

18th April'2024

The Director General
(Principal Director of Administration)
Indian Coast Guard Headquarters
New Delhi-110011

Preferred Corporate Rate Agreement

Dear Sir/Madam,

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.



Confidential Corporate Rates issued to:


नरेंद्र सिंह / Narendra Singh
उपमहानिरीक्षक, Deputy Inspector General

प्रधान निदेशक (प्रशासन)
Principal Director (Admin)



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

[Signature]
Arzoo Goswami
Senior. Sales Acct. Manager

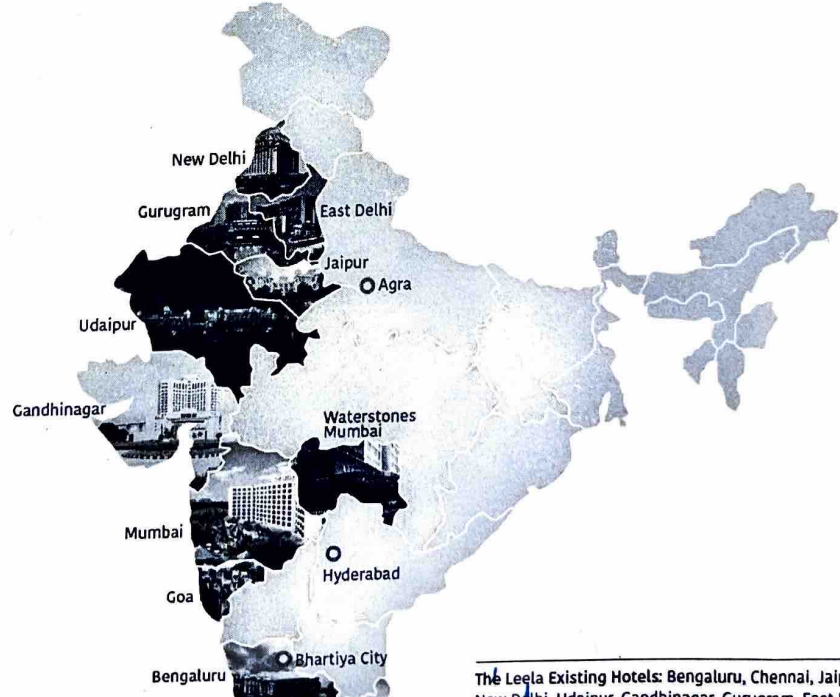
[Signature]
Tarun Gupta
Director of Sales & Marketing

[Signature]
Varun Vohra
Director of Sales

[Signature]
Aagman Baur
General Manager

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

The Leela Footprint



The Leela Existing Hotels: Bengaluru, Chennai, Jaipur, New Delhi, Udaipur, Gandhinagar, Gurugram, East Delhi, Mumbai and Goa.
Opening Shortly: Bhartiya City (Bengaluru), Hyderabad.
Future Developments: Agra.

[Signature]
नरेन्द्र सिंह / Narendra Singh
उपसहायनिरिक्षक / Deputy Inspector General
प्रधान निदेशक (प्रशासन)
Principal Director (Adm)
तटरक्षक मुख्यालय, नई दिल्ली-110001
Coast Guard HQrs, New Delhi-110001



Confidential Corporate Rates issued to:





THE LEELA
PALACES HOTELS RESORTS

SPECIAL CORPORATE BETWEEN
THE LEELA AMBIENCE CONVENTION HOTEL EAST DELHI
AND
INDIAN COAST GUARD
VALID FROM 20th APRIL'2024 TILL 31st MARCH'2025

ANNEXURE I:

Package I

Rank: DIRECTOR GENERAL, ADDITIONAL DIRECTOR GENERAL, INSPECTOR GENERAL

Room Category	Single Occupancy (INR)	Double Occupancy (INR)	PLAN
Deluxe Room	12562	13562	APAI

- The above rates are inclusive of GST.

Benefits for Deluxe Room (Package I)


- Buffet Breakfast, Lunch and Dinner at designated area.
- 04 Pieces of laundry (non-accumulative)
- 20% Discount on Spa, food & beverages & Laundry if given more than 04pieces.
- 2 Bottles of mineral water in room
- Welcome amenities.
- In-room Tea/Coffee maker
- Personal electronic Safe locker in the room
- Hi- Speed Wi-Fi internet.

