



12 April 2019

**EXCLUSIVE RATE & PRE-PAID ALLOTMENT AGREEMENT: 01 May 2019 – 31 December 2019**

Ms. Iris Lee  
Product Director  
**CIT (Thailand) Co., Ltd.**  
103, Onnut 17 Lane, Junction 9, Suan Luang Sub-district  
Suan Luang District, Bangkok 10250

Tel: +86 18924235003  
E-mail: [iris.lee@huizhi-intl.com](mailto:iris.lee@huizhi-intl.com)

Dear Ms. Lee

Thank you for choosing Banyan Tree Samui as your official partner for pre-paid allotment during period **01 May 2019 – 31 December 2019**.

In this regard, we are delighted to provide agreement details according to our discussion as attachment for your perusal and approval.

Should you need additional information, I can be reached at +66 (0) 2285 0611. Alternatively, you can reach me via email at [chanita.chuengmanon@banyantree.com](mailto:chanita.chuengmanon@banyantree.com)

Sincerely yours,

A handwritten signature in black ink, appearing to read "ch".

Chanita Chuengmanon  
Assistant Manager Sales  
Banyan Tree Samui



Client's Initial \_\_\_\_\_

Banyan Tree Samui • 99/9 Moo 4 Maret, Surat Thani 84310 • Thailand  
Tel: +66 77 915333 • Facsimile: +66 77 915388  
• [www.banyantree.com](http://www.banyantree.com)



Banyan Tree Samui (known herein as "Resort") is pleased to offer CIT (Thailand) Co., Ltd. (known herein as the "Business Partner" or "Agency") the following exclusive rate and room allotment commitment during 01 May 2019 – 31 December 2019 whereby it is agreed:

**EXCLUSIVE RATE & PREPAID ALLOTMENT AGREEMENT 01 May 2019 – 31 December 2019**

PERIOD	VILLA TYPE	TOTAL ROOM NIGHT
01 May 2019 – 31 May 2019	All Villa Types	160
01 June 2019 – 30 June 2019		160
01 July 2019 – 31 December 2019		1,490
<b>TOTAL</b>		<b>1,810</b>

Remark: Monthly production from 01 May 2019 – 01 June 2019 must be a minimum of 160 room nights with 10% flexible

VILLA TYPE	EXCLUSIVE RATE			
	01 May 2019	21 Jul 2019	01 Sep 19	28 Sep 2019
	20 Jul 2019	31 Oct 2019	27 Sep 19	10 Oct 2019
Deluxe Pool Villa	17,000	N/A	N/A	N/A
Partial Ocean Pool Villa	19,000	N/A	N/A	N/A
Ocean Pool Villa	23,000	N/A	N/A	N/A
Horizon Hillcrest Pool Villa	26,000	N/A	N/A	N/A
Royal Banyan Ocean Pool Villa	27,000	N/A	N/A	N/A
Family Ocean Pool Villa	34,000	N/A	N/A	N/A

VILLA TYPE	EXCLUSIVE RATE			
	11 Oct 2019	01 Nov 2019	22 Dec 2019	
	31 Oct 2019	21 Dec 2019	31 Dec 2019	
Deluxe Pool Villa	N/A	N/A	N/A	
Partial Ocean Pool Villa	N/A	N/A	N/A	
Ocean Pool Villa	N/A	N/A	N/A	
Horizon Hillcrest Pool Villa	N/A	N/A	N/A	
Royal Banyan Ocean Pool Villa	N/A	N/A	N/A	
Family Ocean Pool Villa	N/A	N/A	N/A	



VILLA TYPE	ALLOTMENTS	CUT OFF DAY (LOW SEASON)	CUT OFF DAY (HIGH SEASON)	PERIOD
Deluxe Pool Villa	6	5 Days	7 Days	01 May 2019 – 31 December 2019
Partial Ocean View Pool Villa	3			
Ocean View Pool Villa	2			
Horizon Hillcrest Pool Villa	2			
Royal Banyan Ocean View Pool Villa	2			
Family Ocean View Pool Villa	2			

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## TERMS AND CONDITIONS

- Above exclusive rate and room allotment commitment are applicable to **FIT bookings ONLY.**
- The above exclusive rate and room allotment offer is inclusive of daily breakfast at the Edge restaurant.
- The above exclusive rate and room allotment offer is inclusive of resort welcome fruit, once upon arrival date only.
- The above exclusive rate and room allotment offer is inclusive of complimentary WIFI access service during stay.
- The above exclusive rate and room allotment offer is inclusive of complimentary shuttle bus service as per resort schedule, first come first serve, sharing service by resort transfer only.
- The above pre-paid allotment will be guaranteed to **CIT (Thailand) Co., Ltd.** during 01 May 2019 – 31 December 2019.
- In case of fully booked or sold out period in the further, Banyan Tree Samui have the right to send out update inventory to **CIT (Thailand) Co., Ltd.** for acknowledge and further action accordingly.
- **CIT (Thailand) Co., Ltd.** able to increase the number of allotment in case of many request case by case basis. By send email to Chanita to check the resort availability and update the result.
- The 100% guarantee room nights (refer to above table) with non-refundable by **CIT (Thailand) Co., Ltd.** company as per payment deadline.
- Should the resort not receive all deposits on or before the mutually agreed upon dates, this agreement will cease to exist, and the resort will reserve the right to amend rates as it deems fit for all future bookings.
- All unsold pre-paid villa will be automatically non-refundable, the resort has the right to serve the 100% cancellation charged which full responsible by **CIT (Thailand) Co., Ltd.** company.
- Full pre-payment to be settle and transfer to Banyan Tree Samui with non-refundable after agreement signed as per below due date (refer to payment due date).
- The exclusive rate offer is available for **CIT (Thailand) Co., Ltd. only** for China Market ONLY.
- Existing rate are subject to change at the resort discretion with advance notice of 7 days
- Contract can be terminated if the resort faces issue with rate parity as a result of undercutting or inappropriate marked up of stated rates.
- The exclusive rate offer is available for new booking made after resort received signed contracted (28 March 2019) and staying 01 May 2019 – 31 December 2019.
- To help the Resort to effectively manage inventory please assist the Resort by reporting bookings immediately upon receiving them, rather than waiting till cut-off period is due.
- The Resort is willing to offer **CIT (Thailand) Co., Ltd.** the best rate or at least 10% lower against with other partners.
- If **CIT (Thailand) Co., Ltd.** finds the cheaper rate offered in B2C platform and proved it from online channel, resort will offer 15% off from those rates found for **CIT (Thailand) Co., Ltd.** for certain period only.

