

August 26, 2019

Ms. Sharon Yang – Senior Overseas Hotel Contracting Manager

CIT (Thailand) Co., Ltd.

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Dear Ms. Sharon Yang,

Thank you very much for your continued support to Chala Number 6 Hotel, Chiang Mai, we are delighted to offer special “Guaranteed Package 2019 / 2020” details as per following;

Re: CIT (Thailand) Co., Ltd. – Guaranteed Package 2019 / 2020

Stay Period: 1st October, 2019 – 31st March, 2020

Special Offer:

Guaranteed Package 2019 - 2020				
ROOM TYPES	ROOM ALLOTMENT	Low Season 1 - 31 Oct 19 / 1 - 31 Mar 20	High Season 1 Nov 19 – 21 Dec 19	Peak Season 1-7 Oct 19 / 11-14 Nov 19 / 22 Dec 19 – 3 Jan 20 / 22-31 Jan 20
ALLOTMENT RELEASE		7 Days	14 Days	21 Days
Superior Room (RO)	1	4,100	-	-
Superior Room (RB)		4,400	5,100	-
Deluxe Room (RO)	11	4,500	5,000	5300
Deluxe Room (RB)		4,800	5,500	5,600
Deluxe Jacuzzi (RB)	N/A	5,500	6,500	7,000
Junior Suite (RB)	N/A	7,500	8,000	9,000
Chala Suite (RB)	N/A	10,000	12,000	16,000
Chala Grand Suite (RB)	N/A	11,000	15,000	18,000
Chala Royal Suite (RB)	N/A	17,000	20,000	25,000

- This package is based on the 2,100 Room Nights on guaranteed (Approximately 350 Room Nights per Month).
- If not reach at 2,100 Room Nights, the difference will be charged at THB 4,000 net per room per night.
- Room Blocked 20 rooms/day (Run Superior & Deluxe Room) on October & March with cut off 7 days, On November – February cut off 14 days and Peak Period cut off 21 days
- Top up money Pre-Buy at THB 2,000,000.- once receive invoice
- The guaranteed package of 6 months (1st October – 31st March, 2020) and the package will be end by 31st March, 2020.
- Allotment and the cut-off, please refer to above table.
- Allotment on Golden Week (1st – 7th October, 2019) offered 5 rooms allotment per day and can request for top up allotment.
- No Superior Room during 1st – 7th October, 2019 and 10th – 12th November, 2019
- Unable to block 20 rooms on 1st – 7th October, 2019 and 10th – 12th November, 2019 (Subject to space availability)

Remark:-

- Chala No.6 protect CIT contract rate is 25% lower than any OTA Selling rate
- Chala No.6 protect CIT contract rate is 10% lower than any B2B wholesale contract rate
- During the Guaranteed period, if Rate Disparity shows often on OTA website, CIT received the rights to terminated the contract
- The Guaranteed room nights will calculate as guests stay period from 1st October, 2019 onward.

Close Sales

- Hotel reserves the right for advanced close-sell request during anticipating high occupancy level.
- In case of non-materialized reservation or materialization less than 50% of total number of room allotment to Hotel during any consecutive period of 3 months of issued date, Hotel reserves the right to reduce number of room allotment or terminate allotment offer.

Terms & Conditions

- All rates are quoted in Thai Baht (THB) inclusive of service charge and applicable government taxes.
- This offer can be applied for new booking(s) only.
- This offer cannot be combined or change with any other promotions.
- This offer is applicable for FIT booking only.
- This rate must be packaged and not to be published or sold as net rates at any time, in particular, these rates if not packaged in travel packages, shall not be posted, published or in any way accessible on the internet.
- This rate applied to website owned and managed by the operators as well as to any website owned, managed or supplied by any subsequent distributor.
- This rate is inclusive of breakfast up to persons per room for Rate included breakfast, WIFI, Welcome Drink, Afternoon Tea and Welcome Fruit.

Payment Terms

- Advance Deposit Payment at amount THB 2,000,000.- is to be transferred to the hotel once received invoice and once the deposit is reach or lower than THB 200,000.- the operator require to automatically top up the deposit and by 31th March, 2020 transfer all payment as Guaranteed of 2,100 room nights (for 6 months). All the deposit is non-refundable and non-transferable or redeem as cash at anytime.

Bank Details	Beneficiary :	Chala Number 6 Co., Ltd.
	Bank Name :	Siam Commercial Bank (SCB)
	A/C Number :	816-250361-7 (Saving Account)
	SWIFT Code :	SICOTHBK

All of us at Chala Number 6 Hotel look forward to working closely with **CIT (Thailand) Co., Ltd.** We trust the above offers will meet with your satisfaction. Please acknowledge your acceptance of this agreement by signing and return one copy of these duplicate agreement contracts to us as soon as possible. Should you require any further information or assistance, please feel free to contact us.

Yours sincerely,

Signed for and on behalf of
Chala Number 6

Chayut Chaichit

Chayut Chaichit, Mr.
Assistant Director of Sales

Date: 26 August 2019



CIT (Thailand) Co., Ltd.

Ms. Sharon Yang
Senior Overseas Hotel Contracting Manager

Date: _____
(Company stamp)