

### **Our Remuneration**

***We, O'Brien Cregan Kelly Ltd t/a Cregan Kelly O'Brien Insurances act as intermediary (Broker) 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 commission, other reward or remuneration provided to the intermediary which it has agreed with its product producers.

### **What is Remuneration?**

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.

### **What is Commission?**

Commission is payment that may be earned by an intermediary for work undertaken for both provider and consumer. The commission is paid to us for the arranging of the policy and again at each subsequent renewal. The rate of commission paid is the same for the new business and on the renewal of the policy.

### **General Insurance Products**

General insurance products, such as motor, home, travel, health, retail, liability or other such business related insurances, are typically subject to a single or standard commission model, based on the amount of premium charged for the insurance product. The commission paid to us is calculated on the premium charged by the product provider but exclusive of the applicable Government Levy and any administration fee they may charge.

### **Fees**

The firm may also be remunerated by fee by the product producer such as policy fee or administration fee. Where we charge you a separate administration fee, this will be advised to you in the documentation provided in conjunction with your policy paperwork

### **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:

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

### **We only offer General Insurance Products and the list of Product Providers and their Products reflect same.**

**Outlined below is a list of the providers that our firm deals with which are in alphabetical order for ease of reference –**

### Aiken Underwriting Agencies

<b>Product</b>	<b>Commission Rate</b>
Professional Indemnity	10%
Property Owners	10%
Unoccupied Properties	15%
Tour Operators	15%
Commercial Combined	15%
Liability and Excess Liability	up to 15%
Marine	15%
Surety Bonds	0%
Personal Lines	15%
Motor including Trade & Fleet	5%
Directors & Officers	10%
Medical Malpractice	10%
Crime	10%
Cyber	10%



Allianz

Product	Commission Rate
House	15%
Landlord House	15%
Commercial Motor	5%
Private Motor	5%
Commercial Combined	15%
Motor Fleet	5%
Retail Packages	15%
Office Packages	15%
Commercial Property Owners	15%
Social Public Liability	10%
Combined Liability	10%

Aon

Product	Commission Rate
Combined Liability	Between 8% and 10%
Commercial Package	15%
Personal Accident / Travel Package	10%
Personal Accident	20%
Household	12%
Professional Indemnity	15%
Cyber Liability	10%
Golfers Combined Package	10%
Construction Liability	10%

### Aquabroker

Product	Commission Rate
Marine Craft	7.5%

### ARB Underwriting

Product	Commission Rate
Commercial Property	15%
Commercial Vehicle	5%
Combined Motor Trade & Internal	10%
Motor Trade Road Risk	5%
Private Motor	5%
Professional Indemnity	17.5%
Combined Property & Liability	15%
Travel	20%

### Assess Ireland

Product	Commission Rate
Engineering Inspection Contract	15%

**Aviva**

<b>Product</b>	<b>Commission Rate</b>
Commercial Motor	10%
Contract Works	15%
Engineering Inspection	15%
Forklift Package	Mixed from 5% to 15%
Computer	15%
House	Between 12.5% and 17.5%
Goods in Transit	18.78%
Motor Trade	5%
Office Packages	16%
Retail Packages	16%
Private Motor	Between 5% and 10%
Commercial Combined	15%
Employers Liability	6%
Public Liability	10%
Combined Liability	10%
Motor Fleet	5%

**AXA**

<b>Product</b>	<b>Commission Rate</b>
Private Car	10%
Commercial Motor	5%
Household Owner Occupied	20%
Household Rental	15%
Motor Fleet	5%
Commercial Combined	20%
Commercial Property Owners	20%
Retail & Office Packages	17.5%
Commercial Liability	15%

**AXA-XL**

<b>Product</b>	<b>Commission Rate</b>
Directors & Officers	25%
Professional Indemnity	25%

**Benchmark Underwriting**

<b>Product</b>	<b>Commission Rate</b>
Household	15%
Household Rental	15%
Household Holiday Home	15%
Shop Package	17.5%
Office Package	17.5%
Commercial Property Owners Package	17.5%

### Broker Options

This provider does not pay any commission therefore our income is derived from the fee charged

### Bump Insurance

Product	Commission Rate
Private Car	6%

### Capital Insurance Markets

Product	Commission Rate
Construction Liability	10%
Contract Works	13%
Liability – Electrician	10%
Professional Indemnity	10%
Commercial Property Owners	15%
Liability – Security	12.5%
Liability – Cleaning	11.25%
Liability – Recruitment	12.5%
Liability – Oil Distributors	8%

### Corin

Product	Commission Rate
Liability	15%

### CoverCentre Underwriting

Product	Commission Rate
House	15%
Commercial Motor	6%

### Frost Underwriting

Product	Commission Rate
Commercial Combined	15%
Retail Packages	15%
Liability	15%
Unoccupied Commercial Risks	15%
Unoccupied Residential Risks	15%

Frost Underwriting charges separate fees for their placement services

### Glennon B2B Scheme

Rates to be confirmed

### KennCo Underwriting

Product	Commission Rate
Private Car	5%
Commercial Motor	5%
Commercial Combined	15%
House	15%
Motor Trade	5%
Garage Combined	15%
Professional Indemnity	15%
Cyber	12.5%
Medical Malpractice	10%
Travel	20%



### Kidd Insurance

Product	Commission Rate
Standard House incl Let Property	15%
Holiday Home	10%
Mobile Home & Caravan	10%
House Non Standard Construction	10%
House Unoccupied	10%

