



### Broker Commission and Clawbacks

Segment type	Commission	Clawbacks		
		0-12mths	13-24mths	25-36mths
First-Time Buyer	1%	100%	50%	25%
Second/subsequent Buyer	1%	100%	50%	25%
Switcher	1%	100%	50%	25%
Equity Release	1%	100%	50%	25%
Residential Investment Property	1%	100%	50%	25%

## The Mortgage Store – Commission and Clawbacks

Segment Type	Commission	Clawback				
		0-12 mths	13-18 mths	19-24 mths	25-30mths	31-36 mths
First Time Buyers	1%	100%	70%	55%	40%	25%
Second/subsequent Buyer	1%	100%	70%	55%	40%	25%
Switcher	1%	100%	70%	55%	40%	25%
Equity Release	N/A	N/A	N/A	N/A	N/A	N/A
Residential Investment Property	N/A	N/A	N/A	N/A	N/A	N/A

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Registered No.C-1.  
Registered Office and Head Office -  
40 Mespil Road, Dublin 4, Ireland

Directors: A list of names and personal details • of every director of the company • is available for inspection to the public • at the company's registered office for a nominal fee • and on the Bank of Ireland Group website

# Broker Guide to Mortgage Commission and Mortgage Commission Retrieval



The below table sets out the remuneration paid to Brokers for the introduction of Mortgages to Permanent TSB. It also details the commission retrieval that applies when a Mortgage redeems within the first 3 years of the date of issue of the advance.

Segment Type	Commission	Commission Retrieval		
		0-12mths	13-24mths	15-36mths
First Time Buyer Mortgage	1%	100%	50%	25%
Switcher Mortgage	1%	100%	50%	25%
Second Time Buyer Mortgage	1%	100%	50%	25%
Residential Investment Property	1%	100%	50%	25%
Mortgage Mover (Existing Borrowings)	0%	n/a	n/a	n/a
Mortgage Mover (Additional Borrowings)	1%	100%	50%	25%

Please note: Where any of the segment types are in arrears for a period of 90 consecutive days or more within 12 months of the date of issue of the advance, commission retrieval of 100% of the commission paid in respect of such Mortgage will apply.



## Haven Mortgages Ltd Commission & Clawback Structure 2020

Segment type	Commission	Clawbacks		
		0-12mths	13-24mths	25-36mths
First Time Buyers	1%	75%	50%	25%
Second/subsequent Buyer	1%	75%	50%	25%
Switcher	1%	75%	50%	25%
Equity Release	1%	75%	50%	25%



Help for what matters

<i>Mortgage Segment type</i>	<i>Commission paid on the loan drawdown amount for arranging the mortgage</i>	<i>Mortgage Intermediary Commission Clawback</i>
First Time Buyers	1%	Clawbacks are calculated on a pre-defined, pro rata basis daily from date of draw down to the end of the first 3 years (1095 days).
Second/subsequent Buyer	1%	
Switcher	1%	
Equity Release / Top Up	1%	
Residential Investment Property	1%	



## Broker Commission & Clawbacks

Segment type	Commission	Clawbacks		
		0-12mths	13-24mths	25-36mths
First-Time Buyer	1%	100%	50%	25%
Second/subsequent Buyer	1%	100%	50%	25%
Switcher	1%	100%	50%	25%
Equity Release	1%	100%	50%	25%
Residential Investment Property	1%	100%	50%	25%

Finance Ireland Credit Solutions Designated Activity Company, trading as Finance Ireland Residential Mortgages, Finance Ireland Agri, Finance Ireland Leasing, Finance Ireland Commercial Mortgages and Finance Ireland is regulated by the Central Bank of Ireland.

### **KBC Broker Commission and Commission Clawbacks - effective as at 31st March 2020**

<b>Segment</b>	<b>KBC Commission</b>	<b>KBC Commission Clawback</b>
First Time Buyer	1%	Clawback is monthly pro-rata over 36 months *
Second and Subsequent Buyer	1%	Clawback is monthly pro-rata over 36 months *
Switcher	1%	Clawback is monthly pro-rata over 36 months *
Switcher with Equity Release	1%	Clawback is monthly pro-rata over 36 months *
Residential Investment Property	1%	Clawback is monthly pro-rata over 36 months *
* For Example: Mortgage redeemed 15 months post drawdown, clawback will be 21/36 months commission etc		

## Summary commission details for my business with [Zurich Life Assurance plc]

This document provides summary details of the commission arrangements I/we have in place for unit-linked and protection business with [Zurich Life Assurance plc]. Alternative commission structures may be available which are different from the commission structures shown below.

These details are correct as at 1<sup>st</sup> April 2020.

### Single contribution products (Pensions, Investments)

	Up front commission	Trail commission
<b>Single Contribution Pension</b>		
Max	5.50%	0.50%
<b>Single Contribution PRSA (Standard)</b>		
Max	5.50%	0.00%
<b>Single Contribution PRSA (Non-Standard)</b>		
Max	5.0%	0.50%
<b>Approved (Minimum) Retirement Funds</b>		
Max	5.0%	0.50%
<b>Annuities</b>		
Max	3.0%	N/A
<b>Investment Bonds</b>		
Max	5.0%	0.50%
<b>Trustee Investment Plans</b>		
Max	5.0%	0.50%

#### Commission clawback:

Commission clawback typically does not apply on single contribution products

### Regular contribution products (Pensions, Savings)

	Initial commission	Renewal / Bullet Commission	Trail commission
<b>Regular Contribution Pension</b>			
Max	20.0%	3.0% renewal	0.50%
<b>Regular Contribution PRSA (Standard)</b>			
Max	5.0%	5.0% renewal	0.0%
<b>Regular Contribution PRSA (Non-Standard)</b>			
Max	5.0%	5.0% renewal	0.50%
<b>Savings Plan</b>			
Max	10.0%	1.0% renewal	0.50%

#### Commission clawback:

Commission clawback applies over a 4 year period for all initial commission.

Commission clawback also applies over a 4 year period for any bullet commission noted.



## Individual Protection

### Guaranteed Term Protection & Guaranteed Mortgage Protection

	Yr1	2 – 10	11+
Max	100%	12%	3%

**Commission clawback:**

Commission paid in year 1 is earned over a 12 month period.

### Guaranteed Whole of Life

	Yr1	2 – 5	6+
Max	90%	18%	3%

**Commission clawback:**

Commission paid in year 1 is earned over a 12 month period.

## Group Protection

### Group Life Cover

	Yr1	2	3
Max	6.0%	6.0%	6.0%

**Commission clawback:**

Does not apply. Commission is paid as premiums are received.

### Group Permanent Health Insurance & Group Serious Illness Cover

	Yr1	2	3
Default			
Max	12.5%	12.5%	12.5%

**Commission clawback:**

Does not apply. Commission is paid as premiums are received.

[Insert company name] is regulated by the Central Bank of Ireland.

# Aviva Life & Pensions Ireland DAC

## Standard Commission Terms

### Standard Commission Terms as at:

**Thu Mar 26 2020 16:50:10 GMT+0000 (Greenwich Mean Time)**

The Intermediary (Broker) acts between you, the consumer, and the product provider with whom they place business.

### The background

Pursuant to provision 4.58A of the Central Bank of Ireland's September 2019 Addendum to the Consumer Protection Code, all intermediaries, must make available in their public offices, or on their website if they have one, a summary of the details of all arrangements for any fee, commission, other reward or remuneration provided to the intermediary which it has agreed with its product producers.

### What is commission?

For the purpose of this document, commission is the payment earned by the intermediary for work undertaken on behalf of both the provider and the consumer. The amount of commission is generally directly related to the premium or value of the products sold. There are different types of commission models:

**Single commission model:** where payment is made to the intermediary shortly after the sale is completed and is based on a percentage of the premium paid/amount invested/amount borrowed.

**Trail/Renewal commission model:** Further payments at intervals are paid throughout the life span of the product.

### Indemnity commission

Indemnity commission is the term used to describe a commission payment made before the commission is deemed to be 'earned'. Indemnity commission may be subject to a clawback (see below) if the consumer lapses or cancels the product before the commission is deemed to be earned. Other forms of indemnity commission are advances of commission for future sales granted to intermediaries in order to assist with set up costs or business development.

