



### PRE-BUY AGREEMENT

Date: 2<sup>nd</sup> of November 2018

**Agent:** CIT (Thailand) Co., Ltd.  
**Hotel:** Novotel & ibis Styles Bangkok Sukhumvit 4  
**Market:** FIT - Chinese  
**Period:** 01 November 2018 . 31 October 2019

Dear Mr. Tech,

#### NOVOTEL BANGKOK SUKHUMVIT 4

Period	Room Rate	Allotment	Cut-off
	Deluxe (sgl/dbl/twn)	(room/day)	(in days)
01 November 2018 . 31 March 2019	THB 2,800 net/room/night	14	5
01 April . 31 October 2019	THB 2,800 net/room/night	8	5

#### IBIS STYLES BANGKOK SUKHUMVIT 4

Period	Room Rate	Allotment	Cut-off
	Standard (sgl/dbl/twn)	(room/day)	(in days)
01 November 2018 . 31 March 2019	THB 1,750 net/room/night	14	5
01 April . 31 October 2019	THB 1,750 net/room/night	14	3

#### Conditions:

1. Pre-buy agreement is applicable for FIT bookings - Chinese market only
2. This pre-buy cannot be applied to booking created before the date of signing this agreement.
3. This pre-buy rate above cannot be combined with any other promotion.
4. In case agent cannot achieve target as guaranteed, the hotel is unable to refund or extend the outstanding amount to the future business.
5. Please ensure that the selling rates will be parity with our Accorhotels.com. In case we found any disparities, the hotels have the right to terminate the agreement.
6. Any cancellation inside the cut off period will be deducted from vouchers.

#### Payment condition:

- Novotel Bangkok Sukhumvit 4 : Guarantee THB 6 Million
- Ibis Styles Bangkok Sukhumvit 4 : Guarantee THB 5.5 Million
- Deposit Requirement: THB 500,000 for each hotel and we will request the top up once, the amount is down to THB 50,000 for each hotel.

Kind regards

Ms. Jindawan Suphan  
 Group Director of Leisure Sales  
**Mercure & ibis Erawan Thailand**  
 2<sup>nd</sup> of November 2018

Acknowledged and agreed by

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