

Time of Ticketing Commission Program

CONFIDENTIAL

TRANSATLANTIC JV

Attachment 1

TVL DESK OF CONNECTICUT

07887946

Ticket Designator - TZA2

Section #	Origin	Destination	Applies To	TOT Commission
1a	DEN, IAD, IAH, LAX, ORD, SFO	FRA	A,B,C,D,E,F,G,H,J,M,N,O,P,R,U,Y,Z	2%
1b	DEN, EWR, IAD, IAH, JFK, ORD, SFO	MUC	A,B,C,D,E,F,G,H,J,M,N,O,P,R,U,Y,Z	2%
1c	EWR, IAD	GVA	A,B,C,D,E,F,G,H,J,M,N,O,P,R,U,Y,Z	2%
1d	IAD, ORD	VIE	A,B,C,D,E,F,G,H,J,M,N,O,P,R,U,Y,Z	2%
1e	IAD, LAX, ORD, SFO	ZRH	A,B,C,D,E,F,G,H,J,M,N,O,P,R,U,Y,Z	2%
2	Canada, US (LHG operated First class cabin)	Transatlantic Countries via the Atlantic Ocean	A,F	10%
3	Canada, DEN, IAD, IAH, SFO (A applies UA/AC only)	Transatlantic Countries via the Atlantic Ocean	A,B,C,D,E,G,H,J,M,N,O,P,R,U,Y,Z	12%
4	US (A applies to UA/AC only)	Transatlantic Countries via the Atlantic Ocean	A,B,C,D,E,G,H,J,M,N,O,P,R,U,Y,Z	18%
5	Transatlantic Countries via the Atlantic Ocean (IPOO)	Canada, US	A,B,C,D,E,F,G,H,J,M,N,O,P,R,U,Y,Z	8%

Contract Rules

Notification

Commission is determined via these steps

1) country of origin (US 50 or CA Point of Origin - POO or International Point of Origin - IPOO)

2) Outbound (O/B) Origin/Destination (O & D) and Inbound (I/B) Origin/Destination (O & D).

Example: ORD-CDG-SFO in C Class. O/B origin is ORD (US POO) to CDG 14% - I/B is CDG to SFO 12%.

The complete list of transatlantic countries is available under the rule "Transatlantic Countries" (Page 7).

PLEASE NOTE, THE FOLLOWING NOT ELIGIBLE FOR COMMISSION

- Basic Economy fares

Exception Markets

Sections 1a, 1b, 1c, 1d, 1e - Exception markets defined as non-stop trips.

2% commission applies to non-stop flights when travel originates in the US

IPOO commission rates (8%) apply when travel originates outside of the US.

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Summary	<p>Section 2 First Class Cabin. A or F from US and Canada to all markets via the Atlantic Ocean operated and marketed LHG (OS, SN, LH, LX).</p> <p>Sections 3 and 4 apply to all markets East bound, across the Atlantic Ocean. Trips must originate in the US or Canada traveling to any point (other than Exception markets) provided travel is across the Atlantic Ocean on a Participating Carrier.</p> <p>Section 5 applies to trips originating outside the US and Canada traveling to points in the US/CA provided travel is across the Atlantic Ocean on a Participating Carrier (includes westbound exception markets)</p>
Ticketing Dates	Valid January 1, 2024 through September 30, 2024
Travel Dates	Published fare rules apply
Participating Carriers	<p>AIR CANADA (AC), AUSTRIAN (OS), BRUSSELS AIRLINES (SN), LUFTHANSA (LH), SWISS (LX), UNITED (UA) and regional carriers.</p> <p>REGIONAL CARRIERS: May be marketed by any Participating carriers and operated by any of the following: Air Canada rouge LP, Air Dolomiti, City Airlines, Deutsche Bahn, Eurowings & Eurowings Europe, Hawaiian Air (inter-island), Helvetic Airways, Jazz Aviation LP, SBB Swiss Railways, SunExpress. Regional carriers DBA United Express, Train Service operated by Amtrak marketed UA, Train service operated by OEBB Austrian Federal Railways marketed by OS.</p> <p>OTHER ELIGIBLE CARRIERS: regardless of marketing carrier.</p> <p>May be marketed and operated by any of the following: Air Dolomiti (AC EN OS SN LH LX UA marketed flights included) Air Malta (AC OS SN KM LH LX UA marketed flights included) Luxair (AC OS SN LG LH LX UA marketed flights included) Vistara Airlines (AC OS SN LH LX UA marketed flights included)</p> <p>ELIGIBLE SYSTEM WIDE regardless of marketing carrier: Edelweiss Air (WK), Discover Airlines (4Y), Lufthansa CityLine (CL).</p> <p>Including Wet-Lease Flights Wet-lease* flights operated on behalf of LH, OS, SN, LX, UA, CL, EN, EW, E2, 4Y and WK *An arrangement whereby one airline (the lessor) provides an aircraft and complete crew to another airline (the lessee)</p> <p>Transatlantic codeshare flights operated by Alliance or interline carriers are eligible for 0% commission</p>

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Flight Application

- Commission is applicable on Participating Carriers
- At least one Transatlantic segment must be marketed and operated by Participating Carriers
- Tickets must be validated on a Participating carrier.
- Validating carrier must be one of the operating or marketing carriers on the ticket
- Valid on code-share flights operated by Participating Carriers
- Valid for one-way, round-trip, circle-trip and open-jaw journeys
- Valid on published fares only.(See Eligibility Exceptions)
- Transatlantic segments must be to/from US or Canada to be eligible for incentive
- International published through fare booked in or begins with
A, B, C, D, E, F, G, H, J, M, N, O, P, R, U, Y, Z.

INTERLINE - Transatlantic segment must be marketed and operated by a Participating Carrier .
The following commission may be claimed when non-Participating Carriers (OAL) are included on ticket regardless of marketing carrier AND connection is from a Participating Carrier to OAL and vice versa.

3% less commission can be claimed when the international published through fare is booked in or begins with A, B, C, D, E, F, G, H, J, M, N, O, P, R, U, Y, Z

- Applies to sections 3 and 4 on the commission grid

10% (Full commission) can be claimed when the international published through fare is booked in or begins with A or F (LHG)

- Applies only to section 2 on the commission grid

8% (Full commission) can be claimed when the international published through fare is booked in or begins with A, B, C, D, E, F, G, H, J, M, N, O, P, R, U, Y, Z. and the ticket originates outside US/CA.

- Applies to sections 5 on the commission grid

Eligibility

- Applies to international through fares. (Not valid on trip within a trip.)
Applies to stopover charges, peak of peak surcharge and differential when applicable .
Applies to International through fares when combined with sector fares (point-to-point) and the following rules are met:
- Must be operated by Participating Carriers and their Regional carriers
 - Connecting time must be within 24 hours of International portion of the journey
 - Valid when booked in or begins with A, B, C, D, E, F, G, H, J, M, N, O, P, R, U, Y, Z.
 - US, CA TO ATLANTIC SECTOR FARE MUST QUALIFY FOR COMMISSION

International Time of Ticketing (ITOT) may NOT be applied on any segment with net fares, corporate discounts, negotiated group rates, air pass programs, United PassPlus negotiated fares/discounts, Propel level 5, senior citizen, children, infant, emigrant, journalist, military, missionary, student, discount coupons, travel certificates, government fares, crew rotation fares, two-for-one offers and the like or discount programs of any type including fares that price with "/ticket designator" (such as /UAF, /8N02).

Not valid in combination with corporate upgrade program (Tour Code S2GCUP).

*PLEASE NOTE:

- Basic Economy fares are NOT eligible for TOT commission

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Eligibility Exceptions	<p>Applicable commission may be claimed on fares using these Ticket Designators :</p> <p>/FLX3/FLEX/PFLX/FL01</p> <p>/AAxx or AExx (i.e. /AEOW or any type AAxx or AExx type fare)</p> <p>/QYxx (i.e. QYFF or any QYxx type fare)</p> <p>/8Dxx (i.e. /8D02, 8D05 or any type of /8Dxx) CPA+ type fares, Propel levels 1-4 and Blueprint Discover, Experience or Savings.</p> <p>If booked in or the first letter of the fare basis code is A, B, C, D, E, F, G, H, J, M, N, O, P, R, U, Y, Z and rules below are met:</p> <p>RULES</p> <ul style="list-style-type: none"> - Fare must auto price. Debit memos will be issued for manually priced tickets - The valid TD (i.e. 8D02, QYFF) must appear on the applicable segments - Include the valid ITOT TD (TZA2) in the tour code box (i.e. 123ABC/TZA2) - CPA+ (8Dxx), must be validated on UA (016) or AC (014) - AAxx, AExx, QYxx or Propel levels 1-4 (8Dxx) may be validated on any participating carrier. AC (014), LH (220), LX (724), OS (257), SN (082) or UA (016) <p>0% commission is allowed on itineraries with /WBUP booked in A class.</p>
Day/Time	Published fare rules apply.
Reservations	Published fare rules apply.
Minimum Stay	Published fare rules apply.
Maximum Stay	Published fare rules apply.
Stopovers	Published fare rules apply.

