

## Summary commission details for our business with Standard Life International DAC

This document provides summary details of the commission arrangements we have in place for unit-linked and protection business with Standard Life International DAC. Alternative commission structures may be available which are different from the commission structures shown below.

These details are correct as at 1<sup>st</sup> April 2020.

### Single contribution products (Pensions, Investments)

	Up front commission	Trail commission	Clawback period
<b>Single Contribution Pension</b>			
Max	5.00%	1.00%	n/a
<b>Single Contribution PRSA (Standard)</b>			
Max	5.00%	0.50%	n/a
<b>Single Contribution PRSA (Non-Standard)</b>			
Max	5.00%	0.50%	n/a
<b>Approved (Minimum) Retirement Funds</b>			
Max	4.00%	1.00%	n/a
<b>Annuities</b>			
Max	2.00%	n/a	n/a
<b>Investment Bonds</b>			
Max	4.0%	1.00%	n/a

### Regular contribution products (Pensions, Savings)

	Initial commission	Renewal / Bullet Commission	Trail commission	Clawback period
<b>Regular Contribution Pension</b>				
Max	25.00% (1.25% x term)	2.00%	1.00%	5 years
Max	5.00%	5.00%	1.00%	n/a
<b>Regular Contribution PRSA (Standard)</b>				
Max	5.00%	5.00%	0.50%	n/a
<b>Regular Contribution PRSA (Non-Standard)</b>				
Max	5.00%	5.00%	0.50%	n/a
<b>Savings Plan</b>				
Max Funded initial commission*	0.00% to 15.00% payable as a lump sum after the first	n/a	1.00%	5 years*

	premium is paid			
Max Premium based**	0.00% to 15.00%	n/a	n/a	1.00%

## IMPORTANT

Standard Life has a range of commission options for customers and advisers to choose from.

'Max' means the maximum commission Standard Life makes available under each product.

'Clawback period' is a timeframe where Standard Life can take a proportion of the commission paid back from an adviser if the premium / contributions ceases, reduces, or the product is closed.

\* If the initial contributions are not maintained for 5 years, a proportion of the initial commission paid will be claimed back from Nelson Life.

\*\*For every 1% taken there is a corresponding plan charge of 0.04% per annum. Commission is paid to Nelson Life after the first premium is paid. This is subject to commission clawback.

**This document is effective from 27 March 2020.**