Grant Thornton

Financial Statements

Association of Insurance and Financial Brokers T/A Brokers Ireland

For the financial year ended 31 December 2020

Registered number: 184744

Company Information

Directors	Linda Gallagher Duncan Duke Liam Francis Carberry Rodney Croly Ciaran Blackall Richard Cotter Robert Kelly (appointed 13 August 2020) Samantha Nagle (appointed 13 August 2020) Mark Anthony Nugent (appointed 13 August 2020) Cathal Lowe (resigned 13 August 2020) Paul Carty (resigned 13 August 2020) Roisin Clarke (resigned 13 August 2020)
Company secretary	Kathleen Shannon
Registered number	184744
Registered office	87 Merrion Square Dublin 2
Independent auditor	Grant Thornton Chartered Accountants & Statutory Audit Firm 13-18 City Quay Dublin 2
Bankers	Allied Irish Banks plc 1 Lower Baggot Street Dublin 2
Solicitors	Smyth Solicitors Alexandra House Ballsbridge Park Ballsbridge Dublin 4

Contents

Directors' report
For the financial year ended 31 December 2020

The board of directors (the "directors" or "board") present their annual report and the audited financial statements for the financial year ended 31 December 2020.

Change of name

The Company changed its name to Association of Insurance and Financial Brokers CLG from Irish Brokers Association CLG (the "Company") with effect from 18 May 2017.

Principal activities

The Company protects and promotes the broker channel and supports our members with regulation, compliance, education and representation.

Results and dividends

The profit for the financial year, after taxation, amounted to €295,807 (2019 - €283,606).

Directors

The directors who served during the financial year were:

Linda Gallagher
Duncan Duke
Liam Francis Carberry
Rodney Croly
Ciaran Blackall
Richard Cotter
Robert Kelly (appointed 13 August 2020)
Samantha Nagle (appointed 13 August 2020)
Mark Anthony Nugent (appointed 13 August 2020)
Cathal Lowe (resigned 13 August 2020)
Paul Carty (resigned 13 August 2020)
Roisin Clarke (resigned 13 August 2020)

Principal risks and uncertainties

The key business risks affecting the association are considered to be:

-the ability of members to pay subscriptions fees as they fall due. To mitigate against this risk the association allows its members to pay their subscriptions in installments by direct debit. Outstanding subscriptions are actively followed up.

-the continuation of receipt of money from member companies. To mitigate against this risk the association contacts companies requesting money and support of the association. Payment of the money is not an obligation of membership; however the directors consider that these companies will continue to support the association.

On 11 March 2020, the World Health Organization officially declared COVID-19, the disease caused by the novel coronavirus, a pandemic. The Company is closely monitoring the evolution of this pandemic, including financial market impacts, government responses, how it may affect the economy and the effects on the general population. The Company has successfully implemented its business continuity plans and has no material capital, liquidity management or operational concerns. The Company do not believe that this pandemic constitutes an event that has led to, or is likely to lead to, a material change in the Company's business and performance.

Directors' report (continued)

For the financial year ended 31 December 2020

Accounting records

The measures taken by the directors to ensure compliance with the requirements of Sections 281 to 285 of the Companies Act 2014 with regard to the keeping of accounting records, are the employment of appropriately qualified accounting personnel and the maintenance of computerised accounting systems. The Company's accounting records are maintained at the Company's registered office at 87 Merrion Square, Dublin 2.

Events since the financial year end and future developments

There have been no significant events affecting the Company since the financial year end and the directors do not envisage any substantial changes to the nature of the business for the foreseeable future.

Statement on relevant audit information

Each of the persons who are directors at the time when this Directors' report is approved has confirmed that:

- so far as the director is aware, there is no relevant audit information of which the Company's auditor is unaware, and
- the director has taken all the steps that ought to have been taken as a director in order to be aware of any relevant audit information and to establish that the Company's auditor is aware of that information.

Auditor

The auditor, Grant Thornton, continues in office in accordance with section 383(2) of the Companies Act 2014.

This report was approved by the board and signed on its behalf.

Liam Francis Carberry
Director

Ciaran Blackall
Director

Date: 27 April 2021

Directors' responsibilities statement

For the financial year ended 31 December 2020

The directors are responsible for preparing the Directors' report and the financial statements in accordance with Irish law and regulations.

