

CAP KAROSO

Ate Dalo, Sumba Barat Daya, Indonesia

Sumba, 17 June 2025

**WHOLESALE OFFLINE
YEARLY STATIC
USD RATE
2027/2028**

Travel Agency : Nuba Expediciones, S.L.
Address : Cella Velázquez, 100. 28006 Madrid
Person In Charge : Alessandra Girardi
Rate : Yearly Static Rate
Booking Period : Immediately – March 31st, 2028
Staying Period : April 01st, 2027 – March 31st, 2028
Market : All Market
Currency : U.S. Dollar (USD)
Rate Basis : Per room per night

ROOM TYPE	High Season 2027	Peak Season / Festive 2027 / 2028	Low Season 2027
	01 Apr 27 - 30 Apr 27 01 Jun 27 - 24 Jul 27 26 Aug 27 - 30 Sep 27	25 Jul 27 - 25 Aug 27 21 Dec 27 - 07 Jan 28	01 May 27 - 31 May 27 01 Oct 27 - 20 Dec 27 08 Jan 28 - 31 Mar 28
Studio	\$510	\$655	\$415
Terrace Studio	\$605	\$755	\$510
Beach Suite	\$800	\$945	\$705
Two-Bedroom Garden Suite	\$1,090	\$1,235	\$995
Two-Bedroom Duplex / Villa Maghailo	\$1,335	\$1,480	\$1,235
Two-Bedroom Villa / Villa Ndara	\$1,720	\$1,865	\$1,625
Three-Bedroom Villa / Villa Wo'Yo	\$2,400	\$2,542	\$2,300
Three-Bedroom Beachfront Villa/ Villa Ghan'nu	\$3,075	\$3,220	\$2,980

Low Season 27/28

01 May 27 - 31 May 27
01 Oct 27 - 20 Dec 27
08 Jan 28 - 31 Mar 28

High Season 27/28

01 Apr 27 - 30 Apr 27
01 Jun 27 - 24 Jul 27
26 Aug 27 - 30 Sep 27

Peak Season 27/28

25 Jul 27 - 25 Aug 27
21 Dec 27 - 07 Jan 28

Reservations can be made directly with the hotel:

- Email : reservations@capkaroso.com
- Telephone : +62 361 620 1805 (Bali Office), +62 361 620 1800 (Sumba)

Reservations shall not be binding until acceptance, and confirmation has been received from the hotel.

MINIMUM LENGTH OF STAY

- No Minimum Length of Stay for Low, High and Festive.
- 2 Nights Minimum Length of Stay for Peak Season Summer (25 July 2027 - 25 Aug 2027).

TERMS & CONDITIONS

- All rates feature daily gourmet breakfast at the Beach Club.
- All rates are quoted in US Dollar (\$) per room, per night
- Rates are inclusive of 21% government tax and service charge and are non-commissionable.
- A daily limit of 7 rooms applies to bookings made with these rates.
- These rates are exclusive to individual wholesale travelers (FIT/transient) and do not extend to group reservations.
- Group and Wedding rates are available upon request for bookings of 8 units per night or more (Please contact our sales Department for details).
- Wholesale net rates cannot be sold on online consumer platforms or any online channels, whether through owned, affiliated, or subsidiary companies, without prior written approval from Cap Karoso Sumba.
- Wholesale rates must be sold as part of a package including additional services such as tours, transfers, and meals.
- A minimum markup of **20%** applies to all room types. Non-compliance may result in the withdrawal of these rates, without prejudice to the Hotel.
- Liability: The Hotel is not responsible for any loss or damage to property owned by, or in the custody of, the Client, its guests, employees, agents, or other individuals.
- The hotel reserves the right to close or restrict bookings for buyouts or special events, with prior notice.
- **A fixed wholesaler margin of 20% applies to all rates under our dynamic pricing model. Should travel partners encounter lower rates on our website, the same margin will still apply (excluding tax & service).**

BEDDING CONFIGURATION & ALLOTMENT

Room Type	Bedding Configuration	Inventory	Low	High	Peak
Studio (Max 2 ppl)	1 Super King (200X200cm)	16	Free Sale	Free Sale	On Request
Terrace Studio (Max 3 ppl) *	1 Super King (200X200cm)	18	Free Sale	Free Sale	On Request
Beach Suite (Max 3 ppl) *	1 King (200x180cm)	7	On Request	On Request	On Request
Two-Bedroom Garden Suite (Max 6 ppl) *	2 Super King (200X200cm)	3	On Request	On Request	On Request
Two-Bedroom Duplex / Villa Maghailo (Max 4 ppl)	1 Super King (200X200cm) 2 Singles (200X100cm)	8	On Request	On Request	On Request
Two-Bedroom Villa Villa Ndara (Max 4 ppl)	1 Super King (200X200cm) 2 Singles (200X100cm)	6	On Request	On Request	On Request
Three-Bedroom Villa / Villa Wo'Yo (Max 6 ppl)	2 Super King (200X200cm) 2 Singles (200X100cm)	2	On Request	On Request	On Request
Three-Bedroom Beachfront Villa / Villa Ghan'nu (Max 6 ppl)	2 Super King (200X200cm) 2 Singles (200X100cm)	4	On Request	On Request	On Request

**Extra Bed / With Surcharge*

CHECK IN & OUT

- Check-in & Check-out Check-in time is 13:00, and check-out time is 11:00.
- Early check-in and late check-out are subject to availability.

