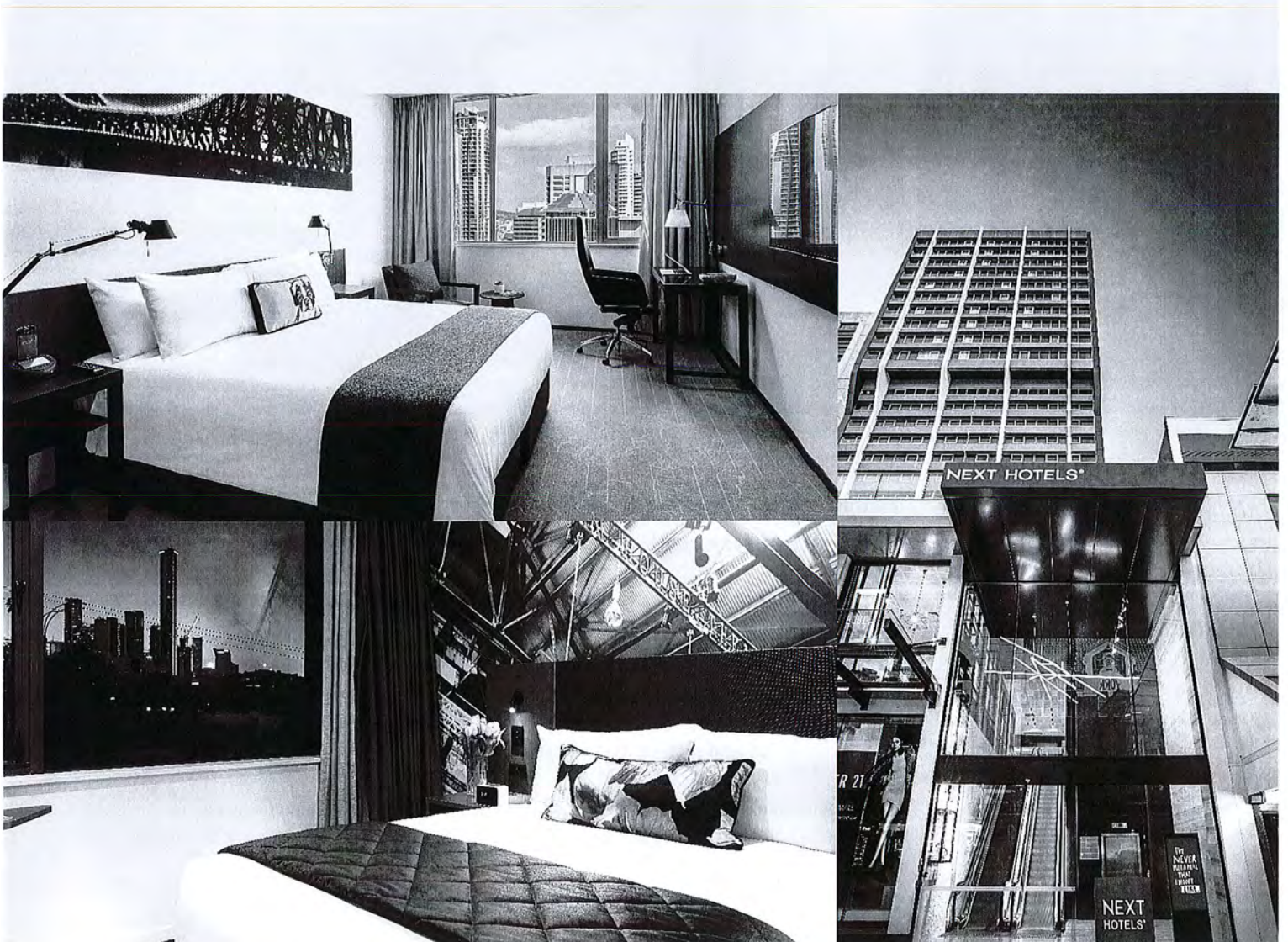




NEXT HOTELS
& RESORTS®

Next Hotels Preferred Rate Proposal

University of Newcastle
Submitted by: Kristina Kulchar
Date: 21 November 2017



EXECUTIVE SUMMARY



Thank you for the opportunity to participate in the University of Newcastle 2018 Preferred Hotel Programme.