## Life Assurance/Investments/Pension products

For Life Assurance products commission is divided into initial commission and renewal commission (related to premium), fund based or trail relating to accumulated fund.

Trail commission, bullet commission, fund based or renewal commission are all terms used for ongoing payments. Where an investment fund is being built up through an insurance-based investment product or a pension product, the increments may be based on a percentage of the value of the fund or the annual premium. For a single premium/lump sum product, the increment is generally based on the value of the fund.

Examples of products include Life Protection, Regular Premium Life Assurance Investments, Single Premium (lump sum) Insurance-based Investments, and Single Premium Pensions.

## Clawback

Clawback is an obligation on the intermediary to repay unearned commission. Commission can be paid directly after a contract is concluded but is not deemed to be 'earned' until after a specified period of time. If the consumer cancels or withdraws from the financial product within the specified time, the intermediary must return commission to the product producer.

## Fees

The firm may also be remunerated by fee by the product producer such as policy fee, admin fee, or in the case of investment firms, advisory fees.

## Other Fees, Administrative Costs/ Non-Monetary Benefits

A non-monetary benefit could include (but is not limited to):

- Attendance at product provider seminars
- Industry Educational Seminars
- Use of Product Providers resources
- Co-branded literature
- Product Provider hospitality
- Assistance with Advertising/Branding

## Flexible Protection, Mortgage Protection Plan, Personal and Executive Pension Term Assurance

-	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7+
Rate	22% -	3% -	3% -	3% -	3% -	3% -	3% -
Range	150%	22%	22%	22%	22%	22%	22%

## Personal & Executive Income Protection & Wage Protector

-	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7+
Rate	30% -	15% -	15% -	15% -	3% -	3% -	3% -
Range	200%	30%	30%	30%	30%	30%	30%

## Heritage Aviva Product

Single Contribution Pension	Initial	Trail	Bullet
Default	n/a	n/a	n/a
Max	5%	1%	n/a

Single Contribution PRSA	Initial	Trail	Bullet
Default	n/a	n/a	n/a
Max	4%	0.50%	n/a

Approved (Minimum) Retirement Funds	Initial	Trail	Bullet
Default	n/a	n/a	n/a
Max	5%	1%	n/a

Annuities	Initial	Trail	Bullet
Default	2%	n/a	n/a
Max	3%	n/a	n/a

Investment Bonds	Initial	Trail	Bullet
Default	n/a	n/a	n/a

Max	5%	1%	n/a
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Investment Only	Initial	Trail	Bullet
Default	n/a	n/a	n/a
Max	1%	1%	n/a

Regular Contribution Pension	Initial	Trail	Bullet
Default	n/a	n/a	n/a
Max	15%	1%	40%

Regular Contribution PRSA	Initial	Trail	Bullet
Default	n/a	n/a	n/a
Max	22.50%	0.50%	n/a

Savings Plan	Initial	Trail	Bullet
Default	n/a	n/a	n/a
Max	15%	1%	n/a

## Heritage Friends Product

Single Contribution Pension	Initial	Trail	Bullet
Default	n/a	n/a	n/a
Max	5%	0.75%	n/a

Single Contribution PRSA	Initial	Trail	Bullet
Default	n/a	n/a	n/a
Max	7.5%	0.25%	n/a

<b>Approved (Minimum) Retirement Funds</b>	<b>Initial</b>	<b>Trail</b>	<b>Bullet</b>
Default	n/a	n/a	n/a
Max	5%	0.75%	n/a

<b>Annuities</b>	<b>Initial</b>	<b>Trail</b>	<b>Bullet</b>
Default	2%	n/a	n/a
Max	3%	n/a	n/a

<b>Investment Bonds</b>	<b>Initial</b>	<b>Trail</b>	<b>Bullet</b>
Default	n/a	n/a	n/a
Max	4%	0.75%	n/a

<b>Investment Only</b>	<b>Initial</b>	<b>Trail</b>	<b>Bullet</b>
Default	n/a	n/a	n/a
Max	5%	0.75%	n/a

