



January 10, 2019: 2<sup>nd</sup> Revised

Ms. Ivy Huang  
Product Manager  
**CIT (Thailand) Co., Ltd.**  
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### Floating Deposit Agreement / 11 January 2019 – 31 March 2019

Dear Khun Ivy,

We are pleased to submit you “Floating Deposit Agreement” of Conrad Koh Samui as per the following details.

#### Room Allotment:

| Allotment Type     | From      | To        | Cut-off<br>(in days) | Room Allotment           |  |                                 |
|--------------------|-----------|-----------|----------------------|--------------------------|--|---------------------------------|
|                    |           |           |                      | Waterfront<br>Pool Villa | Oceanview<br>Pool Villa                                    | Oceanview Retreat<br>Pool Villa |
| Fixed allotment    | 18 Jan 19 | 31 Mar 19 | 10                   | -                        | 2  | -                               |
| Flexible allotment | 11 Jan 19 | 31 Jan 19 | 1                    | 2<br>Stop sales accepted | - No stop sales accepted<br>10 days before arrival<br>date | 2<br>Stop sales accepted        |
|                    | 1 Feb 19  | 31 Mar 19 | 5                    |                          | - Stop sales accepted<br>9 days before arrival date        |                                 |

#### Black-out dates for both allotment and special room rate:

| Room Type                    | Month    | Black-out dates                                      |
|------------------------------|----------|--|
| All Room Types               | February | 3-10 inclusive<br>11-15 inclusive<br>23-24 inclusive |
| Oceanview Pool Villa         |          | 16   |
| Oceanview Retreat Pool Villa |          | 27   |

#### Special Rates for Floating Deposit Agreement

| Room Types                   | Non-refundable Room Rates |                          |                          |
|------------------------------|---------------------------|--------------------------|--------------------------|
|                              | 11 – 31 Jan 19            | 1 Feb 19 - 31 Mar 19     |                          |
|                              | Flat Rate<br>(Mon-Sun)    | Day of Week<br>(Mon-Thu) | Day of Week<br>(Fri-Sun) |
| Waterfront Pool Villa        | 15,300                    | 16,500                   | 15,300                   |
| Oceanview Pool Villa         | 17,100                    | 18,500                   | 17,100                   |
| Oceanview Retreat Pool Villa | 18,450                    | 20,000                   | 18,450                   |

#### Resort benefits:

- Complimentary daily luxury boat excursions to nearby island (subject to availability and prevailing weather conditions)
- Complimentary WIFI in villa and public areas
- Complimentary welcome fruits basket
- Complimentary room turn down amenities in the evening
- Complimentary in villa coffee/tea making facilities (Senseo coffee maker)

**Kids Eat and Stay Free Offer**

- 1 Complimentary rollaway bed including daily breakfast will be provided for children 12 years and below. Breakfast to be taken at Zest (not available for room service).
- Children 12 years and below, will enjoy complimentary lunch and dinner during their stay when dining with parents.
- Lunch and Dinner excludes beverages to be selected from The 'Turtle Club' menu and includes one main course and one dessert.

**Floating Revenue Conditions:**

- CIT (Thailand) Co., Ltd. agrees to deliver Conrad Koh Samui **THB 1,000,000 net** for stays during **11 January 2019 – 31 March 2019** in order to receive the above special offers.
- The floating revenue of **THB 1,000,000 net** is based on villa revenue paid to Conrad Koh Samui which includes tax, service charge and breakfast.
- If the payment has finished, CIT (Thailand) Co., Ltd. agrees to deliver Conrad Koh Samui the outstanding balance payment before check-in date.
- CIT (Thailand) Co., Ltd. agrees to settle the payment as per the below due date.

| Due Date                | Non-refundable payment |
|-------------------------|------------------------|
| <b>15 January 2019</b>  | <b>THB 500,000 net</b> |
| <b>15 February 2019</b> | <b>THB 500,000 net</b> |

- The Floating Deposit Agreement **can** be combined with the Incentive Room Night Agreement.
- CIT (Thailand) Co., Ltd. agrees to use the agreed rooms of the allotment as priority. After allotment has been used up, rooms outside the allotment can be applied based on the availability calendar. Same rates and conditions apply as stated in "Special Rates for Floating Revenue Agreement".
- 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.

**General Terms & Conditions:**

- **Non-refundable rates are required full pre-payment. Booking cannot be cancelled or adjusted.**
- The special rates and offers are applicable for **new FIT bookings only**.
- The special rates and offers must be combined with other services such as air ticket, transfer and offered as package to clients only.
- Please refer "**Floating Revenue**" when making reservation. Otherwise normal contract rates will be applied automatically.
- Other terms and condition remain as per the official 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 via email: [ornnicha.vinaikulphong@conradhotels.com](mailto:ornnicha.vinaikulphong@conradhotels.com) by **January 11, 2019** as 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.

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 11 Jan 2019