

30<sup>th</sup> September 2021

Director (International Cooperation)  
Indian Coast Guard  
Coast Guard Headquarters  
National Stadium Complex  
New Delhi – 110 001

**Preferred Corporate Rate Agreement**

Dear Sir,

At the outset, we would like to thank you for the opportunity to submit corporate rates for your consideration.

The Leela Palaces, Hotels and Resorts, headquartered in Mumbai, operates ten award-winning properties in major cities and leisure destinations across India. These include the flagship hotel in the capital city of New Delhi, Bengaluru, Chennai, Udaipur, Jaipur, Gurugram, East Delhi, Goa, Mumbai and most recently Gandhinagar.

The Leela celebrates each hotel through its unique location, art, culture and cuisine with thoughtful services, celebratory rituals, and immersive experiences. The Leela Palaces, Hotels and Resorts was voted the World's Best Hotel Brand by Travel + Leisure, USA, World's Best Awards Survey, 2020. The brand is well poised to embrace the next phase in its growth trajectory with upcoming projects which include business hotels in Bhartiya City Bengaluru and Hyderabad.

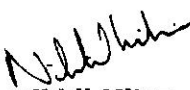
An epitome of true Indian luxury, The Leela is committed to providing its guests with memorable stays in settings that capture the essence of India. The brand has a marketing alliance with US-based Preferred Hotels & Resorts and is a member of the Global Hotel Alliance.

In consideration of our assessment of your potential for our multiple hotels as well as an evaluation of your former business trends with us, we are pleased to extend our Preferred Corporate Rates applicable across our hotels; details of which are in Annexure 1.

You are requested to send us a signed copy indicating your acceptance of this agreement as per in Annexure 2, within 10 days of receiving this communication.

We assure you of unparalleled hospitality and look forward to an enriching partnership with your organization in the years ahead. Please do not hesitate to contact either of the undersigned should you have any further queries.

