Extended Until April 30 2022

No Commission allowed on Travel Dates Between 15NOV and 25 DEC 2022

FY 2021 - 2022 Front-End Incentive Program
Ticketing Period: May 1, 2021 – March 31, 2022
Travel Period: OPEN

The Travel Society
650 Cherry Street, Suite 200
Denver, CO 80246

****** CONFIDENTIAL ******

ONLINE - Eastbound	Booking Class (RBD)	Front End Incentive
USA online gateway to QR online network (excluding DOH)	J	22%
	C/D	19%
	I-Reg*	14%
	I-Promo** / R	9%
	Y	12%
	B/H/K/M/L/V/S/N	9%
	Q/T/O	4%
	W	0%
OFFLINE- Eastbound	**Booking Class (RBD)**	**Front End Incentive**
USA offline gateway to QR online network (excluding DOH)	J	22%
	C/D	19%
	I-Reg*	14%
	I-Promo** / R	7%
	Y	5%
	B/H/K/M/L/V/S/N	5%
	Q/T/O	3%
	W	0%
ONLINE / OFFLINE to DOH	**Booking Class (RBD)**	**Front End Incentive**
USA online/offline gateway to DOH	J	9%
	C / D	9%
	I-Reg*	4%
	I-Promo** / R	4%
	Y	2%
	B/H/K/M/L/V/S/N	2%
	Q/T/O	0%
	W	0%
ONLINE / OFFLINE- Westbound	**Booking Class (RBD)**	**Front End Incentive**
QR online & offline network to US online & offline gateway	All RBDs	0%

Randall S. Yaroch

Cross-Border / SOTO	Booking Class (RBD)	Front End Incentive
QR online & offline network to QR online & offline network (excluding USA)	All RBDs	0%

Additional Information:

* I-Reg - Regular fares contain _***R5R1***_ in the fare basis code.

I-Promo - Promo Fares contain _*USP***_ in the fare basis code.

US online gateway: All USA online gateways operated by QR aircraft
US offline gateway: All US commercial airports except for QR online gateways
QR online network: All QR operated/marketed sectors in Area 2 and 3
QR offline network: All non-QR operated/marketed sectors in Area 2 and 3
Cross-Border (SOTO): Travel between non USA cities within the QR network.

Offline Market:

- Must price as a through fare.
- US Domestic: Book QR codeshare partners AA/AS/B6 and/or use published fare routings.
- See GDS for QR network offline partners outside of US.

Ticketing Instructions:

1. All tickets must be issued on Qatar Airways (157) ticket stock.
2. All tickets must be issued in the United States in accordance with Airlines Reporting Corporation (ARC) procedures.
3. Valid on QR Published Fares.
4. All Published Fare Rules will apply.
5. Published Fare incentives apply on base fare only (excludes YQ & all taxes).
6. Specified incentive levels must be claimed as a Front-End commission at the time of ticketing.
7. Incentive is NOT valid in conjunction with any other discounts.
8. BT/IT in fare box is NOT permitted.
9. NO incentive will apply if GDS auto-prices with a message “PRIVATE FARE APPLIED & ISSUE SEPARATE TICKETS”.
10. Applicable incentive will be recalled for refunded sectors.
11. Front-End Incentives are not applicable on Infant fares.
12. Debit memos must be paid or disputed within 30 days via ARC Memo Manager
13. Authorized IATA’s: Only those IATA’s listed in Terms & Conditions Section 2 are authorized to utilize these agreed discounts. Written approval must be received from Qatar Airways to add any new IATA’s for booking and/or ticketing.

TERMS AND CONDITIONS – Time of Ticketing Incentives:

1. Eligible Flights: Flights on Qatar Airways' network purchased during this period based on rules and conditions offered as part of supplementary commission, subject to the below stipulations:

2. Travel Agent:

Travel Agent	IATA Code / Branch Location
The Travel Society	06-55663-1

All booking and ticketing shall be done through the above stated Travel Agent(s) only. Adherence to fare rules and authorized ticketing procedures is a condition for the applicability of the commission offered.

3. Terms & Conditions for Supplementary Commission Proposal

- Any Agent who use online or internet based marketing, selling and retailing tools for Qatar Airways ticketing shall display the following in their booking engines, tools, and sales processes: Qatar Airways' operating identity, class of travel and Total Price[1]. In addition the Agent shall display separately and clearly any charges or administrative and/or convenience fees related to services provided by the Agent.

- On comparison websites (e.g. meta-search engines, etc.), the Agent shall ensure that the price displayed is the Total Price, and is inclusive of all Taxes, surcharges and applicable fees.

- The Agent undertakes not to use online or internet based marketing in any form involving the utilization of search engine marketing, of any kind, not limited to search engine optimization, to direct customers to their website(s) by using the name of Qatar Airways, the name of any of its brands or any words similar thereto, including without limitation the following key words: Air Qatar, Qatar, Qatar Air, Qatar air ways, Qatar Airlines, Qatar Airway, Qatar Airways, Qatar-Airways, 000www.qatarairways.com, Qatar air lines, qatarairways.com, qatarairways, katar airways, qr, katar airline, katar airlines, katar airline, qr.com.

- The Agent and any Qualifying Agent Office included under the proposal will comply, at all times with Qatar Airways' directions, rules and regulations which are in place from time to time regarding the use of booking classes, ticketing rules, abuse in various Computer Reservation Systems ("**CRS**") used by Qatar Airways. In the event of serious or repeated misuse by the Agent or Qualifying Agent Offices of any such CRS rules and/or regulations, Qatar Airways reserves the right to claim from the Agent or Qualifying Agent Office any excessive CRS charges levied upon Qatar Airways as a result of the Agent or Qualifying Agent Office's misuse of the CRS systems.

- The Agent will be responsible for all bookings made by Qualifying Agent Offices, affiliates or sub-agents. This responsibility includes the payment of debit memos issued for ticketing of bookings that are deemed abusive or otherwise in violation of applicable fare and ticketing rules. Qatar Airways will debit the Agent for the values of lost revenue caused due to abuse or fare/ticketing rule violations, plus an administrative fee through an ADM. Qatar Airways will use commercially reasonable efforts to identify and cancel abusive bookings prior to their ticketing and the Agent agrees to defend, hold harmless and indemnify Qatar Airways against any and all claims made by passengers whose bookings are cancelled following the discovery of any such abuse.

- The use of Qatar Airways' name or logo by the Agent or any sub-agent for any unauthorized promotion or activity in relation to the fares available under this proposal is prohibited.

[1] **Total Price** means the price of the ticket including base fare, *Taxes*, mandatory fees and surcharges

- No Agent, or sub-agent, unless express prior written consent has been given by Qatar Airways, shall be authorized to engage in any manner or capacity in the selling, marketing, advertising, display or distribution of Qatar Airways air transportation products, fares or services, including, without limitation, booking active or passive segments, claiming any Qatar Airways segments in any computer reservation system and issuing 157 traffic documents, schedules, seat availability and related information pertaining to the flights operated and marketed by Qatar Airways through any direct or indirect method utilizing the internet or world wide web. Agents are permitted to use the internet or world wide web to provide private portal access for its authorized sub-agents provided such access is conducted through a secure, password-protected website directed to, and accessible only by, such sub-agents, and outside of the public domain. Tour operator fares may be made available for online sales in the public domain only to be sold as a package with proof of hotel voucher.

- Any violations of the above mentioned clause shall be deemed a material breach of this proposal and invoke Qatar Airways' right (but not obligation) to terminate the proposal immediately and/ or exercise any other rights and remedies available to Qatar Airways whether in law or equity, including blocking the Agent and / or its sub-agent from accessing Qatar Airways' flight inventory.

OBLIGATIONS OF QATAR AIRWAYS

- Qatar Airways will provide the Agent in key locations with an account manager for local liaison purposes. Qatar Airways will also provide a central point of contact if required.
- Qatar Airways will communicate all destinations and relevant information and changes to its key products to the Agent on a regular basis.
- Qatar Airways will regularly update the Agent on its flown revenue performance.

4. Confidentiality: Both Parties agree to keep any and all information and data of any nature received by the other Party in connection with this proposal strictly confidential. Both Parties shall use any and all such information and data solely for the purposes set forth in this proposal. Neither Party shall disclose such information or data to its employees or any third party, unless (i) with the other Party's prior written consent, (ii) to its own employees on a need to know basis, or (iii) as required by applicable law (provided that the other Party shall be informed reasonably in advance of such requirement).

IN WITNESS WHEREOF, the Parties hereto have caused this Agreement to be executed by their duly authorized officers who represent to each other and both Parties that each is employed in the capacity indicated below and has the unequivocal authority to execute and deliver this Agreement, which shall be effective as of the date first above written.

For and on behalf of:
Qatar Airways

Name: Catherine Sych
Title: Sales Manager, TMC and Retail Accounts- USA

For and on behalf of:
The Travel Society

Randall S. Yaroch

Name: MaryJo Camaren
Title: V.P. Operations and Vendor Management

Randall S. Yaroch
Owner & Managing Director
04 May 2021