

## Contractual annex to the sales agreement between

1. Inter-Connect GmbH, represented by its managing director with sole power of attorney Lothar Krins, Arnulfstr. 31, 80636 Munich, Commercial register: Munich, Commercial register number: 90362, VAT ID: DE129386113

- hereinafter referred to as **ICO** and the travel agency hereinafter referred to as the **TA\***

effective as of 1st September 2020 for an indefinite term.

### Section 1: Processing

1. The TA\* shall submit reservations and options either by phone, email or online. If reservations are made by phone or online, they must be confirmed in writing by the TA\* either by email or by clicking on the confirmation field in the options notification. The TA\* must provide the traveller with the travel documents on time, in general 7 days prior to departure subject to the condition that the traveller has fulfilled all of his/her obligations and the prerequisites for the provision of the travel documents have been met.

2. If the traveller cancels the package travel contract with ICO, ICO must be informed immediately. The TA\* is not entitled to demand cancellation fees from the traveller. Only ICO reserves the right to collect cancellation fees from the traveller, provided the contractual requirements have been met. In the case of a cancellation, the TA's\* commission fee shall be calculated on the basis of Section 3 of this annex.

### Section 2: Remuneration

Remuneration of the TA\* is governed by the commission agreement as per Section 3 of this annex, whereby the primary commissions and their amounts are defined. Neither port and airport charges nor taxes and gratuities shall be applied as the basis for calculation.

Commission is calculated on the basis of the travel price paid by the traveller. Any credits (e.g. "Future Cruise Credits"), discounts or other reductions granted by ICO or the cruise line during booking shall therefore be deducted from the final travel price as the basis for calculating the commission.

### Section 3 Commission agreement

The following commission scale shall apply for cruises:

Gross turnover per calendar year:	Commission:
Up to SEK 200.000; DKK/NOK 200.000; EUR 25.000; USD 30.000	11 percent for online bookings via Agents Only*
From SEK 200.001 to SEK 320.000; DKK/NOK 201.000 to DKK/NOK 300.000; EUR 25.001 to EUR 40.000; USD 30.001 to USD 50.000	12 percent for online bookings via Agents Only*
From SEK 320.001 to SEK 570.000; DKK/NOK 300.001 to DKK/NOK 600.000; EUR 40.001 to EUR 75.000; USD 50.001 to USD 90.000	13 percent for online bookings via Agents Only*
From SEK 570.001 to SEK 900.000; DKK/NOK 600.001 to DKK/NOK 900.000; EUR 75.001 to EUR 115.000; USD 90.001 to USD 140.000	14 percent for online bookings via Agents Only*
From SEK 900.001 to SEK 1.260.000; DKK/NOK 900.001 to DKK/NOK 1.120.000; EUR 115.001 to EUR 160.000; USD 140.001 to USD 190.000	15 percent for online bookings via Agents Only*
From SEK 1.260.001; DKK/NOK 1.120.001; EUR 160.001; USD 190.001	16 percent for online bookings via Agents Only*

\*The gross turnover of passengers travelling in the previous calendar year is the decisive factor in grading the commission. For bookings made via telephone, fax, e-mail or online, when not logged into the Agents Only Area, the commission will be reduced by 1%.

**For additional services:** 10% commission

For additional services such as flights (excl. taxes, fees and duties), hotels, car rentals, transfers and insurance policies that are booked as extras in connection to the cruise. The cruise constitutes the key component of the trip.

**Cancellations/no shows:**

In the case of a cancellation or no show, the TA\* shall receive half of the commission rate on the cancellation fees.