

Frank Walsh
O'Mahony Walsh Insurance Brokers Ltd.
2 Main Street,
Ballincollig,
Co Cork.

Dear Frank,

Below please see a breakdown regarding the arrangements for the 2022 BLD/AXA Motor Financial Support Model.

BLD/AXA Financial Support Model 2022

Total Potential: **2% of AXA Motor GWP at year end 2022**

This figure is broken into three separate sections, each with its own qualifying criteria. Each criteria will be assessed and rated at year end.

(1) Network Payment of 0.5% broken down as follows: -

- | | |
|---|--------|
| - Operating within agreed and defined AXA Credit Terms: | 0.166% |
| - Customer satisfaction metric: | 0.166% |
| - Quality Underwriting Audits: | 0.166% |

(2) Marketing Support of 1%.

- This payment is subject to the production of relevant Marketing invoices for the year in question.

(3) BLD Measures of 0.5% broken down as follows: -

- | | |
|--|--------|
| - BLD Branding – In offices, Websites, Stationery, Call recording, etc. | 0.166% |
| - BLD Support – Seminars, Regional meetings, Workshops, Data Requests etc. The minimum requirement is to have our BLD logo on your website & headed paper. | 0.334% |

As you are aware the Central Bank recently published an Addendum to the Consumer Protection Code, 2012 (the “Code”) which has required BLD to engage with each of our insurance partners to ensure all remuneration flows to BLD and any payments to our broker members comply with the provisions of the Code. We are at all times mindful of the Central Bank guidance on conflicts, the need for transparency and consideration of the consumer’s best interests.

If you have any queries on any aspect of this, please do not hesitate to contact us here in BLD.

Finally, we would like to take this opportunity to thank you for your ongoing support and wish you, your family, and your colleagues all the best.

Yours Sincerely,

Dermot Devlin