

8. PRSA Product Options

(please use this information when selecting a product through our new business application process)

Step 1 Choose from 10 PRSA product options with total AMCs ranging from 0.40 to 1.50% p.a.* Each product option is made up of an annual management charge (AMC) and fund based commission (FBC) which when added together equal the total AMC.

Step 2 For the total AMC you have chosen use Table 1 below to pick the combination of AMC and FBC you require.

Step 3 The AMC will determine the level of initial commission payable for single premiums/transfer values (see Table 2) and/or regular premiums (see Table 3).

Step 4 For regular premiums you can choose to exchange some of your initial commission for renewal commission (see Table 4).

Table 1	Total AMC = AMC + FBC																																
	0.40%		0.50%		0.65%		0.75%		0.90%		1.00%		1.15%		1.25%		1.40%		1.50%														
AMC	0.4%	0.4%	0.5%	0.4%	0.5%	0.4%	0.5%	0.75%	0.4%	0.5%	0.75%	0.4%	0.5%	0.75%	1.0%	0.4%	0.5%	0.75%	1.0%	0.4%	0.5%	0.75%	1.0%	1.25%	0.4%	0.5%	0.75%	1.0%	1.25%	0.5%	0.75%	1.0%	1.25%
FBC	-	0.1%	-	0.25%	0.15%	0.35%	0.25%	-	0.5%	0.4%	0.15%	0.6%	0.5%	0.25%	-	0.75%	0.65%	0.4%	0.15%	0.85%	0.75%	0.6%	0.25%	-	1.0%	0.9%	0.65%	0.4%	0.15%	1.0%	0.75%	0.6%	0.25%

* With 0.05% discount applying to our current passive range of funds. Correct as at 1 November 2024.

Table 2	Maximum Single Premium & Transfer Value Initial Commission				
	Initial commission = commission term factor x term, where the term is based on full years to chosen/normal retirement age or to age 68, whichever is lower				
Contribution Amount	0.4% AMC	0.5% AMC	0.75% AMC	1.0% AMC	1.25% AMC
Up to €24,999.99	-	0.25%	1%	2%	3%
€25,000 – €99,999.99	-	0.5%	2%	3%	4%
€100,000 – €199,999.99	-	1%	2.5%	4%	5%
€200,000+	-	2%	3.5%	5%	6%
Commission Term Factors	-	0.25% by term	0.45% by term	0.6% by term	0.75% by term

Table 3	Maximum Regular Premium Initial Commission				
	Initial commission = commission term factor x term, where the term is based on full years to chosen/normal retirement age or to age 68, whichever is lower, subject to a minimum term of 3 years				
Contribution Amount	0.4% AMC	0.5% AMC	0.75% AMC	1.0% AMC	1.25% AMC
€100+ per month (or equivalent for other frequencies)	-	-	10%	20%	22.5%
Commission Term Factors	-	-	0.8% by term	1.3% by term	1.5% by term

Table 4	Regular Premium Renewal Commission	0.75% AMC	1.0% AMC	1.25% AMC
Increments of 2% initial commission can be exchanged for 0.25% renewal commission for the duration of the policy (up to these maximum amounts) e.g. 8% initial commission can be exchanged for 1% renewal commission		Maximum 'Permanent' Renewal Commission (payable from year 2)		
		1%	2.25%	2.5%
Alternatively you can increase the rate of renewal commission by receiving the payments over a 5 year period instead of the duration of the policy				
Increments of 2% initial commission can be exchanged for 0.50% renewal commission for 5 years (up to these maximum amounts) e.g. 8% initial commission can be exchanged for 2% renewal commission		Maximum 'Temporary' Renewal Commission (payable years 2-6)		
		2%	4.5%	5%

Please Note: Fund based commission is paid from month one. Commission is earned monthly on a proportionate basis, with an earnings period for all contribution types of five years, except when the base AMC is 1.25% where the period is six years. Regular premium initial commission % is determined by the premium at outset and will always remain nil when the initial premium is less than €100 pm (or equivalent). Where commission is payable, commission term factors will apply for premium increases. You cannot exchange all regular premium initial commission for renewal commission and the remaining initial commission must be greater than zero. Renewal commission is earned as paid. SP allocation is 100% for amounts of €10,000 and above and 98% below this. TV allocation is always 100%. RP allocation is 100% for amounts of €100 per month and above (or equivalent for other payment frequencies) and 98% below this.

This is for Financial Broker use only and should not be relied upon by any other person.

PRB and ARF charging structures – our ‘sliding scale’



Allocation Rates	≥ €50k PRB ≥ €100k ARF	101%	101.5%	102%	102.5%	103%	103.5%	104%	104.5%	105%
	< €50k PRB < €100k ARF	100%	100.5%	101%	101.5%	102%	102.5%	103%	103.5%	104%
Active Funds AMC		0.50%	0.55%	0.60%	0.65%	0.70%	0.75%	0.80%	0.85%	0.90%
Passive Funds AMC		0.45%	0.50%	0.55%	0.60%	0.65%	0.70%	0.75%	0.80%	0.85%
Early Encashment Charge		3% / 2% / 1%				5% / 5% / 5% / 3% / 1%				
Commission Clawback		Proportionate over three years				N/A				

Note: Allocation rates assume the term to normal retirement age (NRA) is ten years for PRB and customers < 68 for ARF.

The PRB allocation rates in the table above will be reduced by 1% where the term to NRA is less than ten years at outset, or by 2%, where the term to NRA is less than five years at outset. The ARF allocation rates in the table above will be reduced by 1% where the customer is 68 years or older.

