



CORPORATE AGREEMENT

SkyTeam members



Other strategic
airline partners



CONFIDENTIAL
CORPORATE INCENTIVE AGREEMENT

This Agreement including all schedules and Exhibits attached hereto (“Agreement”), effective **01-Nov-2016**, is between Delta Air Lines, Inc., a Delaware corporation (“Delta”), Koninklijke Luchtvaart Maatschappij N.V. (“KLM Royal Dutch Airlines” or “KLM”), Société Air France (“Air France”), Alitalia Società Aerea Italiana S.p.A., Virgin Atlantic Airways Limited (“Virgin Atlantic”), Virgin Australia Airlines Pty Ltd (“Virgin Australia”), and **University of Virginia** (“Company”). Delta Air Lines, KLM Royal Dutch Airlines, Air France, Alitalia, Virgin Atlantic, and Virgin Australia are hereinafter collectively referred to as the “Carriers” and individually as a “Carrier”. The Carriers and Company are referred to hereinafter collectively as the “Parties” and individually as a “Party.”

1. Corporate Incentive. During the period set forth after Travel Begin Dates in Exhibit A (the “Effective Periods”), the Carriers will provide a corporate incentive program to Company on the terms and conditions described herein and in the attached Exhibit A. Tickets purchased with the corporate incentive shall be used solely by Company employees traveling on Company business. Tickets purchased with the corporate incentive shall not be advertised, offered, sold, bartered or otherwise used by any other person or entity. The terms and conditions of Schedule 1 attached hereto shall apply to all tickets issued under this Agreement.
2. Company Reports and Tracking. Company has separately agreed with the Carriers to furnish (or cause Company’s Agents or representatives to furnish) Company’s corporate travel data to the Carriers (or its designated data contractor) for use by the Carriers. In order for Company to receive proper revenue credit and incentives for all travel on the Carriers’ flights, the booking and ticketing procedures provided in this Agreement must be strictly followed.
3. Review. The Carriers will monitor Company’s performance under this Agreement based on the requirements as detailed in Exhibit A.
4. Confidentiality. This Agreement and the incentives provided to Company are confidential information. Except as required by law, no Party shall disclose the existence or terms and conditions of this Agreement or the attached Exhibit A to any person (other than Company’s Agents) without the prior written consent of each other Party; provided that, the Carriers may disclose such information to their airline partners with whom they have an effective order from the U.S. Department of Transportation granting antitrust immunity. The obligations of this Section 4 shall survive any termination of this Agreement for a period of 2 years. This Agreement is in accordance with the Virginia Freedom of Information Act.
5. Term and Termination. This Agreement is effective on the date set forth above and shall continue thereafter until terminated by any Party. Any Party may terminate this Agreement and the Exhibit A, with or without cause, on 15 days prior written notice to the other Parties. In the event Company or its Agents or representatives fail to furnish corporate travel data, the Carriers may terminate this Agreement or suspend Exhibit A upon 15 days prior written notice to Company. This Agreement and the corporate incentive program shall automatically be suspended during any period when there is no Exhibit A in effect with current Effective Periods.
6. Modifications. The Carriers may modify Schedule 1 or Exhibit A by sending Company a revised Schedule 1 or Exhibit A. In the event that Company rejects such modification, Company may terminate Exhibit A and this Agreement upon 15 days prior written notice to the Carriers. No action by Company shall be required for Company to accept such modification.
7. Miscellaneous. This Agreement constitutes the entire Agreement among the Parties and supersedes all prior understandings, whether written or oral, concerning the subject matter hereof. Except as allowed under Section 6, any modifications to this Agreement must be in writing and signed by the Parties. All written notices to the Carrier or Company shall be sent to the addresses listed below. No term or condition of this Agreement shall be deemed waived, and no breach shall be excused, unless such waiver or excuse is in writing and signed by the Party against whom such waiver or excuse is sought to be enforced. This Agreement shall not be assigned or transferred by any Party without the prior written consent of the other Parties. All rights, remedies and obligations of the Parties hereunder shall accrue and apply solely to such Parties and their permitted successors and assigns and there is no intent to benefit any third parties. This Agreement shall be interpreted, construed and enforced in accordance with the laws of the State of Virginia applicable to agreements fully made and performed therein, without regard to its choice of law principles to the contrary.

This Agreement is not valid or enforceable against any Party unless signed by all Parties, including the Carriers’ representative.

