



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

Domestic Australia*	0%
Trans-Tasman**	0%
International Short Haul***.	2%
International Long Haul – tickets issued in Australia with travel originating from Australia****	5%
All International tickets issued in Australia with travel originating outside Australia (Point of Origin outside AU)	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, Papua New Guinea, Samoa, Solomon Islands, Tonga and Vanuatu) and Indonesia (VA marketed and operated flight to DPS).

******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 but can be operated by our Partner Airlines Delta Air Lines, Etihad Airways, Hong Kong Airlines, Singapore Airlines or OALs. Please refer to the GDS fare rules (CAT 4) for any flight restrictions.

Please 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 or trade release or by updating this document.



Frequently Asked Questions

Q. *What if I sell Domestic Australia or Trans-Tasman sectors as part of an International ticket?*

A. If the Domestic or Trans-Tasman sectors are issued as part of an International ticket, 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 Industry Account Manager.

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 (excluding China). 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.

Where do I go for more information?

Please contact your Virgin Australia Industry Account Manager.