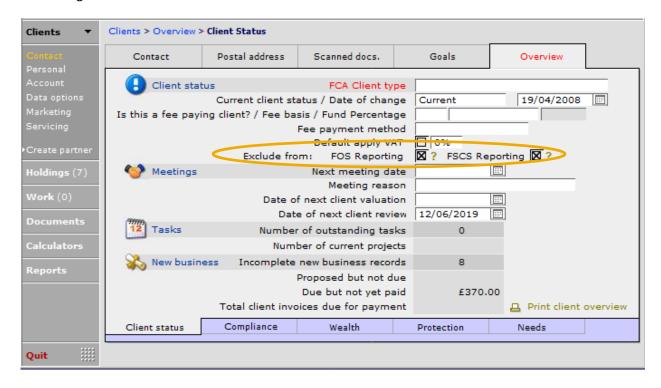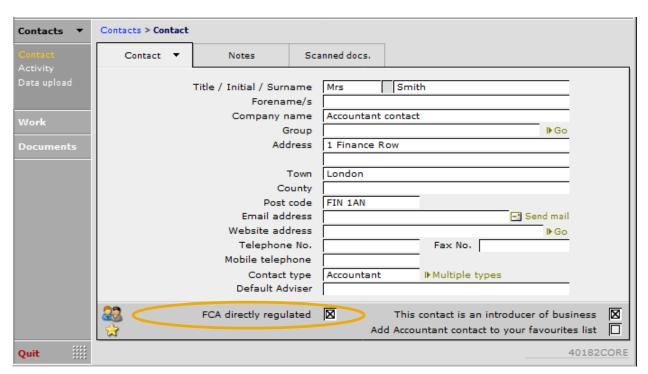# Retail Mediation Activities Return - Section J Annual Income Report

This report summarises the income by business class and is used to calculate the fees due by a firm in respect of the Financial Conduct Authority (FCA), Financial Ombudsman Service (FOS) and Financial Services Compensation Scheme (FSCS).

If a client is not within the jurisdiction of FOS or not eligible to make a claim to the FSCS, they can be excluded from the relevant section by setting the exclusion option within the client record. This will exclude the client related income from the FOS Relevant Annual Income and/or FSCS Annual Eligible Income figures.
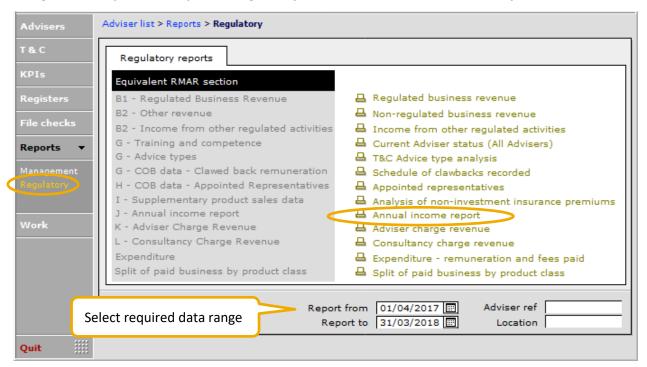

Network and Introducer values splits will be excluded where they are flagged as directly regulated

Running the Report

Navigate to **Compliance > Reports > Regulatory** and click on the **Annual Income Report**

The report will be displayed, detailing the income for your business in the relevant section. Options are available to return to the previous screen, print, preview or extract the report.

	FCA Annual Income (£'s)	FOS Relevant Annual Income (£'s)	FSCS Annual Eligible Income (£'s)
Home Finance Mediation	Home Finance	Home Finance	Home Finance
Non-Investment Insurance Mediation	General Insurance Pure Protection	General Insurance Pure Protection	General Insurance Pure Protection
Life and Pensions Mediation	Life & Pensions	Life & Pensions	Life & Pension
Investment Mediation	Investments	Investments	Investments
Total	Total	Total	Total

- The figures in this report are based on actual income for the reporting period
- Pure Protection business is included in the Non-investment insurance mediation figures
- This report excludes clients flagged as not being eligible as FOS or FSCS complainants
- Amounts shown are net of payment made to other authorised firms

Report Criteria

Criteria for each data cell within the report is explained below, green cells contain references, which are explained below.

	FCA Annual Regulated Income (£'s) 1	FOS Relevant Annual Income (£'s) 2	FSCS Annual Eligible Income (£'s) 3
Home Finance Mediation	1a	2b	3a
Non-Investment Insurance Mediation	1b	2b	3b
Life & Pension Mediation	1c	2c	3c
Investment Mediation	1d	2d	3d
Total	1e	2e	3e

Ref	FCA Annual Regulated Income (£'s)
1	It is a requirement to report income generated from clients directly and providers excluding VAT; • Business class for Client Fees can be set via Clients > Client account > Fees > Fee set-up > Fee splits • Business class for Holdings is determined by the type of product recorded • Network and Introducer values splits will be excluded where they are flagged as directly regulated • Reporting date is determined by system set up Setup > User Information > Financial (Invoiced date, Due date or Posted date) • Total revenue calculated based on the above criteria will be reported as whole number i.e. £5051

1a

Data source = Due and Paid Remuneration records held in CCD that match the following criteria;

Income Type	Equals	"Fee" or "Commission" or "Other"
Business Class	Equals	"Home Finance"
Regulated/Non-Regulated	Equals	"Regulated"
Reporting Date	Is Between (inclusive)	Report from … Report to

