<u>REGISTRATION POLICY</u>
Version 1.0 – 10/29/2015

Summary

This Registration Policy, to be read together with the Registration Agreement and the .HOTELES Registry Policies, sets forth the criteria which all Applicants and domain names must meet, and the process that all Applicants must follow in order to register a domain name in the TLD.

Specifically, this Registration Policy describes: (A) the mission and purpose of the TLD, (B) Registrant eligibility and name selection requirements, (C) the Registry application process for requesting a domain name, and (D) domain name allocation processes.

A.   Mission and Purpose of the TLD

The TLD will serve as a trusted, hierarchical, and intuitive namespace for the travel, hotel, and lodging industries, aimed at serving a predominantly Spanish-speaking audience. In furtherance of this goal, the TLD is intended to enhance the travel, hotel, and lodging industries' online identity and exposure to their target clientele; expand their marketing and promotion efforts; provide a secure channel for hotel bookings and reservations; and create a marketplace dedicated to Spanish-speaking audiences.

B.   Registrant Eligibility and Name Selection Requirements

To support the mission and purpose of the TLD, in order to register or renew a domain name, the Applicant or Registrant must:

1) Own, be connected to, associated with or affiliated with a hotel or hotel operator operating at least one lodging establishment in a Spanish language-speaking community;
2) Possess a bona fide intention to use the domain name in promoting, developing, educating, or engaging in commerce or sharing information related to travel, hotel and lodging,
3) Be classified within one or more of the following categories, and
4) Select a domain name that corresponds with the name selection requirements applicable to the particular category:

- **Hotel Operator for a Spanish Language Community**: Hotel(s) located in and/or primarily hosting guests from a Spanish language-speaking community.

  Registrants qualifying under this category must register domain names that in some way correspond to the name of their hotel(s), its parent company, geographic location, product, product category, or other related criteria (i.e. www.CompanyName.HOTELES, www.CompanyNameNYC.HOTELES,

www.MadridSuites.HOTELES and www.MadridSuitesSale.HOTELES), as the Registry may preemptively or retroactively confirm in its sole discretion.

- **Affiliates of the Hotel Operators in a Spanish Language Community:** Entities associated, affiliated, servicing and/or partnered with hotel(s) and/or hotel operator(s) located in and/or primarily hosting guests from a Spanish language-speaking community, including without limitation travel/marketing agencies, partner organizations, restaurants and spas located in an establishment, and entities that provide services to such hotels.

  Registrants qualifying under this category must register domain names that correspond to the name of their company, the services they provide, the geographic base of their clientele, the category of products/services they offer, or other related criteria (i.e. www.AFFILIATENAME.HOTELES, www.AFFILIATECafe.HOTELES, www.Restaurant.HOTELES, and www.Spa.HOTELES) as the Registry may preemptively or retroactively confirm in its sole discretion.

- **Other Qualified Individuals & Companies Associated with the Travel, Hotel and Lodging Industries:** Other qualified individuals and companies associated with the travel, hotel and lodging industries that use their respective domain name(s) in a manner likely to enhance the .HOTELES TLD and otherwise positively promote the .HOTELES viewpoint, as determined by the Registry in its sole discretion.

  Registrants qualifying under this category must register domain names that indicate their association with the travel, hotel and/or lodging industries, as the Registry may preemptively or retroactively confirm in its sole discretion.

C.   Domain Name Registration Applications & Registration

At the time of submitting an Application to register an available (not reserved or restricted) domain name in the TLD, the Applicant must offer warranties and provide true and accurate details and information about itself, together establishing:

- It meets the Registry's eligibility and name selection requirements;
- It will be the intended beneficiary of the domain name registration;
- A clear and logical nexus between the activities of the Applicant and the stated mission and purpose of the TLD, as well as the travel, hotel and lodging industries, as determined by the Registry in its sole discretion; and
- The domain name and its use will be consistent with all applicable laws, government rules and requirements, ICANN Requirements and the Registry Policies.

