



November 22, 2018

Ms. Ivy Huang  
Product Manager  
**CIT (Thailand) Co., Ltd.**  
103, Onnut 17 Lane, Section 9, Suan Luang Sub-district,  
Suan Luang District, Bangkok 10250  
Tel: +86 020 66347917 Mob: +86 15766226924  
Email: [ivy.huang@huizhi-intl.com](mailto:ivy.huang@huizhi-intl.com)  
Stop Sales: [op.price@huizhi-intl.com](mailto:op.price@huizhi-intl.com) ; [Bright.zhou@huizhi-intl.com](mailto:Bright.zhou@huizhi-intl.com)

**CNY Guaranteed Room Night Agreement / 4-10 February 2019 (inclusive)**

Dear Khun Ivy,

We are pleased to submit you "CNY Guaranteed Room Night Agreement" of Conrad Koh Samui as per the following details,

Date / Allotment	4-Feb	5-Feb	6-Feb	7-Feb	8-Feb	9-Feb	10-Feb	Total 46 Room Nights	
	Mon	Tue	Wed	Thu	Fri	Sat	Sun	80% Guaranteed Room Nights	20% Allow to wash down
<b>Waterfront Pool Villa</b>	2 rooms	3 rooms	5 rooms	5 rooms	5 rooms	5 rooms	3 rooms	*Guaranteed 37 Room Nights	**9 Room Nights
Room Rates	24,000	24,000	26,000	26,000	26,000	26,000	24,000		
<b>Oceanview Retreat Pool Villa</b>	2 rooms	2 rooms	3 rooms	3 rooms	3 rooms	3 rooms	2 rooms		
Room Rates	26,500	26,500	28,500	28,500	28,500	28,500	26,500		
<b>Total Room</b>	<b>4 rooms</b>	<b>5 rooms</b>	<b>8 rooms</b>	<b>8 rooms</b>	<b>8 rooms</b>	<b>8 rooms</b>	<b>5 rooms</b>		

*The above room rate are per villa, per night, quoted in Thai Baht, inclusive of 10% service charge, and 7% VAT and 1% provincial tax. Room rates are inclusive of breakfast. This is non-commissionable rate.*

**CNY Pre-Buy Rates Condition:**

- To receive the above special offer, CIT (Thailand) Co., Ltd. agrees to **guarantee \*37 Room Nights** from the above inside allotment and Guaranteed room nights can be counted from new bookings of outside allotment made from 22 Nov 2018 onwards.
- CIT (Thailand) Co., Ltd. agrees to use the Agreed Room of the allotment as priority. Rooms outside the allotment are subject to availability and on request only. 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.

**Cut-off dates:**

- \*Main cut-off date is 10 days before arrival date.
- \*\* 9 Room Nights are allowed to hold and sell until 7 days before arrival date. CIT (Thailand) Co., Ltd. and Hotel will review allowable date & room type for 7 days cut-off in January 2019.

**Payment Term:**

- Non-refundable payments** are required as per as follows:

Due Date	Non-refundable payment
<b>30 November 2018</b>	<b>THB 485,200 net</b> (40% of total room block)
<b>14 December 2018</b>	<b>THB 485,200 net</b> (40% of total room block)
<b>4 January 2019</b>	<b>THB 242,600 net</b> (20% of total room block)
<b>Total non-refundable payment</b>	<b>THB 1,213,000 net</b>

**Cancellation Policy:**

Number of Rooms	Minimum Notice / Cancellation Charges
<b>*37 Room Nights</b>	*CIT agrees to guarantee 37 Room Nights 100% of full length of stay is applied for the missing room night.
<b>**9 Room Nights</b>	Any cancellation after cut-off date = 100% of Full length of stay

**General Term & Conditions:**

- Full non-refundable payment must be received by the hotel as per the above mentioned payment term.
- **Payment of 9 Room Nights can be kept as a credit note for new bookings latest 31 March 2019.**
- This promotion cannot be combined with any other promotions.
- The above offers must be combined with other services such as air ticket, transfer and offered as package to clients only.
- Please refer **“CNY Pre-Buy”** when making all reservation. Otherwise normal contract rates will be applied automatically.
- Terms and condition remain as per the main 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 at email: [ornnicha.vinaikulphong@conradhotels.com](mailto:ornnicha.vinaikulphong@conradhotels.com) by **November 23, 2018** your earlier convenience to activate this agreement rates. **Contract without signature will be considered as invalid.** Should you have any questions, please be encouraged to contact us at all time. 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.**



Ivy Huang

Product Manager

Date 27 Nov 2018