



Dear Sofia,

It is with great pleasure that I share the **2026 Commercial Agreement** together with the preferential conditions extended by **Borgo Egnazia** to Nuba Expediciones De Mexico INTERNATIONAL TRAVEL GROUP S.A..

Your company has been selected to be part of a restricted group of valued travel trade partners that have access to our preferential rates for the upcoming season.

In light of our continued partnership, we kindly expect that **Borgo Egnazia** will be prominently featured on your website, digital brochures, social media channels, and other relevant marketing platforms, and actively promoted as a preferred property within our destination.

We anticipate that this agreement will support the generation of an estimated annual room revenue of **18.000 €**. While this figure is a non-binding forecast, it reflects our expectations and will be one of the performance indicators considered when reviewing and defining the level of preferential margins extended for the 2027 season.

We are confident that our collaboration will result in a growing number of Nuba Expediciones De Mexico INTERNATIONAL TRAVEL GROUP S.A. guests choosing to stay at our hotel, and we look forward to further strengthening our partnership in 2026 and beyond.

Please do not hesitate to contact me or your dedicated Sales Manager, should you require any additional information or clarification.

With kind regards,

**Giuseppe De Benedetto**

Director of Sales



**BORGO EGNAZIA**  
NOWHERE ELSE

# **BORGO EGNAZIA**

## **2026 DYNAMIC RATES AGREEMENT**

Prepared exclusively for:

Nuba Expediciones De Mexico INTERNATIONAL TRAVEL GROUP S.A.

### **FULL LEGAL NAME**

**NUBA EXPEDICIONES**

### **FULL LEGAL ADDRESS**

Goldsmith 60, Polanco, ciudad de México, 11590, Mexico



THE LEADING HOTELS  
OF THE WORLD

Please refer only to the marketing tools below for your brochures and web sites.  
We highly recommend checking the links periodically for any new content.

## MARKETING TOOLS

[MANIFESTO](#)

[PHOTO GALLERY](#)

[VIDEO](#)

[OVERVIEW](#)

## SOCIAL MEDIA

[WEBSITE](#)

[IG](#)

[LINKEDIN](#)

### 1. GENERAL

This Dynamic Net Rate Agreement (the “Agreement”) is between **Nuba Expediciones De Mexico INTERNATIONAL TRAVEL GROUP S.A.**, hereafter referred to as the “Company”, and **Egnathia Iniziative Turistiche E.I.T. S.P.A.**, trading under the brand name **Borgo Egnazia**, hereafter referred to as the “Hotel”.

The Agreement sets out the terms upon which the Company is appointed to resell accommodations and services provided by the Hotel.

This Agreement is only valid for the Company and cannot be distributed to any other affiliated or unaffiliated company without prior written approval of the Hotel.

Both Company and Hotel may terminate this Agreement by providing a written notice of termination with a minimum of 30 days in advance.

From the date of its commencement, this Agreement supersedes any prior agreement covering the same subject matter.

### 2. TERM

The term of this Agreement commences on **01<sup>st</sup> January 2026** and continues **until 31<sup>st</sup> December 2026**.

At the end of the Agreement, the Hotel will run a production report of business volume generated by the Company.

Revenue generated during the duration of the Agreement will be a measurement method, contributing to determine conditions for a possible renewal of the Agreement for the following year.

#### 2.1 Seasonal Closing Dates

Notwithstanding the above, please note that Borgo Egnazia will not operate during the following periods:

- **January 6 – March 18**
- **December 1 – December 21**

### 3. RATES AND TAXES

(a) **Dynamic Net Rate basis:** Hotel will grant Company to retain a contracted Margin, i.e. the difference between the public rate and the Contracted Net Rate.

The agreed upon Margins for the term of this Agreement are as follows:

**15 %** for BAR Flexible Rates.

**12%** for any published package or promotional offers.

**12%** for “restricted” promotional rates. (i.e non-refundable rates, and restricted rates).

Contracted Net Rates are not combinable with any Consortia Benefits.

For the avoidance of doubts, consortia amenities are strictly linked to the Hotel BAR Consortia rate code and only granted to bookings made directly by Consortia’s member agency, at 10% standard commission.