The Parties have executed this Agreement by their undersigned, duly authorized representatives:

University of Virginia

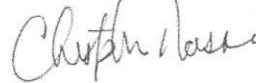
Eric Denby (date)
Director, Procurement & Supplier Diversity Services
1001 North Emmet St. Po Box 40,
Charlottesville, VA 22904-4202
Contract tracking PO: 1696020

Delta, KLM, Air France & Alitalia



Bob Somers
Vice President, Global Sales
1030 Delta Blvd., Atlanta, GA 30320

Virgin Atlantic Airways Limited



Christopher Rossi
Vice President North America
75 North Water Street, South Norwalk, CT 06854

Virgin Australia Airlines



Judith Crompton
Chief Commercial Officer

Delta, KLM, Air France & Alitalia



Christine Chapman
Senior Sales Account Executive

9/23/16
(date)

Schedule 1

1. **APPLICABLE CARRIERS:** The incentives described in Exhibit A are available on flights operated by (1) Delta Air Lines, (2) Delta's codeshare partners ticketed under the DL code, including flights operated by (3) the Delta Connection Carriers ticketed under the DL code, except, in each case, as otherwise noted in the attached exhibits. (4) KLM, Air France, Alitalia, Virgin Atlantic, and Virgin Australia operated and marketed flights as noted in the attached exhibits, except, in each case, as otherwise noted in the attached exhibits. Flights ticketed under the DL, KL, AF, AZ, VS or VA code, in each case are applicable only on a published fare or as otherwise expressly specified in this Agreement or the attached exhibits. All DL, KL, AF, AZ, VS and VA marketed flights are eligible for inclusion in performance goal measurements as defined in the terms of this agreement.

2. **COMPLIANCE WITH ETHICAL STANDARDS- ANTI-CORRUPTION.** Each of the Airlines has adopted their own respective codes of conduct.

Alitalia has also adopted the Organisation, Management and Control Model pursuant to Italian Legislative Decree 231/01.

The above mentioned documents, which are available upon request (documents of Alitalia are available also on website of Alitalia), contain values, principles, rules of conduct which inspire the Airlines' respective behaviours, founded on honesty and transparency, and also with the purpose to prevent the commission of crimes.

No Party shall commit, authorize or permit any action which would cause the Parties and/or the Parties' respective affiliates to be in violation of any applicable anti-bribery laws or regulations. This obligation applies also to illegitimate payments to government officials, representatives of public authorities or their associates or family members, and private enterprises.

Each Party agrees that it will neither offer or give, or agree to give, to any employee, representative or third party acting on behalf of another Party nor accept, or agree to accept from any employee, representative or third party acting on behalf of another Party, any gift or benefit, be it monetary or other, that the recipient is not legally entitled, in relation to the negotiation, conclusion or the performance of this Agreement.

Each Party, more generally, shall behave in compliance with all applicable laws relating to its performance of this Agreement and also with the purpose to prevent a liability to any other Party for crimes and shall inform, as soon as it becomes aware, the applicable other Party's relevant legal representative (for Alitalia the information must be provided also to the Supervisory Board-odv.231@alitalia.com) in the event it or other entity operating on its behalf, directly or indirectly, receives from another Party's employee or representative a request which might reasonably be considered a bribe or otherwise unethical. A Party's failure to observe the obligations set forth in this Section 2 shall constitute a material breach of the Agreement and authorize the Airlines (if the breaching Party is the Company) or the Company (if the breaching Party is an Airline) to immediately terminate the Agreement without prejudice to any other rights or remedies available to the terminating Party.

3. **TARIFF RULES.** The Marketing Carrier's rules and tariffs for the fare basis used apply to reservations and tickets issued or used pursuant to this Agreement, including, without limitation, rules relating to itinerary changes, surcharges and refunds. The General Conditions of Carriage apply to all flights, or portions of flights, for which the specific Carrier designator code appears in the "Airline" box of the Ticket or of the segment. In case of conflict between the General Conditions of Carriage of a Carrier and this Agreement, such General Conditions of Carriage shall prevail.

4. **TICKETING.** The Carriers may, by written notice to Company, disallow or terminate the ability of any Agent to ticket under this Agreement. Company must inform Carriers in writing of any amendments in the ticketing location(s) PCC(s). Company's agent(s) agree(s) to follow strictly the Ticketing instructions.

