



**KM Financial**

**The LPI Awards**

Shortlisted 2018 & 2019.



## Our Remuneration

We, KM Financial act as intermediary between you, the consumer, and the product provider with whom we place your 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, remuneration is the payment earned by the intermediary for work undertaken on behalf of both the provider and the consumer. The amount of remuneration is generally directly related to the value of the products sold.

### Details of Commission Range

Our firm's commission options are displayed as a range, showing the maximum amount which can be received. The level of commission depends on individual circumstances, based on the following factors:

- The firm's discretion
- Whether the level of commission is negotiable
- Client relationship
- Length / Term of the policy or contract
- Size of the investment
- Commercial decision
- Complexity of the case
- Product constraints / rules set by the product provider

There are different types of remuneration/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.

### **Sustainability Factors- Investments/IBIPs/Pension Advice**

We take due care so that our internal remuneration policy with respect to investment or insurance advice on insurance-based investment products ('IBIPs') promotes sound and effective risk management in relation to sustainability risks and does not encourage excessive risk-taking with respect to sustainability risks.

When assessing products, we will consider the different approach taken by product providers in terms of them integrating sustainability risks into their product offering. This will form part of our analysis for choosing a product provider.

### **General insurance products**

General insurance products, such as motor, home, travel, health, retail or liability insurance, are typically subject to a single or standard commission model, based on the amount of premium charged for the insurance product.

### **Profit Share arrangements**

In some cases, the intermediary may be a party to a profit-share arrangement with a product provider and will earn additional commission. Any business arranged with these product providers on a client's behalf will be placed with the product provider because that product provider is at the time of placement, the most suitable to meet the client's requirements, taking all the client's relevant information, demands and needs into account.

### **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, flat commission 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.

Life Assurance products fall into either individual or group protection policies and Investment/Pension products would be either single or regular contribution policies. Examples of products include Life Protection, Regular Premium Life Assurance Investments, Single Premium (lump sum) Insurance-based Investments, and Single Premium Pensions.

### **Investments**

Investment firms, which fall within the scope of the European Communities (Markets in Financial Instruments) Regulations 2007 (the MiFID Regulations), offer both standard commission and commission models involving initial and trail commission. Increments may be based on a percentage of the investment management fees, or on the value of the fund.

### **Credit Products/Mortgages**

Commission may be earned by intermediaries for arranging credit for consumers, such as mortgages. The single, or standard, commission model is the most common commission model applied to the sale of mortgage products by mortgage credit intermediaries (Mortgage Broker).

### **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.

**Preferred Provider Rate****Other Fees, Administrative Costs/ Non-Monetary Benefits**

The firm may also be in receipt of other fees, administrative costs, or non-monetary benefits such as:

The firm may also be in receipt of other fees, administrative costs, or non-monetary benefits such as:

-Attendance at product provider educational seminars, Assistance with Advertising/Branding

**Please Note**

This document lists the maximum commission payable to KM Financial by every product provider whom we have an agency with and who pays us a commission for business placed.

While these are the maximum commission payments available to us, it may not be the commission charged on an individual case, we will advise contract specific remuneration to our clients as per Central Bank Consumer Protection Code regulations.

