



RATE AGREEMENT

This agreement was reached between	SALA Samui Chaweng Beach Resort	Date	: 12 April 2018
	19/F Thaniya Plaza Building Zone A/10 52 Silom Road Suriyawong, Bangrak Bangkok 10500	Tel Fax E-mail	: 66 (0) 2 231 2588 66 (0) 2 231 2589 salesresorts1@salahospitality.com
And Tour Operator	CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd.	Contact	: Mr. Tech Sun
Address	103 Onnut 17 Section 9 Suan Luang Suan Luang District Bangkok 10250 Thailand	Position Tel Fax E-mail	: Senior Product Manager 66 91 719 2151 tech.sun@huizhi-intl.com

“Guaranteed Agreement” SALA Samui Chaweng Beach Resort

Dear Mr. Sun,

First of all, thank you very much for your continuous support towards **SALA Samui Chaweng Beach Resort**. We are much delighted to offer “**Guaranteed Agreement**” as details described hereunder:

Hotel	: SALA Samui Chaweng Beach Resort
Special Offer	: Guaranteed Agreement
Staying Period	: 16 April 2018 – 31 October 2018
Applicable Market	: Chinese Market Only
Rate condition	: Guaranteed a minimum of 450 Room nights
Special rate	: 10% discount from existing promotion or contract rate
Minimum Night	: Minimum 2 nights stay is required
Name list	: To be advised at least 7 working days prior arrival
Special Rate Offer	:

VALIDITY PERIOD	ROOM CATEGORY	ALLOT-MENT	CUT OFF
16 April 2018 – 15 July 2018	Oceanfront Garden Pool Suite	2	7 days
	Oceanfront Balcony Pool Suite	3	7 days
16 July 2018 – 31 August 2018	Oceanfront Garden Pool Suite	2	14 days
	Oceanfront Balcony Pool Suite	3	14 days
01 September 2018 – 31 October 2018	Oceanfront Garden Pool Suite	2	7 days
	Oceanfront Balcony Pool Suite	3	7 days

Terms & Conditions:

- Guaranteed 450 room nights is required during specific period.
- You may not offer these rates as room-only / unbundled bookings in any manner (e.g. room tax and/or fees listed separately). Package components must be booked concurrently with the room booking, and the prices for each of the package components (hotel room, airfare and/or car rental). In case hotel found disparity rate issue from **CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd.** the hotel reserves the right to terminate with immediate effect.
- All rates are net non-commissionable (currently, tax rates are: Government Tax 17.7%, Provincial Tax 1% and Service Charge 10% in THB)
- Rates are not valid for Internet portal sites.
- This promotion can be combined with EBO discount and other promotion.*
- This promotion can be combined with Honeymoon Benefits.*
- Name lists : To be updated to reservation team at least 7 working days prior arrival
- Hotel reserves the right to advise of Stop Sell or Close out notifications subjected to business conditions as they may arise
- This rate is applied for new F.I.T. booking that start and complete within the above period. All previous bookings, which have been confirmed by the hotel, cannot be applied with this Promotion.
- Please indicate special promotion “**GUARANTEED AGREEMENT**” upon making a reservation and in your voucher. Otherwise, a regular rate will be applied.

CONDITION FOR PAYMENT

- Floating Deposit is required at the balance of THB 1,000,000.- (One Million Baht net) by 10 April 2018. (Transfer fee will be responsibility by **CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd.**)
- Full payment will be deducted from the Floating Deposit and Hotel would require **CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd.** to top up guaranteed deposit to remain the same balance at THB 1,000,000 (One Million Baht net) in each month.
- In case **CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd.** could not reach 450 room nights during specific period, the hotel will reserves the right to charge penalty base on THB 13,100 (Contract rate of Pool Suite Oceanfront Garden Pool Suite period on July – August 2018) against the shortfall of 450 room nights as agreement. For example, if **CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd.** reach only 400 room nights, Hotel will charge for another 50 room nights x 13,100 = THB 655,000 and hotel has rights to deduct penalty charge from Guaranteed Deposit.
- Hotel will transfer Floating Guarantee back to **CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd.** if hotel received all pending payment from **CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd.** (Transfer fee will be responsibility by SALA Samui Chaweng Beach Resort)

If you agreed with all arrangement above, please countersign this letter as your acceptance and fax/ email the complete copies to Bangkok Sales Office at +66(0) 2231 2589 or admin2@salahospitality.com to activate this arranged rates.

CONTRACT WITHOUT A SIGNATURE OF ACCEPTANCE WILL BE CONSIDERED AS INVALID. Should you have any questions, please do not hesitate to contact me at your convenience.

Best regards,



Ms. Pinyada Thanturanond
Assistant Director of Sales
SALA Resorts & Spas

Date: 12 April 2018

Approved by:



Ms. Benjaporn Magroodtong
Group Director of sales
SALA Resorts & Spas

Date: 12 April 2018

Agreed & Accepted by:



Mr. Tech Sun
Senior Product Manager
CIT (Thailand) Co Ltd i/c
Convergent International Travel Development
Co., Ltd.
Date: