

## \*\* Prebuy Agreement \*\*

Offered to: CIT (Thailand) Co.,Ltd.

Applicable to : China, Hong Kong & Macau Market

Validity : 01 January - 31 October 2020

### 01 - 07 January 2020

Room Type	THB Room Rates (net), per room per night			
	Prebuy rate	Extra bed	Breakfast	Allotment/Cut Off
Superior Ocean Facing	8,865.-	1,500.-	Inclusive for 2 persons	05 rooms/07 days
Two Bedroom Suite Ocean Facing	14,580.-	N/A	Inclusive for 4 persons	01 rooms/14 days

### \*08 January - 31 March 2020

(\*supplement charge over Chinese New Year 23 Jan - 1 Feb remains the same as per contract\*)

Room Type	THB Room Rates (net), per room per night			
	Prebuy rate	Extra bed	Breakfast	Allotment/Cut Off
Superior Ocean Facing	5,100.-	1,200.-	Inclusive for 2 persons	12 rooms/03 days
Two Bedroom Suite Ocean Facing	9,963.-	N/A	Inclusive for 4 persons	03 rooms/03 days

### 01 April - 31 October 2020

Room Type	THB Room Rates (net), per room per night			
	Prebuy rate	Extra bed	Breakfast	Allotment/Cut Off
Superior Ocean Facing	3,863.-	1,200.-	Inclusive for 2 persons	12 rooms/03 days
Two Bedroom Suite Ocean Facing	8,775.-	N/A	Inclusive for 4 persons	03 rooms/03 days

#### Prebuy Rates Restrictions & Guaranteed Room Nights :

• Special rates are to be offered to B2B only and rates CANNOT be published online on any sub-agents site or on Ctrip.com as "Room & Breakfast" rates without industry mark up.

• In case a rate disparity issue is found resulting of an oversight of the point above, the hotel reserves the right to re-discuss rates and review the overall terms and conditions.

• Under this Prebuy Agreement, CIT agrees to guarantee monthly production and total production as per below details:

#### Monthly Production guaranteed:

1-31 January 2020 (inclusive) - 250 room nights  
1-29 February 2020 (inclusive) - 250 room nights  
1-31 March 2020 (inclusive) - 250 room nights  
1-30 April 2020 (inclusive) - 220 room nights  
1-31 May 2020 (inclusive) - 220 room nights  
1-30 June 2020 (inclusive) - 220 room nights  
1-31 July 2020 (inclusive) - 250 room nights  
1-31 August 2020 (inclusive) - 250 room nights  
1-30 September 2020 (inclusive) - 220 room nights  
1-31 October 2020 (inclusive) - 270 room nights

**Total Production (1 January - 31 October 2020) Guaranteed:** 3,000 room nights. Sold bookings of all room types will be included in the total production calculation.

If CIT fails to do so, the normal promotional or contractual rates will be applied.

• Bookings outside / over allotments is possible at the prebuy rates but will be subject to availability and only when granted via a written confirmation from the hotel. The hotel keeps the right to deny any none written- approved over-allotment booking.

#### Conditions :

- The above rates are quoted inclusive of Service Charge, VAT, Provincial Tax and non-commissionable.  
Any change to existing taxes or charges or any introduction of new government taxes or charges will be passed on to the agent commencing on the day they become applicable and the agent agrees to honour such changes.  
These wholesale rates offered are valid for leisure travel only and may not be used for:
  - Internet distribution channels
  - Meetings, incentives, conventions and exhibitions
  - Corporate travel
- Rate gap between CIT Prebuy rate and other Chinese wholesalers' is 10%. Brand website rate gap will be set with a minimum of 18%.
- The above offer is applicable to **NEW** bookings made from 23 September 2019 onwards.
- Terms & conditions are remain unchanged as per contract rates.
- This offer **CANNOT** be combined with any other offers.
- All bookings please quote "CITPB20" booking code to available of this offer.
- This offer apply only when operator countersigns, stamps this agreement and returns it to hotel.

This is to confirm that above offer will be featured according to the condition given



Signature

Vivian Ma

Title

30-Sep-19

Date

Acknowledged on behalf of  
Amari Phuket



Signature

Ms. Nuchanart Sairhun  
Director, Sales & Marketing

Title

30-Sep-19

Date