

Partnership Agreement

Immediately - 31 MARCH 2027

PARTIES:

RESORT	NIHI Sumba, operated by PT Indonesia Adventure Sports (the “Resort”)
&	
COMPANY NAME	(the “Travel Partner”)
CONTACT PERSON	Silvia García - López
COMPANY ADDRESS	Calle Velazquez 94, CP28006, Madrid
PHONE	+34 91 7454745
EMAIL	silvia@nuba.com
WEBSITE	www.nuba.com



Definitions

For the purposes of this Agreement:

- Published Rate means the publicly available rate displayed on nihi.com.
- Net Rate means the Published Rate plus 21% tax and service charge, less the applicable commission calculated on the Published Rate.
- Best Available Public Rate (BAR) means the lowest unrestricted public rate available on nihi.com at the time of booking.
- Dedicated Booking Link means the private booking link issued by the Resort to the Travel Partner for exclusive use.
- Group Booking means any reservation of more than four (4) villas per stay.
- Special Offer means any publicly available promotional rate offered by the Resort on any public platform.

Partnership Terms & Conditions

- Commissionable Net Rates: NIHI Sumba shall extend a commission of 20%, calculated prior to tax and service charge, to the Travel Partner on all rates publicly available on nihi.com. Such rates shall be provided as net rates, with the applicable commission already deducted and inclusive of 21% tax and service charge. Reservations may be made on request or through the dedicated booking link, where applicable.
- Booking Eligibility: Rates are valid for inbound individual leisure guest bookings of up to four (4) units only. Bookings exceeding this number will be considered group bookings, for which separate group rates shall apply. Group rates may vary, are subject to availability, and are governed by different terms and conditions.
- Agreement Validity: This partnership, including the agreed commission level and access to the dedicated booking link, will become effective only upon receipt of a signed copy of this agreement by the resort. Until the signed agreement is received, bookings will be offered at the best available public rates. The Travel Partner further agrees that the dedicated booking link is for their exclusive use and must not be shared with any third party, whether intentionally or unintentionally.
- Special Rates and Vouchers: Special rates shall apply only to reservations made under the Travel Partner's registered account or official email domain and supported by a valid, authorized voucher or written confirmation. Should guests elect to settle accommodation charges directly with the resort, or extend their stay through a direct booking with the resort outside of the Travel Partner's arrangement, such additional nights shall be offered at the best available public rates. This policy is intended to protect both the Travel Partner and the integrity of the special rates provided.
- Villa Rates: All villa rates are quoted per villa, per night, and are based on maximum villa occupancy.
- Performance Review: NIHI Sumba will conduct a yearly review of the Travel Partner's performance to determine whether the partnership agreement may be extended.
- Termination: Either party may terminate, cancel, or postpone this Agreement for reasons including, but not limited to, performance issues or failure to meet agreed quality standards, or for any other reasonable cause, by providing written notice at least thirty (30) days in advance.
- Marketing & Brand Use: The Travel Partner agrees to promote NIHI Sumba through online and offline channels. Any public-facing materials must be submitted to NIHI Sumba for prior approval to ensure alignment with and protection of NIHI's brand core values.



Travel Partner Rate Management

- Travel Partners must apply a markup that maintains alignment with the Resort's Best Available Public Rate (BAR). Net rates may not be advertised, published, sold, or resold, directly or indirectly, via online platforms, metasearch engines, or third-party distribution channels without the Resort's prior written consent.
- Net rates may only be sold as part of a bundled travel package and must not be offered as standalone accommodation-only products on any retail website. A Travel Package is defined as accommodation combined with at least one additional meaningful component such as airfare, transfers, an overnight cruise, or curated experiences.
- This requirement applies to direct online sales by the Travel Partner and to any B2B or downstream partners when the Travel Partner is acting as a receptive wholesaler. The Travel Partner must take commercially reasonable steps to ensure compliance across all downstream distribution partners.
- This agreement is non-transferable and may not be assigned or sublicensed to any other company or organization without the Resort's prior written approval. All rates and related commercial terms are strictly confidential and may not be disclosed without the Resort's express written consent.
- The Resort reserves the right to review, suspend, or terminate the agreement in the event of any breach of these terms.
- In the event that the Resort introduces a special offer on any public platform, the agreed commission level as outlined in this agreement shall continue to apply to bookings made by the Travel Partner, provided such public offer is documented by the Travel Partner at the time of booking. Commission shall be calculated on the rate prior to tax and service charge and shall be provided as a net rate, with the applicable commission deducted and inclusive of 21% tax and service charge, in order to maintain rate parity and protect special rates.
- All cancellation policies and applicable terms and conditions will follow those associated with the relevant special offer.

