



**BO/SL/INC/1701/NP/168**

**January 17, 2023**

TO ALL OUR TRAVEL PARTNERS

**Sub: Fixed Cut and Pay incentive for India – VIE/MXP/CPH – India routes – AINEW22**

We are pleased to offer Cut and Pay incentive for travel on India – VIE/MXP/CPH – India routes. The detail of the scheme is as follows :

1. **Cut and Pay incentive will apply on all revenue RBDs as below :**

RBD	ONEWAY	RETURN
S/T	INR 400	INR 800
U/L	INR 500	INR 1000
G/W/V/Q/K/H/M/B/Y	INR 600	INR 1200
Z/J/D/C	INR 1000	INR 2000

2. **Applicability:**

All the tickets issued (098) in India by BSP India agents for India – VIE/MXP/CPH – India in Economy class and Business Class.

3. Targets : NIL
4. Sales Validity : from immediate effect till 31MAR23
5. Travel Validity : from immediate effect till 31MAR23. (Journey must complete on or before 31MAR23).
6. Applicable on Adult fares only. Infant fare / child fare / group fare does not qualify for the incentive.
7. Deal Code : Agents to use appropriate deal code “AINEW22” and net remit entry.

Incentive is not valid without proper NR entry and deal code on the Ticket. No manual entry should be done for the deal code.

AI shall not provide any ACM for NR entry not made properly.

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In the event of refunds where Incentive has been claimed, regions to ensure that cut n pay incentive is also recovered before effecting the refund.

**General Guidelines:**

1. No incentive on Infant/Child tickets.
2. Applicable to tickets (098) issued in India by all the IATA Agents in India.
3. The scheme is only permitted on AI (098) flights. Code share flights are not permitted.
4. Double incentive not permitted i.e. Group fares etc.

**Sales & Marketing, WR  
Mumbai**