



BANYAN TREE  
SAMUI

## PRO-FORMA INVOICE

CIT (Thailand) Co., Ltd.  
103, Onnut 17 Lane, Junction 9,  
Suan Luang Sub-district,  
Suan Luang District, Bangkok 10250  
Tax Registration No.: 0105559036233

Date : November 21, 2019  
Account Number : EVN01  
Invoice No : EVN1911001

### Room Blocked for Chinese New Year 2020 Period on 24 - 30 January 2020

| No. | Description   | Debit        | Credit | Balance      |
|-----|---|--------------|--------|--------------|
| 1   | Accommodation for during stay on 24 - 30 January 2020 |              |        |              |
|     | - Deluxe PV : THB 24,000 x 55 Room Nights             | 1,320,000.00 |        | 1,320,000.00 |
|     | - Partial Ocean PV : THB 27,500 x 17 Room Nights      | 467,500.00   |        | 467,500.00   |
|     | - Horizon Hillcrest PV : THB 34,000 x 10 Room Nights  | 340,000.00   |        | 340,000.00   |

Balance Due THB 2,127,500.00

Two Million One Hundred Twenty Seven Thousand Five Hundred Baht Only

01st Deposit request : the payment amount THB 1,063,750 within 22 November 2019

02nd Deposit request : the payment amount THB 1,063,750 within 30 November 2019

#### Company Info :

Name : TCC Hotel Asset Management Co., Ltd.  
Hotel Address : 99/9 Moo 4 Maret Samui Surat Thani 84310 Thailand

#### Bank Transfer to :

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 : 133/1 Moo 4 Maret Samui Surat Thani 84310 Thailand  
Swift Code : SICOTHBK

Should you require any clarification on this statement, Please do not hesitate to contact the undersigned  
Thank you and best regards,

Rotjana Chaisang  
Chief Accountant  
Telephone Number: +66 77 915333 Extension #7603  
E-mail Address: rotjana.chaisang@banyantree.com



**Banyan Tree Samui**

99/9 Moo 4, Maret, Samui, Surat Thani 84310, Thailand

Tel: +66 77 915 333 Fax: +66 77 915 388 Email: samui@banyantree.com

**BANYANTREE.COM**



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28 October 2019

2<sup>nd</sup> 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@huizhi-intl.com](mailto:tamfun.li@huizhi-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        |
| <b>TOTAL</b>                       | <b>4</b> | <b>9</b> | <b>15</b> | <b>15</b> | <b>15</b> | <b>15</b> | <b>9</b> | <b>82</b> |

**ROOM RATE / TOTAL REVENUE**

| VILLA                              | THB / NET<br>(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          |
| <b>TOTAL</b>                       |                               | <b>82</b> | <b>THB 2,127,500 NETT</b> |

THB 2,127,500 NETT

Banyan Tree Samui  
Bangkok Sales Office • 5<sup>th</sup> Floor Thai Wah Tower I  
• 21/8 South Sathon Road, Sathon, Bangkok • Thailand 10120  
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## 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](http://banyantree.com) or [angsana.com](http://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

#### 1<sup>st</sup> 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)

Banyan Tree Samui  
Bangkok Sales Office #5<sup>th</sup> Floor Thai Wah Tower I  
#21/8 South Sathon Road, Sathon, Bangkok • Thailand 10120  
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**EXCLUSIVE RATE & GUARANTEE ROOM BLOCKED CHINESE NEW YEAR 2020**

**2<sup>nd</sup> 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<br>1 <sup>st</sup> deposit, 50% of non-refundable guarantee pre-buy revenue | 15 November 2019 | THB 1,063,750 NETT        |
| THB 1,063,750 NETT<br>2 <sup>nd</sup> deposit, 50% of non-refundable guarantee pre-buy revenue | 30 November 2019 | THB 1,063,750 NETT        |
| <b>Total</b>   |                  | <b>THB 2,127,500 NETT</b> |

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

Ms. Chanita Chuengmanon  
Assistant Manager, Sales  
Banyan Tree Samui

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

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



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