



October 8, 2019

Khun Tamfun Li
Senior Overseas Hotel Contracting Manager
CIT (Thailand) Co., Ltd
103 Onnut 17 Lane Section 9
SuangLung Bangkok
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Email: tamfun.li@huizhi-intl.com

Subject: Pre buy Agreement / November 1, 2019 – October 31, 2020 inclusive

Dusit Thani Krabi Beach Resort is pleased to enter into the subject agreement with the following arrangements, terms and conditions:

Currency: Thai Baht

Applicable for China market

Booking period: November 1, 2019 – October 31, 2020

Period of stay: November 1, 2019 – October 31, 2020 inclusive

Expect Guarantee Production: THB 15,000,000 per year

Room rates

Period	Deluxe with Breakfast(s)	Deluxe Sea Facing with Breakfast(s)
November 1 – December 24, 2019	THB 4,900.-net	THB 5,500.-net
December 25 – January 7, 2020	THB 11,400.-net	THB 12,000.-net
January 8 – February 29, 2020	THB 5,400.-net	THB 6,000.-net
March 1 – 31, 2020	THB 5,000.-net	THB 5,600.-net
April 1 – October 31, 2020	THB 3,600.-net	THB 4,200.-net

Minimum length of stay

- December 25, 2019 to January 7, 2020 arrivals must have a 4 nights minimum length of stay
- No check-out allowed on December 31, 2019

Room rates conditions

Rates are applicable for China market only, single / double occupancy including breakfast for up to two persons only. Rates are inclusive of 10% service charge, prevailing 7% government tax and 1% provincial tax. Rates are non-commissionable. Rates are applicable to transient F.I.T. travellers only and not applicable for group bookings.





Guaranteed production conditions

A minimum guarantee room produced as per mentioned in the above is required for stay period from November 1, 2019 – October 31, 2020 (inclusive).

Should the actualized room produced exceed the above stay period, all excessive expense will be invoiced at the respective month end and will be settled within 7 days after date of invoice.

Secure Room Allotment (Apply after Stop sales)

Period	Deluxe	Deluxe Sea Facing	Cut-off date
November 1 - December 24, 2019 (Black out Nov 1, 7, 10-15 and Dec 7, 23,24)	14 rooms	6 rooms	5 days
December 25 - January 7, 2020 (Black out Dec 25)	14 rooms	6 rooms	7 days
January 8 - 24, 2020 (Black out Jan 21,23,24)	14 rooms	6 rooms	5 days
January 25 - 31, 2020 (Black out Jan 25, 28)	10 rooms	3 rooms	5 days
February 1 - March 31, 2020 (Black out Feb 13-19 and 21)	14 rooms	6 rooms	5 days
April 1 - October 31, 2020	14 rooms	6 rooms	3 days

The secure room allotment will be released automatically on cut-off date without notification.

- The hotel reserves the right to take back the secure room allotment when hotel an average of 80% occupancy due to high demand and volume groups. Hotel will notice to take back for 6 Deluxe and 6 Deluxe Sea Facing on the specific periods.
- In case we encounter over booked we will notice to closed all secure room allotments
- For allotted rooms, a confirmed name-list must be provided at cut-off date, otherwise automatic release will apply.

Blackout dates

Period 1: Blackout date November 1, 7, 10 -15 and Dec 7, 23,24, 2019

Period 2: Blackout date December 25, 2019

Period 3: Black out date January 21, 23, 24, 2020

Period 4: Black out date January 25, 28, 2020

Period 5: Black out date February 13-19, 21, 2020



Rooming list

A completed rooming list with full guest name(s) should be submitted to the hotel prior to arrival date

Cancellation Policy

- November 1, 2019 – Dec 24, 2019 and March 1-31, 2020
- January 8 – February 29, 2020

SHOULDER SEASON / HIGH SEASON	CANCELLATION TERMS AND POLICIES
21 days or more prior to arrival	<ul style="list-style-type: none"> ▪ No cancellation fee
10-20 days prior to arrival	<ul style="list-style-type: none"> ▪ 50% of the full stay
0-9 days prior to arrival (incl. no show)	<ul style="list-style-type: none"> ▪ 100% of the full stay

