



#### PRE-BUY AGREEMENT

12<sup>th</sup> March 2019

Agent: CIT (Thailand) Co., Ltd.  
Hotel: ibis Styles Krabi Ao Nang  
Market: FIT – Chinese  
Period: 01 April – 31 October 2019

Dear Khun Tech,

Period	Room Rate	Allotment	Cut-off
	Standard (sgl/dbl/twn)	(Standard)	(in days)
01 – 30 April 2019	THB 950 net/room/night	8	3
01 May – 31 October 2019	THB 800 net/room/night	8	3

#### Conditions:

1. Guarantee agreement is applicable for FIT bookings - Chinese market only.
2. This guarantee agreement cannot be applied to booking created before the date of signing this agreement.
3. This guarantee agreement above rates cannot be combined with any other promotion.
4. In case agent cannot achieve room revenue at THB 800,000 for April-Oct 2019, the hotel is unable to refund or extend the outstanding amount to the future business.
5. The guarantee room rate should be mark up and selling rate should be parity with our Accor.com. In case, we find the rate disparity, hotel reserve the right to terminate the agreement.
6. Any cancellation inside the cut off period will be deducted from guarantee room revenue.
7. Accommodation free of charge for 1 child under 12 years sharing parents' room and utilizing existing bedding. Breakfast is charged at THB 125 for child 3-12 years.
8. Extra bed for adult is charged at THB 700 net/room/night incl. ABF and THB 450 net/room/night incl. ABF for child.
9. Cancellation Policy: No Cancellation charge applies prior to 18.00 (local time) up to 3 days prior to arrival. Beyond that time the first night will be charged.
10. No Show Policy: In case of no-show. a no-show penalty equivalent to one night contracted rate

#### Payment condition:

- Floating Deposit THB 400,000 to deduct the bookings, when the deposit is lower than THB 50,000 agent will top up THB 200,000 more.
- Guarantee THB 800,000, non-refundable



Hotel Bank account:

IBIS STYLES KRABI AO NANG

Bank Name: Siam Commercial Bank PCL.  
Account name: The Erawan Group PLC. (IBIS Krabi)  
Bank Branch: Ao Nang (Krabi)  
Account number: 801-3-00577-0 (Current Account)  
Swift Code: SICOTHBK

Kind regards

Acknowledged and agreed by

A handwritten signature in blue ink that appears to read "Jindawan".

Ms. Jindawan Suphan  
Group Director of Leisure Sales  
Mercure & ibis Erawan Thailand

A handwritten signature in black ink that appears to read "Tech Sun".

Mr. Tech Sun  
Senior Product Manager  
CIT (Thailand) Co., Ltd.