



RENAISSANCE®
 KOH SAMUI RESORT & SPA

5 November 2018

Mr. Tech Sun
 Senior Product Manager

Company Name: CIT (Thailand) Co., Ltd.
 Company Type: Parent Company

Tax Registration No.: 0105559036233
 Address: 103, Onnut 17 Lane, Junction 9, Suan Luang Sub-district, Suan Luang District, Bangkok 1025

COMMITMENT REVENUE AGREEMENT

The following net wholesale rates are offered to **Convergent International Travel Development Co., Ltd.** for the period of **January 01, 2019 – December 31, 2019** ("Net Rates"). The below quoted rates are applicable for **CHINESE MARKET only**.

Validity Period	Deluxe Garden	Deluxe Seaview	Pool Villa Garden	Beachfront Pool Villa
	Single/ Double	Single/ Double	Single/ Double	Single/ Double
01 January - 03 January 19	11,900	13,345	15,895	18,495
04 January - 31 January 19	6,350	7,990	10,625	13,225
01 February - 10 February 19	7,550	9,190	11,825	17,500
11 February – 31 March 19	6,350	7,990	10,625	13,225
01 April 19 – 15 July 19	4,760	6,035	8,160	10,710
16 July 19 - 31 August 19	7,480	9,010	11,305	13,855
01 September - 29 September 19	4,760	6,035	8,160	10,710
30 September - 06 October 19	5,960	7,235	9,360	11,910
07 October - 20 December 19	4,760	6,035	8,160	10,710
21 December - 31 December 19	11,900	13,345	15,895	18,495

TERMS AND CONDITIONS:

- The above quoted room rates are in Thai Baht (THB) and inclusive of 10% Service Charge, 7% current applicable Tax and 1% Provincial Tax (subject to change without prior notice) and are non-commissionable.
- All above room rates include daily Buffet Breakfast for 2 people at Banana Leaf Restaurant.
- Rates are applicable for FIT bookings only (up to 9 bookings). A group of 10 villas/rooms and more qualifies as a group booking and requires separate rate proposal.
- All units are non-smoking, however smoking is allowed outside at dedicated areas.
- A minimum length of 4 nights stay applies for all arrivals from December 21, 2019 to January 1, 2020 inclusive.
- Festive Season dining such as Christmas Eve and New Year's Eve Dinner are optional and available at an extra cost.
- No rates can be disclosed, directly or indirectly, unless explicit written approval is obtained from the hotel.

HONEYMOON AND WEDDING ANNIVERSARY OFFERS:

- Welcome Honeymoon set up on bed.
- Regional fruit selection plate delivered on arrival.
- Guaranteed king-size bed.
- All Honeymoon and Wedding Anniversary bookings must be advised at the time of booking and vouchers to reflect the same.
- Wedding Certificate is required upon check-in.

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VALUE OFFERS:

- Daily turn down service, daily resort activities and recreation program available for all room categories.
- Complimentary WIFI available in all resort public areas.

ALLOCATIONS:

Validity Period	Deluxe Garden		Deluxe Sea View		Pool Villa Garden		Beachfront Pool Villa	
	Room(s) Daily	Release (day)	Room(s) Daily	Release (day)	Room(s) Daily	Release (day)	Room(s) Daily	Release (day)
01 January - 03 January 19	4	14	2	14	3	14	1	14
04 January - 31 January 19	6	7	2	7	3	7	1	7
01 February - 10 February 19	8	14	2	14	5	14	1	14
11 February – 30 June 19	6	7	2	7	3	7	1	7
01 July – 31 August 19	8	10	2	10	5	10	1	10
01 September - 29 September 19	6	7	2	7	3	7	1	7
30 September - 06 October 19	8	14	2	14	5	14	1	14
07 October - 31 October 19	7	3	2	3	3	3	1	3
01 November - 20 December 19	5	3	2	3	3	3	1	3
21 December - 31 December 19	4	21	2	21	3	21	1	21

Remark:

- Blackout dates: 11 - 14 June 2019.
- The Resort reserves the rights to sell outside allotment at a Best Available Rate and subject to resort's availability and rates.




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MEAL RATES:

Validity July 12, 2018 – March 31, 2019							
Banana Leaf Restaurant							
Buffet Breakfast		Lunch		Dinner (Half Board)		Full Board	
Adult	Child (6-11)	Adult	Child (6-11)	Adult	Child (6-11)	Adult	Child (6-11)
800	400	1000	500	1300	650	2000	1000

Festive Season Dining Pricing			
Beach Area			
Christmas Eve Dinner		New Year's Eve Dinner	
Adult	Child (6-11)	Adult	Child (6-11)
3125	1560	7100	3550

The above meal prices are quoted in **Thai Baht (THB)** and are inclusive of 10% Service Charge and 7% current applicable Tax (subject to change without prior notice) and are non-commissionable. Prices are quoted for food only, excluding beverages, and applicable for Banana Leaf Restaurant only. All rates quoted are per person per meal.

AIRPORT TRANSFERS:

The airport transfer between Samui International Airport and the Resort can be arranged on request bases as per below rate structure. All rates are net rates and quoted in Thai Baht per vehicle per trip.

Type of Transfer	One way
SUV (maximum 3 persons)	THB 1,000 net
Minivan (maximum 5 persons)	THB 1,200 net

* Prices are subject to change due to third party contract.

