

MANATHAI

KOH SAMUI

PRE BUY CONTRACT AGREEMENT

Date : 10th May, 2019
Attention : Tamfun Li
Designation : Senior Oversea Hotel Contracting Manager
Company : CIT (Thailand) Co., Ltd
Address : 103, Onnut, Section 9 Suan Luang Sub-District, Suan Luang District, Bangkok 10250
Tel : +66 992 403 654
Email : tamfun.li@huizhi-intl.com

This contract has signed between [MANATHAI Koh Samui], and [CIT (Thailand) Co., Ltd] listing terms and conditions, which are the basis of co-operation ('Agreement')

Applicable for : ~~Chinese Market Only~~

Floating Deposit Pre-Buy Period: ~~46th May-31st October, 2019~~

Room Type: Deluxe Balcony, Deluxe Balcony Pool View and Deluxe Garden (DBL/SGL/TWN) ONLY.

~~Low Season Rate Validity From 46th May-15th July 2019 and 01st September-31st October 2019~~

Room Type	Pre Buy Room Rate
Deluxe Balcony	THB 1,600.-
Deluxe Balcony Pool View	THB 1,800.-
Deluxe Garden	THB 2,000.- THB 2,150

Remark: Above rates are in Thai Baht (THB), per room per night period basis on Bed & Breakfast.

Room Allotment

Low Season: Deluxe Balcony 05 Rooms Per Day.
Deluxe Balcony Pool View 02 Rooms Per Day.
Deluxe Garden 01 Room Per Day.

~~High Season Rate Validity From 16th July-31st August 2019~~

Room Type	Pre Buy Room Rate
Deluxe Balcony	THB 2,000.- THB 2,800
Deluxe Balcony Pool View	THB 3,100.-
Deluxe Garden	THB 3,600.- THB 3,450

Remark: Above rates are in Thai Baht (THB), per room per night period basis on Bed & Breakfast.

Room Allotment

High Season: Deluxe Balcony 05 Rooms Per Day.
Deluxe Balcony Pool View 02 Rooms Per Day.
Deluxe Garden 01 Room Per Day.

173/41 Moo 4, Rob Koh Road, Maret, Koh Samui, Suratthani 84310, Thailand
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Table: Total agreement value, minimum ~~guarantee~~ room revenue.
Estimate room revenue

Y/An 12/JUN/19

12 JUN
Y/An
12/6/19

Validity Period		Total Agreement Value					Estimate Revenue		
From	To	Allotment	COD	Rate	RMNTs	Revenue	Rate	RMNTs	Revenue
16MAY19	31MAY19	5	2	1,600	80	128,000	1,600	80	128,000
01JUN19	30JUN19	5	2	1,600	150	240,000	1,600	80	128,000
01JUL19	15JUL19	5	2	1,600	75	120,000	1,600	40	64,000
16JUL19	31JUL19	5	7	2,900	80	232,000	2,900	40	116,000
01AUG19	31AUG19	5	7	2,900	155	449,500	2,900	80	232,000
01SEP19	30SEP19	5	2	1,600	150	240,000	1,600	80	128,000
01OCT19	31OCT19	5	2	1,600	155	248,000	1,600	80	128,000
					845	1,657,000		480	924,000

INCLUSIONS

- Daily breakfast for 1 or 2 people based on room occupancy
- 10% service charge and applicable government and provincial tax
- Extra bed /person including breakfast/*Rate as per existing contract

HONEYMOON BENEFITS

- Bed decoration upon arrival
- Guaranteed double bed
- Welcome fruit platter upon arrival (Suite guests only)
- A bottle of sparkling wine upon arrival (Suite guests only)
- Romantic floral bath (Suite guests only)

MEAL PLANS (net, inclusive of 10% service charge and tax)

Meal Rate (per person)	Adult (per person)
Breakfast	THB 400
Lunch	THB 400
Dinner	THB 500
Full board	THB 800

TERMS AND CONDITIONS

ROOM ACCOMMODATION RATES

Accommodation rates are in Thai Baht per room per night net, non-commissionable, and are inclusive of 10% service charge, applicable government tax and provincial tax.

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[Signature]

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FAMILY PLANS

0-11.99

- A child aged below 12 years old may share a room with their parents, utilizing existing room bedding and daily breakfast free of charge. If extra bed is required, it will be charged at THB 1,000 net per night including breakfast. Every child must be mentioned upon reservation.
- 2nd child stay in the same room, a mandatory charge of THB 1,000 net per night including breakfast and extra (rollaway) bed. (Note - Deluxe Balcony and Deluxe Pool View only allow 1 child per room.)
- 3rd adult or 2nd child, extra bed is required except Manathai Suite where 5th & 6th adult or extra bed(s) (for child / children is required).
- A rollaway bed is provided as an extra bed. Maximum 1 extra bed is allowed per room except Manathai Suite which maximum 2 extra beds are allowed or Family Garden Room which maximum 1 extra bed are allowed
- Lunch / dinner for children aged between 4-11.99 years old will be entitled to 50 % discount from contracted meal plan.
- Cots are provided on complimentary basis

RESERVATIONS

The Tour Operator(s) / Agent(s) shall submit all reservations by writing to Reservation Department of the hotel.
Contacts: E-mail to rsvn.samui@manathai.com, rsvnmgr.samui@manathai.com
All reservations are subject to availability and confirmation. The hotel is not responsible in any case if the agency does not adhere to the confirmation policy.

