



## RATE AGREEMENT

This agreement was reached between	<b>SALA Samui Chaweng Beach Resort</b> 19/F Thaniya Plaza Building Zone A/10 52 Silom Road Suriyawong , Bangrak Bangkok 10500	Date : 15 May 2017 Tel : 66 (0) 2 231 2588 Fax : 66 (0) 2 231 2589 E-mail : <a href="mailto:dos@salahospitality.com">dos@salahospitality.com</a>
And Tour Operator	<b>Hong Kong Convergent International Travel Development Ltd.</b>	Contact : <b>Ms. Candy Liu</b>
Address	Sinocentre 1403b, 582 Nathan Road MongKok Hong Kong	Position : Product Director Tel : 86 1369 494 3267 Fax : E-mail : <a href="mailto:candy.liu@huijhi-intl.com">candy.liu@huijhi-intl.com</a>

### A) ROOM RATES (APPLICABLE FOR WORLDWIDE MARKET ACCECPT THAI)

VALIDITY PERIOD	ROOM CATEGORY	SINGLE/ DOUBLE	ALLOT- MENT	CUT OFF
01 November 2017 - 21 December 2017	Pool Suite	8,500	N/A	14 days
	Pool Suite Partial Sea View	9,500	N/A	14 days
	Pool Suite Sea View	10,050	N/A	14 days
	SALA Pool Villa	10,550	N/A	14 days
	1BR Pool Suite Sea View	13,250		
Extra Person		2,700		

22 December 2017 - 07 January 2018	Pool Suite	19,800	N/A	30 days
	Pool Suite Partial Sea View	22,300	N/A	30 days
	Pool Suite Sea View	23,500	N/A	30 days
	SALA Pool Villa	24,750	N/A	30 days
	1BR Pool Suite Sea View	30,450		
Extra Person		3,800		

\*Note-Minimum 5-night stays during peak season arrivals 22 December 2017 through 03 January 2018

08 January 2018 – 15 April 2018	Pool Suite	12,450	N/A	21 days
	Pool Suite Partial Sea View	13,950	N/A	21 days
	Pool Suite Sea View	14,650	N/A	21 days
	SALA Pool Villa	15,300	N/A	21 days
	1BR Pool Suite Sea View	18,400		
Extra Person		2,700		

16 April 2018 – 15 July 2018 and 01 September 2018 - 31 October 2018	Pool Suite	9,450	N/A	14 days
	Pool Suite Partial Sea View	10,550	N/A	14 days
	Pool Suite Sea View	11,150		
	SALA Pool Villa	11,700	N/A	14 days
	1BR Pool Suite Sea View	14,900		
Extra Person		2,700		

16 July 2018 – 31 August 2018	Pool Suite	13,100	N/A	14 days
	Pool Suite Partial Sea View	14,600	N/A	14 days
	Pool Suite Sea View	15,350	N/A	14 days
	SALA Pool Villa	16,050	N/A	14 days
	1BR Pool Suite Sea View	19,350		
Extra Person		2,700		

All above rates are for room and breakfast, and are nett in Thai Baht (inclusive of taxes and service charge).

- All SALA Samui Chaweng Beach Resort rooms have a large “day bed” which can be made up into a bed for sleeping. Additionally, some rooms can also accommodate an additional person in a rollaway bed.
- Child 4 – 11.99 years of age sharing room with adult/s are free of charge (room only).
- Baby Cots are provided for free with subject to availability.

**Note :** For safety reasons reservations not accepted for children under 12 in a Pool Villa unless a waiver is signed by parents upon check in.

**B) MEAL RATES & TRANSFER**

Breakfast for Child	375
Lunch (Buffet or Set Menu)	950
Dinner (Buffet or Set Menu)	1,500
Christmas Eve (24 Dec 2017) Non -Compulsory	2,500
New Year Eve (31 Dec 2017) Non -Compulsory	4,000
Child 4 - 11.99 years	50% Discount
Airport Transfer	700 per car per way (maximum for 3 persons) 1,000 per van per way (maximum for 6 persons)

**All above rates are nett in Thai Baht (inclusive of taxes and service charge).**

- All meals above include coffee or tea.