## ONLINE/INTERNET SALES

Negotiated rates are not for sale via online channels across the worldwide web, unless they are in parity to the Property's "Best Available Rates" program. **Negotiated rates that are promoted online must be marked up by a minimum of 25%.** In addition, negotiated rates that are packaged with air content and other sightseeing arrangements must be sold higher than the Property's "Best Available Rates" program. For more information, please visit [banyantree.com](http://banyantree.com) or [angsana.com](http://angsana.com). The Key Account may not sell or resell on these rates subject to this Agreement to a third party who uses the internet as a medium of advertising/distribution without the expressed prior written consent of the Property.

If the Key Account breaches the obligations above, the Property reserves the right at its option to either withdraw the rates or terminate this contract immediately in writing





## INCENTIVE COMMISSION

Incentive Commission		
Period	Total ROOM Nights	Percentage of total turn will be credited back to CIT (Thailand) Co., Ltd.
May	Reach the target 210 R/NS	3.0%
	Reach the target 275 R/NS	5.0%
June	Reach the target 225 R/NS	3.0%
	Reach the target 275 R/NS	5.0%
July	Reach the target 295 R/NS	3.0%
	Reach the target 400 R/NS	5.0%
August	Reach the target 325 R/NS	3.0%
	Reach the target 450 R/NS	5.0%
September	Reach the target 225 R/NS	3.0%
	Reach the target 275 R/NS	5.0%
October	Reach the target 250 R/NS	3.0%
	Reach the target 300 R/NS	5.0%
November	Reach the target 200 R/NS	3.0%
	Reach the target 275 R/NS	5.0%
December	Reach the target 275 R/NS	3.0%
	Reach the target 350 R/NS	5.0%

- All bookings made must be verified with the resort before being credited
- Recall room night will be applied for room barter at Deluxe Pool Villa under lowest promotional rate basis.
- No cash payment will be made. Hotel will make the payment by deductions or offset from invoice or bookings
- Credit will apply for paid nights only.

### MODE OF PAYMENT

#### 1<sup>st</sup> Option: Payment by Credit Card

The credit card authorization form is available upon request. (Where transactions are controlled by legislation: In accordance with the banking regulations of Thailand, payment by credit card shall be denominated in Thai Baht. The conversion to Thai Baht shall be made at the time of payment at the selling rate as advised by Bank of Thailand)

#### 2<sup>nd</sup> Option: Payment by Telegraphic Transfers Bank Account:

Account Name: TCC Hotel Asset Management Co., Ltd.  
 Account Number: 405-1-05410-3.  
 Bank Name: The Siam Commercial Bank PCL - Tesco Lotus Samui Lamai Branch  
 Bank Address: 131/12 Moo.4 Maret, Koh Samui, Suratthani 84310 Thailand  
 Swift Code: SICOTHBK



### PAYMENT DUE DATE

CIT (Thailand) Co., Ltd. will transfer the deposit guarantee to Banyan Tree Samui as per below schedule

Guarantee Pre-Buy Room Night	Due Date	Currency	Revenue / THB / Nett
May 2019: 160 room nights	25 17 April 2019	THB	2,720,000
June 2019: 160 room nights	25 15 May 2019	THB	2,720,000
		THB	5,440,000

### Terms and Conditions

- The above revenue calculated based on 160 room nights guaranteed of Deluxe Pool Villa special rate above
- The above revenue can be increase (not decrease), up to the producing room nights from CIT (Thailand) Co., Ltd. accordingly the staying booking period.

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- The actual room rate will be deducted from the payment transfer and CIT (Thailand) Co., Ltd. will need to transfer the extra revenue to cover the out-standing
- Should the resort not receive all deposits on or before the mutually agreed upon dates, this agreement will cease to exist and the resort will reserve the right to amend rates as it deems fit for all future bookings

Please let us know should you need any clarification otherwise, we would appreciate if you could revert with a copy of the signed contract by **21 March 2019** in order for us to block the villas. Should you require further assistance, please do not hesitate to contact me.

We look forward to working more closely with you to increase arrivals to Banyan Tree Samui

Signed for and on behalf of:  
Banyan Tree Samui

Signed for and on behalf of:  
CIT (Thailand) Co., Ltd.

*C. McMahon*



*Iris Lee*

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Mr. Craig McMahon  
Director of Sales & Marketing  
12 April 2019

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Ms. Iris Lee  
Product Director  
Date: 12-04-2019