

February 27<sup>th</sup>, 2018

Mr. Tech Sun  
 Senior Product Manager  
**CIT (Thailand) Co., Ltd.**  
 Room 909, No.638 Huangou ,  
 Dadeo West, Tianhe District,  
 Guangzhou, China  
 Tel: 66 (0) 917192 151  
 Email: [tech.sun@huizhi-intl.com](mailto:tech.sun@huizhi-intl.com)

**Subject: 2018 CIT (Thailand) Co., Ltd. – Secured Allotment Contract**

Dear Mr. Sun,

Below please find the agreed T&Cs along with pricing and assigned allotments for 2018.

**RATES AND VALIDITY:**

Period	Deluxe Garden	Deluxe Seaview	Pool Villa Garden	Pool Villa Beachfront
	Room Rate	Room Rate	Room Rate	Room Rate
1 April -15 April	6,350	7,990	10,625	N/A
16 April - 15 July	4,760	6,035	8,160	10,710
16 July - 31 August	7,480	9,010	11,305	13,855
1 September - 30 September	4,760	6,035	8,160	10,710
1 October -7 October	5,960	7,235	9,360	11,910
8 October -31 October	4,760	6,035	8,160	10,710
1 November - 20 December	4,845	6,120	8,245	10,795
21 December -31 December	11,900	13,345	15,895	-

**Terms & Conditions:**

- All above rates are quoted in Thai Baht (THB).
- Room rates are inclusive of daily breakfast for two people.
- Rates are inclusive of 10% Service Charge, 7% Government Tax and 1% Provincial Tax and are subject to change without prior notice.
- Rates are non-commissionable.
- Minimum 4 nights' stay is required during peak season from 21<sup>st</sup> to 31<sup>st</sup> of December, 2018.

**Child Policy:**

- Children in age 5 and below eat breakfast for free.
- Children between 6-12 years get charged THB 800 from adult extra bed price including breakfast.


  
 R. Pradeel

**Extra Person:**

- 3<sup>rd</sup> person charged at THB 1,600 for breakfast and extra bed.
- Maximum 2 adults and 2 children under 12 years or 3 adults to share a room.

**MEAL RATES:**

Buffet Breakfast		Lunch		Dinner (Half Board)		Full Board	
Adult	Child (6-11)	Adult	Child (6-11)	Adult	Child (6-11)	Adult	Child (6-11)
800	400	1000	500	1300	650	2000	1000

The above meal prices are quoted in **Thai Baht (THB)** and are inclusive of 10% Service Charge and 7% Government Tax (subject to change without prior notice). Prices are quoted for food only and do not include beverages. All above mentioned rates are applicable at the Banana Leaf restaurant only. Prices are non-commissionable and based on per person per meal.

**Payment/ Accommodation:**

- Non-refundable room payments are due as per below schedule.
- If the required deposit of payment has not received by the date indicated, the Renaissance Koh Samui Resort & Spa reserves the right to release all space being held for this block without any penalty to the Renaissance Koh Samui Resort and Spa.

Period of Stay	Deluxe Garden	Rooms Allocation (Guaranteed)		Room Revenue	Payment
	Single/Double	Room(s) Monthly			
01-15 Apr 2018 16-30 Apr 2018	THB 6,350 THB 4,760	150		833,250	15 March 018
01-31 May 2018	THB 4,760	180		856,800	1 May 2018
01-30 Jun 2018	THB 4,760	180		856,800	1 Jun 2018
1 - 15 Jul 2018 16 - 31 Jul 2018	THB 4,760 THB 7,480	250		1,538,160	1 Jul 2018
01-31 Aug 2018	THB 7,480	220		1,645,600	1 Aug 2018
01-30 Sep 2018	THB 4,760	180		856,800	1 Sep 2018
01-7 Oct 2018 8-31 Oct 2018	THB 5,960 THB 4,760	220		1,114,400	1 Oct 2018
01-30 Nov 2018	THB 4,845	150		726,750	1 Nov 2018
1-20 Dec 2018 21-31 Dec 2018	THB 4,845 THB 11,900	150		1,037,170	1 Dec 2018
<b>Total Room Revenue</b>				<b>9,465,730</b>	



**Room Guarantee:**

- **CIT (Thailand) Co., Ltd.** has agreed to the number of rooms per month as stated in this agreement. If the number of actual rooms booked/confirmed per day will be less than the number of total rooms blocked which has been committed to, then the unsold rooms could not be refunded for any reasons.
- If the required deposit of payment is not received by the date indicated, the Renaissance Koh Samui Resort & Spa reserves the right to release all space being held for this block without any penalty to the Renaissance Koh Samui Resort and Spa.
- The Renaissance Koh Samui Resort and Spa has agreed to if the number of actual rooms per month reaches the room target, however the revenue remains short, the **CIT ( Thailand) Co.,Ltd** has the rights to request the pending balance amount to be deducted from the future invoices where the monthly revenue exceeds the target.
- The above amount can be deducted for all room types.

