



2026 CORPORATE RATE AGREEMENT

BETWEEN

FIRST HOTEL W.L.L operated as **Hilton Doha the Pearl** with its registered Office in Abraj Quartier, Pearl Boulevard represented by Ahmet Antepi (*hereinafter referred to as "the Hotel"*)

AND

Ministry of Defense (Testeehel) , with its registered Office in Doha, Qatar, represented by **signatory** (*hereinafter referred to as "the Company"*)

1. SUBJECT OF THE AGREEMENT

The subject of this agreement is between the parties defined above concerning the provision of rates at the Hotel for accommodation of transient business travel guests only for up to 9 rooms per night (excluding bookings for conference or group events) granted by the Hotel to the Company under the conditions stipulated by this agreement.

2. DURATION OF THE AGREEMENT

Hilton or the Hotel may establish, offer, market and promote pricing, benefits, promotions, terms and exclusive offers to Hilton Honors members and also to other customers who are members of a specific third-party company or organization (e.g., AAA, military, corporate negotiated rate, etc.), and neither Hilton nor the Hotel will be required to make such pricing, benefits, promotions, terms and exclusive offers available to Company and Company's travelers.

3. PREFERRED RATES

3.1 NEGOTIATED ROOM RATES & CONDITIONS

The agreement will be valid from April 01, 2026 until May 31, 2026 and October 1, 2026 to April 01 ,2027.

WEEKDAY (Sunday- Wednesday) Both Days inclusive			WEEKEND (Thursday- Friday) Both Days inclusive	
Room Types on Bed & Breakfast	Single Room	Double Room	Single Room	Double Room
King Studio with Balcony	QAR 595	QAR 670	QAR 620	QAR 695
Deluxe Studio with Balcony	QAR 675	QAR 750	QAR 775	QAR 850
Superior Studio with Balcony	QAR 720	QAR 795	QAR 755	QAR 830
Standard One Bedroom Suite (No Balcony)	QAR 795	QAR 870	QAR 820	QAR 895
Deluxe One Bedroom with Balcony	QAR 920	QAR 995	QAR 955	QAR 1030

WEEKDAY (Sunday- Wednesday) Both Days inclusive			WEEKEND (Thursday- Friday) Both Days inclusive	
Room Types on Bed & Breakfast	Single Room	Double Room	Single Room	Double Room
Superior One bedroom Suite (No balcony)	QAR 995	QAR 1,070	QAR 980	QAR 1,055
Superior One bedroom Suite with balcony	QAR 1,020	QAR 1,095	QAR 1,055	QAR 1,130
Standard Two Bedroom Suite with Balcony	QAR 1,270	QAR 1,345	QAR 1,295	QAR 1,370
Deluxe Two Bedroom Suite (NO Balcony)	QAR 1,445	QAR 1,520	QAR 1,470	QAR 1,545
Deluxe Two Bedroom Suite with Balcony	QAR 1,595	QAR 1,670	QAR 1,620	QAR 1,695
Ambassador Suite	QAR 5,000	QAR 5,000	QAR 5,000	QAR 5,000
Presidential Suite	QAR 15,000	QAR 15,000	QAR 15,000	QAR 15,000

3.2 RATES & CONDITIONS- SUMMER SEASON

The agreement will be valid from June 01, 2026 to September 30, 2026.

Room Types on Bed & Breakfast	Single Room	Double Room
King Studio with Balcony	QAR 505	QAR 580
Deluxe Studio with Balcony	QAR 585	QAR 660
Superior Studio with Balcony	QAR 630	QAR 705
Standard One Bedroom Suite (No Balcony)	QAR 705	QAR 780
Deluxe One Bedroom with Balcony	QAR 855	QAR 930
Superior One bedroom Suite (No balcony)	QAR 905	QAR 980
Superior One bedroom Suite with balcony	QAR 1,005	QAR 1,080
Standard Two Bedroom Suite with Balcony	QAR 1,180	QAR 1,255
Deluxe Two Bedroom Suite (No Balcony)	QAR 1,355	QAR 1,430
Deluxe Two Bedroom Suite with Balcony	QAR 1,505	QAR 1,580
Ambassador Suite	QAR 4,500	QAR 4,500
Presidential Suite	QAR 10,000	QAR 10,000

