



**SALA**  
SAMUI  
CHAWENG BEACH

ORIGINAL

บริษัท ทรอพีทรัมเม้นท์ จำกัด (สาขาที่ 00001)  
เลขที่ 99/10 หมู่ที่ 2 ต.บ่อผุด อ.เกาะสมุย จ.สุราษฎร์ธานี 84320  
โทร. (077) 905-888 แฟกซ์ (077) 905-889  
หมายเลขประจำตัวผู้เสียภาษี 0 105554067041  
Sabsai Manee Co., Ltd.  
99/10 Moo. 2 Bophut Kohsamui  
Suratthani 84320 Thailand  
Tel. (077) 905-888 Fax : (077) 905-888  
TAX ID No. 0 105554067041

ใบแจ้งหนี้  
INVOICE

TO : CIT (Thailand) Co.,Ltd.	NO.	INV62-005
103 Onnut 17 Section 9 Suan Luang	ACCOUNT NO.	002 PAGE NO. 5
Suan Luang District, Bangkok 10250	INVOICE DATE	January 29, 2019
Thailand.		
Tax ID no. 0 105559036233		

DATE	REFERENCE	DESCRIPTION	AMOUNT
		Floating Deposit 2019 - Guaranteed Agreement (01 April - 31 October 2019)	1,000,000.00
		PLEASE PAY THIS AMOUNT	TOTAL
			1,000,000.00
		One Million Baht Only	

Please Pay by " CROSSED CHEQUE " ( A/C Payee Only ) To :

SAPSAIMANEE CO.,LTD.

Or Transfer Total Amount To :



BANGKOK BANK PUBLIC CO.,LTD. (SURAWONG BRANCH)

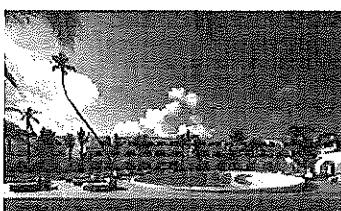
CURRENT ACCOUNT No : 147 - 4 - 78948 - 2



30-01-2019  
No. 1111

Authorized Signature

If you already transfer the money please kindly sent your slip of payment by Fax : (66) 077 968 867 or E-mail ar@salachaweng.com



PERSONAL & PRIVATE

SALA Samui Chaweng Beach Resort  
99/10 Moo 5, Bophut Koh Samui, Suratthani 84320 Thailand  
T 66 (0) 77 905 888 F 66 (0) 77 905 889



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### RATE AGREEMENT

This agreement was reached between	SALA Samui Chaweng Beach Resort 19/F Thaniya Plaza Building Zone A/10 52 Silom Road Suriyawong, Bangkok Bangkok 10500	Date : 24 January 2019
And		Tel : 66 (0) 2 231 2588
Tour Operator		Fax : 66 (0) 2 231 2589
Address	CIT (Thailand) Co Ltd I/c Convergent International Travel Development Co., Ltd. 103 Onnut 17 Section 9 Suan Luang Suang Luang District Bangkok 10250 Thailand	E-mail : <a href="mailto:salesresorts1@alahospitality.com">salesresorts1@alahospitality.com</a>
		Contact : Mr. Tech Sun
		Position : Product Director
		Tel : 66 91 719 2151
		Fax :
		E-mail : <a href="mailto:tech.sun@huizhi-intl.com">tech.sun@huizhi-intl.com</a>

**"Guaranteed Agreement"**  
**SALA Samui Chaweng Beach Resort**

Dear Mr. Sun,

First of all, thank you very much for your continuous support towards SALA Samui Chaweng Beach Resort. We are much delighted to offer "Guaranteed Agreement" as details described hereunder:

Hotel	: SALA Samui Chaweng Beach Resort
Special Offer	: Guaranteed Agreement
Staying Period	: 01 April – 31 October 2019
Applicable Market	: Chinese Market Only
Rate condition	: Guaranteed a minimum of 450 Room nights for Oceanfront Wing Guaranteed a minimum of 1,200 Room nights for Garden Wing
Special rate	: 10% discount from promotion or contract rate
Minimum Night	: Minimum 2 nights stay is required
Remark	: Current Stop Sales Period remains unchanged.