NOTE: If reservation overlaps different seasons, the higher season cancellation terms and policies apply

- December 25 – January 7, 2020

PEAK SEASON	CANCELLATION TERMS AND POLICIES
61 days or more prior to arrival	<ul style="list-style-type: none"> ▪ No cancellation fee
45-60 days prior to arrival	<ul style="list-style-type: none"> ▪ 50% of the full stay
0-44 days prior to arrival (incl. no show)	<ul style="list-style-type: none"> ▪ 100% of the full stay

NOTE: If reservation overlaps different seasons, the higher season cancellation terms and policies apply

- April 1 – October 31, 2020

LOW SEASON	CANCELLATION TERMS AND POLICIES
3-5 days prior to arrival	<ul style="list-style-type: none"> ▪ No cancellation fee
2-1 day prior to arrival	<ul style="list-style-type: none"> ▪ 50% of the full stay
No Show	<ul style="list-style-type: none"> ▪ 100% of the full stay

NOTE: If reservation overlaps different seasons, the higher season cancellation terms and policies apply

Pre-Payment

1st Deposit will be required due date within October 22, 2019 for THB 1,000,000.-
Top up deposit when less than THB 250,000.- as the following bank account:

A/C Name	Dusit Thani Krabi Beach Resort
Bank Name	The Siam Commercial Bank PLC
Branch	Siam Square Branch
A/C No.	038-2-86199-4
Swift Code	SICOTHBK (Transfer directly by Swift MT 038)
City of Settlement	Bangkok
Hotel Tax ID No.	0-1055-40022-40-7
Branch No.	00001

**Pre-payment conditions:**

This pre-payment is non-refundable and non-transferable. The hotel reserves the right to release all room blocks should the full pre-payment not reach the hotel prior to the scheduled date.

Terms & conditions

- This agreement is strictly confidential and must not be disclosed to third party.

It is an obligation of the CIT (Thailand) Co., Ltd to ensure rates distributed to third party do not undermine rate parity with Dusit brand website (www.dusit.com)

Therefore, the agent will not be permitted to work with any channels, DIRECTLY and / or INDIRECTLY to B2C Online Travel Agents including and not limited to:

www.expeida.com, www.booking.com, www.agoda.com, www.ctrip.com,
www.holidayme.com, www.trip.com, www.otel.com, www.hotelopa.com,
www.amoma.com, www.hotelquickly.com, www.elong.com, www.trivago.com,
www.tajawal.com, www.musafir.com, www.dnata.com, www.zenhotels.com

In case of failure to comply with the above conditions,

1. Hotel reserves the right to CANCEL the contract at any time
2. Hotel also reserves the right to RETAIN all pre-payment received by the hotel

Thank you very much for your valued support to **Dusit Thani Krabi Beach Resort**
Kindly advise your acceptance of this agreement by countersigning and returning it to us for our reference and record.

For and on behalf of
Dusit Thani Krabi Beach Resort


Kodchakorn Chakreyarat (Ms.)
Director of Sales and Marketing

For and on behalf of
CIT (Thailand) Co., Ltd


Tamfun Li (Ms.)
Senior Overseas Hotel Contracting
Manager



1st deposit



Proforma Invoice

Attn : Khun Tamfun LI - Senior Overseas Hotel Contracting Manager

Date October 18, 2019

Company: CIT (Thailand) Co., Ltd

Address: 103 Onnut 17, Lane section 9

Suamluang Bangkok

Office Tel: +66 (0)61 4503076

Email: tamfun.li@huizhi-intl.com

From: Sawitri Rojwanichyakun

Position: Senior Sales Manager

Period of stay : November 1 - October 31, 2020

Floating Deposit

For Accomodation due date by October 29, 2019

THB 1,000,000.-

Grand Total (THB) 1,000,000



The Siam Commercial Bank PLC (Siam Square Branch)
Dusit Thani Krabi Beach Resort
Account no. 038-2-86199-4 (Saving Account)

Payment will be acknowledged upon receipt of the followings:

A) Copy of bank confirmation of funds transfer

155, MOO 2, T. NONGTHALE, MUANG KRABI, KRABI 81180 TEL: 075-628 000 FAX: 02 620 9006