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Combinations

Combining qualifying incentive rates for the outbound (O/B) and return segments (I/B)

- applicable commission on each Transatlantic segment will apply with respect to the O/B trip.

1. Example: IAD-FCO-IAD (C) 12% commission (trip originates in and returns to IAD).

2. Example: SFO-FCO-ORD (C) 12% commission to SFO-FCO, (trip originates in SFO)

FCO - ORD 18% commission, (trip returns to ORD) US, CA Point of origin

if the return trip is not the same as the O/B, applicable commission on I/B is based on US Point of Origin and O & D.

3. Example: FRA-SFO-FRA (C) 8% commission (O/B and I/B FRA)

International point of origin (IPOO) 8% for eligible classes, including Exception markets.

4. Example: DEN-LHR (C) 12% commission FRA-DEN (Z) 2% commission

5. Example: BOS-FRA (C) 18% commission FRA-BOS (T) 0% commission.

When utilizing qualifying sector fares on a Transatlantic trip **, applicable commission on each segment will apply. ** This is a one-way true origin and destination flight segment.

THE TRANSATLANTIC SECTOR FARE MUST QUALIFY FOR COMMISSION.

6. Example: CID-ORD (Y) (18%) (connects within 24 hrs) ORD-FRA (C) 18% (true O & D CID-FRA)

7. Example: ORD-MCO (T) (0%) (connects within 24 hrs) MCO-FRA (C) 18% (true O & D ORD-FRA)

8. Example: IAH-FRA-TXL / TXL-MUC-IAH (2 options for fare break)

8a. Outbound IAH-FRA (C) (2%) HIP pricing with fare break at FRA

Inbound through fare FRA-TXL-MUC-IAH (C) (12%)

For this example true O & D: IAH-FRA and FRA-IAH

8b. Outbound IAH-FRA (C) fare break and connection within 24 hrs to FRA-TXL (C) 12%

Inbound TXL-MUC-IAH (C) through fare; TXL-IAH (C) 12%

For this example true O and D: IAH-TXL and TXL-IAH

- Non-qualifying segments (OAL, ineligible or non-qualifying classes) are permitted on ticket at 0% commission.

- Combining UA Perks Plus or AC Corporate Rewards and TOT program is allowed.

- Unless specified in TOT program, this program is not combinable with other TOT programs.

Surcharges

Published fare rules apply.

Penalties

Published fare rules apply.

