

Preferred Rates

1 JUNE 2024 31 MARCH 2026

| | |
|-----------------|--|
| COMPANY NAME | NUBA EXPEDICIONES S.L. including NUBA EXPEDICIONES DE MEXICO, S. DE R.L. DE C.V., Nuba USA, Inc. |
| CONTACT PERSON | Alessandra Girardi - Nuba – Net Rates Director |
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KUTA POLENG COMPLEX, BLOCK C/2, JL. SETIABUDI, KUTA 80361, BALI - INDONESIA

WWW.NIHI.COM

INFO@NIHI.COM

T: +62 361 757 149

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Night Rates (USD)-2024/2025/2026

| Estate Name / Villa Type (Number of Villas) | RATES in \$USD 2024- 2025/2026 | | | |
|--|-----------------------------------|------------|-------------|------------|
| | Green Season | | High Season | |
| | RACK ++ | Total rate | RACK ++ | Total rate |
| Mandaka Estate | | | | |
| Mandaka Estate | \$ 21.375 | \$17.100 | \$ 28.175 | \$22.540 |
| Raja Mandaka (1) | \$ 10.995 | \$8.796 | \$ 13.195 | \$10.556 |
| Mandaka Surf (1) | \$ 2.295 | \$1.836 | \$ 2.995 | \$2.396 |
| Mandaka Sumba House (3) | \$ 2.695 | \$2.156 | \$ 3.995 | \$3.196 |
| Mamole Treehouse | | | | |
| 3-Bedroom Estate (1) | \$ 9.995 | \$7.996 | \$ 12.195 | \$9.756 |
| Puncak | | | | |
| Puncak (1) | \$ 8.995 | \$7.196 | \$ 10.595 | \$8.476 |
| Puncak Sumba House (1) | \$ 2.695 | \$2.156 | \$ 3.995 | \$3.196 |
| Lantoro Estate | | | | |
| 4-Bedroom Estate (1) | \$ 7.285 | \$5.828 | \$ 8.795 | \$7.036 |
| Putri Lantoro (1) | \$ 4.495 | \$3.596 | \$ 5.395 | \$4.316 |
| Lantoro (2) | \$ 1.995 | \$1.596 | \$ 2.295 | \$1.836 |
| Wamoro Estate | | | | |
| 4-Bedroom Estate (1) | \$ 7.285 | \$5.828 | \$ 8.795 | \$7.036 |
| Putri Wamoro Beach (1) | \$ 4.945 | \$3.956 | \$ 5.935 | \$4.748 |
| Putri Wamoro Jungle (1) | \$ 3.495 | \$2.796 | \$ 4.395 | \$3.516 |
| Kasambi Estate | | | | |
| 4-Bedroom Estate (1) | \$ 8.990 | \$7.192 | \$ 10.595 | \$8.476 |
| Putri Kasambi (1) | \$ 6.250 | \$5.000 | \$ 8.250 | \$6.600 |
| Kasambi (2) | \$ 1.995 | \$1.596 | \$ 2.295 | \$1.836 |
| Marangga | | | | |
| Marangga (4) | \$ 2.695 | \$2.156 | \$ 3.995 | \$3.196 |
| Marangga Occy's (2) | \$ 2.695 | \$2.156 | \$ 3.995 | \$3.196 |
| Lulu Amahu | | | | |
| Lulu Amahu Saudara (1) | \$ 2.650 | \$2.120 | \$ 3.550 | \$2.840 |
| Lulu Amahu (1) | \$ 2.195 | \$1.756 | \$ 2.895 | \$2.316 |
| Kanatar | | | | |
| Kanatar (1) | \$ 2.495 | \$1.996 | \$ 2.895 | \$2.316 |
| Rack / Published Rates are exclusive of 21% government tax & service charge Net Rates are exclusive of 21% government tax & service charge Extra Person, Government tax & service charge are non-commissionable RATES ARE PER VILLA PER NIGHT AND BASED ON SINGLE / DOUBLE ROOM OCCUPANCY | | | | |

| Green Season | High Season |
|-----------------|------------------|
| 15 OCT - 15 DEC | 1 APRIL - 14 OCT |
| 15 JAN - 31 MAR | 16 DEC - 14 JAN |

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Minimum Night Stay

A minimum stay of 3 nights is required all year round EXCEPT in High Season when a minimum of 5 nights must be booked.

