MEMORANDUM OF UNDERSTANDING BETWEEN
INDIAN COAST GUARD HEAD QUARTERS AND
THE OBEROI GROUP

The Memorandum of Understanding (MoU) on the 10th September 2018 between headquarters, Indian Coast Guard and The Oberoi Group witnessed as follows:

1. **Preamble**
The Oberoi Group is a hotel chain with a five star rating and has offered accommodation for the visiting officers of Indian Coast Guard at respective hotels at the preferential tariffs.

2. **Agreement**
   Now therefore, for and in consideration of the premises and mutual covenants set forth herein, The Oberoi Group and Indian Coast Guard hereby agree upon this MoU to accommodate Indian Coast Guard Officers visiting various cities.

   This MoU supersedes all previous correspondence and discussions, understanding and agreement, if any, between the two parties on the subject pertaining to this MoU.

3. **Check in Time**
   Check in time: 14:00 hours
   Check Out time: 12 noon.

4. **Reservation Method**
   A written request by fax or by email will be sent by the individual offices/organization along with the exact names and check in and check out dates and the same will be ratified by the Hqrs.

   **Addressed to RESERVATIONS:**
   Email address: - reservations@tridenthotels.com
   Email address : reservations@oberoiigroup.com
   Copy: Vijeta.sharma@oberoiigroup.com
   Telephone: +91-011-23890555
   Fax: +91 -011-23890500

Dr. Zakir Hussain Marg, New Delhi-110 003 India.
Telephone: 91 11 2436 3030 Facsimile: 91 11 2436 0484
Email: reservations.newdelhi@oberoihotels.com Website: www.oberoihotels.com
Registered Office: EIHLIMITED 4, Mangoe Lane, Kolkata 700 001
Website: www.eihltd.com
CIN: L55101WB1949PLC017981
Details of Relationship Manager Indian Coast Guard and Ministry of Defence based out of New Delhi:

Ms. Vijeta Sharma  
Sales Manager  
The Oberoi New Delhi  
Dr. Zakir Hussain Marg  
New Delhi - 110003  
Mobile: +91 9811888344  
Landline: 011 – 24363030 Ext: 1206  
Email address: vijeta.sharma@oberoigroup.com

5. Payment Method

Direct Payment at the cashier counter before the departure by all the guests.

6. Tenure

The MoU is valid for a period of one year from the day of signing by both the parties (subject to revision from time to time based on government policies). Either of the two parties may terminate the MoU by giving written notice of one month to the other party. However, the hotels shall honor all the reservations entered to during the tenure of the MoU and the guests shall be allowed to stay till completion of their period of bookings.

7. Disputes

Any dispute relating to any aspect will be jointly resolved in a spirit of independence, mutual respect and shared responsibility by both the parties.

On behalf of The Oberoi Group:  
Ms. Vijeta Sharma  
Sales Manager  
The Oberoi New Delhi  
Dr. Zakir Hussain Marg  
New Delhi - 110003

On behalf of Indian Coast Guard:  
DIG N K Kaul  
Principal Director (Admin)  
Indian Coast Guard Hqrs  
Coast Guard Hqrs  
New Delhi - 110001
### The Oberoi Grand

<table>
<thead>
<tr>
<th>Room Category</th>
<th>Occupancy</th>
<th>Rate</th>
<th>Inclusions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deluxe City View Rooms</td>
<td>Single</td>
<td>INR 8700</td>
<td>inclusive of Breakfast and One major meal in the coffee shop (Lunch or Dinner), taxes, complimentary wi-fi, 2 pieces of laundry on a non cumulative basis.</td>
</tr>
<tr>
<td>Deluxe City View Rooms</td>
<td>Double with spouse</td>
<td>INR 11350</td>
<td>inclusive of Breakfast and One major meal in the coffee shop (Lunch or Dinner), taxes, complimentary wi-fi, 2 pieces of laundry on a non cumulative basis. Extra bed for children below 10 years at INR 2500 plus taxes with breakfast.</td>
</tr>
<tr>
<td>Superior City View Rooms</td>
<td>Single</td>
<td>INR 5500</td>
<td>inclusive of Breakfast and One major meal in the coffee shop (Lunch or Dinner), taxes, complimentary wi-fi, 2 pieces of laundry on a non cumulative basis.</td>
</tr>
<tr>
<td>Superior City View Rooms</td>
<td>Double with spouse</td>
<td>INR 8150</td>
<td>inclusive of Breakfast and One major meal in the coffee shop (Lunch or Dinner), taxes, complimentary wi-fi, 2 pieces of laundry on a non cumulative basis. Extra bed for children below 10 years at INR 2500 plus taxes with breakfast.</td>
</tr>
</tbody>
</table>

