



PUBLISHED RATES FOR ALL MARKETS 2020-2021

ESTATE NAME	RATES in US \$		
	GREEN SEASON	SHOULDER SEASON	HIGH SEASON
VILLA TYPE (Number of Villas)	RACK ++	RACK ++	RACK ++
RAJA MENDEKA			
5-Bedroom Estate	\$ 13,295	\$ 16,695	\$ 17,445
2-Bedroom Villa (A&C)	\$ 8,745	\$ 10,295	\$ 11,045
1- Master bedroom Villa (A)	\$ 8,095	\$ 9,245	\$ 9,595
1-Bedroom Duplex Villa (3)	\$ 1,595	\$ 2,245	\$ 2,445
1-Wave Front one bedroom villa (C)	\$ 1,095	\$ 1,595	\$ 1,995
HAWERI (1)			
5-Bedroom Estate	\$ 6,895	\$ 9,745	\$ 11,745
4-Bedroom Estate	\$ 5,845	\$ 8,045	\$ 9,745
3-Bedroom Estate	\$ 4,995	\$ 6,895	\$ 9,095
2-Bedroom Estate	\$ 4,095	\$ 5,645	\$ 8,745
1-Bedroom Estate	\$ 2,995	\$ 4,345	\$ 8,395
TREE HOUSE (MAMOLE)			
3-Bedroom Estate	\$ 6,045	\$ 7,295	\$ 7,295
PUNCAK			
4-Bedroom Villa	\$ 6,595	\$ 7,695	\$ 7,695
LANTORO			
4-Bedroom Estate	\$ 3,845	\$ 5,895	\$ 7,145
2-Bedroom Villa (1)	\$ 2,245	\$ 3,795	\$ 4,195
1-Bedroom Villa (2)	\$ 895	\$ 1,195	\$ 1,645
WAMORO			
4-Bedroom Estate	\$ 3,845	\$ 5,895	\$ 7,145
2-Bedroom Villa (1)	\$ 2,245	\$ 3,795	\$ 4,195
1-Bedroom Villa (2)	\$ 895	\$ 1,195	\$ 1,645
KASAMBI			
4-Bedroom Estate	\$ 3,845	\$ 5,895	\$ 7,145
2-Bedroom Villa (1)	\$ 2,245	\$ 3,795	\$ 4,195
1-Bedroom Villa (2)	\$ 895	\$ 1,195	\$ 1,645
MARANGGA			
1-Bedroom Honeymoon Villa (4)	\$ 1,650	\$ 2,445	\$ 2,895
LAMBA			
Wave Front 1-Bedroom Villa (2)	\$ 1,095	\$ 1,595	\$ 1,995
LULU AMAHU			
2-Bedroom Villa (1)	\$ 1,395	\$ 2,145	\$ 2,695
1-Bedroom Villa (1)	\$ 1,145	\$ 1,895	\$ 2,245
KANATAR			
Sumba 1-Bedroom Duplex Villa (2)	\$ 895	\$ 1,195	\$ 1,645
Rack / Published Rates are exclusive of 11% government tax & 10% service charge			
Extra Person, Government tax & service charge are non-commissionable			
RATES ARE PER VILLA PER NIGHT AND BASED ON SINGLE / DOUBLE ROOM OCCUPANCY			

NIHI SUMBA

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GREEN SEASON	SHOULDER SEASON	HIGH SEASON
1 NOV 2020 -15 DEC 2020	20 APR 2020 - 31 MAY 2020	01 APR 2020-19 APR 2020
09 JAN 2021-09 FEB 2021	7 SEPT 2020 – 31 OCT 2020	1 JUNE 2020- 6 SEPT 2020
18 FEB 2021-31 MAR 2021	FEB 10 2021-17 FEB 2021	16 DEC 2020 - 08 JAN 2021

MINIMUM NIGHT STAY

A minimum stay of 3 nights is required all year round EXCEPT in High Season and Chinese New Year (Feb 10-Feb 17, 2021) when a minimum stay of 5 nights is required.

ROOM RATE INCLUSIONS:

- All meals - breakfast, lunch, dinner, morning/afternoon snacks and all non-alcoholic drinks.
- Wi-Fi Internet.
- Mini Bar (1 full re-stock per day).
- 6 pieces per person per day (NB: dry cleaning is not available at the resort)
- Tour of the Sumba Foundation Projects.
- Activities by sea: stand-up paddle boarding and snorkeling around Nihiwatu beach (when weather conditions permit).
- Guests can participate in our scheduled group yoga & meditation classes at the Yoga Pavilion.