Company and its employees may book reservations solely through Company's Agents, Delta, Delta's Exclusive Discount Program (EDP) or Air France.

Tickets under this Agreement must be validated on Delta (006), Air France (057), Alitalia (055), Virgin Atlantic (932) or Virgin Australia (795) and contain no other airline space.

The Ticket Designator set forth in Exhibit A must appear in the Ticket Designator Box on all tickets under this Agreement, separated from the fare basis code by a slash. Company shall cause its Agents to place the Ticket Designator on every Carrier's ticket issued under this Agreement. Tickets without the Ticket Designator are not eligible for discounts described in Exhibit A.

The Tour Code set forth in Exhibit A (if applicable) must appear in the Tour Code box on each ticket with Air France-marketed flights and be noted in the PNR as an OSI remark.

The Deal/ Tour Code set forth in Exhibit A (if applicable) must appear in the Deal/ Tour Code box on each ticket with Virgin Atlantic-marketed flights and be noted in the PNR as an OSI remark.

5. DEFINITIONS. The following definitions apply to the Agreement (including Exhibit A):

Fair Market Share (FMS): Carriers' expected share (expressed as a percentage out of 100%) in a specified market, derived through a model based on Carriers and all other competitive airlines' scheduled service in such market.

Fare Class: the first character of the fare basis code, which determines applicability of an incentive discount.

Marketing Carrier: Airline whose code appears on the ticket coupon.

Operating Carrier: shall mean the airline having operational control of the aircraft used for a specific flight.

Service Class: Booking class of service.

Share of Flights: the percentage of Company's total tickets purchased in a specified market that are purchased on Carrier(s).

Share Gap: Difference between Share of Flights and FMS in the specified market.

Validating Carrier: Airline whose validation code is used for ticket issuance.

Hubs: The following airports (designated by three-letter airport code) are Hub Airports for purposes of this Agreement, unless otherwise noted in Exhibit A - Financial Terms: Atlanta, Georgia (ATL); Cincinnati, Ohio (CVG); Detroit (DTW); Minneapolis, Minnesota (MSP); Salt Lake City, Utah (SLC)

Metro Entity: The following airports (designated by three-letter airport code) are Metro Entity for the purposes of this Agreement, unless otherwise noted in Exhibit A - Financial Terms:

Chicago, IL, USA (CGX, MDW, ORD, PWK); Dallas, TX, USA (FTW, DAL, DFW); Houston, TX, USA (EFD, HOU, IAH, SGR); London, UK (LCY, QQU, LHR, LTN, STN, ZEP, LGW); Los Angeles, CA, USA (BUR, LGB, LAX, ONT, SNA, PSP); Milan, IT (LIN, BGY, MXP); Moscow, RU (BKA, DME, SVO, VKO); New York, NY, USA (ISP, JFK, LGA, EWR, SWF, HPN); Paris, FR (CDG, ORY); San Francisco, CA, USA (OAK, SFO, SJC); Seoul, KR (GMP, ICN, SEL); Tokyo, JP (HND, NRT); Washington, DC, USA (BWI, IAD, DCA).

Gateways: The following airports (designated by three-letter airport code) are Gateway Cities for the purposes of this Agreement, unless otherwise noted in Exhibit A: New York-Kennedy, New York (JFK); Los Angeles, California (LAX); Newark, New Jersey (EWR); Boston (BOS); Philadelphia (PHL); Washington-Dulles (IAD); Miami (MIA); Detroit (DTW); Chicago (ORD); San Francisco (SFO); Seattle (SEA); Memphis (MEM); Minneapolis (MSP); Portland (PDX); Dallas Ft. Worth (DFW); Houston (IAH); Vancouver (YVR); Calgary (YYC); Toronto (YYZ); Montreal (YUL) as well as Atlanta, Georgia (ATL); Cincinnati, Ohio (CVG); Salt Lake City, Utah (SLC).

