



Agreement regarding SAS for Work

This SAS for Work Agreement (the “**Agreement**”) is entered into between **Scandinavian Airlines System Denmark – Norway – Sweden**, a consortium established under the laws of Denmark, Norway and Sweden, having its registered office at SE 195 87 Stockholm, Sweden (“**SAS**”) and the corporate (the “**Buyer**”) and shall be effective from the time of acceptance of this Agreement (the “**Effective Date**”).

1. BACKGROUND, PURPOSE AND SCOPE

1.1 SAS for Work is SAS's corporate travel programme under which eligible business customers may obtain access to corporate discounts and other benefits for Business Travel.

1.2 The Buyer wishes to participate in SAS for Work and SAS has agreed to make the Corporate Discounts and any Other Benefits set out in the applicable Appendix 1 available to the Buyer and its Travelers, in accordance with this Agreement.

1.3 The Parties acknowledge that this Agreement regulates eligibility for such discounts and benefits only. Each booking and ticket constitutes a separate contract of carriage governed by the applicable carrier's conditions of carriage, fare rules, ticket conditions and mandatory law.

1.4 This Agreement supersedes any previous corporate discount agreement between SAS and the Buyer relating to the same subject matter.

1.5 This Agreement incorporates and is subject to the SAS for Work General Terms and Conditions, available at <https://www.flysas.com/en/legal-info/sas-for-work-terms> (the “**General Terms and Conditions**”). By entering into this Agreement, the Buyer confirms that it has had access to and accepts the General Terms and Conditions.

1.6 In the event of any conflict, the following order of priority shall apply: (i) this Agreement, (ii) Appendix 1, and (iii) the General Terms and Conditions, unless expressly stated otherwise in Appendix 1.

1.7 Ticketing Instructions will be provided by SAS as a separate operational document and apply to the booking, ticketing and technical implementation of the Agreement. Buyer undertakes to inform its Travel Agent of the applicable Ticketing Instructions.

2. DEFINITIONS

“**Affiliate**” means entities that control, are controlled by, or are under common control with the Buyer. Control means the power to exercise decisive influence over an entity's financial and operating decisions, directing the management of the entity and/or exercising the actual majority of votes at general meeting or an equivalent body.

“**Business Travel**” means flight travel undertaken by a Traveler for business purposes on behalf of, and authorised by, the Buyer or its Affiliates, and not for private, leisure or other personal purposes.

“**Buyer's Code(s)**” means any Corporate Mandatory Prefix (“**CMP**”) code, Corporate ID codes (“**Corporate Code**”) or other code allotted by SAS for the purposes of identifying eligible bookings or Business Travel under this Agreement.

“**Corporate Discount**” means a set percentage (as detailed in Appendix 1) off the public fare on the date of ticketing, exclusive of direct and indirect taxes, passenger charges and surcharges, including but not limited to international or domestic fees (specified as YQ), security, insurance and sales charges.

“**Other Benefits**” means any benefit additional to the Corporate Discount expressly specified in Appendix 1.

“**O&D**” means origin and destination.

“**SAS Partner**” means an airline or other third-party partner participating in the relevant SAS for Work offer from time to time, as notified by SAS to the Buyer in accordance with the General Terms and Conditions.

“**Ticketing Instructions**” means the technical booking, ticketing, reporting and implementation instructions supplied by SAS from time to time.

“**Travel Agent**” means an IATA- or ARC-authorised travel agent or other booking provider authorised by Buyer or its Affiliates to make bookings or issue tickets on behalf of the Buyer.

“**Traveler**” means an employee, officer or external consultant authorised by the Buyer or its Affiliates to use Corporate Discounts or Other Benefits for Business Travel.

“**Travel Volumes**” means the expected number of one-ways per O&D during the Validity Period.

“**Validity Period**” means the period specified in Appendix 1 during which the Corporate Discount and/or Other Benefits is intended to apply.

3. PERMITTED USE

3.1 Subject to the terms set out in this Agreement, the Buyer, its Affiliates and their Travelers may use the Corporate Discounts for Business Travel by Travelers during the Validity Period.

3.2 The Buyer shall ensure that all use of the Corporate Discounts, Buyer's Codes and Other Benefits by or on behalf of an Affiliate and/or Traveler complies with this Agreement, the General Terms and Conditions, the applicable fare rules and the Ticketing Instructions.

4. CORPORATE DISCOUNTS AND OTHER BENEFITS

4.1 Corporate Discounts apply only to the routes, products, booking classes, ticket types, points of sale and booking channels for which they are made available by SAS.

