

| Skyteam Global Meeting Ticketing Procedure | | |
|--|--------------------------------------|---|
| Date 18 November 2013 | Reference Number 201311182 | Implementation Date IMMEDIATELY |

Skyteam's Global Meeting is a program that allows organizers to register an event via the Skyteam.com website and designate a travel agency to issue tickets on any of the Skyteam alliance's member airlines for participants in this event. In addition to the designated travel agency, tickets for this event can also be issued via Skyteam.com or Skyteam member airline's online website.

Program's Benefits:

- Event organizers earn 1 reward economy class ticket for every 50 attendees who travel to the event with SkyTeam Global Meetings.
- Enjoy discounts of up to 15% on available fares.
- Participants will earn miles as usual.
- Booking either via skyteam.com or with an approved travel agency.
- Access to virtually any place in the world through Skyteam's vast network with more than 1,000 destinations and 15,100 daily flights.
- No service fee and no financial commitment.

Eligibility Conditions:

- A minimum of 50 attendees likely to travel by air.
- Attendees must be originating from at least 2 different countries (i.e., other than the country where the event is being held).
- Event may be registered from 2 months to 5 years in advance.
- Communicating Skyteam as an official alliance network.
- Pre requisite : event ID code shall be obtained by recording an event on www.skyteam.com/globalmeetings
- Event ID (code + date + name of event) must be shown on endorsement box and tour code.
- Booking must be made on B class for economy and D class for business.
- Following must be indicated on the ticket:
 - **FZ + Event ID**
 - **FS + validity dates of event**
- Passenger shall carry proof of participation to the event and may be asked to show it at time of boarding.
- Min /max stay : travel is authorized 5 days before the event and 5 days after the event with min 1 day during the event.
- No children discounts or other discounts.
- No agency commission.

All of the above conditions must be fulfilled to justify the application of this fare, otherwise, a full fare readjustment will result.

GDS Sales Strategies
استراتيجيات المبيعات عبر نظم التوزيع الشامل

Here are the formats for inputting the required information for each GDS:

| CRS | Fare Display Entry Format |
|-------------------|---|
| Amadeus | FQDDXBRUH/R,U*MEETINGS |
| Sabre / Abacus | FQDXBRUH31OCT#AC*MEETINGS-SV#PCNV#PV< |
| Galileo | FDDXBRUH15OCT*CNV/SV-PRI-MEETINGS:P |
| Worldspan / Axess | 4FDXBRUHRSR/CNV-SV/@@MEETINGS-AC/ L15OCT11 |
| Apollo | \$DDXBRUH15OCT-CNV*SV-PRI-MEETINGS:P |
| Travelsky | FSD DXBRUH/SV/NEGO/#CMEETINGS Or FSD DXBRUH/SV/PRVT/#CMEETINGS |

| CRS | Fare Rule Display Entry Format |
|-------------------|--------------------------------|
| Amadeus | FQN Line Number |
| Sabre / Abacus | RD Line Number |
| Galileo | FN*Line Number/ALL |
| Worldspan / Axess | 4F.R Line Number |
| Apollo | \$V Line Number/ALL |
| Travelsky | FSN Line Number |

| CRS | PNR OSI Element Format |
|-------------------|---|
| Amadeus | OSYYOIN event ID |
| Sabre / Abacus | 3OSI YY OIN event ID |
| Galileo | SI.YY* OIN event ID |
| Worldspan / Axess | 3OSI YY OIN event ID |
| Apollo | 3OSI YY OIN event ID |
| Travelsky | OSI YY OIN event ID/passenger number |

| CRS | Pricing Entry Format |
|-------------------|--|
| Amadeus | FXP/R,U063792 or FXP/R,U*MEETINGS |
| Sabre / Abacus | WPPCNV#AC*MEETINGS |
| Galileo | FQ*CNV-MEETINGS:P |
| Worldspan / Axess | 4PFSR.SR#/@@MEETINGS.AC |

GDS Sales Strategies

استراتيجيات المبيعات عبر نظم التوزيع الشامل

| | |
|-----------|---|
| Apollo | \$B**CNV-MEETINGS:P |
| Travelsky | QTE:/SV/NEGO//#CMEETINGS Or QTE:/SV/PRVT//#CMEETINGS |

| CRS | Ticket Endorsement Entry Format |
|-------------------|---------------------------------|
| Amadeus | FE event ID |
| Sabre / Abacus | ED event ID |
| Galileo | TMU1EB event ID |
| Worldspan / Axess | 5-ER event ID |
| Apollo | \$BGEB event ID |
| Travelsky | EI: event ID |

| CRS | Tour Code Entry Format |
|-------------------|------------------------|
| Amadeus | FT* event ID |
| Sabre / Abacus | UN* event ID |
| Galileo | TMU1TC event ID |
| Worldspan / Axess | 5-IT event ID |
| Apollo | \$BITC event ID |
| Travelsky | TC: F/ event ID |