**Daily Allotment:**

Validity Period	Deluxe Garden		Deluxe Sea View		Pool Villa Garden		Pool Villa Beachfront	
	Room (s) Daily	Release (day)	Room(s) Daily	Release (day)	Room(s) Daily	Release (day)	Room(s) Daily	Release (day)
1-30 Apr 2018	5	7	2	7	3	7	1	7
1-31 May 2018	6	7	2	7	3	7	1	7
1-30 Jun 2018	6	7	2	7	3	7	1	7
1 - 31 Jul 2018	8	10	2	10	5	10	1	10
1-31 Aug 2018	8	10	2	10	5	10	1	10
1-30 Sep 2018	6	7	2	7	3	7	1	7
1-7 Oct 2018	8	10	2	10	5	10	1	10
8-31 Oct 2018	7	7	2	7	3	7	1	7
1-30 Nov 2018	5	7	2	7	3	7	1	7
1-20 Dec 2018	5	7	2	7	3	7	1	7
21-31 Dec 2018	4	21	2	21	3	21	-	-

- Request for additional rooms over and above this pre-paid allotment will be subject to Hotel's availability and rates.


  
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*D. W.*

**Cancellation Policy:**

Room reservations may be canceled subjected to minimum cancellation notice via a mutually agreed documented method. If cancellation occurs within minimum notice or if a no-show occurs, cancellation fee including room and tax will be assessed. Date changes inside of the cancellation policy are considered a cancellation and a re-booking, and as such, are subject to cancellation damages. The daily cancellation fee will not be contingent on Hotel's occupancy for the nights for which rooms are cancelled. No-shows must be paid without reliance on vouchers due to the inability of the client to present the voucher.

Should you fail to pay the cancellation fee, Hotel may cancel your billing privileges and/or this agreement, at Hotel's sole discretion, without any obligation or liability whatsoever. No refunds will be provided for early departure. The cancellation policy may be changed by Hotel at any time in Hotel's sole discretion.

Season	Period	Minimum Notice	Late Cancellation Charges
Shoulder	01 April - 15 April	Twenty one (21) days prior to arrival	One (1) Night Stay
High	14 February - 23 February 16 July - 31 August	Twenty one (21) days prior to arrival	Full length of Stay
Low	16 April - 15 July	Fourteen (14) days prior to arrival	One (1) Night Stay
Low	01 September - 31 October	Fourteen (14) days prior to arrival	One (1) Night Stay
Low	07 November - 20 December	Fourteen (14) days prior to arrival	One (1) Night Stay
Peak	21 December - 31 December	Forty-five (45) days prior to arrival	Full length of Stay

**EARLY DEPARTURE POLICY:** Regardless of early departure of a particular reservation, all originally booked room nights (whether or not consumed) of such reservation and applicable taxes will be billed to you

**Method of Payment:**

- **CIT (Thailand) Co., Ltd** will settle the payment (full pre-payment) for all room accommodations.
- Any incidental charge of each room booking will be charged directly to guest account.

**Cancellation Policy:**

- This agreement binds both the Renaissance Koh Samui Resort & Spa and **CIT (Thailand) Co., Ltd**
- If there is a dispute, the hotel will pursue its legal rights and remedies if an amicable settlement is not promptly reached.

Cancellation of this agreement will result in the following penalty for the bookings:

Receipt of Cancellation Notice	Cancellation Fee
Post signing the contract	One hundred percent (100%) of total estimated rooms for the entire stay



**Rates Confidentiality:**

- No rates can be disclosed, directly or indirectly, unless explicit written approval is obtained from the hotel.

**Company Obligations:**

**CIT (Thailand) Co., Ltd** will not, and will not permit any companies it works with directly or indirectly to:

- Make Hotel's guestrooms available to the end-user customer as an unpackaged, room-only product.
- Market Hotel's guestrooms as an unpackaged, room-only product on on-line (e.g., internet based) channels, or any other interactive channels including mobile devices that the end-user customer can access, this includes but is not limited to Online Travel Agents, Opaque Sites, Group Buying, Flash Sales, Social Commerce and Daily Deals sites and applications.
- Make Hotel's guestrooms available through any GDS.
- Disclose to the end-user customer the rate at which Hotel provided Company the guest room.
- Make any false, misleading or deceptive claims that it offers specially discounted rates on Hotel's inventory, or advertise that it has the lowest price available, substantial discounts, online exclusive rates, exclusive savings, or comparable statements for Hotel's guest room inventory.

**Acceptance:**

**Mr. Sun**, if the above details meet with your expectation, please sign and return the enclosed copy by **February 28th, 2018**. If the confirmation has not been received by this date, the Hotel reserves the right to release these allotments and dates for sale to the general public without prior notice or penalty.

The above arrangements are established on a tentative basis and upon receipt of your signature of confirmation all arrangements will be made definite.

With Best Regards,



Apiradee Ramdit (Ms.)  
Cluster Director of Sales  
Renaissance Koh Samui Resort & Spa  
February 27th, 2018



Agreed and Accept by,

Mr. Tech Sun  
Senior Product Manager  
**CIT (Thailand) Co., Ltd.**  
Date:



Airika Sirak (Ms.)  
Cluster Director of Sales & Marketing  
Renaissance Koh Samui Resort & Spa  
February 27th, 2018