1b

Data source = Due and Paid Remuneration records held in CCD that match the following criteria;

Income Type	Equals	"Fee" or "Commission" or "Other"
Business Class	Equals	"General Insurance" or "Pure Protection"
Regulated/Non-Regulated	Equals	"Regulated"
Reporting Date	Is Between (inclusive)	Report from … Report to

1c

Data source = Due and Paid Remuneration records held in CCD that match the following criteria;

Income Type	Equals	"Fee" or "Commission" or "Other"
Business Class	Equals	"Life and Pensions"
Regulated/Non-Regulated	Equals	"Regulated"
Reporting Date	Is Between (inclusive)	Report from … Report to

1d

Data source = Due and Paid Remuneration records held in CCD that match the following criteria;

Income Type	Equals	"Fee" or "Commission" or "Other"
Business Class	Equals	"Investments"
Regulated/Non-Regulated	Equals	"Regulated"
Reporting Date	Is Between (inclusive)	Report from … Report to

1e 1a + 1b + 1c + 1d

Ref	FOS Relevant Annual Income (£'s)
2	It is a requirement to report income generated from clients directly and providers excluding VAT; • Exclude client from FOS reporting can be set via **Clients > Overview > Client Status** • Business class for Client Fees can be set via **Clients > Client account > Fees > Fee set-up > Fee splits** • Business class for Holdings is determined by the type of product recorded • Network and Introducer values splits will be excluded where they are flagged as directly regulated • Reporting date is determined by system set up **Setup > User Information > Financial** (Invoiced date, Due date or Posted date) • Total revenue calculated based on the above criteria will be reported as whole number i.e. £5051

2a	**Data source** = Due and Paid Remuneration records held in CCD that match the following criteria;

Exclude Client FOS reporting	-	Is not flagged
Income Type	Equals	"Fee" or "Commission" or "Other"
Business Class	Equals	"Home Finance"
Regulated/Non-Regulated	Equals	"Regulated"
Reporting Date	Is Between (inclusive)	Report from … Report to

2b	**Data source** = Due and Paid Remuneration records held in CCD that match the following criteria;

Exclude Client FOS reporting	-	Is not flagged
Income Type	Equals	"Fee" or "Commission" or "Other"
Business Class	Equals	"General Insurance" or "Pure Protection"
Regulated/Non-Regulated	Equals	"Regulated"
Reporting Date	Is Between (inclusive)	Report from … Report to

2c	**Data source** = Due and Paid Remuneration records held in CCD that match the following criteria;

Exclude Client FOS reporting	-	Is not flagged
Income Type	Equals	"Fee" or "Commission" or "Other"
Business Class	Equals	"Life and Pensions"
Regulated/Non-Regulated	Equals	"Regulated"
Reporting Date	Is Between (inclusive)	Report from … Report to

2d	**Data source** = Due and Paid Remuneration records held in CCD that match the following criteria;

Exclude Client FOS reporting	-	Is not flagged
Income Type	Equals	"Fee" or "Commission" or "Other"
Business Class	Equals	"Investments"
Regulated/Non-Regulated	Equals	"Regulated"
Reporting Date	Is Between (inclusive)	Report from … Report to

2e	2a + 2b + 2c + 2d

Ref	FSCS Annual Eligible Income (£'s)
3	It is a requirement to report income generated from clients directly and providers excluding VAT; • Exclude client from FSCS reporting can be set via **Clients > Overview > Client Status** • Business class for Client Fees can be set via **Clients > Client account > Fees > Fee set-up > Fee splits** • Business class for Holdings is determined by the type of product recorded • Network and Introducer values splits will be excluded where they are flagged as directly regulated • Reporting date is determined by system set up **Setup > User Information > Financial** (Invoiced date, Due date or Posted date) • Total revenue calculated based on the above criteria will be reported as whole number i.e. £5051

Ref	Data source
3a	**Data source** = Due and Paid Remuneration records held in CCD that match the following criteria;

Exclude Client FSCS reporting	-	Is not flagged
Income Type	Equals	"Fee" or "Commission" or "Other"
Business Class	Equals	"Home Finance"
Regulated/Non-Regulated	Equals	"Regulated"
Reporting Date	Is Between (inclusive)	Report from … Report to

Ref	Data source
3b	**Data source** = Due and Paid Remuneration records held in CCD that match the following criteria;

Exclude Client FSCS reporting	-	Is not flagged
Income Type	Equals	"Fee" or "Commission" or "Other"
Business Class	Equals	"General Insurance" or "Pure Protection"
Regulated/Non-Regulated	Equals	"Regulated"
Reporting Date	Is Between (inclusive)	Report from … Report to

Ref	Data source
3c	**Data source** = Due and Paid Remuneration records held in CCD that match the following criteria;

Exclude Client FSCS reporting	-	Is not flagged
Income Type	Equals	"Fee" or "Commission" or "Other"
Business Class	Equals	"Life and Pensions"
Regulated/Non-Regulated	Equals	"Regulated"
Reporting Date	Is Between (inclusive)	Report from … Report to

Ref	Data source
3d	**Data source** = Due and Paid Remuneration records held in CCD that match the following criteria;

Exclude Client FSCS reporting	-	Is not flagged
Income Type	Equals	"Fee" or "Commission" or "Other"
Business Class	Equals	"Investments"
Regulated/Non-Regulated	Equals	"Regulated"
Reporting Date	Is Between (inclusive)	Report from … Report to

Ref	
3e	3a + 3b + 3c + 3d