**C) HONEYMOONERS**

**Standard Complimentary Inclusions:** (subject to minimum 4 nights stay)

- Flower arrangement in the room on arrival.
- Fruit & Chocolates in the room on arrival.
- Bottle of Sparkling Wine in the room.

**D) EARLY BIRD OFFERS**

**All booking received and confirmed at least 90 days prior to arrival during 01 November 2017 – 31 October 2018 will receive:**

- 20% discount on room rate.
- **Value added for minimum 5 nights stay:** will receive complimentary one set dinner (food only) and two complimentary cocktails at Beach Bar.
- Early Bird Offer is applicable for 3<sup>rd</sup> Person (Extra Person Rate).
- Early Bird Offer can be combined with honeymoon offer.
- Early Bird Offer is not applicable with meal rates.

**All booking received and confirmed at least 45 days prior to arrival during 01 November 2017 - 31 October 2018 will receive:**

- 15% discount on room rate.
- **Value added for minimum 5 nights stay:** will receive complimentary one set dinner (food only) for two persons.
- Early Bird Offer is applicable for 3<sup>rd</sup> Person (Extra Person Rate).
- Early Bird Offer can be combined with honeymoon offer.
- Early Bird Offer is not applicable with meal rates.

**E) SPECIAL OFFER**

**All booking stay period 21 – 31 August 2018 will receive:**

- Additional charge 10% discount on room rate can be combine with early bird).

**F) BARTER AGREEMENTS - N/A**

**G) CONDITIONS OF AGREEMENT**

1. All of the above rates are non-commissionable.
2. Rates quoted are applicable only to FIT PACKAGES and not applicable for GROUP BOOKINGS. GROUP BOOKINGS considering at 10 rooms or more. Standard cancellation / deposit policies do not apply to GROUP BOOKINGS. Promotional offers, contracted and amendments, are not valid for groups unless specific.
3. **Rates are not valid for Internet portal sites. Should tour operators wish to promote their packages on the internet, any daily room rates shown on web sites must include a minimum 25% mark up, or at least be equal to the daily rate published in the tour brochure.**
4. Rates quoted are NOT applicable to individual commercial business travelers or corporate accounts. The tour operator shall feature the hotel in its programs and brochures where appropriate and also include therein a color photograph of the hotel.
5. Rates offered are applicable ONLY if reservations are made directly to the hotel reservations center.
6. The tour operator shall under no circumstances offer accommodation at the hotel to third parties at rates higher than the hotel's published tariff prevailing at the time of intended occupancy. The hotel shall advise the tour operator of published tariff changes as and when these occur.
7. All information & rates offered in this agreement are **strictly confidential** & may not be disclosed to third parties for whatsoever reason or purpose.

## **H) RESERVATIONS**

The Tour Operator shall direct all reservations to the Reservations Department of the Hotel by email [info@salahospitality.com](mailto:info@salahospitality.com) telephone +66 (0) 2 231 2588 or fax +66 (0) 2 231 2589.

## **I) ROOM ALLOCATION (IF APPLICABLE)**

Any room allocations agreed are subject to:

- a) Consistent year round adequate materialization. The hotel reserves the right to review and adjust allotments based on production.
- b) The Hotel being featured/ described with a color photograph in agent's brochure.

## **J) CHILDREN CONCESSIONS**

Child 4 – 11.99 years of age sharing parent's room are free of charge on a room only basis, up to a maximum of 1 child per room for Pool Suite, Pool Suite Partial Sea View and Pool Suite Sea View, up to 2 children for SALA Pool Villa and 1BR Pool Suite Sea View. Extra Beds are provided for free with subject to availability.

