

LOT Fare Families PNR pricing.

All 1A transactions previously used for PNR calculation shall continue to apply to **VAB** (Value Added Bundle) fare types of LOT.

Amadeus users will benefit also from a new option of calculation with an indication of specific fare family.

-FXP/FF-ECOFLEX – request a family fare in PNR pricing for specific ECOFLEX family fare for given RBD.

-FXB/FF2-ECOSTAND/FF3-ECOFLEX – request a family fare in PNR pricing with best price option for ECOSTANDARD fare family for segment number 2 and ECOFLEX fare family for segment number 3. The system automatically rebooks an itinerary for you in a due fare family class, that is lower than class in the booked itinerary.

01 KOWALSKA/ANNA *									
NO REBOOKING REQUIRED FOR LOWEST AVAILABLE FARE									

AL	FLGT	BK	T	DATE	TIME	FARE BASIS	NVB	NVA	BG
SZZ									
XWAW	LO	3936	W	W	20AUG	2100	WFLXJ0		1P
KIV	LO	513	W	W	21AUG	1115	WFLXJ0		1P
XWAW	LO	516	U	U	29AUG	1755	UFLXB28	27AUG	1P
SZZ	LO	3935	U	U	29AUG	1925	UFLXB28	27AUG	1P

PLN	920.00	20AUG17SZZ LO X/WAW LO KIV118.97LO X/WAW LO SZZ101.47NUC220.44END ROE4.173270							
PLN	176.22YQ	XT PLN 155.00XW PLN 11.02JQ PLN 39.65MD							
PLN	0.51ND	PLN 27.32WW PLN 27.32WW							
PLN	260.31XT								
PLN	1357.04								
FARE FAMILIES: (ENTER FQFN FOR DETAILS, FXY FOR UPSSELL)									
FARE FAMILY:FC1:1-2:FL									
FARE FAMILY:FC2:3-4:FL									
CARD PAYMENT FEES BETWEEN PLN 25.00 AND 25.00 MAY APPLY									
AIRLINE FEES INCLUDED									
BG CXR: 2*LO/2*LO									
PRICED WITH VALIDATING CARRIER LO - REPRICE IF DIFFERENT VC									
265.00 PLN PENALTY APPLIES									
ENDOS REF RESTR/CHNGS FOC									

List all upsell propositions (upsell panel) – FXY.

FXY can be used for PNR pricing with at least one air segment.

The upsell transaction returns the lowest available fare in the lowest fare family and maximum six

upsell propositions which are successive upgrades per bound of the lowest applicable fares in next higher fare families.

- **FXY/FFH** – returns in output homogeneous propositions within one fare family.

- **FXY** – if applicable after FXB entry, it returns different higher propositions within various fare families and its VAB combinations;

ENTER FXUn TO BOOK FARE (E.G. FXU2 TO BOOK FARE2) OR SEE HEFXY	
===== CURRENT =====	
FARE 1 - 967.04 PLN	
PTC ADT - P1	
FC1 : S2,3 - ECOSAVER	
FC2 : S4,5 - ECOSAVER	
===== UPSELLS =====	
FARE 2 - 1067.04 PLN	
PTC ADT - P1	
FC1 : S2,3 - ECOSAVER	
FC2 : S4,5 - ECOSTANDRD	

FARE 3 - 1067.04 PLN	
PTC ADT - P1	
FC1 : S2,3 - ECOSTANDARD	
FC2 : S4,5 - ECOSAVER	

Fare Families Description in cryptic – FQF.

FQF displays carrier's specific criteria for each fare based on fare conditions and services which are sorted in pre-defined order as: included, not offered or offered at charge.

- **FQF3** – displays the fare attributes description for the fare line number 3. Can be used as follow-up after FQD or FQP or any pricing transaction e.g. FXP, FXX, FXB etc.

-FQFSZZKIV/ALO/ECOSTAND – displays the fare attributes description as stand-alone transaction based on city pair, carrier and fare family name.

*1: ECOSTAND - LO - SZZKIV	
DESCRIPTION : ECONOMYSTANDARD	
WARNING : ALL SERVICES MAY NOT BE DELIVERED AS THE REQUESTED FARE COMPONENT MAY INCLUDE A CODESHARE FLIGHT OR AN INTERLINE ITINERARY	
- INCLUDED	
057 : MILEAGE ACCRUAL	
0CC : CHECKED BAG FIRST	
0MQ : CARRY8KG 18LB UPTO 45LI 115LCM	
0B5 : PRE RESERVED SEAT ASSIGNMENT	
- AT CHARGE	
059 : CHANGEABLE TICKET	
0LQ : UPGRADE MEAL TO PREMIUM FM STD	
06Z : UPGR ECO TO PREMIUM ECO	
- NOT OFFERED	
056 : REFUNDABLE TICKET	



LOT NEW FARE STRUCTURE AIRLINE FARE FAMILIES – 1A

General information – key terms and features.

