



26 November 2019

Mr. Tech Sun
Product Director
CIT (Thailand) Co., Ltd.
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CNY Commitment Agreement / 23 – 30 January 2020

Date / Allotment	23-Jan	24-Jan	25-Jan	26-Jan	27-Jan	28-Jan	29-Jan	30-Jan
	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu
Tropical Paradise Pool Villa	1	2	5	5	5	5	5	3
Room Rates	24,000	25,500	25,500	25,500	25,500	25,500	25,500	24,000
Ocean View Pool Villa	2	4	8	8	8	8	8	4
Room Rates	25,450	26,950	26,950	26,950	26,950	26,950	26,950	25,450
Premium Ocean View Pool Villa	1	2	3	3	3	3	3	2
Room Rates	27,500	29,000	29,000	29,000	29,000	29,000	29,000	27,500
Total Room	4	8	16	16	16	16	16	9

The above room rates are per villa, per night, quoted in Thai Baht, inclusive of 10% service charge, and 7% VAT and 1% provincial tax. Room rates are inclusive of breakfast. Rates are non-commissionable.

CNY Commitment Agreement 2020 Condition:

- To receive the above special offer, CIT (Thailand) Co., Ltd. is required to **guarantee 101 Room Nights** from the above inside allotment as per daily breakdown.
- This commitment agreement will overwrite the main commitment agreement (if any) for both allotment and rate.
- CIT (Thailand) Co., Ltd. agrees to use the Agreed Room of the allotment as priority. Rooms outside the allotment are subject to free sale chart and room rate will be as per CIT's Dynamic Rate or Special Promotion (if any)
- Revenue achieved from this Chinese New Year Commitment will be accounted towards quarterly revenue target
- All rates and conditions in this agreement are strictly confidential. In the event rates are being displayed publicly and/or are being shared with local agents and/or competitors the hotel has the right to terminate the agreement without any further notice.

Cut-off dates: 0 day

Disparity Rate:

- Should CIT (Thailand) Co., Ltd. find a disparity rate on Hilton approved and authorized partner websites and affiliated partners, CIT (Thailand) Co., Ltd. will provide a screenshot to hotel for investigating.
- Hotel will provide 15% discount from the screenshot accordingly

Payment Term:

- **Non-refundable payments** are required as per follows:

Due Date	Non-refundable payment
1 December 2019	THB 2,698,500 net
Total non-refundable payment	THB 2,698,500 net



Cancellation Policy:

Number of Rooms	Minimum Notice / Cancellation Charges
101 Room Nights	CIT agrees to guarantee 101 Room Nights 100% of full length of stay is applied for the missing room night.

General Term & Conditions:

- Full non-refundable payment must be received by the hotel as per the above mentioned payment term.
- This promotion cannot be combined with any other promotions.
- The above offers must be combined with other services such as air ticket, transfer and offered as package to clients only.
- Please refer "CNY Commitment 20" when making all reservation. Otherwise normal contract rates will be applied automatically.
- Terms and condition remain as per addendum to main contract of Conrad Koh Samui.

We trust that the above offer will meet your satisfaction and able to generate more business to our mutual benefits. If you agree with all arrangement above, please countersign letter as your acceptance and return to me directly via email: kunthika.burarak@hilton.com by **27 November 2019** to activate this agreement rates. Contract without signature will be considered as invalid. Should you have any questions, please be encouraged to contact us at all time.

Best regards,
On behalf of Conrad Koh Samui

Thomas Glaser
Commercial Director
Conrad Koh Samui

26/11/19

Agreed & accepted by
CIT (Thailand) Co., Ltd.

Tech Sun
Product Director
Date 27 November 2019