Room Rate Inclusions

- All meals - breakfast, lunch, dinner, morning/afternoon snacks and all non-alcoholic drinks
- Complimentary Premium Wi-Fi
- Minibar (1 full re-stock per day)
- Laundry service for 6 pieces of clothing per person per day (dry cleaning is not available at the resort)
- Tour of the Sumba Foundation projects
- Water activities: paddle boarding and snorkeling around Nihiwatu beach (weather permitting)
- Scheduled group yoga & meditation classes at the yoga pavilion
- Complimentary happiest hour daily from 5:30 p.m. - 6:30 p.m. with free-flow domestic beers and house wine.

Please note that all additional activities and services not stated above, including alcoholic beverages, fishing trips, boat excursions, jet skis, tow surfing, spearfishing, private Yoga/Pilates/TRX instruction, private surf lessons, waterfall treks, additional surf spots on Occy's Left, spa treatments, boutique purchases, private discovery trips, and babysitter services, are available at additional charges.



Maximum Villa Occupancy & Extra Person Rates

| Estate / Villa Type (Number of Villas) | OCCUPANCY INCLUDED ON THE RATE | EXTRA PAX ALLOWED AT ADDITIONAL CHARGE |
|---|-----------------------------------|---|
| Mandaka Estate | | |
| Mandaka Estate | 12A + 6C (UP TO 11 YRS ONLY) | 3 |
| Raja Mandaka (1) | 4 | 2 |
| Mandaka Surf (1) | 2 | 1 |
| Mandaka Sumba House (3) | 2A + 2C (UP TO 11 YRS ONLY) | 0 |
| Mamole Treehouse | | |
| 3-Bedroom Estate (1) | 6 | 0 |
| Puncak | | |
| Puncak (1) | 6A + 2C (UP TO 11 YRS ONLY) | 0 |
| Puncak Sumba House (1) | 2A + 2C (UP TO 11 YRS ONLY) | 0 |
| Lantoro Estate | | |
| 4-Bedroom Estate (1) | 8 | 4 |
| Putri Lantoro (1) | 4 | 2 |
| Lantoro (2) | 2 | 1 |
| Wamoro Estate | | |
| 4-Bedroom Estate (1) | 8 | 2 |
| Putri Wamoro Beach (1) | 4 | 2 |
| Putri Wamoro Jungle (1) | 4 | 0 |
| Kasambi Estate | | |
| 4-Bedroom Estate (1) | 8 | 4 |
| Putri Kasambi (1) | 4 | 2 |
| Kasambi (2) | 2 | 1 |
| Marangga | | |
| Marangga (4) | 2 | 1 |

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| | | |
|---------------------|---|---|
| Marangga Occy's (2) | 2 | 1 |
|---------------------|---|---|

Lulu Amahu

| | | |
|------------------------|-----------------------------|---|
| Lulu Amahu Saudara (1) | 2A + 2C (UP TO 11 YRS ONLY) | 1 |
|------------------------|-----------------------------|---|

| | | |
|----------------|---|---|
| Lulu Amahu (1) | 2 | 1 |
|----------------|---|---|

Kanatar

| | | |
|-------------|---|---|
| Kanatar (1) | 2 | 0 |
|-------------|---|---|

RATES ARE PER VILLA PER NIGHT AND BASED ON SINGLE / DOUBLE ROOM OCCUPANCY
An additional fee applies for extra children and extra adult.

ADDITIONAL PERSON CHARGES

| | |
|--|----------------------------------|
| Adults & Children aged 12 years old & over | US\$ 350 ++ per person per night |
| Children aged 6-11 years old | US\$ 175++ per person per night |
| Children aged 5 years old & under | Complimentary |

Baby cots can be accommodated (complimentary).