Next Hotels & Resorts propose the following negotiated rates for Next Hotel Brisbane, Sage Hotel James Street, Chifley Apartments Newcastle, Sage Hotel Wollongong, Sage Hotel Ringwood, Sage Hotel Adelaide, Chifley on South terrace Adelaide, Country Comfort Adelaide, Sage Hotel West Perth and Country Comfort Inter City Belmont Perth based on your volume requirements, contained in this proposal are corporate preferred nett room rates bookable via your preferred travel agent or direct.

It is our understanding that a number of key evaluation criteria have been identified as important to University of Newcastle and this proposal is based on meeting and exceeding those needs.



NEXT HOTELS
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EXECUTIVE SUMMARY



Pricing – our pricing represents significant savings based on volume as outlined.

Capability and Experience – with over 25 years owning, managing and franchising hotels, Next Hotels & Resorts demonstrates proven ability.

Company Standing – Next Hotels & Resorts is innovative and is able to quickly respond to (Company Name) in the Asia Pacific and market demands.

Coverage – with a diverse portfolio of hotels across all major states and territories in Australia & New Zealand, a growing portfolio across the Asia Pacific, meeting all travellers' needs.

Account Management – As your dedicated Senior Account Manager, I will provide Strategic Account Management including implementation, quarterly review meetings, a defined mechanism for providing feedback, and co-ordination of communication between our organisations.

Safety – For Next Hotels & Resorts, our guest safety and security is our highest priority. Regular audits are conducted for all safety policies and procedures.

Environmental – Next Hotels & Resorts participates in a number of initiatives including the reduction of our carbon footprint and sustainable development.

Quality – our hotels are continually recognised at a national level by our industry peers in award presentations. Similarly, our guest feedback rates highly through our internal indicators – Insights.

Implementation and Transitioning – this remains a key priority through the delivery of the Strategic Account Management Plan. Upon selection, the agreement is communicated to the hotel's General Manager and key operations team members. Rates are loaded into the hotels' property management system together with Travel Agents GDS (where applicable). Policy and procedure is written and communicated to line staff to identify company rate at time of reservation. Rates are audited on day of arrival to ensure correct company rates are loaded.

Initiatives and Innovation – the long-term goal of Next Hotels & Resorts is to become the largest hotel company within the Asia-Pacific region giving us a platform to continue to deliver high quality products and services.

ABOUT NEXT HOTELS & RESORTS



What is Next Hotels & Resorts?

Formerly SilverNeedle Hospitality, Next Hotels & Resorts takes its name from our flagship hotel brand, Next Hotels. Powered by technology and innovation, our hotels are highly-specialised, providing our guests with precisely what they need, whether traveling for business or leisure.

Next aims to be first to market with truly new hospitality concepts that have never been done before.

Who is behind Next Hotels & Resorts?

Next Hotels & Resorts are part of Next Story Group, a Singapore-based company reimagining hotels and urban spaces. Seeing each real estate asset as a living ecosystem, Next Story Group precisely optimises each space's design and performance based on customer demand. With experienced leaders in design, marketing, operations, and emerging technology, the group's brands include Next Hotels & Resorts, Kafnu, Brand Karma, and Virsa.

ABOUT NEXT HOTELS & RESORTS



Our promises are based on our uncompromising values of:

Authenticity – By being open, honest and respectful to all, we consistently deliver excellence to our customers, our teammates and ourselves.

Trust – We rely on each other to provide the support and guidance we need to achieve our goals and satisfy the needs of our guests, business partners and internal customers. Our actions always pass the test of public and internal scrutiny.

Resilience – Our persistence and strength in keeping ourselves aligned with our long-term strategies will reap superior results. We recognise that flexibility and adaptability are key enablers for successful business performance.