Please note that all additional activities and services, not stated in the above, including alcoholic beverages, tobacco, fishing trips, boat excursion, jet ski, tow surfing, spear fishing, private Yoga/Pilates/TRX instruction, private surf lesson, waterfall treks, additional surfer spots, spa treatments, boutique purchases, private discovery trips and babysitter services, are available at additional charges.

MAXIMUM VILLA OCCUPANCY & EXTRA PERSON RATES

Raja Mendaka 2 Bedroom Villas / Haweri / Lulu Amahu / Kasambi / Wamoro / Lantoro / –
Maximum occupancy *per bedroom*: 2 adults plus 1 adult or 2 adults plus 2 children at extra charge (see below).

Raja Mendaka 1 Bedroom Duplex Villa / Kanatar Villas
Maximum occupancy *per bedroom*: 2 adults plus 1 adult or child at extra charge (see below).

Puncak / Tree House (Mamole) / Marangga / Lamba Villas
Maximum occupancy *per bedroom*: 2 adults.
NB – only baby cots can be accommodated as extra in these villa categories (complimentary).

Additional person charges:

Adults & children aged 12 & over	USD295++ per person per night
Children aged 6 – 11	USD145++ per person per night
Children aged 5 & under	Complimentary

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



TOUR OPERATOR ROOM RATE MANAGEMENT

Should the tour operator sell the room on a room only or bed and breakfast basis, the mark-up must be equivalent to the hotel's best available public rate. The tour operator may not sell or resell the contracted rates to any third party who uses the internet as a medium of advertising/distribution without the written consent of the Hotel.

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 notify via email, the email acknowledgement 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% deposit is required at the time of booking.
- The balance of 75% is required 3 months prior to 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:

- 120 – 91 days before arrival = 1 night of accommodation
- 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

No refund will be given for no-show or days not used resulting from early check out. In case of late arrival, the resort will be happy to extend a stay provided there are villas available 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

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FLIGHTS & AIRPORT TRANSFERS

Sumba is 400km east of Bali and an hour by air from Bali's Ngurah Rai International Airport. There are regular daily flights with two domestic airlines 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 maybe 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 1010 hrs	ETA Tambolaka 1145 hrs
Nam Air	ETD Bali 1420 hrs	ETA Tambolaka 1515 hrs

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

Nam Air	ETD Tambolaka 0820hrs	ETA Bali 0920 hrs
Wings Air	ETD Tambolaka 1200 hrs	ETA Bali 1335 hrs

Flight time maybe subject to change according to Nam and Wings Air schedule

Domestic flight costs booking via Nihi Sumba

Return flight at US\$ 500 plus 21% tax per person.

Price includes: VIP Service upon arrival In Denpasar, Bali, use of the VIP lounges at Bali and Tambolaka airports, 10 kg additional luggage allowance from the basic airfare inclusions, airport taxes, baggage handling and return transfers (share car) from Tambolaka airport to the resort.

These rates include 11% government tax & 10% service charge and are non-commissionable.

Airport Transfers in Sumba

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

Return transfer from Tambolaka Airport to Nihi Sumba is at USD 275++ per couple and USD 150++ per single

Return Airport transfer on a private car is at US\$470++ for a max of 4 people

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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 10 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 & Shoulder Season: 1 slot at USD 100++ per person per day

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

The above rate is subject to 11% government tax & 10% service charge and is non-commissionable
A maximum of 1 surf slot per villa applies. If your client is a surfer we need to know how many will be surfing at the time of paying the deposit. Adjustments will be made to invoices for additional surfers according to your response.

Please note that only registered surfers will be allowed to surf. These will have received a confirmation from the Boathouse time prior to their arrival, confirming their paid surf slot. 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 have to 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 has been received from the resort. A change of name is considered a cancellation and rebooking and is subject to availability at the time of the name change.

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

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 cover against all risks associated with overseas travel and appropriate medical and other insurance prior to departure from their country of origin. A visit to Indonesia, and particularly a remote destination such as Sumba, entails an element of risk and 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)

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that may occur whilst using any of the services provided by the Nihis Sumba or third parties contracted.

It is the responsibility of every client (including individuals, companies and other legal entities) to assess their own insurance requirements and to organise 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 organise appropriate insurance then neither Nihis 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 Nihis Sumba.

VALIDITY

The rates & conditions in this agreement are valid from APRIL 1, 2020 to MARCH 31, 2021.

Kindly verify and advise us your approval by signing and returning us by facsimile or email.

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

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