

**REMUNERATION SCHEDULE - LIFE PRODUCTS** (Note 1)

Part 1 (a) - Commission For Life Assurance

Part 1 (b) - Overriding Commission

Part 1 (c) - Payment

Part 2 - Claw-back Provisions

Part 3 - General

**PART 1 (a) – COMMISSION FOR LIFE ASSURANCE**

Non Investment-linked Policy Plans	Commission as Percentage of Premium Received					
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year	4 <sup>th</sup> Year	5 <sup>th</sup> Year	6 <sup>th</sup> Year to 10 <sup>th</sup> Year
<b>Ordinary Life</b>						
Smart Protector II	54	18	3	3	3	3
Smart Protector 20 II	54	18	3	3	3	3
<b>Disability Income</b>						
Disability Income Protection/						
Disability Income Protection Plus						
30 Day Waiting	48	16	5	5	5	5
60, 90 Day Waiting	42	14	5	5	5	5
180 Day Waiting	36	12	5	5	5	5
<b>Smart Medicare</b>	25	20	20	20	20	20
<b>Smart Start</b>	25	20	20	20	20	20
<b>Smart Medimoney</b>	21	20	20	20	20	20
<b>WiseGuard Medical</b>	10	10	10	10	10	10
<b>Smart Term/Smart Elite Term</b>						
Yearly Renewable Term with sum insured						
US\$10,000 - \$249,999	18	9	3	3	3	3
US\$250,000 - \$499,999	15	8	3	3	3	3
US\$500,000 and above	15	8	3	3	3	3
Term Insurance 5 Years/						
Term Insurance 10 Years/						
Term Insurance Age 75 with sum insured						
US\$10,000 - \$249,999	45	15	3	3	3	3
US\$250,000 - \$499,999	42	14	3	3	3	3
US\$500,000 and above	39	13	3	3	3	3
<b>Smart Jumbo Saver III Series (Non-HK\$ Policy)</b>						
Smart Jumbo Saver 10 III	35	8	2	2	2	0
Smart Jumbo Saver 20 III	48	18	3	3	3	3
Smart Jumbo Saver III	48	18	3	3	3	3
Smart Jumbo Saver 10 III (Simplified Version)	35	8	2	2	2	0
<b>Smart Jumbo Saver III Series (HK\$ Policy)</b>						
Smart Jumbo Saver 10 III	35	8	2	2	2	0
Smart Jumbo Saver 20 III	54	18	3	3	3	3
Smart Jumbo Saver III	54	18	3	3	3	3
Smart Jumbo Saver 10 III (Simplified Version)	35	8	2	2	2	0
<b>Smart Saver III Series (Non-HK\$ Policy)</b>						
Smart Saver 20 III	48	18	3	3	3	3
Smart Saver III	48	18	3	3	3	3
<b>Smart Saver III Series (HK\$ Policy)</b>						
Smart Saver 20 III	54	18	3	3	3	3
Smart Saver III	54	18	3	3	3	3
<b>LifeDelight Insurance Series</b>						
LifeDelight Insurance Plan - 10	34	1	1	1	1	0
LifeDelight Insurance Plan - 18	46	10	2	2	2	0
If the full first year annual premium is paid within 7 days from the date of approval of the basic plan, the Company will pay an additional first year commission of 10% of the above percentages in respect of such full first year annual premium received.						
Smart Jumbo Saver 5 III (HK\$ Policy / Non-HK\$ Policy)	25	5	1	0	0	0
Smart Jumbo Saver 5 III (Simplified Version)	25	5	1	0	0	0
(HK\$ Policy / Non-HK\$ Policy)						
HealthSure Hospital Income Insurance-20	35	6	1	1	1	0
HealthSure Hospital Income Insurance-15	22	6	1	1	1	0
HealthSure Hospital Income Insurance-10	18	6	1	1	1	0

Non Investment-linked Policy Plans	Commission as Percentage of Premium Received				
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year to 4 <sup>th</sup> Year	5 <sup>th</sup> Year to 9 <sup>th</sup> Year	10 <sup>th</sup> Year
<b>HealthVital II Series (Non-HK\$ Policy)</b>					
HealthVital II Major Illness Plan – 10 Years	27	7	1	1	4
HealthVital II Major Illness Plan – 15 Years	36	15	3	4	6
HealthVital II Major Illness Plan – 20 Years	45	18	3	4	8
HealthVital II Major Illness Plan – 25 Years	46	18	3	4	9
<b>HealthVital II Series (HK\$ Policy)</b>					
HealthVital II Major Illness Plan – 10 Years	30	7	1	1	4
HealthVital II Major Illness Plan – 15 Years	40	15	3	4	6
HealthVital II Major Illness Plan – 20 Years	50	18	3	4	8
HealthVital II Major Illness Plan – 25 Years	52	18	3	4	9
<b>Supplement or Rider</b>					
HealthVital II Multiple Benefit – 10 Years	35	7	1	1	4
HealthVital II Multiple Benefit – 15 Years	45	15	3	4	6
HealthVital II Multiple Benefit – 20 Years	54	18	3	4	8
HealthVital II Multiple Benefit – 25 Years	54	18	3	4	9
HealthVital II Multiple Benefit – Pay to age 85	54	18	3	4	9
HealthVital II Multiple Benefit (Enhancer) – 10 Years	35	7	1	1	4
HealthVital II Multiple Benefit (Enhancer) – 15 Years	45	15	3	4	6
HealthVital II Multiple Benefit (Enhancer) – 20 Years	54	18	3	4	8
HealthVital II Multiple Benefit (Enhancer) – 25 Years	54	18	3	4	9
HealthVital II Multiple Benefit (Enhancer) – Pay to age 85	54	18	3	4	9
HealthVital II Early Stage Major Illness– 10 Years	35	7	1	1	4
HealthVital II Early Stage Major Illness– 15 Years	45	15	3	4	6
HealthVital II Early Stage Major Illness– 20 Years	54	18	3	4	8
HealthVital II Early Stage Major Illness – 25 Years	54	18	3	4	9
HealthVital II Early Stage Major Illness – Pay to age 85	54	18	3	4	9
<b>HealthSelect II Series (Non-HK\$ Policy)</b>					
HealthSelect II Major Illness Plan – 20 Years	45	18	3	4	8
HealthSelect II Major Illness Plan – 25 Years	46	18	3	4	9
<b>HealthSelect II Series (HK\$ Policy)</b>					
HealthSelect II Major Illness Plan – 20 Years	50	18	3	4	8
HealthSelect II Major Illness Plan – 25 Years	52	18	3	4	9
<b>Supplement or Rider</b>					
Multiple Benefit III – 20 Years	54	18	3	4	8
Multiple Benefit III – 25 Years	54	18	3	4	9
Multiple Benefit III – Pay to age 85	54	18	3	4	9
Multiple Benefit III (Enhancer) – 20 Years	54	18	3	4	8
Multiple Benefit III (Enhancer) – 25 Years	54	18	3	4	9
Multiple Benefit III (Enhancer) – Pay to age 85	54	18	3	4	9

Non Investment-linked Policy Plans	Commission as Percentage of Premium Received			
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year	4 <sup>th</sup> Year to 5 <sup>th</sup> Year
<b>Wealth Genius Income Series</b>				
Wealth Genius Income Plan – 3	12	2	0	0
Wealth Genius Income Plan – 5	23	1	1	0
Wealth Genius Income Plan – 10*	33	1	1	1
All first year compensation paid to broker (including but not limited to commissions and overriding commission) would be clawed back on natural death of insured within year 1 from the policy effective date (no claw back for suicide).				
*If the full first year annual premium is paid within 7 days from the date of approval of the basic plan, the Company will pay an additional first year commission of 10% of the above percentages in respect of such full first year annual premium received.				

Non Investment-linked Policy Plans	Commission as Percentage of Premium Received				
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year	4 <sup>th</sup> Year	5 <sup>th</sup> Year
<b>Wealth Advance Savings Series II - Ultimate</b>					
Wealth Advance Savings Plan II Ultimate – 5	36	3	1	1	1
Wealth Advance Savings Plan II Ultimate – 10*	42	7	5	5	5
All first year compensation paid to broker (including by not limited to commissions and overriding commission) would be clawed back on natural death of insured within year 1 from the policy effective date (no claw back for suicide). However, it is not applicable to Wealth Advance Savings Series II policies (the version with extra 30% of total standard premium paid as death benefit) with aggregated annualized first year premium greater than USD200,000.					
* If the full first year annual premium is paid within 7 days from the date of approval of the basic plan, the Company will pay an additional first year commission of 10% of the above percentages in respect of such full first year annual premium received.					