Innovation – We provide one another with freedom to explore new ideas and discover better ways to do work. We strive to create and implement products and experiences of high quality and value.

Passion – Our passion fuels our pursuit of delighting our guests at each and every opportunity.

OUR BRANDS



Next Hotels - Our Upper Upscale Brand

Designed to Make Your Time Count

We know the importance and value of time so we've looked at our offer from a modern business traveller's point of view, to see how we can offer greater flexibility where it counts and a more empowering user experience by recognising the guest as an individual, anticipating needs and placing the guest in total control of their stay.

Supported by the Brand Pillars:

Next Space - Designed to work for you and for you to work

Next Technology - Designed to let you get things done, on-time, in-time, every-time

Next Service - Designed around your personal business lifestyle

- Upper upscale, full-service hotels
- Next Hotels embody all the fine traits of the modern urban lifestyle empowering our guests with choice, flexibility and control
- Customer-centric, our design approach is to eliminate, reduce, enhance and add to the traditional hotel offerings and to provide greater value in areas that matter most to our guests and owners



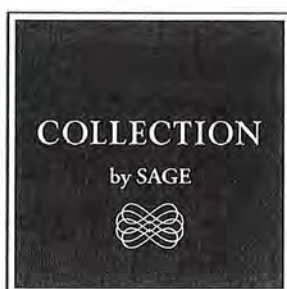
Sage Hotels - Our Upscale Brand

The Complex Made Simple, The Simple Made Special

We know how important making things uncomplicated is when you are in an unfamiliar place or when business duties call. That's why every stay bears the hallmarks of simplicity, familiarity and consistency you look for.

Sage Hotels cater to the business traveller who looks for the familiar and wants to feel at home and cared for.

- Upscale, full-service hotels
- Sage Hotels are located in primary and secondary urban cities, CBD and CBD fringes and primary transportation hubs



Collection by Sage – Our Luxury Brand

Unique and Authentic Experiences

In Special and Desirable Locations

Where Service Excellence Comes as Standard

Serving the leisure needs of the business traveller, Collection by Sage is a portfolio of independently owned and branded luxury boutique hotels and resorts.

- Award-winning properties
- 'Best-In-Class' Culinary Experience
- Traditional Asian-rooted Healing Therapies
- Neighbourhood Programmes
- FREE WIFI High-speed broadband in common areas and rooms



NEXT HOTELS
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OUR BRANDS



Chifley - Our Upscale Brand

- Upscale full-service hotels with meeting facilities
- Located in capital cities and growing urban locations
- For business travellers and short break leisure guests
- Currently have 3 Chifley Hotels in Australia with 186 rooms in total



Country Comfort - Our Midscale Brand

- Midscale hotels of 3 to 3.5 star rating
 - Situated in convenient locations within major regional towns and cities
 - Ideal accommodation and services for regional travellers
- Currently have 13 Country Comfort Hotels in Australia with 791 rooms in total



Sundowner - Our Economy Brand

- Typically small to medium-sized motels in the economy segment
- Roadside locations in a range of country towns and rural areas
- Suited to motorists travelling for business or leisure
- Currently have 8 Sundowner Hotels in Australia with 240 rooms in total

OUR COMMITMENT, OUR PEOPLE



The structure of our National Sales Team, with satellite offices in Sydney, Brisbane, Melbourne, Perth and Adelaide provides corporate clients with a dedicated Territory Manager to act as one point-of-contact for all Next Hotels. This gives us the ability to respond quickly to specific needs and requests, and negotiate on behalf of our clients with individual hotels, through one central contact.

An integral part of the Territory Manager's role is to develop a Strategic Account Management Plan for all major accounts. This plan provides the framework to effectively service the needs of our clients by identifying their criteria for purchasing accommodation, establishing key contacts within the organisation and within Travel Management Companies, and implementing the appropriate call cycle and communications.

