

Exclusive Rates Agreement

Between:

Company: CIT(Thailand) Co.,Ltd

Address: Room909,638 Huangpu Dadao West, Tianhe District Guangzhou

And:

Hotel: Lanta Chada beach resort & spa, Lanta island, Krabi

Address: 279 moon 1 T. saladan A. Koh Lanta. Krabi

Tel: 6675668124 **Fax:** 6675668123

CIT(Thailand) Co.,Ltd do Exclusive deal with Lanta Chada beach resort & spa, the detail as below:

Validity Agreement: 15 Nov, 2019 to 31 Oct 2020,

Rate typing red for booking period: 15 Nov 19-15 DEC 19.

Rate typing blue for booking period: 16 Dec 19-31 Oct 2020.

Market: Chinese market

From Lanta Chada beach resort and spa

1. Currency: THB

Period : 15 Nov 19 – 23 DEC 19

| Room type | MAXIMUM PERSONS | WORLDWIDE | Exclusive room rate for CIT |
|----------------------------|-----------------|--------------------------------|-----------------------------|
| | | (Except India & sub-continent) | |
| Silver suite | 4 (max 3A) | 4,600.- | 2,500.-/2125.- |
| Emerald suite | 3 (max 2A) | 4,800.- | 2,700.-/2295.- |
| Gold suite | 4 (max 3A) | 6,000.- | 4,000.-/3400.- |
| Platinum suite (4 persons) | 6 (max 4A) | 10,000.- | 7,000.-/6290.- |
| Diamond Villa | 2 (max 2A only) | 13,800.- | 8,800.-/7225.- |

Period : 24 DEC 19 – 7 JAN 20

| Room type | MAXIMUM PERSONS | WORLDWIDE (Except India & sub-continent) | Exclusive room rate for CIT |
|----------------------------|-----------------|---|-----------------------------|
| Silver suite | 4 (max 3A) | 6,000.- | 5,200.-/4420.- |
| Emerald suite | 3 (max 2A) | 6,500.- | 5,400.-/4590.- |
| Gold suite | 4 (max 3A) | 8,000.- | 6,500.-/5525.- |
| Platinum suite (4 persons) | 6 (max 4A) | 13,000.- | 11,500.-/9775.- |
| Diamond Villa | 2 (max 2A only) | 18,000.- | 15,000.-/12750.- |

Minimum stay: minimum stay of 3 consecutive nights with one gala dinner is required for all room categories for accommodation between 24 December until 3 January.

Period : 08 JAN 20–15 MAR 20

| Room type | MAXIMUM PERSONS | WORLDWIDE (Except India & sub-continent) | Exclusive room rate for CIT |
|----------------------------|-----------------|---|-----------------------------|
| Silver suite | 4 (max 3A) | 4,600.- | 3,400.-/2890.- |
| Emerald suite | 3 (max 2A) | 4,800.- | 3,600.-/3060.- |
| Gold suite | 4 (max 3A) | 6,500.- | 4,700.-/3995.- |
| Platinum suite (4 persons) | 6 (max 4A) | 10,000.- | 7,400.-/6290.- |
| Diamond Villa | 2 (max 2A only) | 15,000.- | 14,200.-/12070.- |

Period : 16 MAR 20 – 31 MAR 20

| Room type | MAXIMUM PERSONS | WORLDWIDE (Except India & sub-continent) | Exclusive room rate for CIT |
|--------------|-----------------|---|-----------------------------|
| Silver suite | 4 (max 3A) | 4,600.- | 2,500.-/2125.- |

| | | | |
|----------------------------|-----------------|----------|----------------|
| Emerald suite | 3 (max 2A) | 4,800.- | 2,700.-/2295.- |
| Gold suite | 4 (max 3A) | 6,000.- | 4,000.-/3400.- |
| Platinum suite (4 persons) | 6 (max 4A) | 10,000.- | 7,000.-/5950.- |
| Diamond Villa | 2 (max 2A only) | 13,800.- | 8,800.-/7480.- |

Period : 01 APR 20 – 31 OCT 20

| Room type | MAXIMUM PERSONS | WORLDWIDE (Except India & sub-continent) | Exclusive room rate for CIT |
|----------------------------|-----------------|---|-----------------------------|
| Silver suite | 4 (max 3A) | 2,500.- | 1,500.-/1275.- |
| Emerald suite | 3 (max 2A) | 3,000.- | 1,500.-/1275.- |
| Gold suite | 4 (max 3A) | 4,000.- | 2,450.-/2082.- |
| Platinum suite (4 persons) | 6 (max 4A) | 6,500.- | N/A |
| Diamond Villa | 2 (max 2A only) | 8,500.- | 5,000.-/4250.- |

