

**CONFIDENTIAL**

Agreement number: Must be entered in Tour Code Box = <b>9USA888FF500</b>		
<b>Rev15</b>	<p>Issued: 31Oct2019</p> <p><b>New: 20% commission on I class fares from LAX/JFK to HKG</b></p> <p><b>Outbound: 01Nov2019-31Mar2020</b></p> <p><b>Last Ticket date: 30Nov2019</b></p> <p><b>Last ticket date for 10% commission on V/S/N/Q/O-type fare for LAX/HKG with fare basis -LWSPCLH &amp; -LXSPCLH extended to 31Dec2019.</b></p>	<p><b>Validity:</b></p> <p><b>This contract covers outbound travel Nov 01, 2019, 2019 – Oct 31, 2020</b></p>

**LAX/JFK-HKG – Last ticket date 30Nov2019**

**Outbound 01Nov2019-31Mar2020 on CX operating flights to HKG**

ROUTE	OUTBOUND	CABIN	BOOKING CLASS	FARE TYPE	COMMISSION
FROM: JFK/LAX TO: HKG	01NOV2019-31MAR2020	BUSINESS	I	I-TYPE	20% LAST TICKET DATE: 30NOV2019

**IAD-Asia - Last ticket date 10Nov2019**

**Outbound 18Sept-07Dec2019**

ROUTE	OUTBOUND	CABIN	BOOKING CLASS	FARE TYPE	COMMISSION
FROM: IAD TO: ASIA	18SEPT19-07DEC2019	PREMIUM ECONOMY	W/R/E	W/R/E-TYPE	15% LAST TICKET DATE: 10NOV2019
		ECONOMY	Y/B/H/K/M/L/V/S/N/Q	Y/B/H/K/M/L/V/S/N/Q-TYPE	

**LAX/HKG V/S/N/Q/O class special – Last ticket date 31Dec2019**

**Outbound 01Nov-07Dec2019, 01Jan-23May2020 on CX884/CX885**

**with fare basis -LWSPCLH & -LXSPCLH**

ROUTE	CABIN	BOOKING CLASS	FARE TYPE	COMMISSION
FROM: LAX TO: HKG	COACH	N/Q/O	N/Q/O-TYPE	10% LAST TICKET DATE: 31DEC2019
		V/S	V/S-TYPE	10% LAST TICKET DATE 31DEC2019

**USA To: ASIA** (Asia defined in "To" boxes below, "/" is read as "or")

To: HKG / Taiwan / all CX/KA China destinations

To: YFT (Codeshare ferry service)

To: FYG (Shenzhen Fu Yong) / NSZ (Nan Sha) / ZGN (Zhong Shan) / ZIY (Lianhuashan) / ZTI (Humen) / ZUI (Zhu Hai) / ZYK (She Kou) (Codeshare ferry service)

To: Korea / Japan

To: India / Sri Lanka / Bangladesh / Nepal / Maldives / Israel / Bahrain / Dubai

To: Philippines

To: Thailand / Singapore / Malaysia

To: Indonesia / Myanmar

To: Vietnam / Cambodia

To: Australia / New Zealand

To: Africa

Also NYC to YVR and YVR to NYC online CX only, add-ons not permitted, fares not combinable with any other fares.

**Originating from USA - UPFRONT DISCOUNT:**

- Published Fare Rules Apply. **Exception: No Change/Refund/No-show Penalty for D-type fare.**
- These discounts apply on routes operated by CX/KA/CX\* (EXCEPT CX\* DFW-HKG-DFW and CX\* LAX-HKG-LAX, this discount will not apply on CX 7680/7681/7685/7686 operated by AA).
- Discount level allows for USA domestic carriage to the Cathay Gateway (DFW is not a CX gateway for connections). All other travel must be on CX/KA/CX\* (EXCEPT CX\* DFW-HKG-DFW and CX\* LAX-HKG-LAX, this discount will not apply on CX 7680/7681/7685/7686 operated by AA) only (see above for transpacific exception). All discounts are only valid for USA originating traffic. See BELOW section for discount that can be taken on this TYPE of journey and Asia round-trip journey.
- The term Asia will include all of North and South Asia, China, India, Australia, New Zealand, the Middle-East and Africa online CX/KA only.
- Must utilize the through fare as published by Cathay Pacific Airways from origin to destination. Fare may NOT be broken at any point to create a lesser through fare and still be eligible for the discount given below. These discounts do not apply on a routing fare created by fare differential.
- There is zero commission on any booking class/fare type not listed here.

ROUTE	CABIN	BOOKING CLASS	FARE TYPE	COMMISSION
USA-ASIA	FIRST	F/A	F/A-TYPE	5%
	BUSINESS	J/C/D	J/C/D-TYPE	11%
	BUSINESS	I	I-TYPE	8%
	PREMIUM ECONOMY	W/R/E	W/R/E-TYPE	10%
	COACH	Y/B/H/K/M/L/V/S/N	Y/B/H/K/M/L/V/S/N-TYPE	10%
	COACH	Q	Q-TYPE	3%
		O	O-TYPE	0%

ROUTE	CABIN	BOOKING CLASS	FARE TYPE	COMMISSION
JFK-YVR	FIRST	F/A	F/A-TYPE	5%
	BUSINESS	J/C/D	J/C/D-TYPE	11%
	BUSINESS	I	I-TYPE	8%
	PREMIUM ECONOMY	W/R/E	W/R/E-TYPE	10%
	COACH	Y/B/H/K/M/L/V/S/N	Y/B/H/K/M/L/V/S/N-TYPE	5%
	COACH	Q/O	Q/O-TYPE	0%

## Originating from MEXICO/LATIN AMERICA

### UPFRONT DISCOUNT:

- Published Fare Rules Apply. **Exception: No Change/Refund/No-show Penalty for D-type fare.**
- These discounts apply on routes operated by CX/KA/CX\* (EXCEPT CX\* DFW-HKG-DFW).
- Discount level allows for MEXICO/LATIN AMERICA domestic carriage to the **Cathay Gateway (DFW is not a CX gateway for connections)**. All other travel must be on CX/KA only (see above for transpacific exception). All discounts are only valid for MEXICO/LATIN AMERICA originating traffic. See BELOW section for discount that can be taken on this TYPE of journey and Asia round-trip journey.
- The term Asia will include all of North and South Asia, China, India, Pakistan, Australia, New Zealand and the Middle-East online CX/KA only.
- Must utilize the through fare as published by Cathay Pacific Airways from origin to destination. Fare may NOT be broken at any point to create a lesser through fare and still be eligible for the discount given below. These discounts do not apply on a routing fare created by fare differential.**
- There is zero commission on any booking class / fare type class not listed here.

**MEXICO AND LATIN AMERICA** (Mexico and Latin America is defined as below, CX has PUBLISHED fares from the below cities, “/” is read as “or”)

- CARIBBEAN:** BDA/BGI/GCM/KIN/MBJ/NAS/PAP/PLS/SDQ/SJU/STT
- MEXICO:** ACA/BJX/CUN/GDL/HMO/MEX/MTY/OAX/PVR/QRO/SJD/TRC/VSA
- ARGENTINA:** ANF/ARI/BBA/BUE (EZE)/CCP/CJC/CPO/IPC/IQQ/LSC/PMC/PUQ/ZAL/ZCO/ZOS
- BRAZIL:** RIO (GIG) & SAO (GRU)
- CHILE:** SCL
- COLUMBIA:** BOG
- COSTA RICA:** SJO
- ECUADOR:** UIO/GYE
- PANAMA:** PTY
- PERU:** LIM

ROUTE	CABIN	BOOKING CLASS	FARE TYPE	COMMISSION
MEXICO AND LATIN AMERICA - ASIA	FIRST	F/A	F/A-TYPE	5%
	BUSINESS	J/C/D	J/C/D-TYPE	11%
	BUSINESS	I	I-TYPE	8%
	PREMIUM ECONOMY	W/R/E	W/R/E-TYPE	10%
	COACH	Y/B/H/K/M/L/V/S/N	Y/B/H/K/M/L/V/S/N - TYPE	10%
	COACH	Q	Q-TYPE	0%

### Canada ORIGINATING Routing and Pricing

- Discount level allows for Canadian domestic carriage to the Cathay Gateway. JFK YVR JFK and YVR JFK YVR must be online only.
- All discounts are only valid for Canadian originating traffic, conjuncted ticketing not permitted.
- The term Asia will include all of North and South Asia, China, India, Pakistan, Australia, New Zealand and the Middle-East online CX/KA only.
- Must utilize the through fare as published by Cathay Pacific Airways from origin to destination. Fare may NOT be broken at any point to create a lesser through fare and still be eligible for the discount given below.

#### **CANADA Originating**

ROUTE	CABIN	BOOKING CLASS	FARE / TYPE	COMMISSION
CANADA to ASIA	FIRST	F/A	F/A-TYPE	5%
	BUSINESS	J/C/D	J/C/D-TYPE	10%
		I	I-TYPE	5%
	PREMIUM ECONOMY	W/R/E	W/R/E - TYPE	5%
	COACH	Y	Y - TYPE	7%
		B/H/K/M/L/V/S/N	B/H/K/M/L/V/S/N - TYPE	3%
		Q/O	Q/O-TYPE	0%

ROUTE	CABIN	BOOKING CLASS	FARE / TYPE	COMMISSION
YVR to JFK	FIRST	F/A	F/A-TYPE	5%
	BUSINESS	J/C/D	J/C/D-TYPE	10%
		I	I-TYPE	5%
	PREMIUM ECONOMY	W/R/E	W/R/E - TYPE	5%
	COACH	Y	Y - TYPE	0%
		B/H/K/M/L/V/S/N	B/H/K/M/L/V/S/N - TYPE	0%
		Q/O	Q/O-TYPE	0%

#### Exceptions:

- ❖ Not applicable in conjunction with any other offers (e.g. AAdvantage awards etc.)
- ❖ Not applicable to special promotions (e.g. two-for-one certificates etc.)
- ❖ Not applicable to any joint fares (e.g. Round-The-World, Circle Pacific etc.)
- ❖ Not applicable to any fare that is calculated as a percentage off published fares (e.g. seaman fares etc.)

#### Extensions to prices above:

- All side trips can be found on addendums 2 and 3 attached to this agreement. (Example: HKG/MEL/HKG, HKG/TPE/HKG etc).  
You cannot combine USA to HKG fares on this contract with Addendum 2 and 3. You must use through fares from origin to destination.  
Addendum 2 and 3 is for side trips only.
- U.S. domestic: Refer to GDS for routing.

### **Ticketing and Reservations**

- **Fare Basis:** Applicable CX Fare basis shown in contract
- **Booking Class:** As per applicable published fare rule.
- **Child/Infant Discount:** As per applicable published fare rule.  
(Commission applies to child and infant fares)
- **Other conditions:** As per applicable published fare rule.
- **Ticketing:** All tickets must be auto-validated on CX only (160 ticket stock).  
No hand written tickets are permitted.
- **Change/Refund:** Change fee applies to any change of flight/date for any segment on the ticket.  
Change fee applies, even if the ticket auto-relinked to new travel date/flight.  
Please refer to CHANGE/REFUND penalty category of each fare class.

### **Name Correction Policy effective 01Jul2018**

The name correction fee is based on country of ticket commencement:	
North America ( USA / Mexico & Latin America / Canada )	USD30
Japan / Taiwan	USD30
Hong Kong / China / Korea / Australia / New Zealand / South Africa / Sri Lanka / Middle East	USD60
South East Asia / Europe / India	USD60

- It must be the “same passenger”
- **No charges** for minor change:
  - Same person with name wrongly input due to typo up to 3 letters
  - Middle name addition or deletion
  - Surname and First name swapped
  - Title / gender correction
- **Charges** incurred for moderate change:
  - Same person with name wrongly input due to typo of more than 3 letters
  - Name changed with proof document from government regulatory body, including but not limited to Surname changed after marriage
- If not the “same passenger” - **not permitted**

### **ALL RULES PERTAINING TO NORMAL PUBLISHED FARES APPLY.**

- **Tour Code Box:** **9USA888FF500**
- **Endorsement Box:** CX sectors Non/End

### **CONDITIONS OF THE AGREEMENT:**

- This contract may be cancelled at any time by either party with a two week written notice.