



THE RITZ-CARLTON

KOH SAMUI

Date: 26 September 2019

Tamfun

Senior Overseas Hotels Contracting Manager

CIT (Thailand) Co., Ltd

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Convergent International Travel Development Co. Ltd

Pre-Buy Agreement

Booking Period: Now until 30 September 2020.

Stay Period: 01 October 2019 until 30 September 2020.

Extension Booking & Stay period from 01 October until 30 November 2020.

Total Guaranteed Room Nights: 2,000 Room nights of the whole contract period.

Room Categories and Rate:

| Room Category | Net Rate | Occupancy | Inclusion |
|--|----------|-----------|-------------------|
| Garden View Suite | 7,000 | 2 persons | Wi-Fi & Breakfast |
| Select Terrace Suite | 8,000 | 2 persons | Wi-Fi & Breakfast |
| Two Bedroom Terrace Suite | 14,000 | 4 persons | Wi-Fi & Breakfast |
| Tropical Pool Villa (Resort View) | 10,000 | 2 persons | Wi-Fi & Breakfast |
| Exclusive Pool Villa (Partial Ocean View) | 12,000 | 2 persons | Wi-Fi & Breakfast |
| Ultimate Pool Villa (Panoramic Ocean View) | 17,000 | 2 persons | Wi-Fi & Breakfast |

Surcharge during Chinese New Year

- Stay from 22 January until 03 February 2020.
- THB 1,500 per night for Suite Category, THB 2,000 per night for Pool Villa Category.



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KOH SAMUI

Daily Allotment, Cancellation Policy and Rate details:

| Room Category | Daily Fixed Allotment | COD | Cancellation Policy | B2B Rate Gap | OTA Rate Gap |
|--|-----------------------|-------|---------------------|--------------|-----------------------|
| Garden View Suite | 5 | 0 day | 7 days | 500THB | 35% from the net rate |
| Select Terrace Suite | 3 | 0 day | 7 days | 500THB | 35% from the net rate |
| Two Bedroom Terrace Suite | 1 | 0 day | 7 days | 500THB | 35% from the net rate |
| Tropical Pool Villa (Resort View) | 1 | 0 day | 7 days | 1,000THB | 35% from the net rate |
| Exclusive Pool Villa (Partial Ocean View) | 2 | 0 day | 7 days | 1,000THB | 35% from the net rate |
| Ultimate Pool Villa (Panoramic Ocean View) | 1 | 0 day | 7 days | 1,000THB | 35% from the net rate |

Terms & Conditions:

- Rate is applicable to new bookings only, any cancellation/rebooking will be rejected and might cause immediate withdrawal of the promotion.
- Cut-Off Date: 0 day.
- Cancellation Policy, Free cancellation 7 days before check-in; Full charge within 7 days.
- Payment Policy: CIT will pay the first floating deposit amount 1,000,000 THB in advance in hotel account and once the floating deposit amount is deducted less than 250,000 THB we will top up another 1,000,000THB to the hotel.
- The above rates are nett non-commissionable. Room rate are in Thai Baht per room per night and include all tax and mandatory fees of 18.7%.
- Room Rates is applied to single or double occupancy. Extra person charge for a Sofa bed inclusive of Breakfast is THB2, 000 NET per night per adult over 12 years and above, THB1, 000 NET per child 6-11 years old. No charge for children below 5 years. Only Sofa Bed Available.
- If there are any rate disparity issue with OTAs during the contract period, the hotel will assist to solve the problem within 24 hours, otherwise, CIT will screen-shot the disparity rate and request a 35% discount from the captured rate.
- Hotel should support CIT solve the disparity issue against OTAs every time within 2 days. Otherwise, CIT reserves the right to terminate the agreement and request to refund the balance of deposit from hotel.
- All bookings are to be made 'directly', through The Ritz-Carlton, Koh Samui.



THE RITZ-CARLTON

KOH SAMUI

- Hotel reserves the right to terminate the agreement and refund the balance of CIT deposit in the following situations:
 1. Hotel reserves the right to terminate the agreement in case the given rates are sold to OTAs or any B2C platforms.
 2. Hotel reserves the right to terminate the agreement with one week notice in case requested by Marriott International to do so.
- Tel: +66 (0) 77 915 777 or E-mail: reservations@ritzcarlton-kohsamui.com; CC Mohannad.shaweesh@marriott.com

Acceptance:

By signing and returning a copy of this agreement within seven working days, we will have you registered into The Ritz-Carlton, Koh Samui reservation system. Once the agreement is received by Hotel, it will constitute a binding agreement between both parties.

We trust the offer is agreeable and we look forward to your support. Kindly acknowledge acceptance of this offer by returning a signed copy via email to validate this package offer.

Yours sincerely,

Accepted and agreed to:

Mohannad Shaweesh
Director of Sales
The Ritz-Carlton, Koh Samui

Tamfun
Senior Contracting Manager
CIT (Thailand) Co., Ltd