

HOTEL Top-Level-Domain S.à.r.l. | 68, Av. de la Liberté | L-1930 Luxembourg | Luxembourg

18 May 2016

Ms. Christine A. Willett
Vice President, GDD Operations
Internet Corporation for Assigned Names and Numbers
12025 Waterfront Drive, Suite 300
Los Angeles, CA 90094

Re: HOTEL Top-Level-Domain S.à.r.l.

Dear Ms. Willett:

We are in receipt of your letter dated 10 May 2016. Thank you for providing HOTEL Top-Level-Domain S.à.r.l. ("HTLD") the opportunity to respond to the questions you have raised. Our responses to your queries are as follows:

1. What was the nature and extent of the relationship between HTLD and Mr. Krischenowski during each of the following time periods?

a. When HTLD submitted its New gTLD Program application for the .HOTEL string.

Mr. Krischenowski was CEO and a 50% shareholder of HOTEL Top-Level-Domain GmbH (the "GmbH"), the 48,8% minority shareholder of HTLD. Further, Mr. Krischenowski was a consultant to HTLD pursuant to a consulting agreement between the two parties.

b. When Mr. Krischenowski accessed and downloaded confidential data belonging to some of the applicants for the .HOTEL string in March 2014.

Mr. Krischenowski was Managing Director and a 50% owner (indirectly via his wholly-owned company) of the GmbH at this time. He was also a consultant to HTLD.

c. The present time period.

There is no relationship between Mr. Krischenowski and HTLD at the present time.

2. What was Mr. Krischenowski's role and responsibilities with respect to HTLD during each of the following time periods?

a. When HTLD submitted its New gTLD Program application for the .HOTEL string.

Mr. Krischenowski was a consultant to HTLD at this time and assisted in the preparation of the application for the .HOTEL string. Other than such activities as a consultant, he had no role or responsibilities with respect to HTLD.

- b. When Mr. Krischenowski accessed and downloaded confidential data belonging to some of the applicants for the .HOTEL string in March 2014.

Mr. Krischenowski was party to a consulting agreement with HTLD at this time, under which he had provided services related to the string confusion objections filed on behalf of HTLD in 2013, but he had no active role or responsibility with respect to HTLD under this consulting agreement or otherwise in March 2014.

- c. The present time period.

Mr. Krischenowski has no role or responsibility with HTLD at the present time.

3. What was the nature and extent of the relationship between HTLD and Mr. Lenz-Hawliczek during each of the following time periods?

- a. When HTLD submitted its New gTLD Program application for the .HOTEL string.

Mr. Lenz-Hawliczek was one of two Managing Directors of HTLD at this time (along with Ms. Ohlmer). He was also a 25% shareholder of the GmbH.

- b. When Mr. Krischenowski accessed and downloaded confidential data belonging to some of the applicants for the .HOTEL string in March 2014.

Mr. Lenz-Hawliczek was a Managing Director of HTLD at this time. He was also a 25% shareholder of the GmbH.

- c. The present time period.

Mr. Lenz-Hawliczek was terminated as Managing Director of HTLD effective 23 March 2016. He is CEO and a 25% shareholder in the GmbH.

4. What was Mr. Lenz-Hawliczek's role and responsibilities with respect to HTLD during each of the following time periods?

- a. When HTLD submitted its New gTLD Program application for the .HOTEL string.

Mr. Lenz-Hawliczek was a Managing Director of HTLD at this time and was principally responsible (along with Ms. Ohlmer) for representing HTLD in the process of assisting in the preparation of the application for the .HOTEL string.

Mr. Lenz-Hawliczek was highly involved in the process of organizing and garnering support for the .HOTEL application from the global hotel community. In such role, he attended hotel industry meetings and congresses, gave presentations to community members, and coordinated efforts at ICANN meetings regarding the HTLD application.

Further, Mr. Lenz-Hawliczek was responsible, along with Ms. Ohlmer, for the day-to-day business operations of HTLD.

- b. When Mr. Krischenowski accessed and downloaded confidential data belonging to some of the applicants for the .HOTEL string in March 2014.

Mr. Lenz-Hawliczek was a Managing Director of HTLD at this time. As such, he continued to act as a liaison to the global hotel community on behalf of HTLD. He attended industry meetings and drafted updates for distribution to community members regarding HTLD's application for the .HOTEL string.

Further, Mr. Lenz-Hawliczek was responsible, along with Ms. Ohlmer, for the day-to-day business operations of HTLD.

- c. The present time period.

Mr. Lenz-Hawliczek has no current role with HTLD, having been terminated as Managing Director effective 23 March 2016.

5. What was the nature and extent of the relationship between HTLD and Ms. Ohlmer during each of the following time periods?

- a. When HTLD submitted its New gTLD Program application for the .HOTEL string.

Ms. Ohlmer was one of two Managing Directors of HTLD at this time (along with Mr. Lenz-Hawliczek). She was also a 25% shareholder in the GmbH).

- b. When Mr. Krischenowski accessed and downloaded confidential data belonging to some of the applicants for the .HOTEL string in March 2014.

Ms. Ohlmer was a Managing Director of HTLD at this time. She was also a 25% shareholder in the GmbH (indirectly, via her wholly-owned company, Korala GmbH).

- c. The present time period.

Ms. Ohlmer was terminated as Managing Director of HTLD effective 23 March 2016. She is a 75% shareholder in the GmbH (indirectly, via her wholly-owned company, Korala GmbH).

6. What was Ms. Ohlmer's role and responsibilities with respect to HTLD during each of the following time periods?

- a. When HTLD submitted its New gTLD Program application for the .HOTEL string.

Ms. Ohlmer was a Managing Director of HTLD at this time and was principally responsible (along with Mr. Lenz-Hawliczek) for representing HTLD in the process of assisting in the preparation of the application for the .HOTEL string.

Ms. Ohlmer was highly involved in the process of organizing and garnering support for the .HOTEL application from the global hotel community. In such role, she attended hotel industry meetings and congresses, gave presentations to community members, and coordinated efforts at ICANN meetings regarding the HTLD application.

Further, Ms. Ohlmer was responsible, along with Mr. Lenz-Hawliczek, for the day-to-day business operations of HTLD.

- b. When Mr. Krischenowski accessed and downloaded confidential data belonging to some of the applicants for the .HOTEL string in March 2014.

Ms. Ohlmer was a Managing Director of HTLD at this time. As such, she continued to act as a liaison to the global hotel community on behalf of HTLD.

Further, Ms. Ohlmer was responsible, along with Mr. Lenz-Hawliczek, for the day-to-day business operations of HTLD.

- c. The present time period.

Ms. Ohlmer has no current role with HTLD, having been terminated as Managing Director effective 23 March 2016.

7. Please explain exactly what the corporate relationship is currently between HTLD and any entity in which Mr. Krischenowski has any ownership interest. Please also explain exactly what the corporate relationship will be in the future between HTLD and any entity in which Mr. Krischenowski has any ownership interest, and specify exactly on what date this change in the relationship occurred or will occur.

There is presently no corporate relationship between HTLD and any entity in which Mr. Krischenowski has any ownership interest.

There will be no such corporate relationship in the future.

Again, thank you for the opportunity to respond. Please feel free to contact me should you have any further questions regarding this matter.

Best regards



Philipp Grabensee
Sole Managing Director