4.2 Other Benefits are available only if stated in Appendix 1. SAS may require acceptance of separate product terms before any Other Benefit may be used. If separate product terms conflict with the Agreement, those terms prevail only in relation to the relevant Other Benefit.

4.3 Any payment relating to Business Travel shall be made in accordance with the booking, ticket, Travel Agent or payment arrangement applicable to that Business Travel.

4.4 SAS may from time to time offer temporary campaigns, promotional fares or additional discounts. Any such campaign, fare or discount is offered at SAS' sole discretion, may be subject to separate terms, and shall not amend the Corporate Discounts or create any obligation for SAS to offer, continue or repeat it.

5. PERFORMANCE REVIEW AND DISCOUNT ADJUSTMENTS

5.1 The Corporate Discounts are based on the Buyer's estimated Travel Volumes as set out in Appendix 1. Performance assessments will be carried out in accordance with Appendix 1 and regular business reviews will be carried out by the parties. For the avoidance of doubt, Travel Volumes are estimates only and do not constitute a minimum commitment, spend commitment, or purchase obligation by the Buyer.

5.2 SAS may prospectively adjust a Corporate Discount to the extent reasonably required to reflect a structural change to a public fare, tax, passenger charge, fee, surcharge, product, route, booking class, distribution arrangement, partner arrangement, law, regulatory requirement or security requirement, or to prevent fraud, misuse or incorrect application of a Corporate Discount.

5.3 SAS shall give the Buyer 30 days written notice before implementing an adjustment under Clause **Error! Reference source not found.** SAS may give shorter notice, or make the adjustment effective immediately, where an adjustment is reasonably required by circumstances outside SAS's reasonable control, fraud, misuse, regulatory requirements, security requirements or changes to partner, distribution or fare arrangements.

6. TRAVEL AGENTS, BOOKING CHANNELS AND VISIBILITY

6.1 The Buyer shall, promptly following execution of this Agreement, ensure that each Travel Agent and booking provider used in connection with the Buyer's Business Travel under this Agreement:

- a) receives the relevant Buyer's Codes and the current Ticketing Instructions required to implement the Agreement; and
- b) correctly implements and complies with the Ticketing Instructions.

6.2 Where Business Travel is booked through an online booking tool ("**OBT**") or other booking channel configured by or on behalf of the Buyer, the Buyer shall ensure that the relevant system setting, booking profiles and fare displays correctly reflect the terms of the Agreement, including:

- a) The applicable Corporate Discounts, fares and Other Benefits set out in Appendix 1;
- b) SAS and, where applicable, the relevant SAS Partners as one of the Buyer's preferred carriers (or a similar designation depending on each OBT setup) for the routes specified in Appendix 1;

c) The relevant SAS and SAS Partner products, travel classes and product descriptions made available under the Agreement;

d) The fare combinations made available by SAS, including the combination of restricted and unrestricted fares on a half round-trip basis where applicable; and

e) Any other configuration requirements set out in the Ticketing Instructions.

6.3 The Buyer shall ensure that its relevant travel profiles and internal travel policy reflect SAS and, where applicable, the relevant SAS Partners as one of the Buyer's preferred carriers for the relevant routes or markets.

6.4 SAS shall use commercially reasonable efforts to assist the Buyer and its Travel Agents or booking providers with the planning, configuration and administration of the system settings required to implement the Agreement and SAS may, on reasonable notice, request information regarding such configurations in order to assist the Buyer and its Travel Agents or booking providers.

6.5 A failure by the Buyer, its Affiliates, a Travel Agent or a booking provider to comply with the Ticketing Instructions or the requirements in this Section 6 may prevent Business Travel from being attributed to the Agreement and may affect reporting, performance measurement or access to a Corporate Discount.

Appendix 1: Corporate Discounts and Other Benefits

This Appendix sets forth the terms under which the Buyer participates in SAS for Work, a product offered by SAS to companies who are travelling for work. SAS for Work offers among other things, direct discounts and simplified booking. The discount below is applied on the public net fare. The tier set out below depends on the Buyer's annual spend on SAS products and services. For information on specific destinations included in this offer, please refer to each carrier's website.

Validity Period: From the Effective Date until amended or terminated pursuant to the terms herein.

