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8 September 2019

[Author]

Royal Commission for Jubail & Yanbu
Saudi Arabia

Dear [Author]

Allow us to start with extending our sincere appreciation for the continued support that you have given to Rotana throughout this year and over the years. With a stand-out vision of 100 hotels by 2020 throughout the Middle East, Africa, South Asia and Eastern Europe, we will keep on striving to meet each and every one of your individual needs.

- **CorFlex – our best rate guarantee for you:** CorFlex has been developed to always guarantee you the lowest rate at all our properties. All you need is to be contracted with us at one property and you'll automatically be eligible for this great benefit
- **Expanding our global presence:** Rotana is developing into various new territories including Dar El Salam in Tanzania, Sarajevo in Bosnia as well as Riyadh, Al Khobar and Dammam in Saudi Arabia. New openings will add approximately 1,400 rooms to Rotana's existing 17,500 strong room count throughout the region.
- **Rotana e-connect:** With this great tool, you can log on to rotanaeconnect.com with your own unique user code and check for availability of rooms, rates and receive instant confirmation each time you make a booking. Booking through this tool will also give you a 10% discount off the Best Available Rate for all our properties. Log on or sign up now on www.rotanaeconnect.com
- **Rotanamice.com:** This new site consolidates all of our conference, banqueting and events venues across all destinations including weddings, which will make booking your events at Rotana a flawless experience. Check out our extensive choice of venues at www.rotanamice.com

We are pleased to extend **Royal Commission for Jubail & Yanbu** corporate rates for **Rotana Hotel's Bahrain** which I trust are in line with your expectations.

We have grown with your support and are relying on you to continue growing. I thank you and look forward to welcoming your guests and yourself to our hotels in the near future.

Kind regards,

Ahmed Fahmy
Sales Executive

CORFLEX

As a corporate client of Rotana, you and your guests are entitled to an automatic 10% discount on the Public Lowest Available Rate throughout all non-contracted Rotana properties:

Our best guarantee for you

In these ever-changing times, CorFlex has been developed to ensure you're always guaranteed the lowest available rate at our hotels and resorts.

All you need is a contracted corporate rate with one of our properties and CorFlex will automatically be applied to your company profile.

This way you'll always be assured of the lowest available rate without having to spend time searching on other channels.

That's our promise to you

Our sales team will shortly reach out to you to further explain and answer any questions.

//Rotana properties//



- ABU DHABI**
 - M. Viana - Ajman by Rotana
 - M. Rawda - Ajman by Rotana
 - Beach Rotana - Residences
 - Beach Rotana
 - Capital Centre - Ajman by Rotana
 - Centre - Al-Ma'adhal
 - Centre - Capital Centre
 - Centre - Yas Island
 - Hala - Ajman by Rotana
 - Khalfiya Palace - Rasheem by Rotana
 - Park - Ajman by Rotana
 - Park Residences by Rotana
 - Park Rotana
 - Peak Rotana Capital Centre
 - Saadiyat Rotana Resort & Villas
 - Yas Island Rotana
- AI AIN**
 - M. Ain Rotana
 - Old - Rasheem by Rotana
- AI KHOBAR**
 - Centre - Capital by 2019

- DAMMAM**
 - Delta - Rasheem by Rotana 2021-2019
- DUBAI**
 - M. Rasda Rotana
 - M. Rawda - Ajman by Rotana
 - M. Saifia Rotana - 2021-2019
 - Armaq Rotana (JBI)
 - Ajman by Rotana (DMC)
 - Burjuman - Ajman by Rotana
 - Centre - Rasheem
 - Imara Rotana
 - Masha Rotana
 - Rosha - Rasheem by Rotana
 - Tower by Rotana
 - Villa Rotana
- AMMAN**
 - The Residence - Ajman by Rotana
 - Armani Rotana
- BAHRAIN**
 - Art Rotana - Armaq Island
 - Decorative Rotana - Marana
 - Magista - Ajman by Rotana - Moharraq
- BEIRUT**
 - Centre Rotana
 - Parcote - Ajman by Rotana
- DAR ES SA'AM**
 - One 11 - Salama Rotana 2021-2019
- DOHA**
 - City Rotana
 - Nesha Residences by Rotana
 - City Centre Rotana
 - Centre Capital