The Contracted Net Rates are and shall remain strictly confidential. The Company agrees not to publish or otherwise disclose to the public the contracted rates in any medium.

Company shall be permitted to advertise, promote and market Hotel’s rooms and services as part of a wider bundled Package, at a Package rate.

#### (b) Taxes:

- Hotel Room Rates are inclusive of the Italian VAT tax, currently set at 10%, and breakfast
- Contracted Net Rates extended to the Company are calculated on room rates before VAT tax
- Local City Tax is not included, to be settled by Guests at time of check-out

#### (c) Group Bookings:

Contracted rates and conditions of this Agreement are applicable to a maximum of **8 accommodations** per night.

Bookings of **9 or more accommodations** per nights will be negotiated outside of this Agreement and will be subject to separate contracts with ad hoc rates, terms and conditions.

#### 4. SUPPLEMENTS AND ADDITIONAL CHARGES

##### (a) Extra Beds

In guest rooms and suites where extra beds are allowed (refer to Appendix 1 for applicable rules and information), the following additional charges will apply:

- Baby cots: for infants and children up to 3 years of age: **free of charge**
- Extra beds: for children over 3 years of age and adults: **EUR 150,00** per night

##### (b) Meal Supplements

Hotel offers the option of pre-booking arrangements including one or two main meals daily (HB = Half Board, FB = Full Board).

- **HB (Half Board):** breakfast and dinner
- **FB (Full Board):** breakfast, lunch, and dinner

Each meal plan includes a 3-course menu at any hotel restaurant (some exceptions may apply), **excluding beverages.**

Applicable net commission rates for additional meal plans are:

SEASON	FROM OCTOBER TO MAY	FROM JUNE TO SEPTEMBER
<b>ADULT - HALF BOARD</b> (BEV. EXCL.)	100 EUR per day	120 EUR per day
<b>CHILD - HALF BOARD</b> (BEV. EXCL.)	50 EUR per day	60 EUR per day
<b>ADULT - FULL BOARD</b> (BEV. EXCL.)	150 EUR per day	180 EUR per day
<b>CHILD - FULL BOARD</b> (BEV. EXCL.)	75 EUR per day	80 EUR per day

##### (c) Pets

Medium size dogs (up to 35kg) and cats are welcome, as per the following Hotel rules:

- pets are only allowed to Guests staying in (specify sections such as Borgo and Casas)
- pets are not allowed to access the Hotel’s swimming pools, Spa, fitness center, Due Camini restaurant and other public areas as indicated by staff upon check-in
- in areas where pets are allowed, their presence is always intended under the Guest’s strict supervision
- Guest assumes full responsibility and liability for disruptive behavior and/or damages to people or property caused by the pets
- Upon check-in, pet owners are required to provide vaccination certificates or a declaration that an insurance against damages to property or people is in place

- Daily charge: **EUR 50,00** per pet per day (includes pet welcome kit, excluding pet food)

## 5. BOOKING PROCEDURE

Company will process requests and bookings directly with the Hotel, via one of the available booking channels:

(a) **Direct Connectivity via Channel Manager** (through Ermes Hotel Channel Manager)

(b) **Online, via the dedicated “Travel Trade”** section on the Hotel’s website

<https://www.borgoegnazia.it/travel-trade/>

**Username:** NUBA

**Password:** EXPEDICIONES

(c) Requesting availability directly to the Hotel’s **Reservations Office:**

- [booking@borgoegnazia.com](mailto:booking@borgoegnazia.com)
- +39 080 22 55 850

## 6. PAYMENT TERMS

All bookings require full prepayment, to be received by the Hotel no later than the scheduled timeline specified at point (a) within this paragraph, depending on the applicable cancellation policy for the booked dates of travel.

