

## SCHEDULE A - Addendum

### Commission Policy

We reserve the right to vary or amend the **Commission Policy** from time to time in **our** sole discretion. Any changes to the **Commission Policy** will be notified to **you** in writing in accordance with clause 1.18.9..

#### Part 1: Calculation of our standard commission payments

1. We pay **Commission** for **New Business, Renewal Business** and **Expansions** in relation to **Insurance Plans** in countries that we notify to **you** which form part of the **Territory**.
2. We pay **Commission** for **Applications** that have been accepted by **us**, and in the currency of the **Subscriber's** contract. **Commission** only becomes due when the relevant payment has been registered in **our** administrative system. **Our** decision is final regarding each **Intermediary's** entitlement to, category and calculation of **Commission**.
3. Unless otherwise agreed in writing, **we** will use reasonable endeavours to make standard commission payments in arrears on a monthly basis.
4. **Commission** will be paid, less all deductions required to be made by **Applicable Law**, by cheque.
5. **You** shall not be entitled to **Commission** if **you** are in breach of any term of this **Commission Policy** or **Business Agreement** or of any agreement or arrangement between **Bupa Group** and **You** subject to which the **Bupa Group** has agreed to pay commission under this **Commission Policy**.

### STANDARD COMMISSION PAYMENT TABLE

Insurance Plans sold by You in the Territory	First-year commission for New Business	Renewal commission for Renewal Business
Bupa Care	Discontinued for <b>New Business</b>	10% of the <b>Net Subscription</b>
Bupa Care Child	Discontinued for <b>New Business</b>	10% of the <b>Net Subscription</b>
Bupa Care Kid	15% of the <b>Net Subscription</b>	10% of the <b>Net Subscription</b>
Bupa CarePro	15% of the <b>Net Subscription</b>	10% of the <b>Net Subscription</b>
Bupa Critical Essential Care	20% of the <b>Net Subscription</b>	15% of the <b>Net Subscription</b>
Bupa Crystal	18% of the <b>Net Subscription</b>	10% of the <b>Net Subscription</b>
Bupa Gold	18% of the <b>Net Subscription</b>	10% of the <b>Net Subscription</b>
Bupa Health Plus	15% of the <b>Net Subscription</b>	15% of the <b>Net Subscription</b>
Bupa Together	15% of the <b>Net Subscription</b>	15% of the <b>Net Subscription</b>
Bupa Transfer Care	10% of the <b>Net Subscription</b>	10% of the <b>Net Subscription</b>
Bupa Wise Choice	20% of the <b>Net Subscription</b>	8% of the <b>Net Subscription</b>
Bupa MyBasic VHIS	15% of the <b>Net Subscription</b>	10% of the <b>Net Subscription</b>
Bupa MyFlexi VHIS	15% of the <b>Net Subscription</b>	10% of the <b>Net Subscription</b>
Corporate HealthNet Plus	15% of the <b>Net Subscription</b>	15% of the <b>Net Subscription</b>
Bupa Choice Plus	15% of the <b>Net Subscription</b>	15% of the <b>Net Subscription</b>
Bupa Hero VHIS	15% of the <b>Net Subscription</b>	15% of the <b>Net Subscription</b>
<b>Company Care (Corporate Experience Rated Plan)</b>	To be agreed as part of the contractual negotiations between <b>You</b> and <b>Us</b> for each <b>Plan</b>	