- KARBAIA**
 - Karbala - Rasheem by Rotana
- KHARTOUM**
 - M. Salama Rotana
- SUI FIMANBYAH**
 - Shimra Rotana 2021-2019
- KUWAIT**
 - M. Maashar Rotana
- MAKKAH**
 - Al - Waseh - Rasheem by Rotana
- MASHAAD**
 - Imara - Rasheem by Rotana 2021-2019
- MUSCAT**
 - Marina Rotana
- RAS AL KHAMAH**
 - The Cove Rotana Resort
- RIYADH**
 - Beach Rotana by Rotana
 - Centre - Waha
 - Centre - Waha 2021-2019
- SAL AL AH**
 - Salama Rotana Resort
- SARAJEVO**
 - Resort - Ajman by Rotana 2021-2019
- SHARJAH**
 - Centre - Sharjah
- SHARFU SHEIKH**
 - Grand Rotana Resort & Spa

How does it work?

Due to the dynamic nature of pricing in the market, there might be days where the Public Lowest Available Rate is lower than your contracted corporate rate. In these instances, CorFlex will automatically offer you a 10% discount on the Lowest Available Rate.

- Your corporate contracted rate is your static yearly ceiling rate
- CorFlex guarantees you the lowest rate in those cases that the Public Lowest Available Rate is lower than your contracted rate

What are the benefits?

- Automatic 10% discount on the Public Lowest Available Rate in your contracted hotels in case the Public Lowest Available Rate is lower than your contracted rates
- Automatic 10% discount on the Public Lowest Available Rate throughout all non-contracted Rotana properties when booking through Rotana e-connect
- Bookings can be made through all your preferred Rotana channels; Ease of booking through Rotana e-connect

CorFlex Terms and Conditions

- Public Lowest Available Rate less 10% is offered when the entire total stay room charges based on the Public Lowest Available Rates, with a 10% discount applied, is lower than the total stay room charges based on your contracted Corporate Rate at the time of making the booking
- Public Rates are dynamic and fluctuate, the Public Lowest Available Rate less 10% can only be determined at the time of confirming a booking
- CorFlex cancelled bookings can't be reinstated due to dynamic rate changes and does not apply to existing and pre-booked reservations in case a guest would like to cancel and reinstate on CorFlex rates

Corporate Rates

 Rotana Hotels & Resorts

Hotel Name	Location & Reservation Contact	Room Types	Weekdays	Weekends
			Single	Single
			Double	Double
ART Rotana Amwaj Islands Bahrain	Amwaj Islands, Bahrain Email: res.art@rotana.com Telephone: +973 16 006666	Classic Room	70	80
		Premium Room	80	90
		Club Rotana Room	110	120
		Classic Suite	220	230
		Premium Suite	270	280
		Club Suite	290	300
		Amwaj Suite	420	430
		Royal Suite	770	780

 Rotana Hotels & Resorts

Hotel Name	Location & Reservation Contact	Room Types	Single	Double
Downtown Rotana Bahrain	Manama, Kingdom of Bahrain Email: res.downtown@rotana.com Telephone: +973 13 119998	Classic Room	49	59
		Premium Room	54	64
		Club Rotana Room	69	79
		Classic Suite	79	89
		Family Room	99	109
		Club Rotana Suite – 1 bedroom	129	139
		Club Rotana Suite – 2 bedroom	189	199

