



## Exclusive Rates Agreement

**Version 3**

**Between:**

**Company:** CIT(Thailand) Co., Ltd

**Address:** Room 909, 638 Huangpu Dadao West, Tianhe District Guangzhou

**And :**

**Hotel :** BlueSotel Krabi , Aonang

**Address:** 778 Moon.2 Aonang, Muang, Krabi, 81180, Thailand.

CIT(Thailand) Co., Ltd do Exclusive deal with BlueSotel Krabi , Aonang the detail as below :

**Validity Agreement:** 1st May 2019--31st Oct 2019

**Market :** Chinese market

**From BlueSotel Krabi :**

**1. ROOM RATES : 1st May--31st Oct 2019**

**Currency: THB**

Room types(incl BB)	1st May 2019--31st Oct 2019(promotion rates )	1st May 2019--31st Oct 2019( Exclusive rates )
Superior	1360	1250
Deluxe	1573	1400
Deluxe Pool view	1700	1600
Deluxe Pool Access	2295	2200
Extra Bed (Adult)	1000	1000
Extra Bed ( Chil)	500	500
Breakfast for Adult	400	400
Breakfast for Child ( 4-11 years old )	200	200

Room types	Fix allotment	Extra Fix allotment
Superior	5	3
Deluxe	5	3
Deluxe pool view	3	2
Deluxe pool access	3	2
Cut off day	2	5



## 2. Remarks:

1. The above prevailing contract room rates are per night in Thai Baht currency, inclusive of 10% service charge and 7% government tax are non-commission.

## 3. Conditions and terms

1. Rates . BlueSotel Krabi Guaranteed that CIT(Thailand) Co.,Ltd get Exclusive rates which is 10% discount lower than all your other agent in China Market and guaranteed CIT rates have 25% rates gap lower than OTA in China market . In minimum stay 3 night gets exclusive free upgrade. Superior to deluxe, deluxe to Deluxe pool view.

2. Guaranteed room nights .CIT(Thailand) Co.,Ltd guaranteed 1600 room nights in total 6 month from 1<sup>st</sup> May 2019 to 31<sup>st</sup> Oct 2019. If CIT(Thailand) Co.,Ltd have some shortfall Guaranteed RN , can be delay to finish till End of November 2019.

3. Fix allotment . BlueSotel Krabi offer CIT(Thailand) Co.,Ltd the daily Fix/security allotment 16 room with 2 cut off day from 1<sup>st</sup> May 2019 to 31<sup>st</sup> October 2019. In July /August / Golden week (1<sup>st</sup> to 7<sup>th</sup> Oct ) , Hotel will offer EXTRA fix allotment 10 room with 5 cut off day . Security allotment means the allotment cannot be release until the cut off day.

4. From 1<sup>st</sup> May to 31<sup>st</sup> Oct 2019 ,If CIT(Thailand) Co.,Ltd reach 2000 room nights in total , can have incentive 25+1; if reach in 2400RN , can have 20+1 . Incentive will start calculating from the first room night from May , the kick back room nights will be use in the booking in high season by Revenue Exchange .

5. Payment . CIT(Thailand) Co.,Ltd will settle floating deposit for 267 room nights monthly to deduct bookings . The floating deposit for next month have to settle no later than 15<sup>th</sup> on this month . We will calculating all booking at the end of month ,if CIT(Thailand) Co.,Ltd over 267, will settle payment to fulfill the rest booking in this month at the first week in next month . If floating deposit remains , can be use in later bookings .

6. If CIT(Thailand ) Co.,Ltd find lower rates in the market , Bluesotel krabi should help to solves this problem and offer 10% discount in order to keep the guaranteed rates gap . If over 3 times hotel can not solved rates disparity problem , CIT(Thailand ) Co.,Ltd can terminated the Exclusive rates agreement .

## 4. Cancellation & No Show

Peak season : One nights penalty will be charged for cancellation less than 28 days prior to arrival.



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High season : One nights penalty will be charged for cancellation less than 14 days prior to arrival.

(1st of November to 31st March )

Low season : One nights penalty will be charged for cancellation less than 7days prior to arrival. (1st April to 31st October )

No show: During Low/High Season has a penalty fee of equivalent to 50% of the total stay or min. of 1 night, which is greater. No show during Peak Season has a penalty fee of equivalent to 100% of total stay.

**Confidentiality:**

The rates agreed in this contract are strictly confidential .

Sincerely yours,

Signed for and on behalf of Hotel  
Operator

BlueSotel Krabi, Aonang

Name: Thanat Wong in

Position: Group General Manager

E-mail: ggm@bluesotelkrabi.com

Company stamp:



Signed for and on behalf of Tour

CIT(Thailand) Co.,Ltd

Name: Ivy Huang

Position: Product Manager

Company stamp :