</b></p> <p>Hauts-de-France, France</p>	<p><b>12% on Rooms and Suites</b></p>	
<p><b>Resort Barrière Ribeauvillé</b></p> <p>Alsace, France</p>		
<p><b>Le Grand Hôtel Enghien-Les-Bains</b></p> <p>Val-d'Oise, France</p>		

### Termination

Either Party may terminate this Agreement with written notice to the other Party if there is a material breach of any provision of this Agreement.

### Entire Agreement

This Agreement constitutes the entire agreement between the Parties and supersedes all prior agreements, understandings, and representations.

### Amendments

This Agreement may only be amended in writing and signed by both Parties.

### Barrière Collection

Pierre Moglen

Director of Global Sales, North America

pmoglen@groupebarriere.com

+1 917-282-1852

Signed by:

*Pierre MOGLEN*

43C307DAB7594A2...  
30 January 2026 | 00:45 CET

### NUBA EXPEDICIONES S.L.

Sofia Suarez

Product Director Americas

sofia.suarez@nuba.com

Phone (+52 5552554455)

Signed by:

*Sofia Suarez*

8F896AD63AED409...  
30 January 2026 | 01:27 CET