

TIME OF TICKETING COMMISSION PROGRAM

LATIN

CONFIDENTIAL

THE TRAVEL SOCIETY

06556631

Attachment 1

Ticket Designator - TZA6

Section #	Origin	Destination	Applies To	TOT Commission
1	IAH, SFO	BJX, GDL, MEX, MTY	A,B,C,D,E,H,J,M,O,P,R,U,Y,Z	10%
2	DEN, IAD, IAH, SFO	Central & South America, Cuba, Dominican Republic, Jamaica, MX1: select Mexico mkts (see pg 5), Puerto Rico, Trinidad and Tobago	A,B,C,D,E,H,J,M,O,P,R,U,Y,Z	6%
3	Canada, US	Central & South America, Cuba, Dominican Republic, Jamaica, MX1: select Mexico mkts (see pg 5), Puerto Rico, Trinidad and Tobago	A,B,E,H,M,O,R,U,Y	16%
			P,Z	18%
			C,D,J	20%
4	Central & South America, Cuba, Dominican Republic, Jamaica, MX1: select Mexico mkts (see pg 5), Puerto Rico, Trinidad and Tobago	Canada, US	A,B,C,D,E,H,J,M,O,P,R,U,Y,Z	4%

Contract Rules

Notification

Commission is determined

1st by country of origin (US/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).

1. Example: ORD-MEX-IAH in C Class. Outbound O&D is ORD (US POO) to MEX 20%

Inbound O&D MEX to IAH 10% (use US POO to calculate commission %)

*PLEASE NOTE:

- Basic Economy fares are NOT eligible for commission

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Summary	<p>Section 1 - Bonus markets: 10% commission applies to trips originating in IAH or SFO and traveling to BJJ, GDL, MEX, MTY. - May include VW connections within 24 hours to cities in Mexico</p> <p>Section 2 - 6% commission applies to trips originating in DEN, IAD, IAH, SFO and traveling to Central and South America, Cuba, Dominican Republic, Jamaica, select Mexico cities (MX1 mkts - see page 5 for list of eligible cities), Puerto Rico, Trinidad and Tobago. - May include AD connections within 24 hours to cities in Brazil - May include VW connections within 24 hours to cities in Mexico</p> <p>Section 3 - 16%, 18%, 20% commission applies to trips originating in the US or Canada and traveling to Central and South America, Cuba, Dominican Republic, Jamaica, select Mexico cities (MX1 mkts-see page 5 for list of eligible cities), Puerto Rico, Trinidad and Tobago. - May include AD connections within 24 hours to cities in Brazil - May include VW connections within 24 hours to cities in Mexico</p> <p>Section 4 - 4% commission applies to trips originating in Central and South America, Cuba, Dominican Republic, Jamaica, select Mexico cities (MX1 mkts-see page 5 for list of eligible cities), Puerto Rico, Trinidad and Tobago. - May include AD on connections within 24 hours from Brazil - May include VW on connections within 24 hours from other cities in Mexico</p>
Ticketing Dates	<p>TO VIEW A FULL LIST OF QUALIFYING CITIES AND COUNTRIES GO TO "LATIN COUNTRIES" (page 5)</p> <p>Valid June 1, 2022 through May 31, 2023.</p>
Participating Carriers	<p>UNITED (UA) and regional carriers. Regional Carriers marketed by UA and operated by any of the following : Hawaiian Airlines (inter-island), Regional carriers DBA United Express, Train Service operated by Amtrak marketed UA.</p>

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Flight Application

- Commission is applicable on UA.
- At least one US, CA to/from Central/Latin America segment must be marketed and operated by UA
- Validating carrier is UA
- Valid for one-way, round-trip, circle-trip and open-jaw journeys.
- Travel to/from Central/Latin America or Mexico must be to/from US/CA to be eligible for incentive
- International published through fare booked in or begins with A, B, C, D, E, H, J, M, O, P, R, U, Y, Z

INTERLINE

- Applies to Central or South America and Mexico
- Excludes Cuba, Dominican Republic, Jamaica, Puerto Rico, Trinidad and Tobago
- Connection occurs in Central/South America and travel is to/from points in the US/CA.
- Connection is from UA to OAL and vice versa

BEYOND UNITED DESTINATIONS

AZUL (AD) LINHAS AEREAS BRASILEIRAS applies to sections 2, 3.

Normal TOT commission applies (no reduction) when connection is from UA to AZUL (AD) AND the US/CA to Brazil segment is marketed and operated by UA. Commission may be taken on AD as code-share or interline flights when all the following parameters are met:

- The connection is from United (UA) to Azul (AD) and vice versa.
- The connection point occurs at GIG (Rio de Janeiro); GRU (Sao Paulo) or VCP (Sao Paulo) and travel remains within South America to destinations not served by United (UA).
- The International published through fare is booked in or begins with the classes specified above.
- Sector fares on AD connecting within 24 hours are eligible for TOT commission

TRANSPORTES AEROMAR (VW) applies to sections 1, 2, 3

Normal TOT commission applies (no reduction) when connection is from UA to VW Transportes Aeromar AND the US/CA to Mexico segment is marketed and operated by UA. Commission may be taken on code-share or interline flights when all the following parameters are met:

- The connection is from United (UA) to Aeromar (VW) and vice versa.
- UA connecting to (VW) to/from Mexico via AGU, BJX, CME, CUU, MEX, GDL, MID, MLM, MTY, OAX, PBC, QRO, SLP, TAM, TLC, VER, VSA and travel remains within Mexico.
- The International published through fare is booked in or begins with the classes specified above.
- Sector fares on VW connecting within 24 hours are eligible for TOT commission.

