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Aviva Life & Pensions Ireland DAC

Standard Commission Terms

Standard Commission Terms as at:

Fri Apr 17 2020 15:14:39 GMT+0100 (GMT Daylight 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.

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% |

The clawback period is up to 2 years

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% |

The clawback period is up to 4 years

Heritage Aviva Product

| Single Contribution Pension | Initial | Trail | Bullet |
|-----------------------------|---------|-------|--------|
| | | | |

| | | | |
|---------|-----|-----|-----|
| Default | n/a | n/a | n/a |
| Max | 6% | 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 | 6% | 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 | 6% | 1% | n/a |

| 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 |

| | | | |
|---------|--------|-------|-----|
| Default | n/a | n/a | n/a |
| Max | 17.50% | 0.25% | n/a |

| Savings Plan | Initial | Trail | Bullet |
|---------------------|----------------|--------------|---------------|
| Default | 10% | n/a | n/a |
| Max | 10% | 0.75% | n/a |

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.

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