## **K) CANCELLATION POLICY & NO SHOW OR EARLY DEPARTURE** - Cancellation and No-show or Early Departure fees are charged as follows:

### **Cancellation Penalties: 01 November 2017 – 21 December 2017 and 08 January 2018 – 31 October 2018**

21 days or more prior to arrival	:	no penalty
14 - 20 days prior to arrival	:	25% of the room revenue of entire stay
7 - 13 days prior to arrival	:	50% of the room revenue of entire stay
2 - 6 days prior to arrival	:	75% of the room revenue of entire stay
1 day prior to arrival and No-show or Early Departure	:	100% of the room revenue of entire stay

### **Cancellation Penalties - PEAK: 22 December 2017 – 07 January 2018**

31 days or more prior to arrival	:	no penalty
25- 30 days prior to arrival	:	25% of the room revenue of entire stay
20 - 24 days prior to arrival	:	50% of the room revenue of entire stay
15 - 19 days prior to arrival	:	75% of the room revenue of entire stay
01 - 14 days prior to arrival and No-show or Early Departure	:	100% of the room revenue of entire stay

## **L) CHECK IN / CHECK OUT TIME** - Check in time is 16.00hrs. Check out time is 12.00hrs.(noon). Request for early check in or late check out will be considered subject to availability. **Late check out is subject to availability on the day of checking out and the following charges will be applied: prior to 18.00hrs. a charge of 50% of the room rate and thereafter a full night charge.**

## **M) DEPOSIT / PAYMENT**

Full payment must be received no **later than 30 days prior to arrival (45 Days for reservations during high and peak seasons)**, unless credit facilities have been established with the resort.

## **N) CREDIT TERM (SUBJECT TO APPROVAL)**

Rates on this contract are conditional on payment being received by the Hotel no later than **30** days from the date of invoice. In the event of incorrect billing or disputed totals, a grace period of **30** days is extended to facilitate correction and subsequent settlement.

## **O) GOVERNMENT TAXES**

Rates quoted in this contract are inclusive of applicable VAT. In case of an increase in VAT or any additional taxes, the Hotel reserve the right to add such taxes to the rates to the rates quoted, from the date of their implementation.

## **P) BOOKING DOCUMENTAION**

The hotel will provide services to the clients on the agent's account according to exact instructions on booking documentation received (room lists, voucher etc.). In the event of unclear documentation or instructions, the clients shall be charged direct for any such services at the published prevailing hotel rate, and no responsibility is accepted by the hotel for any claims resulting from this procedure.

## **Q) CHANGE OF OWNERSHIP OR MANAGEMENT**

The hotel must be informed in writing at least 30 days prior the effective date of any change to ownership or management.

## **R) DISPUTES, ACTIONS OR OTHER MATTERS ARISING**

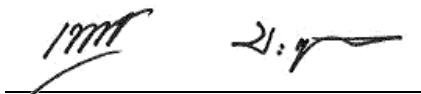
It is expressly agreed and declared that the proper law of this agreement is the law of Thailand, and that any disputes, actions or other matters arising hereunder shall be determined in a court of law in Thailand in accordance with the laws and procedures of Thailand under any and all circumstances.

Remarks :-	Terms of Payment Payments will be made direct to : <b>Sapsaimanee Co., Ltd.</b> Bank : <b>Bangkok Bank (Surawong Branch)</b> Saving Account No. : <b>147 - 4 - 78948 - 2</b> SWIFT Code : <b>BKKBTHBK</b>
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Kindly return a copy of this contract duly signed and dated to validate the contract. Your signature constitutes your acceptance of agreement to all terms and conditions covered in this agreement. Rates and allotments are not available until this contract is signed and returned.

**AUTHORIZED SIGNATORY AND COMPANY STAMP**

SIGNATURE:



SIGNATURE:



NAME:

**BENJAPORN MAGROODTONG**

NAME:

**MS. CANDY LIU**

DESIGNATION:

**GROUP DIRECTOR OF SALES**

DESIGNATION:

**PRODUCT DIRECTOR**

COMPANY :

**HONG KONG CONVERGENT INTERNATIONAL TRAVEL DEVELOPMENT LTD.**

DATE:

16 May 2017