



# LATAM/ROW

Spain point of origin

| LONG HAUL ROW              | ECONOMY        |                  |                    |                   |                        | PREMIUM ECONOMY    |                      |                    |                           | BUSINESS            |                       |                     |                          |
|----------------------------|----------------|------------------|--------------------|-------------------|------------------------|--------------------|----------------------|--------------------|---------------------------|---------------------|-----------------------|---------------------|--------------------------|
| Commercial name            | BASIC          | OPTIMA           | COMFORT            | FLEXIBLE          | FLEXIBLE               | OPTIMA             | COMFORT              | FLEXIBLE           | FLEXIBLE                  | OPTIMA              | COMFORT               | FLEXIBLE            | FLEXIBLE                 |
| Brand Name<br>Brand Code   | BASIC<br>BASIC | OPTIMA<br>OPTIMA | COMFORT<br>COMFORT | FLEXIBLE<br>FLEX  | FULLY FLEX<br>FULLFLEX | OPTIMA<br>PEOPTIMA | COMFORT<br>PECOMFORT | FLEXIBLE<br>PEFLEX | FULLY FLEX<br>PERFULLFLEX | OPTIMA<br>BUSOPTIMA | COMFORT<br>BUSCOMFORT | FLEXIBLE<br>BUSFLEX | FULLY FLEX<br>BUSFULLFLX |
| Hold baggage               | €              | 1                | 1                  | 1                 | 1                      | 1                  | 2                    | 2                  | 2                         | 1                   | 2                     | 2                   | 2                        |
| Seat selection             | €              | STANDARD<br>24h  | STANDARD<br>FRONT  | STANDARD<br>FRONT | STANDARD<br>FRONT      | STANDARD<br>24h    |                      | ALL                | ALL                       | STANDARD<br>24h     | ALL                   | ALL                 | ALL                      |
| Priority boarding          |                |                  | Group 2            | Group 2           | Group 2                | Group 2            | Group 2              | Group 2            | Group 2                   | Group 1             | Group 1               | Group 1             | Group 1                  |
| Fast-track & Lounge Access |                |                  |                    |                   |                        |                    |                      |                    |                           | ✓                   | ✓                     | ✓                   | ✓                        |
| Changes                    | €              | €                | 1 FREE             | ✓                 | ✓                      | €                  | 1 FREE               | ✓                  | ✓                         | €                   | 1 FREE                | ✓                   | ✓                        |
| Refunds                    |                |                  |                    | ✓                 | ✓                      |                    | €                    | ✓                  | ✓                         |                     | €                     | ✓                   | ✓                        |
| Changes (no-show)          |                |                  |                    |                   | ✓                      |                    |                      |                    | ✓                         |                     |                       |                     | ✓                        |
| Refunds (no-show)          |                |                  |                    |                   | €                      |                    |                      |                    | €                         |                     |                       |                     | €                        |
| Fare Classes               | ALL            | ALL              | ALL                | ALL               | Y                      | ALL                | ALL                  | ALL                | W                         | ALL                 | ALL                   | ALL                 | J                        |

For information on rules, please check our distribution website for further details.