OTHER AIRLINES (OA)

3% less commission may be claimed when OA Carriers (as codeshare or interline) are included on the ticket and the international through fare is booked in or begins with A, B, C, D, E, H, J, M, O, P, R, U, Y, Z

- Applies to sections 2 and 3 on the commission grid

FULL COMMISSION (4%) can be claimed for Interline when the international published through fare is booked in or begins with A, B, C, D, E, H, J, M, O, P, R, U, Y, Z and origination is in Central or South America or Mexico on VW or AD in Brazil or OA provided International segment is on UA.

- Applies to section 4 on the commission grid

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Eligibility	<p>Applies to published international 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 UA and 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, H, J, M, O, P, R, U, Y, Z - US/Canada to Caribbean, Mexico and Central/South America 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 is based on fare break or when sector fare is within 24 hours true O and D. See examples 6a and 6b.</p> <p>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 /UPxx (i.e. /UPDI /UPDZ, /UPDP) booked in A, C, D, J, O, P, R, Z and the fare basis code begins with A, B, C, D, E, H, J, M, P, U, Y, Z and rules below are met.</p> <p>AND</p> <p>/QYxx (i.e. QYFF or any type of QYxx) /8Dxx (i.e. 8D02, 8D05 or any type of 8Dxx) CPA+ and Propel levels 1-4 fares If booked in or the first letter of the fare basis code is A, B, C, D, E, H, J, M, 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. UPDI, 8D02, QYFF) must appear on the applicable segments - Include the valid ITOT TD (TZA6) in the tour code box - CPA+ (8Dxx), Propel levels 1-4 (8Dxx), QYxx and UPxx fares must be validated on UA (016)
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> <p>Combining qualifying incentive rates for the outbound and return segments, the applicable commission on each US, CA to Mexico, Central and South America and Caribbean segment will apply with respect to the outbound trip.</p> <ul style="list-style-type: none"> - US, CA Point of origin, if the return trip is not the same as the O/B, applicable commission on return is based on US Point of origin and O&D. <p>2. Example: EWR-GIG (C) 20% commission GIG-EWR (Z) 18% commission - travel originates EWR</p> <p>3. Example: GIG-DEN (C) 4% commission DEN-GIG (S) 0% commission - travel originates GIG</p> <ul style="list-style-type: none"> - IPOO is 4% for eligible classes <p>When utilizing qualifying sector fares in a US, CA to Central/Latin America trip*, the applicable commission on each segment will apply.</p> <p>THE US, CA TO LATIN SECTOR FARE MUST QUALIFY FOR COMMISSION.</p> <p>* This is a one-way true origin and destination flight segment</p> <p>4. Example: MKE-IAH (Z) 18% (connection within 24 hours) IAH-BOG (C) 20%</p> <ul style="list-style-type: none"> - true O&D MKE-BOG <p>5. Example: LAX-IAH (T) 0% (connection within 24 hours) IAH-GIG (C) 20%</p> <ul style="list-style-type: none"> - true O&D LAX - GIG <p>6. EXAMPLE; ABQ-IAH - SCL fare break at different points</p> <p>6a. ABQ-IAH-SCL (B)(stopover over 24 hours in IAH through fare) 20%</p> <p>6b. ABQ-IAH(H) 0%-SCL (B)(stopover over 24 hours and fare break in IAH)</p> <ul style="list-style-type: none"> - True O&D IAH-SCL 6% - Non-qualifying segments (OAL ineligible or non-qualifying classes) are permitted on the ticket at 0% commission. <ul style="list-style-type: none"> - Combining UA Perks Plus and TOT program is allowed.
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.
Ticketing Procedures	<p>Plating carriers: UA (016)</p> <p>Ticket Designator: Applicable code must be placed in appropriate location(s).</p> <p>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 TZA6 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)
Latin Countries	<p>CENTRAL AMERICA: Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama</p> <p>MX1 - SELECT MEXICO CITIES - AGU, BJX, CME, CUU, MEX, GDL, MID, MLM, MTY, OAX, PBC, QRO, SLP, TAM, TLC, VER, VSA (connections to other cities in Mexico via VW may be included.)</p> <p>SOUTH AMERICA: Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Guyana, Paraguay, Peru, Suriname, Uruguay, Venezuela</p> <p>CARIBBEAN COUNTRIES: Cuba, Dominican Republic, Jamaica, Puerto Rico, Trinidad and Tobago (No other Caribbean Countries are eligible.)</p>

Authorization Period: 6/1/2022 - 5/31/2023