



2019/2020 NEGOTIATED RATE AGREEMENT

_____, DD MM YYYY

Dear _____,

It is a pleasure to welcome SPHM Hotel to our rate program 2019/2020. The preferred rates that will apply from **April 01, 2019 – March 31, 2020** are as follows:

1. RATES

Room Type	Published Rates		Your Preferred Rates		Rates include
	Single IDR	Double IDR	Single IDR	Double IDR	
Deluxe	1,350,000	1,350,000	500,000	500,000	<ul style="list-style-type: none">Daily International Breakfast BuffetAdmission to the Water Park for 2 persons per dayTea & Coffee Making Facilities in the Room
Deluxe Elite	1,450,000	1,450,000	550,000	550,000	
Executive Suites	2,870,150	2,870,150	1,580,000	1,580,000	
Ambassador Suites	3,957,550	3,957,550	1,780,000	1,780,000	
Diplomatic Suites	6,377,550	6,377,550	2,980,000	2,980,000	
President Suites	11,295,000	11,295,000	5,780,000	5,780,000	

- Rates are quoted in IDR.



- Rates are include 10 % Service Charge and 11 % Government Tax (Nett).
- Rates are non-commissionable.
- Extra bed surcharge is IDR 250,000 Nett (include 10 % Service Charge and 11 % Government Tax).
- Children under the age of 12 stay complimentary when sharing the room with their parents and utilizing the existing bedding.
- Rates are not applicable to groups (10 rooms and more).
- Rates are subject to availability and may be periodically closed or increased for yield management purposes based upon occupancy levels at the discretion of the hotel management.
- Rates cannot be published or promoted electronically without prior consent of the hotel and any violation of this rule will be seen as breach of contract.
- Negotiated corporate rates are strictly confidential and based on the client's anticipated production volume.

Description	Published Rates		Your Preferred Rates		Explanation
	Week Day IDR	Weekend IDR	Week Day IDR	Weekend IDR	
Golf	830,000	930,000	710,000	810,000	<ul style="list-style-type: none"> • Daily International Breakfast Buffet • Admission to the Water Park for 2 persons per day • Tea & Coffee Making Facilities in the Room
Deluxe	1,350,000	1,350,000	500,000	550,000	
Grand Suites	1,450,000	1,450,000	550,000	600,000	

2. RESERVATIONS

Individual reservations can be made by calling the hotel's reservations office at +62 821 4586 2051. For group reservations (10 rooms and more), contact the hotel's sales department at + 62 812 9444 1224 or per e-mail at reservation@sphmhospitality.com

3. PAYMENT

Each individual guest is responsible for all charges to be paid upon departure. To guarantee these charges, we require a valid credit card or cash deposit at the time of check-in. If a credit card is used, an authorization in the amount of full room, tax and \$ 50.00 per day for incidentals will be assessed. If leaving cash deposit, the amount of full room, tax and \$ 50.00 per day for incidentals will be required. Hotel will strictly deny check-in if sufficient payment-guarantee is not provided upon arrival. Please inform your guests of their payment and guarantee responsibilities prior to their arrival at the hotel.

If you wish to arrange direct billing or provide payment-guarantee for the guests, please contact our sales department at least 14 days prior to guests' arrival. If payment for room and tax is guaranteed by you or if direct billing is established, individual guests will only be responsible for incidental charges.



8. ANTICIPATED PRODUCTION VOLUME

As preferred rates are based on the anticipated production volume, the hotel expects a minimum production of 200 room nights throughout the effective term of this agreement. This is not to be understood as a production commitment but as a production target. The production will be reviewed by the hotel on a monthly basis, and if the hotel sees a trend that clearly indicates that the production target may not be realized, it reserves the right to terminate this agreement with a 30-day written notice and without any further liability for either party. A termination of this agreement will have no impact on any of your in-house guests, neither on any pending reservations, which will be honored as long as payment guarantee is provided as per standard hotel policy.

9. CONCLUSION

It is mutually agreed and understood that the performance of this agreement is subject to government regulations, natural disaster, civil disorder, curtailment of transportation facilities and other events beyond the control of either party. Any one or more of the foregoing reasons may substantiate grounds for termination of the agreement.

Both parties have agreed to and have executed this agreement by their authorized representatives as of the dates indicated below.

Date: _____

Date: _____

Date: _____

Sales Manager

Senior General Manager

Position
Chief Executive Officer