Geographical entities (lists subject to change without notice)

North America: Airports located within the United States of America, Canada, Mexico and the Caribbean

◦ **United States of America:** Continental United States of America, Alaska, Hawaii, Puerto Rico, US Virgin Islands

◦ **Canada:** Canada

◦ **Mexico:** Mexico

◦ **Caribbean:** Anguilla, Antigua and Barbuda, Aruba, Bahamas, Barbados, Bermuda, Cayman Islands, Cuba, Dominica, Dominican Republic, Grenada, Guadeloupe, Haiti, Jamaica, Martinique, Montserrat, Netherlands Antilles, Saint Kitts and Nevis, Saint Lucia, Saint Vincent and the Grenadines, Trinidad and Tobago, Turks and Caicos Islands, Virgin Islands (British)

Latin America: Airports located in Central America and South America

- **Central America:** Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama
- **South America:** Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Falkland Islands (Malvinas), French Guiana, Guyana, Paraguay, Peru, Suriname, Uruguay, Venezuela

EMEA: Airports located in Europe, Middle East, Africa and India

- **Europe:** Albania, Algeria, Andorra, Armenia, Austria, Azerbaijan, Azores, Belarus, Belgium, Bosnia and Herzegovina, Bulgaria (Rep), Canary Islands, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Faroe Islands, Finland, France, Georgia, Germany, Gibraltar, Greece, Greenland, Hungary, Iceland, Ireland, Italy, Latvia, Liechtenstein, Lithuania, Luxembourg, Madeira, Malta, Moldova, Monaco, Morocco, Netherlands, Norway, Poland, Portugal, Republic of Macedonia, Romania, Russia, San Marino, Serbia and Montenegro, Slovakia, Slovenia, Spain, Svalbard and Jan Mayen Islands, Sweden, Switzerland, Turkey, Tunisia, Ukraine, United Kingdom
- **Middle East:** Bahrain, Egypt, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, Oman, Qatar, Saudi Arabia, Syrian Arab Republic, Sudan, United Arab Emirates, Yemen
- **Africa:** Angola, Benin, Botswana, Burkina Faso, Burundi, Cameroon, Cape Verde, Central African Republic, Chad, Comoros, Congo, Cote D'Ivoire (Ivory Coast), Democratic Republic of Congo, Djibouti, Equatorial Guinea, Eritrea, Ethiopia, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Kenya, Lesotho, Liberia, Libyan Arab Jamahiriya, Madagascar, Malawi, Mali, Mauritania, Mauritius, Mayotte, Mozambique, Namibia, Niger, Nigeria, Reunion, Rwanda, Sao Tome and Principe, Senegal, Seychelles, Sierra Leone, Somalia, South Africa, St. Helena, Swaziland, Tanzania, Togo, Uganda, Zambia, Zimbabwe
- **India:** India

Asia Combined: Airports located in Asia, Australia, Micronesia, New Zealand and the South Pacific

- **Asia:** Afghanistan, Bangladesh, Bhutan, Brunei Darussalam, Cambodia, China, Hong Kong, Indian Ocean Islands, Indonesia, Japan, Kazakhstan, Kyrgyzstan, Lao People's Democratic Republic, Malaysia, Mongolia, Myanmar, Nepal, North Korea, Pakistan, Republic of Korea, Singapore, Sri Lanka, Tajikistan, Taiwan Province of China, Thailand, Turkmenistan, Uzbekistan and Vietnam
- **Australia:** Australia
- **Micronesia:** Guam, Kiribati, Marshall Islands, Micronesia, Nauru, Northern Mariana Islands, Palau, US Minor Outlying Islands
- **New Zealand:** New Zealand
- **South Pacific:** American Samoa, Christmas Island, Cocos (Keeling) Islands, Cook Islands, Fiji, French Polynesia, Macau, Maldives, New Caledonia, Niue, Norfolk Island, Papua New Guinea, Philippines, Samoa, Solomon Islands, Tonga, Tuvalu, Vanuatu, and Wallis and Futuna Islands

Exhibit A - Customer Report - FlexCSA

Contract : University of Virginia FlexCSA Chapman, Christine Account Analyst : Hill, Travis Contract Dates : 01-Nov-2018 - Evergreen Ticket Designator : Designator Tour Code : None Bulletin Type : None	Company : University of Virginia 1001 North Emmet St. Po Box 40 Charlottesville, VA 22904-4202 Customer Contact : Hildebrand, Dolores Assistant Director for Business Operations dh2c@virginia.edu Phone : 1 434-924-4233 FAX : 1 434-982-2890
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Term	Markets	DL Fare Class	KL Fare Class	AF Fare Class	Other Fare Class	POS Ticketing
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DOM HUB
 Performance Requirements : 5% Share Gap
 Market Pair (Between)
 ATL ↔ US 50 DL - F, J, C, W, Y Fares : 4%
 CVG ↔ US 50 DL - B, M, H Fares : 3%
 SLC ↔ US 50 DL - Q, K, L Fares : 2%
 DTW ↔ US 50 DL - U, T, X, V Fares : 2%
 MSP ↔ US 50
 ATL ↔ Canada
 CVG ↔ Canada
 SLC ↔ Canada
 DTW ↔ Canada
 MSP ↔ Canada

Applicable fare rules apply to Point of Sale (POS) Discounts.

