



28 October 2019

2nd Revised

**EXCLUSIVE RATE & GUARANTEE ROOM BLOCKED CHINESE NEW YEAR 2020
24 - 30 JANUARY 2020**

Ms. Tamfun Li
Senior Overseas Hotels Contracting Manager Product Director
Convergent International Travel Development Co., Ltd.
CIT (Thailand) Co., Ltd.
103, Onnut 17 Lane, Junction 9,
Suan Luang Sub-district
Suan Luang District,
Bangkok 10250
Tel: +86 18924235003
E-mail: tamfun.li@huihi-intl.com

RE: EXCLUSIVE RATE & GUARANTEE ROOM BLOCKED CHINESE NEW YEAR 2020

Dear Ms. Tamfun,

Greetings from Banyan Tree Samui!

Thank you very much for support to Banyan Tree Samui. We are pleased to confirm the following for your review:

VILLA BLOCKED / PER VILLA / PER DAY

VILLA / DATE 2020	24 Jan	25 Jan	26 Jan	27 Jan	28 Jan	29 Jan	30 Jan	Total
Deluxe Pool Villa	3	6	10	10	10	10	6	55
Partial Ocean Pool Villa	1	2	3	3	3	3	2	17
Horizon Hillcrest Ocean Pool Villa	0	1	2	2	2	2	1	10
TOTAL	4	9	15	15	15	15	9	82

ROOM RATE / TOTAL REVENUE

VILLA	THB / NET (NON-REFUNDABLE)	TOTAL	REVENUE / THB / NETT
Deluxe Pool Villa	THB 24,000 NETT	55	THB 1,320,000 NETT
Partial Ocean Pool Villa	THB 27,500 NETT	17	THB 467,500 NETT
Horizon Hillcrest Ocean Pool Villa	THB 34,000 NETT	10	THB 340,000 NETT
TOTAL		82	THB 2,127,500 NETT

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Banyan Tree Samui
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cf.



Page 2

EXCLUSIVE RATE & GUARANTEE ROOM BLOCKED CHINESE NEW YEAR 2020

TERMS AND CONDITIONS

- Above exclusive rate and room blocked are applicable to FIT bookings less than 5 villas ONLY.
- The above exclusive rate and room blocked is inclusive of daily breakfast for 2 persons at the Edge restaurant.
- The above exclusive rate and room blocked is inclusive of resort welcome fruit, once upon arrival date only.
- The above exclusive rate and room blocked is inclusive of complimentary WIFI access service during stay.
- The above pre-paid room blocked is **non-commissionable, non-refundable and non-cancellation**.
- The exclusive rate offered is available for CIT (Thailand) Co., Ltd. only for **China Market**.
- Full pre-payment to be settle and transfer to **Banyan Tree Samui** with non-refundable, non-commissionable and non-cancellation after agreement signed as per due date (refer to payment due date. Should the resort not receive all deposits on or before the mutually agreed upon dates, this agreement will cease to exist, and the resort will reserve the right to amend rates as it deems fit for all future bookings.
- The above exclusive rate is not permitted to distribute on B2C platform or any online channel without minimum 25% markup. The resort reserves the right at its option to either withdraw the rates or terminate this contract immediately in writing if the partners breach the obligations above. Any incorrectly published price or wrong mapping villa type issue will be taking serious action and partners to be compensate the loss.
- The Resort protects rate for CIT (Thailand) Co., Ltd. towards general rate in the market (b2b and b2c) by 20%.
- In case disparity issue occur towards the market, the resort is willing to honor 15% discount from screenshot rate to CIT (Thailand) Co., Ltd. for certain period only, in return CIT (Thailand) Co., Ltd. will support the Resort with the test booking maximum 2 times per month.
- The resort would extend an exclusive rate for consecutive villa booking over the agreed period.
- All the room nights produced during this period to be countable to the guarantee target 2,500 room nights.
- All unsold pre-blocked villa will be automatically **non-refundable**, the resort has the right to serve the 100% cancellation charged which full responsible.

ONLINE/INTERNET SALES

Negotiated rates are not for sale via online channels across the worldwide web, unless they are in parity to the Property's "Best Available Rates" program. **Negotiated rates that are promoted online must be marked up by a minimum of 25%**. In addition, negotiated rates that are packaged with air content and other sightseeing arrangements must be sold higher than the Property's "Best Available Rates" program. For more information, please visit banyantree.com or angsana.com. The Key Account may not sell or resell on these rates subject to this Agreement to a third party who uses the internet as a medium of advertising/distribution without the expressed prior written consent of the Property.

If the partners breach the obligations above, the resort reserves the right at its option to either withdraw the rates or terminate this contract immediately in writing

MODE OF PAYMENT

1st Option: Payment by Credit Card

The credit card authorization form is available upon request. (Where transactions are controlled by legislation: In accordance with the banking regulations of Thailand, payment by credit card shall be denominated in Thai Baht. The conversion to Thai Baht shall be made at the time of payment at the selling rate as advised by Bank of Thailand)



Page 3
EXCLUSIVE RATE & GUARANTEE ROOM BLOCKED CHINESE NEW YEAR 2020

2nd Option: Payment by Telegraphic Transfers
Bank Account:

Account Name: TCC Hotel Asset Management Co., Ltd.
Account Number: 405-1-05410-3
Bank Name: The Siam Commercial Bank PCL - Tesco Lotus Samui Lamai Branch
Bank Address: 131/12 Moo.4 Maret, Koh Samui, Suratthani 84310 Thailand
Swift Code: SICOTHBK

CIT (Thailand) Co., Ltd. will transfer the deposit guarantee to Banyan Tree Samui as below

Guarantee Pre-Buy Room Night	Due Date	Revenue / THB / NETT
THB 1,063,750 NETT 1 st deposit, 50% of non-refundable guarantee pre-buy revenue	15 November 2019	THB 1,063,750 NETT
THB 1,063,750 NETT 2 nd deposit, 50% of non-refundable guarantee pre-buy revenue	30 November 2019	THB 1,063,750 NETT
Total		THB 2,127,500 NETT

Terms & Conditions

- The above revenue calculated based on guaranteed villa blocked per villa per day during 24 - 30 January 2020.
- Should the resort not receive all deposits on or before the mutually agreed upon dates, this agreement will cease to exist and the resort will reserve the right to amend rates as it deems fit for all future bookings

Kindly acknowledge an acceptance on all the above to us.

We look forward to welcoming your guests to Banyan Tree Samui and to making their stay the most wonderful!

Yours sincerely,

Above accepted & agreed by

A handwritten signature in black ink, appearing to read "Ch." followed by a surname.

Ms. Chanita Chuengmanon
Assistant Manager, Sales
Banyan Tree Samui

A handwritten signature in black ink, appearing to read "T. Li".

Ms. Tamfun Li
Senior Overseas Hotels Contracting Manager Product Director
CIT (Thailand) Co., Ltd.

A handwritten signature in black ink, appearing to read "C. J. McMahon".

Mr. Craig McMahon
Area Director Sales & Marketing
Banyan Tree Samui