

Date: October 22, 2018

## ASTON KUTA HOTEL & RESIDENCE

Is pleased to submit the following F.I.T. Contract Rate that is subject to terms and condition set out below:

Agreement with : **LOZANO TRAVEL**  
Address : Uluwatu Avenue Unit A JL Uluwatu 2 Jimbaran 80361  
Telephone : 0361 - 4724997  
Facsimile : 0361 - 4725179  
E-Mail : hanafi.s@lozano.com,sukiana@lozano.com  
Market Segment : Worldwide Market  
Contact Person : Mr. Hanafi Sastrawinata  
Title : Managing Director  
Mobile :

Dear Mr. Hanafi Sastrawinata,

Thank you for your kind support towards Aston Kuta Hotel & Residence.

We are very pleased to submit contract rate of Aston Kuta which valid **April 01, 2019 - March 31, 2020** for Worldwide Market . It will be most appreciated if you could acknowledge us on your acceptance by signing and returning one set of this agreement **within 14 days** from date of issuance. Should we not receive your kind acceptance, thereafter, this agreement will be considered null and void

Should you require any further assistance, please let us know.

We are looking forward to building a closer relationship in the near future.

Respectfully yours,

Regge Mantik  
Director Of Sales  
Aston Kuta Hotel & Residence  
Jl. Wana Segara Kuta, 80361  
Bali - Indonesia  
M : +62 81 558030690  
T : +62-361-754999  
F : +62-361-765506  
E : [dos@AstonKuta.com](mailto:dos@AstonKuta.com)  
W : [kuta.astonhotelsinternational.com](http://kuta.astonhotelsinternational.com)

F.I.T. CONTRACT RATE		
THIS AGREEMENT IS REACH BETWEEN		
ASTON KUTA HOTEL & RESIDENCE and LOZANO TRAVEL		
ROOM TYPE	PUBLISHED RATE (IDR)	CONTRACT RATE (IDR)
Superior	1,508,000++	820,000nett
Deluxe	1,728,000++	920,000nett
Family	2,178,000++	1,260,000nett
Premier Suite	2,428,000++	1,360,000nett

**VALIDITY: April 01, 2019 – March 31, 2020**

**Room rates are inclusive:**

- 21% government tax and service charge
- Rates are per night and valid for single or double occupancy, except family room valid for maximum 3 persons
- Welcome drink voucher upon arrival.
- Cold towel upon arrival
- Daily buffet breakfast
- Free Internet Access in all Hotel Area (including in room)

**Extra Bed:**

- Additional extra bed available at IDR 350,000nett per night including breakfast
- Max 1 extra bed allowed in Superior and Deluxe Room
- Max 2 extra beds allowed in Premier Suite

**High and Peak Season surcharge(s):**

- High Season : IDR 250,000nett/room/night during May 30 – June 06, 2019 ( for Domestic Market Only )  
IDR 250,000nett/room/night during July 01, 2019 - August 31, 2019
- Peak Season : IDR 350,000nett/room/night during December 24, 2019 – January 05, 2020
- Chinese New Year : IDR 100,000nett/room/night during January 23 – 27, 2020 (for Chinese Market Only)

**Compulsory Dinner:**

- Lebaran Dinner : Coupon IDR 100,000nett per person on June 4 or 5, 2019 ( for Domestic Market Only )
- New Year Eve : IDR 1,000,000nett per person on December 31, 2019
- Chinese New Year : IDR 150,000nett per person on January 24, 2020 (for Chinese Market only)

**Optional:**

- Christmas Eve : IDR 180,000nett per person on December 24, 2019

**Extra Benefit:**

- Free Joining Christmas Brunch on December 25, 2019

**Room rate conditions:**

- All rates are quoted in IDR (Indonesia Rupiah)
- All rates are net and non-commissionable
- Room rates are valid for Worldwide Market
- No check-out allowed on December 31, 2019
- No check-in and check-out allowed on March 25, 2020 ( Nyepi Day )

**Meal Rates:**

- Buffet breakfast at IDR 150,000nett per person
- Lunch package available start from IDR 200,000nett per person
- Dinner package available start from IDR 250,000nett per person

**Airport Transfer:**

- Airport pick up available at IDR 100,000nett per car per way
- Car can accommodate maximum of 4 (four) persons

**GENERAL TERMS AND CONDITIONS**

**RATES RESTRICTION**

1. The rates granted are confidential and room rates applicable to your company account only. Should the guest be paying on personal account or extend their stay, then regular published rates will be applied to protect confidentiality of this agreement.
2. The offer outlined in this submission will not be available until a written acceptance has been forwarded to Aston Hotel Kuta & Residence.

