

TPAC JV Asia/Japan Consolidator Commission Program

Program Number: T-1251

Ticket Designator: LNCE1

Version: 17 Dated: 15 March 2023

For the purpose of this Commission program, the parties shall be Delta, Korean Air, and the Agency.

This program contains confidential information belonging to Carriers 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 Consolidator Agreement but not party to this program).

Applicable Markets & Payment Scale

Ticket on/after:	23 July 2019
Last ticketing date:	31 October 2023
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			Economy										
DL	F	J	C	D	I	Z	P	A	G	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

Origin	Destination	DL Fare Basis Code	KE Fare Basis Code	Point of Sale Incentive Commission (%)
ATL/WAS/DTT/BOS	KR	I,Z	I,R	5%
ATL/WAS/DTT/BOS	KR	W,S,Y,B,M,H,Q,K,L,U,T,X,V	W,Y,B,M,S,H,E,K,L,U,Q,T	3%
CHI/DFW/MSP/LAS	KR	I,Z,W,S,Y,B,M,H,Q,K,L,U,T,X,V	I,R,W,Y,B,M,S,H,E,K,L,U,Q,T	5%
LAX/NYC/SFO	KR	I,Z	I,R	5%
LAX/NYC/SFO	KR	W,S,Y,B,M,H,Q,K,L,U,T,X,V	W,Y,B,M,S,H,E,K,L,U,Q,T	5%
SEA	KR	I,Z	I,R	5%
SEA	KR	W,S,Y,B,M,H,Q,K,L,U,T,X,V	Y,B,M,S,H,E,K,L,U,Q,T	5%
US	KR	I,Z,W,S,Y,B,M,H,Q,K,L,U,T,X,V	I,R,W,Y,B,M,S,H,E,K,L,U,Q,T	5%
LAX/NYC/SFO	PH	I,Z	I,R	10%
LAX/NYC/SFO	PH	W,S,Y,B,M,H,Q,K,L,U,T,X,V	W,Y,B,M,S,H,E,K,L,U,Q,T	5%
LAX/NYC/SFO/SEA	Asia (except JP,PH)	I,Z	I,R	7%

LAX/NYC/SFO/SEA	Asia (except JP,PH)	W,S,Y,B,M,H,Q,K,L,U,T,X,V	W,Y,B,M,S,H,E,K,L,U,Q,T	5%
US	Asia (except JP,KR)	I	I	5%
US	Asia (except JP,KR)	Z,W,S,Y,B,M,H,Q,K,L,U,T,X,V	R,W,Y,B,M,S,H,E,K,L,U,Q,T	5%
HNL	JP	U,T,X,V	L,U,Q,T	10%
US	JP	I,Z***	I,R	10%
US	JP	A,G***	W	10%
US	JP	W,S,H,Q,K,L,U,T,X,V	S,H,E,K,L,U,Q,T	10%
US	JP (Interline)	I,Z,A,G,W,S,H,Q,K,L,U,T,X,V	I,R,W,S,H,E,K,L,U,Q,T	9%

***Please see exceptions

Origin & Directionality

1. Origin: As specified above excludes Puerto Rico and the US Virgin Islands
2. Directionality: As specified below (Market Definition)
3. Point of Sale: US

Carrier

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 code share flights unless specified below.
4. Commission is valid on DL code share flights operated by KE.
5. Commission is valid on KE code share flights operated by DL.
6. Asia Interline Travel: OAL 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.

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 OAL 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.
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
12. Open Jaw Returns: If travel originates in USA, it is commissionable and combinable with open jaw returns from Asia Ex. (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 marketed/operated flights and a ticket is issued with 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."

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.

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
9. **BLACKOUT DATES: All travel from origin US to destination JP on D1 (DL:I,Z and KE:I,R) and DPS (DL: A,G and KE: W) for travel dates 01MAY23 through 31JUL23 will not be eligible for commission (commission discounted to 0%)**

Special Conditions

1. This agreement is subject to change or cancellation on 24 hours advance notice by either party
2. This agreement is strictly confidential. Any disclosures of the fares or terms contained herein to passengers or persons not approved by Delta or Korean Air, constitute a breach of this confidentiality, which will result in immediate cancellation of this agreement
3. Economy-class fares that feature an automatic upgrade option are commissionable at the applicable economy-class commission rate
4. All published fare rules apply
5. For DL ticket stock only: Program T-1251 is combinable with any other 1000 series commission program
6. For KE ticket stock only: Program T-1251 is combinable with any other UPC series