

June 22, 2019

Ms. Sharon Yang – Senior Overseas Hotel Contracting Manager  
**Convergent International Travel Development Co., Ltd.**

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Dear Ms. Sharon Yang,

Thank you very much for your continued support to Chala Number 6 Hotel, Chiang Mai, we are delighted to offer special “Guaranteed Package 2019” details as per following;

**Re: Convergent International Travel Development Co., Ltd. – Guaranteed Package 2019**

Book Period: 1<sup>st</sup> July, 2019 – 15<sup>th</sup> October, 2019

Stay Period: 1<sup>st</sup> July, 2019 – 2<sup>nd</sup> January, 2020

Special Offer:

Guaranteed Package 2019				
ROOM TYPES	ROOM ALLOTMENT	Low Season 1 Jul 19 – 31 Oct 19	High Season 1 Nov 19 – 23 Dec 19	Peak Season 24 Dec 19 – 2 Jan 20
ALLOTMENT RELEASE		3 Days	7 Days	14 Days
Superior Room (RO)	2	3,500	-	-
Superior Room (RB)	2	3,800	4,600	4,800
Deluxe Room (RO)	Free Sales	3,700	4,800	-
Deluxe Room (RB)	Free Sales	4,100	5,100	5,300
Deluxe Jacuzzi (RB)	N/A	5,700	6,500	7,000
Junior Suite (RB)	N/A	6,500	7,500	8,500
Chala Suite (RB)	N/A	8,500	12,000	13,000
Chala Grand Suite (RB)	N/A	10,000	14,000	15,000
Chala Royal Suite (RB)	N/A	17,000	25,000	28,000

**Remark:-**

- This package is based on the 1,200 Room Nights on guaranteed of 80% (960 Room Nights)
- First deposit of THB 1,400,000 net is required by 5<sup>th</sup> July, 2019
- If not reach at 960 Room Nights, the difference will be charged at THB 3,200 net per room per night.
- The guaranteed package of 3 months (July, August and September, 2019) and the package will be end by 30<sup>th</sup> September, 2019 (Allowed to delay process, the first agreement will be end at 15<sup>th</sup> October, 2019)
- Room will be blocked as per our meeting at 20 rooms per day (Run of house).
- Allotment and the cut-off, please refer to above table.
- Allotment on Golden Week (1<sup>st</sup> – 7<sup>th</sup> October, 2019) offered 5 rooms allotment per day and can request for top up allotment.



#### Remark:-

- Chala No.6 protect CIT contract rate is 25% lower than any OTA Selling rate
- Chala No.6 protect CIT contract rate is 10% lower than any B2B wholesale contract rate
- During the Guaranteed period, if Rate Disparity shows often on OTA website, CIT received the rights to terminated the contract
- The Guaranteed room nights will calculate as guests stay period from 1<sup>st</sup> July onward.

#### Close Sales

- Hotel reserves the right for advanced close-sell request during anticipating high occupancy level.
- In case of non-materialized reservation or materialization less than 50% of total number of room allotment to Hotel during any consecutive period of 3 months of issued date, Hotel reserves the right to reduce number of room allotment or terminate allotment offer.

#### Terms & Conditions

- All rates are quoted in Thai Baht (THB) inclusive of service charge and applicable government taxes.
- This offer can be applied for new booking(s) only.
- This offer cannot be combined or change with any other promotions.
- This offer is applicable for FIT booking only.
- This rate must be packaged and not to be published or sold as net rates at any time, In particular, these rates if not packaged in travel packages, shall not be posted, published or in any way accessible on the internet.
- This rate applied to website owned and managed by the operators as well as to any website owned, managed or supplied by any subsequent distributor.
- This rate is inclusive of breakfast up to persons per room for Rate included breakfast, WIFI, Welcome Drink, Afternoon Tea and Welcome Fruit.

#### Payment Terms

- Advance Deposit Payment at amount THB 1,400,000.- is to be transferred to the hotel by 5<sup>th</sup> July, 2019 and once the deposit is reach or lower than THB 200,000.- the operator require to automatically top up the deposit and by 15<sup>th</sup> October, 2019 transfer all payment as Guaranteed 960 room nights (for 3 months). All the deposit is non-refundable and non-transferable or redeem as cash at anytime.

<b>Bank Details</b>	Beneficiary : Chala Number 6 Co., Ltd.
	Bank Name : Siam Commercial Bank (SCB)
	A/C Number : 816-250361-7 (Saving Account)
	SWIFT Code : SICOTHBK

All of us at Chala Number 6 Hotel look forward to working closely with **Convergent International Travel Development Co., Ltd.** We trust the above offers will meet with your satisfaction. Please acknowledge your acceptance of this agreement by signing and return one copy of these duplicate agreement contracts to us as soon as possible. Should you require any further information or assistance, please feel free to contact us.

Yours sincerely,

Signed for and on behalf of  
Chala Number 6

Chayut Chaichit

Chayut Chaichit, Mr.  
Assistant Director of Sales

Date: 22 June 2019

Convergent International Travel  
Development Co., Ltd

Ms. Sharon Yang  
Senior Overseas Hotel Contracting Manager

Date: 24 June 2019  
(Company stamp)



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Code: ADOS