Example:-

Step 1- PNR Information

- a- Create PNR as per Date of Event
- b- OS YY OIN 2549S 20JAN14 TEST EVENT
- c- FZ 2549S 20JAN14 TEST EVENT
- d- FS 20JAN14-23JAN14
- e- FE 2549S 20JAN14 TEST EVENT
- f- FT* 2549S 20JAN14 TE
- g- Passport Information Mandatory

```

--- RLR ---
RP/JEDC32101/JEDC32101          TR/SU  17NOV13/1314Z    7LTMBX
  1.TEST EVENT/GM MS
  2  SV 567 B 20JAN 1  DXBJED HK1  1230 1440   20JAN  E  SV/7LTMBX
  3  SV 566 B 23JAN 4  JEDDXB HK1   0745 1130   23JAN  E  SV/7LTMBX
    
```

GDS Sales Strategies

استراتيجيات المبيعات عبر نظم التوزيع الشامل

```

4 AP JED 6677987 6677988 - INTERCONTINENTAL TRAVEL - A
5 AP JED 6677987 6677988 - INTERCONTINENTAL TRAVEL - A
6 APE GDSSUPPORT@SAUDIAIRLINES.COM
7 APM 966505482528
8 TK OK17NOV/JEDC32101
9 SSR DOCS SV HK1 P/PAK/123456/PAK/22DEC67/M/22DEC17/ANSARI/MO
  IN/H
10 OSI YY OIN 2549S 20JAN14 TEST EVENT
11 OPW-28NOV:1700/1C7/SV REQUIRES TICKET ON OR BEFORE
  01DEC:1600/S2-3
12 OPC-01DEC:1700/1C8/SV CANCELLATION DUE TO NO TICKET/S2-3
13 FS 20JAN14-23JAN14
14 FE *M*2549S 20JAN14 TEST EVENT
15 FT *2549S20JAN14TE
16 FZ 2549S 20JAN14 TEST EVENT
  
```

Step 2- To Display The Fare Quote

a- FQDDXBJED/R,U063793

b- FQN01*L - TO DISPLAY FARE NOTES LIST

```

FQDDXBJED/R,U063792
ALSO SEE DW CJED
MORE FARES AVAIL IN SAR AUD USD
ROE 3.67301 UP TO 10.00 AED
17NOV13**17NOV13/DXBJED/NSP;EH/TPM 1048/MPM 1257 /MEETINGS
LN FARE BASIS OW AED RT PEN DATES DAYS AP MIN MAX ALFR
01 YSE0WW 2140 + S31DEC - + - - - SVBM
02 CSE0WW 4430 P25 - - + - - - SVBM
  
```

```

FQN01*L
VERIFY OPTION
** RULES DISPLAY **
17NOV13**17NOV13/DXBJED/NSP;EH/TPM 1048/MPM 1257 /MEETINGS
LN FARE BASIS OW AED RT PEN DATES DAYS AP MIN MAX ALFR
01 YSE0WW 2140 + S31DEC - + - - - SVBM
FCL: YSE0WW TRF: 903 RULE: MEET BK: B
PTC: CNV-CONVENTION FTC: ER -ECONOMY RESTRICTED
OPTION LIST
FR.FARE BY RULE RU.RULE APPLICATION
MX.MAX STAY SE.SEASONS
AP.ADVANCE RES/TKT FL.FLT APPLICATION
CD.CHILD DISCOUNTS SO.STOPOVERS
TF.TRANSFERS/RTGS EL.ELIGIBILITY
TE.TKT ENDORSEMENT PE.PENALTIES
CO.COMBINABILITY VC.VOLUNTARY CHANGES
VR.VOLUNTARY REFUNDS
***** SELECT CATEGORIES *****
  
```

GDS Sales Strategies

استراتيجيات المبيعات عبر نظم التوزيع الشامل

Step 3 - PNR Pricing
a- FXP/R,U063792

FXP/R,U063792

01 TEST EVENT/GM MS

LAST TKT DTE 20JAN14 - DATE OF ORIGIN

-----<CORP 063792>-----

| AL | FLGT | BK | T | DATE | TIME | FARE BASIS | NVB | NVA | BG |
|-----|------|-----|---|-------|------|------------|-------|-------|----|
| DXB | | | | | | | | | |
| JED | SV | 567 | B | 20JAN | 1230 | YSE0WW | 20JAN | 20JAN | 2P |
| DXB | SV | 566 | B | 23JAN | 0745 | YSE0WW | 23JAN | 23JAN | 2P |

