

Sales Bulletin



To : Hong Kong & Macau BSP Agents
Date : 21st December 2022

From : Sales & Distribution
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CONFIDENTIAL

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Handling Of Special Reward Program From 01st February 2023

To : All BSP Agents in Hong Kong and Macau

This will supersede our sales bulletin dated 16th December 2022, (Ref : AC / SB - 12 / 090) with subject "Handling Of Special Reward Program From 01st February 2023 - 1.5 % " and would like to advise that the percentage of the Special Reward for ticket originated from HKG will be revised from 3% to 1.5% with effect from 01st February 2023, the following guideline aims to assist our trade partners to identify the latest eligible fares by providing the instruction on how to enjoy the special reward of airfare (excluding taxes and surcharges).

Eligible Fares :

All CX tickets issued in Hong Kong or Macau with itineraries originated from Hong Kong or Chinese mainland and all CX segment(s) booking class code is **F / J / W / Y** and the **2nd digit of Fare Basis code is 'Q'** and without Tour code..

CX tickets with booking class code F / J / W / Y and Fare basis code FQ* / JQ* / WQ* / YQ* and without Tour code			
	ex-Hong Kong	ex-Chinese mainland	ex-ROW*
Special Reward %	1.5%	3.0%	N/A

*ROW : Rest of the World (other than Hong Kong and Chinese mainland)

How to get the reward ?

It is an upfront reward which can be remunerated at the time of ticket issuance. For all **CX** eligible fares with or without Interline segment(s) ; what you need to do is to change the default commission in GDS from 0 to applicable special reward % manually. Since this handling is already a common practice in the trade and different GDS may have their own enhancements in place. Therefore, we strongly recommend you to contact your GDS for more information.

If you have any further questions about our new special reward program, please feel free to contact our sales team.