Irish company law requires the directors to prepare the financial statements for each financial year. Under the law, the directors have elected to prepare the financial statements in accordance with the Companies Act 2014 and Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'.

Under company law, the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the assets, liabilities and financial position of the Company as at the financial year end date, of the profit or loss for that financial year and otherwise comply with the Companies Act 2014.

In preparing these financial statements, the directors are required to:

- select suitable accounting policies for the Company's financial statements and then apply them consistently;
- make judgments and accounting estimates that are reasonable and prudent;
- state whether the financial statements have been prepared in accordance with applicable accounting standards, identify those standards, and note the effect and the reasons for any material departure from those standards; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business.

The directors are responsible for ensuring that the Company keeps or causes to be kept adequate accounting records which correctly explain and record the transactions of the Company, enable at any time the assets, liabilities, financial position and profit or loss of the Company to be determined with reasonable accuracy, enable them to ensure that the financial statements and Directors' report comply with the Companies Act 2014 and enable the financial statements to be audited. They are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

On behalf of the board

Liam Carberry ....
Liam Francis Carberry
Director

Ciaran Blackall ....
Ciaran Blackall
Director

Date: 27 April 2021

Independent auditor's report to the members of Association of Insurance and Financial Brokers T/A Brokers Ireland

Opinion

We have audited the financial statements of Association of Insurance and Financial Brokers T/A Brokers Ireland ("the Company"), which comprise the Statement of comprehensive income, the Statement of financial position and the Statement of changes in equity for the financial year ended 31 December 2020, and the related notes to the financial statements, including the summary of significant accounting policies.

The financial reporting framework that has been applied in the preparation of the financial statements is Irish law and accounting standards issued by the Financial Reporting Council including FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (Generally Accepted Accounting Practice in Ireland).

In our opinion, the Company's financial statements:

- give a true and fair view in accordance with Generally Accepted Accounting Practice in Ireland of the assets, liabilities and financial position of the Company as at 31 December 2020 and of its financial performance for the financial year then ended; and
- have been properly prepared in accordance with the requirements of the Companies Act 2014.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (Ireland) ('ISAs (Ireland)) and applicable law. Our responsibilities under those standards are further described in the 'Responsibilities of the auditor for the audit of the financial statements' section of our report. We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in Ireland, including the Ethical Standard for Auditors (Ireland) issued by the Irish Auditing and Accountancy Supervisory Authority (IAASA), and the ethical pronouncements established by Chartered Accountants Ireland, applied as determined to be appropriate in the circumstances for the Company. We have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

In auditing the financial statements, we have concluded that the director's use of going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the Company's ability to continue as a going concern for a period of at least twelve months from the date when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the directors with respect to going concern are described in the relevant sections of this report.

Independent auditor's report to the members of Association of Insurance and Financial Brokers T/A Brokers Ireland (continued)

Other information

Other information comprises information included in the Directors' report, other than the financial statements and the auditor's report thereon. The directors are responsible for the other information. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

If we identify such material inconsistencies in the financial statements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information; we are required to report that fact.

We have nothing to report in this regard.

Matters on which we are required to report by the Companies Act 2014

- We have obtained all the information and explanations which we consider necessary for the purposes of our audit.
- In our opinion the accounting records of the Company were sufficient to permit the financial statements to be readily and properly audited.
- The financial statements are in agreement with the accounting records.
- In our opinion the information given in the Directors' report is consistent with the financial statements. Based solely on the work undertaken in the course of our audit, in our opinion, the Directors' report has been prepared in accordance with the requirements of the Companies Act 2014.

Matters on which we are required to report by exception

Based on our knowledge and understanding of the Company and its environment obtained in the course of the audit, we have not identified material misstatements in the Directors' report.

Under the Companies Act 2014 we are required to report to you if, in our opinion, the disclosures of directors' remuneration and transactions specified by sections 305 to 312 of the Act have not been made. We have no exceptions to report arising from this responsibility.

Independent auditor's report to the members of Association of Insurance and Financial Brokers T/A Brokers Ireland (continued)

Responsibilities of management and those charged with governance for the financial statements

As explained more fully in the Directors' responsibilities statement, management is responsible for the preparation of the financial statements which give a true and fair view in accordance with Generally Accepted Accounting Practice in Ireland, including FRS 102, and for such internal control as they determine necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

Responsibilities of the auditor for the audit of the financial statements

The auditor's objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes their opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (Ireland) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs (Ireland), the auditor will exercise professional judgement and maintain professional scepticism throughout the audit. The auditor will also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for their opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.

Independent auditor's report to the members of Association of Insurance and Financial Brokers T/A Brokers Ireland (continued)

Responsibilities of the auditor for the audit of the financial statements (continued)

- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If they conclude that a material uncertainty exists, they are required to draw attention in the auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify their opinion. Their conclusions are based on the audit evidence obtained up to the date of the auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves a true and fair view.

The auditor communicates with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that may be identified during the audit.

The purpose of our audit work and to whom we owe our responsibilities

This report is made solely to the Company's members, as a body, in accordance with section 391 of the Companies Act 2014. Our audit work has been undertaken so that we might state to the Company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Company and the Company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Colin Feely

For and on behalf of

Grant Thornton
Chartered Accountants & Statutory Audit Firm
Dublin

28 April 2021

Statement of comprehensive income

For the financial year ended 31 December 2020

	Note	2020 €	2019 €
Revenue		**2,511,508**	2,758,717
Administrative expenses		**(2,223,218)**	(2,520,127)
Operating profit	4	**288,290**	238,590
Dividend income		**25,000**	50,000
Other income		**-**	12,241
Interest payable and expenses	6	**(16,245)**	(16,245)
Profit before tax		**297,045**	284,586
Tax on profit	7	**(1,238)**	(980)
Profit for the financial year		**295,807**	283,606

All amounts relate to continuing operations.

There was no other comprehensive income for 2020 (2019: €NIL).

The notes on pages 11 to 20 form part of these financial statements.

Statement of financial position

As at 31 December 2020

	Note		2020 €		2019 €
Non-current assets					
Tangible fixed assets	8		**2,160,044**		2,164,992
Financial assets	9		**5**		5
			2,160,049		2,164,997
Current assets					
Debtors: amounts falling due within one year	10	**24,100**		34,894	
Cash at bank and in hand	11	**1,226,148**		1,023,617	
		1,250,248		1,058,511	
Current liabilities					
Creditors: amounts falling due within one year	12	**(174,028)**		(119,713)	
Net current assets			**1,076,220**		938,798
Total assets less current liabilities			**3,236,269**		3,103,795
Creditors: amounts falling due after more than one year	13		**(438,136)**		(601,469)
Provisions for liabilities					
Deferred tax	14	**(225,187)**		(225,187)	
			(225,187)		(225,187)
Net assets			**2,572,946**		2,277,139
Capital and reserves					
Income and expenditure account			**2,572,946**		2,277,139
Shareholders' funds			**2,572,946**		2,277,139

The financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime and in accordance with the provisions of FRS 102 Section 1A for small entities.

The financial statements were approved and authorised for issue by the board:

Liam Carberry .... Ciaran Blackall ....

Liam Francis Carberry
Director

Ciaran Blackall
Director

Date: 27 April 2021

The notes on pages 11 to 20 form part of these financial statements.

Statement of changes in equity
For the financial year ended 31 December 2020

	Income and expenditure account	Shareholders funds
	€	€
At 1 January 2020	2,277,139	2,277,139
Comprehensive income for the financial year		
Surplus for the financial year	295,807	295,807
At 31 December 2020	2,572,946	2,572,946

Statement of changes in equity
For the financial year ended 31 December 2019

	Income and expenditure account	Shareholders funds
	€	€
At 1 January 2019	1,993,533	1,993,533
Comprehensive income for the financial year		
Surplus for the financial year	283,606	283,606
At 31 December 2019	2,277,139	2,277,139

The notes on pages 11 to 20 form part of these financial statements.

Notes to the financial statements
For the financial year ended 31 December 2020

1. General information

The Company is an entity limited by guarantee and incorporated in the Republic of Ireland. Its registered address is 87 Merrion Square, Dublin 2.

2. Accounting policies

2.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention unless otherwise specified within these accounting policies and in accordance with Section 1A of Financial Reporting Standard 102, the Financial Reporting Standard applicable in the UK and the Republic of Ireland and the Companies Act 2014.

The preparation of financial statements in compliance with FRS 102 requires the use of certain critical accounting estimates. It also requires management to exercise judgment in applying the Company's accounting policies (see note 3).