Commission Options from Royal London Ireland
Available on Life, Specified Serious Illness, Multi-Claim Protection Cover and Whole of Life

Headline Commission	133% (Indexation 150%)		160% (Indexation 180%)	180% (Indexation 200%)		
Commission Option ⁺	A/G	B/H	C/I	D/J	E/K	F/L
Indemnity	None	Full*	Full*	None	Year 1*	Full*
Initial Payment	100%	133.33% (Indexation 150%)	160% (Indexation 180%)	100%	100%	180% (Indexation 200%)
Payment Period	16 months (Indexation 18 months)	At policy inception	At policy inception	Over 5 years (1)	Over 5 years (2)	At policy inception
Commission Paid (non-indemnity)/Earned (Indemnity)						
Year 1	100%	100%	80%	100%	100%	36% (Indexation 40%)
Year 2	33.33% (Indexation 50%)	33.33% (Indexation 50%)	20% (Indexation 40%)	20% (Indexation 40%)	20% (Indexation 40%)	36% (Indexation 40%)
Year 3	—	—	20%	20%	20%	36% (Indexation 40%)
Year 4	—	—	20%	20%	20%	36% (Indexation 40%)
Year 5	—	—	20%	20%	20%	36% (Indexation 40%)
Renewal	Month 17 (Indexation month 19)	Month 17 (Indexation month 19)	Month 61	Month 61	Month 61	Month 61

Further Commission Options from Royal London Ireland
Available on Life, Specified Serious Illness and Multi-Claim Protection Cover

Headline Commission	130% (Indexation 140%) initial/ 10% renewal from month 49	100% initial/10% renewal from month 13 (10% uplift for indexation in year 2)		Flat 22.5%	
Commission Option ⁺	GC/GH	GA/GF	GB/GG	GD/GI	GE/GJ
Indemnity	Yes*	No	Yes*	No	Yes*
Initial Payment	130% (Indexation 140%)	100%	100%	22.5%	22.5%
Payment Period	At policy inception	1 Year	At policy inception	Earned as paid	At policy inception
Commission Paid (non-indemnity)/Earned (Indemnity)					
Year 1	100%	100%	100%	22.5%	22.5%
Year 2	10% (Indexation 20%)	10% (Indexation 20%)	10% (Indexation 20%)	22.5%	22.5%
Year 3	10%	10%	10%	22.5%	22.5%
Year 4	10%	10%	10%	22.5%	22.5%
Renewal	Month 49	Month 13	Month 13	Month 13	Month 13

⁺ Commission Option refers to Royal London Ireland's internal codes for each commission option including the level/indexation variation if applicable.

* Clawback will be applied pro-rata to the unearned portion of indemnity commission in the event of a lapse.

(1) 100% commission paid in year 1 (non-indemnity). 20% commission paid in years 2–5 (with additional 20% commission in year 2 for indexation policies).

(2) 100% commission paid up-front and earned in year 1. 20% commission paid in years 2–5 (with additional 20% commission in year 2 for indexation policies).

Income Protection Commission Options from Royal London Ireland

Headline Commission	150% (Indexation 166.67%)		180% (Indexation 200%)	200% (Indexation 220%)		
Commission Option*	AA/AG	AB/AH	AC/AI	AD/AJ	AE/AK	AF/AL
Indemnity	None	Full*	Full*	None	Year 1*	Full*
Initial Payment	100%	150% (Indexation 166.67%)	180% (Indexation 200%)	100%	100%	200% (Indexation 220%)
Payment Period	18 months (Indexation 20 months)	At policy inception	At policy inception	Over 5 years (1)	Over 5 years (2)	At policy inception
Commission Paid (non-indemnity)/Earned (indemnity)						
Year 1	100%	100%	80%	100%	100%	40% (Indexation 44%)
Year 2	50% (Indexation 66.67%)	50% (Indexation 66.67%)	40% (Indexation 60%)	40% (Indexation 60%)	40% (Indexation 60%)	40% (Indexation 44%)
Year 3	—	—	20%	20%	20%	40% (Indexation 44%)
Year 4	—	—	20%	20%	20%	40% (Indexation 44%)
Year 5	—	—	20%	20%	20%	40% (Indexation 44%)
Renewal	Month 19 (Indexation month 21)	Month 19 (Indexation month 21)	Month 61	Month 61	Month 61	Month 61

Further Income Protection Commission Options from Royal London Ireland

Headline Commission	137.5% (Indexation 147.5%) initial/ 12.5% renewal from month 49	100% initial/12.5% renewal from month 13 (12.5% uplift for indexation in year 2)		Flat 25%	
Commission Option*	HC/HH	HA/HF	HB/HG	HD/HI	HE/HJ
Indemnity	Yes*	No	Yes*	No	Yes*
Initial Payment	137.5% (Indexation 147.5%)	100%	100%	25%	25%
Payment Period	At policy inception	1 Year	At policy inception	Earned as paid	At policy inception
Commission Paid (non-indemnity)/Earned (indemnity)					
Year 1	100%	100%	100%	25%	25%
Year 2	12.5% (Indexation 22.5%)	12.5% (Indexation 22.5%)	12.5% (Indexation 22.5%)	25%	25%
Year 3	12.5%	12.5%	12.5%	25%	25%
Year 4	12.5%	12.5%	12.5%	25%	25%
Renewal	Month 49	Month 13	Month 13	Month 13	Month 13

+ Commission Option refers to Royal London Ireland's internal codes for each commission option including the level/indexation variation if applicable.

* Clawback will be applied pro-rata to the unearned portion of indemnity commission in the event of a lapse.

(1) 100% commission paid in year 1 (non-indemnity). 40% commission paid in year 2 (with additional 20% commission in year 2 for indexation policies). 20% commission paid in years 3–5.

(2) 100% commission paid up-front and earned in year 1. 40% commission paid in year 2 (with additional 20% commission in year 2 for indexation policies).