

Date: April 4, 2019

## **Guarantee Room Allotment And Guarantee Revenue Agreement**

### **Between Pimalai Resort & Spa, Koh Lanta, Krabi, Thailand And CIT**

A : Start from 1<sup>st</sup> April 2019 to 30 Nov 2019

#### **Guaranteed Room Allotment**

- 1 : Hillside ocean view private pool villa One bedroom 3 units
- 2 : Hillside Ocean view private pool Villa Two Bedroom 2 unit
- 3 : Hillside Ocean view private pool Villa Three Bedroom 1 unit
- 4 : Pavilion Two Bedroom 1 unit
- 5 : Deluxe room 5 units

#### **Extra Guaranteed Room Allotment During July/August and 1 – 7 October 2019**

CIT will get extra 3 deluxe, 1 hillside pool villa one bed, 1 hillside pool villa two bed this is additional room allotment from above base allotment

Cut Off Date before arrival :

- 5 days before arrival date for period of April – Oct 2019
- 10 days before arrival date for Extra Guaranteed Room Allotment .
- 15 days before arrival date for period of Nov 2019

Start from 1<sup>st</sup> April 2019 to 30<sup>st</sup> Nov 2019 with an exclusive offer at 25% discount from existing contract rates for Pavilion Suite and Villa's room type only and pleased note this exclusive offer cannot combine with other promotional or discount program (CIT have guarantee rates gap lower than other agents at 15% in China market )

Value Added for minimum stay of 3 nights in deluxe room

- Received one thai set dinner for 2 persons at spice & rice restaurant ( exclude drinks )

Value Added for minimum stay of 4 nights in deluxe room

- Received one thai set dinner for 2 persons at Spice & Rice restaurant and will also received special rates at 5390 baht per night

**IMPORTANT Remark on Guarantee Allotment and Revenue :** the guarantee room allotments relevant to guarantee room revenue and deposit at 10,000,000 baht and CIT Company Limited agreed to arrange the payment to Pimalai 1,250,000 baht monthly start from 30<sup>TH</sup> April for the first payment and 2<sup>nd</sup> payment on 31st May / 3<sup>rd</sup> payment on 30th June / 4<sup>th</sup> payment on 31<sup>st</sup> July / 5<sup>th</sup> payment on 31<sup>st</sup> August / 6<sup>th</sup> payment on 30<sup>st</sup> Sep / 7<sup>th</sup> payment on 31<sup>st</sup> Oct / and last payment on 30<sup>th</sup> Nov 2019 also CIT committed the minimum revenue target at 9,000,000 by 30<sup>th</sup> Nov 2019 and if CIT reach the minimum revenue but not able to reach the total guarantee deposit at 10,000,000 baht Pimalai will kick back the remaining balance for the future bookings on the other hand if CIT fail to reach the minimum revenue target Pimalai will reserve the right to get all the guarantee revenue at 10,000,000 baht without kick back balance to CIT as compensation of the lost opportunity for guarantee room allotments

PS: Also when use the allotment please mentioned guarantee allotment to confirm the booking inside allotment first to avoid any confusion

BOOKINGS must be made and reported to reservation@pimalai.com and mentioned "**Guarantee Allotment**" booking code

The offer will only be activated into our reservation system when returned signed.

Please return by fax: (66) (0) 2 320 5503

Or Scan and email at: [reservation@pimalai.com](mailto:reservation@pimalai.com) with copy to: [sales.co@pimalai.com](mailto:sales.co@pimalai.com)

Yours sincerely,

*Tiratas Pongsuramas*

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Mr Tiratas Pongsuramas / Director Of Sales  
For Bookings; [reservation@pimalai.com](mailto:reservation@pimalai.com)  
Fax back a Copy at; (66) (0) 2 320 5503  
Or email back [sales.co@pimalai.com](mailto:sales.co@pimalai.com)

*IVY HUANG*

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ABOVE ACCEPTED BY  
Ivy Huang --Product Manager  
CIT(Thailand) Co., Ltd  
5th April 2019