Strategic Account Management is a unique, valued-added service offered by Next Hotels and provides the following additional services to our business partners:

- Quarterly meetings with client to review accommodation purchasing criteria, production reports, service levels, and make recommendations to improve processes;
- Quarterly meetings with Travel Management Company (if one is appointed) to review production reports, service levels, and make recommendations to improve processes;
- Defined mechanism and process for lodging any issues or feedback as agreed with the client. For example, an email should be sent to the Account Manager, with Account manager calling client to confirm acceptance;
- 24-hour turn-around on any guest complaints and issues raised by client or Travel Management Company
- Keep client up-to-date with names/changes to key staff including Hotel Managers, Reservations staff and Central Reservations.

OUR COMMITMENT, OUR PEOPLE



Key Staff Contact List

Contact	Position	Region	Email	Phone
Sharon Cauldwell	Director of Sales	ANZ	Sharon.cauldwell@nextstory.com	0416 010 129
Elise Bradbury	Sales & Marketing Executive	ANZ	elise.bradbury@nextstory.com	+61 2 8962 2521
Kristina Kulchar	Territory Sales Manager	NSW	Kristina.kulchar@nextstory.com	0449 904 422
Tania Sissaguian	Territory Sales Manager	NSW	Tania.sissaguian@nextstory.com	0438 786 174
David Bayly	Sales & Marketing Manager	Sage Hotel Wollongong	David.bayly@sage-hotels.com	0405 167 687
David Ingram	State Sales Manager	VIC, TAS & WA	david.ingram@nextstory.com	0406 383 622
Michele Kerrigan	Business Development Manager	Sage Hotel Ringwood	Michele.kerrigan@sage-hotels.com	0414 370 743
David Grove	Sales & Marketing Manager	Sage Hotel West Perth	David.grove@sage-hotels.com	0404 002 777
Luke Tuckwell	Territory Sales Manager	SA	Luke.tuckwell@nextstory.com	0420 962 501
Sarah Simson	Territory Sales Manager	QLD	Sarah.simson@nextstory.com	0416 880 564
Donna Ferguson	Business Development Manager	Sage Hotel James Street	Donna.ferguson@sage-hotels.com	0449 903 598
Kimberly Hamilton	Business Development Manager	Next Hotel Brisbane	Kimberly.hamilton@nexthotels.com	0416 873 648



CONFERENCES, MEETINGS & EVENTS

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NEXT HOTELS
& RESORTS'

Next Hotels & Resorts specialise in meeting the needs of small to medium-sized conferences and events. With hotels in capital cities, city fringe, country and coastal destinations, and with such a diverse range of hotels, we have something to offer every client to ensure their conference objectives are achieved.

The Next Hotels website has been designed to facilitate a search to find the best venue for your needs, including searches by state and venue capacity. Each hotel webpage provides comprehensive information on floor plans, seating capacities, room dimensions, and other features such as natural light, adjoining terrace or pre-function facilities. In addition, an on-line enquiry form is available which is sent directly to the hotel of interest for a 24-hour turn-around.



CONFERENCE COMMITMENT



At Next Hotels & Resorts, we know you have key conference objectives. Our 'Conference Commitment' is your assurance that we will meet our promises so you can achieve your desired results.

1. Support in finding the right venue

- Visit our website for full details of conference floor plans, room configurations, special offers and unique ideas to make your conference or meeting memorable
- Online enquiry facility makes information search easy and efficient
- Hotel Family night for organiser of every conference booking generating 15+ room nights

2. Understanding and responding to your needs

- Turn around on your quote within 24 hours
- Comprehensive quote tailored to meet your specific needs

3. Your stress-free conference

- Met on arrival by Function Sales Manager or Supervisor for briefing on final details
- Room set to expectation
- All equipment in working order
- Additional stationery items on hand for delegate use
- Phone available in every conference room for staff member assistance at any time

4. A conference to remember

- Breaks served on time as agreed between organiser and hotel
- Fresh, delicious and delectable meals and breaks reflecting the best of scrumptious local produce, presented with flair for a healthy body and mind
- Break areas arranged for relaxation to refresh the mind and stimulate ideas and conversation

