

April 10, 2018

Mr. Roy Chow
Product Director

CIT (Thailand) Co., Ltd.

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Floating Deposit Agreement / 04 May 2018 – 31 October 2018

Dear Khun Roy,

We are pleased to submit you “Floating Deposit Agreement” of Conrad Koh Samui as per the following details,

• **Room Allotment:**

From	To	Cut-off (in days)	Room Allotment		
			Waterfront Pool Villa	Oceanview Pool Villa	Oceanview Two Bedroom Pool Villa
04 May 18	28 Sep 18	5	2	2	1
29 Sep 18 - 07 Oct 18 (Min. 4 nights stay)		30	2	1	-
08 Oct 18	31 Oct 18	5	2	2	1

• **Black-out dates:**

Room Type	Month	Black-out dates
Waterfront Pool Villa	May	4, 16, 17, 27, 28
Oceanview Two Bedroom Pool Villa	June	24

Special Rates for Floating Deposit Agreement

1) **Special Promotion - Weekday/Weekend:**

Room Types	04 May 18 – 15 Jul 18 01 – 28 Sep 18 8 – 31 Oct 18		16 Jul 18 – 31 Aug 18	
	<u>Weekend</u> (Fri-Mon)	<u>Weekday</u> (Tue-Thu)	<u>Weekend</u> (Fri-Mon)	<u>Weekday</u> (Tue-Thu)
Waterfront Pool Villa	THB 17,000 net	THB 19,500 net	THB 19,500 net	THB 21,500 net
Oceanview Pool Villa	THB 19,000 net	THB 21,500 net	THB 21,500 net	THB 23,500 net

Value Adds:

1.1 Minimum 3 nights stay: Receive spa treatment vouchers

- Book Waterfront Pool Villa, Oceanview Pool Villa, Oceanview Retreat Pool Villa or Conrad Royal Oceanview Pool Villa will receive 2 vouchers x 30 minutes spa treatment.
- Book Oceanview Two Bed Room Pool Villa will receive 4 vouchers x 30 minutes spa treatment.
- Book Oceanview Three Bed Room Pool Villa will receive 6 vouchers x 30 minutes spa treatment.
 - Spa Treatment can be selective from Thai Massage, Foot Massage or Oil Massage at Conrad Koh Samui Spa.
 - The spa voucher can be used together or separately.

1.2 Minimum 4 nights stay: Receive set lunch or dinner

- Book Waterfront Pool Villa or Oceanview Pool Villa will receive 1 time set lunch or dinner at Azure or Zest for 2 persons excluded beverages.
- Book Oceanview Retreat Pool Villa or Conrad Royal Oceanview Pool Villa will receive 2 times set lunch or dinner at Azure or Zest for 2 persons excluded beverages.
- Book Oceanview Two Bedroom Pool Villa will receive 2 times set lunch or dinner at Azure or Zest for 4 persons excluded beverages.
- Book Oceanview Three Bedroom Pool Villa will receive 2 times set lunch or dinner at Azure or Zest for 6 persons excluded beverages.

1.3 Weekend Stay Offer:

- Stay on Friday, Saturday, Sunday & Monday night and receive one time complimentary Happy Hour for 1 hour (5.45 pm – 6.45 pm) at Lobby Sunset Lounge, unlimited of selected sunset cocktail (alcohol/non-alcoholic) to be served.
- Unlimited complimentary daily scheduled shuttle to/from Chaweng Beach (subject to availability)
- This weekend offer is combinable with the selective value adds of 3 nights or 4 nights stay.

2) **Special Promotion - Two-Bedroom:**

Room Type	04 May 18 – 15 Jul 18 01 – 28 Sep 18 8 – 31 Oct 18	16 Jul 18 – 31 Aug 18
Oceanview Two Bedroom Pool Villa	THB 27,500 net	THB 29,000 net

Value Add:

Stay a minimum of 3 nights and receive 1 time complimentary set lunch or set dinner at Azure or Zest for 4 persons excluded beverages.

3) **Contract Rate:**

Room Type	29 Sep 2018 - 7 Oct 2018
Waterfront Pool Villa	THB 23,500 net
Oceanview Pool Villa	THB 25,500 net
Oceanview Two Bedroom Pool Villa	THB 40,000 net

Additional benefits:

- Kids Eat and Stay Free Offer
 - Children 12 years and below, will enjoy complimentary daily breakfast, lunch and dinner during their stay when dining with parents.
 - For one bedroom villa, one complimentary rollaway bed will be provided for children 12 years and below.
 - For two bedroom villa, two complimentary rollaway bed will be provided for children 12 years and below.
 - Breakfast to be taken at Zest (not available for room service).
 - Lunch and Dinner to be selected from The 'Turtle Club' menu and includes one main course and one dessert. Excludes beverages.
- Complimentary daily speedboat shuttle to nearby island (subject to availability and prevailing weather conditions)
- Complimentary WIFI in villa and public areas
- Complimentary welcome fruits basket
- Complimentary room turn down amenities in the evening
- Complimentary in villa coffee/tea making facilities (Senseo coffee maker)

Floating Revenue Conditions:

- Hong Kong Convergent International Travel agrees to deliver Conrad Koh Samui **THB 7,000,000 net** for stays during **04 May 2018 – 31 October 2018** in order to receive the above special offers.
- The floating revenue of **THB 7,000,000 net** is based on villa revenue paid to Conrad Koh Samui which includes tax, service charge and breakfast.
- The floating revenue can roll over into the next month, latest until 31 December 2018.
- Hong Kong Convergent International Travel agrees to settle the payment as per the below due dates.

Due Date	Non-refundable payment
17 April 2018	THB 1,000,000 net
17 May 2018	THB 1,000,000 net
15 June 2018	THB 1,500,000 net
17 July 2018	THB 1,500,000 net
17 August 2018	THB 1,000,000 net
17 September 2018	THB 1,000,000 net
Total Amount	THB 7,000,000 net

- Hong Kong Convergent International Travel agrees to use the agreed rooms of the allotment as priority. Rooms outside the allotment are subject to availability and on request only. Same rates and conditions apply as stated in "Special Rates for Floating Revenue Agreement". Free sale basis can be used on regular rooms outside the allotments under regular conditions.
- All rates and conditions of this agreement are strictly confidential. In the event rates are being displayed publicly and/or are being shared with local agents and/or competitors the hotel has the right to terminate the agreement without any further notice.

General Terms & Conditions:

- The special rates and offers are applicable for **new FIT bookings only**.
- The special rates and offers must be combined with other services such as air ticket, transfer and offered as package to clients only.
- Please refer “**Floating Revenue**” when making reservation. Otherwise normal contract rates will be applied automatically.
- Other terms and condition remain as per the official contract of Conrad Koh Samui.

We trust that the above offer will meet your satisfaction and able to generate more business to our mutual benefits. If you agree with all arrangement above, please countersign letter as your acceptance and return to me directly via email: ornnicha.vinaikulphong@conradhotels.com by **April 14, 2018** We look forward to welcoming your valued guests to Conrad Koh Samui in the very near future.

Best regards,

On behalf of Conrad Koh Samui



Ornnicha Vinaikulphong
Sales Manager
Conrad Koh Samui

Agreed & accepted by

CIT (Thailand) Co., Ltd.

Roy Chow
Product Director
Date _____