

Agency: **BAINS TRAVEL LTD**  
 Name: Sumeet Bains  
 Title: Operations Manager  
 Address: 6550 Fraser St, Vancouver  
 BC, V5X 3T3

IATA Code(s): **61596640, 61552481**

Dear Sumeet,

**Upfront Commission Program for BAINS TRAVEL LTD**

Please find below the Upfront Commission Program offered to your esteemed company, in order to strengthen the business cooperation.

1. **Effective Date: 12/06/2019 – 31/12/2019**
2. **Ticket issue date: 12/06/2019 – 31/12/2019**
3. **Eligibility: Selected Agents in Canada Region**

Applicable Itinerary	POS: Canada Origin: Canada Destination: Any HX operated destinations					
RBD	C/D	J	Z	Y/B/H/K/L	M/N/S/X/Q	T/V/W
Upfront (Published Fare)	13%	11%	10%	11%	10%	8%

**4. Method for calculation:**

- 4.1. Commission may be claimed at the time of ticketing, for any **HX** through published fare originating from Canada to final destination when itinerary includes YVR-HKG.
- 4.2. For tickets origination other than Canada – Hong Kong, and/or tickets not originating from North America without YVR-HKG, only 3% standard commission be claimed at the time of ticketing.
- 4.3. Tickets must be issued on **HX851** ticket stock.
- 4.4. Ticket must be HX through published fares.
- 4.5. ID/AD tickets, GV tickets (G class group sales), corporate discount with “B-code” and any net fare tickets are not eligible for the upfront commission. Taxes and fuel surcharges are **not** applicable for any upfront discount.

4.6. Mixed RBD should be counted the lower RBD upfront commission for the whole ticket.

**5. Terms and Conditions:**

- 1.1. These commissions/discount are offered subject to capacity in the respective RBD. In case discount is offered through a Private Fare filling.
- 1.2. Subject to the applicable Published Fares rules, one interline transfer permitted at **HX** gateway in Canada in each direction and one online transfer permitted at HKG in each direction on HX operated flights. Codeshares not permitted, except within Canada domestic on **HX** flight numbers.
- 1.3. Child & Infant tickets permitted subject to the applicable Published Fare rules.
- 1.4. Terms and conditions of the applicable Published Fares are subject to change without prior notification.
- 1.5. Reissuing or rerouting may result in additional payment, the commission rate for the additional payment should refer to the rate in effect at the date of ticket reissuance or rerouting.
- 1.6. Other general rules and conditions apply, and subject to change without prior notification.
- 1.7. Refund through issuing agency (BSP) only, if Refundable-Refund eligibility as per applicable Publish Fare tariff and to the original form of payment only. No commission is retained for cancelled bookings.
- 1.8. Failure to comply with these terms and conditions may, at the sole discretion of **Hong Kong Airlines**, result in an ADM.
- 1.9. **Hong Kong Airlines** reserves the right to modify or cancel this upfront commission offer at any time by providing 30 days' written notice.

For and on behalf of

Hong Kong Airlines Limited



\_\_\_\_\_  
David DU Wei  
Head of Sales, Vancouver

Date: 12/06/2019

For and on behalf of

BAINS TRAVEL LTD

\_\_\_\_\_  
Sumeet Bains  
Operations Manager

Date: \_\_\_\_\_