These rates are subject to 11% government tax and 10% service charge and are non-commissionable.

Tour Operator Room Rate Management

The tour operator must ensure that their mark-up is equivalent to the resort's best available public rate. The tour operator may not sell or resell the contracted rates to any third party using the Internet as a medium of advertising/distribution without the written consent of the Resort.

Rate Amendments

NIHI Sumba reserves the right to amend or change the rates as demanded by the business. The amendment or change will be communicated accordingly.

In the event the amendment or change is notified via email, the email acknowledgment by the agent/company representative will be considered as a formal acceptance of the notification and therefore no rate dispute will be entertained.



Deposit Policy and Payment Details

- A 25% non-refundable deposit is required at the time of booking
- The balance of 75% is required 3 months before arrival

Cancellation Conditions

NIHI Sumba bookings are typically made one year to six months in advance and most international flights inbound to Indonesia are fully booked two to three months prior to planned arrival dates. Therefore, we have little chance to re-sell cancelled accommodation and must treat cancelled bookings as unrecoverable.

Cancellations must be received by NIHI Sumba IN WRITING either by email or fax. Bookings cancelled or reduced in number are charged as indicated below:

- 90 – 61 days before arrival = 50% of total booking
- 60 – 31 days before arrival = 75% of total booking
- 30 days or less = 100% of total booking

Additional Terms & Conditions

- No refund will be given for any cancellations 30 days prior to arrival including no-shows or days not used resulting from early check-out.
- Any reservation canceled 91 days or more before arrival, will adhere to the non-refundable 25% deposit taken at the time of booking.
- In the event of a late arrival, the resort will be pleased to extend a stay, provided there is availability, however, the resort cannot be held accountable for any flight delays or cancellations.

Check-In / Check-Out

CHECK-IN 2.00 pm

CHECK-OUT 11.00 am

Flights & Airport Transfers

Sumba is 400km east of Bali and an hour by air from Bali's Ngurah Rai International Airport. Two domestic airlines operate regular daily flights between Bali and Sumba.

NIHI Sumba's office in Bali can arrange domestic flights and ticketing from Bali to Sumba and vice versa. The flights will be through Tambolaka, the closer airport in West Sumba unless flight dates or travel schedules require flights to be booked via Waingapu Airport in East Sumba.

Please be advised that from time to time there may be flight schedule changes or delays. To avoid any inconvenience with your international flight connection, we recommend staying overnight in Bali when departing Sumba and booking your flights out of Indonesia to depart on the following day.



FLIGHT SCHEDULES *(subject to change without notice)*

Denpasar, Bali (DPS) to Tambolaka, Sumba (TMC)

| | | |
|-----------|--------------------|-------------------------|
| Wings Air | ETD Bali 10:45 hrs | ETA Tambolaka 12:15 hrs |
| Nam Air | ETD Bali 09:00 hrs | ETA Tambolaka 10:00 hrs |
| Citilink | ETD Bali 09:20 hrs | ETA Tambolaka 10:45 hrs |

Tambolaka, Sumba (TMC) to Denpasar, Bali (DPS)

| | | |
|-----------|-------------------------|--------------------|
| Nam Air | ETD Tambolaka 16:00hrs | ETA Bali 17:00 hrs |
| Wings Air | ETD Tambolaka 12:35 hrs | ETA Bali 13:55 hrs |
| Citilink | ETD Tambolaka 11:05 hrs | ETA Bali 12:30 hrs |

**Flight time may be subject to change according to airline schedule*

DOMESTIC FLIGHT COSTS BOOKING VIA NIHI SUMBA

We are pleased to book return flights from Sumba at US\$ 765 net rate per person.

Rate is inclusive of VIP Service (meet and greet) upon International arrival In Denpasar, Bali, use of the VIP lounges at Bali and Tambolaka airports, baggage allowance up to 20kg, airport taxes, baggage handling, return transfers (shared car) between Tambolaka airport to the resort and online Visa on Arrival. Please note that visa on arrival can only be applied by countries listed on <https://molina.imigrasi.go.id/>

**Rates include 11% government tax and 10% service charge and are non-commissionable.*

AIRPORT TRANSFERS IN SUMBA

When clients are travelling on flights not booked by NIHI Sumba, airport transfers (shared car) can be booked with the resort at the cost below.