DOM NON-HUB
 Performance Requirements : 8% Share Gap
 Market Pair (Between)
 JFK ↔ LAX DL - D Fares (JFK-LAX/SFO) : 2%
 JFK ↔ SFO DL - I Fares (JFK-LAX/SFO) : 2%
 DL - Z Fares (JFK-LAX/SFO) : 2%

Applicable fare rules apply to Point of Sale (POS) Discounts. Excludes travel to/from ATL/CVG/SLC/DTW/MSP

Market Pair (Between)
 US 50 ↔ US 50 DL - F, J, C, W, Y Fares : 5%
 US 50 ↔ Canada DL - B, M, H Fares : 3%
 Market Not equals into or Out of
 Atlanta, GA (ATL), Cincinnati, OH (CVG),
 Salt Lake City, UT (SLC), Detroit Metro,
 MI (DTW), Minneapolis St. Paul, MN (MSP)

Applicable fare rules apply to Point of Sale (POS) Discounts. Excludes travel to/from ATL/CVG/SLC/DTW/MSP

Exhibit A - Customer Report - FlexCSA

Term	DL	Fare Class	KL	AF	Other	POS Ticketing
University of Virginia FlexCSA						
Market	DL	Fare Class	KL	AF	Fare Class	
US50 to EMEA1 (V) (C2C)	01-Nov-2018 - Evergreen					
Performance Requirements :	7% Share Gap					
Market Pair (Direccional)						
US 50 -> EMEA1						

DL - P Fares : 10%	DJULAF - J Fares : 4%	AF - P Fares : 0%	AZ - J Fares : 3%
DL - F Fares : 0%	DJULAF - C Fares : 3%	DJULAF - J Fares : 4%	AZ - E Fares : 4%
DJULAF - J Fares : 4%	DJULAF - D Fares : 4%	DJULAF - C Fares : 4%	AZ - D Fares : 3%
DJULAF - C Fares : 3%	DJULAF - I Fares : 3%	DJULAF - D Fares : 4%	AZ - I Fares : 0%
DJULAF - D Fares : 4%	DJULAF - Z Fares : 0%	DJULAF - I Fares : 3%	AZ - P Fares : 3%
DJULAF - I Fares : 3%	DJULAF - Y Fares : 4%	DJULAF - Z Fares : 0%	AZ - A Fares : 3%
DJULAF - Z Fares : 0%	DJULAF - B Fares : 3%	AF - W Fares : 3%	AZ - Y Fares : 4%
DJULAF - Y Fares : 4%	DJULAF - M Fares : 3%	AF - S Fares : 3%	AZ - B Fares : 3%
DJULAF - B Fares : 3%	AFIKL - U Fares : 3%	AF - A Fares : 3%	AZ - M Fares : 3%
DJULAF - M Fares : 3%	AFIKL - K Fares : 3%	DJULAF - Y Fares : 4%	AZ - H Fares : 3%
DL - W Fares : 3%	AFIKL - H Fares : 2%	DJULAF - B Fares : 3%	AZ - K Fares : 3%
DL - H Fares : 3%	AFIKL - L, Q, T, N Fares : 2%	DJULAF - I Fares : 3%	AZ - V Fares : 2%
DL - Q Fares : 2%	AFIKL - R, V Fares : 0%	AFIKL - U Fares : 3%	AZ - T, N, S, X Fares : 2%
DL - K, L, U, T Fares : 2%		AFIKL - K Fares : 3%	AZ - L, O Fares : 0%
DL - X, V Fares : 0%		AFIKL - H Fares : 2%	
		AFIKL - L, Q, T, N Fares : 2%	
		AFIKL - R, V Fares : 0%	

See Private Fare Rules

- Market Pair (Direccional)
- US 50 -> United Kingdom
- US 50 -> DEL
- US 50 -> JNB
- US 50 -> LOS

