



## INTRODUCING TWO NEW FARE BRANDS - SELECT AND SELECT PRO

In response to this challenging environment, we recognise the importance of allowing customers flexibility and peace of mind when booking across the Atlantic Joint Business with British Airways, American Airlines, Iberia and Finnair.

So, we are delighted to announce that today, the Atlantic Joint Business is launching two new fares brands – **Select and Select Pro**. These are both refundable fares, which will give your customers the flexibility to cancel a flight and claim a full or partial refund should their travel plans change. There will also be no change fee payable for **Select and Select Pro** bookings.

The **Select and Select Pro** fares will be available to book today exclusively via your GDS and British Airways' NDC channels. They will sit alongside the current Basic, Standard/Plus and Fully Flexible fares, and will enhance the suite of fare options available to suit the different budgets and flexibility needs of your customers.

These fares are being launched in alignment with across the Atlantic Joint Business partners American Airlines, Iberia and Finnair for transatlantic itineraries.

The table below shows the different benefits and attributes of each of the available fare brands:

	Basic (Economy Only)	Standard	NEW Refundable Fare Brand Select	NEW Refundable Fare Brand Select Pro	Fully Flexible
£ Change Fees*	Non-changeable, or fees apply	Fees apply	No fee	No fee	No fee
↔ Fare Difference	Payable	Payable	Payable	Payable	Payable
↩ Refunds	Varies by market, usually only unused taxes (e.g. ex-UK)	Varies by market, usually only unused taxes (e.g. ex-UK for most classes)	Ticket value minus a fee	Full ticket value	Full ticket value
🕒 No-shows	Not permitted	Not permitted	Not permitted	Not permitted	Allowed

Existing corporate customers will continue to receive their discounts from our existing suite of products in all cabins. Corporate customers' discounts will now also apply to Select and Select Pro fares, apart from in Club Europe, where the new fares can still be bought at competitive prices. Please note that Select and Select Pro may not provide additional flexibility benefits to corporate customers who have negotiated additional flexibility benefits as part of their deal, but can still purchase the product when required.

For private fare products, ticketing deadlines, hold luggage, seating and boarding will be the same on Select/Select Pro fares as they are on Standard/Plus fares.

\* British Airways' book with confidence commitment for free changes or the ability to take a voucher will continue to apply to all Basic, Standard/Plus, Fully Flexible, Select and Select Pro bookings. As always, if a flight is cancelled the customer is entitled to a full refund.

## ELIGIBLE ROUTES

These fares will be available to book in all our cabins in the markets below:

All routes from North America point of origin (USA, Mexico and Canada)
All routes from UK point of origin
EU point of origin to all Atlantic Joint Business Routes

### Exclusions:

Itineraries originating outside the UK, EU, USA, Canada and Mexico
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## PRICING

Please see below for fare availability by geography and for typical UPSELL pricing difference from Standard fares to Select / Select Pro fares\*. Please note these are based on a roundtrip.

Point of Origin	Select		Select Pro	
	Non-premium	Premium	Non-premium	Premium
UK	£100	£200	£100	£200
Europe / Spain	€ 250	€ 600	N/A	N/A
Finland / Baltics	N/A	N/A	€ 250	€600
North America	N/A	N/A	Starting from \$150	Starting from \$150

Please see below for typical refund FEES applied for the Select fare. These are based on roundtrips.

Point of Origin	Non-premium	Premium
UK	£100	£100
Europe / Spain	€ 190	€ 250

\* Pricing varies by point of origin, destination, cabin and is subject to change.

Please contact your travel management company for information about accessing these fares.

