



17 April 2018

EXCLUSIVE RATE & PRE-PAID ALLOTMENT AGREEMENT 01 APRIL – 31 AUGUST 2018

Ms. Iris Lee
Product Director
CIT(Thailand) Co., Ltd
103, Onnot 17 Lane, Junction 9, Suan Luang Sub-district
Suan Luang District, Bangkok 10250

Tel: +86 18924235003
E-mail: iris.lee@huizhi-intl.com

Dear Ms. Lee

Thank you for choosing Banyan Tree Samui as your official partner for pre-paid allotment during period
1 April – 31 August 2018

In this regards, we are delighted to provide agreement details according to our discussion as attachment for your perusal
and approval.

Should you need additional information, I can be reached at +66 (0) 2285 0611. Alternatively, you can reach me via email
at yating.guo@banyantree.com

Sincerely yours,

Yating Guo
Sales Manager
Banyan Tree Samui



Client's Initial _____

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Tel: +66 77 915333 • Facsimile: +66 77 915388
• www.banyantree.com



BANYAN TREE
SAMUI

Banyan Tree Samui (known herein as "Resort") is pleased to offer CIT(Thailand) Co., Ltd (known herein as the "Business Partner" or "Agency") the following exclusive rate and room allotment commitment during 01 April – 31 August 2018 whereby it is agreed:

EXCLUSIVE RATE & PREPAID ALLOTMENT AGREEMENT 01 April – 31 August 2018

PERIOD	VILLA TYPE	TOTAL ROOM NIGHTS
01 – 30 April. 2018	All Villa Type	100
01 – 31 May. 2018		150
01 - 30 June. 2018		225
01 – 31 July. 2018		275
01 – 31 August. 2018		275
TOTAL		1,025

VILLA TYPE	EXCLUSIVE RATE BOOK BY 20 APRIL 2018			EXCLUSIVE RATE			
	1 Apr 18 15 Apr 18	16 Apr 18 31 May 18	1 Jun 18 30 Jun 18	1 Apr 18 15 Apr 18	16 Apr 18 31 May 18	1 Jun 18 20 Jul 18	21 Jul 18 31 Aug 18
Deluxe Pool Villa	18,050	16,625	15,750	19,950	18,050	17,100	21,100
Partial Ocean Pool Villa	20,140	18,525	17,550	22,325	20,425	19,350	23,300
Ocean View Pool Villa	23,512	21,850	20,700	26,125	24,225	22,950	26,230
Horizon Hillcrest Pool Villa	27,550	26,125	24,750	27,550	26,125	24,750	27,600
Royal Banyan Ocean Pool Villa	29,925	28,025	26,550	29,925	28,025	26,550	29,300
Family Ocean Pool Villa	37,050	36,100	34,200	37,050	36,100	34,200	42,680

VILLA TYPE	ALLOTMENTS	CUT OFF DAY	PERIOD
Deluxe Pool Villa	4	7 Days	1 April 2018 31 August 2018
Partial Ocean View Pool Villa	2		
Ocean View Pool Villa	3		
Horizon Hillcrest Pool Villa	2		
Royal Banyan Ocean View Pool Villa	2		
Family Ocean View Pool Villa	1		