Yours sincerely

  
**Nikhil Mitra**


Senior Sales Account Manager



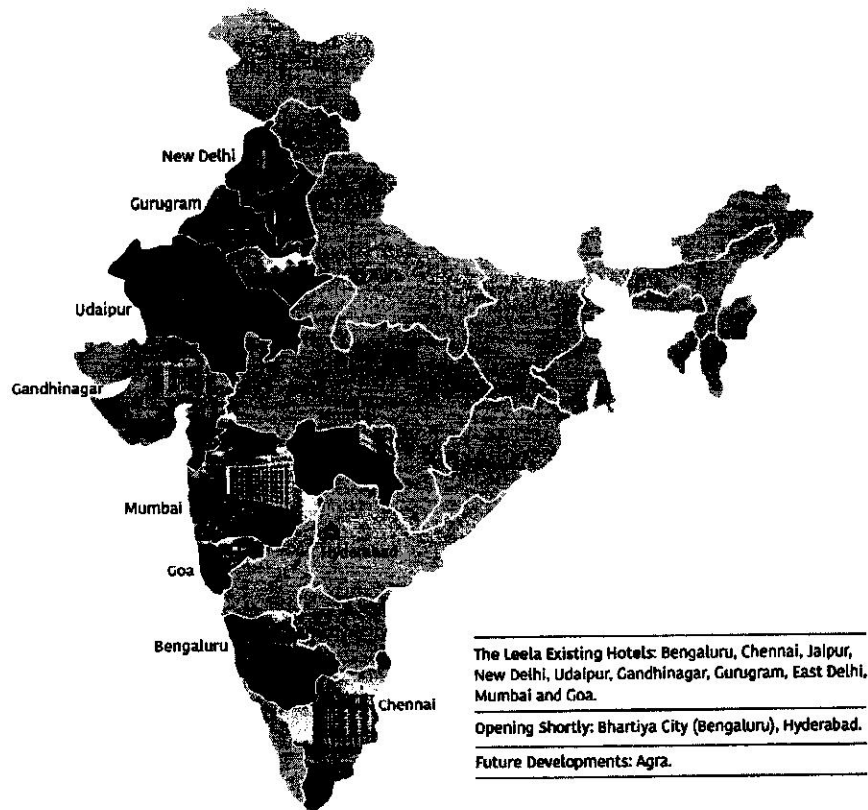
  
**Alok Chakravarty**

Area Director Sales and Distribution  
Northern India

Encl: **Annexure 1:** Corporate Rates  
**Annexure 2:** Terms and Conditions

  
K. R. Roy / K. R. Roy  
Deputy Inspector General  
Indian Coast Guard (प्रशासन)

## The Leela Footprint



**ANNEXURE 1:**

Rank	Room Category	Occupancy	Rate	Inclusion
Ast. Cmdt(P), Ast. Cmdt., Dy. Cmdt.	Deluxe Room	Double (Twin Sharing)	INR 4500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe Room	Double (Twin Sharing)	INR 6026	Breakfast, 01 Major Meal (Set Menu) Wi-Fi, 02 pieces of laundry on non-cumulative basis
Cmdt., DIG, DIG(S)	Deluxe Room	Single / Double	INR 4500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe Room	Single	INR 5347	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe Room	Double	INR 6195	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
IG and above	Conservatory Room	Single / Double	INR 7500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Conservatory Room	Single	INR 8500	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Conservatory Room	Double	INR 9500	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis

\*All rates are exclusive of GST.

Rank	Room Category	Occupancy	Rate	Inclusion
All Ranks	Grand Deluxe	Single	INR 7500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Grand Deluxe	Double	INR 8500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Grand Deluxe	Single	INR 8500	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Grand Deluxe	Double	INR 10500	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis

\*All rates are exclusive of GST.

Rank	Room Category	Occupancy	Rate	Inclusion
Ast. Cmdt(P), Ast. Cmdt., Dy. Cmdt.	Deluxe City View	Double (Twin Sharing)	INR 4500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe City View	Double (Twin Sharing)	INR 6026	Breakfast, 01 Major Meal (Set Menu) Wi-Fi, 02 pieces of laundry on non-cumulative basis
Cmdt., DIG, DIG(S)	Deluxe City View	Single	INR 4500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe City View	Double	INR 5000	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe City View	Single	INR 5347	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe City View	Double	INR 6695	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
IG and above	Deluxe Pool View	Single	INR 7500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe Pool View	Double	INR 8000	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe Pool View	Single	INR 8500	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe Pool View	Double	INR 10000	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis

\*All rates are exclusive of GST.


Rank	Room Category	Occupancy	Rate	Inclusion
All Ranks	Premier City View	Single	INR 7500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Premier City View	Double	INR 8500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Premier City View	Single	INR 8500	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Premier City View	Double	INR 10500	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis

\*All rates are exclusive of GST.

Confidential Corporate Rates issued to: Indian Coast Guard (Indian Defence Service Personnel)

Schloss Chanakya Private Limited  
For The Leela Palace New Delhi

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 कप्तान रोय / Rajat Roy  
 उपनिरीक्षक / Deputy Inspector General  
 प्रमाण निदेशक (प्रशासन)

Rank	Room Category	Occupancy	Rate	Inclusion
Ast. Cmdt(P), Ast. Cmdt., Dy. Cmdt.	Deluxe Room	Double (Twin Sharing)	INR 4500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe Room	Double (Twin Sharing)	INR 6026	Breakfast, 01 Major Meal (Set Menu) Wi-Fi, 02 pieces of laundry on non-cumulative basis
Cmdt., DIG, DIG(S)	Deluxe Room	Single	INR 4500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe Room	Double	INR 5250	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe Room	Single	INR 5347	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe Room	Double	INR 6945	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
IG and above	Premier Room	Single	INR 7500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Premier Room	Double	INR 8250	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Premier Room	Single	INR 8500	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Premier Room	Double	INR 10250	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis

\*All rates are exclusive of GST.

Rank	Room Category	Occupancy	Rate	Inclusion
Ast. Cmdt(P), Ast. Cmdt., Dy. Cmdt.	Deluxe Room	Double (Twin Sharing)	INR 4500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe Room	Double (Twin Sharing)	INR 6026	Breakfast, 01 Major Meal (Set Menu) Wi-Fi, 02 pieces of laundry on non-cumulative basis
Cmdt., DIG, DIG(S)	Deluxe Room	Single / Double	INR 4500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe Room	Single	INR 5347	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis

Confidential Corporate Rates issued to: Indian Coast Guard (Indian Defence Service Personnel)

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Schloss Chanakya Private Limited  
For The Leela Palace New Delhi

कप्तान रोय / Kaptan Roy  
 उपनिरीक्षक / Deputy Inspector General  
 प्रधान निदेशक (प्रशासन)

\*All rates are exclusive of GST.

