

T-1251 Transpacific Asia/Japan Commission Program

Version: 4 Dated: 25 October 2018

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).

Ticket on/after:	25 October 2018
Last Ticketing Date:	31 December 2018
Travel on/after:	25 October 2018
Travel Commence Date:	25 October 2018
Travel Complete Date:	N/A
Ticket Designator	LNCE1

Applicable Markets & Payment Scale

Origin	Destination	DL Fare Class	KE Fare Class	Point of Sale Commission
ATL/LAS/WAS	KR	P,F	P,F	5%
ATL/LAS/WAS	KR	J,C,D,I,Z	J,C,D,I,R	5%
ATL/LAS/WAS	KR	W,Y,B,M,H,Q,K,L,U,T,X,V	Y,B,M,S,H,E,K,L,U,Q,N,T	3%
HOU	KR	P,F	P,F	5%
HOU	KR	J,C,D,I,Z	J,C,D,I,R	5%
HOU	KR	W,Y,B,M,H,Q,K,L,U,T,X,V	Y,B,M,S,H,E,K,L,U,Q,N,T	5%
CHI/DFW/LAX/NYC/SFO/SEA/MSP/DTW	KR	P,F	P,F	5%
CHI/DFW/LAX/NYC/SFO/SEA/MSP/DTW	KR	J,C,D,I,Z	J,C,D,I,R	5%
CHI/DFW/LAX/NYC/SFO/SEA/MSP/DTW	KR	W,Y,B,M,H,Q,K,L,U,T,X,V	Y,B,M,S,H,E,K,L,U,Q,N,T	5%
US	KR	P,F	P,F	5%
US	KR	J,C,D,I,Z,W,Y,B,M,H,Q,K,L,U,T,X,V	J,C,D,I,R,Y,B,M,S,H,E,K,L,U,Q,N,T	7%
US	HKG/VN	P,F	P,F	5%
US	HKG/VN	J,C,D,I,Z,W,Y,B,M,H,Q,K,L,U,T,X,V	J,C,D,I,R,Y,B,M,S,H,E,K,L,U,Q,N,T	5%
	ASIA (EXCEPT JP, HK, KR, VN)	P,F	P,F	5%
US	ASIA (EXCEPT JP, HK, KR, VN)	J,C,D,I	J,C,D,I	10%
US	ASIA (EXCEPT JP, HK, KR, VN)	Z,W,Y,B,M,H,Q,K,L,U,T,X,V	R,Y,B,M,S,H,E,K,L,U,Q,N,T	5%
US	ASIA (EXCEPT JP)	A,G	W	15%
HNL	JP	U,T,X,V	U,Q,N,T	20%
DTW	NRT	A,G	W	10%
US	JP	J,C,D,I,Z	P,F , J,C,D,I,R	12%
US	JP	W,Y,B,M,H,Q,K,L,U,T,X,V	Y,B,M,S,H,E,K,L,U,Q,N,T	10%
US	JP	A,G	W	15%
US	JP (Interline)	J,C,D,I,Z,W,Y,A,G,B,M,H,Q,K,L,U,T,X,V	J,C,D,I,R,Y,B,M,W,S,H,E,K,L,U,Q,N,T	9%

Origin & Directionality

- 1.Origin: As specified above.
- 2.Directionality: As specified above.
- 3.Point of Sale: U.S.
- 4.For the purposes of this program, the following countries shall be considered "Asia": HK, ID, JP, KH, KR, LA, MM, MN, MO, MY, PH, SG, TH, TW, VN
- 5.For any of the above countries to be permitted, all applicable rules contained herein must be satisfied.

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 unless otherwise specified below.
- 2. Commission is not valid via DL/KE code share flights unless specified below.
- 3. Commission is valid on DL code share flights operated by KE.
- 4. Commission is valid on KE code share flights operated by DL.
- 5. OAL are allowed where “interline within Japan” (interline example: NH) is specified from origin to the Delta gateway cities in Asia (i.e. NRT)

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 US
- 4. Tickets must state “Non-Endorsable – Refundable by Delta/ /Korean Issuing Agency Only”. Note: Ticket Designator is OK to be placed in either Ticket Designator Box, Tour Code Box or Endorsement Box as long as it is clearly stated.
- 5. Commissions must be calculated against base fare prior to any taxes, airport fees, customs user fees, passenger facility charges or other similar charges.
- 6. Commission compensation must be taken at point of sale. Retroactive commission may not be claimed.
- 7. Tickets refunded, exchanged or used on OAL are subject to recall of commission.
- 8. All travel must include a DL/KE operated flight that crosses the Pacific Ocean unless stated in the above terms/conditions.
- 9. 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 NRT/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.
- 10. For any routing where multiple commission percentages apply, the lowest applicable commission percentage shall be used for the entire itinerary
- 11. Open Jaw Returns: As long as travel originates in USA, it is commission-able and combinable with open jaw returns from Asia Ex. (DL) LAX-PVG (KE) BKK-LAX
- 12. For interior Japan only, commission is allowed when OA is used as long as over the water is on DL and a ticket is issued with through fare.

Market Definition:

Asia: Scheduled flights to/from the listed Asia Countries

Exceptions:

- 1. Infant, student, military, VUSA, or standby fares.
- 2. Blocked group space.
- 3. Negotiated fares, corporate travel, corporate discounted fares or any other special pricing/commission programs.
- 4. For DL only: Basic economy fares are not eligible for commission
- 5. Commission eligible on other programs with products discounted at 0%
- 6. Commission is based on fare class with the exception of Comfort Plus cabin, which will be based on the booking class (W Class) not of a fare basis code to provide our partners an opportunity to earn more commission. All other fares will claim commission based on the 1st letter of the fare basis code

Special Conditions

- 1. This agreement is subject to change or cancellations 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, constitutes a breach of this confidentiality, which will result in immediate cancellation of this agreement.

Restrictions

- 1. All published fare rules apply.
- 2. Economy-class fares that feature an automatic upgrade option are commissionable at the applicable economy-class commission rate.
- 3. For DL ticket stock only: Program 1251 is combinable with any other 1000 series commission program.
- 4. For KE ticket stock only: Program 1251 is combinable with any other UPC series