4. A conference to remember

- Breaks served on time as agreed between organiser and hotel
- Fresh, delicious and delectable meals and breaks reflecting the best of scrumptious local produce, presented with flair for a healthy body and mind
- Break areas arranged for relaxation to refresh the mind and stimulate ideas and conversation

5. Your successful conference conclusion

- Debrief with conference supervisor regarding conference outcomes, successes and feedback
- Account delivered to conference organiser within 7 days

PREFERRED CORPORATE RATE PROPOSAL



University of Newcastle

Valid 01 January to 31 December 2018

Linda Murdoch, Category Manager, Strategic Procurement, Financial Services

Ph: +61 2 4913 8190

E: linda.murdoch@newcastle.edu.au

Hotel	Room Type	Rate (LRA)	Additional Information	Blockout Dates
Next Hotel Brisbane	Next Standard Room Next Deluxe Room	10% off Best Available Rate of the day	Complimentary Wi Fi Breakfast continental from \$19.50 add one main hot item for \$10, complimentary 4 mini bar items per day, Next Lounge access, parking from \$35	Ed Sheeran - 20 - 21 March 2018 SOO - 11 July 2018 Riverfire - 29 Sept 18 NYE 31 Dec 18
Sage Hotel James Street	Sage Standard Queen Room		Complimentary Wi Fi Breakfast from \$20.00 one main item and coffee Self parking \$25.00 Free transfers up to 5km radius	State of Origin- 11 July 2018 NYE 31 Dec 18
Sage Hotel West Perth	Standard Room Superior Room		Complimentary Wi Fi Breakfast \$20 Continental, \$26 Full Breakfast	Nil
Sage Hotel Ringwood	Standard King/Twin Room Deluxe Twin		Complimentary Wi Fi Breakfast full \$25, Continental \$15	Nil
Sage Hotel Adelaide	Standard Superior Room Executive Room		Complimentary Wi Fi Breakfast \$15 continental, \$25 full Parking \$10 per 24 hours	The Adelaide 500 1- 4 March 2018 - Dates TBA
Sage Hotel Wollongong	Deluxe Room Executive Balcony Room		Complimentary Wi Fi Breakfast Continental from \$23.50 Car Parking \$7.00	Wigan Warriors and Hull FC - 8-11 February 2018 23-24 March 2018 Special Event 6 - 7 April 2018 NYE - 31/12/2018
Country Comfort Adelaide	Double or Twin Room Family Room		Wi Fi \$20 first 24 hours, \$10 subsequent 24 hour block , Breakfast \$15 continental, \$25 full, parking \$5 per 24 hours	2018 - Dates TBA



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Country Comfort Inter City Belmont Perth	Deluxe Room Executive Room	10% off best Available Rate of the day	Complimentary Wi Fi Breakfast Continental \$20, \$26 full Parking no charge	Nil
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Terms and Conditions:

- Rates are nett.
- Rates apply for single, twin & double-share, unless otherwise specified. Rates are per room per night.
- Hotel rates are GST inclusive and quoted in Australian Dollars.
- Rates are valid Monday to Sunday inclusive unless advised.
- Cancellation policy is 24 hours for all hotels, please note fees may apply for cancellations within 24 hours of arrival. Please check when making your reservation.
- Availability restrictions may apply during peak / special event periods.
- Rates are available for use by company employees travelling for business or leisure.
- Rates can be booked direct to our hotels, through our Central Reservations office 1800 303 186 or through your travel agent.
- Credit card surcharge will apply when any payment is made via credit card. 1.5% of the amount charged will apply when using Visa or MasterCard and 3% for American Express & Diners Card.
- For Special Events Periods above and public holidays, rates and conditions will be quoted upon application – subject to availability.
- In the event a hotel is sold, significantly upgraded or a transfer of business occurs during the contract period, contracted rates for the hotel concerned may terminate or be renegotiated.
- Next Hotels reserves the right to add block out dates for any Special Events announced after this agreement is signed.