# TRANSACCIONES

## Amadeus

| GDS entries – Basic fares & upsell                                                                                                                      |                                                                                                                                                                          |
|---------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Fare display (including brands)                                                                                                                         | FQDMADBOG/D01JUL/AIB/FF                                                                                                                                                  |
| Fare quote - as booked - Basic Economy (default)                                                                                                        | FXP                                                                                                                                                                      |
| Fare quote by Brand – as booked e.g. Economy Select                                                                                                     | FXP/FF- <b>[Brand]</b> e.g. FXP/FF- <b>OPTIMA</b>                                                                                                                        |
| Best Buy by Brand e.g. Economy Select                                                                                                                   | FXB/FF- <b>[Brand]</b> e.g. FXP/FF- <b>OPTIMA</b>                                                                                                                        |
| Best Buy by different Brand on different fare components<br>e.g. Economy Select outbound (fare component 1) + Economy Select inbound (fare component 2) | FXB/FF1- <b>[Brand]</b> /FF2- <b>[Brand]</b><br>e.g. FXB/FF1- <b>OPTIMA</b> /FF2- <b>OPTIMA</b>                                                                          |
| Ver los servicios adicionales                                                                                                                           | FQF/nro ítem                                                                                                                                                             |
| Información sobre el coste que supondría cambiar a una Branded Fare superior UPSELL                                                                     | <b>FXY</b> muestra opciones de cambio de Branded Fares (Necesita Itinerario)<br><b>FXU</b> / nro ítem opción elegida para seleccionar el cambio a la nueva Branded Fare. |
| Combinaciones                                                                                                                                           | <b>FXP/S2,3/FF2-OPTIMA/FF3-FLEXIBLE</b><br><b>FXB/FF-BASIC</b><br><b>FXA/S2,5</b>                                                                                        |

## Galileo

| GDS entries – Basic fares & upsell               |                                |
|--------------------------------------------------|--------------------------------|
| Fare display (including brands)                  | FDMADEBOG01JUL/IB              |
| Fare quote – as booked – Basic Economy (default) | FQCIB                          |
| Fare quote options (up to 4)                     | FQA                            |
| Fare quote options – select option               | FF1 (option 1), FF2 (option 2) |
| Upsell panel                                     | BFA                            |



## Sabre

| GDS entries – Basic fares & upsell                                                                                                                      |                                                                                                             |
|---------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------|
| Fare display (including brands)                                                                                                                         | FQMADBOG01JUL-IB                                                                                            |
| Fare quote – as booked – Basic Economy (default)                                                                                                        | WP                                                                                                          |
| Fare quote by Brand – as booked e.g. Economy Select                                                                                                     | WPBR[ <i>brand</i> ] e.g. WPBR <i>OPTIMA</i>                                                                |
| Best Buy – Basic Economy (default)                                                                                                                      | WPNC (informative)                                                                                          |
| Best Buy by Brand e.g. Economy Select                                                                                                                   | WPNC¥BR[ <i>brand</i> ] e.g. WPNC¥BR <i>OPTIMA</i>                                                          |
| Best Buy by different Brand on different fare components<br>e.g. Economy Select outbound (fare component 1) + Economy Select inbound (fare component 2) | WPNC¥\$1*BR[ <i>brand</i> ] ¥\$2*BR[ <i>brand</i> ] e.g.<br>WPNC¥\$1*BR <i>OPTIMA</i> ¥\$2*BR <i>OPTIMA</i> |

# LH LATAM - Fare Families Attributes Harmonization

We aim to align the route-wide proposal, independent of the POC. We will launch with the POC Latam, POC ES & POC EUR

Business

## AS IS

1. On Hold Baggage:  
Business Optima  
POC ES & POCEUR: 1 PC / POC LATAM: 2PC
2. Penalty Fees  
Business Optima  
Changes: POC ES & POC EUR: €200 / POC LATAM:\$250  
Business Comfort  
Refunds: POC ES & POC EUR: €100 / POC LATAM: \$125

P.Economy

1. On Hold Baggage:  
P.Eco Optima  
POC ES & POCEUR: 1 PC / POC LATAM: 2PC
2. Penalty Fees  
P.Eco Optima  
Changes: POC ES & EUR: €150 / POC LATAM:\$190  
P.Eco Comfort  
Refunds: POC ES & EUR: €95 / POC LATAM: \$120

Economy

1. Portfolio Fare Families:  
  
Basic / Optima / Comfort / Flexible
2. Penalty Fees

| Penalty Fees | Changes            | Refunds      |
|--------------|--------------------|--------------|
| Basic        | € 150 / \$ 190     | Not included |
| Optima       | € 150 / \$ 190     | Not included |
| Comfort      | 1Free / €160-\$190 | Not included |
| Flexible     | Included           | Included     |

