



# Take your business client's rewards to new heights



## Unlock new opportunities for your clients with Virgin Australia Business Flyer

Virgin Australia Business Flyer is here to help you deliver even more value to the small-to-medium business travel market. When your clients sign up for free, they will receive up to an additional 6%<sup>4</sup> off eligible Virgin Australia flights<sup>1</sup>, Velocity rewards, benefits, Lounge discounts and so much more.

The rewards don't end there. With points-earn on more than 40 exciting partners and offers, members can start racking up Velocity Points for their business by simply doing business on the ground.

### Benefits of becoming a Virgin Australia Business Flyer



#### Earn Points

Earn Velocity Points on eligible flights for your business when your team fly with us<sup>1</sup>, while they continue to earn Points and Status Credits for their individual Velocity Frequent Flyer account<sup>2</sup>.



#### Amazing savings

Save up to 6% on flights<sup>4</sup> and receive discounted annual Lounge Memberships.<sup>6</sup>



#### Redeem Points

Use your Velocity Points to book flights, upgrade or gift them to your team, by transferring Points from your business account to a Frequent Flyer account.<sup>3</sup>

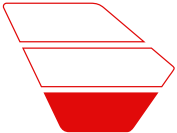


#### Priority benefits

Receive two Velocity Pilot Gold memberships<sup>5</sup> when you spend \$2,000 on travelled flights within the first 3 months, receive dedicated account management and enjoy exclusive offers.



## The more your client spends, the faster they'll be rewarded



### **Tier 1** | \$0 - \$9,999 annual flight spend on Virgin Australia marketed flights<sup>1</sup>

- Earn 1 Point per \$1 spent on eligible travelled flights<sup>1</sup>
- Save up to 6%<sup>4</sup> on already low fares
- Receive two Velocity Pilot Gold memberships when they spend \$2000 within the first 3 months<sup>5</sup>
- Purchase annual Lounge Memberships for a discounted price of \$379<sup>6</sup>



### **Tier 2** | \$10,000 - \$49,999 annual flight spend on Virgin Australia marketed flights<sup>1</sup>

- Earn 1.5 Points per \$1 spent on eligible travelled flights<sup>1</sup>
- Save up to 6%<sup>4</sup> on already low fares
- Complimentary 12 month Velocity Gold membership<sup>7</sup>
- The choice of either:
  - 20,000 bonus Velocity Points for the business<sup>8</sup> or
  - 5 single-use Virgin Australia Lounge passes<sup>8</sup>



### **Tier 3** | Over \$50,000 annual flight spend on Virgin Australia marketed flights<sup>1</sup>

- Earn 2 Points per \$1 spent on eligible travelled flights<sup>1</sup>
- Save up to 6%<sup>4</sup> on already low fares
- Complimentary 12 month Velocity Gold membership<sup>7</sup>
- The choice of either:
  - 50,000 bonus Velocity Points for the business<sup>8</sup> or
  - 10 single-use Virgin Australia Lounge passes<sup>8</sup> or
  - 2 Business Class upgrades<sup>8</sup>

## Benefits for travel agents

- ✈ Access to exclusive offers throughout the year.
- ✈ Deliver more business rewards and savings to your clients.
- ✈ Monthly progress reports to keep your clients on track.
- ✈ Dedicated team to support you with any questions relating to your reservations.



## Regional business travel for less with Link Airways and Virgin Australia Business Flyer

Virgin Australia is also proud to partner with Link Airways to help your clients' businesses connect with more regional Australian destinations, with 2% off fares<sup>9</sup> when they travel for business with Link Airways.

### LINKairways

## International business travel just got more rewarding

As a Virgin Australia Business Flyer member, your client will gain access to discounts on international business travel through our selection of hand-picked international airline partners<sup>10</sup>. Plus, they can earn Velocity Points for their business<sup>11</sup> and team<sup>12</sup> with our world-class partner airlines Qatar Airways, Air Canada, United Airlines and Singapore Airlines.



### Up to 5% off international business fares<sup>13</sup>

Your client can travel for business with Qatar Airways to over 150 travel destinations.



### 4% off with Air Canada<sup>14</sup>

Your client can enjoy a seamless business travel experience and 4% off international travel with Air Canada.



### Up to 10% off international fares<sup>15</sup>

Your client can take their business global with United Airlines.



### Work trip overseas? Double nice

With Singapore Airlines, your client can earn Velocity points for their business<sup>11</sup> and their team<sup>12</sup> on eligible international flights.

To learn more on how your client can access a wonderful world of rewards and partner offers when you book their next international business travel, visit our Agency Hub.



## How to apply

- 1 Visit the Virgin Australia Business Flyer application page: [virginaustralia.com/businessflyer](http://virginaustralia.com/businessflyer)
- 2 Add your clients ABN/ACN.
- 3 Insert details for your client's Key Contact nominee.
- 4 Tick the box to confirm that you are your client's authorised representative and have read and accepted the required documentation.
- 5 Add your client's booking preference, including your details as their travel agent.

### Important information regarding the Virgin Australia Business Flyer program

## Fare information

Once your client is an approved member of the program, you will be sent an email requesting your pricing and ticketing PCC, IATA and applicable GDS. This information is necessary for us to ensure you can access the "Fare advantage" discount for your customer who has joined the Virgin Australia Business Flyer program.

Once access has been granted to the "Fare advantage"<sup>4</sup> it is your responsibility to ensure you are selling this fare only to customers who are registered members of Virgin Australia's Business Flyer program.

The applicable OSI must be present in the PNR at time of ticket issue. Failure to add the OSI at the time of booking may result in an ADM. Please refer to Virgin Australia's ADM policy for further details.

The fare advantage fare is only available to agents who book on behalf of Virgin Australia Business Flyers and can be accessed by using the Account code ACC99.

Please refer to your GDS regarding how to price these fares. Fare rules can be found via your GDS

## Tracking information

Once your customer has joined Virgin Australia's Business Flyer program, they can start tracking their flights. To ensure your customer's flights track towards the program, you must ensure the applicable OSI is added to their booking.

## How to add the OSI to your Virgin Australia Business Flyer bookings

Please refer to the email that Business Flyer has sent you confirming that you have been nominated as the preferred booking method. This email will contain the ABN we have registered on behalf of your customer with Virgin Australia Business Flyer.

GDS	ABN Entry Format
Amadeus	OS VA VACC/insert company's ABN
Galileo	SI.VA*VACC/insert company's ABN
Sabre	3OSI VA VACC/insert company's ABN



## Clue card/ Virgin Australia marketed and operated

Cabin	Fare Brand	% Discount off published fares <sup>4</sup>
Business	Business	6%
Economy	Flex	4%
	Choice	0%
	Lite	0%

<b>Ticket designator</b>	AC
<b>Account code / corporate ID</b>	ACC99
<b>Fare basis</b>	ACs per public fares, refer to GDS
<b>OSI entry</b>	The clients ABN or NZBN must be added as an OSI in each booking. Failure to include ABN or NZBN as OSI on the booking will result in the issuance of an agency debit memo (ADM) by the airline's revenue accounts department to retrieve the difference between the applicable published fare and the fare advantage fare.
<b>Flight application</b>	Refer to GDS.
<b>Seasons</b>	As per public fares, refer to GDS.
<b>Reservations and ticketing</b>	Refer to GDS for ticketing time limit. Tickets must be issued on VA ticket stock (VA 795). Tickets must be issued by electronic ticketing. Availability of point of sale discount is limited. They do not apply to all booking classes, flight or days, even within a specified offer period, unless otherwise specified.
<b>Important note</b>	The Virgin Australia Business Flyer account code/ID must be used when pricing the fares to ensure the correct discount and fare basis is applied which will then ensure that the relevant fare conditions are also applied. When booking non-discounted fare classes, the same tour code and OSI details must be added at time of ticketing for reporting purposes.
<b>Reissue/exchange process</b>	All Virgin Australia tickets issued for a Virgin Australia Business Flyer client must show ticket designator (/AC) to qualify for appropriate discount. Important notice: a Virgin Australia Business Flyer fare cannot be reissued/ exchanged onto any other fare with different tour code and/or ticket designator or any other Virgin Australia private fare. Virgin Australia Business Flyer fare can be reissued/exchanged onto a public fare, subject to the conditions of the ticketed fare.
<b>Minimum stay</b>	Nil.
<b>Maximum stay</b>	Refer to GDS.
<b>Stopovers and transfers</b>	Refer to GDS.
<b>Construction and combinations</b>	Refer to GDS.
<b>Taxes and surcharges</b>	Taxes/surcharges/fees apply - must be collected prior to tickets being issued. Additional taxes may be payable direct at certain airports.





## Clue card/ Virgin Australia marketed and operated continued

<b>Endoresment</b>	The original and the reissued ticket must be annotated - restrictions apply/non-end and penalties apply, in the endorsement box.
<b>Child discounts</b>	Not permitted.
<b>Unaccompanied minors</b>	Not permitted.
<b>Routings</b>	Refer to GDS for applicable route map.
<b>Penalties</b>	Changes: as per fare rules. Note: local reissue/service fees may apply. Cancellations: as per fare rules. Name changes: refer to fare rules/GDS.
<b>Form of payment</b>	Cash or credit card.
<b>General</b>	Subject to change or cancellation without notice. Note: this fare should auto quote in the GDS. If the fare does not auto quote, please refer to the GDS to ensure the itinerary adheres to the fare rules.

### Terms and Conditions

<sup>1</sup> Eligible spend is per annum and reflective of the base fare less taxes, government fees and charges.

#### Virgin Australia Business Flyer terms and conditions

<sup>1</sup> **Virgin Australia Business Flyer Points Terms and Conditions:** Virgin Australia Business Flyer Members can earn up to 1,000,000 Points from Virgin Australia, airlines partners and Virgin Australia codeshare flights only, per annum, based on the rolling 12-month period from the Member joins the VA Business Loyalty Program. Points aren't earned on certain fees, taxes, or charges. [Virgin Australia Business Flyer Terms and Conditions](#) apply.

<sup>2</sup> **Velocity Frequent Flyer Points Terms and Conditions:** If the individual flying with Virgin Australia or a partner airline is also a Velocity Frequent Flyer Program member, they may also earn Velocity Frequent Flyer Program points in accordance with the relevant Velocity Frequent Flyer Program Terms.

<sup>3</sup> **Points transfer:** Account administrators can transfer Virgin Australia Business Flyer Points to Velocity Frequent Flyer Program Points, provided that (a) at least 3,000 Points are transferred per transfer; and (b) Points are only transferred to an individual directly employed or contracted by the Member.

<sup>4</sup> **Fare Advantage Discounts:** The Fare Advantage Discount of 4% applies to Flex fares operated and marketed by Virgin Australia and 6% applies to Business Class fares operated and marketed by Virgin Australia, and is available to Virgin Australia Business Flyer members. The Fare Advantage Discount levels are subject to change without notice. Please check our website for current discount levels. Fare Advantage Discounts can only be booked through the Booking Portal, our Guest Contact Centre, or a registered self-ticketing Travel Management Company (TMC) or travel agent and are not available through the public Virgin Australia website. If your TMC or travel agent is not registered to process Fare Advantage Discounts, please instruct your TMC or travel agent to contact the Virgin Australia Business Flyer team at [businessflyer@virginaustralia.com](mailto:businessflyer@virginaustralia.com). Fare Advantage Discounts cannot be used in conjunction with any other offer or discount and cannot be combined with any other Unpublished Fares or Promotional Fares. Fare Advantage discounts do not apply to any bookings made via the Virgin Australia conference and group travel area, sale fares or other tactical fares offered from time to time, and bookings for children and infants. If you have any questions regarding the application of Fare Advantage Discounts, please contact the Virgin Australia Business Flyer team. Virgin Australia Business Flyer Terms and Conditions apply.

<sup>5</sup> **Priority Benefits:** Applies to new Virgin Australia Business Flyer members. Minimum flight spends and criteria applies See Schedule 1 - [Virgin Australia Business Flyer Terms and Conditions](#) for more detail.

<sup>6</sup> **Discounted Lounge Membership:** Usual annual Lounge Membership Fee is \$450 (plus \$99 joining fee for all new standard Lounge Memberships), as at 1 July 2024. Discounted Membership Fee is available for the Virgin Australia Business Flyer member's Key Contact, Account Administrators, Travel Bookers and Travellers. Subject to the [Virgin Australia Business Flyer Terms and Conditions](#), and [Virgin Australia Lounge Terms and Conditions](#). Virgin Australia Lounge entry is subject to space availability.

<sup>7</sup> **Velocity Gold Membership:** Virgin Australia Tier 2 members receive one complimentary annual Velocity Gold Membership. Virgin Australia Tier 3 members receive two complimentary annual Velocity Gold Memberships. These complimentary memberships are for member employees only, as nominated by the member.

<sup>8</sup> **Choose Your Own Rewards:** Whenever a Virgin Australia Business Flyer member is: (a) upgraded to a higher Tier Level (i.e. upgrade from Tier Level 1 to Tier Level 2); (b) retained at Tier Level 2 or 3 following the member's annual Tier Level review; or (c) downgraded from Tier 3 to Tier 2 following the member's annual Tier Level review, your business will have the option to choose a reward. To choose a reward, click on the link in the email sent to the member's Key Contact and select from the options. The link in the email will expire in four weeks from receipt or once you have chosen your reward. Once a selection has been made, it cannot be changed. The Single Use Lounge Pass or Business Class Upgrade rewards must be allocated to a Velocity Frequent Flyer member who is directly employed or contracted by the Member within 1 year or they will expire. The Bonus Points reward must be transferred to a Velocity Frequent Flyer member who is directly employed or contracted by the Member within 2 years or they will expire. Please note that any unallocated rewards will also expire if you are upgraded to a higher Tier Level (at which time we will provide you with new rewards to choose from). See the [Virgin Australia Business Flyer Terms and Conditions](#) for details of the available rewards and conditions of use.

<sup>9</sup> **Link Airways Business Discounts (Link Business Discounts):** As at 23rd April 2024, the following discounts apply to Virgin Australia base fares (which excludes fees, carrier charges and taxes) of Virgin Australia marketed and Link Airways operated flights (with a VA flight number) booked by Virgin Australia Business Flyer members (Members), which may change without notice:

Economy fares:

Fare Type	Link Airways (FC) Fare Class	Link Airways Business Discounts
Choice Fare Class	T, Q, P, N, O, L, K, B, Y	2%

Please check the [Virgin Australia Business Flyer website](#) for current discount levels. Link Business Discounts can only be booked through the Virgin Australia Business Flyer Booking Portal, our Guest Contact Centre, or a registered Travel Management Company (TMC) or travel agent and are not available through the public Virgin Australia or Link Airways website. If your TMC or travel agent is not registered to process these Link Business Discounts, please instruct your TMC or travel agent to contact the Virgin Australia Business Flyer team [businessflyer@virginaustralia.com](mailto:businessflyer@virginaustralia.com). Link Business Discounts cannot be used in conjunction with any other offer or discount and cannot be combined with any other Unpublished Fares or Promotional Fares, unless otherwise stated. Link Business Discounts do not apply to any bookings made via the Virgin Australia conference and group travel area, sale fares or other tactical fares offered from time to time, and bookings for children and infants. If you have any questions regarding the application of Link Business Discounts, please contact the Virgin Australia Business Flyer team. [Virgin Australia Business Flyer Terms and Conditions](#) apply.

<sup>10</sup> **International Partner Airline Discounts:** Discounts are available on eligible international flights with Virgin Australia Business Flyer airline partners. Discounts vary by airline and fare class, with a discount of up to 10% available on select Business and Economy United Airlines fares. Please check the Virgin Australia Business Flyer website for current discount levels and applicable discount terms and conditions. Discounted flights can only be booked through the Virgin Australia Business Flyer Booking Portal, our Guest Contact Centre, or a registered Travel Management Company (TMC) or travel agent and are not available through the public Virgin Australia website. If your TMC or travel agent is not registered to process these discounts, please instruct your TMC or travel agent to contact the Virgin Australia Business Flyer team at [businessflyer@virginaustralia.com](mailto:businessflyer@virginaustralia.com). Discounts cannot be used in conjunction with any other offer or discount and cannot be combined with any other Unpublished Fares or Promotional Fares. Fare Advantage discounts do not apply to any bookings made via the Virgin Australia conference and group travel area, sale fares or other tactical fares offered from time to time, and bookings for children and infants. If you have any questions regarding the application of Fare Advantage Discounts, please contact the Virgin Australia Business Flyer team. Virgin Australia Business Flyer Terms and Conditions apply.

<sup>11</sup> **Earning Points with Virgin Australia Business Flyer:** Virgin Australia Business Flyer members (Members) will earn Velocity Points when Travellers fly on eligible partner airlines operated flights (including United Airlines, Singapore Airlines, Qatar Airways and Link Airways) with a VA flight number (excluding fare classes X, Z and G) bookable via an Eligible Booking Channel as follows:

1. Tier 1: 1 Point per AUD \$1 spent
2. Tier 2: 1.5 Points per AUD \$1 spent
3. Tier 3: 2 Points per AUD \$1 spent

Please note that Velocity Points cannot be earned on certain fees or charges (e.g. baggage charges and credit card surcharges). Travellers travelling on upgraded fares that were purchased with Points or by bidding for the Member's ABN is included, 3. the Member's nominated TMC, and 4. the Guest Contact Centre. Please note that Members can earn up to 1,000,000 Velocity Points per annum for travel on flights marketed and operated by Virgin Australia or flights marketed by Virgin Australia and operated by eligible international partner airlines (with a VA flight number) (including United Airlines, Singapore Airlines and Qatar Airways), based on the rolling 12-month period from when the Member joins Virgin Australia Business Flyer. Membership and Points earn is subject to the [Virgin Australia Business Flyer Terms and Conditions](#) and [Velocity Frequent Flyer Terms and Conditions](#), and any changes to the Member benefits and program features, including Points earn for eligible travel on flights operated by eligible international partner airlines (including United Airlines, Singapore Airlines and Qatar Airways), will be governed by those Terms and Conditions. Velocity collects and handles your personal information in accordance with its [Privacy Policy](#), and Virgin Australia Business Flyer collects and handles your personal information in accordance with its [Privacy Policy](#). Earn rates are correct as at 3 April 2023 and are subject to change. Flights are governed by the operating carrier's terms and conditions, which can be viewed on the operating carrier's website. Members travelling on upgraded fares purchased with Points or any other subsidised means of upgrades on Virgin Australia or our international partner airlines will earn Points based on originally purchased fare classes. If paying for an upgrade with the international partner airline, the airline partner may re-issue the ticket without a VA flight code/the ticket may no longer start with 795, and the member may no longer be eligible for Points earn. Check the [Virgin Australia Business Flyer Terms and Conditions](#) and [Velocity Membership Terms and Conditions](#) for details about earning Points.

<sup>12</sup> **Velocity Frequent Flyer Points Earn:** If the individual flying with Virgin Australia or a partner airline is a Velocity Frequent Flyer member, they may also earn Velocity Points on eligible flights in accordance with the [Velocity membership Terms and Conditions](#).



<sup>13</sup> **Qatar Airways Business Discounts:** As at 3rd April 2023, the following discounts apply to the Qatar Airways and Virgin Australia base fares (which excludes fees, carrier charges and taxes) of Virgin Australia marketed Qatar Airways operated flights (with a VA flight number) booked by Members (**QR Business Discounts**), which may change without notice.

Fare Type	Virgin Australia (VA) Fare Class	QR Business Discounts
Business	J and C	5%
Business	C* (Fare Class I* in QR) and D	0%
Economy	Y, B, H, R, O, N, V, P, Q	3%
Economy	T, I, S	0%

Please check the [Virgin Australia Business Flyer website](#) for current discount levels. QR Business Discounts can only be booked through the Booking Portal, our Guest Contact Centre, or a registered Travel Management Company (TMC) or travel agent and are not available through the public Virgin Australia website. If your TMC or travel agent is not registered to process these QR Business Discounts, please instruct your TMC or travel agent to contact the Virgin Australia Business Flyer team at [businessflyer@virginaustralia.com](mailto:businessflyer@virginaustralia.com). QR Business Discounts cannot be used in conjunction with any other offer or discount and cannot be combined with any other Unpublished Fares or Promotional Fares, unless otherwise stated. QR Business Discounts do not apply to any bookings made via the Virgin Australia conference and group travel area, sale fares or other tactical fares offered from time to time, and bookings for children and infants. If you have any questions regarding the application of QR Business Discounts, please contact the Virgin Australia Business Flyer team. [Virgin Australia Business Flyer Terms and Conditions](#) apply.

<sup>14</sup> **Air Canada Business Discount:** As of the 17th of October 2024, the following discounts apply to the Air Canada and Virgin Australia base fares (which excludes surcharges, fees, carrier charges and taxes) of Eligible Flights:

Fare Type	Virgin Australia (VA) Fare Class	AC Business Discounts
Business	J, C and D	4%
Economy	E, O, N, V, P, Q, T, I, Y, B, H, K	4%
Economy	S	0%

The Air Canada Business Discount is applicable on the base fare only, and is subject to change without prior notice. Please check the [Virgin Australia Business Flyer website](#) for current discount levels. The Air Canada Business Discount is only applicable when an Eligible Flight is booked through an Eligible Booking Channel and is not available through the public Virgin Australia website.

The Air Canada Business Discount cannot be used in conjunction with any other offer or discount and cannot be combined with any other Unpublished Fare or Promotional Fare unless otherwise stated. The Air Canada Business Discount does not apply to any bookings made via the Virgin Australia conference and group travel area, sale fares or other tactical fares offered from time to time, and bookings for children and infants. If you have any questions regarding the application of Air Canada Business Discount, please contact the Virgin Australia Business Flyer team. [Virgin Australia Business Flyer Terms and Conditions](#) apply. Subject to availability at time of booking. The present Terms and conditions are subject to change without prior notice.

"Eligible Booking Channel" is: 1. the Virgin Australia Business Flyer Booking Portal; 2. the Virgin Australia Business Flyer member's nominated Travel Management Company (TMC) or registered travel agent; and 3. the Guest Contact Centre. If your TMC or travel agent is not registered to process the Discount, please instruct your TMC or travel agent to contact the Virgin Australia Business Flyer team at [businessflyer@virginaustralia.com](mailto:businessflyer@virginaustralia.com).

"Eligible Flights" are Virgin Australia marketed Air Canada operated flights (with a VA flight number) booked by a Member.

"Member" is a person that is a Virgin Australia Business Flyer member.

"Promotional Fare" means a fare that is available for a limited period only and which is not part of the standard fare which are publicly visible.

"Unpublished Fare" means a fare not generally made available to the public. This includes (but is not limited to) Promotional Fares and fares that have been combined with another service, e.g. hotel accommodation as part of a package.

**Air Canada Points Earn:** Members will earn Velocity Points (Points) for Eligible Flights (excluding fare classes X, Z and G) bookable via an Eligible Booking Channel as follows:

1. Tier 1: 1 Point per AUD \$1 spent
2. Tier 2: 1.5 Points per AUD \$1 spent
3. Tier 3: 2 Points per AUD \$1 spent

Please note that Points cannot be earned on certain fees or charges (e.g. baggage charges and credit card surcharges). Members travelling on upgraded fares that were purchased with Points or by bidding for an upgrade will earn as per the rules of the original fare class purchased. Please note that Members can earn up to 1,000,000 Points per annum for travel on flights marketed and operated by Virgin Australia or flights marketed by Virgin Australia and operated by eligible international partner airlines (with a VA flight number) (including Air Canada) based on the rolling 12-month period from when the Member joins Virgin Australia Business Flyer.

