



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%⁴ off eligible Virgin Australia flights¹, Velocity rewards, benefits, Lounge discounts and so much more.

The rewards don't end there. With points-earn on than 30 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 us¹, while they continue to earn Points and Status Credits for their individual Velocity Frequent Flyer account².



Amazing savings

Save up to 6% on flights⁴ and receive discounted annual Lounge Memberships.⁶



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.³



Priority benefits

Receive two Velocity Pilot Gold memberships⁵ 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 flights¹

- Earn 1 Point per \$1 spent on eligible travelled flights¹
- Save up to 6%⁴ on already low fares
- Receive two Velocity Pilot Gold memberships when they spend \$2000 within the first 3 months⁵
- Purchase annual Lounge Memberships for a discounted price of \$379⁶



Tier 2 | \$10,000 - \$49,999 annual flight spend on Virgin Australia marketed flights¹

- Earn 1.5 Points per \$1 spent on eligible travelled flights¹
- Save up to 6%⁴ on already low fares
- Complimentary 12 month Velocity Gold membership⁷
- The choice of either:
 - 20,000 bonus Velocity Points for the business⁸ or
 - 5 single-use Virgin Australia Lounge passes⁸



Tier 3 | Over \$50,000 annual flight spend on Virgin Australia marketed flights¹

- Earn 2 Points per \$1 spent on eligible travelled flights¹
- Save up to 6%⁴ on already low fares
- Complimentary 12 month Velocity Gold membership⁷
- The choice of either:
 - 50,000 bonus Velocity Points for the business⁸ or
 - 10 single-use Virgin Australia Lounge passes⁸ or
 - 2 Business Class upgrades⁸

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 fares¹³ 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 global partner airline network, including up to 10% off fares with United Airlines⁹. Plus, they can earn Velocity Points for their business¹⁰ and team¹¹ with our world-class partner airlines Qatar Airways, United Airlines and Singapore Airlines.

Work trip overseas? Double nice

Your client's business¹⁰ and their team¹¹ can earn Velocity Points and receive up to a 5% discount on international business travel with Qatar Airways¹² on eligible flights.

Travel the distance for less

Your client can receive up to 10% off international travel when they fly for business with United Airlines⁹. Plus, they can earn Velocity Points for their business¹⁰ and their team¹¹ on eligible flights.

Book more, be rewarded faster

With Singapore Airlines your client can earn Velocity Points for their business¹⁰ and their team¹¹ on eligible flights when travelling international for business.

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
- 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"⁴ 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	Booking Class	% Discount off published fares ⁴
Business	Business	J	6%
		C	
		D	
Economy	Flex	Y	4%
		W	
		B	
		H	
		K	
		L	
	Choice	R	0%
		E	
		O	
		N	
		V	
		P	
	Q		
Lite	Lite	T	0%
		M	

Ticket designator	AC
Account code / corporate ID	ACC99
Fare basis	ACs per public fares, refer to GDS
OSI entry	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.
Flight application	Refer to GDS.
Seasons	As per public fares, refer to GDS.
Reservations and ticketing	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.
Important note	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.
Reissue/exchange process	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.
Minimum stay	Nil.
Maximum stay	Refer to GDS.
Stopovers and transfers	Refer to GDS.
Construction and combinations	Refer to GDS.
Taxes and surcharges	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

Endorsement	The original and the reissued ticket must be annotated - restrictions apply/non-end and penalties apply, in the endorsement box.
Child discounts	Not permitted.
Unaccompanied minors	Not permitted.
Routing	Refer to GDS for applicable route map.
Penalties	Changes: as per fare rules. Note: local reissue/service fees may apply. Cancellations: as per fare rules. Name changes: refer to fare rules/GDS.
Form of payment	Cash or credit card.
General	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

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

Virgin Australia Business Flyer terms and conditions

¹ **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.

² **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.

³ **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.

⁴ **Fare Advantage Discounts:** The Fare Advantage discount of 4% applies to Flex fares and 6% applies to Business Class fares (as at 28 March, 2022). The availability of Fare Advantage Discounts is limited and do not apply to all fare classes. The Fare Advantage Discount levels applicable are the discount levels published on our website at the time a booking is made and are subject to change. Fare Advantage Discounts can only be booked through the Booking Portal, our Guest Contact Centre, or the TMC. Fare Advantage Discounts cannot be used in conjunction with any other offer or discount. Fare Advantage discounts do not apply to any Bookings made via the Virgin Australia conference and group travel area and cannot be combined with any other Unpublished Fares and Promotional Fares. Fare Advantage Discounts are not available through the Virgin Australia public website and may not be available through all TMCs or corporate travel agents. If your TMC is not registered to process Fare Advantage Discounts, please instruct your TMC to contact us. Published Fare Advantage Discount levels may change without notice. Please check our website for current discount levels. Fare Advantage Discount do not apply to bookings for children and infants. [Virgin Australia Business Flyer Terms and Conditions](#) apply. Fare Advantage discounts are available to all registered Virgin Australia Business Flyer clients in selected booking classes. All flights must be booked via the Virgin Australia Corporate Portal, the Virgin Australia Guest Contact Centre or a registered self-ticketing Travel Management Company and are not available via the Virgin Australia public website. For information on how to register your travel management company, please contact the Virgin Australia Business Flyer team at businessflyer@virginaustralia.com. Fare Advantage Discounts apply to Eligible Services sold with a VA designator which are operated by Virgin Australia. See Business Flyer terms and conditions for more information. Fare Advantage discounts do not apply to any bookings made via the Virgin Australia conference and group travel area and cannot be combined with any other Unpublished Fares and Promotional Fares. Fare Advantage discounts are available on all domestic flights, Trans Tasman and international short haul flights using Virgin Australia only. Year Round Fare Advantage discounts apply to Base Fare on selected booking classes where fares are available in those booking classes (Domestic Business in D, C, J class and Economy Flex in L, K, H, B, Y, W class). Fare Advantage discounts will not be applied to sale fares or other tactical fares Virgin Australia offers from time to time. If you have any questions regarding sale fares, tactical fares or the application of Fare Advantage discounts, please contact the Virgin Australia Business Flyer team.

⁵ **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.

⁶ **Discounted Lounge Membership:** Discount is compared to the usual annual Lounge Membership Fee is \$399 (as at 22/2/23). 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](#), Virgin Australia Lounge Terms and Conditions and Virgin Australia Lounge rules. Virgin Australia Lounge entry is subject to space availability.

⁷ **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.

⁸ **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.

⁹ **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.

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.

¹⁰ **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 an upgrade will earn as per the rules of the original fare class purchased. An Eligible Booking Channel is: 1. the Virgin Australia Business Flyer Booking Portal, 2. www.virginaustralia.com provided that 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.



¹¹ **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](#).

¹² **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. 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.

¹³ **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	2%
Flex Fare Class	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. 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.