The agreed Negotiated Rates are confidential. Rates are net, non-commissionable for transient business travel only up to 9 rooms per night (excluding bookings for conference or group events) and confirmed upon availability. Discounted rates and conditions cannot be applied for clients attending city-wide congresses, meetings or events, which are contracted by separate Conference & Events agreement.

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Rates quoted above are in **Qatari Riyal** and are valid per room, per night and inclusive of:

- Buffet Breakfast
- 20% Food & Beverage discount in hotel outlets.
- 20% discount in eforea SPA
- 20% Laundry service
- Wireless internet
- Parking
- Sauna and steam room access
- Outdoor pool access
- Beach Access
- Kids Club
- Business Center
- 24-hour access to the Fitness by Precor (Unisex and Ladies Only)

New Year's Day	31 December 2026
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4. HILTON FOR BUSINESS PROGRAM OFFER

Hilton for Business: – In addition to the locally negotiated rate at (Insert Hotel Name) as described in this document, **Customer** should sign up and register for the **Hilton for Business** program to receive a separate global discount with participating Hilton properties. **Hilton for Business** is a travel program designed to give small and medium sized businesses access to exclusive discounted rates, travel management tools and loyalty benefits. Owners or travel administrators can register their eligible business for free at www.hiltonforbusiness.com. For further program details and terms and conditions including eligibility requirements, please visit www.hiltonforbusiness.com.

3.3 DISCOUNT OFF THE HOTEL'S BEST AVAILABLE RATE

Room Type	All Room types
Dynamic Discount	15 % off the Hotel's Best Available Rate

The agreed Negotiated Discount is confidential. Rates are net, non-commissionable for transient business travel only up to 9 rooms per night (excluding bookings for conference or group events) and based on non-last room availability. Discounted rates and conditions cannot be applied for clients attending city-wide congresses, meetings or events, which are contracted by a separate Conference & Events agreement.

"Best Available Rate" refers to published rates that are made available to the public, either through the Hotel's reservation department, toll-free reservation services, or on Hilton.com (e.g., the "Flexible Rate"). Published rates refer to unrestricted, unqualified, unfenced, unbundled, room-only rates available for booking by anyone in the public. Hilton or the Hotel may establish, offer, market and promote pricing, benefits, promotions, terms and exclusive offers to Hilton Honors members and also to other customers who are members of a specific third-party company or organization (e.g., AAA, AARP, military, corporate negotiated rate, etc.), and neither Hilton nor the Hotel will be required to make such pricing, benefits, promotions, terms and exclusive offers available to Company and Company's travelers.

Black Out Dates:

During the following demand peak periods, the above-mentioned Negotiated Room Rates will not be applicable. Dates are subject to change and hotel reserves the right to add further event dates anytime in the future with prior notice. During these dates, Dynamic Discount of 15 % over the hotel's published Best Available Rate will be applicable.

EVENTS	DATES (Both dates below are inclusive)
Eid al-Fitr	19 March 2026 to 22 March 2026
Eid al-Adha	26 May 2026 to 30 May 2026
Formula One F1	19 November 2026 to 29 November 2026
National Day	17 December 2026 to 19 December 2026

Current Program Benefits (subject to change without notice):

- No minimum spend required to join or to stay in the program. Rates will be available immediately after registration is confirmed.
- Discount percentage will be offered by participating Hilton hotels GLOBALLY via Hilton.com or using the Hilton Honors mobile app.
- Earn 7,500 Hilton Honors points for the organization after completing the first stay on the **Hilton for Business** rate.
- For every 10 nights stayed on the **Hilton for Business** rate across the company, 5,000 Hilton Honors points will be awarded to the organization.
- Employees continue to earn their individual Hilton Honors benefits each time they stay.
- Join at www.hiltonforbusiness.com using an existing Hilton Honors account.

