

CAP KAROSO

Ate Dalo, Sumba Barat Daya, Indonesia

TACTICAL CAMPAIGN 2026/2027

11 March 2026

Campaign	:	Early Bird 90 Days.
Discount	:	20% off – Yearly Contract.
Booking Period	:	Immediately – 30 September 2026.
Staying Period	:	01 April 2026 – 31 March 2027.
Booking Window	:	90 Days.
Blackout Dates	:	25 July – 25 Aug.
Market	:	All Market.
Currency	:	US Dollar (\$).
Rate Basis	:	Per room per night.

DISCOUNTED RATE

ROOM TYPE	High Season 2026	Low Season 2026/2027	Festive 2026/2027
	01 Apr 26 – 30 Apr 26 01 Jun 26 – 24 Jul 26 26 Aug 26 – 30 Sep 26	01 May 26 – 31 May 26 01 Oct 26 – 20 Dec 26 08 Jan 27 – 31 Mar 27	21 Dec 26 – 07 Jan 27
Studio	Rp 6,300,000	Rp 5,060,000	Rp 8,180,000
Terrace Studio	Rp 7,600,000	Rp 6,300,000	Rp 9,480,000
Beach Suite	Rp 10,060,000	Rp 8,820,000	Rp 12,000,000
Two-Bedroom Garden Suite	Rp 13,820,000	Rp 12,580,000	Rp 15,700,000
Two-Bedroom Duplex / Villa Maghailo	Rp 16,980,000	Rp 15,700,000	Rp 18,860,000
Two-Bedroom Villa / Villa Ndara	Rp 21,980,000	Rp 20,740,000	Rp 23,920,000
Three-Bedroom Villa / Villa Wo'Yo	Rp 30,780,000	Rp 29,500,000	Rp 32,660,000
Three-Bedroom Beachfront Villa/ Villa Ghan'nu	Rp 39,600,000	Rp 38,300,000	Rp 41,480,000

INCLUSIONS

- **Round-trip transfer from Tambolaka Airport**
- Gourmet breakfast each morning
- Minibar stocked with refreshments and snacks
- Rental of paddle boards, kayaks, and surfboards
- Bicycles and e-bikes available for rental
- Guided snorkeling excursions aboard our traditional Jukung boat (offered three times a week)
- Daily group yoga and meditation sessions
- 24-hour access to our state-of-the-art gym
- Access to our dedicated Kids Club
- High-speed Wi-Fi throughout the property
- **15% off Excursions & Spa** (*valid only for Pre Booking*).

BENEFITS

The following benefits are included with a **3-Nights MLOS**:

- **One Personalized Cap Karoso 'apéro'** at Apicine (a choice of glass of wine or signature cocktail and hors d'oeuvres or small appetizers).
- Extra Benefit – **Villas**:
 - 2 Hours Experience (A choice of Traditional Village Visit, Weekuri Lake or Mandorak Beach).

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TERMS & CONDITIONS

- Rates are valid for bookings made within a **90-days window**.
- Rates include breakfast at the Beach Club.
- Quoted rates are in US Dollar (\$) per room, per night.
- Rates are inclusive of 21% government tax and service charge and are non-commissionable.
- Maximum booking limit: Up to 7 rooms can be booked per day using these rates.
- Exclusive to wholesale FIT/transient bookings only; these rates do not apply to group bookings.
- Group and Wedding rates are available upon request. Group bookings range from 8 to 12 units (24 guests). Bookings above 12 rooms per night will be considered a buyout package (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.
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- **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).**

SURCHARGE / SUPPLEMENT

- **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).

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- Upgrade to **Full Board Package** is at **\$121 net** / person / night, inclusions 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: An Indonesian restaurant centered around the vibrant influences from the East of the archipelago.
 - Coffee and tea are available throughout

CANCELLATION POLICY

- **Non-Refundable**
- Reservation can be modified **90 days prior** (unable to be cancelled) to arrival to avoid the full stay penalty fee.

PAYMENT POLICY

We require a 50% deposit to confirm the booking, and the balance to be paid **ninety (90)** days prior to arrival.

MINIMUM LENGTH OF STAY

- **No Minimum Length of Stay** for Low, High and Festive.

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.

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.