### Mumbai - Trident Nariman Point

<table>
<thead>
<tr>
<th>Room Category</th>
<th>Occupancy</th>
<th>Rate</th>
<th>Inclusions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Superior Rooms</td>
<td>Single</td>
<td>INR 5500</td>
<td>inclusive of Breakfast, Taxes, complimentary wi-fi, 15% discount on food and soft beverages for all resident naval officers on duty, complimentary one pair of laundry (2 pieces) daily, complimentary iron and ironing board on request subject to availability, 50% discount on buffet lunch or dinner at Frangipani restaurant.</td>
</tr>
<tr>
<td>Superior Rooms</td>
<td>Double with spouse</td>
<td>INR 7500</td>
<td>inclusive of Breakfast, Taxes, complimentary wi-fi, 15% discount on food and soft beverages for all resident naval officers on duty, complimentary one pair of laundry (2 pieces) daily, complimentary iron and ironing board on request subject to availability, 50% discount on buffet lunch or dinner at Frangipani restaurant.</td>
</tr>
<tr>
<td>Premier Rooms</td>
<td>Single</td>
<td>INR 8700</td>
<td>inclusive of Breakfast, Taxes, complimentary wi-fi, 15% discount on food and soft beverages for all resident naval officers on duty, complimentary one pair of laundry (2 pieces) daily, complimentary iron and ironing board on request subject to availability, 50% discount on buffet lunch or dinner at Frangipani restaurant.</td>
</tr>
</tbody>
</table>

### Cochin - The Trident Cochin

<table>
<thead>
<tr>
<th>Room Category</th>
<th>Occupancy</th>
<th>Rate</th>
<th>Inclusions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Premier Rooms</td>
<td>Single</td>
<td>INR 10700</td>
<td>inclusive of Breakfast, Taxes, complimentary wi-fi, 15% discount on food and soft beverages for all resident naval officers on duty, complimentary one pair of laundry (2 pieces) daily, complimentary iron and ironing board on request subject to availability, 50% discount on buffet lunch or dinner at Frangipani restaurant.</td>
</tr>
</tbody>
</table>
### The Oberoi
NEW DELHI, INDIA

| Deputy Commandant, Assistant Commandant | Superior | Double with officers only | INR 6300 |
| Commandant(JG), Commandant and Deputy Inspector General | Superior | Single | INR 5500 |
| Inspector General and above | Deluxe | Single | INR 8700 |

inclusive of Buffet Breakfast, lunch and dinner on buffet or fixed menu basis, complimentary two sets of laundry (04 pieces), complimentary wi-fi, complimentary once in a day pick up and drop to naval base on sharing basis. INR 600 plus taxes for 4 pieces of additional laundry.

### Hyderabad - Trident Hyderabad

<table>
<thead>
<tr>
<th>Trident Hyderabad</th>
<th>Room Category</th>
<th>Occupancy</th>
<th>Rate</th>
<th>Inclusions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commandant(JG), Commandant and Deputy Inspector General</td>
<td>Deluxe Room</td>
<td>Single</td>
<td>INR 5500</td>
<td>inclusive of Buffet Breakfast and one major meal (lunch or dinner on fixed menu or buffet basis), taxes, spouse stay is included in the rates, meals for spouses including breakfast would be on chargeable on actuals, complimentary wi-fi and 2 pieces of laundry</td>
</tr>
<tr>
<td>Inspector General and above</td>
<td>Deluxe Room</td>
<td>Single</td>
<td>INR 8700</td>
<td>inclusive of Buffet Breakfast and one major meal (lunch or dinner on fixed menu or buffet basis), taxes, spouse stay is included in the rates, meals for spouses including breakfast would be on chargeable on actuals, complimentary wi-fi and 2 pieces of laundry</td>
</tr>
</tbody>
</table>