The Company's functional and presentational currency is Euros (€).

Going concern

The directors have reasonable expectations, having made appropriate enquiries, that the Company has adequate resources to continue in operational existence for the foreseeable future and so the financial statements are prepared on a going concern basis.

2.2 Revenue

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. Revenue is measured as the fair value of the consideration received or receivable, excluding discounts, rebates, value added tax and other sales taxes.

Ordinary subscription revenue is recognised on a cash receipts basis while all other revenue is recognised on an accruals basis.

2.3 Tangible fixed assets

Tangible fixed assets under the cost model are stated at historical cost less accumulated depreciation and any accumulated impairment losses. Historical cost includes expenditure that is directly attributable to bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management.

The Company adds to the carrying amount of an item of fixed assets the cost of replacing part of such an item when that cost is incurred, if the replacement part is expected to provide incremental future benefits to the Company. The carrying amount of the replaced part is derecognised. Repairs and maintenance are charged to profit or loss during the period in which they are incurred.

Depreciation is charged so as to allocate the cost of assets less their residual value over their estimated useful lives, on a reducing balance basis. There is a full year's depreciation charged in the year of acquisition and none in the year of disposal.

Notes to the financial statements
For the financial year ended 31 December 2020

2. Accounting policies (continued)

2.3 Tangible fixed assets (continued)

Depreciation is provided on the following basis:

Motor vehicles	-	33% Reducing balance basis

The assets residual values, useful lives and depreciation methods are reviewed, and adjusted prospectively if appropriate, or if there is an indication of a significant change since the last reporting date.

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognised in the Statement of comprehensive income.

2.4 Business combination

Acquisitions of subsidiaries and businesses are accounted for using the purchase method. The cost of the business combination is measured at the aggregate of the fair values (at the date of exchange) of assets given, liabilities incurred or assumed, and equity instruments issued by the Company in exchange for control of the acquiree plus costs directly attributable to the business combination.

Any excess of the cost of the business combination over the Company's interest in the net fair value of the identifiable assets and liabilities is recognised as goodwill. If the net fair value of the identifiable assets and liabilities exceeds the cost of the business combination the excess is recognised separately on the face of the Statement of financial position.

A business combination involving entities or businesses under common control is a business combination in which all of the combining entities or businesses are ultimately controlled by the same party or parties both before and after the business combination, and that control is not transitory. Transfers of assets and liabilities to another acquiring group entity are treated as a continuation of the business previously carried out by the purchased entity in the acquiring entity's books and records.

2.5 Valuation of investments

Investments in subsidiaries are measured at cost less accumulated impairment.

Investments in unlisted Company shares, whose market value can be reliably determined, are remeasured to market value at each balance sheet date. Gains and losses on remeasurement are recognised in the Statement of comprehensive income for the period. Where market value cannot be reliably determined, such investments are stated at historic cost less impairment.

Investments in listed company shares are remeasured to market value at each Statement of financial position date. Gains and losses on remeasurement are recognised in profit or loss for the period.

Notes to the financial statements
For the financial year ended 31 December 2020

2. Accounting policies (continued)

2.6 Pensions

Defined contribution plan

The Company operates a defined contribution plan for its employees. A defined contribution plan is a pension plan under which the Company pays fixed contributions into a separate entity. Once the contributions have been paid the Company has no further payment obligations.

The contributions are recognised as an expense in the Statement of comprehensive income when they fall due. Amounts not paid are shown in accruals as a liability in the Statement of financial position. The assets of the plan are held separately from the Company in independently administered funds.

2.7 Debtors

Short term debtors are measured at transaction price, less any impairment. Loans receivable are measured initially at fair value, inclusive of transaction costs, and are measured subsequently at amortised cost using the effective interest method, less any impairment.

2.8 Cash and cash equivalents

Cash is represented by cash in hand and deposits with financial institutions repayable without penalty on notice of not more than 24 hours. Cash equivalents are highly liquid investments that mature in no more than three months from the date of acquisition and that are readily convertible to known amounts of cash with insignificant risk of change in value.

2.9 Financial instruments

The Company only enters into basic financial instrument transactions that result in the recognition of financial assets and liabilities like trade and other debtors and creditors, loans from banks and other third parties, loans to related parties and investments in ordinary shares.