- VS - J Fares : 4%
- VS - C Fares : 3%
- VS - D Fares : 4%
- VS - I Fares : 3%
- VS - Z Fares : 0%
- VS - W Fares : 3%
- VS - S Fares : 3%
- VS - H Fares : 3%
- VS - K Fares : 3%
- VS - Y Fares : 4%
- VS - B Fares : 3%
- VS - R Fares : 3%
- VS - L Fares : 3%
- VS - U Fares : 2%
- VS - M, E, O, X Fares : 2%
- VS - N, O Fares : 0%

See Private Fare Rules

- US50 to Int'l All Other (VS/VA)
- Performance Requirements :
- Market Pair (Direccional)
- US 50 -> Africa
- US 50 -> Europe
- US 50 -> India
- US 50 -> Middle East

- 01-Nov-2018 - Evergreen
- No Requirement
- DJAFIKL - JIC/DI Fares (EMEA) : 2%
- DJAFIKL - Z Fares (EMEA) : 0%
- DL - W Fares (EMEA) : 2%
- DJAFIKL - Y/BM Fares (EMEA) : 2%
- DL - HIQ Fares (EMEA) : 2%
- DL - K,L,U, T Fares (EMEA) : 2%
- DL - X, V Fares (EMEA) : 0%
- DJAFIKL - JIC/DI Fares (EMEA) : 2%
- DJAFIKL - Z Fares (EMEA) : 0%
- AF - W/SIA Fares (EMEA) : 2%
- DJAFIKL - Y/BM Fares (EMEA) : 2%
- AFIKL - L,Q,T, N Fares (EMEA) : 2%
- AFIKL - R, V Fares (EMEA) : 0%
- AZ - J/E/D Fares (EMEA) : 2%
- AZ - I Fares (EMEA) : 0%
- AZ - P/A Fares (EMEA) : 2%
- AZ - Y/BM/HKV Fares (EMEA) : 2%
- AZ - T/N/S/X Fares (EMEA) : 2%
- AZ - L/O Fares (EMEA) : 0%

Exhibit A - Customer Report - FlexCSA

Term	DL Fare Class	KL Fare Class	AF Fare Class	Other Fare Class	POS Ticketing
University of Virginia FlexCSA					
Market Pair (Directional)	DLVA - JIC/DI Fares (AUINZ) : 2%			DLVA - JIC/DI Fares (AUINZ) : 2%	
US 50 -> Australia	DL - W Fares (AUINZ) : 2%			VA - OW Fares (AUINZ) : 2%	
US 50 -> New Zealand	DLVA - Y/B Fares (AUINZ) : 2%			DLVA - Y/B Fares (AUINZ) : 2%	
	DL - MH Fares (AUINZ) : 2%			VA - H/K/L Fares (AUINZ) : 2%	
	DL - Q,K,L,U Fares (AUINZ) : 2%			VA - E,N,V,Q Fares (AUINZ) : 2%	
	DL - T Fares (AUINZ) : 0%			VA - T Fares (AUINZ) : 0%	
See Private Fare Rules					
Market Pair (Directional)	DL - JIC/DI Fares (LAT/CRB/MX) : 2%				
US 50 -> Caribbean	DL - Z Fares (LAT/CRB/MX) : 0%				
US 50 -> Mexico	DL - Y/B/M/H Fares (LAT/CRB/MX) : 2%				
US 50 -> PR & USVI					
US 50 -> Central America					
US 50 -> South America					
See Private Fare Rules					
Market Pair (Directional)	DL - Q,K/L Fares (Caribbean) : 2%				
US 50 -> Caribbean	DL - U/T/X/V Fares (Caribbean) : 0%				
US 50 -> PR & USVI					
See Private Fare Rules					
Market Pair (Directional)	DL - Q/K/L/U Fares (LAT/AMX) : 2%				
US 50 -> Mexico	DL - T/X/V Fares (LAT/AMX) : 0%				
US 50 -> Central America					
US 50 -> South America					
See Private Fare Rules					
Market Pair (Directional)				VS - J/C/D/I Fares : 2%	
US 50 -> United Kingdom				VS - Z Fares : 0%	
US 50 -> DEL				VS - W/S/H/K Fares : 2%	
US 50 -> DXB				VS - Y/B/R/L/U Fares : 2%	
US 50 -> JNB				VS - M/E/D/A Fares : 2%	
US 50 -> LOS				VS - N/O Fares : 0%	
See Private Fare Rules					
LATAM to US/CA/PR/VI (Catch-all)	01-Nov-2016 - Evergreen				
Performance Requirements :	No Requirement				
Market Pair (Directional)	DL - I/Z Fares (BR) : 0%				
Brazil -> USA/Canada					
Brazil -> PR & USVI					

