

TPAC JV Asia/Japan Consolidator Commission Program

Program Number: T-1251

Ticket Designator: LCE1

Version: 25 Dated: 02 July 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:	01 June 2024
Last ticketing date:	31 October 2024
Travel on/after:	23 July 2019
Travel Commence Date:	23 July 2019
Travel Complete Date:	N/A

Fare Class Mapping by Marketing Carrier

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

DL Transpacific				
Travel Period	Origin	Destination	DL Fare Basis Code	PoS Incentive Commission (%)
01JAN24 –31MAY24 01SEPT24 -31DEC24	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%
01JAN25 –31MAY25 01SEPT25 -31DEC25				
01JUN24 – 31AUG24 01JUN25 – 31AUG25	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%
01JAN24 - 31DEC24 01JAN25 - 31DEC25	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%
01JAN24 - 31DEC24 01JAN25 - 31DEC25	ATL	KR	J-, C-, D-, I-, X-, Y-, B-, M-, H-, Q-, K-, L-, U-, T-, X-, V-	0%

01JAN24 –31MAY24 01SEPT24 -31DEC24 01JAN25 –31MAY25 01SEPT25 -31DEC25	ATL	PH, HK, ID, KH, LA, MM, MN, MO, MY, PH, SG, TH, TW, VN	K-, L-, U-, T-, X-, V-	5%
01JUN24 – 31AUG24 01JUN25 – 31AUG25	ATL	PH, HK, ID, KH, LA, MM, MN, MO, MY, PH, SG, TH, TW, VN	K-, L-, U-, T-, X-, V-	0%
01JAN24 –31MAY24 01SEPT24 -31DEC24 01JAN25 –31MAY25 01SEPT25 -31DEC25	HNL	JP	U-, T-, X-, V-	5%
01JUN24 – 31AUG24 01JUN25 – 31AUG25	HNL	JP	U-, T-, X-, V-	0%
01JAN24 –31MAY24 01SEPT24 -31DEC24 01JAN25 –31MAY25 01SEPT25 -31DEC25	US (except HNL)	JP	H-, Q-	0%
01JAN24 –31MAY24 01SEPT24 -31DEC24 01JAN25 –31MAY25 01SEPT25 -31DEC25	US (except HNL)	JP	K-, L-, U-, T-, X-, V-	5%
01JUN24 – 31AUG24 01JUN25 – 31AUG25	US (except HNL)	JP	H-, Q-, K-, L-, U-, T-, X-, V-	0%
01JAN24 –31MAY24 01SEPT24 -31DEC24 01JAN25 –31MAY25 01SEPT25 -31DEC25	US	JP (Interline)	H-, Q-	0%
01JAN24 –31MAY24 01SEPT24 -31DEC24 01JAN25 –31MAY25 01SEPT25 -31DEC25	US	JP (Interline)	K-, L-, U-, T-, X-, V-	5%
01JUN24 – 31AUG24 01JUN25 – 31AUG25	US	JP (Interline)	H-, Q-, K-, L-, U-, T-, X-, V-	0%

KE Transpacific			
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 via DL/KE codeshare flights unless specified below in “Commission Qualification Terms”.
4. 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 the 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 Any DL flights operated by DL, Any KE flights operated by KE that cross 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 Any DL flights operated by DL, Any KE flights operated by KE 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 Any DL flights operated by DL, Any KE flights operated by KE over the water flying directly to ICN and the fare breaks and the connecting time is no more than 24 hours.
11. For any routing where multiple commission percentages apply:
 - a. DL: For any routing where multiple commission percentages apply, the lowest applicable commission percentage shall be used for the entire itinerary, excluding US – Japan travel.
 - b. KE: For any routing where multiple commission percentages apply, each eligible commission per leg can be combined.
12. Open Jaw Returns: If travel originates in the US, it is commissionable and combinable with open jaw returns from Asia. For example: (DL) LAX-PVG (KE) BKK-LAX-
13. For Asia only, commission is allowed when OA is used if over the water is on Any DL flights operated by DL, Any KE flights operated by KE 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.
[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.