5. RATE REVIEW AND ADJUSTMENT; HOTEL PROMOTION

The above rates are based on the Company achieving a minimum of 100 room-nights in 2026 ("Annual Room Night Production"). The Hotel will review room night production on semiannually basis. Hotel's tracking system will prevail over any other tracking system for tracking all room night activity under this agreement. Should the Hotel find that room night production in an applicable period is below the Hotel's expectations based on the Annual Room Night Production levels stated in this agreement; the Hotel reserves the right to revise this agreement upon 30 days' written notice to the Company.

Throughout the term of this agreement, Company will actively and effectively promote to all Company travelers that the Hotel is a **preferred hotel** within the Company's corporate travel program, to include special internal announcements (such as blast emails or on travel sites) on at least a semi-annually basis (the contents of the announcements to be mutually agreed upon by Hotel and Company).

6. RESERVATIONS / CANCELLATIONS / CHECK-IN / CHECK-OUT / EARLY DEPARTURE FEE / LATE CHECK OUT

RESERVATIONS: The Hotel requires a guarantee by the guest's credit card or guarantee by the Company for all reservations. A no-show fee in the amount of the first night room rate plus applicable tax will be charged if the traveler fails to check-in to the Hotel for any reason whatsoever and also fails to cancel the guaranteed reservation by the applicable cancellation deadline.

Reservation methods:

Hilton Brand Website	√	Use corporate number: _____
Reservations Direct to Hotel	√	Phone: +974 4492 4444 Email: reservations.thepearl@hilton.com
Via Hilton Reservations Worldwide	√	UK: 08705 909090 USA/Canada: 1800 445 8667 Worldwide: 00800 4488 22073

CANCELLATIONS: Are subject to the Hotel's current House Policy. Until 24 hours before arrival - no charge. Cancellation of a guaranteed reservation less than 24 hours before arrival - the first night room rate plus applicable tax will be charged as a cancellation fee. House Policy is subject to modification with a 60-day notice period.

CHECK-IN: Is as of 3:00 PM onwards

CHECKOUT: Is to be completed by 12:00 PM

EARLY DEPARTURES: which are advised by the guest 24 hours or more, prior to the new date of departure, will not be charged. Early Departures which are advised less than 24 hours, up to 12 noon on the day of new departure will be charged 50% of the room charge, for one night only, plus applicable taxes.

Early Departures which are advised later than 12 noon on the new day of departure will be charged 100% of the room charge, for one night only, plus applicable taxes.

LATE CHECK OUT: up to 3:00 PM on the day of departure will be charged 50% of the room charge of the previous night plus applicable taxes.

7. PAYMENT

Guests will settle their bill upon departure, unless credit has been established by Company pursuant to a separate written credit agreement in the form requested by hotel.

If Company wishes to receive an invoice by mail, a separate written agreement to that effect shall have been made. It is a prerequisite for any credit agreement that the Hotel has found the Company creditworthy. Irrespective of any credit agreement, the Hotel reserves the right to unilaterally change the credit agreement, including to set a credit maximum or to terminate the agreement, in the event that the Company does not comply with the terms of payment, in the event that the Company is no longer deemed creditworthy or in the event that this may otherwise be necessary. Terms of payment – net 30 days. After the due date, default interest will be charged.