SAS for Work – Tier: Member Shorthaul				
For Edifact:		Amadeus Corporate Code 871765 – Other GDS Corporate Code SME52		
For NDC:		Amadeus Corporate Code 871765		
CMP Code will be sent separately				
Airline	Route	Cabin	Ticket Type	% Discount
Scandinavian Airlines (SK)	Europe	Business	Business Flex	2%
Scandinavian Airlines (SK)	Domestic	Premium	Premium Flex	
Scandinavian Airlines (SK)	Domestic, Europe	Economy	Flex	
Scandinavian Airlines (SK)	Domestic, Europe	Economy	Standard	
SAS for Work – Tier: Member Longhaul				
For Edifact:		Amadeus Corporate Code 871765 – Other GDS Corporate Code SME52		
For NDC:		Amadeus Corporate Code 871765		
CMP Code will be sent separately				
Airline	Route	Cabin	Ticket Type	% Discount
Scandinavian Airlines (SK)	Intercontinental	Business	Business Flex	2%
Scandinavian Airlines (SK)	Intercontinental	Premium	Premium Flex	
Scandinavian Airlines (SK)	Intercontinental	Economy	Flex	
Scandinavian Airlines (SK)	Intercontinental	Economy	Standard	
Singapore Airlines*: SAS for Work – Tier: Member Longhaul				
*only available for Nordic companies				
For Edifact:		Amadeus Corporate Code 871765 – Other GDS Corporate Code SME52		
For NDC:		Amadeus Corporate Code 871765		
CMP Code will be sent separately				
Airline	Route	Cabin	Ticket Type	% Discount
Singapore Airlines (SQ)	Intercontinental	Business	SQ Business	2%
Singapore Airlines (SQ)	Intercontinental	Premium Economy	SQ Premium Economy	
Singapore Airlines (SQ)	Intercontinental	Economy	SQ Economy	

SAS for Work – Tier: Select Shorthaul				
For Edifact: Amadeus Corporate Code and Other Corporate Codes will be sent separately				
For NDC: Amadeus Corporate Code will be sent separately				
<i>CMP Code will be sent separately</i>				
Airline	Route	Cabin	Ticket Type	% Discount
Scandinavian Airlines (SK)	Europe	Business	Business Flex	6%
Scandinavian Airlines (SK)	Domestic	Premium	Premium Flex	
Scandinavian Airlines (SK)	Domestic, Europe	Economy	Flex	
Scandinavian Airlines (SK)	Domestic, Europe	Economy	Standard	2%
SAS for Work – Tier: Select Longhaul				
For Edifact: Amadeus Corporate Code and Other Corporate Codes will be sent separately				
For NDC: Amadeus Corporate Code will be sent separately				
<i>CMP Code will be sent separately</i>				
Airline	Route	Cabin	Ticket Type	% Discount
Scandinavian Airlines (SK)	Intercontinental	Business	Business Flex	6%
Scandinavian Airlines (SK)	Intercontinental	Premium	Premium Flex	
Scandinavian Airlines (SK)	Intercontinental	Economy	Flex	
Scandinavian Airlines (SK)	Intercontinental	Economy	Standard	2%
Singapore Airlines*: SAS for Work – Tier: Select Longhaul				
<i>*only available for Nordic companies</i>				
For Edifact: Amadeus Corporate Code and Other Corporate Codes will be sent separately				
For NDC: Amadeus Corporate Code will be sent separately				
<i>CMP Code will be sent separately</i>				
Airline	Route	Cabin	Ticket Type	% Discount
Singapore Airlines (SQ)	Intercontinental	Business	SQ Business	6%
Singapore Airlines (SQ)	Intercontinental	Premium Economy	SQ Premium Economy	
Singapore Airlines (SQ)	Intercontinental	Economy	SQ Economy	2%

Corporate discount fares have a farebase code ending with **CR**, where CR indicates Corporate Rate.

The Corporate discount fares in this Agreement may be combined with the following ticket types offered by SAS, provided they are available in the distribution system:

Airline	Cabin	Ticket Type	Farebase ending with	Routes	Discount
SK	Business	Business	BS or BSD	Nordic, European	0%
SK	Premium	Premium	PS or PSD	Domestic	0%
SK	Economy	Light	GHT or GHTD	Domestic, Nordic, European	0%

Certain public farebase codes (for example campaign fares, fares with additional restrictions, certain booking classes etc.) may be excluded from the Corporate Discounts. Please refer to your booking tool, Travel Agent or distribution system.

Other Benefits: General

Information about additional Other Benefits enjoyed by Buyer and its Travelers connected to this Agreement can be found here: <https://www.flysas.com/en/legal-info/sas-for-work/>. In addition, additional benefits may be available but is subject to agreement between the parties.