

**TIME OF TICKETING COMMISSION PROGRAM**

**PACIFIC**

**CONFIDENTIAL**

**THE TRAVEL SOCIETY**

**Attachment 1**

**06556631**

Ticket Designator - TZA4				
Section #	Origin	Destination	Applies To	TOT Commission
1	Canada, US	China	A,B,E,H,M,O,R,U,Y	18%
			C,D,J,P,Z	20%
2	DEN, IAD, IAH, SFO	Australia, French Polynesia, New Zealand, South Korea and beyond**	A,P,R,Z	10%
			B,C,D,E,H,J,M,O,U,Y	12%
3	Canada, US	Australia, French Polynesia, New Zealand, South Korea and beyond**	A,B,E,H,M,O,P,R,U,Y,Z	18%
			C,D,J	20%
4	China	Canada, US	A,B,C,D,E,H,J,M,O,P,R,U,Y,Z	12%
5	Australia, French Polynesia, New Zealand, South Korea	Canada, US	A,B,C,D,E,H,J,M,O,P,R,U,Y,Z	8%

**Contract Rules**

**Notification**

Commission is determined

1st by country of origin (US/CA Point of Origin - POO or International Point of Origin - IPOO)

2nd by Outbound (O/B) Origin/Destination (O&D) and Inbound (I/B) Origin/Destination (O&D)

EXAMPLE 1: ORD-SYD-SFO C Class. Outbound O&D is ORD (US POO) to SYD 20%.

Inbound O&D SYD to SFO 12% (use US POO to calculate %)

**\*\* TRANSPACIFIC TO POINTS BEYOND - RULES**

- Transpacific flight must be UA operated and marketed.

- Travel beyond the Pacific gateway on OA to any country other than the following :

GUM (0% commission) or BN, HK, ID, JP, KH, LA, MM, MN, MY, PH, SG, TH, TW, VN (these countries qualify for JV Pacific TOT)

- Interline rules apply. See FLIGHT APPLICATION INTERLINE

- Through international fares - applicable commission less 3% to include OA.

EXAMPLE 2: SFO - HKG (UA) - BLR (KA) through fare C class 9% commission

-UA transpacific with OA sector fare - connection within 24 hours true O & D considered, applicable commission for POO to connection and 0% commission for OA sector fare.

EXAMPLE 3: SFO - HKG (UA) - BLR (KA) fare break HKG, commission 12% SFO-HKG, 0% HKG - BLR

-IPOO 8% or 12% through fare, to US/CA no deduction for OA

**\*PLEASE NOTE:**

- Basic Economy fares are NOT eligible for TOT commission

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Summary	<p>Section 1 applies to trips originating in the US or Canada to traveling to China provided travel is across the Pacific Ocean on UA.</p> <p>Section 2 applies to trips originating in DEN, IAD, IAH, SFO traveling to Australia, French Polynesia, New Zealand, South Korea or beyond excluding countries/cities noted in Notification section provided travel is across the Pacific Ocean on UA.</p> <p>Section 3 applies to trips originating in the US or Canada except DEN, IAD, IAH, SFO traveling to Australia, French Polynesia, New Zealand, South Korea or beyond excluding countries/cities noted in Notification section provided travel is across the Pacific Ocean on UA.</p> <p>Section 4 applies to trips originating in China traveling to the US or Canada provided travel is across the Pacific Ocean on UA.</p> <p>Section 5 applies to trips originating in Australia, French Polynesia, New Zealand, South Korea to the US and International points of origin (IPOO), excluding countries/cities noted in Notification section traveling to the US or Canada provided travel is across the Pacific Ocean on UA.</p>
Ticketing Dates	Valid June 1, 2022 through May 31, 2023
Travel Dates	Published fare rules apply
Participating Carriers	<p>UNITED (UA) and regional carriers.</p> <p>Regional Carriers marketed by UA and operated by any of the following :  Hawaiian Airlines (inter-island),  Regional carriers DBA United Express, Train Service operated by Amtrak marketed UA.</p> <p>Transpacific codeshare flights operated by Alliance or OA carriers are eligible for 0% commission</p>

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## Flight Application

- Commission is applicable on UA published fares only.
- At least one US, CA to Pacific segment must be marketed and operated by UA.
- Tickets must be validated on UA.
- Valid for one-way, round-trip, circle-trip and open-jaw journeys.
- Transpacific travel must be to/from USA or CA to be eligible for incentive
- Applies to International published through fares booked in or begins with A, B, C, D, E, H, J, M, O, P, R, U, Y, Z

## INTERLINE

Transpacific sector must be marketed and operated by UA.

Commission may be claimed when non-Participating Carriers (OAL) are included on ticket

(as codeshare or interline) and connection is from a Participating Carrier to OAL and vice versa .

Applies to International through fares, destinations listed on this program and the JV Pacific TOT program to countries beyond.

3% less commission when Published through fare is booked in or begins with A, B, C, D, E, H, J, M, O, P, R, U, Y, Z.

- Applies to points beyond when travel originates in CA, US.
- Applies to sections 1, 2 and 3 on the commission grid.

8% or 12% (Full commission) can be claimed for Interline when the international published through fare is booked in or begins with A, B, C, D, E, H, J, M, O, P, R, U, Y, Z and the ticket originates outside US/CA and UA is the transpacific carrier.

- Applies to sections 4 and 5 on the commission grid
- Applies to points beyond when I/B is US/CA

## Eligibility

Applies to international through fares. (Not valid on trip within a trip.)

Applies to stopover charges and differential when applicable .

