



## FRANK GLENNON LIMITED - SCHEDULE OF OUR FEES & CHARGES (ROI)

Frank Glennon Limited, trading as “Glennon”, “Glennon Insurances”, “AIC Glennon”, “Glennon International”, and “Glennon B2B” herein referred to as “Glennon”, may receive commission from Insurers with whom we arrange your insurance policy; details of which are available on our website; and which will not be offset against any commission fee we charge either in full or in part.

In addition Glennon may also receive additional commission payments, which are not subject to any targets on volume or growth; these include profit share arrangements and payments for the provision of additional services to Insurers.

Glennon may also receive marketing, administrative or consultancy fees which may be paid or allowed by Insurers for:

- (a). Arrangements under which we seek to improve and facilitate the cover provided by Insurers to Insured customers by benchmarking and enhancing the product offered by Insurers;
- (b). Arrangements to maximise the risk appetite of Insurers for particular classes of business in order to better meet the requirements of clients;
- (c). Financial management, business processing and policy administration or other service (supplementary to services we furnish to you) provided direct to Insurers.

Glennon may also charge you a brokerage fee for the services provided in accordance with the undernoted schedule of fees and charges:

### Personal Clients

- (a). Arranging or renewing the proposed policy up to €250.
- (b). Arranging an alteration on, or providing a service in connection with, the proposed policy up to €125 per transaction.

### Business Clients

- (a). A fee of up to a maximum of 40% of the premium applicable (including levies/taxes) for arranging or renewing a policy subject to a minimum of €500 or as otherwise agreed for the product or services provided.
- (b). A fee of up to a maximum of €100 per transaction for arranging an alteration on, or providing a service in connection with, a policy.
- (c). A fee of up to €100 per request for issuing any duplicate documentation.
- (d). A fee of up to €200 per hour for advising on the management and settlement of claims.
- (e). A fee of up to €200 per hour for advising on the insurance implications of contracts, leases and similar documentation.
- (f). A fee of up to €150 per request for checking the insurances of any third party.
- (g). Outlay such as travel and subsistence will be charged in addition at its actual cost.
- (h). A fee of up to a maximum of 5% of the premium applicable (including levies/taxes) for the cost of compliance with applicable regulations.

Glennon reserve the right to amend these brokerage fees should the complexity of the product or services; requested, provided or required; require a higher commission fee. Glennon will confirm and agree this brokerage fee with you prior to any increased charge being applied.

Commission and brokerage fees are earned for the period of the contract and Glennon will be entitled to retain all commission fees in respect of the full period of the contract in relation to contracts placed by us.

It may at times be appropriate (and for your benefit) for us to use other parties such as another insurance broker, wholesale broker, underwriting managers, managing general agent or reinsurance broker. These parties may also earn and retain commission and/or brokerage fees for their role in providing products and services to you for which Glennon are not privy.

In the ordinary course of business Glennon may also receive interest on Client and Insurer monies from the date we receive the funds until we settle with those due to receive them. We confirm that we shall retain that interest rather than pay it to you or the Insurer (as the case may be).

Glennon reserve the right to recover reasonable travel or subsistence expenses incurred by us where such expenses are incurred wholly and exclusively for the purpose of providing the services to you provided that any request for reimbursement is in the form of a proper invoice accompanied by appropriate receipts.

**Frank Glennon Limited, trading as “Glennon”, “Glennon Insurances”, “AIC Glennon”, “Glennon International” and “Glennon B2B”, is regulated by the Central Bank of Ireland.**