## TO BE

1. On Hold Baggage\_ (ex POC CO)  
Business Optima  
POC ES &POC EUR: 1 PC / POC LATAM: **1PC**
2. Penalty Fees  
Business Optima  
Changes: **POC ES & POC EUR: €250 / POC LATAM:\$280**  
Business Comfort  
Refunds: **POC ES & POC EUR: €250/ POC LATAM: \$200**

1. On Hold Baggage: (ex POC CO)  
P.Eco Optima  
POC ES & POCEUR: 1 PC / POC LATAM: **1PC**
2. Penalty Fees  
P.Eco Optima  
Changes: **POC ES & POC EUR : €180 / POC LATAM:\$190**  
P.Eco Comfort  
Refunds: **POC ES & POC EUR : €180 / POC LATAM: \$150**

1. Portfolio Fare Families:  
  
Basic / Optima / **Comfort (new)/ Corp.Bundle** / Flexible
2. Penalty Fees

| Penalty Fees | Changes        | Refunds       |
|--------------|----------------|---------------|
| Basic        | € 180 / \$ 190 | Not included  |
| Optima       | € 180 / \$ 190 | Not included  |
| Comfort New  | € 160 / \$ 170 | €150 / \$ 120 |
| Corp.Bundle  | € 160 / \$ 170 | € 120 / \$ 90 |
| Flexible     | Included       | Included      |



# LH LATAM: Fare Families Portfolio Summary (ex POC CO)

|           |                 | Public Fares      |              |                  |                  | NDC Only                 |
|-----------|-----------------|-------------------|--------------|------------------|------------------|--------------------------|
|           |                 | Basic             | Optima       | Comfort          | Flexible         | Corp.Bundle              |
| Economy   | Hold Baggage    | € / \$            | 1 PC         | 1 PC             | 1 PC             | 1 PC                     |
|           | Seat Selection  | € / \$            | Standard 24h | Front & Standard | Front & Standard | Front & Standard         |
|           | Boarding Group  | Group 3 / Group 4 | Group 3      | Group 2          | Group 2          | Group 2                  |
|           | Fast Track/Lane | Not included      | Not included | Not included     | Not included     | Not included             |
|           | Changes         | €180 / \$190      | €180 / \$190 | €160 / \$170     | Included         | €130 / \$140             |
|           | Refunds         | Not included      | Not included | €150 / \$120     | Included         | €80 / \$90               |
| P.Economy | Hold Baggage    |                   | 1 PC         | 2 PC             | 2 PC             | ES: 1 PC / LATAM:<br>2PC |
|           | Seat Selection  |                   | Standard 24h | Front & Standard | Front & Standard | Front & Standard         |
|           | Boarding Group  |                   | Group 2      | Group 2          | Group 2          | Group 2                  |
|           | Fast Track/Lane |                   | Not included | Fast Lane        | Fast Lane        | Fast Lane                |
|           | Changes         |                   | €180 / \$190 | 1F, €150 / \$190 | Included         | €150 / \$190             |
|           | Refunds         |                   | Not included | €180 / \$150     | Included         | €95 / \$120              |
| Business  | Hold Baggage    |                   | 1 PC         | 2 PC             | 2 PC             | ES: 1 PC / LATAM:<br>2PC |
|           | Seat Selection  |                   | Standard 24h | Front & Standard | Front & Standard | Front & Standard         |
|           | Boarding Group  |                   | Group 1      | Group 1          | Group 1          | Group 1                  |
|           | Fast Track/Lane |                   | FastTrack    | FastTrack        | FastTrack        | FastTrack                |
|           | Changes         |                   | €250 / \$280 | 1F, €200 / \$250 | Included         | €200 / \$250             |
|           | Refunds         |                   | Not included | €250 / \$200     | Included         | €100 / \$125             |