Applies to International through fares when combined with sector fares (point-to-point) and the following rules are met:

- Must be operated by UA and their Regional carriers
- Connecting time must be within 24 hours of International portion of the journey
- Valid when booked in or begins with A, B, C, D, E, F, H, J, M, P, U, Y, Z
- TRANSPACIFIC SECTOR FARE MUST QUALIFY FOR COMMISSION

If sector fares (UA or OA) do not meet the parameters above, they may be included on the ticket at 0% commission.

Commission based on fare break or when sector fare is within 24 hours true O & D. See examples 5a and 5b.

International Time of Ticketing (ITOT) may NOT be applied on any segment with net fares, corporate discounts, negotiated group rates, air pass programs, United PassPlus negotiated fares/discounts, Propel level 5, senior citizen, emigrant, journalist, military, missionary, student, discount coupons, travel certificates, government fares, crew rotation fares, two-for- one offers and the like or discount programs of any type including fares that price with "/ticket designator" (such as /UAF, /8N02).

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Eligibility Exceptions	<p>Commission may be claimed on fares using these Ticket Designators :                  /FLX3/FLEX/PFLX/FL01                  /8Dxx (i.e. 8D02, 8D05 or any type of 8Dxx) CPA+ and Propel levels 1-4 fares when rules below are met.</p> <p>AND any of the following type Ticket Designators:</p> <p>/AMxx, /EMxx, /KYxx, /QYxx, /WEBx, /TMCx, /GMNL                  or any variation using these type of Ticket Designators .(i.e. AM09, EM10, KY06, QYFF, WEB3, TMCX)                  If booked in or the first letter of the fare basis code is A, B, C, D, E, H, J, M, O, P, R, U, Y, Z                  and rules below are met.</p>
Day/Time	Published fare rules apply.
Reservations	Published fare rules apply.
Minimum Stay	Published fare rules apply.
Maximum Stay	Published fare rules apply.
Stopovers	Published fare rules apply.

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Combinations	<p>PERMITTED COMBINATIONS</p> <ul style="list-style-type: none"> <li>- Combining qualifying incentive rates for the O/B and I/B segments, the applicable commission on each US, CA to Pacific segment will apply with respect to the outbound trip .</li> <li>1. Example: EWR-SYD (C) 20% commission SYD-EWR (Z) 18% commission - travel originates EWR</li> <li>2. Example: SYD-DEN (C) 8% commission DEN-SYD (T) 0% commission - travel originates SYD</li> </ul> <p>- When utilizing qualifying sector fares in a US, CA to Pacific trip*, the applicable commission on each segment will apply. THE US, CA TO PACIFIC SECTOR FARE MUST QUALIFY FOR COMMISSION. * This is a one-way true O&amp;D flight segment</p> <ul style="list-style-type: none"> <li>3. Example: PVD-IAD (Y) 18% (connection within 24 hours) IAD-PEK (C) 20% - true O&amp;D PVD-PEK</li> <li>4. Example: IAH-SFO (S) 0% (connection within 24 hours) SFO-SYD (C) 12% - true O&amp;D IAH-SYD</li> <li>5. Example: IAH-SYD-ORD <ul style="list-style-type: none"> <li>5a. O/B IAH-SFO-SYD (Z) (10%) (fare break connects within 24 hrs. SFO) I/B SYD-ORD (C fare SYD-ORD) 20% (true O&amp;D IAH-SYD and SYD-ORD)</li> <li>5b. O/B IAH-SFO (stopover) SYD (C) (12%) (through fare allows stopover) I/B SYD-ORD (Z through fare) 18% (true O&amp;D IAH-SYD and SYD-SFO)</li> </ul> </li> </ul> <ul style="list-style-type: none"> <li>- Non-qualifying segments (OAL, ineligible or non-qualifying classes) are permitted on the ticket at 0%commission.</li> <li>- Combining UA Perks Plus and TOT program is allowed .</li> <li>- Unless specified in TOT program this program is not combinable with other TOT programs . <ul style="list-style-type: none"> <li>- Pacific TOT Programs (TD TZA4) may be combined on UA (016) ticket stock, when all rules are met.</li> </ul> </li> </ul>
Blackouts	Published fare rules apply.
Surcharges	Published fare rules apply.
Penalties	Published fare rules apply.
Discounts	No children, infant, senior or any other type of discounts apply.
Seasonality	Published fare rules apply.
Ticketing Procedures	<p>Validating carrier: UA (016)</p> <p>Ticket Designator: Applicable code must be placed on any ticket claiming TOT commission . IATA ticketing rules apply. Failure to enter applicable Ticket Designator or incorrect application of the aforementioned Terms and conditions will result in the issuance of debit memos to the ticketing agency location .</p> <p>Place TZA4 in one of the following positions, preferred in the order below:</p> <ul style="list-style-type: none"> <li>- Ticket Designator</li> <li>- Tour Code box</li> <li>- Endorsement Box</li> </ul>

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Performance Management	Continued eligibility for the TOT commission program requires % APM performance of 120% or greater APM (Airline Profitability Model): Mathematical formula that uses many factors including number of seats, available seat miles (ASM) and departures in a market weighted by nonstop, connecting and direct flights to determine fair market share. % APM: Agency's market share divided by the agency' s APM % multiplied by 100 (expressed as a percentage)
Transpacific Countries	AU-AUSTRALIA; CN-MAINLAND CHINA; PF-FRENCH POLYNESIA; KR-REPUBLIC OF SOUTH KOREA; NZ-NEW ZEALAND EXCEPTION: 0% commission applies to this US territories: Guam EXCEPTION: Applicable commission to points beyond based on O/B to all points other than the following countries/cities: BN, HK, ID, JP, KH, LA, MM, MN, MY, PH, SG, TH, TW, VN.

Authorization Period: 6/1/2022 - 5/31/2023