

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 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 01/01/2022 to 31/12/2022
- ✿ Travel period of this offer is from 01/01/2022
- ✿ Company Tour Code __ – BEGC__

Targets and revision of agreement

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 __,000**, splitted into quarters:

Quarter	Q1 (JAN-MAR)	Q2 (APR-JUN)	Q3 (JUL-SEP)	Q4 (OCT-DEC)
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 Offer. This Offer can be substituted by alternative offers if agreed by both parties. Both parties have agreed 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:

BETWEEN	Class	Business All Inclusive		
<i>(city)</i>	J	%		
	C			
	D			
	W			
AND	Class	Economy Comfort	Economy Standard	Economy Light
AIR SERBIA NETWORK (except NEW YORK)	Y	%	%	%
	B			
	H			
	K			
	M			
	Q			
	L			
	V			
	U			
	E	n/a	✓	✓
T	✓		✓	

(✓ - included for target)

Additional Benefit on Economy Brands

- ✦ Economy Light: One change of reservation upon payment of penalty of EUR 70, if done 1 day prior to departure set in the original ticket.
- ✦ Economy Standard: One change of reservation upon payment of penalty of EUR 30, if done 1 day prior to departure set in the original ticket.
- ✦ Economy Standard: Refund of ticket upon payment of penalty of EUR 50, if done more than 1 day prior to departure and reservation was properly cancelled.

Discount Grid on NEW YORK Route

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:

BETWEEN	Class	Discount	Compartment
(city)	J	%	Business
	C	%	Business
	D	%	Business
	W	%	Business
AND	Class	Discount	Compartment
NEW YORK	Y	%	Economy
	B	%	Economy
	H	%	Economy
	K	%	Economy
	M	%	Economy
	Q	%	Economy
	L	%	Economy
	V	%	Economy
	U	%	Economy
E	%	Economy	

Additional Benefits on NEW YORK route

In addition to the above discounts, Air Serbia will offer the Company following benefits :

- ✦ No advance purchase restriction and no minimum stay restriction. Applicable for business class fares only.
- ✦ First change of reservations is free of charge, if made at least 1 day prior to departure, In case the purchased fare is not available on the new date, fare difference has to paid at time of change.
- ✦ Free Cancellation/Refund of the ticket is available, if made 1 day prior to departure latest.

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 offer even if it direct it's 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. The Corporate Discounts or Discounted Fares set forth in this 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 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:

Air Serbia	Company
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 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 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 Offer is prepared in two copies, one for each party.

Acknowledgement of receipt

Name:

Title: