

Date- 1st April 2016

Director General
Indian Coast Guard
Coast Guard Headquarters,
National Stadium Complex,
New Delhi 110 001.

Reference: MOU between the Park Hotels and Indian Coast Guard

Dear Sir,

Thank you for your support and patronage of **The Park Hotels**, India's only collection of contemporary luxury five-star boutique hotels, offering an interesting alternate hotel option for your hotel stays, business and entertainment requirements. Currently operating in the main metro and leisure cities of Bangalore, Chennai, Hyderabad, Kolkata, New Delhi, Navi Mumbai and Visakhapatnam, all our hotels offer central downtown locations, efficient services, exciting dining and entertainment options, state-of-art spas and health clubs, in-room business aids, edgy art and luxurious spaces.

The Park Hotels collection is the vision of art collector and design aficionado Priya Paul. Under her direction, all hotels emphasize a contemporary style in their public and private spaces. Check into our Deluxe or Luxury rooms, or at **The Residence**, our special rooms and suites designed exclusively for the discerning business traveller, for a super-luxury stay, and enjoy a range of specialized services in the privacy of your room or at the private lounge. Our restaurants offer exciting choices in each city. Relax at **Aura**, our luxury day-spas, to ensure inner vitality and outer glow. With us, you can continue to unwind, relax and Stay Inspired™.

In continuance to our discussions and in our desire to establish a long-term association with your organization, we are pleased to enclose our special rates contract as applicable to your company. These rates will come into effect from the date of your acceptance, and are subject to periodic review. May we request you to send us back a copy of this letter duly signed, as an acceptance of the preferential rates offered and of our terms and condition.

In addition, we are pleased to offer all your guests and travellers:

- ◆ Membership to **Preferred at The Park** [PATP] - our frequent guests loyalty programme
- ◆ 200-500 Jet Privilege per stay at all our hotels in Bangalore, Chennai, Hyderabad, Kolkata, New Delhi, Navi Mumbai and Visakhapatnam, for all Jet Airways JP (*conditions apply*).

And all PATP points are freely convertible to Jet at any time, giving even more value to our preferred guests!

We invite you, your colleagues and guests to come and experience our designer boutique hotels. Looking forward to a close business relationship, and assuring you of our best attention and personalized services at all times.

Yours sincerely,

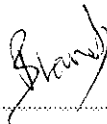

Prashab Saxena
Director of Sales
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Special Corporate Rates applicable to: Indian Coast Guard

Indian Coast Guard - HOTEL STAY ENTITLEMENTS @ The Park Hotels				
Tier	Rank	Type Of Room	Rate (Inclusive of Taxes)	Inclusions
Tier 1	Director General, Additional Director General, Inspector General	Luxury Premium Room	8250 (7500 stay + 750 meal)	<ul style="list-style-type: none"> ➤ Buffet Breakfast ➤ Buffet Lunch/Dinner ➤ Internet Access for 24 hrs on daily basis ➤ Daily 04 Pieces of Laundry Per Room (Non-Cumulative) ➤ Daily 02 Bottle Mineral Water ➤ Fruit Platter in the room (On request) ➤ Use of swimming pool, health club and gymnasium ➤ Complimentary Spouse Stay
Tier 2	Deputy Inspector General, Commandant, Commandant(JG)	Luxury Room	4950 (4500 stay + 450 meal)	<ul style="list-style-type: none"> ➤ Buffet Breakfast ➤ Buffet Lunch/Dinner ➤ Internet Access for 02 hrs on daily basis ➤ Daily 04 Pieces of Laundry Per Room (Non-Cumulative) ➤ Daily 02 Bottle Mineral Water ➤ Use of swimming pool, health club and gymnasium ➤ For spouse accommodation stay is complimentary. However nominal INR 1000 All Inclusive is applicable per day for buffet breakfast as well as 1 major meal.
Tier 3	Deputy Commandant, Assistant Commandant	Luxury Room	5100 (2200 stay + 300 meal = 2550 *2=5100 Twin sharing basis)	<ul style="list-style-type: none"> ➤ Buffet Breakfast ➤ Internet Access for 02 hrs on daily basis ➤ Daily 04 Pieces of Laundry Per Room (Non-Cumulative) ➤ Daily 02 Bottle Mineral Water ➤ Use of swimming pool, health club and gymnasium



ए पी बडोला / AP Badola
उपमहानिरीक्षक / Deputy Inspector General
प्रधान निदेशक (प्रशासन)
Principal Director (Administration)
सदरक्षक मुख्यालय / Coast Guard Headquarters
नई दिल्ली-110001 / New Delhi-110001



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14/7 Mahatma Gandhi Road, Bangalore 560 042

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W THEPARKHOTELS.COM

CIN : U85110KA1987PLC008755

Common Value-Adds and Inclusions:

Complimentary Internet access in room for 24 hrs on a daily basis
Complimentary Usage of Swimming Pool (Wherever available subject to house rules)
Complimentary Daily Laundry for 04 Pieces of Laundry Per Room (Non cumulative)
Complimentary Fruit Platter to be placed in the room (On request)
Complimentary Iron & Ironing board on request
Complimentary Tea / Coffee maker placed in the room
Complimentary Early check-in & Late check-out relaxation by 2hrs (Subject to availability)
Complimentary Two bottles of Mineral Water (House Brand) in the rooms replenished daily
Complimentary Entry to the Spa, Sauna & Gym (specialized services would be chargeable)

Note -

These rates are applicable at our following THE PARK hotel brand properties till 31st Mar 2017:-

1. The Park New Delhi
2. The Park Navi Mumbai
3. The Park Kolkatta
4. The Park Chennai
5. The Park Hyderabad
6. The Park Bangalore
7. The Park Vizag

Also, these rates would be applicable at the following ZONE BY THE PARK hotel brand properties till 31st Mar 2017:-

1. Zone By The Park - Coimbatore
2. Zone By The Park - Jaipur
3. Zone By The Park - Chennai
4. Zone By The Park - Raipur (1 Jul 2016)
5. Zone By The Park - Jodhpur (1 Oct 2016)
6. Zone By The Park - Mahabalipuram (1 Dec 2016)

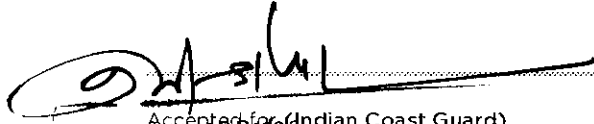
And soon to be opened Zone By The Park properties in Bangalore and Bhubaneswar.

Additional occupancy charge for Spouse or Child (Above 8 years of age) @ Rs 1000 All Inclusive Per Person Per Night with all the above benefits for Tier 2 and Tier 3 ranks.

No extra charge for Spouse or Child (Above 8 years of age) applicable on Tier 1 rank. However, triple occupancy charge @ Rs 1000 All Inclusive Per Person Per Night with all the above benefits would be applicable.

No additional charge for upto 2 children below 8 years of age in the shared room for all ranks.

Tier 3 rank to be offered rooms on twin sharing basis only at the above mentioned single room rate regardless of 1 person or 2 person on CPAI basis (Bed & Breakfast).



ACCEPTED FOR (Indian Coast Guard)
ए पी बरोड / A.P. Barod
उपमहानिरीक्षक / Deputy Inspector General
प्रधान निदेशक (प्रशासन)
Principal Director (Administration)
तटरक्षक मुख्यालय / Coast Guard Headquarters
नई दिल्ली-110001 / New Delhi-110001



Terms & Conditions

- ◆ These special corporate rates are valid from your date of acceptance and up to **31st March 2017**, based upon the volume business on roomnights guaranteed by your organization to The Park Hotel and Zone By The Park Hotel. All special corporate rates are subject to periodic productivity materialization reviews.
- ◆ All rates are nett non-commissionable and are valid for individual room bookings made directly with The Park Hotel and Zone By The Park Hotel only. These rates are inclusive of Government taxes & levies.
- ◆ These special corporate INR rates are applicable to Indian nationals, non-resident Indians, Diplomats based in India, all foreign nationals with valid Indian work permits and all other foreign nationals, whether settling their bills directly or hosted by an Indian individual or organization. The rates are applicable on both single and double occupancy, as extended.
- ◆ Our check-in is 1400 hrs and check-out time at all our hotels is 12 noon. All reservations with arrivals prior to 0700 hours would be held and charged for from the previous night itself.
- ◆ All confirmed room reservations are held only till 1800 hours on the day of arrival, after which the room could be released, unless guaranteed by a credit card or a cash advance. All guaranteed reservations would be held and honoured till 12 noon of the following day.
- ◆ All confirmed and guaranteed room reservations may be cancelled up to **48 hours** prior to the day of arrival (**72 hours** prior to the day of arrival at The Park Navi Mumbai), without any retention charge. In the event of non-cancellation of a confirmed or guaranteed room reservation within this timelimit, or a no-show, a one-night's room retention charge would be levied.

