



## RATE AGREEMENT

This agreement was reached between	<b>SALA Samui Chaweng Beach Resort</b>	Date	: 24 January 2019
	19/F Thaniya Plaza Building Zone A/10 52 Silom Road Suriyawong, Bangrak Bangkok 10500	Tel Fax E-mail	: 66 (0) 2 231 2588 66 (0) 2 231 2589 <a href="mailto:salesresorts1@alahospitality.com">salesresorts1@alahospitality.com</a>
And Tour Operator	<b>CIT (Thailand) Co Ltd i/c Convergent International Travel Development Co., Ltd.</b>	Contact	: <b>Mr. Tech Sun</b>
Address	103 Onnut 17 Section 9 Suan Luang Suan Luang District Bangkok 10250 Thailand	Position Tel Fax E-mail	: Product Director 66 91 719 2151 <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	: <b>Guaranteed Agreement</b>
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	<b>2</b>	21	<b>1</b>	12	<b>3</b>
	Oceanfront Balcony Pool Suite	<b>4</b>	21	<b>2</b>	12	<b>6</b>
01 May – 15 July 2019 and 01 September – 31 October 2019	Oceanfront Garden Pool Suite	<b>2</b>	14	<b>1</b>	5	<b>3</b>
	Oceanfront Balcony Pool Suite	<b>4</b>	14	<b>2</b>	5	<b>6</b>

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	<b>7</b>	21	<b>4</b>	12	<b>11</b>
	Garden Pool Villa	<b>7</b>	21	<b>4</b>	12	<b>11</b>
01 May – 15 July 2019 and 01 September – 31 October 2019	Garden Deluxe Balcony	<b>7</b>	14	<b>4</b>	5	<b>11</b>
	Garden Pool Villa	<b>7</b>	14	<b>4</b>	5	<b>11</b>

#### 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