

CORPORATE DISCOUNT TRAVEL OFFER

By **Joint Stock Company for Air Traffic – Air Serbia Belgrade**, Jurijska Gagarina 12, 11070 Belgrade, Republic of Serbia, to Company: _____, _____, _____, _____.

Conditions

This Corporate Offer includes special discounts on published fares to the Company, for traveling on Air Serbia operated flights, on the below listed routes, for tickets issued solely on Air Serbia (115) ticket stock under the following conditions:

- ✦ Validity of this offer is from DD/MM/YYYY to DD/MM/YYYY
- ✦ Travel period of this offer is from DD/MM/YYYY
- ✦ Company Tour Code ____ – BEGC ____

Targets and Revision of the Corporate Offer

Negotiated corporate discounts are based on targeted revenue (including fare and fuel surcharge but excluding airport tax and ticketing service charge), flown on Air Serbia operated flights, excluding codeshare flights JU7000-9999, and sold on Air Serbia ticket stock (115), in the total yearly amount of **EUR ____**, splitted into quarters:

Quarter	Q1 (MMM-MMM)	Q2 (MMM-MMM)	Q3 (MMM-MMM)	Q4 (MMM-MMM)
Target revenue	EUR ____	EUR ____	EUR ____	EUR ____

Air Serbia will review the performance after each quarter, comparing it to the above, pre-defined quarterly targets. Air Serbia will inform the Company about the results and suggest further steps to be taken, if necessary. In case the Company did not reach above targets Air Serbia retains the right to change the discounts, or cancel the Corporate Offer. This Corporate Offer can be substituted by alternative offers, if agreed by both parties. Both parties agree that they have the right to unilaterally terminate cooperation defined in this Corporate Offer without stating any reason, but on the condition that they send the notice of termination, 7 days prior to termination, to the other party.

Discount Grid on Selected Routes

Negotiated corporate discounts are granted on regular published fares (excluding promotional fares and all taxes and surcharges), in accordance to the discount grid, on listed routes only:

(✓ - included for target)

Routing	
<i>between</i>	<i>and</i>
BELGRADE	AIR SERBIA NETWORK (excluding intercontinental routes)
Discounts	
Brands	Fare Classes
	J C D W Y B H K M Q L V U E T P R O -
Business – All Inclusive	%
Economy - Comfort	n/a
Economy - Standard	%
Economy - Light	%

Additional Benefit on Economy Brands

- ✦ Change of reservation. Applicable for one change, if done up to 1 day, prior to departure as set in the ticket:
 - Economy Light – “Region”: Change upon payment of penalty of EUR 50;
 - Economy Light – “Europe”: Change upon payment of penalty of EUR 70;
 - Economy Standard – “Region”: Change upon payment of penalty of EUR 20;
 - Economy Standard – “Europe”: Change upon payment of penalty of EUR 35;
- ✦ Refund/Cancellation: Applicable for refund if reservation is properly cancelled more than 1 day prior to the day of departure as set in the ticket:

- Economy Light – “Region” and “Europe”: Refund the fare paid less fee of EUR 70;
- Economy Standard – “Region”: Refund the fare paid less fee of EUR 25;
- Economy Standard – “Europe”: Refund the fare paid less fee of EUR 50;
- ✦ “Region” is defined as service operated by Air Serbia, only between airports in the following countries: Serbia, Albania, Bosnia, Bulgaria, Croatia, Hungary, Montenegro, North Macedonia, Romania and Slovenia.
- ✦ “Europe” is defined as service operated between Serbia and all other countries, not being part of the “Region”.

Discount Grid on Intercontinental Routes

Negotiated corporate discounts are granted on regular published fares (excluding promotional fares and all taxes and surcharges), in accordance to the discount grid on listed route only:

(✓ - included for target)

Routing																			
between	and																		
BELGRADE	NEW YORK, CHICAGO, TIANJIN																		
Discounts																			
Compartments	Fare Classes																		
	J	C	D	W	Y	B	H	K	M	Q	L	V	U	E	T	P	R	O	Z
Business	%			%			n/a												
Economy	n/a						%										✓		

Additional Benefits on Intercontinental Routes

- ✦ Change of reservation. Applicable for one change, if done up to 1 day, prior to departure as set in the ticket:
 - Fare Classes Y,B,H,K,M,Q,L,V,U: Free of charge. In case the purchased fare is not available on the new date, fare difference has to be paid at time of change;
 - Fare Classes E,T,P,R,O,Z: First change of reservation upon payment of fee EUR 100. In case the purchased fare is not available on the new date, fare difference has to be paid at time of change;
- ✦ Refund/Cancellation: Applicable for refund if reservation is properly cancelled more than 1 day prior to the day of departure as set in the ticket:
 - Fare Classes Y,B,H,K,M,Q,L,V,U: Free of charge;
 - Fare Classes E,T,P,R,O,Z: Refund the fare paid less fee of EUR 200;
- ✦ Advance purchase restriction and minimum stay rule will not apply to business class fares only.

Ticketing Agency

In order to qualify for the corporate discounts, tickets must be booked and purchased through the Company's appointed travel agent(s) whose details are set below. The Company nominates following Travel Agent(s):

Travel Agent:		
IATA:		
PCC:		
Address:		
Contact person:		
Telephone:		
E mail:		

The Company may use the benefits and discounts provided in this Corporate Offer even if it directs its business through a different appointed Travel Agent(s), provided that Air Serbia agrees to such change in writing. From time to time Air Serbia may add, amend or withdraw scheduled services from routes it operates, add additional routes or change the type of services offered in relation to any specific route. Corporate discounts or discounted fares set forth in this Corporate Offer only apply while Air Serbia is operating those services on the specified routes, and does not guarantee continued operation of those services, on those routes, throughout the term. Tickets issued pursuant to this Corporate Offer are subject to: availability at the time of booking, Air Serbia's Conditions of Carriage, Conditions of Contract, regulations, associated fare rules and ticketing policies.

In order to reach the agreed targets, the Company will do it's best to promote Air Serbia as preferred airline by the means of internal newsletter, dissemination of Air Serbia product information, promotional offers, promotion of Frequent Flyer product, presentations, workshops and other means.

The agency is obliged to enter the Tour Code at the time of ticketing if not automatically generated by the system. Only tickets bearing this tour code can and will be tracked and, will contribute reaching the target.

Points of contact

All information between parties have to be communicated between following contacts:

<u>Air Serbia</u>	<u>Company</u>
Contact person:	Contact person:
Title:	Title:
Address: Jurija Gagarina 12, 11070 Belgrade, Serbia	Address:
Tel:	Tel:
E mail:	E mail:

Non disclosure - Non transferability

This Corporate Offer, as well as the overall communication between the parties, must be considered as confidential. The Company shall not assign, transfer, charge, deal in any manner, sub-contract or delegate any of its rights or responsibilities under this Corporate Offer without the prior written consent of Air Serbia. Air Serbia reserves the right to check the eligibility of the passengers travelling with discounted rates, confirmation that the passenger is employed with the company may be requested any time. This Corporate Discount Travel Offer is prepared in two copies, one for each party.

Acknowledgement of Receipt

Name:

Title: