

PRE-BUY PROGRAM AGREEMENT

PERIOD:	5th January 2020 – 31 August 2020	
PROPERTY:	Kokotel Chiang Mai Nimman	
	HOTEL CONTACT	TOUR OPERATOR CONTACT
NAME:	Rei Matsuda	Annie He
POSITION:	Chief Executive Officer	Product Manager
COMPANY:	Kokotel (Thailand) Co., Ltd.	CIT (Thailand) Co., Ltd.
ADDRESS:	140/22 ITF Tower 12th floor Silom Rd., Suriyawong, Bangrak, Bangkok 10500, Thailand	103, Onnut, Section 9, Suan Luang Sub- district, Suan Luang District, Bangkok 10250
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WEBSITE:	www.kokotel.com	www.huizhi-intl.com

This Agreement is subject to the acceptance and signature simultaneously of the Allotment and Service Agreement.

This Confidential Rate Agreement is entered between Kokotel Chiang Mai Nimman, hereinafter referred to as “kokotel” and CIT (Thailand) Co., Ltd hereinafter referred to as “CIT”.

1. RATES

Market: China Market Only

ROOM RATE (valid from 5 January 2019 – 31 August 2020)

Room Type	Pax	Rates (Room with Breakfast)	
		High 5 th January -29 th February 1 st July - 31 st August	Low 1 st March – 30 th June
Koko Mate – Twin	2 adults + 1 child	1,300.-	1,000.-
Koko Couple – King	2 adults + 1 child	1,300.-	1,050.-
Koko Family – Triple	3 adults + 1 child	1,700.-	1,300.-
Koko Party – Quad	4 adults + 1 child	2,000.-	1,500.-

CONDITIONS:

- Blackout 9th – 12th, 17th, 18th 24th – 27th January 2020 AND 8th, 9th 13th February 2020
- Additional 500 THB surcharge is required during Songkran period (10th – 15th April 2020)
- Rates provided by kokotel should keep 8% gap between CIT and other B2B agents for all bookings made under fixed allotment.
- Rates provided by kokotel should keep 23% gap between CIT and lowest rates on online travel agents for all bookings made under fixed allotment in high season (2nd January - 29th February AND 1st July - 31st August)
- Kokotel reserves the right to update rates provided to CIT under the agreement done by both parties.

2. ALLOTMENT

- Fix Allotment

Room Type	Pax	Allotment	
		High 5 th January - 29 th February 1 st July - 31 st August	Low 1 st March – 30 th June
Koko Mate – Twin	2 adults + 1 child	2 rooms	3 rooms
Koko Couple – King	2 adults + 1 child	2 rooms	3 rooms
Koko Family – Triple	3 adults + 1 child	2 rooms	2 rooms
Koko Party – Quad	4 adults + 1 child	2 rooms	2 rooms

- Free Sales Room sales after consuming daily allotment will follow free sales according to stop sales chart & daily rates supplied by kokotel.

3. CUT OFF DATE

- High Season CIT must return daily allotments to kokotel 3 days (72 hours) before arrival date.
- Low Season CIT must return daily allotments to kokotel 1 day (24 hours) before arrival date.

4. MINIMUM STAY

- Weekend Minimum Stay of Two (2) Nights are required on guests checking in Friday or Saturday.

5. GUARANTEE PRODUCTION

- Minimum Guarantee production

Season	Low Season March, April, May, June
Room nights	400

- With the agreement on pre-buy, kokotel and CIT agrees to commit 400 room nights during 1st March 2020 to 30th June 2020 on staying date basis.
- Both kokotel and CIT shall cooperate to offer needful promotions and marketing to achieve guarantee production.

6. PRE-BUY

- CIT will make an advance payment at 300,000 THB ("Pre-buy Program Amount") to kokotel on a monthly basis.
- CIT will deduct bookings each month from Pre-buy Program Amount
- Additional Pre-buy Program Amount will be settled by CIT once the remaining amount is less than 50,000 THB on each month by bank transfer

Payments will be made direct to Kokotel Chiang Mai Nimman

Account Name:	Kokotel (Thailand) Co., Ltd.	Savings Account No:	101-9-100872
Bank Name:	Bangkok Bank	Bank Branch:	Silom (101)
Bank Address:	333 Silom Road, Silom, Bang Rak, Bangkok THAILAND		
Swift Code:	BKKBTHBK		



Name: Rei Matsuda
Title: Chief Executive Officer
Date: 10th December 2019




Name: Annie He
Title: Product manager
Date: 16/12/2019