



## MEANINGFUL JOURNEY

Ekosistem Hotels and Villas is a distinctive collection of Boutique Hotels, Luxury Villas, Eco-Retreats, Day Spa and Dining located in some of the most sought-after destinations in Bali. We aim to practice the genuine philosophy of sustainable tourism, empowering the local society and to be socially responsible. It is an invitation to rediscover the laid-back vibe of the island, an uplifting experience that is uniquely beautiful.

Embodies the genuine spirit of loving-kindness, our passion is to create a life-affirming and meaningful journey which allow you to immerse into the local cultures, wonderful traditions and help you to explore the beauty of Bali responsibly.

## TRI HITA KARANA

Tri Hita Karana is a traditional philosophy for life on the island of Bali and has become our shared values at Ekosistem Hotels and Villas. It is derived from the Balinese spiritualism and beliefs which promote harmony among fellow human beings; harmony with the nature; and harmony towards God which manifested in numerous rituals and offerings.

## WHAT WE BELIEVE

Our vision is to always respect and promote cultural heritages, increase positive impacts to the environment, and improve the prosperity of the local community.

We breath, passionate and believe in our five pillars: "PEOPLE, PLANET, PROSPERITY, PEACE, PARTNERSHIP"







## HOW WE MAKE A POSITIVE IMPACT

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Tourism has become one of the most important sectors in Indonesia, especially Bali. We are grateful to be blessed with magnificent nature, beautiful culture and unique local traditions. In our mission to contribute, preserve and improve the positive impact of the tourism, we dedicate ourselves and our company activities to follow the principle of sustainability thru continuous process and constant improvement.

### Our Wonderful Team

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They are the true heart and soul of our organization. We focus closely on their wellbeing by nurturing their talents, provide educational trainings, creating positive working ecosystem and a balanced way of life.

### Support Local

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We always prefer and love to support local products, partners and suppliers. It will help to continually improve the prosperity of the local community.

### Respect Culture and Tradition

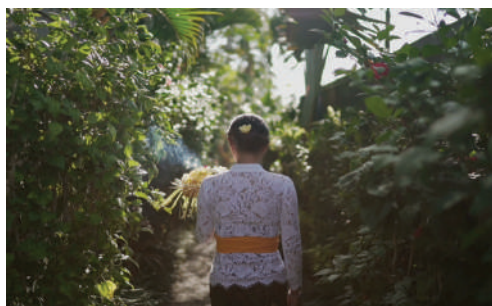
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We educate our guests with local knowledge and provide them with what DO'S and DONT'S. When designing travel experience, we always listen to the local society, respect the indigenous culture and traditions.

### Plastic Free

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Within our entire operation we avoid using single use plastic. We encourage our guest to bring their own refill-able bottle and they can refill their bottle with us free.







## Waste Management

Our goal is to minimize waste to the landfill by doing composting and separation between organic and non-organic waste. Whenever possible we also incorporate latest technology on STP (sewage treatment plan) in our

## Sustainability Planning

To cooperate with the experts to help us to better plan our daily operations, activities and our future projects to be more eco-friendly and to minimize the negative impacts to the environment.

## Natural Resources Conservation

This include the use of Solar PV to reduce the consumption of the conventional electricity supply, also the integration of grey water treatment technology so that the shower water and bathroom tap water can be recy-

## Inspire Others

We do hope our little steps in supporting sustainable practices and eco-friendly approach can inspire our friends within tourism and hospitality industry. Moving towards sustainable future, together.





## FOUNDER AND CHAIRMAN

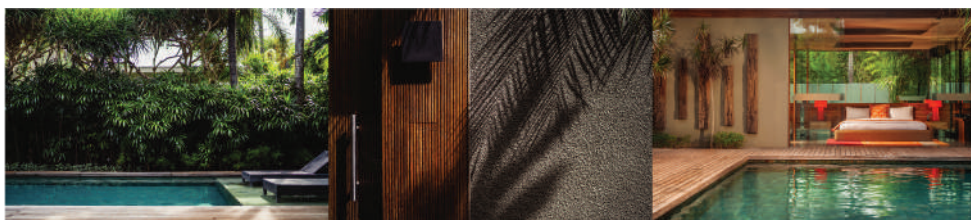
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### Wayan Winawan

Born and growing up in Bali, Wayan Winawan is the founder and chairman of Ekosistem Hotels and Villas. He is a seasoned hotelier who is naturally gifted and brings with him 25 years of local and international experience that he gained from some award-winning resorts, including Le Meridien Singapore, Ritz Carlton Bali, The Villas, Prana Spa, Karma Resorts and some other luxury establishments across the island. He genuinely believes in the philosophy of "loving-kindness" and the principle of "everything is connected".

Wayan Winawan is a certified GSTC - Global Sustainable Tourism Council, a global initiative promoting sustainable tourism practices worldwide. He is also a Strategic Partner and Senior Advisor at MarkPlus. Inc. and an active member of IMA (Indonesian Marketing Association), serving as a Director of Tourism.

Away from his daily life as an enthusiastic hotelier, Wayan Winawan practices meditation, where he finds the true meaning of a harmonious mind and balanced life. He is serving as a Meditation Instructor at Bali Usada Meditation.



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## OUR TEAM

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Putu Agus Mahardika (Dika)

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General Manager

Aura Adelia (Aura)

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Commercial and Revenue Optimization

Gede Susastra (Sastra)

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Finance and Optimization

Ni Luh Arina Ratih (Rina)

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Wellness

Wayan Medang Setiawan (Chef Setiawan)

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Food and Beverages

I Nyoman Gede Tribayu Usadha (Bayu)

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Design and Webmaster

Ni Luh Martina Sukendar (Tina)

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Guest Experience and Sustainability

Ni Made Wardani

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General Admin

Nyoman Wisnawa (Wis)

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Housekeeping and Maintenance

Nyoman Sudiarta

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General Assistant





## SERVICES AND EXPERTISE

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We offer a comprehensive list of services and expertise with a holistic approach on result and impact. Ekosistem Hotels and Villas bring years of hands-on experience, proven techniques and tested solutions.

### Ongoing Management:

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1. Sales and Marketing:
  - Develop sales and marketing plans (short and long terms)
  - Manage the execution of the sales and marketing plan
  - Create a sales analysis
  - Responsible for overseeing sales and marketing activities including contracting and yield management
  - Re-positioning and re-branding (when necessary)
2. Operations:
  - Develop GAS (guideline action system) and management policies
  - Responsible for all aspects of operations
  - Assess and review operational performance
  - Develop training programs
  - Executive placement
3. Talent Development
  - Staff and talent recruitment
  - Human resources planning and development
  - Perform appraisals for management and staff
  - Create and execute training programs
4. Finance
  - Develop and create annual financial budget
  - Present monthly and annual financial statements (cash flow report, balance sheet, profit and loss report)
  - Annual capital expenditure planning
  - Manage purchases and accounts receivable and payable

## Pre-Opening Assistance:

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1. Project conceptualization
2. Property design and layout advice
3. Pre-opening budget development
4. Feasibility studies and financial projections including profit and loss statement, return on investment-planning
5. Sales and Marketing consultancy (sales & marketing plans, market study and PR planning)
6. Develop GOC (general operating criteria), critical paths and departmental check list
7. Develop guideline action system (GAS) for all departments
8. Advise on hotel information system (hotel IT system – FO, SM and Accounting)
9. Technical assistance

## Quality Assurance:

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We provide an off-site management service to identify key strengths and weaknesses pertaining to products and services available. This service includes a mystery shopper and a follow -up with advice, solutions and action plans.



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