

Circular no: BGA/Admin/2025/ 245

05 November 2025

**To All Hon'ble Members of BGMEA**

**Subject: Signing of MoU between BGMEA and Turkish Airlines Inc.**

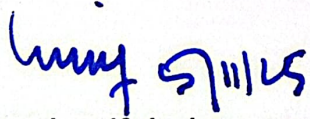
Dear Sir,

Greetings from Bangladesh Garment Manufacturers and Exporters Association (BGMEA).

This is to inform all Hon'ble Members that an **MoU between BGMEA and Turkish Airlines Inc. was signed on 4th November 2025**. The MoU has been undertaken by BGMEA Management for the convenience and benefit of its members.

Under this agreement, BGMEA members will be entitled to special privileges when availing services from Turkish Airlines, including discounted fares on international routes, priority booking facilities and travel support. These benefits aim to facilitate smoother and more cost-effective travel for BGMEA Members engaged in global apparel trade and business operations.

We believe that this collaboration between BGMEA and Turkish Airlines holds significant potential to create a positive impact for BGMEA Members.



**Major Md. Saiful Islam, psc, CSCM (Retd)**  
Secretary (Acting)

Attachments:

1. Turkish Corporate Club Premium Program Agreement
2. Suggested Travel Agent List

**BANGLADESH GARMENT MANUFACTURERS & EXPORTERS ASSOCIATION**

বাংলাদেশ পোশাক প্রস্তুতকারক ও রপ্তানীকারক সমিতি

• বাংলাদেশ তরিক •





## TURKISH AIRLINES

### Turkish Corporate Club Premium Program Agreement

#### EXHIBIT - 1 : Definitions

|                         |                                                                                                                                                                                                          |
|-------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Back-end Incentive      | Incentive paid on Airline net flown revenue at the end of the travel period based on the fulfilment of the minimum commitments.                                                                          |
| Booking Class           | The letter used to access inventory when making a reservation. (Usually appears as the first letter of the fare basis code.)                                                                             |
| Cabin Class             | The cabin of service on board the aircraft. (First, Business, or Economy (Coach))                                                                                                                        |
| City Pairs              | Specified "from/to" cities on a single flight coupon.                                                                                                                                                    |
| Code-Share              | A single flight operated by one Airline, and having flight numbers from one or more other Airlines.                                                                                                      |
| Complimentary Ticket    | A ticket which does not generate revenue.                                                                                                                                                                |
| Corporate Net Rates     | Fixed fares for a specified period of time on a specified O+D, granted to a corporation pursuant to a Star Alliance Corporate Plus.                                                                      |
| Front-end Incentive     | Discount taken at time of ticketing. Also known as "Point of sale" or "at-source" discount.                                                                                                              |
| Gross Flown Revenue     | The lifted/flown coupon value, excluding taxes and charges.                                                                                                                                              |
| Marketing Airline       | The airline selling a seat using its own flight number on a flight operated by another Airline.                                                                                                          |
| Marketing Flight Number | An Airline's flight number as it appears on a flight operated by another Airline.                                                                                                                        |
| Minimum Commitments     | Targets that must be achieved in order to qualify for specified incentive types                                                                                                                          |
| O+Ds                    | The origin and destination of a journey.                                                                                                                                                                 |
| Operating Airline       | The Airline operating the flight, regardless of flight number.                                                                                                                                           |
| OSI                     | "Other Services Indicator" identifies special reservation requests and may be used for tracking purposes.                                                                                                |
| Paid Class              | The booking class for which the customer paid, regardless of cabin class actually flown.                                                                                                                 |
| Preferred Airline       | The Corporate shall designate the Participating Airlines as "Preferred Airlines", meaning that the Corporate's travel policy and any online booking tool shall support use of the Participating Airline. |
| Point of Origin (PoO)   | The city or country from which air transportation commences.                                                                                                                                             |
| Point of Sale (PoS)     | The country or region in which a ticket is purchased.                                                                                                                                                    |
| Plating Airline         | The airline whose plate is printed on the ticket to be used for transportation.                                                                                                                          |
| Qualifying Ticket       | A ticket which is prepared for an Eligible Traveller in accordance with this Agreement, for which all fare and ticketing rules are observed.                                                             |
| Subsidiary              | Companies in which the contracted corporation has an interest of 51% or more.                                                                                                                            |
| Ticket                  | The flight document used for air transportation.                                                                                                                                                         |
| Ticket Designator       | A unique ticketing code that identifies contracted discount.                                                                                                                                             |
| Tour Code               | A unique code inserted on the ticket that is used for tracking purposes.                                                                                                                                 |
| Unrestricted Fares      | Can also be referred to as "Normal Fares." Those fares without restrictions, such as advance purchase, stopover restrictions, or minimum stay requirements that usually have a validity of one year.     |
| Upgrades                | Authorization to fly one class of service higher than the class of service purchased.                                                                                                                    |
| Value Adding Benefits   | Amenities provided in conjunction with a corporate agreement.                                                                                                                                            |