SURCHARDE

- **Extra person** will only be accommodated in Terrace Studio, Beach Suite, and Two-Bedroom Garden Suite at **\$60 net** / room/ night with daily breakfast. Any additional persons in the villa are subject to a check.

- **Lunch Supplement** at **\$55 net** per person per day includes **2 Courses Menu** with non-alcoholic drinks during meals (not applicable for charcuterie, dry-aged steak, lobster).
- **Dinner Supplement** at **\$70 net** per person per day includes **3 Courses Menu** with non-alcoholic drinks during meals (not applicable for charcuterie, dry-aged steak, lobster).
- Upgrade to **Full Board Package** is at **\$121 net** / person / night, inclusions as below (A minimum 3-night stay is required):
 - Round-trip airport transfers
 - Daily breakfast, a 2-course lunch, and a 3-course dinner at Beach Club or Apicine restaurants
 - Coffee and tea are available throughout the day
 - Welcome drink to kickstart your relaxation
 - Minibar
 - One complimentary bag of laundry per stay
 - Access to our Kids Club
 - Surfboard and paddle board rental up to 2 hours
 - Bike / e-bike rental for exploring the surroundings up to 2 hours
 - Daily group yoga & meditation classes
 - 24-hour Gym Access
 - High-speed Wi-Fi Internet

CHILDREN POLICY

- Children (3–12 years old) stay free: A child up to 5 years old is permitted to share a bed with parents.
- Kids Club Operating Hours: 9:00 AM – 5:00 PM.
- Karoso Kids Club: Children aged 4 to 12 are welcome to access the club. Younger children under 4 years old can also join but must be accompanied by a parent or legal guardian for their safety and comfort.
- Babysitting services are available until midnight (advance booking required), at a rate of **\$10** per hour, per child (subject to availability; a maximum of 2 children per babysitter). Please note that all prices are subject to a 10% service charge and 10% government tax.

AIRPORT TRANSFER

- Minivan cost of **\$109 net** per car per way (maximum 3 people per car).
- Minibus cost of **\$205 net** per car per way (maximum 11 people per car)

CANCELLATION POLICY

Low Season:

15 days or more before arrival: refund of 100%. Less than 15 days before arrival: 100% of the payment will be forfeited

High & Peak Season:

30 days or more before arrival: refund of 100%. Less than 30 days before arrival: 100% of the payment will be forfeited

PAYMENT POLICY

Low Season:

We require a 50% deposit to confirm the booking, and the balance to be paid fifteen (15) days prior to arrival.

High & Peak Season:

We require a 50% deposit to confirm the booking, and the balance to be paid thirty (30) days prior to arrival.

BANK ACCOUNT DETAILS

For wire transfers, instructions for payment are as follows:

Company Name :	PT. CAP KAROSO DEVELOPMENT
Bank :	BANK NEGARA INDONESIA (BNI)
IDR Account :	1610955235
USD Account :	1610955916
Swift Code :	BNINIDJAKPA

CONFIDENTIALITY

The rates agreed in this contract are strictly confidential and must not be disclosed to third parties. The hotel reserves the right to cancel this agreement should its rate confidentiality not be honored.

FORCE MAJEURE

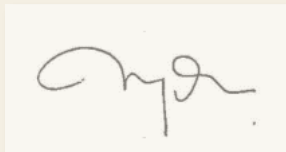
A party's failure to perform under this Agreement is excused if the failure results from an unforeseeable cause beyond that party's control, such as war, earthquake, epidemic, accident, explosion, casualty, strike or work stoppage, lockout, civil disturbance, act of public enemy, embargo, terrorist act, fire, weather events, air carrier interruption, or act of government. A party whose performance is impaired as a result of such an unforeseeable cause shall promptly notify the other parties.

ACCEPTANCE

In order to validate this contract and to indicate your acceptance of all rates and conditions, we kindly ask you to sign below and affix your company's stamp. No handwritten or any other changes can be accepted without prior written approval.

Please return the signed copy by email (7 days after the issuing date) for us to load the rates.

ACKNOWLEDGED BY



Betty Meyda
Director of Sales & Marketing
Cap Karoso Sumba



(Name) **Alessandra Girardi**

(Designation) **Product Director**

(Company) **NUBA EXPEDICIONES S.L**