Stay Requirement

Check-in and check-out will not be available on December 31, 2026.



Indicative rate of Edge of Wildness (US\$) - 2026/2027

The rates below are indicative of NIHI Sumba's Edge of Wildness (Flexible) Rate and are provided for reference only. The Travel Partner may book these rates directly to the resort via the dedicated booking link, where any applicable promotional offers will also be displayed when available. All rates below are quoted in NET and are non-commissionable; shown just as indicator / example on how the commission calculation works for NIHI Sumba. Rates below are based on Edge of Wildness, and indicative means that it will be subject to change depending on the occupancy.

2026/2027				20% commission						
Category	Total unit	Type	Standard occupancy		Green Season 12 Jan 26 - 28 Feb 2026 01 Nov - 20 Dec 2026		High Season 1 Mar - 30 June 2026 1 Sept - 31 Oct 2026 21 - 28 Dec 2026		Peak Season 1 July - 31 Aug 2026 29 Dec 26 - 03 Jan 2027	
			Adult	Child	Published Rate ++ (USD)	NET Rate (USD)	Published Rate ++ (USD)	NET Rate (USD)	Published Rate ++ (USD)	NET Rate (USD)
			Lantoro	2	one bedroom	2		\$2,000	\$2,020	\$2,650
Kasambi	2	one bedroom	2		\$2,000	\$2,020	\$2,650	\$2,677	\$2,850	\$2,879
Kanatar	1	one bedroom	2		\$2,000	\$2,020	\$2,650	\$2,677	\$2,850	\$2,879
Lulu Amahu	1	one bedroom	2		\$2,000	\$2,020	\$2,650	\$2,677	\$2,850	\$2,879
Mandaka Surf	1	one bedroom	2		\$2,600	\$2,626	\$3,350	\$3,384	\$4,300	\$4,343
Marangga Occy's	2	one bedroom	2		\$2,600	\$2,626	\$3,350	\$3,384	\$4,300	\$4,343
Lulu Amahu Saudara	1	2-bedroom	4		\$2,800	\$2,828	\$3,500	\$3,535	\$4,550	\$4,596
Puncak Sumba House	1	2-bedroom	2	2	\$2,800	\$2,828	\$3,500	\$3,535	\$4,550	\$4,596
Mandaka Sumba House	3	2-bedroom	2	2	\$2,800	\$2,828	\$3,500	\$3,535	\$4,550	\$4,596
Laddu Malung	1	one bedroom	2		\$2,900	\$2,929	\$3,700	\$3,737	\$4,750	\$4,798
Marangga	4	one bedroom	2		\$2,900	\$2,929	\$3,700	\$3,737	\$4,750	\$4,798
Putri Lantoro	1	2-bedroom	4		\$4,550	\$4,596	\$5,600	\$5,656	\$6,100	\$6,161
Putri Uma Jaga	1	2-bedroom	4		\$4,550	\$4,596	\$5,600	\$5,656	\$6,100	\$6,161
Putri Wamoro Jungle	1	2-bedroom	4		\$4,550	\$4,596	\$5,600	\$5,656	\$6,100	\$6,161
Wulla Marapu	1	3-bedroom	4	2	\$4,900	\$4,949	\$6,000	\$6,060	\$6,800	\$6,868
Putri Laddu Malung	1	2-bedroom	4		\$4,900	\$4,949	\$6,000	\$6,060	\$6,800	\$6,868
Putri Wamoro Beach	1	2-bedroom	4		\$4,900	\$4,949	\$6,000	\$6,060	\$6,800	\$6,868
Putri Kasambi	1	2-bedroom	4		\$6,300	\$6,363	\$7,050	\$7,121	\$8,500	\$8,585
Puncak Family Estate	1	4-bedroom	8		\$6,800	\$6,868	\$6,500	\$6,565	\$9,000	\$9,090
Mamole	1	3-bedroom	6		\$10,200	\$10,302	\$11,500	\$11,615	\$12,550	\$12,676
Raja Mandaka	1	2-bedroom	4		\$11,300	\$11,413	\$12,600	\$12,726	\$13,600	\$13,736
Raja Uma Jaga	1	3-bedroom	6		\$12,300	\$12,423	\$13,600	\$13,736	\$14,600	\$14,746