Debt instruments (other than those wholly repayable or receivable within one year), including loans and other accounts receivable and payable, are initially measured at present value of the future cash flows and subsequently at amortised cost using the effective interest method. Debt instruments that are payable or receivable within one year, typically trade debtors and creditors, are measured, initially and subsequently, at the undiscounted amount of the cash or other consideration expected to be paid or received. However, if the arrangements of a short-term instrument constitute a financing transaction, like the payment of a trade debt deferred beyond normal business terms or financed at a rate of interest that is not a market rate or in the case of an out-right short-term loan not at market rate, the financial asset or liability is measured, initially, at the present value of the future cash flow discounted at a market rate of interest for a similar debt instrument and subsequently at amortised cost.

Financial assets that are measured at cost and amortised cost are assessed at the end of each reporting period for objective evidence of impairment. If objective evidence of impairment is found, an impairment loss is recognised in the Statement of comprehensive income.

For financial assets measured at amortised cost, the impairment loss is measured as the difference between an asset's carrying amount and the present value of estimated cash flows discounted at the asset's original effective interest rate. If a financial asset has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract.

Notes to the financial statements

For the financial year ended 31 December 2020

2. Accounting policies (continued)

2.9 Financial instruments (continued)

For financial assets measured at cost less impairment, the impairment loss is measured as the difference between an asset's carrying amount and best estimate of the recoverable amount, which is an approximation of the amount that the Company would receive for the asset if it were to be sold at the reporting date.

Financial assets and liabilities are offset and the net amount reported in the Statement of financial position when there is an enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

2.10 Creditors

Short term creditors are measured at the transaction price. Other financial liabilities, including bank loans, are measured initially at fair value, inclusive of transaction costs, and are measured subsequently at amortised cost using the effective interest method.

2.11 Finance costs

Finance costs are charged to the Statement of comprehensive income over the term of the debt using the effective interest method so that the amount charged is at a constant rate on the carrying amount. Issue costs are initially recognised as a reduction in the proceeds of the associated capital instrument.

2.12 Provisions for liabilities

Provisions are made where an event has taken place that gives the Company a legal or constructive obligation that probably requires settlement by a transfer of economic benefit, and a reliable estimate can be made of the amount of the obligation.

Provisions are charged as an expense to the Statement of comprehensive income in the year that the Company becomes aware of the obligation, and are measured at the best estimate at the Statement of financial position date of the expenditure required to settle the obligation, taking into account relevant risks and uncertainties.

When payments are eventually made, they are charged to the provision carried in the Statement of financial position.

2.13 Current and deferred taxation

The tax expense for the financial year comprises current and deferred tax. Tax is recognised in the Statement of comprehensive income, except that a charge attributable to an item of income and expense recognised as other comprehensive income or to an item recognised directly in equity is also recognised in other comprehensive income or directly in equity respectively.

The current income tax charge is calculated on the basis of tax rates and laws that have been enacted or substantively enacted by the reporting date in the countries where the Company operates and generates income.

Notes to the financial statements
For the financial year ended 31 December 2020

2. Accounting policies (continued)

2.13 Current and deferred taxation (continued)

Deferred tax balances are recognised in respect of all timing differences that have originated but not reversed by the Statement of financial position date, except that:

- The recognition of deferred tax assets is limited to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits; and
- Any deferred tax balances are reversed if and when all conditions for retaining associated tax allowances have been met.

Deferred tax balances are not recognised in respect of permanent differences except in respect of business combinations, when deferred tax is recognised on the differences between the fair values of assets acquired and the future tax deductions available for them and the differences between the fair values of liabilities acquired and the amount that will be assessed for tax. Deferred tax is determined using tax rates and laws that have been enacted or substantively enacted by the reporting date.

2.14 Group accounts

The Company is exempt from the requirement to prepare consolidated financial statements by virtue of section 297 Companies Act 2014. Consequently, these financial statements deal with the results of the Company as a single entity.

2.15 Financial broker

Income earned from financial broker is restricted for expenditure on specific financial broker projects. Any surpluses arising during the year are maintained in a designated bank account for Financial Broker activities only.

3. Judgments in applying accounting policies and key sources of estimation uncertainty

In preparing these financial statements, the directors have had to make the following judgments:

- Determine whether there are indicators of impairment of the Company's tangible assets. Factors taken into consideration in reaching such a decision include the economic viability and expected future financial performance of the asset. The most significant fixed asset is the freehold property. The directors have engaged the services of a professional valuer to fair value the property at 11 July 2018. The directors have estimated that this valuation reflects the market value also at 31 December 2020.