 Arjaan by Rotana | Hotel Apartments

Hotel Name	Location & Reservation Contact						Inclusions	
Majestic Arjaan by Rotana	Busaiteen Kingdom of Bahrain		Email: res.majestic@rotana.com		Telephone: +973 17370000		LRA, Buffet Breakfast & Internet	
SUITE TYPE	Studio		1 Bedroom		2 Bedrooms		3 Bedrooms Duplex	
OCCUPANCY	Single	Double	Single	Double	Single	Double	Single	Double
Corporate Rates Weekdays	50	50	60	60	90	95	110	115
Corporate Rates Weekend	60	60	70	70	110	115	120	150
*Supplement during High period	30		50		80		100	

Club Rotana Supplements & Privileges

- Exclusive use of the Club Rotana Lounge for the comfort of our Club Rotana guests
- Private and state-of-the-art workstation with a dedicated Club Rotana Manager / Hostess to cater to all your business requirements
- Exclusive Check-In/Check-Out
- Complimentary Internet access
- Complimentary afternoon tea
- Complimentary evening canapés
- Additional benefits vary per hotel
- Below supplement charges are based on single occupancy basis

Exhibition & Major Event / Holiday Dates

During the following exhibitions & major event / holiday dates; supplements will be add to the corporate rate as below.

Black Out Dates	Dates*
Formula-1:	24 th March to 2 nd April 2019
Eid Al-Fitr:	4 th June to 9 th June 2019 (subject to changes)
Eid Al-Adha:	8 th August to 17 th August 2019 (subject to changes)

- During above mentioned periods a supplement of 40 BD Net per room per night will be applicable. (Art Rotana)
- During above mentioned periods a supplement of 30 BD Net per room per night will be applicable. (Downtown Rotana)
- During above mentioned periods a supplement of 30 BD Net for Classic Studio & 50 BD Net for One bedroom & 80 BD Net for TWO bedroom & 100 BD Net, For Three bedroom per room per night will be applicable. (Majestic Arjaan Rotana)

Holiday dates	Dates (Subject to Change)
New Year's Day	1 st January 2019
labour Day	1 st May 2019
Eid al-Fitr	5 th - 9 th June (End of Ramadan)
Eid Al Adha	12 th - 14 th August 2019
Islamic New Year	1 st September 2019
Ashoora Eve	9 th - 10 th September 2019
Prophet Birthday	10 th November 2019
Bahrain National Day	16 th - 17 th December 2019

Reservation & Payments

Rates & Reservations

- All quoted rates are valid until previously mentioned validity date.
- All rates shown above are quoted in Bahraini Dinar, per room, per night.
- **All quoted rates are non-commissionable & exclusive of 10% service charge & 5% Tourism Levy, 5% Vat unless stated otherwise..**
- Rotana reserves the right to amend or withdraw these rates at any stage during the period of this contract
- (Save in respect of reservation already booked and paid) by notice to Client.
- Reservations will only be considered guaranteed when confirmed in writing or with a credit card number quoted at time of booking.
- All guaranteed reservations must be cancelled 24 hours prior to the day of arrival, otherwise the Hotels reserve the right to charge for a minimum of 1 night. A cancellation number will also be quoted at the time of cancellation.
- The negotiated rates will only apply to individual reservations and are subject to availability (non – Last Room Availability)
- Bookings for 10 rooms or more will be considered a group booking and separate rates will apply.
- For Long term booking with a minimum stay of 21 consecutive nights , special rates are available

Arrival / Departure

- Check-in is from 3:00 pm onwards. Arrivals between 9 AM and 2 PM may be checked-in subject to availability.
- Guests arriving before 9 AM may be subject to the previous night's charges.
- The Hotels reserve the right to charge for a minimum of 1 night in the event of a non-arrival of a guaranteed booking.
- Guests are requested to vacate their rooms by 12 noon. Check-out can be extended to 3 PM without charges subject to availability.
- Check-out between 3 PM and 6 PM, a 50% charge may be applied. Check-out after 6 PM may be subject to a one night charge.
- All bookings will be released at 2:00 PM of arrival date unless the hotel receives a guarantee for the booking in the form of a credit card
- Or Local Purchase Order (LPO).
- Departing on a date earlier than the confirmed departure date is subject to a one night's charge unless advised
- At least 24 hrs in advance.
- **Complimentary Airport Pick up and Drop (Downtown Rotana).**
- Accounts must be settled on departure unless a credit account has been arranged prior to arrival and a Local Purchase Order (LPO) received.
- A credit amount may take 28 days to set up and Rotana will only consider setting up such an account subject to the receipt of a completed application per property & satisfactory references. The setting up of an account is entirely at Rotana's discretion and Rotana shall not be required to give any reason for refusal. In the event that an account is set up, invoices must be settled within 30 days of receipt.
- Rotana accepts cash and the following credit/debit cards - Visa, MasterCard, Diners Card, and American Express.

