

**Preferential Air Ticket Policy Based on Cooperation Agreement
between Official Partner Hainan Airlines Company and
Harbin 24th Winter Universiade**

I. Airlines Applicable and Prices:

1. International Airlines:

Air Routes	Flight Number	Class	Round Trip	Fare Basis	Published Price	Discounted Price
BUD=PEK	HU482/ HU481	E	RT	ESRT	5315EUR	340EUR (about 3500RMB)
BRU=PEK	HU492/ HU491				6376EUR	
BER=PEK	HU490/ HU489				5824EUR	
SEA=PEK	HU496/ HU495				9200USD	500USD (about 3500RMB)
TOUR CODE: HUIS8244A						

NOTE: Invalid on the reversed route. Due to the class adjustment in international airlines, the special class is E.

2. Domestic Airlines:

Air Routes	Flight Number	Class	Round Trip	Fare Basis	Published Price	Discounted Price
PEK=HRB	CN7127/CN7128	Z	RT	ZSRT	1920RMB	580RMB (70% off)
	CN7129/CN7130					
	CN7149/CN7150					
TOUR CODE: HUIS8244B						

NOTE:

1. This policy applies only to the overseas participating personnel of Harbin 24th Winter Universiade. The names of passengers should be written in English (not applicable to national passengers).
2. The specific flight schedule information is subject to computer inquiry system.

3. The published prices are made by the International Air Transport Association according to the features and distances of the airlines and international practice, and have been submitted to the Civil Aviation Administration of China for the record.

II. Rules of Application:

1. Available flights duration: Feb. 10, 2009-Mar. 5, 2009 (flights to and fro are all within this duration);
2. The prices do not include taxes and bunker surcharge;
3. No agency fee is charged in this policy;
4. Applicable airlines: see the above table;
5. Combination of prices: only applicable to the connection to Peking=Harbin flights at the price of economy class of Hainan Airlines.
6. Date change or cancelation of tickets: not allowed;
7. The application conditions of full trip is subject to the international flights price rules of Hainan Airlines;
8. No OPEN tickets are allowed, and no RQ tickets are allowed;
9. Endorsement: NON-END/ RER / REB/ REF;
10. Free check-in luggage: 40kg for economy class; for other classes, the quota remains unchanged;
11. If the classes on the trips to and fro are not the same, 1/2 RT can be adopted. If the flights routes on the trips to and fro are not the same, 1/2 RT can also be adopted (e.g. BUD-PEK-BRU);
12. For other unstated issues, refer to the *Cooperation Agreement* between Hainan Airlines and Harbin 24th Winter Universiade.

NOTE: the above mentioned flight discount is ONLY applicable to economy class; other classes do not enjoy the discount.

III. Ticket Reservation Procedures:

For the delegations:

1. Overseas offices of Hainan Airlines publish the account number and contact person and information through the Organizing Committee of Harbin 24th Winter Universiade;
2. The Organizing Committee provides Hainan Airlines with names, addresses, contact persons, telephone numbers, faxes and E-mails of all National University Sports Federations (FNSU) for the record;
3. Each delegation should conduct air tickets reservation in the name of its

respective FNSU to the overseas offices of Hainan Airlines. Relevant information, such as the name and address of FNSU should be the same with the one provided by the Organizing Committee to Hainan Airlines.

4. Upon receiving the ticket reservation application, the overseas offices of Hainan Airlines shall contact the applicants timely and reply to provide the price quotation.
5. Upon the confirmation with the banks of the receipt of the ticket fees, overseas offices of Hainan Airlines shall issue e-tickets for the participants and confirm with the passengers.
6. Staff of overseas offices of Hainan Airlines will assist participants in boarding and luggage check-in at the airports.

Other participants:

1. FISU members (including members of FISU committees) and VIPs invited by FISU, please reserve air tickets in the official name of International University Sports Federation (FISU) at the overseas offices of Hainan Airlines; Members of Sports Competition Committees, VIPs invited by Harbin Organizing Committee OC, please reserve air tickets in the official name of the Organizing Committee for Harbin 24th Winter Universiade (Harbin OC) to Hainan Airlines; overseas media staff please reserve air tickets by presenting official invitation document or certification issued by Harbin OC to the overseas office of Hainan Airlines.
2. Upon receiving the reservation applications of the above mentioned personnel, the overseas offices shall contact the applicants timely and reply to provide the price quotation, and meanwhile inform Harbin OC of the reservation information.
3. Upon the confirmation of the receipt of the ticket fees from the applicants with the banks and their identities with Harbin OC, the overseas offices of Hainan Airlines shall issue e-tickets for the applicants and confirm with the passengers.
4. Staff of overseas offices of Hainan Airlines will assist participants in boarding and luggage check-in at the airports.

IV. Contacts of the Overseas Offices of Hainan Airlines

1. Budapest Office:

Contact person: Zhao Kai

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2. Brussels Office:

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