



Ms. Sharon Yang
Senior Overseas Hotels Contracting Manager
CIT (Thailand) Co., Ltd
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Dear Ms. Yang,
Further to our telephone correspondences over the past few weeks, I'd like to confirm and summarized the agreement as follows:

- 1) Contract and selling period: March 01 to October 31, 2019.
- 2) Agreed promotion rates as such: Superior Room RB rate THB 2,300, Deluxe room RO rate THB 2,300 and RB THB 2,600 (Black out day: April 13 to 15, 2019. Rate follow main contract)
- 3) Guaranteed room nights: 500 room nights throughout the year 2019.
- 4) Rate Gap: guaranteed 10% rate gap from other OTA and B2B agent.
- 5) Allotment: 5 fixed allotments - 1 Superior and 4 Deluxe Rooms
- 6) Allotments: 10 fixed allotments – June, July and August (2019) of 2 Superior and 8 Deluxe Rooms.
- 7) Cut Off Date: Low season 3 days (01 Mar to 31 Oct 2019, expect April 13 to 15, 2019), High season 5 days, Peak season 7 days.
- 8) Payment: Advance payment THB 200,000 will pay to hotel account and once the amount deduction less than THB 50,000 you will top up another THB 200,000

If the above details are in order and agreement with you, please sign a copy and send it back to me. Thank you very much and look forward to working closely with you.

Kind regards,

*Monkorn
Monkorn*

Monkorn Usavakul
Director of Sales and Marketing
Serene Group of Hotels

A handwritten signature in black ink that reads 'Sharon Yang'.

Sharon Yang
Senior Overseas Hotels Contracting Manager
CIT (Thailand) Co., Ltd
March 05, 2019

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