INCIDENTAL AND ADDITIONAL CHARGES:

- a. **Children Policy:**
 - No charge for children under 6 when occupying same room as adult(s) and using existing beds in rooms, including complimentary breakfast. Children ages 6-11 years will be provided rollaway bed and charged at THB 800 (inclusive of applicable tax) per child per day including breakfast.
- b. **Extra Adult Person Charge:**
 - Rates are for single/double occupancy only. Each additional adult will be charged THB 1,600 (inclusive of applicable tax) per person per day including breakfast with a maximum of 1 adult per room.
 - Maximum 2 adults and 2 children under 12 years or 3 adults to share a room.
- c. **Rollaway Beds:**
 - Hotel provides rollaway bed at a cost of THB 1,600 (inclusive of applicable tax) per person per day including breakfast.

CHECK-IN AND CHECK OUT TIME:

Check-in time is 14:00 and Check-out time is 12:00. All guests arriving before 14:00 will be accommodated as rooms become available. Baggage may be checked-in for those arriving early if rooms are unavailable.

Late check out is subject to availability on the day of Check-out and the following charges may apply: until 18:00 hours - 50% off Contract Rate and thereafter a full nightly charge applies. Guaranteed access to Deluxe Rooms and Villas prior to 14:00 can be granted subject to availability by paying additional full night charge.



CANCELLATION POLICY, EARLY DEPARTURE, NAME CHANGES & VOUCHERS:

Room reservations may be canceled subject to minimum cancellation notice via a mutually agreed documented method (phone, email or fax). If verbally cancelled, a cancellation number must be obtained. If cancellation occurs within minimum notice or if a no-show occurs, cancellation fee including room rate and tax, will be assessed. Date changes inside of the cancellation policy are considered a cancellation and a re-booking, and as such, are subject to cancellation damages. The daily cancellation fee will not be contingent on Resort's occupancy for the nights for which rooms are cancelled. No-shows must be paid without reliance on vouchers due to the inability of the client to present the voucher. Should you fail to pay the cancellation fee, Resort may cancel your billing privileges and/or this agreement, at Resort's sole discretion, without any obligation or liability whatsoever. No refunds will be provided for early departure. The cancellation policy may be changed by Resort at any time in Resort's sole discretion.

Early Departure: Regardless of early departure of a particular reservation, all originally booked room nights (whether or not consumed) of such reservation and applicable taxes will be billed to you.

Peak Season from 01 – 07 January 2019 and 21 - 31 December 2019:

- Cancellations made within 45 days prior to arrival, 100% penalty will be incurred

High Season from 08 January 2019 – 31 March 2019, 16 July – 31 August, 2019 and 30 September - 06 October 2019

- Cancellations made within 21 days prior to arrival, 100% penalty will be incurred.

Low Season from 01 April - 15 July 2019, 01 – 29 September 2019 and 07 October - 20 December 2019:

- Cancellations made within 14 days prior to arrival, 01 night penalty will be incurred

ROOM REVENUE GUARANTEE:

- **Convergent International Travel Development Co., Ltd.** has agreed to commit on total room revenue THB 7,000,000 from January 1, 2019 to December 31, 2019 and Non-refundable.
- The hotel has the rights to request the pending balance amount to be deducted from the future invoices where the monthly revenue exceeds the deposit.

PAYMENT:

- Non-refundable room payments, if **Convergent International Travel Development Co., Ltd.** cannot finish the room revenue target of THB 7,000,000 by 31 December 2019.
- If the required deposit of payment is not received by the date indicated, Renaissance Koh Samui Resort & Spa reserves the right to release all space being held for this block without any penalty to Renaissance Koh Samui Resort & Spa.

Payment due date	Amount (THB)
1 st amount of deposit is due by December 26, 2018	THB 2,000,000
2 nd amount of deposit is due by February 26, 2019	THB 2,000,000
3 rd amount of deposit is due by April 26, 2019	THB 2,000,000
The rest balance amount is due by June 26, 2019	THB 1,000,000

METHOD OF PAYMENT:

Payment including deposits can be made in the form of cash, credit card, bank draft or money transfer to Renaissance Koh Samui Resort & Spa's bank account(detailed listed below). Personal and company checks are not accepted.

Account Name: Renaissance Koh Samui (Erawan Samui)
Account Number: 829-0-02841-5
Account Type: Saving Account (THB)
Swift Code: KRIHTHBK
Bank: Krung Thai Public Company Limited (Samui Branch)
88/3 M. 3 T. Aangthong A. Koh Samui, Suratthani 84140

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COMPANY OBLIGATIONS:

Convergent International Travel Development Co., Ltd. will not, and will not permit any companies it works with directly or indirectly to:

- Make Hotel's guestrooms available to the end-user customer as an unpackaged, room-only product.
- Market Hotel's guestrooms as an unpackaged, room-only product on on-line (e.g., internet based) channels, or any other interactive channels including mobile devices that the end-user customer can access, this includes but is not limited to Online Travel Agents, Opaque Sites, Group Buying, Flash Sales, Social Commerce and Daily Deals sites and applications.
- Make Hotel's guestrooms available through any GDS.
- Disclose to the end-user customer the rate at which Hotel provided Company the guest room.
- Make any false, misleading or deceptive claims that it offers specially discounted rates on Hotel's inventory, or advertise that it has the lowest price available, substantial discounts, online exclusive rates, exclusive savings, or comparable statements for Hotel's guest room inventory.

ACCEPTED AND AGREED TO:

Convergent International Travel Development Co., Ltd.

Renaissance Koh Samui Resort and Spa

By:

[sign here]

Name: Mr. Tech Sun

Title: Senior Product Manager

Date: 15 November 2018

By:

[sign here]



Name: Ms. Airika Sirak

Title: Cluster Director of Sales & Marketing

Date: 5 November 2018