

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: 1 PC & POC EUR / LATAM: 2PC

2. Penalty Fees

Business Optima
Changes: POC ES: €200 / POC LATAM:\$250
Business Comfort
Refunds: POC ES: €100 / POC LATAM: \$125

P.Economy

1. On Hold Baggage:

P.Eco Optima
POC ES: 1 PC / POC LATAM: 2PC

2. Penalty Fees

P.Eco Optima
Changes: POC ES: €150 / POC LATAM:\$190
P.Eco Comfort
Refunds: POC ES: €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: 1 PC & POC EUR / LATAM: **1PC**

2. Penalty Fees

Business Optima
Changes: **POC ES: €250 / POC LATAM:\$280**
Business Comfort
Refunds: **POC ES: €250/ POC LATAM: \$200**

1. On Hold Baggage: (ex POC CO)

P.Eco Optima
POC ES: 1 PC / POC LATAM: **1PC**

2. Penalty Fees

P.Eco Optima
Changes: **POC ES: €180 / POC LATAM:\$190**
P.Eco Comfort
Refunds: **POC ES: €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: 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: 2PC
	Seat Selection		Standard 24h	Front & Standard	Front & Standard	Front & Standard
	Boarding Group		Group 1	Group 1	Group 1	Group 1
	Fast Track/Lane		Fast Track	Fast Track	Fast Track	Fast Track
	Changes		€250 / \$280	1F, €200 / \$250	Included	€200 / \$250
	Refunds		Not included	€250 / \$200	Included	€100 / \$125