Effective from 28th February 2017 for all journeys starting 01st March 2017, LOT Polish Airlines introduce a new fare structure – Fare Families.

The structure will be binding on all Short Haul LO flights and LO domestic flights within Poland.

Displaying and calculating of the new tariff structure is available in the Amadeus system based on AAFF (Amadeus Airline Fare Families) functionality.

What is Amadeus Airline Fare Families functionality?

AAFF – is a product applied to the display and calculation of tariff in the GDS and placing on the market by the Airline according to its structure based on different “fare families”. Each “fare family” has a common characteristics in terms of making a booking change or refunds and included additional services. In LOT wording and vocabulary these fares are known as **Value Added Bundled Fares (VAB)**.

Where functionality AAFF applies?

- Altea Reservation Desktop – Cryptic
- Altea Reservation Desktop – Web (GUI)
- LOT web page www.lot.com

Rebooking & Refund	Services at charge	Services Included	Fare Family Name & Description
RBK not permitted REF not permitted	* 1pc of baggage up to 23kg not later than 12h before departure * seat selection * all services offered by LO in standard catalogue	* 1PC of carry on up to 8kg * 1PC of baggage up to 23kg * Seat selection	EcoSaver Economy Saver
RBK at charge REF not permitted	* Meal offered in premium class * Upgrade to premium compartment not earlier than 24h bef departure * all services offered by LO in standard catalogue	* 1PC of carry on up to 8kg * 1PC of baggage up to 23kg * Seat selection	EcoStand Economy Standard
RBK permitted REF at charge	* Meal offered in premium class * Upgrade to premium compartment not earlier than 24h bef departure * all services offered by LO in standard catalogue	* 1PC of carry on up to 8kg * 1PC of baggage up to 23kg * Seat selection	EcoFlex Economy Flex
RBK at charge REF not permitted	* Upgrade to business compartment not earlier than 24h bef departure * all services offered by LO in standard catalogue	* 1PC of carry on up to 8kg * 2PC of baggage each up to 23kg * Seat selection	PreStand Premium Standard
RBK permitted REF permitted	* Upgrade to business compartment not earlier than 24h bef departure * all services offered by LO in standard catalogue	* 1PC of carry on up to 8kg * 2PC of baggage each up to 23kg * Seat selection	PreFlex Premium Flex
RBK permitted REF at charge	* all services offered by LO in standard catalogue	* 2PC of carry on up to 9kg each * 2PC of baggage each up to 32kg * Seat selection	BuStand Business Standard
RBK permitted REF permitted	* all services offered by LO in standard catalogue	* 2PC of carry on up to 9kg each * 2PC of baggage each up to 32kg * Seat selection	BuFlex Business Flex

Fare Display of Airline Fare Families – FQD.

FQD display within AAFB functionality requires the use of „**FF**” option in order to group all the tariffs into individual categories of fare families.

Additionally, airline code is mandatorily required.

All additional options previously used for FQD display remain valid, which means the possibility of combining them into one single entry as indicated below:

FQDSZZKIV/ALO/FF/D20AUG/R,12JAN17

ROE 4.173270 UP TO 1.00 PLN
20AUG17**20AUG17/LO SZZKIV/NSP;EH//ECOSAVER
FQNLO/001/002/003/004/005/006/007/008

LN	FARE BASIS	OW	PLN	RT	B	PEN	DATES/DAYS	AP	MIN	MAX	R
01	YSAVJ0			3040	Y	NRF	B16JAN	E01MAR+	+	+	12M R
02	BSAVJ0			2525	B	NRF	B16JAN	E01MAR+	+	+	12M R
03	MSAVJ0			2096	M	NRF	B16JAN	E01MAR+	+	+	12M R
04	ESAVJ0			1738	E	NRF	B16JAN	E01MAR+	+	+	12M R
....											
20AUG17**20AUG17/LO SZZKIV/NSP;EH//ECOSTAND											
LN	FARE BASIS	OW	PLN	RT	B	PEN	DATES/DAYS	AP	MIN	MAX	R
14	YSTDJ0			3240	Y	NRF	B16JAN	E01MAR+	+	+	12M R
15	BSTDJ0			2725	B	NRF	B16JAN	E01MAR+	+	+	12M R
16	MSTDJ0			2296	M	NRF	B16JAN	E01MAR+	+	+	12M R
17	ESTDJ0			1938	E	NRF	B16JAN	E01MAR+	+	+	12M R
.....											
20AUG17**20AUG17/LO SZZKIV/NSP;EH//ECOFLEX											
27	Y1FLX0	2084		4168	Y	264+B16JAN	E01MAR+	1+	-	-	R
28	YFLXJ0			3540	Y	264+B16JAN	E01MAR+	+	+	12M R	
29	B1FLX0	1765		3530	B	264+B16JAN	E01MAR+	1+	-	-	R
30	BFLXJ0			3025	B	264+B16JAN	E01MAR+	+	+	12M R	
31	M1FLX0	1507		3014	M	264+B16JAN	E01MAR+	1+	-	-	R
.....											
20AUG17**20AUG17/LO SZZKIV/NSP;EH//PRESTAND											
49	RSPC7AP			1386	R	NRF	B16JAN	E01MAR+	7+	+	12M R
20AUG17**20AUG17/LO SZZKIV/NSP;EH//PREFLEX											
50	APMLO			2760	A	-	B16JAN	E01MAR+	+	-	12M R
51	A1PMLO	1993		A	-	-	B16JAN	E01MAR+	+	-	R
20AUG17**20AUG17/LO SZZKIV/NSP;EH//BUSTAND											
58	ZSPCLO			2130	Z	219+B16JAN	E01MAR+	+	-	12M R	
20AUG17**20AUG17/LO SZZKIV/NSP;EH//BUPLEX											
59	DRT00			3865	D	-	B16JAN	E01MAR+	+	-	12M R
60	CR700			4364	C	-	B16JAN	E01MAR+	+	-	12M R

Fare Note Display of Airline Fare Families – FQN.

After fare note display by FQN entry, each VAB fare type has its family name, to which it belongs, included in the description.

FAQ4

```
** RULES DISPLAY **
20AUG17**20AUG17/LO SZZKIV/NSP;EH;/SA
LN FARE BASIS      OW  PLN  RT   B  PEN  DATES/DAYS  AP  MIN  MAX  R
11 WSAVJ0                      493 W  NRF  B16JAN  E01MAR+  +  + 12M  R
FCL: WSAVJ0      TRF:  21 RULE: SAV2 BK:  W
PTC: ADT-ADULT                      FTC: XAC-SUPER/SPECIAL ADV PURCHASE

FARE FAMILY      : ECOSAVR
FARE FAMILY DESCRIPTION: ECONOMYSAVER
RU.RULE APPLICATION
LOT RESTRICTED SAVER FARES
APPLICATION
AREA
  THESE FARES APPLY
    WITHIN EUROPE.
  CLASS OF SERVICE
    THESE FARES APPLY FOR ECONOMY CLASS SERVICE.
  TYPES OF TRANSPORTATION
    THIS RULE GOVERNS ROUND-TRIP FARES.
    FARES GOVERNED BY THIS RULE CAN BE USED TO CREATE
    ROUND-TRIP/OPEN-JAW JOURNEYS.
```

Informative Pricing of Airline Fare Families – FQP.

Informative pricing for VAB fare type by use of FQP transaction requires additional entry option e.g.:

/FF-ECOSAVER

All other options previously used for FQP function remain unchanged and are still valid.

FQPSZZ/D12AUGWAWKIV-/M/OLO/FF-ECOSAVER						
* FARE BASIS *	DISC	* PTC	* FARE<PLN>	* MSG	*T	
01 BSAVJ0+US*	*	1	2083.55	*RB	*Y	
02 HSAVP0+US*	*	1	1541.55	*RB	*Y	
03 USAVB28+T*	AVB	1	1227.55	*RB	*Y	
.....						
10 USAVB28	*	1	894.55	*RB	*Y	
*1-10*RESTRICTIONS MAY APPLY/CHECK PQN						
FARE FAMILIES: (ENTER PQFN FOR DETAILS, FXY FOR UPSSELL)						
*1-3,7-8*FARE FAMILIES:ECOSAVER,ECOSTANDARD						
*6,9-10*FARE FAMILIES:ECOSAVER						