

**TPAC JV Asia/Japan Consolidator Commission Program**

**Program Number: T-1251**

**Ticket Designator: LCE1**

**Version: 2 3 Dated: 29 May 2024**

For the purpose of this TPAC JV Asia/Japan Consolidator Commission Program (this “Program”), the parties shall be Delta, Korean Air, and Agency (each as defined below).

This Program contains confidential information belonging to Carriers (as defined below) that are party to this Program and its contents should not be disclosed to any person, including without limitation the Carriers who are parties under the Agreement (as defined below) but not party to this Program.

**A. Applicable Markets & Payment Scale**

Ticket on/after:	<b>01 June 2024</b>
Last ticketing date:	<b>31 October 2024</b>
Travel on/after:	23 July 2019
Travel Commence Date:	23 July 2019
Travel Complete Date:	N/A

**Fare Class Mapping by Marketing Carrier**

	Business						Premium Economy			DL Comfort +		Economy										
	First																					
<b>DL</b>	F	J	C	D	I	Z	P	A	G	W	S	Y	B	M	H	Q	K	L	U	T	X	V
<b>KE</b>	F	J	C	D	I	R			W			Y	B	M	S	H	E	K	L	U	Q	T

DL Transpacific Operated				
Travel Period	Origin	Destination	DL Fare Basis Code	PoS Incentive Commission (%)
<b>01JAN24 –31MAY24</b> <b>01SEPT24 -31DEC24</b>	US (except ATL)	KR, PH, HK, ID, KH, LA, MM, MN, MO, MY, PH, SG, TH, TW, VN	K-, L-, U-, T-, X-, V-	5%
<b>01JUN24 – 31AUG24</b>	US (except ATL)	KR, PH, HK, ID, KH, LA, MM, MN, MO, MY, PH, SG, TH, TW, VN	K-, L-, U-, T-, X-, V-	0%
<b>01JAN24 - 31DEC24</b>	US (except ATL)	KR, PH, HK, ID, KH, LA, MM, MN, MO, MY, PH, SG, TH, TW, VN	J-, C-, D-, I-, Z-, Y-, B-, M-, H-, Q-	0%
<b>01JAN24 - 31DEC24</b>	ATL	KR	J-, C-, D-, I-, X-, Y-, B-, M-, H-, Q-, K-, L-, U-, T-, X-, V-	0%
<b>01JAN24 – 31MAY24</b> <b>01SEPT24 - 31DEC24</b>	ATL	PH, HK, ID, KH, LA, MM, MN, MO, MY, PH, SG, TH, TW, VN	K-, L-, U-, T-, X-, V-	5%
<b>01JUN24 – 31AUG24</b>	ATL	PH, HK, ID, KH, LA, MM, MN, MO, MY, PH, SG, TH, TW, VN	K-, L-, U-, T-, X-, V-	0%
<b>01JAN24 – 31MAY24</b> <b>01SEPT24 - 31DEC24</b>	HNL	JP	U-, T-, X-, V-	5%
<b>01JUN24 – 31AUG24</b>	HNL	JP	U-, T-, X-, V-	0%

01JAN24 – 31MAY24 01SEPT24 - 31DEC24	US (except HNL)	JP	H-, Q-	0%
01JAN24 – 31MAY24 01SEPT24 - 31DEC24	US (except HNL)	JP	K-, L-, U-, T-, X-, V-	5%
01JUN24 – 31AUG24	US (except HNL)	JP	H-, Q-, K-, L-, U-, T-, X-, V-	0%
01JAN24 – 31MAY24 01SEPT24 - 31DEC24	US	JP (Interline)	H-, Q-	0%
01JAN24 – 31MAY24 01SEPT24 - 31DEC24	US	JP (Interline)	K-, L-, U-, T-, X-, V-	5%
01JUN24 – 31AUG24	US	JP (Interline)	H-, Q-, K-, L-, U-, T-, X-, V-	0%

KE Transpacific Operated			
Origin	Destination	KE Fare Basis Code	Point of Sale Incentive Commission (%)
ATL/WAS/BOS/DTT	KR	J-, C-, D-	0%
		I-, R-	5%
		Y-, B-, M-, S-, H-, E-, K-, L-, U-, Q-, T-	3%
US	KR	J-, C-, D-	0%
		I-, R-	5%
		Y-, B-, M-, S-, H-, E-, K-, L-, U-, Q-, T-	5%
LAX/NYC/SFO/SEA	HK, ID, KH, LA, MM, MN, MO, MY, PH, SG, TH, TW, VN	J-, C-, D-	0%
		I-, R-	7%
		Y-, B-, M-, S-, H-, E-, K-, L-, U-, Q-, T-	5%
US	HK, ID, KH, LA, MM, MN, MO, MY, PH, SG, TH, TW, VN	J-, C-, D-	0%
		I-, R-	5%
		Y-, B-, M-, S-, H-, E-, K-, L-, U-, Q-, T-	5%
HNL	JP	L-, U-, Q-, T-	10%
US	JP	S-, H-, E-, K-, L-, U-, Q-, T-	10%

## B. General Terms and Conditions

This Program is issued under your U.S./Canada Consolidator Agreement (the "Agreement") between you ("Agency"), Delta Air Lines, Inc. ("Delta" or "DL"), Societe Air France ("Air France" or "AF"), Koninklijke Luchtvaart Maatschappij N.V. ("KLM"), Virgin Atlantic Airways Limited ("Virgin Atlantic" or "VS"), Aerovias de Mexico S.A. de C.V. ("Aeromexico" or "AM"), and Korean Air Lines, Co., Ltd. ("Korean Air" or "KE"). This Program is subject to the terms and conditions of the Agreement, which are expressly incorporated in this Program by reference, as well as the terms and conditions as further set forth in this Program document.