VALIDITY PERIOD	ROOM CATEGORY	DAILY ALLOTMENT				
		Flexible Allotment	CUT OFF	Fixed Allotment	CUT OFF	Total Allotment
01 April - 30 April 2019 and 16 July – 31 August 2019	Oceanfront Garden Pool Suite	2	21	1	12	<u>3</u>
	Oceanfront Balcony Pool Suite	4	21	2	12	<u>6</u>
01 May – 15 July 2019 and 01 September – 31 October 2019	Oceanfront Garden Pool Suite	2	14	1	5	<u>3</u>
	Oceanfront Balcony Pool Suite	4	14	2	5	<u>6</u>

VALIDITY PERIOD	ROOM CATEGORY	DAILY ALLOTMENT				
		Flexible Allotment	CUT OFF	Fixed Allotment	CUT OFF	Total Allotment
01 April - 30 April 2019 and 16 July – 31 August 2019	Garden Deluxe Balcony	7	21	4	12	<u>11</u>
	Garden Pool Villa	7	21	4	12	<u>11</u>
01 May – 15 July 2019 and 01 September – 31 October 2019	Garden Deluxe Balcony	7	14	4	5	<u>11</u>
	Garden Pool Villa	7	14	4	5	<u>11</u>

#### Room Rate

- **Flexible & Fixed Allotment** : 10% discount from promotion OR contract rate with EBO discount
- **Outside Allotment** : Promotions OR Contract Rate with EBO discount will be applied
- **Outside Allotment on Stop Sales Period** : BAR Rate with discount will be applied.

#### Terms & Conditions:

- Guaranteed 1,650 room nights is required during specific period (450 rns for Oceanfront Wing and 1,200 rns for Garden Wing).
- You may not offer these rates as room-only / unbundled bookings in any manner (e.g. room tax and/or fees listed separately). Package components must be booked concurrently with the room booking, and the prices for each of the package components (hotel room, airfare and/or car rental). In case hotel found disparity rate issue from CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd. the hotel reserves the right to terminate with immediate effect.
- All rates are net non-commissionable (currently, tax rates are: Government Tax 17.7%, Provincial Tax 1% and Service Charge 10% in THB)
- Rates are not valid for Internet portal sites.
- *This promotion can be combined with EBO discount from main contract rate and promotions.*
- *This promotion can be combined with Honeymoon Benefits.*
- Name lists : To be updated to reservation team at least 7 working days prior arrival
- Hotel reserves the right to advise of Stop Sell or Close out notifications subjected to business conditions as they may arise
- This rate is applied for new F.I.T. booking that start and complete within the above period. All previous bookings, which have been confirmed by the hotel, cannot be applied with this Promotion.
- Please indicate special promotion "GUARANTEED AGREEMENT" upon making a reservation and in your voucher. Otherwise, a regular rate will be applied.

#### **Flexible Allotment:**

- The hotel reserves the right to advise the Stop Sell or Close out notifications subjected to business conditions as they may arise.
- The number of booking confirmation under Guaranteed Agreement rate will be based on total daily allotment per day.

**Fixed Allotment:** Applicable during Stop Sales Period (based on latest update Stop Sales Chart on 23 January 2019) and which the total daily allotment have not been utilized.

- 1 unit of Oceanfront Balcony Pool Suite will be secured on a daily basis during stop sales period if the total allotment has not been utilized. (based on latest update Stop Sales Chart on 23 January 2019 and under cutoff date conditions for CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd.

#### **CONDITION FOR PAYMENT**

- Floating Deposit is required at the balance of THB 1,000,000.- (One Million Baht net) by 12 February 2019. (Transfer fee will be responsibility by CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd.
- Full pre-payment will be deducted from the Floating Deposit and Hotel would require CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd. to top up the Floating Deposit to remain the balance at THB 1,000,000.- (One Million Baht net) at a time once the balance of Floating Deposit is reduced to THB 200,000.-net.
- In case CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd. could not reach 450 room nights for Oceanfront Wing and 1,200 room nights for Garden Wing during specific period, the hotel will reserves the right to charge penalty base on Contract rate of Oceanfront Garden Pool Suite and Garden Deluxe Balcony during 01 April – 31 October 2019) against the shortfall of 450 / 1,200 room nights as agreement. For example, if CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd. reach only 200 room nights, Hotel will charge for another 250 room nights x 14,700 = THB 3,675,000 and hotel has rights to deduct penalty charge from Guaranteed Deposit.
- Hotel will transfer Floating Guarantee back to CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd. if hotel received all pending payment from CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd. (Transfer fee will be responsibility by SALA Samui Chaweng Beach Resort)

If you agreed with all arrangement above, please countersign this letter as your acceptance and fax/ email the complete copies to Bangkok Sales Office at +66(0) 2231 2589 or [admin2@salaospitality.com](mailto:admin2@salaospitality.com) to activate this arranged rates.

**CONTRACT WITHOUT A SIGNATURE OF ACCEPTANCE WILL BE CONSIDERED AS INVALID.** Should you have any questions, please do not hesitate to contact me at your convenience.

Best regards,



Ms. Pinyada Thanturanond  
Assistant Director of Sales  
SALA Resorts & Spas

Date: 24 January 2019

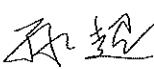
Approved by:



Ms. Benjaporn Magroodtong  
Group Director of sales  
SALA Resorts & Spas

Date: 24 January 2019

Agreed & Accepted by:



Mr. Tech Sun  
Senior Product Manager  
CIT (Thailand) Co Ltd i/c  
Convergent International Travel Development  
Co., Ltd.  
Date: 24 January 2019