(a) Timeline – due date for full prepayment:

- Cancellation policy of 48 hours = Full Payment due 7 days prior to Guest arrivals
- Cancellation policy of 7 days = Full Payment due 14 days prior to Guest arrivals
- Cancellation policy of 14 days = Full Payment due 21 days prior to Guest arrivals
- Cancellation policy of 30 day = Full Payment due 45 days prior to Guest arrivals
- Cancellation policy of 45 days or more = Full Payment due 60 days prior to Guest arrivals
  
- Bookings of Advance Purchase Rates = Full Payment due at time of booking

(b) Payment Methods:

Company will have a choice to settle advance payment via either one of these methods:

- Payment by Credit Card via a secure link provided by the Hotel
- Payment by Company’s Virtual Credit Card, subject to prior approval by the Hotel’s Accounting Department
- Payment by Bank Wire Transfer, providing exact booking reference, guest name, dates of stay and booking reference number.

INVOICING DETAILS

All invoices must be addressed to:  
EGNATHIA INIZIATIVE TURISTICHE E.I.T. S.P.A.  
VIA CLAUDIO MONTEVERDI, N.16  
00198 - ROMA (ITALY)  
C.F. & P. IVA 01841220740  
UNIVOCAL CODE M5ITOJA

BANK DETAILS

Bank Name: INTESA SANPAOLO S.P.A.  
Filiale operativa: 25804  
Bank Address: CORSO GARIBALDI, 35 - 72015 - FASANO (BR)  
Iban code: IT17K0306925804100000016131  
Swift / BIC: BCITITMMXXX

**7. CANCELLATIONS, NO-SHOWS, EARLY DEPARTURES**

Cancellation policy varies according to seasonality and will be notified by Hotel to Company along with reconfirmation of every booking. The following cancellation penalties will apply:

- No charge for cancellations made before beginning of cancellation policy
- 100% charge of the entire booking value for cancellations after beginning of cancellation policy
- 100% of the entire booking cost will be charged for no-shows
- 100% penalty for the value of unused nights will be charged in the event of early departure

**8. MARKETING AND PROMOTION**

(a) Commitment to Marketing

Subject to the Hotel's right of approval as set out below, Company has the right, solely for the purpose of merchandising and obtaining reservations for the Hotel, to use the name, logos, trademarks and imagery and videos provided by the Hotel.

Company will be an active partner of Borgo Egnazia and will offer full support to position the Hotel as one of their preferred properties in the region.

The Hotel reserves the right of prior approval to any information, copy and visual content involving usage of the Hotel's name, logo, trademarks, photographs and imagery produced by Company for advertising or promotional purposes.

(b) Restrictions

Company shall not bid on or purchase internet placement rights for the registered trademarks or name of the Hotel or use these in any manner in any of its advertising, including but not limited to Internet and web advertising.

Company shall not compete against the Hotel or its Management Group in any form of keyword search marketing (also called PPC), advertising, search engine marketing, meta search cost per click advertising, sponsored listing, etc.) for the Hotel brand name keywords, trademark related or property name-related keywords without prior written consent of the Hotel.

**9. DATA PRIVACY**

Both Company and Hotel declare to be aware of and to comply with article 13 of the EU Regulation n. 2016/679 (GDPR). All "Personal Data" provided in connection with this Agreement will be processed exclusively for the purposes related to the performance of Services booked by the Company to the Hotel on behalf of Customers ("Data Subjects").

Company and Hotel will be Independent Data Controllers of Personal Data, and these data will be processed for the period of time necessary for the pursuit of the aforementioned purposes and stored if required by law for the period provided for by the law.

**10. GOVERNING LAW AND JURISDICTION**

This Agreement and any non-contractual obligations arising out of or in connection with this Agreement shall be governed by and construed in accordance with the laws of Italy.

Each party irrevocably submits the exclusive jurisdiction of the courts of **Rome**, Italy to settle any dispute which may arise under or in connection with this Ag or the legal relationships established by this Agreement.

**11. AGREEMENT CONFIRMATION**

This Agreement is deemed valid once a copy signed by a Company's authorized representative has been returned to the Hotel. Unless and until the Hotel receives a counter-signed contract from the Company, there shall be no Agreement of the Parties in place.

