

Mr. Tech Sun  
Product Director  
**CIT(Thailand) Co., Ltd.**  
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**CIT GUARANTEE AGREEMENT**

**Validity:** 19<sup>th</sup> December 2019 – 31<sup>st</sup> March 2020 (Black out: 25 December 2019 – 4 January 2020)

**Minimum nights:** 2 nights required

**Market:** Chinese Market

**Currency:** THB

Novotel Phuket Surin Beach Resort – 4* Family Resort						
Room Type	Now - 20 Dec 2019	21 Dec 2019 - 10 Jan 2020	11 Jan 2020 - 29 Feb 2020	1 Mar 2020 - 31 Mar 2020	Room Allotment	Cut-off date
Standard	2,565	4,275	2,835	2,565	3	7days
Superior	2,715	4,525	3,035	2,715	2	
Deluxe	3,065	4,875	3,435	3,065	1	

**Inclusions:**

- Daily breakfast
- Complimentary welcome drink upon arrival
- Free WIFI in guest room and public area within hotel
- Extra bed charge(max. 1 extra bed per room): Adult THB 1,200net/night, Child THB 800net/night

**Guarantee Room Nights & Deposit**

Guarantee Room Nights	Deposit
400room nights (now – 31 <sup>st</sup> March 2020)	THB 200,000 per month : deduct the payment from deposit. Once deposit is lower than THB 40,000, CIT needs to top up THB 200,000

\*Should the number of total room night is less than 400 room nights during the period, Novotel Phuket Surin Beach Resort has the right to charge based on average rate from basic room category

**Cancellation Policy:**

- **Now – 20 Dec 2019:** Cancellation made less than 24 hours prior to arrival will be charged one night
- **21 Dec 2019 – 10 Jan 2020:** Cancellation made less than or reduction in stay between 35-14 days prior to arrival will be charged one night and less than 14 days prior to arrival will be charged in full amount of accommodation charge
- **11 Jan 2020 – 31 Mar 2020:** Cancellation made less than 24 hours prior to arrival will be charged one night

**No-show Policy:**

- **Now – 20 Dec 2019:** a no show fee of one night accommodation will be charge.
- **21 Dec 2019 – 10 Jan 2020:** a no show charge equivalent to 100% accommodation charge will be charged.
- **11 Jan 2020 – 31 Mar 2020:** a no show fee of one night accommodation will be charge.

**Child policy:** Accommodation and breakfast free of charge for 2 children under 16 years old sharing parent's room and utilized existing bedding.

**Terms & Conditions:**

- The above rates are per room per nights and non-commissionable;
- The above rates are applicable for transient FIT travelers (1-8 rooms) only and NOT applicable for Group, Meeting, Corporate
- Please indicate booking code: CITGT1920 upon reservation
- **The new offer above are non-combinable with any other special offer**
- **Hotel will secure 20% gap from OTA rate, 10% gap from other Chinese agents. If there is any rate disparity issue with OTA, CIT get 20% discount from OTA selling rate**

Reservation Email address: [ha3x1-re@accor.com](mailto:ha3x1-re@accor.com)

**Distribution of Contracts:**

Contract Rates are valid for bundled, packaged or brochure international leisure business only. Contract Rates are only valid for bona fide Tour Operators. Contract Rates cannot be offered by the Tour Operator direct to the consumer via the Internet, or by any other internet channels, through owned, affiliated or subsidiary companies, without prior written approval from Accor (to be given or withheld in Accor's absolute discretion). Internet rates and Tour Operator Contracts are available by contacting the Accor Inbound Sales Office.

**Distribution of Contract Rates on the Internet:**

Contract Rates are valid for bundled, packaged or brochure international leisure business only and cannot be offered in other markets than specified. The Contract Rates are not to be offered, knowingly or unknowingly, to any party that distributes or retails via the Internet, or to any party that causes to distribution or retailing via the Internet.

**Confidentially:**

The rates contained in this agreement are strictly confidential and must not be disclosed to the third parties. To protect this **confidentiality**, the hotel will not disclose the rates to guests and will invoice the tour operator directly.

This agreement forms the entire understanding between both parties and supersedes all prior discussions, negotiations, agreements, and understandings with respect to this subject matter. Upon acceptance, please return a signed copy to us within **3days** of the issue date of this agreement; if not, the offer is considered void.

Yours sincerely,  
**Novotel Phuket Surin Beach Resort**



Name: Marie Lee  
Title: Cluster Director of Sales - Leisure  
Date: December 19, 2019

Acknowledged and accepted by  
**CIT(Thailand) Co., Ltd.**



Name: Tech Sun  
Title: Contracting Manager  
Date: 20 December 2019