



BANYAN TREE  
— SAMUI —

09 August 2018

Ms. Iris Lee  
Product Director  
**CIT (Thailand) Co., Ltd.**  
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## RE: ROOM BLOCKED : CHINESE NATIONAL DAY 2018

Dear Ms. Iris

Greetings from Banyan Tree Samui!

Thank you for your support to Banyan Tree Samui. We are pleased to offer the following proposal for your review:

### ROOM BLOCKED

VILLA / DATE	29 Sep	30 Sep	1 Oct	2 Oct	3 Oct	4 Oct	5 Oct	6 Oct	7 Oct
Deluxe Pool Villa	3	6	12	15	15	15	12	6	3
Partial Ocean Pool Villa	2	4	8	10	10	10	8	4	2
<b>TOTAL</b>	<b>5</b>	<b>10</b>	<b>20</b>	<b>25</b>	<b>25</b>	<b>25</b>	<b>20</b>	<b>10</b>	<b>5</b>

### ROOM RATE / TOTAL REVENUE

VILLA	THB / NET (NON-REFUNDABLE)	TOTAL	REVENUE / THB / NET
Deluxe Pool Villa	THB 22,500	87	THB 1,957,500
Partial Ocean Pool Villa	THB 24,500	58	THB 1,421,000
Ocean Pool Villa	THB 27,500	N/A	N/A
Horizon Hillcrest Ocean Pool Villa	THB 30,000	N/A	N/A
Royal Banyan Ocean Pool Villa	THB 32,000	N/A	N/A
Family Ocean Pool Villa	THB 47,000	N/A	N/A
<b>TOTAL</b>			<b>THB 3,378,500</b>

### TERMS AND CONDITIONS

- Above exclusive rate and room allotment commitment are applicable to **FIT bookings ONLY**
- The above exclusive rate and room block is inclusive of daily breakfast at the Edge restaurant.
- The above exclusive rate and room block is inclusive of resort welcome fruit, once upon arrival date only.
- The above exclusive rate and room block is inclusive of complimentary WIFI access service during stay
- The above pre-paid room block will be guaranteed to **CIT (Thailand) Co., Ltd.** during 29 September – 7 October 2018 with **non-refundable, non-commissionable and non-cancellation**.
- The 100% guarantee room nights (refer to above table) with non-refundable is response by **CIT (Thailand) Co., Ltd.** 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
- In case **CIT (Thailand) Co., Ltd.** found low rate in the market during the specific time, **Banyan Tree Samui** is pleased to further offer 20% discount off from that rate.
- Full pre-payment to be settle and transfer to **Banyan Tree Samui** with non-refundable, non-commissionable and non-cancellation after agreement signed as per due date (refer to payment due date).



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- All unsold pre-paid villa will be automatically non-refundable, the resort has the right to serve the 100% cancellation charged which full responsible by **CIT (Thailand) Co., Ltd.**

**MODE OF PAYMENT**

**1<sup>st</sup> 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)

**2<sup>nd</sup> 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

Date	Revenue
21 August 2018	THB 1,689,250
15 September 2018	THB 1,689,250
	<b>THB 3,378,500</b>

Kindly acknowledge an acceptance on all the above to us.

We look forward to welcoming your guests to Banyan Tree Samui and to making their stay the most wonderful!

Yours sincerely,

*C. J. McMahon*

Craig McMahon (Mr.)  
Director, Sales & Marketing  
Banyan Tree Samui

Above accepted & agreed by

Signature / Name

09 August 2018

Date & Company Stamp