Non Investment-linked Policy Plans	Commission as Percentage of Premium Received				
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year	4 <sup>th</sup> Year	5 <sup>th</sup> Year
<b>IncomePartner Deferred Annuity Series</b>					
IncomePartner Deferred Annuity Plan - 5 pay 10	12	1	1	0	0
IncomePartner Deferred Annuity Plan - 5 pay 20	12	1	1	0	0
IncomePartner Deferred Annuity Plan - 10 pay 10*	18	1	1	1	1
IncomePartner Deferred Annuity Plan - 10 pay 20*	18	1	1	1	1
All first year compensation paid to broker (including but not limited to commissions and overriding commission) would be clawed back on natural death of insured within year 1 from the policy effective date (no claw back for suicide).					
* If the full first year annual premium is paid within 7 days from the date of approval of the basic plan, the Company will pay an additional first year commission of 10% of the above percentages in respect of such full first year annual premium received.					

Non Investment-linked Policy Plans	Commission as Percentage of Premium Received				
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year	4 <sup>th</sup> Year	5 <sup>th</sup> Year
<b>IncomeEnrich Deferred Annuity Series</b>					
IncomeEnrich Deferred Annuity Plan - 5 pay 10	12	1	1	0	0
IncomeEnrich Deferred Annuity Plan - 5 pay 20	12	1	1	0	0
IncomeEnrich Deferred Annuity Plan - 10 pay 10*	18	1	1	1	1
IncomeEnrich Deferred Annuity Plan - 10 pay 20*	18	1	1	1	1
All first year compensation paid to broker (including but not limited to commissions and overriding commission) would be clawed back on natural death of insured within year 1 from the policy effective date (no claw back for suicide).					
* If the full first year annual premium is paid within 7 days from the date of approval of the basic plan, the Company will pay an additional first year commission of 10% of the above percentages in respect of such full first year annual premium received.					

Non Investment-linked Policy Plans	Commission as Percentage of Premium Received				
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year	4 <sup>th</sup> Year	5 <sup>th</sup> Year
<b>Flexi Power Saver Series</b>					
Flexi Power Saver - 1 pay 12	3.8	0	0	0	0
Flexi Power Saver - 6 pay 12	25	5	1	0	0
Flexi Power Saver - 6 pay 18	28	5	1	0	0
Flexi Power Saver - 12 pay 18*	40	8	2	2	2
All first year compensation paid to broker (including but not limited to commissions and overriding commission) would be clawed back on natural death of insured within year 1 from the policy effective date (no claw back for suicide).					
* If the full first year annual premium is paid within 7 days from the date of approval of the basic plan, the Company will pay an additional first year commission of 10% of the above percentages in respect of such full first year annual premium received.					

Non Investment-linked Policy Plans	Commission as Percentage of Premium Received	
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year until policy end
Global Elite II Health Plan	16	16

Non Investment-linked Policy Plans	Commission as Percentage of Premium Received		
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year to 10 <sup>th</sup> Year	11 <sup>th</sup> Year until policy end
Cancer Therapy Insurance II	25	15	7.5
Cancer And Stroke Therapy Insurance	25	15	7.5
MediPartner Health Plan*	25	15	7.5
WiseGuard Pro Medical Insurance Plan*	25	15	7.5
*If the full first year annual premium is paid within 7 days from the date of approval of the basic plan, the Company will pay an additional first year commission of 10% of the above percentages in respect of such full first year annual premium received.			

