

Joint Business Incentive Agreement

North America Point of Sale Commercial Addendum





Transatlantic Global Upfront Incentive

AG61552481001180000

Upfront Incentives: Agent's Authorized Sales Outlets may deduct an Upfront Incentive based on the applicable Incentive Table below. Incentive Rates are based on Fare Class. Please see Terms and Conditions below for eligible fares.

Performance Requirements: Continued eligibility for Upfront Incentive(s) requires that for each rolling calendar year covered by this Addendum, Agent agrees to maintain a quarterly PSP of 95.0 and an annual Net Flown Revenue of \$250,000 in the Atlantic Market.

Valid: October 01, 2018 - June 30, 2020

Atlantic Specialty/Leisure S611		   																						
		First		Business				Prem Econ				Economy												
Origin	Destination	F	A	J	C	D	R	I	W	E	T	P	Y	B	H	K	M	L	V	G	S	N	Q	O
North America	All Transatlantic Destinations	6	6	6	6	6	6	6	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8
Core Markets		4	4	4	4	4	4	4	4	4	5	5	4	4	5	5	5	5	5	5	5	5	5	5
Special North America Routing Incentive		BA / IB connecting from AC / WS																						
Origin	Destination	F	A	J	C	D	R	I	W	E	T	P	Y	B	H	K	M	L	V	G	S	N	Q	O
Canada	All Transatlantic Destinations	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5
Only AC/WS intra-Canada flights connecting to BA/IB Transatlantic flights allowed																								
Core Markets - AUS / CLT / DFW / PHL / PHX / SAN																								
DS SB Please read the full Terms & Conditions at Specialty/Leisure Upfront Incentive Terms and Conditions																								

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South Pacific Global Upfront Incentive

AG61552481001180000

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Performance Requirements: Continued eligibility for Upfront Incentive(s) requires that for each rolling calendar year covered by this Addendum, Agent agrees to maintain a quarterly PSP of 95.0 and an annual Net Flown Revenue of \$250,000 in the South Pacific Market.

Valid: October 01, 2018 - June 30, 2020

Australia / New Zealand O502		American Airlines 																		
		First		Business				Prem		Economy										
Origin	Destination	F	A	J	D	R	I	W	P	Y	B	H	K	M	L	V	S	N	Q	O
North America	Australia / New Zealand	4	4	5	5	5	5	8	8	8	8	8	8	8	8	8	8	8	8	8
Australia / New Zealand	North America	4	4	5	5	5	0	8	8	8	8	8	5	5	5	5	5	0	0	0
Effective 1 Jan 2017, TransOceanic Segments must be marketed by AA and operated by AA or QF (AA*/QF).																				
Itineraries may include up to 3 connecting/stopover points within Australia / New Zealand on QF or JQ provided the fare does not break.																				
Please read the full Terms & Conditions at Global Upfront Incentive Terms and Conditions																				

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