Registration requests in the TLD by Applicants (other than the Registry and/or its qualified affiliates and partners) must follow the process outlined below (which may be modified from time to time by the Registry in its sole discretion):

1) Registry, Registrar, or a third-party Verification Provider appointed by Registry will collect information required to complete the Registration Application(s) and any applicable application fees from an Applicant for a domain name or domain names in the TLD.
2) Upon receipt of complete Registration Application(s), the Registry will process said Registration Application(s) and hold the requested domain name or domain names in reserved Pending Create status.
3) The Registry will approve, deny or request additional information within twenty (20) business days of receiving Registration Application(s).
    i. If the Registry approves said Registration Application(s) the domain name(s) will be removed from Pending Create and activated or a token key or token keys will be provided to the Applicant and the Applicant will then be able to register the domain name(s) with an Accredited Registrar by providing said token(s).
    ii. If the Registry denies said Registration Application(s) the Applicant will be notified and an explanation of denial will be included. Any applicable Application fees will not be refunded in the event of a denial of said Registration Application(s).
    iii. If the Registry requires additional information to fully process said Registration Application(s) it will notify the Applicant and Applicant will be able to resubmit Registration Application(s).
    iv. If the Registry does not respond to Registration Application(s) within twenty (20) days such Registration Application(s) will be considered approved and the domain name or domain names will be activated.

Registration Applications for domain names in the TLD may be submitted only via Registry or a third-party Verification Provider appointed by Registry. The Registry will not accept a Registration Application for a name in the TLD unless it meets the following basic technical and syntax requirements:
- The name must consist exclusively of the letters A-Z (case insensitive), the numbers 0-9, and hyphens;
- The name cannot begin or end with a hyphen;
- The name cannot contain labels with hyphens in the third and fourth character positions (e.g., "bq--1k2n4h4b" or "xn--ndk061n) unless the domain name is an IDN in which case the IDN EPP Extension must be passed containing the IDN-Table identifier and the corresponding name in Unicode (uname); and
- The name cannot exceed 63 characters (excluding the TLD).

Verification of Applicant / Registrant Information

The Registry may process and verify the information and warranties included in Registration Application for a domain name in the TLD, including without limitation

qualification under the eligibility and name selection requirements, prior to a domain name being granted. Additionally, the Registry, in its sole discretion, from time to time, may retroactively verify the eligibility and name selection criteria as they pertain to potential and/or existing Registrants, and accordingly may take any and all actions available pursuant to the Registry Policies, Registration Agreement, and under ICANN policies and applicable law.

For avoidance of doubt, in the event of revocation or deletion, the Applicant or (any subsequent) domain name Registrant shall not be entitled to any reimbursement or compensation as a result of such rejection, revocation, or deletion.

E.   Domain Name Allocation

Allocation Mechanisms

The Registry will allocate domain names during the following sequential launch phases (as more fully described in the Registry's Launch Plan Policy): Qualified Launch Program / Founders Period, Sunrise, and General Availability.

During each of these launch phases, domain names may be allocated via the following mechanisms: First-Come, First Served; Auction; Request for Proposal; and Registry Designated, as described below. While the default allocation mechanism may differ for each launch phase, the Registry may, in its sole discretion, utilize any means to allocate any domain name in the TLD.

• **First-Come, First-Served (FCFS)**: The domain name is awarded to the first eligible Applicant (i.e., the first party to file a request for Registration) for the domain name. The mere acceptance of any registration fees does not in itself constitute a domain name Registration. A domain name is only registered upon approval by Registry of any Registration Application.

• **Auction**: Multiple simultaneous Registration Applications for available identical domain names may be resolved through an auction between competing Applicants, conducted by Registry's third-party auction provider. Additionally, the Registry, in its sole discretion, may allocate certain reserved domain names via auction.   No Applicant shall be obligated to participate in an auction; they may chose instead to withdraw their Registration Application or privately resolve contentions.

• **Request for Proposal (RFP):** Registry will accept proposals from Applicants for innovative uses of any reserved Domain name. Registry will review and consider such proposals, but reserves the right to reject any proposal, in its sole discretion. Registry may also impose a fee on any Applicant that chooses to submit or participate in any RFP. Registry is not bound to select a winner among RFP respondents, and may hold the domain name for future allocation.

- **Registry Designated:** Registry may activate and allocate to itself or third-parties certain domain names (plus their IDN variants, where applicable) deemed necessary for the operation or the promotion of TLD.

Allocation Term

Domain names in the TLD may be registered for a period of no less than one (1) year and no more than ten (10) years, commencing on the date on which the domain name is registered with an Accredited Registrar. All Registration Applications must specify the desired registration period (the "Term"). It is the obligation of the Accredited Registrar, and not the Registry, to notify a Registrant in advance of the termination or expiration (for any reason) of a Registration.

Amendment

Please note that Registry may amend or modify this Registration Policy from time to time, in its sole discretion. Any amendments or modifications to this Registration Policy shall be effective thirty (30) days after the initial date of posting such amendments or modifications on Registry Website and such amendments shall be binding upon all affected parties, including without limitation, domain name Registrants, registrars, and ICANN.