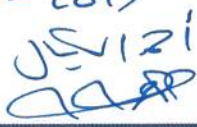
General Rotana Conditions

- A quarterly review will be held between the designated account manager representing Rotana and your respective company representative to go through the room night's materialization of your company and the service provided by our company.
- Rates are as agreed with Client (and as stated in this agreement) and Client agrees that they will not be amended /changed /divulged to any third party unless specifically authorized by both of the Client and a duly authorized Rotana hotel team member or colleague.

[Author]


Ahmed Fahmy
 Sales Executive
 Area Sales Office - Bahrain
 8 September 2019

Royal Commission for Jubail & Yanbu

Date: 9-9-2019


Our Brands

Rotana
Hotels & Resorts

With a wide range of services and facilities housed under the brand umbrella, Rotana Hotels & Resorts offers something for every type and level of traveler. The brand's success is founded on its portfolio of 4 and 5 star properties and on its ability to attract some of the most renowned names in the restaurant world.

Rayhaan
Hotels & Resorts by Rotana

In this ever-changing world, some of our guests seek to reflect their preferences in their choice of accommodation. In respecting the needs of our guests we have introduced an alcohol-free option within Rotana's hotel and resort portfolio.

Arjaan
Hotel Apartments by Rotana

First-class hotel apartments, with an added personal touch, characterize Arjaan by Rotana, a product that has been developed with both long-term guests and families in mind. They represent the height of elegant city living for long stay residents and for families, set in some of the loveliest hotel apartment buildings to be found.

CENTRO
rooms by Rotana

Centro, Rotana's lifestyle affordable brand, redefines the conventional concept of economical comfort by offering superior class accommodation and hospitality. With its smart and stylish outlook, Rotana hopes to meet the demands of the new generation of travelers who seeks both finesse and functionality at reasonable rates.

The Residences
by Rotana

The Residences by Rotana are furnished and unfurnished, non-serviced branded residential buildings, architecturally designed using Rotana specifications and standards. They have limited services such as concierge, property maintenance and leisure facilities.

Rotana Rewards

Join the elite world of Rotana Rewards and choose from a wide array of benefits including complimentary dining, recognition and upgrades as well as great rewards. Find out more [here](#).



Rotana Rewards Classic:
Rewards you for conferences, meetings and room bookings that you make at Rotana properties



Rotana Rewards Select:
A unique program designed to reward frequent travelers based on three tiers - Select, Gold & Platinum. Rotana will match your status with other hotel loyalty programmes. Find out more by contacting your account manager.



Rotana Rewards Exclusive:
Offers you complimentary dining and exclusive benefits in our hotels and restaurants

Rotana E-Connect



With Rotana E-connect, you can log on to rotanaeconnect.com with your own unique user code and check for availability of rooms, rates and receive instant confirmation each time you make a booking.

Log on or sign up now on www.rotanaeconnect.com for a world of convenience!

Rotana Mobile App – Browsing & booking on the go!

With Rotana's mobile app, you can search and book any of our Rotana hotels or resorts in the region, make instant hotel reservations, online check-in and so much more. As a Rotana Rewards member you can also login to your private account to view your profile information or to book your special rates.

Download our app on your smartphone today and receive 1,000 extra Rotana Rewards points for each booking made via the Rotana Mobile App. Available on IOS, Android, Blackberry and Windows devices.