



## RATE AGREEMENT

This agreement was reached between	<b>SALA Samui Chaweng Beach Resort</b>	Date	: 21 October 2018
	19/F Thaniya Plaza Building Zone A/10 52 Silom Road Suriyawong, Bangrak Bangkok 10500	Tel	: 66 (0) 2 231 2588
		Fax	: 66 (0) 2 231 2589
		E-mail	: <a href="mailto:salesresorts1@salahospitality.com">salesresorts1@salahospitality.com</a>
And Tour Operator	<b>CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd.</b>	Contact	: <b>Mr. Tech Sun</b>
Address	103 Onnut 17 Section 9 Suan Luang Suang Luang District Bangkok 10250 Thailand	Position	: Senior Product Manager
		Tel	: 66 91 719 2151
		Fax	:
		E-mail	: <a href="mailto:tech.sun@huihui-intl.com">tech.sun@huihui-intl.com</a>

## PROPOSAL "Pre-Buy 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 "**Pre-Buy Agreement**" as details described hereunder:

Hotel	: SALA Samui Chaweng Beach Resort
Special Offer	: <b>Pre-Buy Agreement</b>
Staying Period	: 03 – 10 February 2019 (8 nights)
Applicable Market	: Chinese Market Only
No. of Room	: Daily 5 units of Oceanfront Balcony Pool Suite
Room Type and Rate	: Oceanfront Balcony Pool Suite at THB 16,450 net per room per night with daily breakfast
Name list	: To be advised at least 7 working days prior arrival

VALIDITY PERIOD	ROOM CATEGORY	Room Rate	No. of Room	No. of Night	Total Room Nights
03 – 10 February 2019 (8 nights)	Oceanfront Balcony Pool Suite	THB 16,450	5	8	40
<b>Total Cost</b>		<b>THB 658,000 net</b>			

### Terms & Conditions:

- Guaranteed daily 5 units of Oceanfront Balcony Pool Suite 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 offer cannot be combined with Early Bird Offers from main contract rate and other promotions.*
- Name lists : To be updated to reservation team at least 7 working days prior arrival
- Please indicate special promotion "**PRE-BUY AGREEMENT**" upon making a reservation and in your voucher. Otherwise, a regular rate will be applied.

### CONDITION FOR PAYMENT

- Full pre-payment is required at the total cost of THB 658,000 net by 01 November 2018. (Transfer fee will be responsibility by **CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd.**
- In case **CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd.** could not fill the bookings (daily 5 units of Oceanfront Balcony Pool Suite) during specific period, the hotel reserves the right to not to refund the payment for this Pre-Buy Agreement in any case.

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](mailto: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,



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

Date: 21 October 2018

Approved by:



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

Date: 21 October 2018

Agreed & Accepted by:



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

Date: 21 October 2018