

DINSO

RESORT

Date of issue: 22 October 2019

Subject: **CIT (THAILAND) – GUARANTEED REVENUE AGREEMENT**

Validity period: **01 November 2019 – 31 March 2020**

Applicable market: **Chinese Market**

Company	CIT(Thailand) Co., Ltd
Contact Person	Ms. Tamfun Li
Position	Senior Oversea Hotels Contracting Manager
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CIT (THAILAND) - GUARANTEED REVENUE – WINTER SEASON CODE “GRCIT-WIN20”

Period to stay	Room Rate in Thai Baht									
	Superior (26.5 sq.m.)		Deluxe (35 sq.m.)		Family Suite 2bedrooms (80 sq.m.)		Penthouse (82 sq.m.)		Pool Villa (112 sq.m.)	
	RO	RBx2	RO	RBx2	RO	RBx4	RO	RBx3	RO	RBx2
1 Nov'19 – 23 Dec'19	1,600	1,900	2,100	2,400	3,300	3,600	4,300	4,600	6,800	7,100
24 Dec'19 – 5 Jan'20	3,500	3,800	4,000	4,300	6,300	6,600	7,300	7,600	9,800	10,100
6 Jan'20 – 20 Jan'20										
31 Jan'20 – 29 Feb'20	1,800	2,100	2,300	2,600	3,500	3,800	4,500	4,800	7,000	7,300
21 Jan'20 – 30 Jan'20	2,800	3,100	3,300	3,600	4,500	4,800	5,500	5,800	8,000	8,300
1 Mar'20 – 31 Mar'20	1,600	1,900	2,100	2,400	3,300	3,600	4,300	4,600	6,800	7,100
Secure Allotment	5		5		2		1		1	
Additional Allotment	Free Sales		Free Sales		Free Sales		Free Sales		Free Sales	
Cut off date	As per contract rate									

Terms & Conditions:

- ★ The Guaranteed Revenue THB 2,000,000 need to be used within 31st March 2020 and will not be refunded in any cases and the balance amount will be settled on 20th October 2020. The hotel will require a deposit top up THB 2,000,000 when the money will remain THB 50,000.
- ★ All above rates are quoted in Thai Baht, inclusive of 10% service charge, 7% government tax and 1% provincial tax.
- ★ Rates are Net, **Non-Refundable** and quoted per room, per night basis.
- ★ Applicable to **CHINESE Market** and will not apply to commercial business, trade delegations, conventions, incentives or conferences.
- ★ Valid for new booking made after promotion signed only. Should the current booking over the promotional date be cancelled and re-booked for similar date of travel, the current contract rate (not the summer promotion) will be applied.
- ★ The rate should be combined with other service such as air ticket, Transfer and offered as package only.

- ★ Promotion effective for new F.I.T booking only and can't apply for a group inquiry for a minimum 8 rooms onward.
- ★ Please mention the promotion code "**GRCIT-WIN20**" otherwise the contract rate will be applied automatically.
- ★ Other terms & conditions will remain as per main contract rate.
- ★ **Room Rate** Gap Requirement: Hotel needs to guarantee us a 20% rate gap from other OTA and other B2B agents (except Ctrip International Company)
- ★ If there are any disparity issue with OTAs or other B2B agents, the hotel will assist to solve the problem within 24hrs, otherwise, CIT will screen shot the disparity rate to hotel and request a 20% discount from the captured rate.
- ★ If hotel can't solve the disparity rate issue as CIT request, CIT reserve the right to terminate this contract and request hotel refund the balance of the floating deposit.
- ★ If the total demand of China market not good and hotel's competitors dropped their price, CIT can negotiate with hotel drop price for boosting more bookings.
- ★ **Daily Fixed allotments:**
 - Superior Room: 5 Rooms
 - Deluxe Room 5 Rooms
 - Family Suite 2 Rooms
 - Penthouse Triple Private Terrace 1 room
 - One Bedroom Pool Villa 1 room
 - All the room types' allotment can be Top Up from the daily fixed allotment and subject to Free Sales & Stop Sell Chart which send by hotel.
- ★ **SELLING CHANNELS:**
 - **Room type: Superior & Deluxe** – Offline channel and the rates need to be bundle as a package with airlines & tour only. **The hotel has right to terminate the rates immediately when we found the rates on online platforms.**
 - The rates can not be sold on B2C platform in any cases.
- ★ **CHILD POLICY:**
 - Child age under 12 years' old
 - Accommodation and breakfast free of charge for 1 child under 12 years, sharing parents' room and utilizing existing bedding, 2nd child will pay a child extra bed @ 450.-net/room/night incl breakfast (maximum 2 children per room)
 - The hotel provides complimentary baby cot / crib for child under 4 years old.

★ **Rate for Extra person (per night):**

Seasonality		The rates are inclusive of ABF	Extra Bed	
Start Date	End Date		Adult	Child
01 Nov 19	31 Mar 20	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	900	450

Initial:

We trust the above offers will meet your satisfaction and able to generate more business to our mutual benefits.
Please advise your acceptance by signing this agreement after received within 7 days and return to us directly at Fax.
+66 7634 2131 or email: dsm@dinsoresort.com otherwise this offer will be null and void.

Thank you very much for your support and we look forward to warm welcoming your valued clients to our gracious hospitality.

On behalf of:
DINSO RESORT CO., LTD

Received and accepted on behalf of:
CIT(Thailand) Co., Ltd



Ms. Apinya Punjanon
Director of Sales
Date: 22 October 2019

Ms. Tamfun Li
Senior Contracting Manager
Date

ACKNOWLEDGE BY

Mr. Nidhi Akkaravivat
Vice President
Date: 22 October 2019

Initial: _____