

## Calculation of Commissions included within Canary Riverside Premiums

Reich Summary of YG Premiums and Earnings	2013	2014	2015	2016	2017	2018	2019	Total
Total Premium incl commission/fees & IPT/VAT	£1,234,841	£1,249,653	£1,310,143	£1,428,712	£1,511,427	£1,585,892	£1,836,014	£10,156,683
Total Commission/fees £	£454,300	£454,777	£502,561	£537,609	£553,157	£607,696	£689,299	£3,799,399
Fees paid to WMS	£344,436	£339,623	£393,800	£407,693	£403,421	£445,000	£549,729	£2,883,702
Reich Net Retained	£109,864	£115,154	£108,761	£129,916	£149,735	£162,696	£139,570	£915,697

Source: Reich Disclosure

Table 1: Total Premium by Property in the YG Block Policy placed by Reich

	2013	2014	2015	2016	2017	2018	2019	Total
Property 1	£328,714	£364,315	£373,543	£407,200	£409,019	£419,334	£469,822	£2,771,946
Property 2	£32,751	£33,712	£39,116	£43,666	£42,100	£43,858	£43,890	£279,094
Property 3	£0	£0	£0	£0	£0	£0	£207,123	£207,123
Canary Riverside	£539,729	£539,729	£539,865	£568,411	£537,577	£552,024	£589,165	£3,866,500
Property 5	£333,647	£311,897	£357,618	£409,435	£522,731	£570,677	£526,013	£3,032,019
<b>Total</b>	<b>£1,234,841</b>	<b>£1,249,653</b>	<b>£1,310,143</b>	<b>£1,428,712</b>	<b>£1,511,427</b>	<b>£1,585,892</b>	<b>£1,836,014</b>	<b>£10,156,683</b>

Source: Reich disclosure. Calculated by adding together Property & Terrorism, Engineering and Other premiums allocated by Reich to each of the YG block policy properties

Table 2: Calculation of percentage share of 'Total premium' by Property in the YG Block Policy placed by Reich

	2013	2014	2015	2016	2017	2018	2019	Total
Property 1	26.62%	29.15%	28.51%	28.50%	27.06%	26.44%	25.59%	27.29%
Property 2	2.65%	2.70%	2.99%	3.06%	2.79%	2.77%	2.39%	2.75%
Property 3	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	11.28%	2.04%
Canary Riverside	43.71%	43.19%	41.21%	39.78%	35.57%	34.81%	32.09%	38.07%
Property 5	27.02%	24.96%	27.30%	28.66%	34.59%	35.98%	28.65%	29.85%
<b>Total</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

Source: Reich disclosure. Calculated by dividing the total premiums for each property into the Total Premium disclosed by Reich. Eg, Property 1: £328,713 / £1,234,841 = 26.62% of the 'Total Premium' in 2013/14

Table 3: Calculation of 'Total commission/fees' attributable to each Property within the YG Block Policy placed by Reich

	2013	2014	2015	2016	2017	2018	2019	Total
Property 1	£120,934	£132,582	£143,288	£153,225	£149,694	£160,684	£176,386	£1,036,794
Property 2	£12,049	£12,269	£15,005	£16,431	£15,408	£16,806	£16,478	£104,445
Property 3	£0	£0	£0	£0	£0	£0	£77,761	£77,761
Canary Riverside	£198,567	£196,419	£207,088	£213,887	£196,744	£211,529	£221,192	£1,445,427
Property 5	£122,749	£113,506	£137,180	£154,066	£191,311	£218,677	£197,482	£1,134,972
<b>Total Commission/Fees</b>	<b>£454,300</b>	<b>£454,777</b>	<b>£502,561</b>	<b>£537,609</b>	<b>£553,157</b>	<b>£607,696</b>	<b>£689,299</b>	<b>£3,799,399</b>

Source: Calculated by applying percentages calculated in Table 2 to the 'Total Commission/Fees' disclosed by Reich. Eg, Property 1: 26.62% x £454,300 = £120,934 share of 'Total Commission/Fees' in 2013/14

Table 4: Calculation of 'Fees paid to WMS' attributable to each Property within the YG Block Policy placed by Reich

	2013	2014	2015	2016	2017	2018	2019	Total
Property 1	£91,689	£99,011	£112,279	£116,197	£109,173	£117,665	£140,672	£786,685
Property 2	£9,135	£9,162	£11,757	£12,461	£11,237	£12,306	£13,141	£79,200
Property 3	£0	£0	£0	£0	£0	£0	£62,016	£62,016
Canary Riverside	£150,547	£146,684	£162,272	£162,200	£143,487	£154,897	£176,405	£1,096,492
Property 5	£93,065	£84,765	£107,492	£116,835	£139,524	£160,132	£157,496	£859,309
<b>Total 'Fees Paid to WMS'</b>	<b>£344,436</b>	<b>£339,623</b>	<b>£393,800</b>	<b>£407,693</b>	<b>£403,421</b>	<b>£445,000</b>	<b>£549,729</b>	<b>£2,883,702</b>