**INTERNET TERM & CONDITIONS**

1. The company or agent, mentioned in this contract, is NOT allowed to sell this contract rate via the internet or any GDS (global distribution system). All rates in this contract are NOT applicable to internet sources of any form.
2. The company or Agent has the obligation to mention this term to any 3<sup>rd</sup> party to which it is distributing rates to. Therefore this term also applies to any bookings which come from the internet via affiliates from the agent or company.
3. If the company or agent, or any of its affiliates is found to sell these contract rates via the internet, then Aston Kuta Hotel & Residence reserves the right to terminate this contract immediately and to refuse any bookings from the agent.
4. This term does not apply if agreed otherwise on a separate written contractual agreement (online contract).

**RESERVATION POLICIES**

1. Rate is applicable upon receiving advance reservation from your office. In case no prior reservation has been made, presentation of guarantee letter from your company will be required.
2. Room reservation is subject to availability and confirmation upon time of reservation, therefore advance reservation is advisable. Generally the confirmed reservation will be held by the hotel only until 6 PM local time, unless the reservation is reconfirmed by the Guarantee Letter mentioning that no-show fee can be charged.

**CHILD BEDDING AND MEAL POLICY**

1. Children: age between 5 – 12 years old.
2. Maximum 1 child under 12 years old is free for sharing bed with the parent.
3. Children under 5 years free buffet meals if dining with parents.
4. Additional breakfast for child from 5 – 12 years old available at IDR75,000nett per person.

**NO SHOW AND CANCELLATION POLICY**

The business partner must notify any cancelations and reductions as early as possible, but in any case not later than specified hereunder

Season	Days to Arrival			
	No-Show	0-7	8-14	15-21
Low	1-night	1-night	FOC	FOC
High	100%	50%	1-night	FOC
Peak	100%	100%	50%	1-night

**BILLING PROCEDURES**

Reservation can only be accepted with advance prepayment and can be transfer to the following accounts :

- Account Name : **PT Graha Luxurius Imperium**  
 Bank Name : BNI 46 Cabang Renon Denpasar  
 Address : JL. Raya Puputan No 27 Denpasar Bali  
 Account Number : 017-635-8067 (IDR) – Swift Code: BNINIDJARNN  
 Account Number : 017-635-8261 (USD) – Swift Code: BNINIDJARNN

Account Name : **PT Graha Luxurius Imperium**  
Bank Name : **BCA Cabang Dewi Sartika – Kuta**  
Address : **Jl. Dewi Sartika Kuta – Bali**  
Account Number : **404.4777799 (IDR)**

\*kindly send the copy of bank transfer to our fax at +62361 765506

Our policy is that all rooms and incidentals must be settled upon departure for all guest rooms and incidentals. Please advise the guest to prepare and pay deposit for other expenses upon check in to the front office counter.

#### **TAX & SERVICE CHARGE**

The hotel reserves the right to adjust the rates here in agreed without notice in the event of tax alteration by government and service charge amendments.

#### **CHECK IN & CHECK OUT PROCEDURES**

Check in time is from 14.00 PM and check-out time is at 12.00 PM. Extension of check-out time until 18.00 hours is subject to space availability and will be charged 50% based on contract rates. Check-out after 18.00 hours is subject to one night room charge at contracted rate.

#### **ROOM REQUEST**

Room request is subject to the availability at the mutually agreed rate, between the company/agent and the hotel.

#### **CONTRACT VALIDITY & EXPIRATION DATE**

Any inquiry for contract extension must be submitted at least one month prior to expiration date. Aston Kuta Hotel & Residence reserves all rights to terminate the agreement before the expiration date based on our professional consideration.

Kindly acknowledge your acceptance by signing and returning one set of this agreement **within 14 days** from date of issuance. Should we not receive your acceptance thereafter, this agreement will be considered null and void.

Should you need any further information and assistance, please do not hesitate to contact us.

Sincerely Yours  
**ASTON KUTA HOTELS & RESIDENCE**

Agreed and Accepted by  
**LOZANO TRAVEL**



Regge Mantik  
DOS  
Date: October 22, 2018

Mr. Hanafi Sastrawinata  
Managing Director  
Date: