

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 23 April 2025)

	ECONOMY LITE	ECONOMY CHOICE	ECONOMY FLEX	BUSINESS CLASS
BRAND MODIFYER – Sabre & Amadeus	LT	CH	FL	BU
BRAND MODIFYER – Travelport/Galileo	01	02	03	04
DOMESTIC AUSTRALIA	0%	0%	0%	0%
TRANS TASMAN	0%	0%	0%	0%
INTERNATIONAL SHOT HAUL	0%	1%	1%	1%
INTERNATIONAL LONG HAUL	0%	1%	1%	1%

If a ticket consists of a combination of Fare Brands, 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).

******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 Economy Lite fare brand and the return in an Economy Choice fare brand, 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. Please refer to your head office or ticket desk.

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.