

Annex 2  
Minimum Selling Prices and Payment Obligations of Marketer

**Sandos Playacar & Sandos Caracol Resorts**

The hotel logo is an official trademark and should never be used for any marketing purposes. The same way, the name of the hotel cannot be used in the same font or color as the official name used by the hotel brand.

**Minivac Minimum Selling Prices 2017**

**January 06<sup>th</sup> 2017 – April 7<sup>th</sup> 2017**

|   |   |
|---|---|
| 3 Nights 4 Days Minimum Selling Price \$499 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |
| 4 Nights 5 Days Minimum Selling Price \$599 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |
| 5 Nights 6 Days Minimum Selling Price \$699 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |

**Easter April 8<sup>th</sup> - April 23<sup>rd</sup> 2017**

|   |   |
|---|---|
| 3 Nights 4 Days Minimum Selling Price \$599 USD | Reservation Fee: \$200 USD / No-Show: \$200 USD |
| 4 Nights 5 Days Minimum Selling Price \$799 USD | Reservation Fee: \$200 USD / No-Show: \$200 USD |
| 5 Nights 6 Days Minimum Selling Price \$999 USD | Reservation Fee: \$200 USD / No-Show: \$200 USD |

**April 24<sup>th</sup> 2017 – August 21<sup>st</sup> 2017**

|   |   |
|---|---|
| 3 Nights 4 Days Minimum Selling Price \$499 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |
| 4 Nights 5 Days Minimum Selling Price \$599 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |
| 5 Nights 6 Days Minimum Selling Price \$699 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |

**August 22<sup>nd</sup> 2017 – December 20<sup>th</sup> 2017**

|   |   |
|---|---|
| 3 Nights 4 Days Minimum Selling Price \$399 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |
| 4 Nights 5 Days Minimum Selling Price \$499 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |
| 5 Nights 6 Days Minimum Selling Price \$599 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |

**Christmas and New Year December 21<sup>st</sup> 2017 – January 05<sup>th</sup> 2018**

|   |   |
|---|---|
| 3 Nights 4 Days Minimum Selling Price \$599 USD | Reservation Fee: \$200 USD / No-Show: \$200 USD |
| 4 Nights 5 Days Minimum Selling Price \$799 USD | Reservation Fee: \$200 USD / No-Show: \$200 USD |
| 5 Nights 6 Days Minimum Selling Price \$999 USD | Reservation Fee: \$200 USD / No-Show: \$200 USD |

**Minivac includes:**

2 Adults, 2 Children, in one Standard Room for the amount of nights specified above.

One-way transportation from the airport to the hotel included. It is not allowed to sell transportation back to the airport or any other kind of service such as tours, activities, car rentals, etc.

**Designated Countries:** United States of America & Canada except Quebec.

**Extra Charges**

**Adults (Ages 13 and over) Additional Person per night fee**

\$90 USD per adult per night

Easter, Christmas & New Year \$180 USD per adult per night

**Children (Ages 12 and under) Additional Person per night fee**

\$45 USD per children per night

Easter, Christmas & New Year \$90 USD per children per night

**Additional Nights:**

All additional nights that exceed the Minivac package will have as a consequence a charge to the Marketer for the amount of guests staying in the room according to the prices detailed in additional adults and children for a maximum of 7 nights. After this period, the rack rate of the hotel will be charged.

**Additional Room:**

All guests staying in an Additional Room that exceeds the Minivac package will have as a consequence a charge to the Marketer for the amount of guests staying in the room according to the prices detailed in additional adults and children for a maximum of 7 nights (after this period, the rack rate of the hotel will be charged). Only one Additional Room is allowed per Minivac package. All rooms are based on double occupancy.

Annex 2  
Minimum Selling Prices and Payment Obligations of Marketer

**Sandos Cancun Luxury Resort**

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**Minivac Minimum Selling Prices 2017**

**January 06<sup>th</sup> 2017 – April 7<sup>th</sup> 2017**

|   |   |
|---|---|
| 3 Nights 4 Days Minimum Selling Price \$599 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |
| 4 Nights 5 Days Minimum Selling Price \$799 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |
| 5 Nights 6 Days Minimum Selling Price \$999 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |

**Easter April 8<sup>th</sup> - April 23<sup>rd</sup> 2017**

|   |   |
|---|---|
| 3 Nights 4 Days Minimum Selling Price \$899 USD   | Reservation Fee: \$200 USD / No-Show: \$200 USD |
| 4 Nights 5 Days Minimum Selling Price \$1,199 USD | Reservation Fee: \$200 USD / No-Show: \$200 USD |
| 5 Nights 6 Days Minimum Selling Price \$1,499 USD | Reservation Fee: \$200 USD / No-Show: \$200 USD |

**April 24<sup>th</sup> 2017 – August 21<sup>st</sup> 2017**

|   |   |
|---|---|
| 3 Nights 4 Days Minimum Selling Price \$599 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |
| 4 Nights 5 Days Minimum Selling Price \$799 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |
| 5 Nights 6 Days Minimum Selling Price \$999 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |

