



January 10, 2019; 2nd Revised

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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 (in days)	Room Allotment		
				Waterfront Pool Villa	Oceanview Pool Villa	Oceanview Retreat Pool Villa
Fixed allotment	18 Jan 19	31 Mar 19	10	-	2	-
Flexible allotment	11 Jan 19	31 Jan 19	1	2 Stop sales accepted	- No stop sales accepted 10 days before arrival date	2 Stop sales accepted
	1 Feb 19	31 Mar 19	5		- Stop sales accepted 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 11-15 inclusive 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 (Mon-Sun)	Day of Week (Mon-Thu)	Day of Week (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
15 January 2019	THB 500,000 net
15 February 2019	THB 500,000 net

- 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 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 _____