### Liberty Insurance

Product	Commission Rate
Private Car	7.5%
Commercial Motor	10%
House	20%

### MIS Underwriting

Product	Commission Rate
House	20%
House - Let	25%
Travel	25%

**OBF Insurance Group**

<b>Product</b>	<b>Commission Rate</b>
Mobile Home & Caravan	10%
House incl Holiday Home	12%
Professional Indemnity	Between 10% - 12.5%
Directors & Officers	10%
Cyber	10%
Medical Malpractice	10%

**O'Driscoll O'Neil**

<b>Product</b>	<b>Commission Rate</b>
Commercial Combined	Between 10% - 15%
Travel / Personal Accident	Between 10% - 15%
Commercial Property Owners	15%
Classic Car	0%
Soccer Personal Accident	0%
SportsCover – Combined Liability	0%
Legal Protection	15%

## Optis Insurance

Product	Commission Rate
Combined Liability	15%
Commercial Combined	15%
Property Owners	17.5%
Public House / Restaurant	15%
Shop Package	15%
Professional Indemnity	20%
Self-Build Package	15%
Carriers Liability	12.5%
Office Package	15%
Goods in Transit	12.5%
B&B / Guesthouse	15%
Contract Works	15%
Personal Accident	15%

Patrona Underwriting

Product	Commission Rate
Motor – Haulage / Courier	5%
Combined Liability	5%
Carriers Liability	10%
Commercial Motor	5%
Equestrian Property	7.5%
Equestrian Liability	5%
Motor Fleet	7.5%
Motor – Horsebox	5%
Motor Fleet – Haulage	5%
Logistics Combined	15%
Private Car	5%
Public Liability	5%
Motor – Special Types	5%
Motor – Taxi	5%

**Prestige Underwriting**

<b>Product</b>	<b>Commission Rate</b>
Commercial Property	14%
Liability	15%
House	15%
Motor Trade	7.5%
Commercial Motor	8%
Private Car – Manual	8%
Private Car – On-line	6%

**Robertson Low**

<b>Product</b>	<b>Commission Rate</b>
Apartment Block	10%
Aviation / Hull	10%
Business Interruption	10%
Contract Works	10%
Construction Bond	10%
Commercial Combined	10%
Liability	10%
Cyber	10%
Directors & Officers	10%
Event Policy	10%
Exhibition Policy	10%
House	15%
Medical Malpractice	10%



Professional Indemnity	10%
Property Owner	10%

**RSA**

<b>Product</b>	<b>Commission Rate</b>
Combined Liability	10%
House	15% - 20%
Private Car	5% - 7.5%
Contract Works	15%
Carriers Liability	20%
Goods in Transit	18.8%
Employers Liability	5%
Engineering	15%
Apartment Block	15%
Marine	15%
Office Package	15%
Shop Package	11%
Commercial Combined	11%
Personal Accident / Travel	15%
Professional Indemnity	12.5%
Public Liability	7.5%
Commercial Motor	5%
Motor – Haulage	5%

### QANW

Product	Commission Rate
Contract Performance Guarantee	10%

### Specialist Underwriting Services

Product	Commission Rate
Retail Package Policies	15%

### Travelers

Product	Commission Rate
Motor Fleet	5%
Motor Trade Road Risks	5%
Property	15%
Employers Liability	15%
Public Liability	15%
Technology & Cyber	20%
Management Liability	17.5%

### The Underwriting Exchange

We use The Underwriting Exchange to place business onto the London Market. They use multiple product providers both within Lloyds and elsewhere. We requested that they provide us with the rates of commission we would be paid for the placing of business through their facilities. They responded as follows:

*"Our firm arranges numerous types of insurance products over many individual classes of business for our customers. This business is transacted in Lloyd's of London with many of its syndicates and with various international insurance companies. As a result, commissions will differ between products and risks and so are discussed with you prior to inception and then specified clearly as your commissions on each debit note or invoice we send to you.*

*As a general rule however, we are able to advise you that on average the commission you will receive from us will range from between 7.5% and 10% of premium but as we highlight above, this will be dependent on each risk, the class of business and the insurance provider."*

**Willis Towers Watson**

<b>Product</b>	<b>Commission Rate</b>
Asgard Private Car	5%
Asgard Fleet	5%
Asgard Bus & Coach	5%
Tradesure Liability	15%
Tradesure Commercial Motor	10%
Motor Trade - Property	15%
Motor Trade - Liability	7%
Motor Trade - Road Risks	5%
Office Package	15%
Golfsure - Combined	15%



**Wrightway Underwriting**

<b>Product</b>	<b>Commission Rate</b>
Motor – Special Types	5%
Breakdown Assistance	5%
Carriers Liability	10%
Engineering Inspection	15%
Motor Fleet – Haulage	10%
Motor – Haulage	5%
Commercial Motor	5%
Private Car	5%
Motor Fleet	5%
House	17.5%
Liability – Haulage	8%
Combined Liability	12%

**Zurich Insurance**

<b>Product</b>	<b>Commission Rate</b>
Commercial Motor	5%
Building in the Course of erection	15%
Contract Works	15%
Commercial Combined	15%
Employers Liability	6%
Public Liability	10%
Computer	15%
Combined Property	Between 12.5% - 15%
Private Car	5%
Engineering Inspection	15%
Farm	12.5%
Fidelity Guarantee	15%
Motor Fleet – Commercial Vehicle	5%
Personal Accident / Travel	15%
House	15%
Legal Expenses	25%
Bonds	15%
Caravan / Mobile Home	15%
Marine / Goods in Transit	17.5%
Apartment Block	15%
Motor Trade	5%

Guesthouse	15%
Office Package	15%
Shop Package	15%
Property Owners	15%
Residential Care Home	15%
Marine - Craft	15%
Small Fleet	7.5%
Professional Indemnity	15%