ARRIVAL AND DEPARTURE TIME

We cannot guarantee availability of accommodation for arrival before 14.00 hours and departure time is 12.00 noon
Extension of check-out time is subject to availability and will be charged as follows:-

- Up to 18.00 hours at 50% of the contracted rate
- Beyond 18.00 hours at 100% of the contracted rate

CANCELLATIONS

All room blocked under *Non-Refundable agreement. And, Early Check Out: Hotel rights to keep 100% of total reservation for all cases.

PAYMENT/DEPOSIT AND INVOICES

The hotel does not accept any bank charges or fees resulting from the transfer of money from your account to ours. And all such fees or charges are from your account and cannot be deducted from the payments. Please advise us by fax or email after the transfer order has been made, for our reference only.
Unless a credit facility been agreed, reservations will only be accepted with full pre-payment as follows:

12th JUNE 2019

Payment/Due Date	Validity Period	Deposit (THB)
1 st Floating Deposit to Manathai Koh Samui	Effective from 16 th May, 2019	THB 250,000.-
Remark: For 1 st deposit will settle 7 working days after sign on this agreement. CIT (Thailand) Co., Ltd will pay a top up deposit at THB 250,000.- when the deposit balance less than THB 50,000.- within 7 working days.		

Remark: I.) The outside allotment will deduct from monthly floating deposit. Hotel will sent pro forma invoice for the over amount of additional bookings.
II.) Family Plan, Meal Plan, Honeymoon Benefit as per main contract agreement 2018-2019

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All payments have to be settled, in the currency indicated on the invoice, by bank transfer, net of any bank charges, to the bank account set out below:-

NAME OF BANK	:	KASIKORNTHAI
ACCOUNT NAME	:	LAMAI VILLE CO., LTD.
BRANCH	:	CHAWENG, KOH SAMUI
ACCOUNT NO.	:	502 - 2 - 15922 - 6 / SAVING
BANK ADDRESS	:	52/11 - 12 Moo.6. T.Bophut A.Koh Samui Suratthani 84320
SWIFT CODE	:	KASITHBK

A copy of the pay-in slip must be sent to the Hotel as confirmation of payment

CONDITIONS

- We reserve the right to terminate this agreement should [CIT(Thailand)Co., Ltd] breach any term or condition.
- Tax Fluctuation – should the [Thai] government either increase or decrease the percentage of tax collected on accommodation and / or meal rates, or imposes additional taxes/levies, we reserve the right to adjust the contracted rates accordingly.
- Disputes, actions or other matters arising: It is expressly agreed and declared that the proper law of the Agreement is the Law of [Thailand] and that any disputes, actions or other matters arising thereunder shall be determined in a court of Law [Thailand] in accordance with the laws and procedures of Thailand in all circumstances.
- Rates Published on the Worldwide Web: Contracted rates are based on offline offers (B to B platform) and must not be sold to the public (B2C). Minimum Selling Rates (MSR) based on our Internet rates shall apply and have to be enforced if you wish to publish our rates online. Failure to do so will result in immediate cancellation of this Agreement.
- Marketing Material and Brochure Specifications: All advertising and promotional material pertaining to the resort for the purpose of promoting our product must be approved in writing by our sales department prior to print and production.

Please note that all photography, brand trademarks, logo's and images of the hotel are copyright protected. Images may only be used for the purposes outlined in this Agreement and must always be credited with the name of the hotel and destination.

SUSPENSION OF OBLIGATIONS

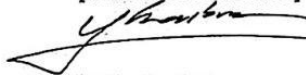
We shall not be responsible for, and shall be relieved from, our obligations under this Agreement in the event that the performance of this Agreement is delayed or prevented by any cause beyond our reasonable control.

CONFIDENTIALITY

The hotel rates and details in this Agreement are strictly confidential and must not be disclosed to third parties without our prior written consent.

In order to be effective this Agreement must be signed, stamped and returned to our Sales and Marketing department by 07 days after receipt of the contract rate.

Authorized Signatory for:
[MANATHAI Koh Samui]



Yothin Chanbua
Group Assistant Director of Sales
Date: 10th May, 2019



Siriwan Sitayothin
General Manager
Date: 10th May, 2019

Authorized Signatory for:
[CIT (Thailand Co., Ltd)]



Tamfun Li
Senior Overseas Hotels Contracting Manager
Date: 12th Jun 2019.

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