

# BASE COMMISSIONS POINT OF SALE OUTSIDE AUSTRALIA

MAY 2021



## Virgin Australia Base Commissions Point of Sale Outside Australia

Base Commission levels apply to all 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

POINT OF SALE	DOMESTIC AUSTRALIA*	TRANS TASMAN**	INTERNATIONAL SHORT-HAUL***	INTERNATIONAL LONG-HAUL****
Austria	0%	0%	0%	0%
Belgium	0%	0%	0%	0%
Canada	0%	0%	0%	0%
China (PRC)	0%	0%	0%	0%
Cook Islands	0%	0%	0% on T M S class 5% on all other booking classes	0% on T M S class 5% on all other booking classes
Denmark	0%	0%	0%	0%
Fiji	0%	0% on T M S class 2% on all other booking classes	0% on T M S class 5% on all other booking classes	0% on T M S class 5% on all other booking classes
Finland	0%	0%	0%	0%
France (including all overseas departments and territories excluding French Polynesia, New Caledonia and Saint Pierre and Miquelon)	0%	0%	0%	0%
Germany	0%	0%	0%	0%
Greece	0%	0%	0%	0%
Hong Kong (SAR)	0%	0%	0%	0%
Indonesia	0%	0%	0% on T M S class 7% on all other booking classes	0% on T M S class 7% on all other booking classes
Ireland	0%	0%	0%	0%
Italy	0%	0%	0%	0%
Japan	0%	0%	0%	0%
Malaysia	0%	0%	0%	0%
Netherlands	0%	0%	0%	0%
New Zealand	0%	0%	0%	0% on T M S class 5% on all other booking

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				classes*
Norway	0%	0%	0%	0%
Samoa	0%	0%	0% on T M S class 5% on all other booking classes^	0%
Serbia	0%	0%	0%	0%
Singapore	0%	0%	0%	0%
South Africa	0%	0%	0%	0%
South Korea	0%	0%	0%	0%
Spain	0%	0%	0%	0%
Sweden	0%	0%	0%	0%
Switzerland	0%	0%	0%	0%
Thailand	0%	0%	0%	0%
Tonga	0%	0%	0%	0%
United Arab Emirates	0%	0%	0%	0%
United Kingdom	0%	0%	0%	0%
United States of America	0%	0%	0%	0%

\***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 between Australia and New Zealand.

\*\*\***International Short Haul:** All Virgin Australia marketed and operated flights between Australia and South East Asia and the Pacific. Our International Short Haul network services destinations including Pacific Islands (Cook Islands, Fiji, Samoa, Solomon Islands and Vanuatu) and Indonesia (VA marketed and operated flight to DPS only).

\*\*\*\***International Long Haul:** All Virgin Australia 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 and must be marketed by Virgin Australia. Please refer to the GDS fare rules (Flight Applications) for any flight restrictions.

**Please note:**

\***POS NZ:** All International tickets issued in New Zealand for travel originating outside New Zealand (Point of Origin outside NZ) are attract 0% commission.

**^POS WS:** International Short Haul fares ex APW on direct flights to BNE or SYD or on Virgin Australia through fares or Virgin Australia end-on-end combinations ex APW via BNE or SYD to the final destination, on one-way and return fares, marketed and operated by Virgin Australia Airlines, originating in Samoa and ticketed on Virgin Australia (795) ticket stock. All other Virgin Australia International Short Haul destinations are non-commissionable. **No commission will be paid for flights and fares that originate outside Samoa.**

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## Please also note:

- › Air tickets sold via a publically available agency website 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, trade release or by updating this document.

## Frequently Asked Questions (FAQs)

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

**A.** You will be in possession of a hard copy commercial sales agreement with a defined term which has not expired. If you are still unsure, please contact your Virgin Australia Sales Representative or [VIGS@virginaustralia.com](mailto:VIGS@virginaustralia.com)

## Where do I go for more information?

Please contact your Virgin Australia Sales Representative or email [VIGS@virginaustralia.com](mailto:VIGS@virginaustralia.com)