### Delhi - The Maidens Hotel

<table>
<thead>
<tr>
<th>Maidens Hotel</th>
<th>Room Category</th>
<th>Occupancy</th>
<th>Rate</th>
<th>Inclusions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commandant(JG), Commandant and Deputy Inspector General</td>
<td>Deluxe Room</td>
<td>Single</td>
<td>INR 5500</td>
<td>inclusive of Breakfast, lunch or dinner on buffet or fixed menu basis and taxes and complimentary wi-fi in the room</td>
</tr>
<tr>
<td>Deputy Commandant, Assistant Commandant</td>
<td>Deluxe Room</td>
<td>Double with officers</td>
<td>INR 6300</td>
<td>inclusive of Breakfast, lunch or dinner on buffet or fixed menu basis and taxes and complimentary wi-fi in the room</td>
</tr>
<tr>
<td>Commandant(JG), Commandant and Deputy Inspector General</td>
<td>Deluxe Room</td>
<td>Double with spouse</td>
<td>INR 7000</td>
<td>inclusive of Breakfast, lunch or dinner on buffet or fixed menu basis and taxes and complimentary wi-fi in the room</td>
</tr>
<tr>
<td>Inspector General and above</td>
<td>Premier Room</td>
<td>Single</td>
<td>INR 8700</td>
<td>inclusive of Breakfast, lunch or dinner on buffet or fixed menu basis and taxes and complimentary wi-fi in the room</td>
</tr>
<tr>
<td>Inspector General and above</td>
<td>Premier Room</td>
<td>Double with spouse</td>
<td>INR 10200</td>
<td>inclusive of Breakfast, lunch or dinner on buffet or fixed menu basis and taxes and complimentary wi-fi in the room</td>
</tr>
</tbody>
</table>

Please note: All rates and offers are applicable till 31st March 2019.

Dr. Zakir Hussain Marg, New Delhi-110 003 India. 
Telephone: 91 11 2436 3030 Facsimile: 91 11 2436 0484 
E-mail: reservations.newdelhi@oberoihotels.com Website: www.oberoihotels.com

Registered Office: EIH LIMITED 4, Mangoe Lane, Kolkata 700 001 
Website: www.eihlod.com
CIN: L55101WB1949PLC017981
At all locations, the following inclusions are offered on complimentary basis: 1) Access to the wellness centre 2) Use of the swimming pool and gymnasium 3) Two bottles of mineral water in the rooms daily 4) Fruit platter in the rooms depending on the hotel 4) Iron and ironing board on request 5) In room electronic safe 6) In room LCD and DVD player depending on the hotel 7) Tea and coffee maker in the room 8) In house doctor consultation  

Other discounts and conditions:
1) In Shimla, no discount shall be applicable between 1st April-30th June 2018  
2) All rates wouldn’t apply for blackout dates i.e Christmas and New Year of for long weekends, blackout dates – 21st December 2018 till 3rd January 2019. Rooms are subjected to availability.  
3) For Oberoi Leisure properties: - The Oberoi Cecil Shimla, Wildflower Hall, Shimla, The Oberoi Amarvilas, Agra, The Oberoi Rajvilas, Jaipur, The Oberoi Udyanvilas, Udaipur, The Oberoi Vanyavilas, Ranchhambore, The Oberoi Sukhvilas, Chandigarh, we can offer 10% discount on Best available rate or rate of the day available online on our website /Packages prevalent.
4) For Trident Leisure properties including business hotels in Chennai, Bhurbanshwar and Trident Bandra Kurla, Mumbai: Trident Agra, Trident Jaipur, Trident Udaipur, Charkees Shimla, Trident Bhurbanshwar, Trident Chennai, we can offer 15% discount on Best available rate or rate of the day available online on our website /Packages prevalent.
5) Child Policy: If the children are 8 years and below we can accommodate two kids in the parents room; if there is one child who is 12 years we can accommodate one child in the parents room; if there are two kids 8 years and 12 or between 8 and 12 years we can offer 50% discount on the parents room rate and a separat room has to be booked for them and if a child is above 12 years then a separate room has to be booked and full room charges will be applicable.
6) Check in time: 14:00 hours and check out time: 12 noon.
7) Kindly note: at Trident Nariman Point, Mumbai: For Group Booking: Single occupancy rooms at INR 5500 shall be provided only for superior room category and shall not exceed more than 15 rooms at any given time. A maximum of 20 rooms at a time shall be offered till 30th September 2018 which can be a mix of INR 5500 and INR 8700 which can’t exceed more than 15 rooms at any given time. Rooms shall be offered subject to availability and in winters the demand level is high therefore, the base rooms availability is uncertain due to high occupancy.

The Maidens Hotel, New Delhi is connected with the Central Secretariat Metro Station through a convenient Yellow line which takes about ten minutes to commute.