## Maximum Commission Rates

Single Contribution Products	Initial commission	Clawback Period	Trail commission
Single Contribution Pension			
BCP	2.1%		0.5%
Cantor Fitzgerald Ireland Ltd.	2.25%		0.5%
Friends First	5%	4 years	0.75% p.a.
Greenman Investments	2.5%		0.5%
ITC (Independent Trustee Company)	1%		0.5%
Irish Life	5%		0.75% p.a.
New Ireland	5%	5 Years	1% p.a.
0	0	0	0
1	1	1	1
2	2	2	2
3	3	3	3
4	4	4	4
5	5	5	5
6	6	6	6
7	7	7	7
8	8	8	8
9	9	9	9
Single Contribution Pension0	0	0	0
Single Contribution Pension1	1	1	1
Single Contribution Pension2	2	2	2
Single Contribution Pension3	3	3	3
Single Contribution Pension4	4	4	4
Single Contribution Pension5	5	5	5
Single Contribution Pension6	6	6	6
Single Contribution Pension7	7	7	7
Single Contribution Pension8	8	8	8
Single Contribution Pension9	9	9	9
BCP0	2.1%0	0	0.5%0
BCP1	2.1%1	1	0.5%1
BCP2	2.1%2	2	0.5%2
BCP3	2.1%3	3	0.5%3
BCP4	2.1%4	4	0.5%4
BCP5	2.1%5	5	0.5%5
BCP6	2.1%6	6	0.5%6
BCP7	2.1%7	7	0.5%7
BCP8	2.1%8	8	0.5%8
BCP9	2.1%9	9	0.5%9
Cantor Fitzgerald Ireland Ltd.0	2.25%0	0	0.5%0
Cantor Fitzgerald Ireland Ltd.1	2.25%1	1	0.5%1
Cantor Fitzgerald Ireland Ltd.2	2.25%2	2	0.5%2
Cantor Fitzgerald Ireland Ltd.3	2.25%3	3	0.5%3
Cantor Fitzgerald Ireland Ltd.4	2.25%4	4	0.5%4

Cantor Fitzgerald Ireland Ltd.5	2.25%5	5	0.5%5
Cantor Fitzgerald Ireland Ltd.6	2.25%6	6	0.5%6
Cantor Fitzgerald Ireland Ltd.7	2.25%7	7	0.5%7
Cantor Fitzgerald Ireland Ltd.8	2.25%8	8	0.5%8
Cantor Fitzgerald Ireland Ltd.9	2.25%9	9	0.5%9
Friends First0	5%0	4 years0	0.75% p.a.0
Friends First1	5%1	4 years1	0.75% p.a.1
Friends First2	5%2	4 years2	0.75% p.a.2
Friends First3	5%3	4 years3	0.75% p.a.3
Friends First4	5%4	4 years4	0.75% p.a.4
Friends First5	5%5	4 years5	0.75% p.a.5

Regular Contribution Products	Initial commission	Clawback Period	Renewal / Flat Commission	Trail commission
Regular Contribution Pension				
Friends First	25%	4 years		0.75% p.a.
Irish Life	17.5%		5%	0.5% p.a.
New Ireland	25%	5 Years	8%	1% p.a.
Standard Life	25%		5%	1% p.a.
Zurich Life	20%	4 Years	3%	0.5% p.a.
Regular Contribution PRSA				
0	0	0	0	0
1	1	1	1	1
2	2	2	2	2
3	3	3	3	3
4	4	4	4	4
5	5	5	5	5
6	6	6	6	6
7	7	7	7	7
8	8	8	8	8
9	9	9	9	9
Regular Contribution Pension0	0	0	0	0
Regular Contribution Pension1	1	1	1	1
Regular Contribution Pension2	2	2	2	2

Individual Protection	Yr1	2	3	4	5	6	7	8	9+	Clawback Period
Friends First	200 %	30%	30%	30%	30%	30%	30%	30%	30%	2 years
Irish Life	120 %	28%	30%	28%	28%	30%	28%	28%	28%	
New Ireland	225 %	50%	20%	20%	20%	12.5 %	12.5 %	12.5 %	12.5 %	5 Years
Royal London	220 %	60%	20%	20%	20%	10%	10%	10%	10%	4 years
Zurich Life	100 %	12%	12%	12%	12%	12%	12%	12%	12%	1 Year

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Group Protection	Death in Service	Clawback Period	Permanent Health Insurance	Clawback Period
Friends First	6%		12.5%	
Irish Life	6% p.a.		12.5% p.a.	
New Ireland	15%	1 Year	20%	1 Year
Zurich Life	6%	n/a	12.5%	n/a

Mortgages	Commission	Clawback Period

Other Products

KM Financial is regulated by the Central Bank of Ireland as an insurance intermediary registered under the European Union (Insurance Distribution) Regulations 2018 and as an Investment Intermediary authorised under the Investment Intermediaries Act, 1995. Copies of our regulatory authorisations are available on request. The Central Bank of Ireland holds registers of regulated firms. You may contact the Central Bank of Ireland on 1890 777 777 or alternatively visit their website at [www.centralbank.ie](http://www.centralbank.ie) to verify our credentials.

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