



RATE AGREEMENT

This agreement was reached between	SALA Samui Chaweng Beach Resort	Date	: 25 October 2019 (Revised)
	19/F Thaniya Plaza Building Zone A/10 52 Silom Road Suriyawong, Bangrak Bangkok 10500	Tel	: 66 (0) 2 231 2588
		Fax	: 66 (0) 2 231 2589
		E-mail	: salesresorts1@salahospitality.com
And Tour Operator Address	CIT (Thailand) Co., Ltd. 103 Onnut 17 Section 9 Suan Luang Suang Luang District Bangkok 10250 Thailand	Contact Position Tel Fax E-mail	: Mr. Tech Sun Senior Product Manager 66 91 719 2151 tech.sun@huizhi-intl.com

"Guaranteed Agreement" SALA Samui Chaweng Beach Resort

Dear Mr. Sun,

First of all, thank you very much for your continuous support towards **SALA Samui Chaweng Beach Resort**. We are much delighted to offer "Guaranteed Agreement" as details described hereunder:

Hotel	: SALA Samui Chaweng Beach Resort
Special Offer	: Guaranteed Agreement
Staying Period	: 01 November 2019 – 30 April 2020
Applicable Market	: Chinese Market Only
Rate condition	: Guaranteed a minimum of 2,050 Room nights (550 room nights for Oceanfront Wing and 1,500 room nights for Garden Wing).
Special rate	: <u>10% discount</u> from promotion or contract rate for 01 November 2019 – 23 January 2020, and 01 February 2020 – 30 April 2020 <u>5% discount</u> from promotion or contract rate for 24 January 2020 – 31 January 2020
Minimum Night	: Minimum 2 nights stay is required
Name list	: To be advised at least 7 working days prior arrival
Remark	: Current Stop Sales Period remains unchanged.

VALIDITY PERIOD	ROOM CATEGORY (Ocean Front Wing)	DAILY ALLOTMENT				
		Flexible Allotment	CUT OFF	Fixed Allotment	CUT OFF	Total Allotment
01 November 2019 – 23 January 2020, and 01 February 2020 – 30 April 2020	Oceanfront Garden Pool Suite	1	14	1	5	<u>2</u>
	Oceanfront Balcony Pool Suite	4	14	4	5	<u>8</u>

VALIDITY PERIOD	ROOM CATEGORY (Ocean Front Wing)	DAILY ALLOTMENT				
		Flexible Allotment	CUT OFF	Fixed Allotment	CUT OFF	Total Allotment
24 January 2020 – 31 January 2020	Oceanfront Garden Pool Suite	1	14	1	14	<u>2</u>
	Oceanfront Balcony Pool Suite	4	14	5	14	<u>9</u>



VALIDITY PERIOD	ROOM CATEGORY (Garden Wing)	DAILY ALLOTMENT				
		Flexible Allotment	CUT OFF	Fixed Allotment	CUT OFF	Total Allotment
01 November 2019 – 23 January 2020, and 01 February 2020 - 30 April 2020	Garden Deluxe Balcony	7	14	4	5	<u>11</u>
	Garden Pool Villa	7	14	4	5	<u>11</u>

VALIDITY PERIOD	ROOM CATEGORY (Garden Wing)	DAILY ALLOTMENT				
		Flexible Allotment	CUT OFF	Fixed Allotment	CUT OFF	Total Allotment
24 January 2020 – 31 January 2020	Garden Deluxe Balcony	7	14	4	14	<u>11</u>
	Garden Pool Villa	7	14	8	14	<u>15</u>

Room Rate

- **Flexible & Fixed Allotment :** 10% discount for Stay Period 01 Nov'19 – 23 Jan'20, and 01 Feb'20 – 30 Apr'20 / and 5% discount for Stay Period 24 Jan'20 – 31 Jan'20 from promotion OR contract rate with EBO discount
- **Outside Allotment :** Promotions OR Contract Rate with EBO discount will be applied
- **Outside Allotment on Stop Sales Period :** BAR Rate with discount will be applied.