Rates ++ are exclusive of 21% government tax & service charge
NET Rates are inclusive of 21% government tax & service charge
RATES ARE PER VILLA PER NIGHT

An additional fee applies for extra children and extra adult:

Adults & Children aged 12 years old & over	US\$ 477.95 NET per person per night
Children aged 6-11 years old	US\$ 235.95 NET per person per night
Children aged 5 years old & under	Complimentary
Baby cots	Complimentary



Villa Rate Inclusions

- Three daily meals - breakfast, lunch, dinner, and all non-alcoholic drinks.
- Complimentary roundtrip airport transfer in Sumba in an open-air shared safari car.
- Complimentary happiest hour daily from 5:30 p.m. - 6:30 p.m. with free-flow domestic beers and house wine.
- In-villa mini bar (1 full complimentary restock per day).
- Laundry (maximum of 6 pieces per day).
- Complimentary [weekly activities](#).
- Complimentary tour of projects by The Sumba Foundation.
- Water Activities: Stand-up paddle boarding and snorkeling around Nihiwatu Beach. Kindly be advised that these activities are not activities that we can do every day. These activities are weather and wave dependent. Kindly communicate with our boathouse team during your stay if you would like to do these activities.
- Guests can also participate in our scheduled group yoga & meditation classes at the Yoga Pavilion.
- High-speed Wi-Fi.

The above are NIHI Sumba's core benefits, applicable for the standard occupancy for each category.

Any specific packages / offer might have different inclusions and will be reflected accordingly.

Please note that any additional activities or services not listed above—such as alcoholic beverages, fishing trips, boat excursions, jet skis, tow surfing, spearfishing, private instruction in yoga, Pilates, or TRX, private surf lessons, waterfall treks, access to additional surf spots on Occy's Left, spa treatments, boutique purchases, private discovery trips, and babysitting services—are available at an additional charge.

Deposit and Cancellation Policy

- All bookings are subject to the validity and rates confirmed at the time of reservation, as booked by the partner. Please note that any discounted or **promotional offers are subject to stricter payment and cancellation terms.**
- For your reference, below are the payment and cancellation terms applicable to the [Edge of Wildness Rate](#), our flexible rate:
 - A 25% refundable deposit is required upon confirmation.
 - The balance of 75% is required:
 - ✓ 30 days before arrival for Green Season. Cancellations made less than 30 days prior to arrival will incur a charge of 100% of the total booking value.
 - ✓ 60 days before arrival for High Season. Cancellations made less than 60 days prior to arrival will incur a charge of 100% of the total booking value.
 - ✓ 90 days before arrival for Peak Season. Cancellations made less than 90 days prior to arrival will incur a charge of 100% of the total booking value.

Given NIHI@ Sumba's reliance on flight connections, our ability to re-sell canceled accommodations at the last minute is limited. Consequently, we must consider canceled bookings as unrecoverable and enforce a cancellation fee. To ensure proper processing, cancellations must be submitted to NIHI Sumba in writing.

- No-Shows & Early Departure: No refunds will be provided for no-shows or for any unused nights resulting from early check-out.
- Late Arrival: In the event of a late arrival, the Resort will endeavor to accommodate an extension of stay, subject to availability. However, the Resort cannot be held responsible for flight delays, cancellations, or other travel disruptions.