I accept the above rates on behalf of University of Newcastle:

Signed: Paul Dunn

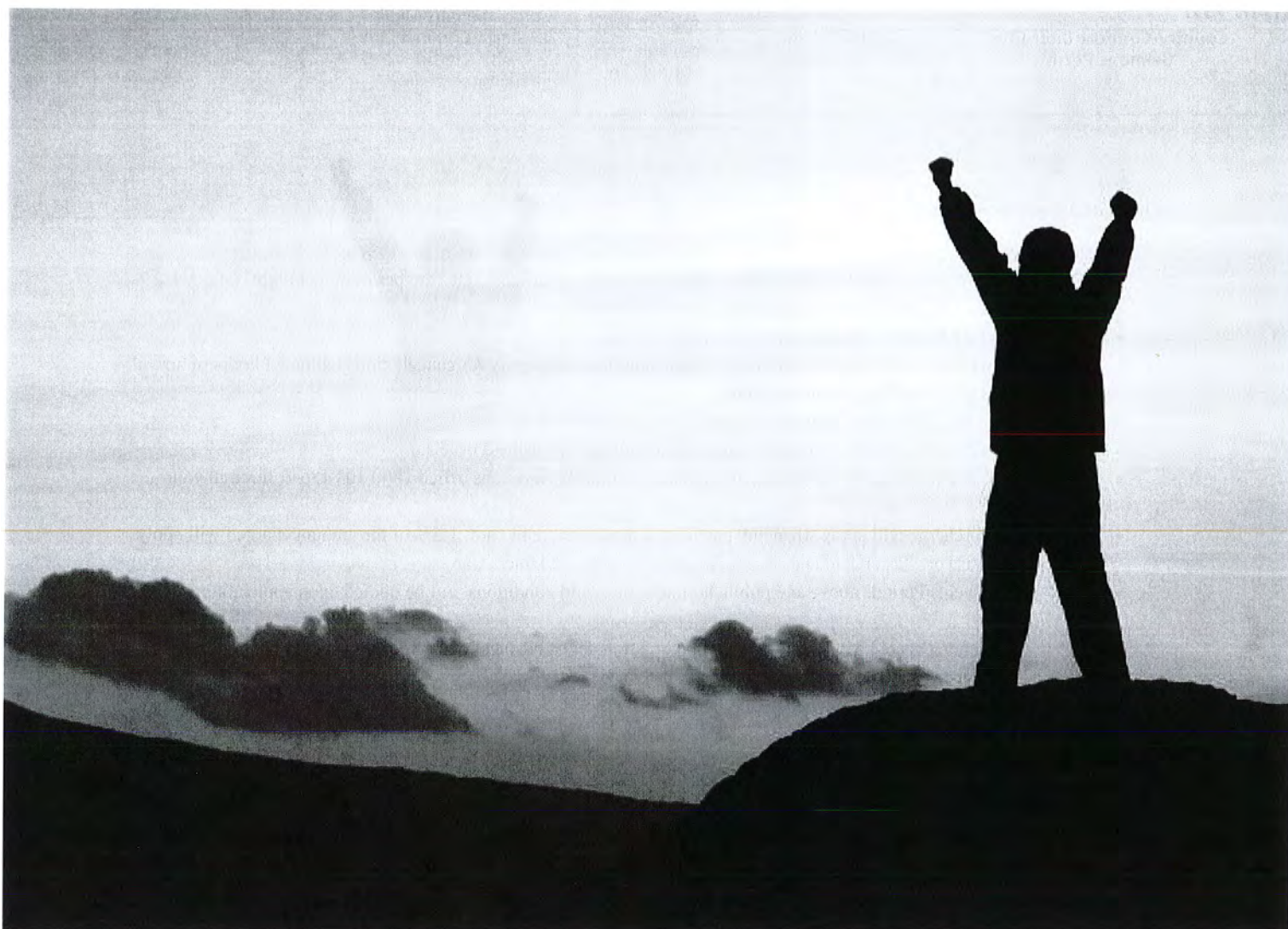
Date: 22/11/17

Name: PAUL DUNN

Position: CHIEF FINANCIAL OFFICER



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Email: bookme@nextrhotels.com

Book online at: <https://www.nextrhotels.com>

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