

**Tour Code: NU0103**

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| Ticketing Period:  |   |   | July 1, 2019 through June 30, 2020  |

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| **USA to New Zealand – excluding LAX originating travel** **(Alliance Sectors operated by United Airlines between SFO and AKL permitted under NZ code-share flight number)**  |
| **FROM**  | **TO**  | **CABIN**  | **BOOKING CLASS**  | **COMMISSION**  |
| **USA**  **(excluding LAX)**  | **New Zealand**   | Business Premier  | C-, D-, Z-  | **16%**  |
| Business Premier  | J-  | **14%**  |
| Premium Economy  | U-, E-, O-, A-  | **14%**  |
| Economy  | Y-, B-, M-, H-, Q-, V-, W-, T-, L-, S-, G-, K-  | **14%**  |

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| **USA, Canada or South America to Southwest Pacific and North America to Europe**  |  |  |
| **From**  | **To**  | **Cabin**  | **Booking Classes**  | **COMMISSION**  |
| **Los Angeles (LAX)**  | **New Zealand**  | Business Premier  | C-, D-, Z-  | **16%**  |
| Business Premier  | J-  | **14%**  |
| Premium Economy  | U-, E-, O-, A-  | **16%**  |
| Economy  | Y-, B-, M-, H-, Q-, V-, W-, T-, L-, S-, G-, K-  | **14%**  |
| **USA**  | **Australia or Pacific Islands**  | Business Premier  | C-, D-, Z-  | **16%**  |
| Business Premier  | J-  | **14%**  |
| Premium Economy  | U-, E-, O-, A-  | **16%**  |
| Economy  | Y-, B-, M-, H-, Q-, V-, W-, T-, L-, S-, G-, K-  | **14%**  |
| **Canada**  |  **New Zealand** **or Pacific Islands**  | Business Premier  | C-, D-, Z-, J-  | **14%**  |
| Premium Economy  | U-, E-, O-, A-  | **12%**  |
| Economy  | Y-, B-, M-, H-, Q-, V-, W-, T-, L-, S-, G-, K-  | **10%**  |
| **Canada**  | **Australia**  | Business Premier  | C-, D-, Z-, J-  | **18%**  |
| Premium Economy  | U-, E-, O-, A-  | **15%**  |
| Economy  | Y-, B-, M-, H-, Q-, V-, W-, T-, L-, S-, G-, K-  | **12%**  |
| **South America**  | **New Zealand, Australia or Pacific** **Islands**  | All Cabins  | All Classes  | **5%**  |
| **Los Angeles (LAX)** Or any North American gateway with published through fares on Air NZ  | **London** (LHR) And those destinations within Europe, The Middle East, Africa, Central Asia and India with published through fares on Air NZ  | Business Premier  | C-, D-, Z-, J-  | **12%**  |
| Premium Economy  | U-, E-, O-, A-  | **11%**  |
| Economy  | Y-, B-, M-, H-, Q-, V-, W-, T-, L-, S-, G-, K-  | **9%**  |

For roundtrip itineraries which include booking classes with different commission levels on the outbound and inbound portions of the journey, the commission associated with each booking class will apply to the respective portion of the journey.

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| **Southwest Pacific to USA or Canada and London to Los Angeles**  |  |  |
| **From**  | **To**  | **Cabin**  | **Booking Classes**  | **COMMISSION**  |
| **New Zealand, Australia or Pacific** **Islands**  | **USA or Canada**  | Business Premier  | C-, D-, Z-, J-  | **12%**  |
| Premium Economy  | U-, E-, O-, A-  | **12%**  |
|  Economy  | Y-, B-, M-, H-  | **12%**  |
| Q-, V-, W-, T-, L-, S-  | **5%**  |
| **London (LHR)**  | **LAX only**  | Business Premier  | C-, D-, Z-, J-  | **5%**  |
| Premium Economy  | U-, E-, O-, A-  | **5%**  |
| Economy  | Y-, B-, M-, H-, Q-, V-, W-, T-, L-, S-, G-, K-  | **5%**  |

For roundtrip itineraries which include booking classes with different commission levels on the outbound and inbound portions of the journey, the commission associated with each booking class will apply to the respective portion of the journey.

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|  | **ANCILLARY PRODUCTS**  |
| Economy Skycouch™  |  Ancillary Products issued on Electronic Miscellaneous Document (EMD) remitted through ARC or BSP will be eligible for the same commission level associated with the ticket.  |
| Pre-Paid bags  |
| Pre-Paid Seats  |
| Unaccompanied Minors (UM) Fees  |

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| **Commission Rules**  |
| 1. Commission Ticketing Conditions  | Tickets must be validated on Air New Zealand (086) ticket stock with the appropriate tour code in the tour code box. If the tour code is not shown in the tour code box, but all other booking and ticketing requirements as per the rules of the fare (Published or Net) being used are met, there will be an automatic $50 fee charged to the agency to review and reassess the Agency Debit Memo  |
| 2. NZ Code Share disclosure requirement  | NZ code share flights are permitted as per the Published Fare Rules In the USA, the U.S. Department of Transportation (DOT), and in Canada, the Canadian Transportation Agency (CTA) or the relevant government regulatory authorities require that the Agency must advise their clients of any codeshare services before they make their booking commitment. This applies to both domestic and international services. The Agency agrees to comply with these regulations.  |
| **ALL OTHER RULES AND CONDITIONS OF THE SALE OF PUBLISHED FARES SHALL APPLY**.  |

* Tickets must be validated on Air New Zealand ticket stock (086) and must be purchased in the USA or Canada
* Commission is applicable on specific international codeshare flights
* **Tour Code must contain: NU0103**
* A $50 debit memo will be assessed for each ticket issued without the correct tour code
* Electronic tickets only – if agency is unable to issue an e-ticket due to Air NZ system limitations, tickets will be issued by the Air NZ Travel Centre in Los Angeles and there will be no service fee charged for processing.
* For round-trip itineraries which include booking classes with different commission levels on the outbound and inbound portions of the journey, the commission associated with each booking class will apply to the respective portion of the journey.
* Commission applies to NZ through fares even with OAL space, as long as it prices as a through fare • Unless otherwise specified in the tables above, no commission applies to the following: o Any fare not plated on NZ ticket stock (086) o Infant fares o Any net or private fare
	+ STAR Round-The-World and Circle Pacific fares
	+ USA/Canada domestic airfares – unless part of a through-fare o Industry discount tickets
* Agencies utilizing this agreement agree to reconcile all Agency Debit Memos (ADM’s) received from Air New Zealand within thirty (30) days of billing or notification.
* Agencies utilizing this agreement are responsible for cancelling any bookings that have been made as soon as it becomes aware that it is no longer required. Bookings that are not ticketed and which result in no-shows will incur a $150 ADM per occurrence. This amount may be increased or otherwise varied for specific routes, or in specific seasons.