Source: Calculated by applying percentages from Table 2 to the 'Fees paid to WMS' disclosed by Reich. Eg, Property 1: 26.62% x £344,436 = £91,688 share of 'Fees Paid to WMS' in 2013/14

Table 5: Calculation of 'Reich Net Retained' attributable to each Property within the YG Block Policy placed by Reich

	2013	2014	2015	2016	2017	2018	2019	Total
Property 1	£29,246	£33,571	£31,010	£37,028	£40,521	£43,019	£35,715	£250,109
Property 2	£2,914	£3,107	£3,247	£3,971	£4,171	£4,499	£3,336	£25,245
Property 3	£0	£0	£0	£0	£0	£0	£15,745	£15,745
Canary Riverside	£48,020	£49,735	£44,817	£51,687	£53,257	£56,632	£44,787	£348,935
Property 5	£29,685	£28,741	£29,688	£37,231	£51,786	£58,546	£39,986	£275,662
<b>Total 'Net Reich Retained'</b>	<b>£109,864</b>	<b>£115,154</b>	<b>£108,761</b>	<b>£129,916</b>	<b>£149,735</b>	<b>£162,696</b>	<b>£139,570</b>	<b>£915,697</b>

Source: Calculated by applying percentages from Table 2 to the 'Reich Net Retained' sums disclosed by Reich. Eg, Property 1: 26.62% x £109,864 = £29,246 share of 'Net Reich Retained' in 2013/14

Canary Riverside - Summary of Commission/Fees	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	TOTAL
Premiums - Gross Total	£357,916	£575,897	£575,084	£539,296	£539,296	£539,432	£567,964	£539,778	£554,263	£591,404	£5,380,330
<b>Distribution:</b>											
Fees Paid to WMS	£99,834	£160,636	£160,409	£150,547.47	£146,684	£162,272	£162,200	£143,487	£154,897	£176,405	£1,517,371
Reich Net Retained	£31,844	£51,238	£51,165	£48,020	£49,735	£44,817	£51,687	£53,257	£56,632	£44,787	£483,182
<b>Total commissions/fees</b>	<b>£131,678</b>	<b>£211,874</b>	<b>£211,574</b>	<b>£198,567</b>	<b>£196,419</b>	<b>£207,088</b>	<b>£213,887</b>	<b>£196,744</b>	<b>£211,529</b>	<b>£221,192</b>	<b>£2,000,553</b>
Reich broker fee	£0	£0	£0	£4,828	£4,827	£4,827	£5,828	£5,828	£5,828	£5,828	£37,791
Interest	£13,150	£21,131	£21,131	£19,988	£19,988	£19,988	£31,023	£0	£0	£0	£146,400
<b>Total: Commission/Fees and Interest</b>	<b>£144,828</b>	<b>£233,004</b>	<b>£232,705</b>	<b>£223,383</b>	<b>£221,234</b>	<b>£231,904</b>	<b>£250,737</b>	<b>£202,572</b>	<b>£217,357</b>	<b>£227,019</b>	<b>£2,184,744</b>
<b>Retained by insurer ('Net Premium')</b>	<b>£196,671</b>	<b>£311,477</b>	<b>£311,009</b>	<b>£283,737</b>	<b>£287,290</b>	<b>£275,344</b>	<b>£269,950</b>	<b>£287,530</b>	<b>£277,236</b>	<b>£300,717</b>	<b>£2,800,962</b>
<b>IPT/VAT</b>	<b>£16,417</b>	<b>£31,416</b>	<b>£31,370</b>	<b>£32,176</b>	<b>£30,771</b>	<b>£32,184</b>	<b>£47,276</b>	<b>£49,676</b>	<b>£59,670</b>	<b>£63,668</b>	<b>£394,624</b>
Premiums - Gross Total	£357,916	£575,897	£575,084	£539,296	£539,296	£539,432	£567,964	£539,778	£554,263	£591,404	£5,380,330
<b>Commission as % of Gross Premium</b>	<b>36.79%</b>	<b>36.79%</b>	<b>36.79%</b>	<b>36.82%</b>	<b>36.42%</b>	<b>38.39%</b>	<b>37.66%</b>	<b>36.45%</b>	<b>38.16%</b>	<b>37.40%</b>	<b>37.18%</b>
<b>Commission as % of Net Premium</b>	<b>66.95%</b>	<b>68.02%</b>	<b>68.03%</b>	<b>69.98%</b>	<b>68.37%</b>	<b>75.21%</b>	<b>79.23%</b>	<b>68.43%</b>	<b>76.30%</b>	<b>73.55%</b>	<b>71.42%</b>
IPT Rate	5%	6%	6%	6%	6%	6%	9.50%	10%	12%	12%	
IPT Paid on WMS Fees & Reich Net Retained	£6,584	£12,712	£12,694	£11,914	£11,785	£12,425	£20,319	£19,674	£25,384	£26,543	£160,035