Non Investment-linked Policy Plans	Commission as Percentage of Premium Received					
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year to 4 <sup>th</sup> Year	5 <sup>th</sup> Year to 9 <sup>th</sup> Year	10 <sup>th</sup> Year	11 <sup>th</sup> Year until policy end
CritiPartner Critical Illness Plan – 10	30	7	1	1	4	0
CritiPartner Critical Illness Plan – 15	40	15	3	4	6	0
CritiPartner Critical Illness Plan – 20	50	18	3	4	8	0
CritiPartner Critical Illness Plan – 25	52	18	3	4	9	0

Non Investment-linked Policy Plans	Commission as Percentage of Premium Received					
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year to 4 <sup>th</sup> Year	5 <sup>th</sup> Year to 9 <sup>th</sup> Year	10 <sup>th</sup> Year	11 <sup>th</sup> Year until policy end
CritiPartner Plus Critical Illness Plan – 10	30	7	1	1	4	0
CritiPartner Plus Critical Illness Plan – 15	40	15	3	4	6	0
CritiPartner Plus Critical Illness Plan – 20	50	18	3	4	8	0
CritiPartner Plus Critical Illness Plan – 25	52	18	3	4	9	0

Non Investment-linked Policy Plans	Commission as Percentage of Premium Received		
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year to 10 <sup>th</sup> Year
Lifelong Care Partner Insurance	42	18	3
All first year compensation paid to broker (including but not limited to commissions and overriding commission) would be clawed back in the following events occurring within year 1 from the plan issue date: (i) on natural death; or (ii) if the plan is cancelled or rescinded with refund of total premium paid in accordance to Waiting Period Provision.			

Non Investment-linked Policy Plans	Commission as Percentage of Premium Received	
	1 <sup>st</sup> Year	
<b>Precious Mom and Child Insurance</b>		
Single Premium	10	

Non Investment-linked Policy Plans	Commission as Percentage of Premium Received				
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year to 5 <sup>th</sup> Year	6 <sup>th</sup> Year to 8 <sup>th</sup> Year	9 <sup>th</sup> Year to 10 <sup>th</sup> Year
<b>Fortune Guard Life Insurance (Non-HK\$ Policy)</b>					
Fortune Guard Life Insurance – 10 Years	30	6	1	0	0
Fortune Guard Life Insurance – 15 Years	40	15	3	3	0
Fortune Guard Life Insurance – 20 Years	52	18	3	3	3
Fortune Guard Life Insurance – Pay to age 100	52	18	3	3	3
<b>Fortune Guard Life Insurance (HK\$ Policy)</b>					
Fortune Guard Life Insurance –10 Years	28	6	1	0	0
Fortune Guard Life Insurance – 15 Years	38	15	3	3	0
Fortune Guard Life Insurance – 20 Years	50	18	3	3	3
Fortune Guard Life Insurance – Pay to age 100	50	18	3	3	3
<b>Supplement or Rider</b>					
Fortune Guard Accident Protector – 10 Years	30	6	1	0	0
Fortune Guard Accident Protector – 15 Years	40	15	3	3	0
Fortune Guard Accident Protector – 20 Years	52	18	3	3	3
Fortune Guard Accident Protector – Pay to age 85	52	18	3	3	3
<b>Fortune Protector Life Insurance (Non-HK\$ Policy)</b>					
Fortune Protector Life Insurance – 10 Years	27	6	1	0	0
Fortune Protector Life Insurance – 15 Years	37	15	3	3	0
Fortune Protector Life Insurance – 20 Years	48	18	3	3	3
Fortune Protector Life Insurance – Pay to age 100	48	18	3	3	3
<b>Fortune Protector Life Insurance (HK\$ Policy)</b>					
Fortune Protector Life Insurance – 10 Years	26	6	1	0	0
Fortune Protector Life Insurance – 15 Years	35	15	3	3	0
Fortune Protector Life Insurance – 20 Years	46	18	3	3	3
Fortune Protector Life Insurance – Pay to age 100	46	18	3	3	3
If the full first year annual premium is paid within 7 days from the date of approval of the basic plan, the Company will pay an additional first year commission of 10% of the above percentages in respect of such full first year annual premium received.					