2. Fix allotment:

December

| Room types | Daily Fix allotment |
|---------------|---------------------|
| Silver suite | 5 |
| Gold suite | 3 |
| Emerald suite | 2 |
| Cut off day | 3 day |

January - February

| Room types | Daily Fix allotment |
|---------------|---------------------|
| Silver suite | 3 |
| Gold suite | 2 |
| Emerald suite | 2 |
| Cut off day | 3 days |

- If the total demand of China market not good and hotel's competitors dropped their price, we would like to negotiate with hotel drop price for boosting more bookings.

2. **Guaranteed room nights.**

CIT(Thailand) Co.,Ltd guaranteed 1,800 room nights in total from 15 Nov 2019 to 31th Oct 2020.

- For March to October 2020, if CIT(Thailand) Co.,Ltd reach 200 room nights in one month, CIT can have incentive 20+1.
- For the other month, if CIT(Thailand) Co.,Ltd reach 300 room nights in one month, CIT can have incentive 20+1. Incentive will start calculating from the first room night in month, the kick back room nights will be used in the booking for next month.

3. **Fix allotment.**

Lanta Chada beach resort & spa offer CIT(Thailand) Co.,Ltd the daily fix/security allotment with 1 cut off day from 1th April to 7th October 2020 , CIT(Thailand) Co.,Ltd can have EXTRA fixed allotments with cut off day in 3 day. Security allotment means the allotment can not be release until the cut off day. All the booking check in today must be sent to hotel before 5:00pm at Thailand time.

4. **Payment.**

- CIT(Thailand) Co.,Ltd will settle floating deposit 500,000 THB for first period start from 15 Nov, 2019 to 31 Dec, 2019.
- Settle floating deposit 500,000 THB per month from January till March.
- Settle floating deposit 200,000 THB per month from April to October.
- The floating deposit for next month have to settle no later than 25th on this month.
- If floating deposit does not run out, can be used in the coming bookings.
- If floating deposit runs out in the month, CIT(Thailand) Co.,Ltd should top up 100,000 THB in 3 working day.

5. For other condition not clarify here will according to main contract.

6. If CIT(Thailand) Co.,Ltd find lower rates in the market, Lanta Chada beach resort & spa should help to solve the problem. Otherwise CIT(Thailand) Co.,Ltd can terminate the Exclusive rates agreement.

March

| Room types | Daily Fix allotment |
|---------------|---------------------|
| Silver suite | 5 |
| Gold suite | 3 |
| Emerald suite | 2 |
| Cut off day | 3 days |

April - October

| Room types | Daily Fix allotment | Extra Fix allotment |
|---------------|---------------------|---------------------|
| Silver suite | 5 | 5 |
| Gold suite | 3 | 3 |
| Emerald suite | 2 | 2 |
| Cut off day | 1 day | 5 days |

*After run out the fix allotments,we still can sell according to hotel's free sale chart.

3. Remarks:

1. The above prevailing contract room rates are per night in Thai Baht currency, inclusive of 10% service charge and 7% government tax are non-commission.
2. The above show rates for accommodation for 2 persons including daily breakfast. For extra bed and breakfast rates will according to main contract.
3. Child policy will according to main contract.

4. Conditions and terms**1. Best Rate Guarantee.**

Lanta Chada beach resort & spa Guaranteed CIT(Thailand) Co.,Ltd have to guarantee exclusive rates which is 15% discount lower than all other agents in China Market.

- 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 require 35% discount from the captured rate.
- If hotel can not solve the disparity rate issue as CIT require, CIT reserve the right to terminate this contract and request hotel refund the balance of the floating deposit.

Low season: One night penalty will be charged for cancellation less than 5days prior to arrival.

No show: One night penalty will be charged in case of No show.

Confidentiality:

The rates agreed in this contract are strictly confidential.

Sincerely yours,

Hotel:Lanta Beach resort & spa, koh lanta.Krabi

Tour Operator:CIT(Thailand)Co.,Ltd

Sunpet 2



Sharon Wang

Name: Sunpet Ruenrom

Position: Senior Sales Manager

Date: 14/11/2019

Name:

Position:Product manager

Date: