



29 August 2019

Mr. Tech Sun
Product Director

Convergent International Travel Development Co., Ltd.
CIT (Thailand) Co., Ltd.

103, Onnut 17 Lane, Junction 9,
Suan Luang Sub-district
Suan Luang District,
Bangkok 10250
Tel: +86 18924235003
E-mail: tech.sun@huizhi-intl.com

Copy: Ms Tamfun Li – Senior Overseas Hotels Contracting Manager
Email: tamfun.li@huizhi-intl.com

RE: GUARANTEE ROOM BLOCKED : CHINESE NATIONAL DAY 2019

Dear Tech,

Greetings from Banyan Tree Samui!

Thank you for your support to Banyan Tree Samui. We are pleased to offer the following proposal for your review:

VILLA BLOCKED / PER VILLA / PER DAY

| VILLA / DATE | 30 Sep | 1 Oct | 2 Oct | 3 Oct | 4 Oct | 5 Oct |
|--------------------------|----------|-----------|-----------|-----------|-----------|-----------|
| Deluxe Pool Villa | 4 | 10 | 10 | 10 | 10 | 10 |
| Partial Ocean Pool Villa | 1 | 3 | 5 | 5 | 5 | 3 |
| TOTAL | 5 | 13 | 15 | 15 | 15 | 13 |

ROOM RATE / TOTAL REVENUE

| VILLA | THB / NET (NON-REFUNABLE) | TOTAL | REVENUE / THB / NET |
|--------------------------|------------------------------|-------|------------------------|
| Deluxe Pool Villa | THB 18,500 | 54 | THB 999,000.- |
| Partial Ocean Pool Villa | THB 21,000 | 22 | THB 462,000.- |
| TOTAL | | | THB 1,461,000.- |

TERMS AND CONDITIONS

- Above exclusive rate and room blocked are applicable to FIT bookings less than 5 villas ONLY.
- The above exclusive rate and room blocked is inclusive of daily breakfast for 2 persons at the Edge restaurant.
- The above exclusive rate and room blocked is inclusive of resort welcome fruit, once upon arrival date only.
- The above exclusive rate and room blocked is inclusive of complimentary WIFI access service during stay.
- The above pre-paid room blocked is **non-commissionable, non-refundable and non-cancellation**.
- The above exclusive rate is not permitted to distribute on B2C platform or any online channel without minimum 25% markup
- Should the resort not receive all deposits on or before the mutually agreed upon dates, this agreement will cease to exist, and the resort will reserve the right to amend rates as it deems fit for all future bookings
- Resort will honor 15% off from cheaper rate found from B2C platform or any online channel after reviewed and approved from hotel management.
- Full pre-payment to be settle and transfer to **Banyan Tree Samui** with non-refundable, non-commissionable and non-cancellation after agreement signed as per due date (refer to payment due date).
- All unsold pre-paid villa will be automatically non-refundable, the resort has the right to serve the 100% cancellation charged which full responsible by **CIT (Thailand) Co., Ltd.**

Banyan Tree Samui
Bangkok Sales Office • 5th Floor Thai Wah Tower I
• 21/8 South Sathon Road, Sathon, Bangkok • Thailand 10120
Tel: +66 2285 0611 • Facsimile: +66 2285 0612 • banyantree.com





Page 2/2

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MODE OF PAYMENT

1st Option: Payment by Credit Card

The credit card authorization form is available upon request. (Where transactions are controlled by legislation: In accordance with the banking regulations of Thailand, payment by credit card shall be denominated in Thai Baht. The conversion to Thai Baht shall be made at the time of payment at the selling rate as advised by Bank of Thailand)

2nd Option: Payment by Telegraphic Transfers

Bank Account:

Account Name: TCC Hotel Asset Management Co., Ltd.
Account Number: 405-1-05410-3
Bank Name: The Siam Commercial Bank PCL - Tesco Lotus Samui Lamai Branch
Bank Address: 131/12 Moo.4 Maret, Koh Samui, Suratthani 84310 Thailand
Swift Code: SICOTHBK

PAYMENT DUE DATE

CIT (Thailand) Co., Ltd. will transfer the deposit guarantee to Banyan Tree Samui as per below schedule

| PAYMENT DATE | REVENUE (THB / NET) |
|-------------------|------------------------|
| 03 September 2019 | THB 730,500.- |
| 10 September 2019 | THB 730,500.- |
| | THB 1,461,000.- |

Kindly acknowledge an acceptance on all the above to us.


We look forward to welcoming your guests to Banyan Tree Samui and to making their stay the most wonderful!

Yours sincerely,


Chanita Chuengmanon (Ms.)
Assistant Manager, Sales


Craig McMahon (Mr.)
Director, Sales & Marketing
Banyan Tree Samui

Above accepted & agreed by



Signature / Name
Company (Stamp)