Not all of the foregoing definitions will be used in every agreement





# TURKISH AIRLINES

## Turkish Corporate Club Premium Program Agreement

### EXHIBIT - 2 : TCCP Benefits

**Tour Code of the Corporate: CCC73830**

**TABLE A: TCCP Discount Scheme**

| POS | POO | Category & NFR Range | TO BEYOND Discounts |     |    |                  |                    |     |                   | TO TURKEY Discounts |                  |                    |                   |              |
|-----|-----|----------------------|---------------------|-----|----|------------------|--------------------|-----|-------------------|---------------------|------------------|--------------------|-------------------|--------------|
|     |     |                      | Business Flexible   |     |    | Economy Flexible | Economy Restricted |     | Economy Promotion | Business Flexible   | Economy Flexible | Economy Restricted | Economy Promotion |              |
|     |     |                      | C,D                 | Z,K | J  | Y,B,M<br>A,H     | S,O,E              | Q,T | L,V,P<br>W,U      | C,D                 | Z,K,J            | Y,B,M<br>A,H       | S,O,E<br>Q,T      | L,V,P<br>W,U |
| BD  | BD  | C1                   | 12%                 | 10% | 6% | 9%               | 7%                 | 5%  | 2%                | 5%                  | 4%               | 2%                 | 2%                | 2%           |

- The discounts are determined according to the annual revenue target. All discounts are deducted from the Base Fare amount only (taxes and surcharges are not included). If the Corporation fails to meet its annual revenue target, it will either not be allowed to continue its participation in the program or will be able to participate but at a lower discount level. All discounts are granted on the "Adult type" fare amount only. No discounts will be granted for Codeshare flights or through fares based on SPA Agreements. Likewise, discounts will not be offered on flights operated by AnadoluJet (Flight Series TK7000 to TK7999). If the corporate fails to reach the target, the vested and accrued rights for discounted rates are not reclaimed or recalled. Turkish Airlines may apply the general changes of the booking classes to TCCP Discount Fares anytime.
- In the event of TCCP Discount Fares are used for the group reservations, the rules and applications of group reservation will be valid.
- In the event of any change to the reference published fares, the percentage discount will apply to the new fare and the Corporate fares adjusted accordingly.
- Please see ticketing instruction in Exhibit-3 for the other rules & applications concerning TCCP discount fares.

**TABLE B: Free Luggage Allowances**

| FROM                           | TO                                | CONCEPT        | FARE TYPE      | TCCP FREE BAGGAGE ALLOWANCE      |
|--------------------------------|-----------------------------------|----------------|----------------|----------------------------------|
| ANY DESTINATION OUTSIDE TURKEY | ANY DESTINATION IN&OUTSIDE TURKEY | WEIGHT CONCEPT | ALL FARE TYPES | AS PER PUBLISHED ALLOWANCE +10KG |
|                                |                                   | PIECE CONCEPT  | ALL FARE TYPES | AS PER PUBLISHED ALLOWANCE +1PCS |

- TCCP free baggage allowance is valid and applicable only in Turkish Airlines operated flights and only if TCCP discount are used. TCCP free baggage allowance is shown on the ticket. Baggage weighting more than 23 kg. is not accepted on Turkish Airlines flights.

### Suggested Travel Agent List for BGMEA

| SL | Agency                                 | Zone  | Key Person         | Designation       | Contant No  |
|----|----------------------------------------|-------|--------------------|-------------------|-------------|
| 1  | Overseas Links Ltd.                    | Dhaka | Md. Amir Hossain   | Manager           | 01817047183 |
| 2  | Be Fresh Ltd.                          | CTG   | Kazi Rafiqul Hasan | Managing Director | 01730042502 |
|    |                                        | CTG   | Nasimul Ghani      | General Manager   | 01711125252 |
| 3  | Saimon Overseas                        | Dhaka | Afsia Jannat Saleh | Managing Director | 01678131601 |
|    |                                        | Dhaka | Delowar            | General Manager   | 01819206610 |
| 4  | Talon Corporation Ltd.                 | Dhaka | Jalal Uddin Tipu   | Managing Director | 01819420624 |
| 5  | Travel Point Baei Travels & Tours Ltd. | Dhaka | Mosaddek           | Admin (Dressmen)  | 01787692541 |