### C. Origin & Directionality

Eligible fare and travel under this Program must have a US point of sale and include the points of origin and directionality specified in the charts set forth above and as specified below in the "Market Definition" section. As used herein, "US" means the 50 states comprising the United States of America plus the District of Columbia, but specifically excluding Puerto Rico and the US Virgin Islands.

### D. Applicable Carrier(s)

1. All travel must be on DL, or KE marketed/operated flights unless otherwise specified below. Routing and valid connecting points are reflected in the GDS fare quote systems.
2. Fares and travel are valid via flights operated by the "Delta Connection" carriers.
3. Commission is NOT valid on DL codeshare flights operated by KE.
4. Commission is NOT valid on KE codeshare flights operated by DL.
5. Asia Interline Travel: Other airlines ("OA") are allowed, and commission applies provided it's booked as a married segment from origin to destination and published THROUGH fares are utilized from the origin to the DL/KE gateway in Japan and Korea, provided that the final point is also within Asia. NH is only allowed for travel within Japan.

### E. Commission Qualification Terms

1. Tickets must be plated on DL (006), or KE (180).
2. Tickets must be issued in USD.
3. Tickets must be issued in the US.
4. If plating on DL (006): Tickets must state "Non-Endorsable – Refundable by Delta-Issuing Agency Only".
5. If plating on KE (180): Tickets must state "Non-Endorsable - Refundable by Korean Air-Issuing Agency Only".
6. Commissions must be calculated against a published base fare excluding any taxes, fees or YQ/YR surcharges. Published fare rules apply and all applicable fees, surcharges, taxes, etc. must be collected by Agency.
7. Commission compensation must be taken at point of sale. Retroactive commission may not be claimed.
8. Tickets refunded, exchanged or used on OA are subject to recall of commission.
9. All travel must include a DL/KE operated flight that crosses the Pacific Ocean unless stated in the above terms/conditions.
10. Itineraries in which the fare breaks are commissionable in three instances:
  - a. when US gateways are used as connecting points and that point is eligible for commission when considered as an origin point and the connecting time is not more than 24 hours; or
  - b. when the itinerary includes DL/KE operated flights and the fare breaks in HND and the connecting time is no more than 24 hours; or
  - c. when the itinerary is US-ICN and it includes DL/KE operated flights over the water flying directly to ICN and the fare breaks and the connecting time is no more than 24 hours.
  - d. Except: Commission is NOT valid on DL codeshare flights operated by KE or KE codeshare flights operated by DL.
11. For any routing where multiple commission percentages apply, the lowest applicable commission percentage shall be used for the entire itinerary, excluding US – Japan travel.
  - a. Excluding US-Asia travel on Any KE flights operated by KE.
12. Open Jaw Returns: If travel originates in US, it is commissionable and combinable with open jaw returns from Asia. For example: (DL) LAX-PVG (KE) BKK-LAX12.
13. For Asia only, commission is allowed when OA is used if over the water is on DL/KE operated flights and a ticket is issued with a through fare.
14. Commission is based off of the fare basis code (FBC), i.e. the first letter in the FBC. For example, for FBC QHX99NC, commission may be claimed in accordance with Q class.

### F. Market Definition

1. The following countries shall be considered "Asia": Hong Kong (HK), Indonesia (ID), Japan (JP), Cambodia (KH), Korea (KR), Laos (LA), Myanmar (MM), Mongolia (MN), Macau (MO), Malaysia (MY), Philippines (PH), Singapore (SG), Thailand (TH), Taiwan (TW), Vietnam (VN).
2. For any of the above countries to be permitted, all applicable rules contained herein must be satisfied.

### G. Exceptions

Commission may not be taken pursuant to this Program for the following:

1. Infant, student, military, government, VUSA, group block space or standby fares
2. Negotiated fares, corporate travel, corporate discounted fares or any other special pricing/commission programs
3. Tickets where Delta Equity Card (series beginning with 1556) is used in whole or in part as the form of payment
4. Split ticketing (Entire itinerary must be issued on the same ticket)

5. Fare breaks unless specified below:
  - a. Permissible fare breaks: For tickets plated on Delta ticket stock (006) only. The commission is valid on the US domestic sector ONLY in conjunction with an international published local fare, where the GDS has established the lowest applicable fare is the combination of the two point-to-point fares (i.e. STL-LAX & LAX-HND separate fares, vs STL-HND through fare) and the O&D is booked as a "married segment". Entire itinerary must be issued on the same ticket.
6. Basic Economy
7. Any Delta web fares with fare basis code containing "PVN" and/or "PVR". Example: ULXPVN1
8. Prepaid tickets

#### **H. Special Conditions**

1. The term of this Program is effective as of the Ticket Effective Date and shall continue until the Ticketing Expiration Date set forth above, unless earlier terminated in accordance with this Program document or the Agreement.
2. This Program is subject to change or termination on 24 hours advance notice by any party.
3. This Program, including all terms and conditions contained in this Program document, is deemed confidential information of the Carriers. Any access to or disclosures of such confidential information shall be subject to Agency's confidentiality obligations set forth in the Agreement.
4. Economy-class fares that feature an automatic upgrade option are commissionable at the applicable economy-class commission rate.
5. All published fare rules apply.
  - a. Exception (KE): From the US to Korea, for all fares, the first inbound change is free of charge.
6. For DL ticket stock only: This Program T-1251 is combinable with any other 1000 series commission program.
7. For KE ticket stock only: This Program T-1251 is combinable with any other UPC series.