<b>Regular Contribution Pension</b>	<b>Initial</b>	<b>Trail</b>	<b>Bullet</b>
Default	n/a	n/a	n/a
Max	25%	0.75%	n/a

<b>Regular Contribution PRSA</b>	<b>Initial</b>	<b>Trail</b>	<b>Bullet</b>
Default	n/a	n/a	n/a
Max	17.50%	0.25%	n/a

<b>Savings Plan</b>	<b>Initial</b>	<b>Trail</b>	<b>Bullet</b>
Default	10%	n/a	n/a

Max	10%	0.75%	n/a
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## Group Life

-	Year 1	Year 2
Default	Flat commission of either 0% or 6%	0% or 6% each year thereafter
Max	6%	6%

## Group Income Protection

-	Year 1	Year 2
Default	Flat commission of either 0% or 12.5%	0 or 12.5% each year thereafter
Max	12.5%	12.5%

The above information is provided on a non-reliance basis and for informative purposes only. It is the responsibility of the intermediary to ensure the accuracy of the above information and to disclose this information to the consumer.

Life & Pensions Ireland Designated Activity Company, a private company limited by shares. Registered in Ireland No. 165970. Registered office at One Park Place, Hatch Street, Dublin 2, D02 E651. Aviva Life & Pensions Ireland Designated Activity Company, trading as Aviva Life & Pensions Ireland and Friends First, is regulated by the Central Bank of Ireland. Tel (01) 898 7950.

Product			Initial Commission (year 1)	Trail Commission	Renewal Commission	Other Commission
Unit Linked Pension Products Pre-Retirement (PP, PRSA, CP & PRB)	Annual Premium	Max	17.5% (1 <sup>st</sup> Bullet)	0.5% trail	5% 17.5% (Bullets X 3)	N/A
		Single Premium	5%	0.75%	N/A	N/A
Unit Linked Pension products Post Retirement (ARF / AMRF)	Single Premium	Max	5%	0.75%	N/A	N/A
		Single Premium	3%			
Guaranteed Annuity	Single Premium	Max	3%			
		Single Premium	3%	0.5%	N/A	N/A
Investment Bonds	Single Premium	Max	5%	0.5%	N/A	N/A
		Single Premium	5%	0.5%	N/A	N/A
Savings Products	Annual Premium	Max	5.5% (1 <sup>st</sup> Bullet)	0.25% trail to year 8, 0.5% trail from year 9	5.5% Bullets X 3	N/A

		Yr1	Additional (annual)	Renewal (annual)
Protection	Option 1	100%	From Year 2 - 5: 20%	From Year 6: 3% level From Year 6: 6% indexed
	Option 2	25% level	From Year 2 - 10: 25%	From Year 11: 10% level
		28% indexed	From Year 2 - 10: 28%	From Year 11: 13% indexed
	Option 3	20% level		From Year 2: 20% level
23% indexed			From Year 2: 23% indexed	
Option 4	80% Level		From Year 2: 12% level	
	80% Indexed		From Year 2: 15% indexed	
Default Profile				
		Yr1	Additional	Renewal (annual)
Income Protection	Max	120%	Year 3 & Year 6: 30%	From Year 7: 3% level From Year 7: 6% indexed

### Group Protection

	Renewal commission
Life	
Max	6%
Income protection	
Max	12.5%
Serious Illness Cover	
Max	12.5%





## COMMISSION DETAILS

Royal London provides individual protection products, exclusively through Financial Brokers in Ireland. These products offer Life, Serious Illness, Mortgage Protection and Income Protection cover. Financial Brokers receive commission from Royal London as sales remuneration.

### Individual protection

Year	<Maximum>* Commission Rate Available	Clawback period (when policies cancel)
1	125%	1 year
2	10%	
3	10%	
4	10%	
5	10%	
6	10%	
7	10%	
8	10%	
9+	10%	

*<\*This maximum commission rate includes indexation policies as well as any special offers that are currently available. This may not necessarily accurately reflect your business processes. The maximum commission rate chosen by you and the average commission rate taken by you will be available on our Broker Centre. These maximum and average figures may help to provide an indication of the rates of commission you typically expect to receive.>*