



LA TIARA DI CERVO

Dear Sofia,

It is with great pleasure that I share the 2026 Commercial Agreement together with the preferential conditions extended by **La Tiara di Cervo** 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 **La Tiara di Cervo** 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



LA TIARA DI CERVO

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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



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

[VIDEO](#)

SOCIAL MEDIA

[WEBSITE](#)

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 **LA TIARA WELCOME & HOSPITALITY SRL**, trading under the brand name **La Tiara di Cervo**, hereafter referred to as the “The Property”.

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

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 Property.

Both Company and the Property 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 the opening date on **May, 01st, 2026** to the closing date on **October 10th, 2026**.

At the end of the Agreement, the Property 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.

3. RATES AND TAXES

(a) **Dynamic Net Rate basis:** the Property 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.

15% for any published package or promotional offers.

15% 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 Property 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 Property’s rooms and services as part of a wider bundled Package, at a Package rate.

(b) Taxes:

- Property Accommodation Rates are inclusive of the Italian VAT tax, currently set at 10%, and breakfast
- Contracted Net Rates extended to the Company are calculated on accommodation 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 **6 accommodations** per night.

Bookings of **7 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 INFO

(a) Children

There are no additional charges for baby cots or extra beds.

Baby cots and extra beds are available upon request, subject to availability and room type.

The presence and age of children must always be indicated at the time of booking to ensure proper room allocation and preparation.

(b) Pets

Small and medium-sized dogs (up to 35 kg) are accepted upon request and subject to availability. Cats are not allowed.

The presence of pets must be communicated when booking.

At check-in, the owner will be asked to provide a health certificate or a declaration confirming that the pet is regularly vaccinated, healthy, free from parasites, and insured against damages to property or people.

The owner is responsible for any damage or additional cleaning required.

Pets are allowed in all public areas, except the spa area.

5. BOOKING PROCEDURE

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

(a) Direct Connectivity via Ermes Channel Manager

(b) Online, via the dedicated "Travel Trade" section on the Property's website

<https://latiaradicervo.it/travel-trade/>

Username: NUBA

Password: EXPEDICIONES

(c) Requesting availability directly to the Property's Reservations Office:

- booking@latiaradicervo.it
- +39 07891871402

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6. PAYMENT TERMS

All bookings require full prepayment, to be received by the Property 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 3 days = 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 Property
- Payment by Company's Virtual Credit Card, subject to prior approval by the Property's Accounting Department
- Payment by Bank Wire Transfer, providing exact booking reference, guest name, dates of stay and booking reference number.

(c) Security Deposit

A refundable security deposit equal to the value of the first night for the booked residences will be requested to the Guest upon check-in.

The deposit will be returned upon check-out, following an inspection of the accommodation and verification that no damage to the residence has occurred.

INVOICING DETAILS

All invoices must be addressed to:

LA TIARA Welcome & Hospitality SRL

VIA CARADOSSO 18 - 20123

MILANO

CF/PI: 14132090961

REA MI-2762870

BANK DETAILS

BANCO DI SARDEGNA SPA

Account Holder: LA TIARA WELCOME & HOSPITALITY S.R.L.

IBAN: IT37C0101501600000070901534

BIC/SWIFT: SARDIT31910

7. CANCELLATIONS, NO-SHOWS, EARLY DEPARTURES

Cancellation policy varies according to seasonality and will be notified by Property 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 Property's right of approval as set out below, Company has the right, solely for the purpose of merchandising and obtaining reservations for the Property, to use the name, logos, trademarks and imagery and videos provided by the Property.

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

The Property reserves the right of prior approval to any information, copy and visual content involving usage of the Property'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 Property 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 Property 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 Property brand name keywords, trademark related or property name-related keywords without prior written consent of the Property.

9. DATA PRIVACY

Both Company and Property declare to be aware of and to comply with the 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 Property on behalf of Customers (“Data Subjects”).

Company and Property 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 **Milano**, 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 Property. Unless and until the Property 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

On behalf of: LA TIARA Welcome & Hospitality

Date: 26/03/2026

Signature



ACCEPTED BY:

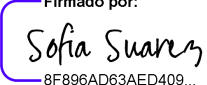
Name: sofia suarez

Title: product Director Americas

On behalf of: NUBA EXPEDICIONES

Date: 26-mar.-2026

Signature:

Firmado por:

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ROOM INVENTORY

CATEGORY	UNITS	AVERAGE SIZE (indoor + outdoor)
TERRACE ONE-BEDROOM RESIDENCE	2	123sqm / 1,320 sqft
TERRACE TWO-BEDROOM RESIDENCE	5	192 sqm / 2,060 sqft
GARDEN TWO-BEDROOM RESIDENCE	7	330 sqm / 3,550 sqft
TERRACE THREE-BEDROOM RESIDENCE	7	356 sqm / 3,830 sqft
GARDEN THREE-BEDROOM RESIDENCE	4	400 sqm / 4,300 sqft
LA TIARA PENTHOUSE	1	715 sqm / 7,690 sqft