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Round-the-World	<p>RTW commission may be claimed when the ticket includes a qualifying Transatlantic and qualifying Transpacific segment to/from the US/CA. Ticket must be validated on a participating carrier. Qualifying segment requirements</p> <ul style="list-style-type: none"> - Operated by a Participating Carrier (AC, LH, LX, OS, SN, UA) - Constructed published fare rules apply. (Published Star Alliance Round the World fares are ineligible) - Valid when booked in or begins with A, B, C, D, E, F, G, H, J, M, N, O, P, R, U, Y, Z. - Ineligible classes may be included at 0% commission (with exception Transatlantic and Transpacific flights.) - IATA ticketing rules apply <p>ROUND THE WORLD - PARTICIPATING CARRIERS - TZA2 12% commission may be claimed when all segments are marketed and/or operated by participating carrier.</p> <p>ROUND THE WORLD - OTHER AIRLINES (OAL) - TZA2 4% commission may be claimed when qualifying Transatlantic and qualifying Transpacific segments to/from the US/CA, operated by a Participating Carrier and up to 4 (OA) Non-Transatlantic/Transpacific (OAL) segments may be included on the ticket. (Booking class restrictions do not apply on OA) - Exception - All Nippon (NH) may be the operating carrier for the Transpacific segment.</p>
Conditions	<p>This only applies to plating carrier: UA (016)</p> <p>This Time of Ticketing (TOT) commission program cannot be applied to tickets sold through an NDC-enabled channel.</p>
Ticketing Procedures	<p>Plating carriers: AC (014), LH (220), LX (724), OS (257), SN (082) or UA (016)</p> <p>Ticket Designator: Applicable code must be placed on any ticket claiming TOT commission. IATA ticketing rules apply. Failure to enter applicable Ticket Designator or incorrect application of the aforementioned terms and conditions will result in the issuance of debit memos to the ticketing agency location. Place TZA2 in one of the following positions, preferred in the order below:</p> <ul style="list-style-type: none"> - Ticket Designator - valid for all Participating carriers - Tour Code box - valid for all Participating carriers (in addition to Tour code (123AB/TZA2) - Endorsement Box- valid on UA (016) / LH (220) / OS (257) / SN (082) / LX (724) if TD and TC boxes are in use.
Performance Management	<p>Continued eligibility for the TOT commission program requires % APM performance of 120% or greater APM (Airline Profitability Model): Mathematical formula that uses many factors including number of seats, available seat miles (ASM) and departures in a market weighted by nonstop, connecting and direct flights to determine fair market share. % APM: Agency's market share divided by the agency' s APM % multiplied by 100 (expressed as a percentage)</p>

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Transatlantic Countries

AFGHANISTAN, ALBANIA, ALGERIA, ANDORRA, ANGOLA, ARMENIA, AUSTRIA, AZERBAIJAN, BAHRAIN, BANGLADESH, BELARUS, BELGIUM, BENIN, BOSNIA AND HERZEGOVINA, BOTSWANA, BULGARIA, BURKINA FASO, BURUNDI, CAMEROON, CAPE VERDE, CENTRAL AFRICAN REPUBLIC, CHAD, COMOROS, CONGO, CONGO, COTE D'IVOIRE, CROATIA, CYPRUS, CZECH REPUBLIC, DENMARK, DJIBOUTI, EGYPT, EQUATORIAL GUINEA, ERITREA, ESTONIA, ETHIOPIA, FINLAND, FRANCE, GABON, GAMBIA, GEORGIA, GERMANY, GHANA, GIBRALTAR, GREECE, GUINEA, GUINEA-BISSAU, HUNGARY, ICELAND, INDIA, IRAN, IRAQ, IRELAND, ISRAEL, ITALY, JORDAN, KAZAKHSTAN, KENYA, KUWAIT, KYRGYZSTAN, LATVIA, LEBANON, LESOTHO, LIBERIA, LIBYAN ARAB JAMAHIRIYA, LIECHTENSTEIN, LITHUANIA, LUXEMBOURG, NORTH MACEDONIA, MADAGASCAR, MALAWI, MALDIVES, MALI, MALTA, MAURITANIA, MAURITIUS, MAYOTTE, MOLDOVA, MONACO, MONTENEGRO, MOROCCO, MOZAMBIQUE, NAMIBIA, NETHERLANDS, NIGER, NIGERIA, NORWAY, OMAN, PAKISTAN, POLAND, PORTUGAL, QATAR, REUNION, ROMANIA, RUSSIA, RWANDA, SAINT HELENA, SAN MARINO, SAO TOME AND PRINCIPE, SAUDI ARABIA, SENEGAL, SERBIA, SEYCHELLES, SIERRA LEONE, SLOVAKIA, SLOVENIA, SOMALIA, SOUTH AFRICA, SOUTH SUDAN, SPAIN, SRI LANKA, SUDAN, SWAZILAND, SWEDEN, SWITZERLAND, SYRIAN ARAB REPUBLIC, TAJIKISTAN, TANZANIA, TOGO, TUNISIA, TURKEY, TURKMENISTAN, UGANDA, UKRAINE, UNITED ARAB EMIRATES, UNITED KINGDOM, UZBEKISTAN, VATICAN CITY, YEMEN, ZAMBIA, ZIMBABWE

Authorization Period: 1/1/2024 - 9/30/2024