



## DISCLOSURE OF FACTS REGARDING POTENTIAL CONFLICTS OF INTEREST AND COMPENSATION

As an independent insurance broker, we procure insurance products and services on your behalf that are accessible, affordable and comprehensible. Our role is to provide you with the best insurance value that combines coverage, service, and price. We also provide personalized, quality service that includes professional insurance advice, ongoing policy maintenance and claims support. When any issue arises regarding your insurance coverage, we are your advocate, using our professional experience to best represent your interest.

We earn our compensation, paid to us by the insurance companies, for the policies that we place with them on your behalf, which may vary for different classes of insurance. We do not charge our clients any additional fee for the purpose of negotiating and obtaining suitable insurance cover.

Notwithstanding anything to the contrary, any fees related to specific professional services that we provide, apart from placement of insurance coverage, which may or may not form part of the insurance contract, are explicitly communicated and stated in the relevant arrangements, ensuring the highest level of transparency.

Our earnings are earned via different modes as explained below from our insurance providers and make up a portion of your insurance premium.

1. **Policy Commissions:** Some insurance providers pay us commissions as a percentage of the premiums charged. The amount of commission paid to us depends upon different factors including the type of insurance product sold and may vary from one transaction to another. These earnings vary from 7.5% to 30% depending on the insurance source and the type of coverage being provided. As an example, most Commercial policies will receive 15%-20% commission and Automobile 10%-15%.
2. **Broker Fees:** We assist our clients in many ways, including insurance placement, risk management, claims management and hence act as risk consultants for our clients. Clients agree to pay us a fee for our services which could be collected either annually or as stipulated in the broker services agreement. Such fees can be paid to Safe Bound in lieu of or in addition to the Policy Commissions paid by insurance companies.
3. **Contingent Commissions:** Some insurers agree to pay additional commissions to Safe Bound at the end of the year and this is based upon the achievement of certain goals. These goals are based upon the number of insurance policies placed with the insurer, total amount of policy premiums placed throughout the year, retention, growth, profitability or loss ratio thresholds. The amount of contingent commission earned may vary depending on factors relating to an entire book of business over the course of the year or period. As a result, the amount of contingent commission attributable to any given insurance policy typically will not be known at the time of placement.

Please do not hesitate to contact the undersigned, should you have any questions or concerns regarding this disclosure statement.

Sincerely,

A handwritten signature in black ink, appearing to read "D. Williams", is written over a horizontal line.

Daniel Williams, Principal Broker