Check-In / Check-Out

- CHECK-IN 2.00 pm
- CHECK-OUT 11.00 am
- Early check-in and late check-out are subject to availability. Guaranteed early check-in or late check-out may be arranged on the day of arrival or departure, subject to availability, and will incur an additional charge.

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Edge of Wildness™



Reservations Procedures

All reservations must be booked either via the Travel Partner's dedicated booking link or submitted directly to the Resort's Travel Designers at reservations@nihi.com, and are subject to availability. For bookings made via the dedicated booking link, the Travel Partner will be provided with the **"NIHI Sumba – Travel Partner Dedicated Booking Link Quick Guide"** which outlines the required booking procedures. This guide will be issued only upon receipt of a signed copy of this Agreement by the Resort and forms an integral addendum to this Agreement.

The Travel Partner agrees to follow the Quick Guide in full. Failure to comply with the procedures outlined therein may affect the validity of bookings and the continuation of the partnership with the Resort.

Reservation done via partner's booking link should be done by registered emails domain of the travel partner to NIHI Sumba. Please fill in below:

Name	Designation	Email	Mobile Number

Reservations shall not be binding until written acceptance and confirmation have been shared by 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.

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 (TMC), 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 to airline schedule)

Domestic Flight Costs via NIHI Sumba

We are pleased to book return flights from Sumba at US\$ 595 NET 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 (VOA) is only available to passport holders from countries listed on the official website of the Indonesian Immigration Department.

Airport Transfer in Sumba

A private return airport transfer is available at a rate of US\$ 665.50 NET for a maximum of five (5) persons. The transfer vehicle may be an open-air safari car or a closed vehicle, subject to availability at the time of service. Additional person will be charged at US\$ 242 NET.



Surfer Bookings

To ensure an exclusive, crowd-free surfing experience, NIHI Sumba limits the number of surfers to a maximum of 15 per day. On occasion, due to extended stays, an additional surfer may be accommodated for a limited number of days; however, the Resort remains firmly committed to maintaining a low surfer-to-wave ratio. For full resort buyouts, there is no restriction on the number of surfers, and this will be determined by the group.

SURF SLOTS CHARGES

1 slot at US\$ 181.50 net per person per day
A maximum of one (1) surf slot per room applies.

If the travel partner's client intends to surf, the number of surfers must be confirmed at the time of deposit payment. Invoices will be adjusted accordingly based on the confirmed number of surfers. Only registered surfers will be permitted to surf. Surf lessons and surf safaris (off-site surf locations) are available at an additional charge. Unused surf slots are non-refundable, except in cases where ocean conditions are deemed unsafe by the Boathouse Manager. In such instances, the value of the unused surf slot will be issued as resort credit. Surf slots are recommended for **experienced surfers only**. Once booked in advance, surf slots are non-refundable if the guest elects not to surf upon arrival. Please note that surf slot availability and rates are subject to change.

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. 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.

Confidentiality

Each Party shall keep confidential all non-public or proprietary information (whether commercial, technical, financial or of any nature) obtained by it from the other Party or its affiliates under this Agreement, and it must not use or disclose such information, or permit any person or entity to use or disclose such information, without the prior written consent of the other Party, except for the employees and professional advisers of that first Party and its affiliates who have a need to know such information for the purpose of this Agreement, provided that such personnel are also subject to obligation of confidentiality at least to the same extent as those set forth in this Article.



Governing Law

This Agreement shall be governed by and construed in accordance with the laws of the Republic of Indonesia.

Validity

This agreement is valid immediately to 31 March 2027. 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 travel partner agrees to book exclusively directly with the resort and keep the agreement confidential. Violation of this agreement could result in the termination of this agreement.

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

Prepared by:
NIHI Hotels – Bali office

Accepted by:

Alessandra Girardi

Name: Denny Ciaman
Title: Corporate Director of Sales and Marketing
Date: 10 January 2026

Name: Alessandra Girardi
Title: Product Director
Date: 29 January 2026