Membership and Points earn is subject to the Virgin Australia Business Flyer Terms and Conditions and Velocity Frequent Flyer Terms and Conditions, and any changes to the Member benefits and program features, including Points earn for eligible travel on flights operated by Air Canada, will be governed by those Terms and Conditions. Velocity collects and handles your personal information in accordance with its Privacy Policy, and Virgin Australia Business Flyer collects and handles your personal information in accordance with its Privacy Policy.

Earn rates are correct as of the 17th of October 2024 and are subject to change. Flights are governed by the operating carrier's terms and conditions, which can be viewed on the operating carrier's website. Members travelling on upgraded fares purchased with Points or any other subsidised means of upgrades on Virgin Australia or our international partner airlines will earn Points based on originally purchased fare classes. If paying for an upgrade with the international partner airline, the airline partner may re-issue the ticket without a VA flight code/the ticket may no longer start with 795, and the Member may no longer be eligible for Points earn. Check the Virgin Australia Business Flyer Terms and Conditions and Velocity Membership Terms and Conditions for details about earning Points.

3. **Velocity Frequent Flyer Points Earn:** If the individual flying with Virgin Australia or a partner airline is a Velocity Frequent Flyer member, they may also earn Velocity Points on eligible flights in accordance with the Velocity Membership Terms and Conditions.

4. **Points Transfer:** Virgin Australia Business Flyer Account Administrators can transfer Points earned by the Virgin Australia Business Flyer member to a Velocity Frequent Flyer member, provided that (a) there is a minimum of 3,000 Points per transfer; and (b) the Velocity Frequent Flyer member transferee is directly employed or contracted by the Virgin Australia Business Flyer member.

\*Virgin Australia Business Flyer membership is available to businesses with an active ABN/ACN and an Australian business address that spend less than \$300K per annum on flights with Virgin Australia. The business cannot be a travel agent, travel management company, travel wholesaler, air travel consolidator or anyone re-selling air travel. For more information please see the [Virgin Australia Business Flyer Terms and Conditions](#).

<sup>15</sup> **United Airlines Business Discounts:** As at 1 November 2023, the following discounts apply to the United Airlines and Virgin Australia base fares (which excludes fees, carrier charges and taxes) of Virgin Australia marketed and United Airlines operated flights (with a VA flight number) booked by Members (UA Business Discounts), which may change without notice:

Fare Type	Virgin Australia (VA) Fare Class	UA Business Discounts
Business	J, C and D	10%
Economy Flex	Y, B, W, H, K and L	10%
Economy Choice	R and E	5%
Economy	O, N, V, P, Q, T, I, S	0%

Please check the [Virgin Australia Business Flyer website](#) for current discount levels. UA Business Discounts can only be booked through the Booking Portal, our Guest Contact Centre, or a registered Travel Management Company (TMC) or travel agent and are not available through the public Virgin Australia website. If your TMC or travel agent is not registered to process these UA Business Discounts, please instruct your TMC or travel agent to contact the Virgin Australia Business Flyer team at [businessflyer@virginaustralia.com](mailto:businessflyer@virginaustralia.com).

UA Business Discounts cannot be used in conjunction with any other offer or discount and cannot be combined with any other Unpublished Fares or Promotional Fares, unless otherwise stated. UA Business Discounts do not apply to any bookings made via the Virgin Australia conference and group travel area, sale fares or other tactical fares offered from time to time, and bookings for children and infants. If you have any questions regarding the application of UA Business Discounts, please contact the Virgin Australia Business Flyer team. [Virgin Australia Business Flyer Terms and Conditions](#) apply.