Return transfer from Tambolaka Airport to NIHI Sumba is at US\$ 325 ++ per couple and US\$ 200 ++ per single in a shared open safari vehicle. Return Airport transfer on a private car is at US\$ 550 ++ for a max of 4 people.

**Rates are subject to 11% government tax and 10% service charge and are non-commissionable.*

Surfer Bookings

We want to provide your clients with an unforgettable crowd-free surfing experience and to do so we limit the number of surfers at NIHI Sumba to 12 only. There may be times, due to an extended booking, that an additional surfer is booked for a few days, but generally, we are very much committed to our ten-surfer quota. For groups booking the whole resort there is no limit on the number of surfers - that is left up to the group to decide.



SURF SLOTS CHARGES

Green Season: 1 slot at USD 100++ per person per day

High season: 1 slot at USD 125++ per person per day

**Rate is subject to 11% government tax and 10% service charge and is non-commissionable.*

A maximum of 1 surf slot per room applies. If your client is a surfer, we need to know how many will be surfing when paying the deposit. According to your response, invoices will be adjusted for additional surfers.

Please note that only registered surfers will be allowed to surf. Surf lessons and surf safaris (off-site surfing spots) are charged at an additional charge.

Unused surf slots are non-refundable unless the waves are considered too dangerous by the Boathouse Manager. In such circumstances, the refund will be reverted as resort credit.

Surfboards longer than 2.30m (7ft) will have to be sent separately and overland at extra charge due to limited cargo space on all Nam and Wings flights.

Reservations Procedures

All reservations must be submitted to the resort's reservations department at reservations@nihi.com and are subject to availability. Reservations shall not be binding until written acceptance and confirmation have been received from the resort. A name change is considered a cancellation and rebooking and is subject to availability at the time of the name change.

In order for us to provide personalized service, a Guest Registration Pre-Arrival questionnaire will be submitted to the Resort for all confirmed bookings.

Insurance

It is a condition of everyone using the rates and services offered by NIHI Sumba and its owning company PT Indonesia Adventure Sports, that all clients (including individuals, companies, and other legal entities) have adequate insurance coverage against all risks associated with overseas travel and appropriate medical and other insurance before departure from their country of origin. A visit to Indonesia, particularly a remote destination such as Sumba, entails an element of risk. Neither NIHI Sumba, its owning company PT Indonesia Adventure Sports, nor their officers and employees shall be liable in any way for any loss or damages, expenses or costs arising from any incident involving clients (individuals, companies and other legal entities) that may occur while using any of the services provided by the NIHI Sumba or third parties contracted.

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It is the responsibility of every client (including individuals, companies and other legal entities) to assess their insurance requirements and to organize appropriate insurance. In the event of failure of any client (individual, company or other legal entity) to comply with these insurance conditions and requirements or to organize appropriate insurance then neither NIHI Sumba, PT Indonesia Adventure Sports, nor their officers or employees, nor any third party contracted by these companies, shall be liable in any way for any loss injury, or damages, expenses or costs arising from any incident while travelling to or at NIHI Sumba.

Validity

The rates and conditions in this agreement are valid from June 1, 2024, to March 31, 2026. Please verify and advise us of your approval by signing and returning it to us by facsimile or email.

By agreeing to the above-preferred rates, the agency agrees to book exclusively directly with the hotel and keep NET rates confidential. Violation of this agreement could result in the termination of this contract.

We look forward to providing your clients an unforgettable experience and a mutually successful partnership with your company.

Prepared by
NIHI SUMBA

Accepted by:



Name: Isaac Salmeron
Title: Director of Sales and Marketing
Date: 31/05/2024

Name: Alessandra Girardi
Title: Product Director
Date: 31/05/2024