**August 22<sup>nd</sup> 2017 – December 20<sup>th</sup> 2017**

|   |   |
|---|---|
| 3 Nights 4 Days Minimum Selling Price \$499 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |
| 4 Nights 5 Days Minimum Selling Price \$599 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |
| 5 Nights 6 Days Minimum Selling Price \$799 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |

**Christmas and New Year December 21<sup>st</sup> 2017 – January 05<sup>th</sup> 2018**

|   |   |
|---|---|
| 3 Nights 4 Days Minimum Selling Price \$899 USD   | Reservation Fee: \$200 USD / No-Show: \$200 USD |
| 4 Nights 5 Days Minimum Selling Price \$1,199 USD | Reservation Fee: \$200 USD / No-Show: \$200 USD |
| 5 Nights 6 Days Minimum Selling Price \$1,499 USD | Reservation Fee: \$200 USD / No-Show: \$200 USD |

**Minivac includes:**

2 Adults, in one Standard Room for the amount of nights specified above.

One-way transportation from the airport to the hotel included. It is not allowed to sell transportation back to the airport or any other kind of service such as tours, activities, car rentals, etc.

**Designated Countries:** United States of America & Canada except Quebec.

**Extra Charges**

**Adults (Ages 13 and over) Additional Person per night fee**

\$180 USD per adult per night

Easter, Christmas & New Year \$288 USD per adult per night

**Children (Ages 12 and under) Additional Person per night fee**

\$90 USD per children per night

Easter, Christmas & New Year \$144 USD per children per night

**Additional Nights:**

All additional nights that exceed the Minivac package will have as a consequence a charge to the Marketer for the amount of guests staying in the room according to the prices detailed in additional adults and children for a maximum of 7 nights. After this period, the rack rate of the hotel will be charged.

**Additional Room:**

All guests staying in an Additional Room that exceeds the Minivac package will have as a consequence a charge to the Marketer for the amount of guests staying in the room according to the prices detailed in additional adults and children for a maximum of 7 nights (after this period, the rack rate of the hotel will be charged). Only one Additional Room is allowed per Minivac package. All rooms are based on double occupancy.

Annex 2  
Minimum Selling Prices and Payment Obligations of Marketer

**Sandos Finisterra Los Cabos**

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**Minivac Minimum Selling Prices 2017**

**January 06<sup>th</sup> 2017 – April 7<sup>th</sup> 2017**

|   |   |
|---|---|
| 3 Nights 4 Days Minimum Selling Price \$499 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |
| 4 Nights 5 Days Minimum Selling Price \$599 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |
| 5 Nights 6 Days Minimum Selling Price \$699 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |

**Easter April 8<sup>th</sup> - April 23<sup>rd</sup> 2017**

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| 4 Nights 5 Days Minimum Selling Price \$799 USD | Reservation Fee: \$200 USD / No-Show: \$200 USD |
| 5 Nights 6 Days Minimum Selling Price \$999 USD | Reservation Fee: \$200 USD / No-Show: \$200 USD |

**April 24<sup>th</sup> 2017 – August 21<sup>st</sup> 2017**

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| 3 Nights 4 Days Minimum Selling Price \$499 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |
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| 5 Nights 6 Days Minimum Selling Price \$699 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |

**August 22<sup>nd</sup> 2017 – December 20<sup>th</sup> 2017**

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| 3 Nights 4 Days Minimum Selling Price \$399 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |
| 4 Nights 5 Days Minimum Selling Price \$499 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |
| 5 Nights 6 Days Minimum Selling Price \$599 USD | Reservation Fee: \$100 USD / No-Show: \$100 USD |

**\*Bisbee's fishing tournament dates will have the same prices and fees as shown in Christmas dates.**

**Christmas and New Year December 21<sup>st</sup> 2017 – January 05<sup>th</sup> 2018**

|   |   |
|---|---|
| 3 Nights 4 Days Minimum Selling Price \$599 USD | Reservation Fee: \$200 USD / No-Show: \$200 USD |
| 4 Nights 5 Days Minimum Selling Price \$799 USD | Reservation Fee: \$200 USD / No-Show: \$200 USD |
| 5 Nights 6 Days Minimum Selling Price \$999 USD | Reservation Fee: \$200 USD / No-Show: \$200 USD |

**Minivac includes:**

2 Adults, 2 Children, in one Standard Room for the amount of nights specified above.

One-way transportation from the airport to the hotel included. It is not allowed to sell transportation back to the airport or any other kind of service such as tours, activities, car rentals, etc.

**Designated Countries:** United States of America & Canada except Quebec.

**Extra Charges**

**Adults (Ages 13 and over) Additional Person per night fee**

\$90 USD per adult per night

Easter, Bisbee's tournament, Christmas & New Year \$180 USD per adult per night

**Children (Ages 12 and under) Additional Person per night fee**

\$45 USD per children per night

Easter, Bisbee's tournament, Christmas & New Year \$90 USD per children per night

**Additional Nights:**

All additional nights that exceed the Minivac package will have as a consequence a charge to the Marketer for the amount of guests staying in the room according to the prices detailed in additional adults and children for a maximum of 7 nights. After this period, the rack rate of the hotel will be charged.

**Additional Room:**

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