

— LEGAL DOCUMENT

Referral Partner *Agreement*

This Agreement sets out the terms under which a Partner may introduce prospective real estate buyers to Nour Estates and receive a referral fee upon successful transaction closing.

VERSION
2.0

VALID
2025 – 2026

GOVERNING LAW
**Republic of
Indonesia**

JURISDICTION
Mataram, NTB

PARTIES TO THIS AGREEMENT

Nour Estates ("the Agency") — a real estate agency operating in South Lombok, Indonesia, AREBI-certified.

The Partner — the individual or entity who signs below, wishing to refer prospective buyers in exchange for a referral fee on the terms set out herein.

• Confidential — for approved partners only

ARTICLE 1

Pre-Check Obligation

Before registering any lead, the Partner must submit the prospective buyer's **full name and email address** to the Agency by WhatsApp or email and await written clearance. The Agency will respond within 24 hours confirming whether the buyer is already present in the Agency's CRM or active pipeline.

If the buyer is already known to the Agency, no registration may be submitted and no fee will be payable, regardless of subsequent transaction outcome. Proceeding to register a lead without prior clearance **invalidates the registration entirely**.

ARTICLE 2

Lead Registration

Upon receiving clearance under Article 1, the Partner may submit a full registration via WhatsApp or email. The registration must include:

- Buyer's full name, nationality, and verified contact details
- Buyer's stated budget and preferred property type and area
- Buyer's confirmed purchase horizon
- The Partner's tier claim and any supporting evidence

The Agency will confirm registration and the assessed tier in writing within **2 business days**. Only written confirmation constitutes a valid registration. Verbal agreements are not binding.

ARTICLE 3

Exclusivity Commitment

By submitting a registration, the Partner commits that they will not simultaneously or actively introduce the same buyer to any competing real estate agency operating in Lombok or Indonesia for the duration of the registration window.

This commitment applies to the Partner's active co-operation — it does not restrict the buyer's right to independently search for property. If the Agency discovers that the same lead has been actively submitted to competing agencies by the same Partner, the registration is **immediately void** and no referral fee is payable, regardless of transaction outcome or which agency closes the deal.

Referral Fee Structure

The referral fee applicable to a confirmed registration is determined by the tier assessed at the time of registration:

TIER & NAME	WHAT IT MEANS	FEE
Tier 1 Introducer <i>You bring the person. We do everything else.</i>	You introduce a buyer with genuine intent, an approximate budget, and a 12-month horizon. From that point, the Agency handles all property matching, viewings, negotiations, and closing.	0.5% of final sale price
Tier 2 Qualified Referral <i>You know exactly what they want.</i>	You have done real discovery work: exact budget confirmed, specific property type and area identified, clear criteria established, buyer ready to engage within 60 days. You hand us a fully briefed, purchase-ready buyer.	1.5% of final sale price
Tier 3 Co-broker <i>You stay the buyer's point of contact throughout.</i>	You are the buyer's primary contact from introduction to A/B closing. You manage the client relationship while the Agency handles all property, legal, and closing activities. Both sides work the deal together.	2.0% of final sale price

Tier is assessed solely by the Agency. The Partner may submit supporting evidence within 5 business days of confirmation to request a review. Misrepresentation of tier qualifications voids all fee entitlement.

ARTICLE 5

Conditions for Payment

A referral fee becomes payable only when **all** of the following conditions are satisfied:

- Pre-check clearance was obtained under Article 1 prior to registration
- Registration was confirmed in writing by the Agency under Article 2
- The referred buyer completes a property transaction introduced by the Agency
- The AJB (Akta Jual Beli) or equivalent binding transfer document is fully executed
- The Agency has received its full commission from the seller
- No exclusion or breach applies under any Article of this Agreement

No partial payment, advance, or payment-on-account is available at any earlier stage of the transaction.

ARTICLE 6

Lead Window & Expiry

A confirmed registration remains valid for **90 calendar days** from written confirmation. If the referred buyer has not signed an MOU or equivalent commitment within this period, the registration lapses automatically. The Agency may grant a written renewal of up to 60 additional days upon the Partner's written request made before expiry.

ARTICLE 7

Exclusions

No referral fee is payable where any of the following apply:

- The buyer was in the Agency's CRM or pipeline prior to pre-check clearance
- The buyer had prior direct contact with the Agency through any channel
- Pre-check clearance was not obtained before registration
- The Partner submitted the same lead to a competing agency (Article 3 breach)
- The Partner misrepresented tier qualifications or buyer details
- The registration has expired without renewal
- The transaction is cancelled or the Agency's commission is refunded or clawed back

ARTICLE 8

Payment Terms

Where a fee is payable, it will be transferred by bank wire within **14 business days** of the Agency receiving full commission from the seller at AJB signing. The Partner must provide bank details in writing in advance of closing. All fees are paid gross of tax. The Partner is solely responsible for any tax obligations arising from referral income in their jurisdiction.

Confidentiality

The Partner agrees to hold in strict confidence all information shared by the Agency — including property details, seller identities, pricing, transaction structures, and client information. This obligation survives termination of this Agreement without time limit.

ARTICLE 10

Partner Representations

The Partner represents and warrants that: they have the right to refer the buyer; no conflicting referral or commission agreement for the same buyer is in force with any third party; and all information provided in registration is accurate and complete.

ARTICLE 11

Termination

Either party may terminate this Agreement with 14 days written notice. Termination does not affect fee entitlements for registrations already confirmed prior to the termination date, provided all conditions of this Agreement are met.

ARTICLE 12

Governing Law & Disputes

This Agreement is governed by the laws of the Republic of Indonesia. Disputes shall be resolved first through good-faith written negotiation. If unresolved within 30 days, disputes shall be submitted to mediation or arbitration in Mataram, West Nusa Tenggara.

ACCEPTANCE & SIGNATURES

Agreement & Acceptance

By signing below, both parties confirm they have read, understood, and agreed to all 12 Articles of this Referral Partner Agreement. This Agreement becomes binding upon receipt of a signed copy by the Agency.

Nour Estates — the Agency

 Authorised signature

 Full name

 Title / position

 Date

The Partner

 Signature

 Full name

 Company / Agency name (if applicable)

 Email address

 WhatsApp / phone number

 Country of operation

 Date

How to return this agreement: Please sign, photograph or scan this page, and send it back to us by email at info@nourestates.com or by WhatsApp. You can begin the lead registration process as soon as we confirm receipt of your signed agreement. If you have any questions about any clause in this Agreement before signing, please reach out — we're happy to clarify.