AED 2140.00 20JAN14DXB SV JED290.42SV DXB290.42NUC
 SAR 2190.00 580.84END ROE3.673010
 SAR 50.00UR XT SAR 6.00ZR SAR 6.00TP
 SAR 77.00AE
 SAR 12.00XT
 SAR 2329.00

RATE USED 1AED=1.02320SAR

CAT35 NEGOTIATED FARES

SAR 2482.30 TOTAL INCL SAR 153.30 AGENT TKT FEE
 FEE PARTIALLY BASED ON VC=SV AND TT=ET

Step 4 - TST Display

TST00001 JEDC32101 TR/17NOV F N LD 20JAN14 OD DXBDXB SI
 T-

FXP/R,U063792

1. TEST EVENT/GM MS

| | | | | | | | | | | | | |
|---|-----|-----|-----|-----|-------|-------|------|--------|--------|-------|-------|-----|
| 1 | DXB | SV | 567 | B | 20JAN | 1230 | OK | YSE0WW | 20JAN | 20JAN | 2PC | |
| 2 | O | JED | SV | 566 | B | 23JAN | 0745 | OK | YSE0WW | 23JAN | 23JAN | 2PC |

DXB

FARE I AED 2140.00
 EQUIV SAR 2190.00
 TX001 X SAR 50.00URDP TX002 X SAR 77.00AEAD TX003 X SAR
 6.00ZRAP
 TX004 X SAR 6.00TPSE
 TOTAL SAR 2329.00 BSR 1.0232
 GRAND TOTAL SAR 2329.00
 DXB SV JED M/IT SV DXB M/IT END

MEETING

14.FE *M*2549S 20JAN14 TEST EVENT
 15.FT *2549S20JAN14TE
 16.FV *F*SV

GDS Sales Strategies

استراتيجيات المبيعات عبر نظم التوزيع الشامل

Step 5 - Ticket Issuance.

```

TKT-0654159584255          RCI-          1A  LOC-7LTMBX
OD-DXBDXB  SI-          FCMI-N  POI-JED  DOI-17NOV13  IOI-71200474
  1.TEST EVENT/GM MS          ADT          S I
  1 ODXB SV 567  B 20JAN1230 OK YSE0WW          O  20JAN20JAN 2PC
  2 OJED SV 566  B 23JAN0745 OK YSE0WW          O  23JAN23JAN 2PC
    DXB
FARE  I          IT
EQUIV          BSR          1.0232
TOTALTAX SAR          139.00
TOTAL          IT
/FC DXB SV JED M/IT SV DXB M/IT END
FE 2549S 20JAN14 TEST EVENT
FP INV.AMADEUS
FT 2549S20JAN14TE
FOR TAX/FEE DETAILS USE TWD/TAX
NET REPORTING IT/BT
SAC- 065HKDK72ZSAN
  
```

```

--- TST RLR ---
RP/JEDC32101/JEDC32101          NA/SU  17NOV13/1328Z  7LTMBX
  1.TEST EVENT/GM MS
  2  SV 567 B 20JAN 1 DXBJED HK1  1230 1440  20JAN  E  SV/7LTMBX
  3  SV 566 B 23JAN 4 JEDDXB HK1  0745 1130  23JAN  E  SV/7LTMBX
  4 AP JED 6677987 6677988 - INTERCONTINENTAL TRAVEL - A
  5 AP JED 6677987 6677988 - INTERCONTINENTAL TRAVEL - A
  6 APE WMAQULAH@SAUDIAIRLINES.COM
  7 APM 966505482528
  8 TK OK17NOV/JEDC32101//ETSV
  9 SSR DOCS SV HK1 P/PAK/123456/PAK/22DEC67/M/22DEC17/ANSARI/MO
    IN/H
 10 OSI YY OIN 2549S 20JAN14 TEST EVENT
 11 FA PAX 065-4159584255/ETSV/17NOV13/JEDC32101/71200474/S2-3
 12 FB PAX 1700223971 TTP OK ETICKET WELL ISSUED/S2-3
 13 FS 20JAN14-23JAN14
 14 FE *M*2549S 20JAN14 TEST EVENT
 15 FM PAX *F*0.00/S2-3
 16 FP INV.AMADEUS
 17 FT *2549S20JAN14TE
 18 FV PAX *F*SV/S2-3
 19 FZ 2549S 20JAN14 TEST EVENT
  
```

Saudi Arabian Airlines, GDS Sales Strategies

If you have any questions or comments on this Bulletin, please contact:

gdssupport@saudiairlines.com