Rank	Room Category	Occupancy	Rate	Inclusion
Cmdt., DIG, DIG(S)	Deluxe Room	Double	INR 6195	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
IG and above	Premier Room	Single / Double	INR 7500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Premier Room	Single	INR 8500	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Premier Room	Double	INR 9500	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis

\*All rates are exclusive of GST.

Rank	Room Category	Occupancy	Rate	Inclusion
Ast. Cmdt(P), Ast. Cmdt., Dy. Cmdt.	Deluxe Room	Double (Twin Sharing)	INR 4500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe Room	Double (Twin Sharing)	INR 6026	Breakfast, 01 Major Meal (Set Menu) Wi-Fi, 02 pieces of laundry on non-cumulative basis
Cmdt., DIG, DIG(S)	Deluxe Room	Single / Double	INR 4500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe Room	Single	INR 5347	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe Room	Double	INR 6195	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
IG and above	Premier Room	Single / Double	INR 7500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Premier Room	Single	INR 8500	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Premier Room	Double	INR 9500	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis

\*All rates are exclusive of GST.



Rank	Room Category	Occupancy	Rate	Inclusion
Ast. Cmndt(P), Ast. Cmndt., Dy. Cmndt.  Cmndt., DIG, DIG(S)	Deluxe Horizon View	Single / Double	INR 4500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe Horizon View	Single	INR 5347	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Deluxe Horizon View	Double	INR 6195	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
IG and above	Central Vista View	Single / Double	INR 7500	Breakfast, Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Central Vista View	Single	INR 8500	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis
	Central Vista View	Double	INR 9500	Breakfast, 01 Major Meal (Set Menu), Wi-Fi, 02 pieces of laundry on non-cumulative basis

\*All rates are exclusive of GST.

**The above rates (exclusive of applicable taxes) include the following:**

- Buffet breakfast at a designated venue
- Complimentary Wi-Fi
- Complimentary 02 pieces of laundry on non-cumulative basis

**Major Meal Inclusion:**

- Additional Meal inclusion charges – (Buffet or Set Menu) at designated venue (As per grid mentioned above), does not include Festive / Special buffets including Sunday Brunch

Hotel Name & City	Location Name	Distance
The Leela Palace, New Delhi	Coast Guard Headquarters	08 Kms
The Leela Palace, Bengaluru	HAL Airport	04 Kms
The Leela Palace, Chennai	Regional Coast Guard Headquarters	08 Kms
The Leela Bhartiya City, Bengaluru	Yelahanka Air Force Base	11 Kms
The Leela Ambience Gurugram Hotel & Residences	Palam Air Force Station	12 Kms
The Leela Ambience Convention Hotel, Delhi	Coast Guard Headquarters	13 Kms
The Leela Mumbai	Regional Coast Guard Headquarters	17 Kms
The Leela Gandhinagar	Regional Coast Guard Headquarters	06 Kms

Confidential Corporate Rates issued to: Indian Coast Guard (Indian Defence Service Personnel)

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Schloss Chanakya Private Limited  
For The Leela Palace New Delhi

काजल रोय / Kajal Roy  
उपनिर्देशक / Deputy Inspector General  
प्रधान निदेशक (प्रभारित)

**ANNEXURE 2: TERMS AND CONDITIONS**

1. All guests are required to present a valid photo identity proof at the time of check-in, failing which; the hotel reserves the right to refuse checking-in the guest.
2. All guests are required to present their defence identity proof at the time of check-in, to avail the special rates, failing which Best Available rates will apply.
3. These Preferred Corporate Rates are applicable only during the dates mentioned in Annexure 1.
4. These Preferred Corporate Rates supersede all previous offers and must remain confidential between the two organizations.
5. The Preferred Corporate Rates are valid for your company executives and guests settling the bills directly at the time of check-out and are subject to availability.
6. All rates are net, non-commissionable and exclude all applicable charges and taxes. Taxes are subject to change and taxes will be levied as prevalent during the stay of our guests. 12% GST applicable on room rates below INR 7500/- and 18% GST applicable for room rates above INR 7500/- as per the government guidelines as of now.
7. All bookings must be guaranteed by way of a valid credit card or any other mode of settlement.
8. All payments, including extras, must be settled in full at the time of departure by way of a Credit card, Cash.
9. Cancellations 24 hours prior to the arrival date or no-shows will attract a 100% retention charge on the Room Plan booked.
10. Should a publicly available rate be booked by a corporate, the terms and conditions of the specific package/offer and those of the channel used for booking will be applicable.
11. The Preferred Corporate rates are not applicable for group reservations of 10 or more rooms on any given day.
12. These Preferred Corporate Rates have been worked out keeping in mind the expected transient FIT materialization as specified alongside the rate grid for the hotel. Based on monthly reviews of the materialized room night's production, we reserve the right to withdraw or amend the Corporate Rates should the production not satisfy the expected volumes as agreed to between our respective organizations and all subsequent businesses placed after the withdrawal of rates will be as per new rates/terms& conditions.




13. Hotel check-in time is 1400 hrs and check-out time is 1200 hrs. Any early check-in or late check-out will be subject to availability and would be charged as per below:
- Check-in prior to 0800 hrs will attract 100% of the applicable room rate.
  - Check-in between 0800 hrs to 1200 hrs will attract 50% of the applicable room rate.
  - Check-in between 1200 hrs to 1400 hrs will be treated as a special request and a room may be provided at no cost, subject to availability.
  - Check-out between 1200 hrs to 1600 hrs will attract 25% of the applicable room rate.
  - Check-out between 1600 hrs 1900 hrs will attract 50% of the applicable room rate.
  - Check-out after 1900 hrs will attract 100% of the applicable room rate.
14. Bills must be settled within 15 days of receiving the same for companies that are on the approved credit list of the hotel. Should full payment not be received by us within this stipulated period, we will levy an 18% rate of interest on the unsettled balance from the date of check-out.
15. To reserve a room:
- Please call **The Leela Point of Contact** on mobile number: +91 95600 93788 or + 91 96500 93864.
  - Email: [nikhil.mitra@theleela.com](mailto:nikhil.mitra@theleela.com) / [sumit.sharma@theleela.com](mailto:sumit.sharma@theleela.com).

We are in receipt of your Corporate Rates, and are pleased to accept all the Terms and Conditions, as per the signed copy given hereunder:

Company Name :  
Name of Executive :  
Designation :

Signature : \_\_\_\_\_

Date : \_\_\_\_\_

  
काजल फ्रॉय / Kajeel Froy  
उप-निदेशक / Deputy Inspector General  
प्रधान निदेशक (प्रशासन)  
Principal Director (Adm)  
रक्षाक गुप्तसंस्थान, नई दिल्ली-110001  
Coast Guard HQrs, New Delhi-110001

**ANNEXURE 3: ANTI-CORRUPTION AND BRIBERY**

The Vendor agrees and undertakes that it has during the process of negotiation and finalization of the terms and shall during the course of the Agreement, abide by all Anti-Corruption Laws including but not limited to:


- (a) The Prevention of Corruption Act, 1988 and/or any other related enactment and/or any amendment or modification of such Act/Laws from time to time.
- (b) Any and all anti-corruption and/or bribery laws and regulations now or from time to time in force in any jurisdiction which may be applicable to the respective parties, for the terms of implementation of this Agreement or any agreement to be entered into pursuant to it; and
- (c) United States Foreign Corrupt Practices Act and UK Bribery Act.

The Vendor further agrees and confirms that it has not made, offered, paid, promised or authorized, and will not make, offer, pay, promise or authorize, or commit any act, including but not limited to gifts or anything of value directly or indirectly, to influence a decision or gain an improper or unfair advantage in promoting, enhancing or retaining business. This includes obtaining licenses or regulatory approvals, preventing negative government actions, reducing taxes, avoiding duties or customs fee, or blocking a competitor from bidding on business. Gifts or other considerations (including cash) may be construed as bribes and maybe to public officials or private parties.

The Vendor also agrees and undertakes to provide all information related to a possible bribery, if it happens, and shall allow Schloss to audit its books and records if any such incident happens.

The Vendor agrees and undertakes that it shall maintain accurate books and records pertaining to this agreement.

The Vendor also undertakes to abide by the Schloss Code of Business Conduct and Ethics and Anti-Bribery and Corruption Policy, which it has read, understood, and signed in acknowledgment.

  
काजल रॉय / Kajal Roy  
उपमहानिरीक्षक / Deputy Inspector General  
प्रधान निदेशक (प्रशासन)  
Principal Director (Adm)  
तटरक्षक मुख्यालय, नई दिल्ली-110001  
Coast Guard HQrs, New Delhi-110001

*Nish*