-Tangible fixed assets, are depreciated over their useful lives taking into account residual values, where appropriate. The actual lives of the assets and residual values are assessed annually and may vary depending on the number of factors. Residual value assessments consider issues such as future market conditions, the remaining life of the asset and projected disposal values.

- Determine whether appropriate provisions for bad and doubtful debts have been made.

Notes to the financial statements
For the financial year ended 31 December 2020

4. Profit on ordinary activities before taxation

The operating profit is stated after charging:

	2020	2019
	€	€
Depreciation of tangible fixed assets	**4,948**	7,385
Defined contribution pension cost	**108,752**	96,334

5. Employees

The average monthly number of employees during the financial year was as follows:

	2020	2019
	No.	No.
Senior management	**3**	3
Compliance	**5**	5
Finance	**3**	3
Administration	**4**	4
	15	15

6. Interest payable and similar expenses

	2020	2019
	€	€
Loans from group undertakings	**16,245**	16,245

7. Taxation

	2020	2019
	€	€
Corporation tax		
Current tax on surplus for the year	**1,238**	980
Total current tax	**1,238**	980
Deferred tax		
Taxation on profit on ordinary activities	**1,238**	980

Notes to the financial statements

For the financial year ended 31 December 2020

7. Taxation (continued)

Factors affecting tax charge for the financial year

The tax assessed for the financial year is lower than (2019 - lower than) the standard rate of corporation tax in Ireland of 12.5% (2019 - 12.5%). The differences are explained below:

	2020	2019
	€	€
Profit on ordinary activities before tax	**297,047**	284,586
Profit on ordinary activities multiplied by standard rate of corporation tax in Ireland of 12.5% (2019 - 12.5%)	**37,131**	35,573
Effects of:		
Non-taxable income	**(36,493)**	(35,193)
Tax relief at source	**600**	600
Total tax charge for the financial year	**1,238**	980

Factors that may affect future tax charges

There were no factors that may affect future tax charges.

Notes to the financial statements
For the financial year ended 31 December 2020

8. Tangible fixed assets

	Freehold property €	Motor vehicles €	Total €
Cost or valuation			
At 1 January 2020	**2,150,000**	**33,399**	**2,183,399**
At 31 December 2020	**2,150,000**	**33,399**	**2,183,399**
Depreciation			
At 1 January 2020	**-**	**18,407**	**18,407**
Charge for the financial year on owned assets	**-**	**4,948**	**4,948**
At 31 December 2020	**-**	**23,355**	**23,355**
Net book value			
At 31 December 2020	**2,150,000**	**10,044**	**2,160,044**
At 31 December 2019	2,150,000	14,992	2,164,992

The freehold property was valued by an independent valuer with a recognised and relevant professional qualification, Elliott & Fitzgerald, Chartered Valuations Surveyors, Property and Rating Consultants, on the basis of open market value at 11 July 2018. The directors have estimated that this valuation reflects the market value also at 31 December 2020.

9. Financial assets

	Investments in subsidiary companies €
Cost or valuation	
At 1 January 2020	**5**
At 31 December 2020	**5**
Net book value	
At 31 December 2020	**5**
At 31 December 2019	5

Notes to the financial statements

For the financial year ended 31 December 2020

10. Debtors: Amounts falling due within one year

	2020	2019
	€	€
Trade debtors	**24,100**	34,800
Other debtors	**-**	94
	24,100	34,894

11. Cash and cash equivalents

	2020	2019
	€	€
Cash at bank and in hand	**1,226,148**	1,023,617

Included in cash at bank is an amount of €117,702 (2019: €72,256) designated for Financial Broker projects.