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TERMS AND CONDITIONS

- Above exclusive rate and room allotment commitment are applicable to **FIT bookings ONLY**
- The above exclusive rate and room allotment offer is inclusive of daily breakfast at the Edge restaurant.
- The above exclusive rate and room allotment offer is inclusive of resort welcome fruit, once upon arrival date only.
- The above exclusive rate and room allotment offer is inclusive of complimentary WIFI access service during stay
- The above exclusive rate and room allotment offer is inclusive of complimentary shuttle bus service as per resort schedule, first come first serve, sharing service by resort transfer only.
- The above pre-paid allotment will be guaranteed to **CIT(Thailand) Co., Ltd** during 01 April – 31 August 2018 with **non-refundable**
- In case of fully booked or sold out period in the further, Banyan Tree Samui have the right to send out the stop sell chart to **CIT(Thailand) Co., Ltd**
- for acknowledge and stop sell in the market.
- **CIT(Thailand) Co., Ltd** able to increase the number of allotment in case of many request case by case basis. By send email to Yating to check the resort availability and update the result
- The 100% guarantee room nights (refer to above table) with non -refundable by **CIT(Thailand) Co., Ltd** company as per payment dateline.
- **Should the resort not receive all deposits on or before the mutually agreed upon dates, this agreement will cease to exist and the resort will reserve the right to amend rates as it deems fit for all future bookings**
- All unsold pre-paid villa will be automatically non-refundable, the resort have the right to serve the 100% cancellation charged which full responsible by **CIT(Thailand) Co., Ltd** company.
- Full pre payment to be settle and transfer to Banyan Tree Samui with non refundable after agreement signed as per below due date (refer to payment due date)
- The exclusive rate offer is available for **CIT(Thailand) Co., Ltd only for China Market**
- The exclusive rate offer is available for new booking starting from 02 April. 2018 **only**.
- To help the Resort to effectively manage inventory please assist the Resort by reporting bookings immediately upon receiving them, rather than waiting till cut-off period is due
- Resort will offer **CIT(Thailand) Co., Ltd** for best rate during agreement against with others B2B agencies.
- If **CIT(Thailand) Co., Ltd** finds the cheaper rate offered to other B2B agencies, resort will match those rates found for **CIT(Thailand) Co., Ltd** 's booking in particular period only

ONLINE/INTERNET SALES

Negotiated rates are not for sale via online channels across the worldwide web, unless they are in parity to the Property's "Best Available Rates" program. Negotiated rates that are promoted online must be marked up by a minimum of 25%. In addition, negotiated rates that are packaged with air content and other sightseeing arrangements must be sold higher than the Property's "Best Available Rates" program. For more information, please visit banyantree.com or angsana.com. The Key Account may not sell or resell on these rates subject to this Agreement to a third party who uses the internet as a medium of advertising/distribution without the expressed prior written consent of the Property.

If the Key Account breaches the obligations above, the Property reserves the right at its option to either withdraw the rates or terminate this contract immediately in writing

MODE OF PAYMENT

1st Option: Payment by Credit Card

The credit card authorization form is available upon request. (Where transactions are controlled by legislation: In accordance with the banking regulations of Thailand, payment by credit card shall be denominated in Thai Baht. The conversion to Thai Baht shall be made at the time of payment at the selling rate as advised by Bank of Thailand)



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2nd Option: Payment by Telegraphic Transfers
Bank Account:

Account Name : TCC Hotel Asset Management Co., Ltd.
Account Number : 405-1-05410-3
Bank Name : The Siam Commercial Bank PCL - Tesco Lotus Samui Lamai Branch
Bank Address : 131/12 Moo.4 Maret, Koh Samui, Suratthani 84310 Thailand
Swift Code : SICOTHBK

PAYMENT DUE DATE

CIT(Thailand) Co., Ltd will transfer the deposit guarantee to Banyan Tree Samui as per below schedule

Pre- Buy Room Nights	Date	Currency	Revenue
April 100 Room Nights	N/A	THB	As per actual revenue
May 150 Room Nights	1 May. 2018	THB	2,493,750
June 225 Room Nights	30 May. 2018	THB	3,543,750
July 275 Room Nights	25 June. 2018	THB	4,702,500
August 275 Room Nights	20 July. 2018	THB	5,802,500
Total room revenue			16,542,500

- The above revenue can be increase (not decrease), up to the producing room nights from CIT(Thailand) Co., Ltd accordingly the staying booking period.
The actual room rate will deducted from the payment transfer, CIT(Thailand) Co., Ltd will need to transfer the extra revenue to cover the out-standing
- Should the resort not receive all deposits on or before the mutually agreed upon dates, this agreement will cease to exist and the resort will reserve the right to amend rates as it deems fit for all future bookings

Please let us know should you need any clarification otherwise, we would appreciate if you could revert with a copy of the signed contract by in order for us to block the villas. Should you require further assistance, please do not hesitate to contact me.

We look forward to working more closely with you to increase arrivals to Banyan Tree Samui

Signed for and on behalf of:
Banyan Tree Samui

Mr. Craig McMahon
Director of Sales & Marketing
17 April 2018



Signed for and on behalf of:
CIT(Thailand) Co., Ltd

Ms. Iris Lee
Product Director
Date:

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