

Mexico SQ Commercial Plan

1. Validity Period: April 1st 2024-March 31st 2025.

2. Applicability:

i. All POSes within Mexico

ii. SQ-618

iii. All Published Fares originating Mexico consisting of SQ/TR operated sectors, including codeshare/interline sectors.

iv. Excludes POO fares sold in POS MX for itineraries originating Rest of World, **except for those approved ex-USA where there is strategic importance to SQ Americas to develop local sales.**

v. Discounts filed in Net Remit 5 system by Accelya.

Distribution Channels	MX BSP Commercial Plan %		
	In order of commercial revenue		
Type of sales remuneration	Net Remit % Tier 1 No minimum Flown Net Revenue required	Net Remit% Tier 2 30K and up	Net Remit% Tier 3 60K and up
First Class (All booking classes)	5	7	10
Business Class (All booking classes)	5	7	10
Premium Economy Class (All booking classes)	5	7	10
Economy Class (All booking classes) except G	5	7	10
ONE WAY or ROUND TRIP'POO' type fares (All booking classes) (ex-USA SQ online gateways to allow split ticketing and offers strategic importance to local market) EX POO USA applies for N fares and above. V, K and G are not eligible.	3	5	7
ONE WAY or ROUND TRIP'POO' type fares (All booking classes) (Rest of World)	Not applicable	No applicable	Not applicable

Agencies are required to issue tickets indicating "0" % commission, and our "Net Remit 5 system by Accelya" will identify the agency IATA and credit their correspondent commission within their weekly BSP report period.

Tier 2 & Tier 3 applicable for preferred accounts with strong BSP revenue to ASIA (Potential Revenue to Asia) meant to incentivise sales originating from source market i.e. POS Mexico.

Qualifying Revenue Threshold: TIER 2 minimum revenue threshold required USD30K/ TIER 3 minimum flown net revenue required 60K.