



6 September 2019

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Golden Week Guaranteed Revenue Agreement / 30 September – 05 October 2019

Date / Allotment	30-Sep	1-Oct	2-Oct	3-Oct	4-Oct	5-Oct	Total 53 Room Nights	
	Mon	Tue	Wed	Thu	Fri	Sat	90%	10%
							Guaranteed Room Nights	Allow to wash down
Waterfront Pool Villa	6	7	7	7	6	4		
Room Rates	13,900	18,000	18,000	18,000	18,000	18,000		
Oceanview Retreat Pool Villa	2	3	3	3	3	2	*48 room nights	**5 room nights
Room Rates	17,800	21,500	21,500	21,500	21,500	21,500		
Total Room	8	10	10	10	9	6		

The above room rate are per villa, per night, quoted in Thai Baht, inclusive of 10% service charge, and 7% VAT and 1% provincial tax. Room rates are inclusive of breakfast. This is non-commissionable rate.

Special Offers:

- Special upgrade benefit:
 - Book Waterfront Pool Villa and guaranteed get complimentary upgrade to Oceanview Pool Villa

Golden Week Pre-Buy Rates Condition:

- To receive the above special offer, CIT (Thailand) Co., Ltd. is required to guarantee 48 Room Nights from the above inside allotment.
- This commitment agreement will overwrite the main commitment agreement for both allotment and rate.
- CIT (Thailand) Co., Ltd. agrees to use the Agreed Room of the allotment as priority. Rooms outside the allotment are subject to freesale chart and room rate will be as per flash sale promotion (if any) or CIT main commitment agreement
- Revenue achieved from this Golden Week Commitment will be accounted towards annual revenue target
- All rates and conditions of this agreement are strictly confidential. In the event rates are being displayed publicly and/or are being shared with local agents and/or competitors the hotel has the right to terminate the agreement without any further notice.

Cut-off dates: 0 day

Disparity Rate:

- Should CIT (Thailand) Co., Ltd. find a disparity rate in OTA platform, CIT (Thailand) Co., Ltd. will provide a screenshot to hotel for investigating.
- Hotel will pay the rate discrepancy of 15% on that particular booking.

Payment Term:

- Non-refundable payments are required as per follows:

Due Date	Non-refundable payment
15 September 2019	THB 489,000 net (50% of total room block)
26 September 2019	THB 489,000 net (50% of total room block)
Total non-refundable payment	THB 978,000 net

Payment of booking over allotment can be deducted from above deposit


Cancellation Policy:

Number of Rooms	Minimum Notice / Cancellation Charges
*48 Room Nights	CIT agrees to guarantee 78 Room Nights 100% of full length of stay is applied for the missing room night.
**5 Room Nights	Any cancellation after cut-off date = 100% of Full length of stay

General Term & Conditions:

- Full non-refundable payment must be received by the hotel as per the above mentioned payment term.
- Payment of 8 Room Nights can be kept as a credit note for new bookings latest 31 December 2019.
- This promotion cannot be combined with any other promotions.
- The above offers must be combined with other services such as air ticket, transfer and offered as package to clients only.
- Please refer "Golden Week Pre-Buy" when making all reservation. Otherwise normal contract rates will be applied automatically.
- Terms and condition remain as per the main contract of Conrad Koh Samui.

We trust that the above offer will meet your satisfaction and able to generate more business to our mutual benefits. If you agree with all arrangement above, please countersign letter as your acceptance and return to me directly via email: kunthika.burarak@hilton.com by 06 September 2019 to activate this agreement rates. Contract without signature will be considered as invalid. Should you have any questions, please be encouraged to contact us at all time.

Best regards,
On behalf of Conrad Koh Samui

Thomas Glaser
Commercial Director
Conrad Koh Samui

10/09/19

Agreed & accepted by
CIT (Thailand) Co., Ltd.

Tech Sun
Product Director
Date 9 September 2019