12. Creditors: Amounts falling due within one year

	2020	2019
	€	€
Trade creditors	**15,928**	-
Amounts owed to related party	**63,333**	63,333
Corporation tax	**1,238**	1,480
Taxation and social insurance	**16,809**	15,297
Other creditors	**19,000**	19,000
Accruals	**57,720**	20,603
	174,028	119,713

13. Creditors: Amounts falling due after more than one year

	2020	2019
	€	€
Amounts owed to related party	**438,136**	601,469

Notes to the financial statements
For the financial year ended 31 December 2020

14. Deferred taxation

	2020 **€**	2019 €
At beginning of the financial year	**(225,187)**	(225,187)
At end of the financial year	**(225,187)**	(225,187)

The provision for deferred taxation is made up as follows:

	2020 **€**	2019 €
On revaluation surplus	**(225,187)**	(225,187)

15. Pension commitments

The Company operates a defined contributions pension scheme. The assets of the scheme are held separately from those of the Company in an independently administered fund. The pension cost charge represents contributions payable by the Company to the fund and amounted to €108,752 (2019: €96,334). No pension accrual arose at the reporting date.

16. Related party transactions

During the year ended 31 December 2015 the Company purchased a property from Irish Brokers Association Compensation Fund for a total sum of €950,000. At 31 December 2020 €501,469 (2019: €664,802) is owed to Irish Brokers Association Compensation Fund Limited in respect of this purchase.

Association of Insurance and Financial Brokers CLG and Irish Brokers Association Compensation Fund are related as Association of Insurance and Financial Brokers CLG has ultimate control of Irish Brokers Association Compensation Fund. Irish Brokers Compensation Fund Limited, a subsidiary of the Company is a corporate trustee of Irish Brokers Association Compensation Fund.

Key management personnel
All directors and certain senior employees who have authority and responsibility for planning, directing and controlling the activities of the Company are considered to be key management personnel. Total remuneration in respect of these individuals is €521,667 (2019: €504,440).

17. Post balance sheet event

There have been no significant events affecting the Company since the financial year.

18. Approval of financial statements

The board of directors approved these financial statements for issue on 27 April 2021.

Registered number: 184744

Association of Insurance and Financial Brokers T/A Brokers Ireland

Management information (unaudited)

For the financial year ended 31 December 2020

Detailed profit and loss account

For the financial year ended 31 December 2020

	2020 €	2019 €
Turnover	**2,511,508**	2,758,717
Administration expenses	**(2,223,218)**	(2,520,127)
Operating profit	**288,290**	238,590
Other income	**-**	12,241
Interest payable	**(16,245)**	(16,245)
Investment income	**25,000**	50,000
Tax on profit on ordinary activities	**(1,238)**	(980)
Profit for the financial year	**295,807**	283,606

Schedule to the detailed accounts

For the financial year ended 31 December 2020

	2020	2019
	€	€
Turnover		
Financial Broker Income	**396,000**	415,065
Fees receivable	**2,084,508**	2,312,652
Other income	**31,000**	31,000
	2,511,508	2,758,717

Association of Insurance and Financial Brokers T/A Brokers Ireland
(A company limited by guarantee)

Schedule to the detailed accounts

For the financial year ended 31 December 2020

	2020	2019
	€	€
Administration expenses		
Staff salaries	**926,141**	889,573
Employers PRSI	**102,958**	97,691
Staff pension costs - defined contribution schemes	**108,752**	96,334
Staff training	**14,355**	12,652
Entertainment	**11,122**	14,317
Consultancy	**42,538**	46,203
Printing and stationery	**7,333**	15,172
Postage	**5,483**	8,432
Telephone and fax	**20,512**	15,433
General office expenses	**7,324**	28,467
Financial broker	**423,728**	478,706
Trade subscriptions	**38,254**	36,859
Legal and professional	**110,911**	112,431
Auditors' remuneration	**19,879**	19,266
Bank charges	**4,185**	5,087
Sundry expenses	**1,360**	1,900
Rent and rates	**11,058**	10,769
Light and heat	**9,063**	11,415
Cleaning	**20,164**	11,486
Insurances	**43,335**	30,494
Repairs and maintenance	**32,347**	31,400
Depreciation - motor vehicles	**4,948**	7,385
I.T. maintenance costs	**53,330**	26,634
Motor and travelling expenses	**9,625**	33,156
Photocopier lease	**2,014**	2,022
Events and meetings	**83,569**	322,482
Board expenses	**3,107**	23,998
Marketing costs	**40,950**	65,958
Consultancy general	**64,873**	64,405
	2,223,218	2,520,127

Schedule to the detailed accounts

For the financial year ended 31 December 2020

	2020	2019
	€	€
Interest payable		
Group interest payable	**16,245**	16,245

	2020	2019
	€	€
Investment income		
Dividend income	**25,000**	50,000