



## Air Transat at-source commission on published fares. Point of sale Canada

Validity: For tickets issued from November 1, 2023.

Route	Fare families	GDS	Travel Fusion <sup>1</sup>	Other reservation Platforms <sup>2</sup>		Call centre
				Supplier VAT	Sirev Air (Webfares)	
Transatlantic	Club Flex	5%	\$6	n/d	5%	0%
	Club Standard	5%	\$6	5%	5%	0%
	Eco Flex	5%	\$6	n/d	5%	0%
	Eco Standard	4%	\$6	5%	5%	0%
	Eco Budget	0%	\$6	n/d	5%	0%
South	Club Flex	5%	\$6	n/d	5%	0%
	Club Standard	5%	\$6	5%	5%	0%
	Eco Flex	5%	\$6	n/d	5%	0%
	Eco Standard	4%	\$6	5%	5%	0%
	Eco Budget	0%	\$6	n/d	5%	0%
Transborder	Club Flex	5%	\$6	n/d	5%	0%
	Club Standard	5%	\$6	5%	5%	0%
	Eco Flex	5%	\$6	n/d	5%	0%
	Eco Standard	4%	\$6	5%	5%	0%
	Eco Budget	0%	\$6	n/d	5%	0%
Domestic	Club Flex	4%	\$5	n/d	5%	0%
	Club Standard	4%	\$5	5%	5%	0%
	Eco Flex	4%	\$5	n/d	5%	0%
	Eco Standard	0%	\$5	5%	5%	0%
	Eco Budget	0%	\$5	n/d	5%	0%

<sup>1</sup> Aggregator NDC.

<sup>2</sup> Including, but not limited to Sabre Vacations, Galileo Vacations, Amadeus Tours, Sirev.com, Transatagentdirect.com.

## Market Definition

### Transatlantic

All traffic between North America (Canada & the USA) and Europe/Africa; as well as all traffic between Europe/Africa and the South (as per definition of South here).

### South

All traffic between North America (Canada & the USA) and the destinations that Air Transat serves in the Caribbean, Central America, South America and Mexico.

### Transborder

All traffic between Canada and the USA; except SJU, that is considered South.

### Domestic

Canada destinations only.



## Air Transat at-source commission on published fares. Point of sale Canada

### Conditions

- The at-source commission structure applies only to travel agencies, that are registered with IATA/ARC/TIDS in Canada at time of booking.
  - Commission is bidirectional. This means that travel can commence in Canada or anywhere else. Example, an itinerary FCOYULFCO will be entitled to the Transatlantic commission level, even though the travel starts in Europe.
  - Commission can be claimed on all itineraries that include a Codeshare or Interline segment, under the following conditions: all segments should be TS ticketed, even if they are operated by other carriers; it should be a thoroughfare (one single fare from origin to final destination); and at least one segment of the itinerary should be operated by Air Transat. If all three conditions are not met, the whole itinerary becomes non-commissionable.  
**Example of a commissionable itinerary:** Origin: YVR - Final destination: CDG - Flight numbers: YVRYZ: TS7905, operated by Porter Airlines and YYZCDG:TS 248, operated by Air Transat (there is one TS operated segment = commissionable itinerary)
  - The itineraries commercialized by Air Transat that only include a segment operated by Porter Airlines (without any TS segment), in the context of the Joint Venture, are not commissionable by Air Transat, even though it's a TS flight number. These flights are not eligible either to the Back End and Override Incentive programs offered by Air Transat to selected partners.  
**Example of non commissionable itinerary:** Origin: YVR - Final destination YYZ - Flight number: TS7905 operated by Porter Airlines (there is no TS operated segment = non commissionable itinerary)
  - At-source commission is calculated on the base fare excluding taxes and carrier surcharge.
  - When there is a combination of fare families in one single itinerary, commission will be paid based on the lowest fare family for the whole itinerary. Example: YULFCO in Eco Standard and FCOYUL in Eco Budget: The whole itinerary will get 0% commission, because Eco Budget is entitled to 0% commission.
  - No commission will be paid for bookings made via the call center. Exceptions will be made only for bookings that cannot be made via an online reservation system. Exceptions include unaccompanied minors or bookings of more than 6 passengers in Sirev and more than 9 passengers in GDS.
  - Contracted rates and private/discounted fares, as well as bookings with corporate promo codes, and group bookings are non-commissionable.
  - For Transat vacation packages' commission rates, please contact the Tour Operator directly.
  - If a ticket is refunded, any applicable commission originally paid should always be recalled.
  - Consumer bookings cannot be converted to an agency booking, thus all transactions made on Airtransat.com or its mobile app, are non-commissionable.
  - Pre-assigned seat selection and baggage fees are non-commissionable for GDS sales, but they are for all sales made through Travel Fusion.
  - Other fees, including cancellation fees, change fees, penalty fees, taxes, and surcharges are non-commissionable.
  - All rights to the At Source Commission will expire 12 months after the last segment ticketed or the date that a ticket credit was issued, as applicable.
- **Offshore/CrossBorder ticketing:**
    - Air Transat's base commission structure varies by country. Travel agents shall not, directly or indirectly, circumvent the Air Transat base commission rate structure applicable to sales in one country by collecting base commissions at rates applicable in other countries, whether through the establishment or use of an international branch office, satellite ticket printer or electronic transfer of ticketing data, through a commission sharing or referral arrangement with a travel agency in another country, or otherwise. Air Transat reserves the right to collect any amount of inappropriately retained base commissions and terminate the TS ticketing authority of travel agents who participates in practices contrary to Air Transat's rules regarding the at Source commission structure.
  - **Applicable to bookings made in Sirev and on other reservation platforms (supplier VAT):**
    - The fares offered via the Tour operator channel (supplier VAT) only include the equivalent of the Eco Standard (ECO) and Club Standard.
    - This at-source commission grid does not apply to packages, it applies only to air-only flights.
  - **Applicable to reservations made through Travel Fusion:**
    - The commission is calculated per direction (flight segment), per pax
  - **Contact in case of commission error:**
    - GDS, Travel Fusion and Sirev Air (Webfares): [airtransat-revenus@transat.com](mailto:airtransat-revenus@transat.com)
    - For Sirev bookings (supplier VAT only): [credit@transat.com](mailto:credit@transat.com)