

<b>Emirates Airline</b>	<b>Ensemble Group</b>
<b>First, Business, and Economy Class Agency Time of Ticketing Discount Agreement</b>	

DETAILS OF CORPORATE AGREEMENT	
Agency Name	Ensemble Group
ARC/IATA Numbers	See attached list
Outbound Travel Dates	On/After 01 July 2016
Ticketing/Sales Dates	On/Before- 30 June 2017

DETAILS OF TICKETING INSTRUCTIONS	
Ticket Designator	CLA3
Tour Code	ZZCLA3ZZ
OSI Field Entry in PNR	EKDEAL CLA3
Endorsement	As per published GDS rules unless otherwise stated
Fare Rules	As per published GDS rules unless otherwise stated
Validating Carrier	EK Only
Child/Infant Discounts	Agency - As per fare rule.
Other Notes	All applicable taxes, security, insurance, and fuel surcharges must be collected in addition to approved fares. Discounts shall be deducted at time of ticketing. No further discounts/commissions apply

DETAILS REQUIRED FOR PRIVATE FILING	
Distribution Method	PAPER
PCC / GDS	See attached list
Account Code (if available)	
Current fare display pricing entry used to retrieve agency deal	

REVENUE PERFORMANCE MEASURES (DETERMINED BY USAGE OF ASSIGNED TRACKING CODE)	
Past Performance (USD):	\$4.1M (Jun 15- Mar 16)--> Annulized \$4.9M
Target (USD):	\$5.5M

APPROVALS ~ VALID FOR 45 DAYS FROM DATE OF PRICING APPROVAL ~		
EK Sales Executive	Name	Barbara Poczatek
EK Sales Manager	Name	ANDREA SMAGACZ
	Date:	6-Jan-16
EK Pricing DXB	Name	
	Date:	

**Point of Origin - USA to EK System (for POS USA only)**  
**First, Business, and Economy Class**  
**Agency Time of Ticketing Discount Agreement - No further commissions/discounts**  
**~ Valid on EK transatlantic flights via USA gateways only - as per Applicable GDS Rules & Routing ~**

**A. USA Originating Fares - CAT 25 or CAT 25/35 Filing:** Agency to be determined as per Annual target

Travel Origination (POO) EK, EK/OAL (as per GDS fare rule and subject to change) From:	Travel Destination EK, EK/OAL (as per GDS fare rule and subject to change) To:	Discounts applicable on Published First, Business and Economy Class Fares ending -US1 & -US7: <i>If the booked &amp; ticketed RBDs are different lower discount will apply</i>	Percentage Discount First, Business & Economy Class Fares	Ticketed Fare Basis Code	Fare Amount Box	Remarks
All US Origin Cities (Online and Offline)	All EK Online Destinations (excluding MIL) and Fly Dubai (FZ) destinations with EK filed fares	F*US1/US7 A*US1	10%	Applicable Base Fare & Ticket Designator	Paper Distrib: As per Published Fare level	All rules as per applicable GDS fare basis unless otherwise stated  Please check published fare routings for applicable interline carriers and booking classes
		J*US1/US7	15%			
		C*US1	10%			
		I*US1	8%			
		O*US1	6%			
		Y*US1/US7	15%			
		E, R, W- *US1	5%			
		M, B, U- *US1	3%			
	MIL	F*US1/US7 A*US1	10%			
		J*US1/US7	20%			
		C*US1	15%			
		I*US1	12%			
		O*US1	6%			
		Y*US1/US7	15%			
		E, R, W- *US1	5%			
		M, B, U- *US1	3%			
All EK Online Points (Excluding USA)	All EK Online Destinations and Fly Dubai (FZ) destinations with EK filed fares	F* A*	5%			
		J*	5%			
		C*	5%			
		I*	5%			
		O*	0%			
		Y*	5%			
		E, R, W*-	5%			
		M, B, U*-	3%			

Ticket Designator AND Tour Code Box Identifier	CLA3 ZZCLA3ZZ
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Upgrade Offer - Agencies Only

<b>Emirates Airline</b>		<b>Agency Upgrade Offer</b>				
<p><b>Point of Sale - USA</b>  <b>Economy &amp; Business Class Upgrade</b>  <b>Applicable Systemwide Discounts</b>                      ~ Valid on EK online flights ~</p>						
		Agency to be determined as per Annual target				
<b>A. USA Originating Fares - CAT 25 or CAT 25/35 Filing:</b>						
Travel Origination (POO)	Travel Destination	Upgrade applicable on:	% Discounts (No other discounts permitted)	Ticketed Fare Basis Code	Fare Amount Box	Remarks/ Applicable Rule
From:	To:					
All US Origin Cities (online and offline but upgrade only applicable ex Emirates online gateways)	All EK Online Destinations	Y**US1 / US7 Bookable in O	6%	Applicable Base Fare & Ticket Designator	Paper Distrib: As per Published Fare level	Ticketing with immediate effect.
All US Origin Cities (online and offline but upgrade only applicable ex Emirates online gateways) except ex LAX and JFK	All EK Online Destinations	J**US1 / US7 Bookable in A	10%			

Ticket Designator AND Tour Code Box Identifier	CLA3 ZZCLA3ZZ
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**Ensemble Group**

**FLY AMERICA / EMIRATES and JET BLUE**  
**Point of Origin - Fly America USA to DUBAI (for POS USA only)**  
*Business and Economy Class*  
 Agency Time of Ticketing Discount Agreement - No further commissions/discounts

Travel Origin (POO)	Travel Destination	Cluster A (95 Million+) Business & Economy Class Fares	Ticketed Fare Basis Code	Fare Amount Box	Remarks
All B6 Origin US Cities (on EK document, as per GDS fare rule and subject to change)	Dubai only	Discounts applicable on JetBlue's Published Business and Economy Class Fares when issued on B6 code and Emirates document	J	15%	All rules as per applicable GDS fare basis unless otherwise stated  Please check applicable fare rules for applicable carriers routing and booking classes <i>Valid from 1 April 2018</i>
			C	8%	
			D	6%	
			Y	15%	
			K, E, Q, H, V, B, W, R	3%	
			Paper Distribution:		

Travel Origin (POO)	Travel Destination	Emirates Published Business and Economy Class Fares ending -US1 & US1	Corporate A B, M, A & Economy Class Fares	Ticketed Fare Basis Code	Fare Amount Box	Remarks
All US gateways (excluding JFK-MXP) (on EK document, as per GDS fare rule and subject to change)	All EK Online Destinations (excluding MXP) and Fly Dubai gateways with EK filed fare	Discounts applicable on Emirates Published Business and Economy Class Fares ending -US1 & US1	J*US1US7	15%	Manual Distribution	All rules as per applicable GDS fare basis unless otherwise stated  Please check applicable fare rules for applicable carriers routing and booking classes <i>Valid from 1 April 2018</i>
			C*US1	10%		
			I*US1	class not available on B6 code		
			O*US1	class not available on B6 code		
			Y*US1US7	15%		
			E, R, W, -US1	5%		
			M, B, U, -US1	3%		
			J*US1US7	5%		
			C*US1	5%		
			I*US1	5%		
All EK Online Points (Excluding USA)	All US Destinations			O*US1	Manual Distribution	All rules as per applicable GDS fare basis unless otherwise stated  Please check applicable fare rules for applicable carriers routing and booking classes <i>Valid from 1 April 2018</i>
				Y*US1US7		
				E, R, W, -US1		
				M, B, U, -US1		
				3%		

**Scenario 1: JetBlue (B6) fare on B6 code-share flight number validated on EK document (176) flights via USA gateways only - as per applicable GDS Rules & Ro**  
**Scenario 2: Emirates (EK) fare utilizing a B6 code-share flight number validated on EK document (176) flights via USA gateways only - as per applicable GDS Rules & Ro**

USA Originating Fares - EK Published Fares: Fare need to be ticketed manually and discount will need to be deducted manually

Two ways to utilize the B6 code on Emirates ticket stock:  
 Scenario 1: force the B6 fare on B6 code-share code on EK ticket stock (176). Apply the discount as per the table "Scenario 1" above  
 Scenario 2: force the EK fare utilizing the B6 code-share code on EK ticket stock. Apply the discount as per the table "Scenario 2" above. \*For ticketing please refer to detailed steps as outlined below

**Ticketing**  
 If JetBlue (B6) fare used then apply the discount as per the table "Scenario 1"  
 If Emirates (EK) fare used then apply the discount as per the table "Scenario 2" -> mind that in this scenario the discount can also be applied on fares beyond DMB if a B6 code-share flight number is booked on the US -DUB route and the routing beyond DMB is booked on the EK code

**Discount Application**  
 Per the GDS rules  
 as per the normal fare rules in case the routing is beyond DMB  
 For routings beyond DMB as per the normal STPC rules  
 Permitted for Business class fare  
 Permitted for Business class fare  
 As per B6 & EK commercial baggage policy

**Child / Infant Discount**  
 Skipover  
 STPC  
 Chauffeur Drive Service  
 Lounge Access  
 Baggage Allowance

- \* Process to use EK fares on B6 code-share code on EK ticket stock (Scenario 2)**  
 USA-DUBAI
- Book itinerary on EK and make a copy of the auto-priced fare.
  - Release the booking
  - Book same itinerary utilizing B6 code.
  - Build 151 (or PQR) manually referencing the copy of the original auto priced EK booking.
  - B6 fare guarantee will be lost
  - EK will not issue debit memos
- USA-Beyond DUBAI (example IAD-SIN through fare using JetBlue code share IAD/DXB and EK DXBSIN)**
- Book itinerary on EK IAD-SIN and make a copy of the auto priced fare.
  - Release the booking
  - Book same itinerary utilizing B6 code.
  - Build 151 (or PQR) manually referencing the copy of the original auto priced EK booking.
  - Validate on EK and take the discount per your agreement.
  - EK will not issue debit memos.

Ticket Designator AND	CLAX
Tour Code Box Identifier	ZCZLAAZ