**SUBMITTED BY:**

**Name:** Giuseppe De Benedetto

**Title:** Director of Sales

**Date:** 26/03/2026

**Signature**



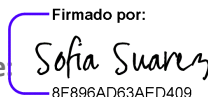
**ACCEPTED BY:**

**Name:** Sofia Suarez

**Title:** Product Director Americas

**Date:** 26-mar.-2026

**Signature**

Firmado por:  
  
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## ROOM INVENTORY

### a. CORTE ACCOMMODATIONS

ROOM CATEGORY	BEDDING TYPE	MAX OCCUPANCY	NOTES ON OCCUPANCY
<a href="#"><u>Corte Bella</u></a>	King or twin	2 + 1*	* Only 1 cot (0-2 yo) admitted free of charge
<a href="#"><u>Corte Splendida</u></a>	King or twin	2 + 1*	* 1 extra bed (3-12 yo) at additional rate or 1 cot (0-2 yo) free of charge
<a href="#"><u>Corte Magnifica</u></a>	King	2 + 1*	*1 extra bed (3-12 yo) at additional rate or 1 cot (0-2 yo) free of charge
<a href="#"><u>Corte Meravigliosa</u></a>	King	2 + 1*	*1 extra bed (3-12 yo) at additional rate or 1 cot (0-2 yo) free of charge
<a href="#"><u>La Egnazia</u></a>	King	2 + 1*	Only cot (0-2 yo) admitted free of charge
<a href="#"><u>La Emma</u></a>	King or twin + King	4 + 2*	*2 extra beds (3-12 yo) at additional rate or 2 cots (0-2 yo) free of charge

\*The above La Corte accommodations (except for La Emma) are reserved for guests aged 13 and above from June 1<sup>st</sup> to September 30<sup>th</sup> included, from 27<sup>th</sup> December to 1<sup>st</sup> January included, and during Easter. During these dates, the pools and the breakfast room of Le Corte are also reserved exclusively for guests aged 13 and above.

### b. BORGO ACCOMMODATIONS

ROOM CATEGORY	BEDDING TYPE	MAX OCCUPANCY	NOTES ON OCCUPANCY
<a href="#"><u>Borgo Bella</u></a>	King or twin	2 + 1*	*1 extra bed (3-12 yo) at additional rate or 1 cot (0-2 yo) free of charge. Two bathrooms (one <b>accessible</b> )
<a href="#"><u>Borgo Splendida</u></a>	King or twin	2 + 1*	*1 extra bed (3-12 yo) at additional rate or 1 cot (0-2 yo) free of charge
<a href="#"><u>Borgo Magnifica</u></a>	King	2	No extra bed or cot available
<a href="#"><u>Casetta Bella</u></a>	King or twin	2 + 1*	*1 extra bed (3-12 yo) at additional rate or 1 cot (0-2 yo) free of charge
<a href="#"><u>Casetta Splendida</u></a>	King or twin + 2 bunk beds	2 + 2 + 1*	*Max 2 adults and 2 children (3-12 yo) in the bunk beds, 1 infant (0-2 yo) in the cot available in the main bedroom
<a href="#"><u>Casetta Magnifica</u></a>	King or twin + King or Twin	4	No extra bed or cot available

### c. LE CASE

ROOM CATEGORY	BEDDING TYPE	MAX OCCUPANCY	NOTES ON OCCUPANCY
<a href="#"><u>Casa Bella</u></a>	King + King or twin + King or twin	6 + 1*	* Only 1 cot (0-2 yo) admitted free of charge
<a href="#"><u>Casa Deliziosa</u></a>	King + King or twin + King or twin	6 + 1*	* Only 1 cot (0-2 yo) admitted free of charge
<a href="#"><u>Casa Stupenda</u></a>	King + King or twin + King or twin	6 + 2 + 1*	*Sofa bed for 2 children (3-12 yo) and 1 cot free of charge for infants (0-2 yo)
<a href="#"><u>Casa Magnifica</u></a>	King + King or twin + King or twin	6 + 2 + 1*	*Sofa bed for 2 children (3-12 yo) and 1 cot free of charge for infants (0-2 yo)

<a href="#"><u>Casa Meravigliosa</u></a>	King + King or twin + King or twin	6 + 2 + 1*	*Sofa bed for 2 children (3-12 yo) and 1 cot free of charge for infants (0-2 yo)
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