Exhibit A - Customer Report - FlexCSA

Term	DL Fare Class	KL Fare Class	AF Fare Class	Other Fare Class	POS Ticketing
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University of Virginia FlexCSA

Market Pair (Directional)
 Central America -> USA/Canada
 Central America -> PR & USVI
 South America -> USA/Canada
 South America -> PR & USVI
 Caribbean -> USA/Canada
 Caribbean -> PR & USVI
 Mexico -> USA/Canada
 Mexico -> PR & USVI
 Not Equate PR & USVI -> USA/Canada

See Private Fare Rules

Market Pair (Directional)
 Central America -> USA/Canada
 Central America -> PR & USVI
 South America -> USA/Canada
 South America -> PR & USVI
 Caribbean -> USA/Canada
 Caribbean -> PR & USVI
 PR & USVI -> USA/Canada
 Mexico -> USA/Canada
 Mexico -> PR & USVI

DL - J/C/D Fares : 7%
 DL - Y/B/M/H Fares : 10%

See Private Fare Rules

Market Pair (Directional)
 Central America -> USA/Canada
 Central America -> PR & USVI
 South America -> USA/Canada
 South America -> PR & USVI
 Caribbean -> USA/Canada
 Caribbean -> PR & USVI
 PR & USVI -> USA/Canada
 Mexico -> USA/Canada
 Mexico -> PR & USVI
 Not Equate Brazil -> USA/Canada
 Not Equate Brazil -> PR & USVI

DL - I Fares : 3%
 DL - Z Fares : 0%

See Private Fare Rules

Market Pair (Directional)
 PR & USVI -> USA/Canada

DL - Q (PRVI) : 3%
 DL - K/L (PRVI) : 2%
 DL - U/T/X/V (PRVI) : 0%

See Private Fare Rules

APAC to US50/CA Catch-all
 Performance Requirements :
 Australia (Country) -> US 50
 Australia (Country) -> Canada

01-Nov-2016 - Evergreen
 No Requirement
 DL - Premium Economy in W (AU) : 2%

Exhibit A - Customer Report - FlexCSA

University of Virginia FlexCSA	DL Fare Class	KL Fare Class	AF Fare Class	Other Fare Class	POS Ticketing
Tom					
Markets					
Market Pair (Directional)					
China -> US 60	DL - Business in J/C/D : 4%				
China -> Canada	DL - Business in I : 2%				
Hong Kong -> US 50	DL - Economy in Y/B/M : 4%				
Hong Kong -> Canada	DL - Discount Economy in H/O/K/L/J : 1%				
South Korea -> US 50					
South Korea -> Canada					
Malaysia -> US 50					
Malaysia -> Canada					
Philippines -> US 50					
Philippines -> Canada					
Singapore -> US 50					
Singapore -> Canada					
Taiwan -> US 50					
Taiwan -> Canada					
Thailand -> US 50					
Thailand -> Canada					
Australia (Country) -> US 50					
Australia (Country) -> Canada					

See Private Fare Rules	DL Fare Class	KL Fare Class	AF Fare Class	Other Fare Class	POS Ticketing
Market Pair (Directional)					
Japan -> US 50	DL - Business in J (JP) : 4%				
Japan -> Canada	DL - Economy in Y (JP) : 4%				
	DL - Discount Economy in L (JP) : 1%				

See Private Fare Rules	DL Fare Class	KL Fare Class	AF Fare Class	Other Fare Class	POS Ticketing
Market Pair (Directional)					
Japan -> US 50	DL - Business in J (JP) : 4%				
Japan -> Canada	DL - Economy in Y (JP) : 4%				
	DL - Discount Economy in L (JP) : 1%				

Exhibit A - Customer Report - FlexCSA

Criteria
Contract Name Equals University of Virginia FlexCSA

Report Set

Report Set
Date Range
Currency
Country
Distance Indicator
Time Indicator
Report Category
Report Name
Report Code
Submitted
Screen

Exhibit A - Customer Report - FlexCSA (09 20 2016 11 37 24)

US Dollar
United States
Miles
12 hour clock
Contract Management
Exhibit A - Customer Report - FlexCSA
CM-EXB-A-ZDL
Travis Hill
Contract Profile

Report Options Selected

No report options.