Investment-linked Policy Plans	Commission as Percentage of Premium Received		Withhold % on first year commission
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year to target contribution period	
<b>Pulsar II Investment Insurance Plan</b>			
Pulsar II Investment Insurance 10	17.50	1.95	14.29
Pulsar II Investment Insurance 11	19.50	2.05	15.38
Pulsar II Investment Insurance 12	21.50	2.05	16.28
Pulsar II Investment Insurance 13	23.50	2.05	17.02
Pulsar II Investment Insurance 14	26.00	2.05	19.23
Pulsar II Investment Insurance 15	28.50	2.05	21.05
Pulsar II Investment Insurance 16	30.50	2.15	21.31
Pulsar II Investment Insurance 17	32.50	2.15	21.54
Pulsar II Investment Insurance 18	35.00	2.15	22.86
Pulsar II Investment Insurance 19	37.50	2.15	24.00
Pulsar II Investment Insurance 20	40.00	2.15	25.00
Pulsar II Investment Insurance 21	44.00	2.50	28.41
Pulsar II Investment Insurance 22	48.00	2.50	31.25
Pulsar II Investment Insurance 23	52.00	2.50	33.65
Pulsar II Investment Insurance 24	56.00	2.50	35.71
Pulsar II Investment Insurance 25	60.00	2.50	37.50

Renewal Commission will be payable:

- (1) If the Net Contribution of the policy in the past 18 months is zero or negative, no commission will be paid on the current mode of premium received.
- (2) If the Net Contribution of the policy in the past 18 months is positive, renewal commission will be paid on the current mode of premium received based on the above schedule.
- (3) Net Contribution means the premium paid is net off by the partial withdrawal in a policy

The withheld first year commission and overriding commission will be released in 2<sup>nd</sup> year according to payment mode.

Investment-linked Policy Plans	Commission as Percentage of Premium Received		Commission as Percentage of Monthly Account Balance <sup>(2)</sup>
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year to 6 <sup>th</sup> Year	Trail Commission <sup>(1)</sup>
<b>Orion II Investment Insurance Plan</b>			0.25 p.a.
Basic Premium	40	8.13	
Top-up Premium	2.3% of Top-up Premium		
Lump Sum Premium	2.3% of Lump Sum Premium		

- (1) Starting from the 7<sup>th</sup> policy year until policy ends, the Company will pay Trail Commission monthly based on the monthly account balance of the policy as at the same day each month as the policy effective date.
- (2) Monthly account balance is determined by the Account Value of the policy on the same day each month as the policy effective date.
- (3) Renewal Commission means the commission payable when the premium received in the 2<sup>nd</sup> Year to the 6<sup>th</sup> Year.
- (4) Overriding Commission of renewal commission is applied.

Investment-linked Policy Plans	Commission as Percentage of Premium Received		Commission as Percentage of Monthly Account Balance <sup>(2)</sup>
	1 <sup>st</sup> Year		Trail Commission <sup>(1)</sup>
<b>Signature II Investment Insurance Plan</b>			
Lump Sum Premium	3% of Lump Sum Premium		0.1 p.a.

- (1) Starting from the 6<sup>th</sup> policy year until policy ends, the Company will pay Trail Commission monthly based on the monthly account balance of the policy as at the same day each month as the policy effective date.
- (2) Monthly account balance is determined by the Account Value of the policy on the same day each month as the policy effective date.

Supplement or Rider for non-investment-linked policy plans, <b>except</b> Smart Saver III Series, Smart Jumbo Saver III Series, Smart Protector II Series, HealthVital II Series, HealthSelect II Series, CritiPartner Critical Illness Plan, CritiPartner Plus Critical Illness Plan, Fortune Guard Series, Fortune Protector Series, Wealth Advance Savings Series II, Flexi Power Saver Series, IncomePartner Deferred Annuity Series, IncomeEnrich Deferred Annuity Series, LifeDelight Insurance Series and Wealth Genius Income Series	Commission as Percentage of Premium Received						
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year	4 <sup>th</sup> Year	5 <sup>th</sup> Year	6 <sup>th</sup> Year to 9 <sup>th</sup> Year	10 <sup>th</sup> Year
Waiver of Premium	Same as Basic Policy (Exclude Limited Pay Plan)						
Applicant's Waiver of Premium	Same as Basic Policy (Exclude Limited Pay Plan)						
Smart Lady	Same as Basic Policy (Exclude Limited Pay Plan)						
Living Insurance Plus II	Same as Basic Policy (Exclude Limited Pay Plan)						
Extra Living Insurance II	Same as Basic Policy (Exclude Limited Pay Plan)						
Smart Living Insurance II	Same as Basic Policy (Exclude Limited Pay Plan)						
Extra CARE	Same as Basic Policy (Exclude Limited Pay Plan)						
Accident Protector	Same as Basic Policy (Exclude Limited Pay Plan)						
Disability Income Protection/ Disability Income Protection Plus							
30 Day Waiting	48	16	5	5	5	5	5
60, 90 Day Waiting	42	14	5	5	5	5	5
180 Day Waiting	36	12	5	5	5	5	5
Smart Medicare	25	20	20	20	20	20	20
Smart Start	25	20	20	20	20	20	20
Smart Medimoney + Smart Medicare / Smart Start	25	20	20	20	20	20	20
Smart Medimoney	21	20	20	20	20	20	20
Smart Medimoney – First Year \$1 Supplement	21	25	20	20	20	20	20
WiseGuard Medical	10	10	10	10	10	10	10
Smart Term/Smart Elite Term							
Yearly Renewable Term with sum insured							
US\$10,000 - \$249,999	18	9	3	3	3	3	3
US\$250,000 - \$499,999	15	8	3	3	3	3	3
US\$500,000 and above	15	8	3	3	3	3	3
Term Insurance 5 Years/ Term Insurance 10 Years/ Term Insurance Age 75 with sum insured							
US\$10,000 - \$249,999	45	15	3	3	3	3	3
US\$250,000 - \$499,999	42	14	3	3	3	3	3
US\$500,000 and above	39	13	3	3	3	3	3
Term Insurance 10 Years (First Year Free)	0	30	3	3	3	3	3
Child Accident Protector	30	6	1	1	1	0	0
An additional 10% first year commission of the above percentage is applied to the above supplement or rider if the basic plan is eligible to the clause "If the full first year annual premium is paid within 7 days from the underwriting approval date of basic plan, the Company will pay an additional first year commission of 10% of the above percentages in respect of such full first year annual premium received."							

Supplement or Rider for Flexi Power Series (except 1 pay 12 plan), IncomePartner Deferred Annuity Series, IncomeEnrich Deferred Annuity Series, Wealth Advance Savings Series II and Wealth Genius Income Series only	Commission as Percentage of Premium Received		
	1 <sup>st</sup> Year to 3 <sup>rd</sup> Year	4 <sup>th</sup> Year	5 <sup>th</sup> Year to 10 <sup>th</sup> Year
Accident Protector First 3 Years Free	0	27	3
An additional 10% first year commission of the above percentage is applied to the above supplement or rider if the basic plan is eligible to the clause "If the full first year annual premium is paid within 7 days from the underwriting approval date of basic plan, the Company will pay an additional first year commission of 10% of the above percentages in respect of such full first year annual premium received."			

Supplement or Rider for Smart Saver III Series, Smart Jumbo Saver III Series, Smart Protector II Series, HealthVital II Series, HealthSelect II Series, Fortune Guard Series, Fortune Protector Series, Orion II Investment Insurance Plan, Wealth Advance Saving Series II, CritiPartner Critical Illness Series, CritiPartner Plus Critical Illness Series, Flexi Power Saver Series, IncomePartner Deferred Annuity Series, IncomeEnrich Deferred Annuity Series, LifeDelight Insurance Series and Wealth Genius Income Series	Commission as Percentage of Premium Received		
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year to 10 <sup>th</sup> Year	11 <sup>th</sup> Year until policy end
Cancer Therapy Insurance II	25	15	7.5
Cancer And Stroke Therapy Insurance	25	15	7.5
WiseGuard Pro Medical Insurance Plan	25	15	7.5
An additional 10% first year commission of the above percentage is applied to the above supplement or rider if the basic plan is eligible to the clause "If the full first year annual premium is paid within 7 days from the underwriting approval date of basic plan, the Company will pay an additional first year commission of 10% of the above percentages in respect of such full first year annual premium received."			

