

Joint Business Incentive Agreement

North America Point of Sale Commercial Addendum


Domestic US Upfront Incentive

AG61960111001180001

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 50.0 and an annual Net Flown Revenue of \$100,000 in the Domestic Market.

Valid: October 01, 2018 - June 30, 2020

Canada Transborder D102		American Airlines 																	
		First		Business				Economy											
To/From		F	A	J	R	D	I	Y	H	K	M	L	W	V	G	S	N	Q	O
Canada	U. S. 48	12	12	12	12	12	12	12	12	12	12	12	8	8	8	8	8	8	8
* Transborder segment must be marketed and operated AA																			
Please read the full Terms & Conditions at Domestic US Upfront Incentive Terms and Conditions																			

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Transatlantic Global Upfront Incentive

AG61960111001180001

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: February 11, 2019 - June 30, 2020

Transatlantic A211		   																					
		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	S	N	O	Q
Canada	All Transatlantic	12	12	18	18	18	16	16	10	10	10	10	10	10	10	8	8	8	8	8	8	8	8
Other North America	Destinations	5	5	15	15	15	14	14	10	10	10	10	10	10	6	6	6	6	0	0	0	0	0
Origin	Destination	F	A	J	C	D	R	I	W	E	T	P	Y	B	H	K	M	L	V	S	N	O	Q
All Transatlantic	Canada	10	10	10	10	10	10	10	8	8	8	8	8	8	8	4	4	4	4	0	0	0	0
	Other North America	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	0	0	0	0
Only AC/WS intra-Canada flights connecting to BA/IB Transatlantic flights allowed																							
		Please read the full Terms & Conditions at Global Upfront Incentive Terms and Conditions																					

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Transatlantic oneworld® and Preferred Upfront Incentive

AG61960111001180001

Valid: October 01, 2018 - June 30, 2020

Transatlantic A250		AA / BA / AY / IB connecting to oneworld® Airlines																
		First				Business				Prem Econ				Economy				
Origin	Destination	F	A	J	C	R	D	I	W	E	T	P	Y	B	H	K	M	L
North America	All Transatlantic Destinations	4	4	10	10	9	9	9	7	7	7	7	5	5	5	4	4	4
Itineraries may include up to 3 connecting/stopover points beyond the gateway provided the fare does not break																		
Transatlantic flights connecting to a oneworld® Airline must be marketed and operated by AA/BA/IB/AY																		
Round-the-World and oneworld® Fares		AA / BA / AY / IB connecting to oneworld® Airlines																
		First				Business				Economy								
Origin	Destination	A				D				L								
North America	North America via Transatlantic	4				9				4								
Valid only for Global Explorer / oneworld® Explorer / Circle Atlantic Fares - Not valid on published fares																		
AA/BA/AY/IB must be the Transatlantic Airline and AA must be the Transpacific Airline																		
Must be marketed and plated on the Transatlantic Airline																		
DS SB Please read the full Terms & Conditions at oneworld Airlines Upfront Incentive Terms and Conditions																		

Valid: October 01, 2018 - June 30, 2020

Transatlantic A260		AA connecting to Preferred Airlines																
		First				Business				Prem Econ				Economy				
Origin	Destination	F	A	J	C	R	D	I	W	E	T	P	Y	B	H	K	M	L
North America	All Transatlantic Destinations	3	3	5	5	5	5	5	0	0	0	0	0	0	0	0	0	0
Itineraries may include up to 3 connecting/stopover points beyond the gateway provided the fare does not break																		
Transatlantic flights connecting to a Preferred Airline must be marketed and operated by AA																		
Special North America Routing Incentive		BA / IB connecting from AC / AS / B6 / WS																
		First				Business				Prem Econ				Economy				
Origin	Destination	F	A	J	C	R	D	I	W	E	T	P	Y	B	H	K	M	L
North America	All Transatlantic Destinations	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																		
AS flights connecting to BA/IB must be via SEA																		
B6 flights connecting to BA/IB must be via BOS and must be marketed as BA/IB																		
DS SB Please read the full Terms & Conditions at Preferred Airline Upfront Incentive Terms and Conditions																		

Joint Business Incentive Agreement

North America Point of Sale Commercial Addendum

Latin America Global Upfront Incentive

AG61960111001180001

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 50.0 and an annual Net Flown Revenue of \$70,000 in the Latin America Market.

Valid: October 01, 2018 - June 30, 2020

Latin America LRT1		American Airlines 														
		First		Business						Prem		Economy				
Origin	Destination	F	A	J	C	R	D	I	W	P	Y	H	K	M	L	V
Core Markets 1	Peru	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5
Other North America		8	8	8	8	8	8	8	8	8	8	8	8	8	8	8
Core Markets 2	Mexico Business	5	5	6	6	6	6	4	6	6	6	6	6	4	4	4
Other North America		10	10	14	14	14	14	10	14	14	14	14	10	10	10	10
Core Markets 2	All Other Latin America	5	5	6	6	6	6	4	6	6	6	6	6	4	4	4
Other North America		8	8	16	16	16	14	14	14	14	14	12	12	8	5	5
North America	Brazil	15	15	20	20	20	15	10	15	15	15	8	8	8	8	8
	Chile	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5
Latin America	North America	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
All Other Latin America does not include Mexico, Peru, Brazil and Chile																
Mexico Business - All markets in Mexico excluding CUN / CZM / MZT / OAX / PVR / SJD / ZIH																
Core Markets 1 - CLT / DFW / JFK / LAX / MCO / MIA																
Core Markets 2 - CLT / DFW / MIA																
		Please read the full Terms & Conditions at Global Upfront Incentive Terms and Conditions														

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 North America Point of Sale Commercial Addendum
Latin America oneworld® and Preferred Upfront Incentive

AG61960111001180001

Valid: October 01, 2018 - June 30, 2020

Latin America ORT1		AA connecting to oneworld® Airlines														
Origin	Destination	First		Business				Prem		Economy						
		F	A	J	C	R	D	I	W	P	Y	H	K	M	L	V
North America	Latin America	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5
Itineraries may include up to 3 connecting/stopover points beyond the gateway provided the fare does not break																
ds SB Please read the full Terms & Conditions at oneworld Airlines Upfront Incentive Terms and Conditions																

Valid: October 01, 2018 - June 30, 2020

Latin America PRT1		AA connecting to Preferred Airlines														
Origin	Destination	First		Business				Prem		Economy						
		F	A	J	C	R	D	I	W	P	Y	H	K	M	L	V
North America	Latin America	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
Itineraries may include up to 3 connecting/stopover points beyond the gateway provided the fare does not break																
ds SB Please read the full Terms & Conditions at Preferred Airline Upfront Incentive Terms and Conditions																


Joint Business Incentive Agreement
 North America Point of Sale Commercial Addendum
South Pacific Global Upfront Incentive

AG61960111001180001

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 South Pacific Market.

Valid: October 01, 2018 - June 30, 2020

Australia / New Zealand OZIA		American Airlines 															
		First		Business				Prem		Economy							
Origin	Destination	F	A	J	D	R	I	W	P	Y	B	H	K	M	L	V	S
North America	Australia / New Zealand	6	6	20	20	20	18	20	18	18	18	18	18	12	12	12	12
Australia / New Zealand	North America	5	5	8	8	8	6	8	6	6	6	6	6	5	5	5	5
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.																	
DS SB Please read the full Terms & Conditions at Global Upfront Incentive Terms and Conditions																	