

# Commission Summary Document

*We, GillenMarkets, act as intermediary between you, the consumer, and the product providers 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, 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 quantity or value of the products sold.

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.

## **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.

## **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.

## **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**

GillenMarkets does not receive any fees in addition to Initial and Trail Commission.

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

The firm may also be in receipt of non-monetary benefits such as:

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

## Commission Rates

Single Contribution Products	Initial Commission	Clawback Period	Trail Commission
<b>Single Contribution Pension</b>			
Davy Select	0-0.5%*	0-2yrs	0.5%
<b>Single Contribution PRSA</b>			
Davy Select	0-0.5%*	0-2yrs	0.5%
<b>ARF/AMRF</b>			
Davy Select	0-0.5%*	0-2yrs	0.5%
Standard Life	N/A	N/A	0.25%
<b>Annuity</b>			
Aviva	N/A	N/A	0.25%
<b>Investment Bond</b>			
Aviva Heritage (Friends First)	N/A	N/A	0.81%
Davy Select	0-0.5%*	0-2YRS	0.5%
Irish Life	N/A	N/A	0.5%

Regular Contribution Products	Initial Commission	Clawback Period	Trail Commission
<b>Regular Contribution Pension</b>			
Aviva Heritage (Friends First)	N/A	N/A	0.81%
Davy Select	0-0.5%*	0-2YRS	0.5%
Irish Life	N/A	N/A	0.5%
<b>Regular Contribution PRSA</b>			
Aviva Heritage (Friends First)	N/A	N/A	0.81%
Davy Select	0-0.5%*	0-2YRS	0.5%
Irish Life	N/A	N/A	0.5%
<b>Savings</b>			

Aviva Heritage (Friends First)	N/A	N/A	0.81%
Davy Select	0-0.5%*	0-2YRS	0.5%
Irish Life	N/A	N/A	0.5%

*\*The Initial Commission received from Davy Select is 0.0% when the funds received are being transferred from within the Davy Group and 0.5% for funds coming from outside the Davy Group.*

**ILTB Limited (trading as GillenMarkets and Gillen) is regulated by the Central Bank of Ireland.**

**Effective 31<sup>st</sup> March 2019**