

04 Sky Team Members

Sky Team Member is an allotment solution for tour operators – just without financial risks on the allotment. As a tour operator you can create in your system an own allotment (i.e. 15 seats) and create your own package or product.

6 weeks prior flight we expect your passenger details in our system via the Sky Terminal agency-login. In cooperation we decide to expand your allotment or you just give back to us the unsold seats. Payment is organized by invoicing for all sold seats within your allotment on a monthly basis after the flight.

No money in advance - simple to handle - no risks - book the sky

Sky Team Members (Tour Operators)

- Agency log in via the Sky Terminal
- Fixed seat allotment in the booking system of tour operator
- Fixed seat allotment for the whole period (19.12.2009 – 10.04.2010)
- Cross Marketing priority
- 100% discount on empty seats, if returned 6 weeks prior flight => higher price than with best price / minimum guarantee solution
- one way 140 EUR

| Departure Date | Price | Departure Date | Price |
|----------------|---------|----------------|---------|
| 19 Dez | 200 EUR | 20 Feb | 230 EUR |
| 26 Dez | 200 EUR | 27 Feb | 200 EUR |
| 2 Jan | 130 EUR | 6 Mar | 200 EUR |
| 9 Jan | 130 EUR | 13 Mar | 130 EUR |
| 16 Jan | 130 EUR | 20 Mar | 130 EUR |
| 23 Jan | 200 EUR | 27 Mar | 130 EUR |
| 30 Jan | 200 EUR | 3 Apr | 130 EUR |
| 6 Feb | 230 EUR | 10 Apr | 130 EUR |
| 13 Feb | 230 EUR | | |

Do you need exclusive prices in your market as a tour operator? Yes? Become a Sky Team Member and pay after the season just your minimum guarantee. A fix allotment is at your disposal for the whole season without restrictions. Enlargements on individual flights and individual basis possible.

Take your market share – be innovative – book the sky!

| Sky Team Member | Price per Round Trip Booking | Minimum Guarantee over Season |
|-----------------|------------------------------|-------------------------------|
| Sky Member 10 | 180 EUR | 75 |
| Sky Member 20 | 170 EUR | 150 |
| Sky Member 30 | 150 EUR | 250 |

- Minimum Guarantee needed, but allows more discounted prices if needed

05 Airport transfers and ski pass discounts

We gathered for you following information concerning transfer times and pricing of our partner Ski-Resorts. You will get exclusive prices for your special flight and ski packages to Switzerland. These include reduced bus shuttle fares as well as discounted ski-passes for your clients.

Grindelwald

Jungfrau Marketing Region is responsible for sales and contracting partner concerning Bus Transfers. They have chartered the coaches on Gafner Car Reisen AG.



Departure Times: upon arrival / departure of our aircraft.

- Air Conditioned Buses
- Transfer to Wengen/Mürren 1:30h
- Transfer to Grindelwald 1:30h

| Category | One Way | Round-trip |
|-----------------------|---------|------------|
| Adults | 35 CHF | 70 CHF |
| Children (6-15 years) | 20 CHF | 40 CHF |
| Children (0-6 years) | free | free |

Prices exclusively for tour operators in collaboration with Sky Work Airlines:

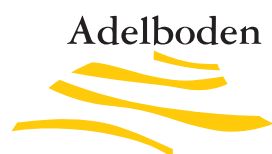
Ski Passes

All Ski Passes are reduced by -30%. Regular discount for TO -10%. Published prices as calculation basis.

| Validity | Adults | Seniors (62+) | Youth (16-19) | Children (6-15) |
|------------------------|------------|---------------|---------------|-----------------|
| 1 day | 26.74 EUR | 23.94 EUR | 21.28 EUR | 13.58 EUR |
| 3 days (within 7 days) | 79.94 EUR | 71.82 EUR | 64.26 EUR | 40.32 EUR |
| 6 days consecutive | 125.16 EUR | 112.56 EUR | 100.38 EUR | 62.86 EUR |
| 13 days consecutive | 197.40 EUR | 177.52 EUR | 158.20 EUR | 89.80 EUR |

Adelboden / Lenk

Sky Work Airlines is working together in a close collaboration with Automobilverkehr Frutigen-Adelboden AG. One Bus is prepared every **saturday** exclusively for tour operators in collaboration with Sky Work Airlines.



- Belp - Adelboden 12:30 - 13:30
- Adelboden - Belp 07:30 - 08:30

| Category | Roundtrip |
|-----------------------|-----------|
| Adults | 58 CHF |
| Children (6-15 years) | 34 CHF |
| Children (0-6 years) | free |

Meiringen / Hasliberg & Lungern:

Brünig Bus Company will be contracting partner. He offers a 15 seat bus at around 25 Euro Round Trip.



Trip Time to Meiringen is 1h30min and to Lungern is 2hours and Engelberg 3hours.

Ski-pass reductions offered as well.

Wallis

Zermatt & Saas Fee by Train Transfer SBB with Swiss Transfer Round-Trip Tickets.

| Swiss Transfer Ticket | Price |
|-----------------------|---------|
| 2. Class | 78 EUR |
| 1. Class | 119 EUR |

Children under 16 years travelling for free.

Zermatt

Bern Airport - Bern Main Station - Visp - Zermatt 2:07h
(from Bern 14:07 to Zermatt 16:14 one change in Visp)

Saas-Fee

Bern Airport - Bern Main Station - Visp - Saas-Fee 1:54h
(from Bern 13:35 an Zermatt 15:29 one change in Visp to Post-Coach)

Rotterdam - Zermatt below 6 hours!

Rotterdam - Saas Fee below 6hours!



06 Contact informations

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