

18 April 2018

Updated Version 1

Dear Agency Partners,

China Southern Airlines (CZ – 784) continual to pay COMMISSION (NO CAP) to Canadian travel agents for booking on PUBLISHED FARES available in your GDS.

Effective as from 15th June, 2018 ticketing date on CZ plate, applicable standard commission in Canada is:

For CZ flights, CZ code share flights, and CZ with other carriers.

CZ must be the first trans-Pacific carrier.

- **First Class and Business Class – 7% commission.**
- **Premium Economy Class – 6% commission.**
- **Economy Class – 6% commission.**
- **Mixed class fares: Premium economy class & Economy class or & First class or & Business class – 6% commission.**
- **For CZ flight (including code share) combined with other carriers all class – 4% commission.**
- **Non-CZ or non-CZ code share flights – No commission.**
- **For CZ flight (including code share) on MAINLAND CHINA DOMESTICE sectors only– No commission.**
- **For CZ flight (including code share) origin from **other than**: North America, Central America or South America – No commission**
- **Fare difference on reissue ticket is applicable for commission. (Fare change fees and taxes are non-commissionable)**

The above commission is for fares excluding all tax, surcharge, and service fees.

China Southern Airlines in Canada accept VISA, MASTERCARD and AMERICAN EXPRESS.

For enquires on the above, please contact the China Southern Vancouver Office & Toronto Office.