

Virgin Australia Base Commissions Point of Sale Australia

Base Commission levels apply to all public fares ticketed on Virgin Australia (795) ticket stock and issued by **Trade Partners that do not have a Commercial Sales Agreement with Virgin Australia.**

Base Commission Levels – Public fares (effective since 1 July 2023)

	ECONOMY class	ECONOMY class	BUSINESS class
Booking classes:	T S M I	Y B W H K L R E O N V P Q	J C D
Domestic Australia*	0%	0%	0%
Trans-Tasman**	0%	0%	0%
International Short-Haul***	0%	1%	1%
International Long-Haul****	0%	1%	1%

If a ticket consists of a combination of booking classes, the lower commission level will apply to the entire ticket.

All Trans-Tasman, International Short-Haul and International Long-Haul tickets issued in Australia for travel originating outside Australia (Point of Origin outside AU) attract 0% commission.

***Domestic Australia:** All Virgin Australia marketed and operated flights within Australia - including Christmas (XCH) and Cocos Islands (CCK).

****Trans-Tasman:** All Virgin Australia marketed and operated flights (Virgin Australia metal only) between Australia and New Zealand.

*****International Short Haul:** All Virgin Australia marketed and operated flights (Virgin Australia metal only) to destinations consisting of the Pacific Islands (Fiji, Samoa and Vanuatu), Indonesia (VA marketed and operated flights to DPS only) and Japan (VA marketed and operated flights to HND only).

******International Long Haul:** All Virgin Australia marketed flights to international destinations, excluding International Short Haul and New Zealand destinations. International Long-Haul flights must

be ticketed on Virgin Australia (795) ticket stock. Please refer to the GDS fare rules (Flight Application) for any flight restrictions.

Please note:

- › Air tickets sold via publicly available agency websites attract 0% commission unless otherwise advised.
- › We continue to monitor our market competitiveness and may vary or change the Base Commission rates payable to you by electronic communications or trade release or by updating this document.

Frequently Asked Questions

Q. What if I sell a Domestic Australia end-on-end fare as part of an international ticket?

A. If a Domestic Australia end-on-end fare is combined with an international fare and fare components are validated, the International ticket commission rate applies.

Q. What if I sell a ticket to Bali outbound in E class and the return in T class, what commission do I claim?

A. You would claim 0% commission as the lower level of commission applies.

Q. How do I know if I have a commercial sales agreement?

A. You will have entered into a separate commercial sales agreement with Virgin Australia for an agreed term that has not expired. If you are still unsure, please contact your Virgin Australia Industry Account Manager.

Q. What is a Virgin Australia marketed flight?

A. A Virgin Australia marketed flight is a flight operated by another carrier with a VA flight code and ticketed on VA 795 ticket stock. A passenger booked under another carrier's flight code, even if ticketed on VA 795 ticket stock, is not considered a Virgin Australia marketed flight and will be ineligible for commission.

International Markets Outside of Australia

Virgin Australia does not pay commission on tickets that do not commence travel within the market where they have been issued. If you are issuing a Virgin Australia ticket that commences travel on a Virgin Australia flight in a market other than Australia, please refer to the POS OUTSIDE AU BASE COMMISSION document.