Pranab Saxena
Director | Sales
The Park New Delhi
[+91 9910861231](tel:+919910861231)

For securing bookings kindly contact your following Account Relationship Manager:

For The Park New Delhi (TPND)

For Rooms & Residential Conferences: (PRIMARY POINT OF CONTACT)

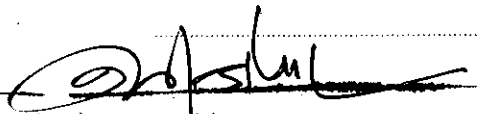
Pranab Saxena | Director - Sales
Contact: (M) [+91 9910861231](tel:+919910861231)
Email: psaxena@theparkhotels.com

For Banquet Events: (SECONDARY POINT OF CONTACT)

Sonali Karmakar | Manager - Conferences & Event Sales
Contact: (M) [+91 8800564445](tel:+918800564445) or [+91-11-23743000](tel:+911123743000)
Email: skarmakar@theparkhotels.com and banquets.del@theparkhotels.com

For any escalation please feel free to reach out to The Park New Delhi - Director-Sales:

Pranab Saxena | Director - Sales
Contact: (M) [+91 9910861231](tel:+919910861231)
Email: psaxena@theparkhotels.com



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प्रधान निदेशक (प्रशासन)
Principal Director (Administration)
सुरक्षा बल / Coast Guard Headquarters
एन.डी.ए. भवन, नई दिल्ली-110 011



Your Contacts at The Park Hotels & Zone By The Park Hotels across PAN INDIA

New Delhi :	The Park 15 Parliament Street New Delhi 110 001 t. 011 2374 3000 f. 011 2374 4000 e. sales.del@theparkhotels.com
Gurgaon :	The Park Hotels Regional Sales Office - Delhi NCR (Gurgaon) JMD Regent Plaza 2 nd Floor M G Road Gurgaon NCR 122 001 t. 0124 497 0555 e. rso.del@theparkhotels.com
Bangalore :	The Park 14/7 Mahatma Gandhi Road Bangalore 560 042 t. 080 2559 4666 f. 080 2559 4667 e. resv.blr@theparkhotels.com
Chennai :	The Park 601 Anna Salai Chennai 600 006 t. 044 4267 6000 f. 044 4214 4100 e. resv.che@theparkhotels.com
Hyderabad :	The Park 22 Raj Bhavan Road Somajiguda Hyderabad 500 082 t. 040 2345 6789 f. 040 2332 1260 e. resv.hyd@theparkhotels.com
Kolkata :	The Park 17 Park Street Kolkata 700 016 t. 033 2249 9000 f. 033 2249 4000 e. resv.cal@theparkhotels.com
Navi Mumbai :	The Park No 1, Sector 10 CBD Belapur Navi Mumbai 400 614 t. 022 6758 9000 f. 022 6758 9001 e. resv.nm@theparkhotels.com
Visakhapatnam :	The Park Beach Road Visakhapatnam 530 023 t. 0891 275 4488 f. 0891 275 4181 e. resv.viz@theparkhotels.com
Mumbai :	The Park Hotels Regional Sales Office - Mumbai Apeejay House 2 nd Floor 3 Dinshaw Vachha Road Mumbai 400 020 t. 022 6636 4427/28 2282 6955 f. 022 6636 4429

Coimbatore :

1. Zone By The Park - Coimbatore - Contact Ms. Sharmila Mani on 09944988161 ; Email sharmila.mani@zonebythepark.com

Jaipur :

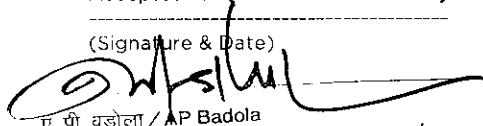
2. Zone By The Park - Jaipur - Contact Mr. Dev Vardhan Singh on 08875778609 ; Email dev.singh@zonebythepark.com

Chennai :

3. Zone By The Park - Chennai - Contact Mr.David on 08939998449 ; Email david@zonebythepark.com

Accepted for (Indian Coast Guard)

(Signature & Date)



ए पी बडोला / AP Badola
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