



28 November 2018

**EXCLUSIVE RATE & GUARANTEE ROOM BLOCKED CHINESE NATIONAL DAY**  
**3 – 10 FEBRUARY 2019**

Ms. Iris Lee  
 Product Director  
**CIT (Thailand) Co., Ltd.**  
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**RE: EXCLUSIVE RATE & GUARANTEE ROOM BLOCKED CHINESE NATIONAL DAY 3 – 10 FEBRUARY 2019**

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:

**VILLA BLOCKED / PER VILLA / PER DAY**

VILLA / DATE	3 Feb	4 Feb	5 Feb	6 Feb	7 Feb	8 Feb	9 Feb	10 Feb
Deluxe Pool Villa	2	4	10	19	19	19	19	10
Partial Ocean Pool Villa	1	3	5	11	11	11	11	5
<b>TOTAL</b>	<b>3</b>	<b>7</b>	<b>15</b>	<b>30</b>	<b>30</b>	<b>30</b>	<b>30</b>	<b>15</b>

**ROOM RATE / TOTAL REVENUE**

VILLA	THB / NET (NON-REFUNABLE)	TOTAL	REVENUE / THB / NET
Deluxe Pool Villa	THB 28,000	102	THB 2,856,000
Partial Ocean Pool Villa	THB 30,500	58	THB 1,769,000
<b>TOTAL</b>		<b>160</b>	<b>THB 4,625,000</b>



## TERMS AND CONDITIONS

- Above exclusive rate and room blocked commitment are applicable to FIT bookings of less than 5 villas ONLY.
- Above exclusive rate and room blocked commitment are applicable to FIT booking stay less than 5 nights ONLY.
- \*\* For booking stay 5-nights and above considering base on case by case basis.
- **Above exclusive rate and room blocked commitment are applicable to FIT booking with a minimum of 2-night stay booking during pre-block period (3 – 10 February 2019).**
- **Resort will honor 1-night booking whenever pre-and-post blocked date is not available example, there is villa available on 5 Feb 19 but on 4 Feb 19 & on 6 Feb 19 is not available**
- **Above exclusive rate is not allowed to distribute on B2C platform without minimum 25% markup.**
- 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 3 – 10 February 2019 with **non-refundable, non-commissionable and non-cancellation.**
- 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
- Resort will honor 20% off from cheaper rate found from B2C platform / online channel and proved with documents for CIT (Thailand) Co., Ltd.
- Resort will ensure the price is along with the category stated, any incorrectly published price will be taking closely consideration by the hotel case by case.
- 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)
- All unsold pre-blocked 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.**

## 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](http://banyantree.com) or [angsana.com](http://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

### 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

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

Guarantee Pre-Buy Room Night	Due Date	Revenue / THB / NET
THB 1,689,975 NET of total guarantee room block's revenue during 3-10 Feb 2019	15 November 2018	THB 1,689,975
THB 1,467,513 NET of total guarantee room block's revenue during 3-10 Feb 2019	05 December 2018	THB 1,467,513
THB 1,467,512 NET of total guarantee room block's revenue during 3-10 Feb 2019	02 January 2019	THB 1,467,512
<b>Total</b>		<b>THB 4,625,000</b>

**Remark: A non-refundable 1<sup>st</sup> deposit of THB 1,689,975 NET was paid and well received on 15 November 2018.**

**Terms & Conditions**

- The above revenue calculated based on guaranteed villa blocked per villa per day (Deluxe Pool Villa and Partial Ocean Pool Villa) during 3-10 February 2019.
- 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

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,



Ms. Chanita Chuengmanon  
Assistant Manager, Sales  
Banyan Tree Samui

Above accepted & agreed by



Ms. Iris Lee  
Product Director  
CIT (Thailand) Co., Ltd.