

April 12, 2019

Khun Tamfun Li
Senior Overseas Hotel Contracting Manager
CIT (Thailand) Co., Ltd
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Letter of Agreement

CIT (Thailand) Co., Ltd and MBK Hotel & Tourism Co., Ltd as the owner of Dusit Thani Krabi Beach Resort at 155 Moo 2 Nong Thale Muang Krabi 81180 Thailand hereinafter called (Hotel) agrees as follows:

Room & Rate offer:

Period during: May 1 – October 31, 2019

Applicable for Chinese market

Period	Deluxe Room only	Deluxe Included Breakfast	Deluxe Sea Facing Included Breakfast
May 1 -31, 2019 and September 1-30, 2019	THB 3,400.- net	THB 3,420.-net	THB 4,020.-net
June 1 – August 31, 2019 and October 1-31, 2019	THB 3,400.- net	THB 3,500.-net	THB 4,100.-net

Terms & Conditions:

- Room rate is quoted in Thai Baht, inclusive of breakfast, service charge, prevailing government tax, provincial tax and non-commissionable
- All rates are quoted on single and double occupancy respectively on a per room per night basis.
- Daily breakfast for 1 or 2 persons per room at Mangosteen's Restaurant
- This rate offer will be gap between 8-10% from other Wholesales B2B and BAR rate 20%
- All terms and conditions apply as per original FIT signed contract rates
- Offer cannot be combined with any other special promotion and any promotion in existing FIT signed contract rates.
- Advance reservations are required and subject to space availability
- Valid for new bookings only and is not applicable for existing bookings

Free sales / Allotment offer

Period	Deluxe room	Deluxe Sea Facing	Cut off - Date
May 1 – October 31, 2019	Free sales	5	5 days

Security Room Allotment offer: (Apply after closed sales)

Period	Deluxe room	Deluxe Sea Facing	Cut off - Date
May 1 – October 31, 2019	8	5	5 days

Allotment Conditions:

Wholesales FIT allotments offered are above subject to the following conditions:

- The Resort agrees to an allocation of room per day as on agreement within the Room allotment section.
- All relevant accommodation bookings details of the Guest for each reservations made by the Client must be notified to the Resort in writing before the Release date as indicated above in Cut-off period section. Any rooms held on allotment and not used before the stated cut-off dates will be automatically released from the allotment without notice to the client.
- The Resort reserves the right to request “**Stop Sales**” to the CIT Thailand Co., Ltd. when the resort faces fully booked, high demand and definite group bookings we will send notice prior to 5 days. All room sold must be report to the resort in writing 48 hours after our notification.

Cancellation Policy:

Low Season	Cancellation Term and Policies
3 days or more prior to arrival	▪ No cancellation fee
2-1 days prior to arrival	▪ 50% of the full stay
No show	▪ 100% of the full stay
NOTE: If reservation overlaps different seasons, the higher season cancellation terms and policies apply	

Floating Deposit & Term:

- Deposit will request on April 15, 2019 THB 1,000,000
- When deposit less than THB 200,000, CIT Thailand Co., Ltd will Top up to hotel amount THB 800,000.-

Payment:

For credit card, the resort will require a photocopy of front and back of the credit card with an authorization note by the cardholder authorizing the resort to charge the deposit to the card provided.

For wire transfer, please make payable to the bank details shown below and please acknowledge us by photocopy of the Bank remittance slip for our records.

Name of Account: Dusit Thani Krabi Beach Resort
 Account Number: 038-2-86199-4
 Name of Bank: The Siam Commercial Bank PLC (Siam Square Branch)
 Swift Code: SICOTHBK (Transfer directly by Swift MT 038)
 Address: 222, 222/1-7, 224, Siam Square Soi 1, Rama I Road, Bangkok 10330, Thailand
 Telephone Number: (66-2) 251 4820-2, 250 1156 and 252 7226-7
 Fax Number: (66-2) 254 1671



Thank you for your continuous support of the Dusit Krabi Beach Resort

Please sign below and return to this office a copy of this agreement within **3 working days** signifying your acceptance to the attention of Sawiitri Rojwanichyakun Email sawiitri.rw@dusit.com This agreement will not be valid until a signed copy is returned by the requested date.

Best Regards,

A handwritten signature in blue ink, appearing to read "K Chal", enclosed within a light blue rectangular border.

Kodchakorn Chakreyarat
Director of Sales & Marketing
Dusit Thani Krabi Beach Resort

ACCEPTED BY NAME  Tamfun Li

TITLE: Senior Overseas Hotels Contracting Manager

AGENCY NAME: CIT (Thailand) Co., Ltd

AGENCY STAMP