

18 April 2019

Ms. Iris Lee  
Product Director  
**CIT (Thailand) Co., Ltd**  
No.103, Onnut, Section 9, Suanluang Sub-District,  
Suanluang District, Bangkok 10250  
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**Prepaid Guaranteed room night (01<sup>st</sup> May – 31<sup>st</sup> October, 2019)**

**RATES AND VALIDITY:** Chinese Market Only

Validity Period	18 April – 15 July 2019 and 01 September 2019 – 31 October 2019	12 April – 15 July 2019 and 01 September 2019 – 31 October 2019	16 July – 31 August 2019	16 July – 31 August 2019
Category	Room Rate (THB) per night	Room Rate (THB) per night	Room Rate (THB) per night	Room Rate (THB) per night
Verandah Suite	3,700	4,200	5,500	6,000
Terrace Suite	4,100	4,600	6,200	6,700
Plunge Pool Suite	4,800	5,200	7,200	7,700
Pool Access Suite	5,800	6,300	8,700	9,200
Pavilion Pool Villa	7,100	7,600	11,200	11,700
Ocean Front Pool Villa	11,100	11,600	14,200	14,700

**Allotment & Cut-off**

**Low Season:** 3 rooms of Verandah Suite per day / Cut-off 1 day

**High Season:** 4 rooms of Verandah Suite + 1 room of Terrace Suite per day / Cut-off 5 days

**Terms & Conditions**

- Terms and conditions remain as per contract.
- Our partner CIT (Thailand) Co., Ltd will report bookings under stated room category/ rate, any additional bookings on top of blocked rooms will be automatically booked on contracted allocation.
- Allotments spread and utilization per day and can't be accumulated, carried through or calculated monthly, quarterly or periodically.
- Hotel has the right to release the entire or un-utilized rooms / unsold rooms back from our partner CIT (Thailand) Co., Ltd should the hotel faces over sell situation based on advance notice and approval from CIT (Thailand) Co., Ltd.
- The prepaid rooms are applied for **new F.I.T. booking** that is materialized after the agreement is confirmed. All previous bookings, which have been confirmed by the hotel, cannot be applied with this allotment.
- The prepaid allotment is applicable to groups booking (10-15 rooms per night) only low season base on room category.
- Guaranteed room night: From 01 May – 31 October 2019 target total 420 room nights (Minimum guaranteed 50 room nights per month).
- Pre-buy rate have 10% rate gap with other agents in Chinese Market, if hotel offer special promotion to other agents, Convergent Co., Ltd. need to have special rate with 10% rate gap as well with other agents.
- If CIT (Thailand) Co., Ltd find low rate in market (Must have evidence of low rate for prove), Hotel should fix it out the problem and offer us special rate. If low rate cannot fix, CIT (Thailand) Co., Ltd have right to cancel this pre-buy contract.

**Payment**

- Pre-payment before 01st of each month base on Verandah Suite as 50 room nights as THB 168,000.- (Low Season) and THB 236,000.- (High Season) then on 30<sup>th</sup> of each month our reservation will be the additional amount after 50 room night to you again.
- On 31<sup>st</sup> of October 2019 our reservation will summary actual total room nigh, if Convergent Co., Ltd. couldn't reach the target 420 room nights then we will send additional amount invoice to Convergent Co., Ltd. as the penalty fee.

**Cancellation or No Show Charge**

- Prepaid Allotment: The Hotel will treat all prepaid group bookings as guaranteed reservations. In the event of cancellation or no show, the full length of stay shall apply.
- Regular Allotment: as per main contract.

If you agree with all arrangement above, ***please countersign this letter as your acceptance and return the complete copy to [Ekkarat.pichitronnachai@lemeridien.com](mailto:Ekkarat.pichitronnachai@lemeridien.com) or fax to Bangkok Sales Office at (66)2 665 3294 to activate this arranged rates.***



Samer Alhaj  
Cluster Director of Sales and Marketing  
**Le Meridien Koh Samui Resort & Spa**  
18 April 2019



Ms. Iris Lee  
Product Director  
**CIT (Thailand) Co., Ltd**  
Date: 18-04-2019

 **MERIDIEN**  
KOH SAMUI RESORT & SPA