

TIME OF TICKETING COMMISSION PROGRAM

PACIFIC JV

CONFIDENTIAL

THE TRAVEL SOCIETY

Attachment 1

06556631

Ticket Designator - TZA4				
Section #	Origin	Destination	Applies To	TOT Commission
1a	IAD, IAH	HND	A,B,C,D,E,F,G,H,J,M,N,O,P,R,U,Y,Z	2%
1b	DEN, IAD, IAH	NRT	A,B,C,D,E,F,G,H,J,M,N,O,P,R,U,Y,Z	2%
1c	SFO	KIX	A,B,C,D,E,F,G,H,J,M,N,O,P,R,U,Y,Z	2%
2	DEN, IAD, IAH, SFO	Brunei, Cambodia, Hong Kong, Indonesia, Japan, Laos, Malaysia, Mongolia, Myanmar, Philippines, Singapore, Taiwan, Thailand, Vietnam	A,E,N,P,R,Z	10%
			B,C,D,F,G,H,J,M,O,U,Y	12%
3	Canada, US	Brunei, Cambodia, Hong Kong, Indonesia, Japan, Laos, Malaysia, Mongolia, Myanmar, Philippines, Singapore, Taiwan, Thailand, Vietnam	A,B,E,G,H,M,N,O,P,R,U,Y,Z	18%
			C,D,F,J	20%
4	Japan	Canada, US	A,B,C,D,E,F,G,H,J,M,N,O,P,R,U,Y,Z	4%
5	Brunei, Cambodia, Hong Kong, Indonesia, Laos, Malaysia, Mongolia, Myanmar, Philippines, Singapore, Taiwan, Thailand, Vietnam	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
 1st by country of origin (US or CA Point of Origin - POO or International Point of Origin - IPOO)
 2nd by Outbound (O/B) Origin/Destination (O & D) and Inbound (I/B) Origin/Destination (O & D).
 EXAMPLE: ORD-NRT-IAH in C Class.
 O/B is ORD (US POO) to NRT 20% - I/B is NRT to IAH 2% (exception market).

PLEASE NOTE:

- Basic Economy fares are NOT eligible for TOT commission

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Exception Markets	<p>Sections 1a, 1b, 1c are defined as non-stop trips booked in A, B, C, D, E, F, G, H, J, M, N, O, P, R, U, Y, Z</p> <ul style="list-style-type: none"> - 2% applies to non-stop flights if itinerary originates in the US. - IPOO commission rates (4% or 8%) apply when travel originates outside the US.
Summary	<p>Sections 2 and 3 apply to flights originating in the US or Canada traveling to Brunei, Cambodia, Hong Kong, Indonesia, Japan, Laos, Malaysia, Mongolia, Myanmar, Philippines, Singapore, Taiwan, Thailand, Vietnam provided travel is across the Pacific Ocean on a Participating Carrier (other than exception markets).</p> <p>Section 4 applies to travel originating in Japan traveling to the US or Canada provided travel is across the Pacific Ocean on a Participating Carrier.</p> <p>Section 5 applies to travel originating in Brunei, Cambodia, Hong Kong, Indonesia, Laos, Malaysia, Mongolia, Myanmar, Philippines, Singapore, Taiwan, Thailand, Vietnam to the US or Canada provided travel is across the Pacific Ocean on a Participating Carrier (other than exception markets).</p>
Ticketing Dates	Valid June 1, 2022 through May 31, 2023
Travel Dates	Published fare rules apply
Participating Carriers	<p>ANA (NH), UNITED (UA) and their regional carriers</p> <p>May be marketed by any participating carrier and operated by any of the following:</p> <p>NH: Air Japan and ANA Wings</p> <p>UA: Hawaiian Airlines(inter-island), Regional Carriers DBA United Express and Train service operated by Amtrak marketed UA.</p> <p>Code-share flights marketed by NH or UA and operated by Air Do (HD), IBEX (FW), Oriental Air Bridge (OC), Solaseed Air (6J) or Star Flyer (7G) are permitted only for travel within Japan.</p> <p>Valid on code-share flights operated by Participating Carriers.</p> <p>Transpacific Codeshare flights operated by Alliance or OA carriers are eligible for 0% commission</p>
Flight Application	<ul style="list-style-type: none"> - Commission is applicable on Participating Carriers. - At least one Transpacific segment must be marketed and operated by Participating Carriers . - Validating carrier must be one of the Participating carriers marketing or operating on the ticket . - Valid for one-way, round-trip, circle-trip and open-jaw journeys. - Valid on published fares only. - Travel on Transpacific segments must be to/from USA 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. <p>INTERLINE - Transpacific sector must be marketed and operated by a Participating Carrier .</p> <p>The following commission may be claimed when non-Participating Carriers (OAL) are included on ticket (as codeshare or interline) and connection is from a Participating Carrier to OAL and vice versa .</p> <p>3% less commission when 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.</p> <ul style="list-style-type: none"> - Applies to section 2 and 3 on the commission grid 4% or 8% (Full commission) can be claimed for Interline when travel 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 the US or Canada - Applies to sections 4 and 5 on the commission grid