Supplement or Rider for Smart Saver III Series, Smart Jumbo Saver III Series, Smart Protector II Series, HealthVital II Series, HealthSelect II Series, CritiPartner Critical Illness Plan, CritiPartner Plus Critical Illness Plan, Fortune Protector Series, Orion II Investment Insurance Plan, Wealth Advance Savings Series II, Flexi Power Saver Series, LifeDelight Insurance Series and Wealth Genius Income Series	Commission as Percentage of Premium Received				
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year to 5 <sup>th</sup> Year	6 <sup>th</sup> Year to 8 <sup>th</sup> Year	9 <sup>th</sup> Year to 10 <sup>th</sup> Year
Ever Care Accident Protector – 10 Years	27	6	1	0	0
Ever Care Accident Protector – 15 Years	37	15	3	3	0
Ever Care Accident Protector – 20 Years	48	18	3	3	3
Ever Care Accident Protector – Pay to age 85	48	18	3	3	3
An additional 10% first year commission of the above percentage is applied to the above supplement or rider if the basic plan is eligible to the clause "If the full first year annual premium is paid within 7 days from the underwriting approval date of basic plan, the Company will pay an additional first year commission of 10% of the above percentages in respect of such full first year annual premium received."					

Supplement or Rider for Smart Saver III Series, Smart Jumbo Saver III Series, Smart Protector II Series, HealthSelect II Series, Fortune Guard Series, Fortune Protector Series, Orion II Investment Insurance Plan, Wealth Advance Savings Series II, Flexi Power Saver Series, LifeDelight Insurance Series and Wealth Genius Income Series	Commission as Percentage of Premium Received				
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year to 4 <sup>th</sup> Year	5 <sup>th</sup> Year to 9 <sup>th</sup> Year	10 <sup>th</sup> Year
Early Stage Major Illness III – 10 Years	35	7	1	1	4
Early Stage Major Illness III – 15 Years	45	15	3	4	6
Early Stage Major Illness III – 20 Years	54	18	3	4	8
Early Stage Major Illness III – 25 Years	54	18	3	4	9
Early Stage Major Illness III – Pay to age 85	54	18	3	4	9
An additional 10% first year commission of the above percentage is applied to the above supplement or rider if the basic plan is eligible to the clause "If the full first year annual premium is paid within 7 days from the underwriting approval date of basic plan, the Company will pay an additional first year commission of 10% of the above percentages in respect of such full first year annual premium received."					



Supplement or Rider for Smart Saver III Series, Smart Jumbo Saver III Series, Smart Protector II Series, HealthVital II Series, HealthSelect II Series, CitiPartner Critical Illness Plan, CitiPartner Plus Critical Illness Plan, Fortune Guard Series, Fortune Protector Series, Orion II Investment Insurance Plan, Wealth Advance Savings Series II, Flexi Power Saver Series, IncomePartner Deferred Annuity Series, IncomeEnrich Deferred Annuity Series, LifeDelight Insurance Series and Wealth Genius Income Series	Commission as Percentage of Premium Received						
	1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year	4 <sup>th</sup> Year	5 <sup>th</sup> Year	6 <sup>th</sup> Year to 9 <sup>th</sup> Year	10 <sup>th</sup> Year
Waiver of Premium	54	18	3	3	3	3	3
Applicant's Waiver of Premium	54	18	3	3	3	3	3
Smart Lady	54	18	3	3	3	3	3
Living Insurance Plus II	54	18	3	3	3	3	3
Extra Living Insurance II	54	18	3	3	3	3	3
Smart Living Insurance II	54	18	3	3	3	3	3
Extra CARE	54	18	3	3	3	3	3
Accident Protector	54	18	3	3	3	3	3
Disability Income Protection/ Disability Income Protection Plus							
30 Day Waiting	48	16	5	5	5	5	5
60, 90 Day Waiting	42	14	5	5	5	5	5
180 Day Waiting	36	12	5	5	5	5	5
Smart Medicare	25	20	20	20	20	20	20
Smart Start	25	20	20	20	20	20	20
Smart Medimoney + Smart Medicare / Smart Start	25	20	20	20	20	20	20
Smart Medimoney	21	20	20	20	20	20	20
Smart Medimoney – First Year \$1 Supplement	21	25	20	20	20	20	20
WiseGuard Medical	10	10	10	10	10	10	10
Smart Term/Smart Elite Term							
Yearly Renewable Term with sum insured							
US\$10,000 - \$249,999	18	9	3	3	3	3	3
US\$250,000 - \$499,999	15	8	3	3	3	3	3
US\$500,000 and above	15	8	3	3	3	3	3
Term Insurance 5 Years/ Term Insurance 10 Years/ Term Insurance Age 75 with sum insured							
US\$10,000 - \$249,999	45	15	3	3	3	3	3
US\$250,000 - \$499,999	42	14	3	3	3	3	3
US\$500,000 and above	39	13	3	3	3	3	3
Term Insurance 10 Years (First Year Free)	0	30	3	3	3	3	3
Child Accident Protector	30	6	1	1	1	0	0
Lifelong Care Partner Insurance*	42	18	3	3	3	3	3