8. ADDITIONAL TERMS AND CONDITIONS

(a) UNAVAILABILITY OF ROOMS. On occasions due to unanticipated circumstances, the Hotel may not have rooms available for all guests who wish to check-in on a particular night. While the Hotel will use reasonable efforts to avoid such situation impacting Company, in the event any guest with a confirmed reservation cannot be accommodated by the Hotel, the Hotel will provide the following:

- Accommodation paid by the Hotel at a comparable hotel as close as possible for the first night the guest is displaced from the Hotel.
- One complimentary round trip ground transportation between the Hotel and the alternate hotel.
- The Hotel will make necessary arrangements for the displaced guest's telephone messages and mail to ensure that they are properly forwarded.
- The Company will receive credit for any guests displaced toward its Annual Room Night Production numbers for purposes of this agreement.
- If a room becomes available at the Hotel for the displaced guest and the guest elects not to return to the Hotel, the Hotel will have no further obligations under this clause.
- When a room becomes available at the Hotel and the displaced guest returns, the Hotel will provide upgraded accommodations if available and provide the guest with a welcome expression from the General Manager.

(b) TAX AND OTHER CHANGES. Hotel reserves the right to unilaterally, at its sole discretion, in good faith, change the rates in case of changes in applicable government taxes, fees or assessments as well as any changes in applicable labor or service charges or fees.

(c) RATES NOT APPLICABLE TO GROUP BOOKINGS. Rates are applicable only for individual transient business travel bookings of 9 rooms or less. Conference and Group rates may vary based on the hotel availability for the required period.

(d) CONFIDENTIALITY. Company will not disclose Hotel Confidential Information to any third party (except with respect to contractors or travel agents providing travel management services to Company who have signed agreements requiring them to keep the Hotel Confidential Information confidential and to not use or disclose it to third parties or for their own benefit). "Hotel Confidential Information" shall include Hotel's non-published, prospective and current special rates and/or discounts offered or otherwise made available by Hotel to Company, as well as any special terms or value-added items that differentiate Hotel from its competitors (e.g., Internet access, breakfast).

(e) TERMINATION. Either party may terminate this agreement without cause upon thirty (30) days' written notice to the other party.

(f) JURISDICTION AND GOVERNING LAW. Legal disputes in relation to the interpretation or use of this agreement shall be settled before the courts in the city and country where the Hotel is located (or the closest available), and the laws of the country where the Hotel is located shall be the governing law.

(g) MISCELLANEOUS. Except for an assignment to any parent corporation, subsidiary or successors-in-interest to

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either party (excluding competitors of the other party), neither party may assign any rights, duties, obligations or privileges under this agreement without the written consent of the other party. This agreement constitutes the entire agreement between the parties and supersedes any and all prior agreements or representations, whether oral or written, pertaining to the content hereof and may not be amended except by a written document signed by all parties. No modification, amendment, supplement to or waiver of this agreement or any of its provisions shall be binding upon any party unless made in writing and signed by all parties. The parties agree that for purposes of this agreement and any amendment or modification thereto, or for any other notice or communication between the parties, signatures sent or received by email with a scanned document with signature attached or by facsimile transmission will be considered as enforceable and valid as original signature by the party signing. For the avoidance of doubt, emails, including emails that bear an electronic "signature block" identifying the sender, do not constitute signed writings for purposes of this agreement. A failure or delay of any party to this agreement to enforce at any time any of the provisions of this agreement, or to exercise any option which is hereby provided, or to require at any time performance of the provisions hereof, shall in no way be construed a waiver of, nor preclude the exercise of, any of the provisions of this agreement. The undersigned expressly agree and warrant that they are authorized to sign and enter into this agreement on behalf of the party for which they sign.

AGREED AND SIGNED BY:

To confirm this agreement, sign below and return a copy of this agreement to hotel.

COMPANY:

Account Name : Ministry of Defense (Testeehel)
Signatory Name:

Customer Address: Doha, Qatar

Signature: _____

Date:

HOTEL:

Name: Alya Hajri
Title: Sales Manager

Signature: _____

Date:

Name: Siddhant Salgaonkar
Title: Director of Sales

Signature: _____

Date:

Name: Ganesh Talauliker
Title: Finance Director

Signature: _____

Date:

Name: Ahmet Antepi
Title: General Manager

Signature: _____