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Eligibility	<p>Applies to international published through fares. (Not valid on trip within a trip). Applies to stopover charges and differential when applicable. Applies to international through fares when combined with sector fares (point-to-point) and the following rules are met:</p> <ul style="list-style-type: none"> - 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 - TRANSPACIFIC SECTOR FARE MUST QUALIFY FOR COMMISSION <p>If sector fares do not meet the parameters above they may be included on the ticket at 0% commission. Commission based on fare break or when sector fare is within 24 hours true O and D. See examples 5a and 5b. 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, 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).</p>
Eligibility Exceptions	<p>Commission may be claimed on fares using these Ticket Designators: /FLX3/FLEX/PFLX/FL01 /8Dxx (i.e. 8D02, 8D05 or any type of 8Dxx) CPA+ and Propel levels 1-4 fares when rules below are met. AND any of the following type Ticket Designators: /AMxx, /EMxx, /KYxx, /QYxx, /WEBx, /TMCx, /GMNL or any variation using these type of Ticket Designators .(i.e. AM09, EM10, KY06, QYFF, WEB3, TMCX) 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 - Include one of the above ticket designators (i.e. 8D02, AM09, QYFF, WEB3, TMCX, GMNL) on the applicable segments - Include the valid ITOT TD (TZA4) in the tour code box or endorsement box - CPA+ (8Dxx), Propel levels 1-4 (8Dxx), AMxx, EMxx, GMNL, KYxx, QYxx, TMCxx and WEBx fares must be validated on UA (016) or NH (205)
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	<p>PERMITTED COMBINATIONS</p> <ul style="list-style-type: none"> - Combining qualifying incentive rates for the outbound and return segments, the applicable commission on each US/CA to JV Pacific segment will apply with respect to the outbound trip . 1. Example: SGN-DEN (C) 8% commission DEN-SGN (Z) 8% commission - travel originates in SGN - When utilizing qualifying sector fares in a trip**, the applicable commission on each segment will apply. ** This is a one-way true origin and destination flight segment THE US/CA TO PACIFIC SECTOR FARE MUST QUALIFY FOR COMMISSION. 2. Example: PVD-IAD (Y) 18% (connects within 24 hrs) IAD-NRT (C) 20% (true O and D PVD-NRT) 3. Example: IAH-SFO (S) 0% (connects within 24 hrs) SFO-NRT-HKG (C) 12% (true O&D IAH-HKG) 4. Example: MSP-ORD (S) 0% (connects within 24hrs) ORD-NRT (C) 20% (true O&D MSP-NRT) 5. Example: IAH-HND-ITM-NRT-IAH (2 options for fare break) 5a. IAH-HND (Z) (2%) (fare break and connects within 24hrs) ITM (stopover) <ul style="list-style-type: none"> HND-IAH (C through fare ITM to IAH) 12% (true O&D IAH-HND and HND-ITM-IAH) 5b. IAH-HND(Z) (10%) (fare break and connects within 24hrs) - ITM (C) 12% sector fare <ul style="list-style-type: none"> ITM-HND-IAH (C) through fare ITM to IAH 12% (true O&D IAH-ITM and ITM-IAH) Non-qualifying segments (OAL, ineligible or non-qualifying classes) are permitted on the ticket at 0% commission. - Combining UA Perks Plus and TOT program is allowed. Unless otherwise specified in the TOT program this program may not be combined with other TOT programs
Blackouts	Published fare rules apply.
Surcharges	Published fare rules apply.
Penalties	Published fare rules apply.
Discounts	No children, infant, senior or any other type of discounts apply.
Seasonality	Published fare rules apply.
Round-the-World	<p>This incentive may not be taken on Round-the-World Fares. Commission may be claimed on qualifying Transpacific sector fares when the Itinerary is Round-the-World.</p>
Ticketing Procedures	<p>Validating Carriers: NH (205) or UA (016). Ticket Designator: Applicable code must be placed in their appropriate location(s). Failure to enter applicable Ticket Designator or incorrect application of the afore mentioned terms and conditions will result in the issuance of debit memos to the ticketing agency location.</p> <p>Place TZA4 in one of the following positions, preferred in the order below:</p> <ul style="list-style-type: none"> - Ticket Designator - Tour Code box - Endorsement Box

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Performance Management	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)
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Authorization Period: 6/1/2022 - 5/31/2023