Please Note

- Kids below 5years are complimentary.
- Child age between 5 to 11years INR 750+ tax per kid.
- Child age of 11years or above will be considered as an adult & will be charged @INR 6281 for per Child.
- Pick and drop from the Airport will be INR 2000+taxes and Railway station will be INR 1500+taxes per way per officer.
- Transportation to either DIPR, Timarpur, Vayu Bhawan or Hindan Airforce will be charged @ INR 50 rupees for per Km. for per person on sharing basis.



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Package II

Rank: DEPUTY INSPECTOR GENERAL, COMMANDANT, COMMANDANT (JG)

Room Category	Single Occupancy (INR)	Double Occupancy (INR)	PLAN
Deluxe Room	7550	8550	APAI

- The above rates are inclusive of GST.

Benefits for Deluxe Room (Package II)

- Buffet Breakfast, Lunch and Dinner at designated area.
- 04 Pieces of laundry (non-accumulative)
- 20% Discount on Spa, food & beverages & Laundry if given more than 04pieces.
- 2 Bottles of mineral water in room
- Welcome amenities.
- In-room Tea/Coffee maker
- Personal electronic Safe locker in the room
- Hi- Speed Wi-Fi internet.

Please Note

- Kids below 5years are complimentary.
- Child age between 5 to 11years will be charged INR 750+ taxes for per kid.
- Child age of 11years or above will be considered as an adult & will be charged @INR 3750+taxes for per Child.
- Pick and drop from the Airport will be INR 2000+taxes and Railway station will be INR 1500+taxes per way per officer.
- Transportation to either DIPR, Timarpur, Vayu Bhawan or Hindan Airforce will be charged @ INR 562+taxes for per person both ways on sharing basis.



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Package III

Rank: ASSISTANT COMMANDANT, DEPUTY COMMANDANT

Room Category	Double Occupancy (Two Officer) (INR)	PLAN
Deluxe Room	8550	APAI

• The above rates are inclusive of GST.

Benefits for Premier Room (Package III)

- Buffet Breakfast, Lunch and Dinner at designated area.
- 08 Pieces of laundry (non-accumulative).
- 20% Discount on Spa, food & beverages & Laundry if given more than 04pieces by each officer.
- 2 Bottles of mineral water in room
- Welcome amenities.
- In-room Tea/Coffee maker
- Personal electronic Safe locker in the room
- Hi- Speed Wi-Fi internet.

Please Note

- Kids below 5years are complimentary.
- Child age between 5 to 11years INR 750+ tax per kid.
- Child age of 11years or above will be considered as an adult & will be charged @INR 4275 for per Child.
- Pick and drop from the Airport will be INR 2000+taxes and Railway station will be INR 1500+taxes per way per officer.
- Transportation to either DIPR, Timarpur, Vayu Bhawan or Hindan Airforce only will be charged @ INR 370+18% taxes per person both ways on sharing basis.

Payment

All the payment will be made directly at the time of check-out.



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Coast Guard HQ's, New Delhi-110001





THE LEELA

PALACES HOTELS RESORTS

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 identification 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:
 - a. Check-in prior to 0800 hrs will attract 100% of the applicable room rate.
 - b. Check-in between 0800 hrs to 1200 hrs will attract 50% of the applicable room rate.
 - c. 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.
 - d. Check-out between 1200 hrs to 1600 hrs will attract 25% of the applicable room rate.
 - e. Check-out between 1600 hrs 1900 hrs will attract 50% of the applicable room rate.
 - f. 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.



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PALACES HOTELS RESORTS

15. To reserve a room:

- Please call **The Leela Reservations Worldwide** on Toll-Free number: 1800 1031 444 or + 91-124-4425 444.
- Email: reservations@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 : _____

ANNEXURE 3: ANTI-CORRUPTION AND BRIBERY

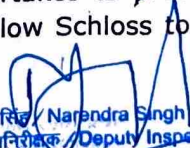
The Vendor agrees and undertakes that it has during the process of negotiation and finalization of the terms and shall during the course of the Agreement, abide by all Anti-Corruption Laws including but not limited to:

- 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.
- 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
- 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.

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PALACES HOTELS RESORTS

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.



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