Terms & Conditions:

- Guaranteed 2,050 room nights is required during specific period (550 room nights for Oceanfront Wing and 1,500 room nights for Garden Wing).
- You may not offer these rates as room-only / unbundled bookings in any manner (e.g. room tax and/or fees listed separately). Package components must be booked concurrently with the room booking, and the prices for each of the package components (hotel room, airfare and/or car rental). In case hotel found disparity rate issue from CIT (Thailand) Co., Ltd. the hotel reserves the right to terminate with immediate effect.
- All rates are net non-commissionable (currently, tax rates are: Government Tax 17.7%, Provincial Tax 1% and Service Charge 10% in THB)
- Rates are not valid for Internet portal sites.
- *This promotion can be combined with EBO discount from main contract rate and promotions.*
- *This promotion can be combined with Honeymoon Benefits.*
- Name lists : To be updated to reservation team at least 7 working days prior arrival
- Hotel reserves the right to advise of Stop Sell or Close out notifications subjected to business conditions as they may arise
- This rate is applied for new F.I.T. booking that start and complete within the above period. All previous bookings, which have been confirmed by the hotel, cannot be applied with this Promotion.
- Please indicate special promotion “**GUARANTEED AGREEMENT**” upon making a reservation and in your voucher. Otherwise, a regular rate will be applied.

Flexible Allotment:

- The hotel reserves the right to advise the Stop Sell or Close out notifications subjected to business conditions as they may arise.
- The number of booking confirmation under Guaranteed Agreement rate will be based on total daily allotment per day.

Fixed Allotment: Applicable during Stop Sales Period (based on latest update Stop Sales Chart on 24 October 2019) and which the total daily allotment have not been utilized.

- Sample: 1 unit of Oceanfront Garden Pool Suite will be secured on a daily basis during stop sales period if the total allotment has not been utilized. (based on latest update Stop Sales Chart on 24 October 2019) and under cutoff date conditions in this agreement for CIT (Thailand) Co., Ltd.



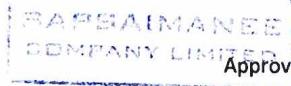
CONDITION FOR PAYMENT

- Floating Deposit is required at the balance of THB 2,000,000.- (Two Million Baht net) by 28 October 2019. (Transfer fee will be responsibility by CIT (Thailand) Co., Ltd.
- Full pre-payment will be deducted from the Floating Deposit and Hotel would require CIT (Thailand) Co., Ltd. to top up the Floating Deposit to remain the balance at THB 2,000,000.- (Two Million Baht net) at a time once the balance of Floating Deposit is reduced to THB 200,000.-net.
- In case CIT (Thailand) Co., Ltd. could not reach 550 room nights for Oceanfront Wing and 1,500 room nights for Garden Wing during specific period, the hotel will reserves the right to charge penalty base on Contract rate of Oceanfront Garden Pool Suite and Garden Deluxe Balcony in season 08 January – 30 April 2020) against the shortfall of 550 / 1,500 room nights as agreement. For example, if CIT (Thailand) Co., Ltd. reach only 350 room nights in Oceanfront Wing, Hotel will charge for another 200 room nights x 15,150 = THB 3,030,000 and hotel has rights to deduct penalty charge from Guaranteed Deposit.
- Hotel will transfer Floating Guarantee back to CIT (Thailand) Co., Ltd. if hotel received all pending payment from CIT (Thailand) Co., Ltd. (Transfer fee will be responsibility by SALA Samui Chaweng Beach Resort)

If you agreed with all arrangement above, please countersign this letter as your acceptance and fax/ email the complete copies to Bangkok Sales Office at +66(0) 2231 2589 or admin2@salaospitality.com to activate this arranged rates.

CONTRACT WITHOUT A SIGNATURE OF ACCEPTANCE WILL BE CONSIDERED AS INVALID. Should you have any questions, please do not hesitate to contact me at your convenience.

Best regards,



Approved by:

A handwritten signature in black ink.

Ms. Savita Kritalukkul
Assistant Director of Sales
SALA Resorts & Spas
Date: 25 October 2019 (Revised)

A handwritten signature in black ink.

Ms. Benjaporn Magroodtong
Group Director of sales
SALA Resorts & Spas
Date: 25 October 2019

Agreed & Accepted by:

A handwritten signature in black ink.

Mr. Tech Sun
Senior Product Manager
CIT (Thailand) Co., Ltd.
Date: 25 October 2019