An additional 10% first year commission of the above percentage is applied to the above supplement or rider if the basic plan is eligible to the clause "If the full first year annual premium is paid within 7 days from the underwriting approval date of basic plan, the Company will pay an additional first year commission of 10% of the above percentages in respect of such full first year annual premium received."

\*All first year compensation paid to broker (including but not limited to commissions and overriding commission) would be clawed back in the following events occurring within year 1 from the plan issue date: (i) on natural death; or (ii) if the plan is cancelled or rescinded with refund of total premium paid in accordance to Waiting Period Provision.

**PART 1 (b) – OVERRIDING COMMISSION**

For Non Investment-linked Policy Plans, an Overriding Commission of \_\_\_\_\_ of such part of the first year commission earned during the month will be paid and payment shall be subject to the provisions of Part 1(c).

For Investment-linked Policy Plans, an Overriding Commission of \_\_\_\_\_ of such part of the first year commission and the renewal commission (for such policy plan(s), supplement(s) and/or rider(s) as designated by the Company from time to time only) earned during the month will be paid and payment shall be subject to the provisions of Part 1(c).

The Overriding Commission payable on Supplement or Rider will be determined based on the rate of Overriding Commission applicable to the type of Policy Plan to which the Supplement or Rider is attached.

**PART 1 (c) -- PAYMENT**

This Part 1(c) does not apply to Pulsar II Investment Insurance Plan.

Where the sum of the Commission for Life Assurance and the Overriding Commission described in Parts 1(a) and (b) of this Schedule in respect of a policy exceeds 100% of the total first year premium received by the Company in respect of such policy, any excess over such 100% shall be withheld by the Company and released only after the premium for the first 13 months of the policy has been received by the Company and comply with the regulatory requirement that at the time of payment, the cumulative commissions paid cannot be higher than the cumulative premiums received by the Company. The commission balance, if any, shall be released in next month(s).

Others Conditions:

Overriding Commission does not apply to Evolution for Professional Investors 105, Employee Benefit Insurance, Mandatory Provident Fund (MPF), AXA Central Provident Fund (ORSO), General Insurance and RetireConfident IncomeLife.

**PART 2 – CLAW-BACK PROVISIONS**

- 2.1 In case a policy issued by the Company or any Other AXA Company in respect of an insured is lapsed or surrendered within the first 13 months from the date of issuance of the policy, the Company shall have the right to recover from the Broker all of the remuneration (including but not limited to, commissions and overriding commission) paid to the Broker in respect of such policy that is over 100% of the first year premium in respect of such policy received by the Company or the relevant Other AXA Company.
- 2.2 In case a policy issued by the Company or any other AXA Company in respect of an insured is lapsed or surrendered between the 14th and the 24th month from the date of issuance of the policy, the Company shall have the right to recover from the Broker half of the amount of the remuneration (including but not limited to, commissions and overriding commission) paid to the Broker in respect of such policy that is over 100% of the first year premium in respect of such policy received by the Company or the relevant Other AXA Company.

**PART 3 – GENERAL**

Any person or entity who is not a party to this Schedule shall have no rights under the Contracts (Rights of Third Parties) Ordinance (Cap 623 of the Laws of Hong Kong) to enforce any terms of this Schedule.

(Note 1) This is the Remuneration Schedule for Life Products only, please refer to the last updated version of the Remuneration Schedule for Non-Life Products which remains effective until amended or superseded.

For & on behalf of the Company

For & on behalf of the Company

\_\_\_\_\_  
Authorised Signatory

Name:

Title:

Date:

\_\_\_\_\_  
Authorised Signatory

Name:

Title:

Date:

For & on behalf of the Broker

\_\_\_\_\_  
Authorised Signatory with company chop

Name:

Title:

Date: