

Commission Schedule A

Basic and Overriding Commissions

I. BASIC COMMISSION

Basic commission shall only be paid when the proposal referred by the Broker has been accepted by the Company and the relevant policy document has been issued. Basic commission is expressed in the table below as a percentage of the relevant premiums received by the Company. Notwithstanding the above, no basic commission shall be payable in respect of any temporary extra premium of sub-standard policy.

(a) Whole Life

i) Whole Life Cash Dividend (Wealth Builder)

<u>Premium Paying Term</u>	<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
10 Years	35%	5%	2.5%
11 Years	36%	6%	2.5%
12 Years	37%	7%	3.0%
13 Years	38%	8%	3.0%
14 Years	39%	9%	3.0%
15 Years	40%	10%	3.0%
16 Years	41%	10%	3.0%
17 Years	42%	11%	3.0%
18 Years	43%	12%	3.0%
19 Years	44%	13%	4.0%
20 Years	45%	15%	4.0%
21 Years	46%	15%	4.0%
22 Years	48%	15%	4.0%
23 Years	50%	15%	4.0%
24 Years	52%	15%	4.0%
25 Years or above	54%	15%	4.0%

ii) Prestige Whole Life (Preeminence)

<u>Premium Paying Term</u>	<u>1st Year</u>	<u>2nd Year</u>	<u>3rd Year</u>	<u>4th Year</u>	<u>5th Year</u>	<u>6th to 7th Year</u>
20 Years	50.0%	30.0%	2.0%	2.0%	1.0%	1.0%
10 Years	35.0%	20.0%	2.0%	2.0%	1.0%	1.0%
5 Years	27.5%	3.0%	2.0%	1.0%	1.0%	N/A
Single Premium	5.0%	N/A	N/A	N/A	N/A	N/A

(b) Universal Life

	<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
Target Premium	54%	18%	4%
Excess Premium	4%	4%	4%

Producer Lifetime Bonus

A Producer Lifetime Bonus will be payable from the policy's eighth anniversary date and each anniversary date thereafter provided the following conditions are met:

- The policy is in force on the anniversary date when the bonus is calculated; and
- The policy has been effective for at least 12 months with the Company.

The Producer Lifetime Bonus is calculated as follows:

$$\text{Bonus} = \frac{2\%}{\text{Policy Duration}} \times \text{Average Policy Value for the last 12 months within the policy year the Bonus is calculated.}$$

(c) Refundable Plan

i) Money-Back Disability Income Protector

<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
54%	18%	4%

ii) Critical Illness Supreme 100+

<u>Premium Paying Term</u>	<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
20 Years	50.0%	18.0%	3.0%
15 Years	38.0%	13.5%	3.0%
10 Years	27.5%	10.0%	1.65%

iii) Refundable Hospital Cash Plan

<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
50%	18%	3%

iv) Refundable Accident Protector

<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
50%	18%	3%

v) PrimeHealth Saver 100+

<u>Premium Paying Term</u>	<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
20 Years	50.0%	18.0%	3.0%
15 Years	38.0%	13.5%	3.0%
10 Years	27.5%	10.0%	1.65%

vi) Refundable Surgical Protector

<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
50%	18%	3%

vii) PrimeHealth Extra Saver

<u>Premium Paying Term</u>	<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
20 Years	50.0%	18.0%	3.0%
15 Years	38.0%	13.5%	3.0%
10 Years	27.5%	10.0%	1.65%

viii) PrimeHealth Extra Care

<u>Premium Paying Term</u>	<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
20 Years	50.0%	18.0%	3.0%
15 Years	38.0%	13.5%	3.0%
10 Years	27.5%	10.0%	1.65%

ix) PrimeHealth Saver 1000

<u>Premium Paying Term</u>	<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
20 Years	50.0%	18.0%	3.0%
15 Years	38.0%	13.5%	3.0%
10 Years	27.5%	10.0%	1.65%

x) PrimeHealth Saver 500+

<u>Premium Paying Term</u>	<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
25 Years	50.0%	52.0%	1.65%
20 Years	50.0%	38.0%	1.65%
15 Years	48.5%	15.0%	1.65%
10 Years	36.0%	6.0%	1.65%

xi) PrimeHealth Cancer Saver

<u>Premium Paying Term</u>	<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
25 Years	50.0%	52.0%	1.65%
20 Years	50.0%	38.0%	1.65%
15 Years	48.5%	15.0%	1.65%
10 Years	36.0%	6.0%	1.65%

(d) Variable Life

	<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
Target Premium	50%	18%	3%
Excess Premium	3%	3%	3%

Producer Lifetime Bonus

A Producer Lifetime Bonus will be payable from the policy's eighth anniversary date and each anniversary date thereafter provided the following conditions are met:

- The policy is in force on the anniversary date when the bonus is calculated; and
- The policy has been effective for at least 12 months with the Company.

The Producer Lifetime Bonus is calculated as follows:

$$\text{Bonus} = \frac{2\%}{\text{Policy Duration}} \times \text{Average Policy Value for the last 12 months within the policy year the Bonus is calculated.}$$

(e) Investment Plan

i) Global InvestPlan

<u>Premium Paying Term</u>	<u>1st Year</u>	<u>2nd to 7th Year</u>
30 Years	30.0%	15.0%
25 Years	28.5%	12.5%
20 Years	27.0%	9.5%
15 Years	20.5%	7.5%
10 Years	14.0%	5.0%
5 Years	5.0%	2.5%

For premium paying term less than 7 years, the basic commission will be payable before it reaches the end of premium paying term.

Producer Lifetime Bonus

A Producer Lifetime Bonus will be payable from the policy's eighth anniversary date and each anniversary date thereafter on or before the end of premium paying term of the policy provided the following conditions are met:

- The policy is in force on the anniversary date when the bonus is calculated; and
- The policy has been effective for at least 12 months with the Company.

The Producer Lifetime Bonus is calculated as follows:

$$\text{Bonus} = \frac{2\%}{\text{Policy Duration}} \times \text{Average Policy Value for the last 12 months within the policy year the Bonus is calculated.}$$

ii) Global InvestPlus

<u>Premium Paying Term</u>	<u>1st Year</u>	<u>2nd to 5th Year</u>
Single Premium	3.6%	0.01%

(f) Annuity Plan**i) Variable Annuity Plan**

	<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
Target Premium	50%	18%	3%
Excess Premium	3%	3%	3%

ii) Universal Annuity Plan

<u>Premium Paying Term</u>	<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
20 Years or above	50.0%	18.0%	3.0%
19 Years	47.6%	17.1%	3.0%
18 Years	45.2%	16.2%	3.0%
17 Years	42.8%	15.3%	3.0%
16 Years	40.4%	14.4%	3.0%
15 Years	38.0%	13.5%	3.0%
14 Years	35.9%	12.8%	1.65%
13 Years	33.8%	12.1%	1.65%
12 Years	31.7%	11.4%	1.65%
11 Years	29.6%	10.7%	1.65%
10 Years	27.5%	10.0%	1.65%
9 Years	25.0%	9.1%	1.5%
8 Years	22.5%	8.2%	1.5%
7 Years	20.0%	7.3%	1.5%
6 Years	17.5%	6.4%	1.5%
5 Years	15.0%	5.5%	1.5%
Single Premium	3.0%	N/A	N/A

For premium paying term less than 7 years, the basic commission will be payable before it reaches the end of premium paying term.

Commission rate for increased target premium layer will be based on the remaining premium paying term rounding down to complete year.

Producer Lifetime Bonus

A Producer Lifetime Bonus will be payable from the policy's eighth anniversary date and each anniversary date thereafter on or before the end of (i) the Accumulation Period or (ii) the premium paying term of the policy provided the following conditions are met:

- The policy is in force on the anniversary date when the bonus is calculated; and
- The policy has been effective for at least 12 months with the Company.

The Producer Lifetime Bonus is calculated as follows:

$$\text{Bonus} = \frac{2\%}{\text{Policy Duration}} \times \text{Average Policy Value for the last 12 months within the policy year the Bonus is calculated.}$$

iii) Infinity Saver

<u>Premium Paying Term</u>	<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
10 Years	42%	10%	3%
5 Years	35%	6%	-

For premium paying term less than 7 years, the basic commission will be payable before it reaches the end of premium paying term.

iv) Infinity Saver 2

<u>Premium Paying Term</u>	<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
10 Years	42%	10%	3%
5 Years	35%	5%	1%

For premium paying term less than 7 years, the basic commission will be payable before it reaches the end of premium paying term.

v) MY Lifetime Immediate Annuity

2% on premium for first year.

vi) MY Deferred Annuity

<u>Premium Paying Term</u>	<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
10 Years	27.5%	1.5%	1.5%
5 Years	15.0%	1.0%	1.0%

For premium paying term less than 7 years, the basic commission will be payable before it reaches the end of premium paying term.

(g) Hospital Benefits Plan and Dental Care**i) All Hospital Benefits Plan and Dental Care except TaxVantage Medical Plan**

20% on premium for all years.

ii) TaxVantage Medical Plan

5% on premium for all years.

(h) Term Assurance

	<u>1st Year</u>	<u>2nd Year</u>	<u>Renewal Years*</u>
i) Yearly Renewable, 5 Yearly Renewable & Convertible Term	25%	5%	3%
ii) Other Convertible Term	2% x Term (Subject to minimum 25%, maximum 50%)	0.5% x Term (Subject to maximum 10%)	3%

Commission for Term riders attaching to all basic plans will follow the basic plan commission rate.

* Renewal commission ceases at the end of the seventh policy year on all policies with a premium paying term greater than seven years.

(i) Capital InvestPlan

1% on premium for first year.

(j) Other Riders: PrimeHealth Benefit, Comprehensive Accidental Benefit, Integrated Accidental Benefit, Comprehensive Accident Benefit Plus, Accidental Death Benefit, Accidental Death & Disablement, Smart Kids, Total & Permanent Disability, Critical Illness Supreme, LADY Health Benefit, Update Jr. Health Benefit, Waiver of Premium and Payor Benefit.

The commission scales of benefits which act as riders, will follow those of the basic plan.

	<u>1st Year</u>	<u>2nd Year</u>	<u>Renewal Years*</u>
(k) Respected Choice	45%	10%	3%
(l) Critical Illness Double Benefit	45%	10%	3%
(m) Personal Accident			
i) Accidental Death & Disablement			
ii) Comprehensive Accidental Benefit			
iii) Smart Kids			
iv) Integrated Accidental Benefit			
v) Comprehensive Accident Benefit Plus			

30% on premium for all years

	<u>1st Year</u>	<u>2nd Year</u>	<u>Renewal Years*</u>
(n) LADY Health Benefit	25%	5%	3%
(o) Whole Life MediCare	54%	18%	4%

* Renewal commission ceases at the end of the seventh policy year on all policies with a premium paying term greater than seven years.

	<u>1st Year</u>	<u>2nd Year</u>	<u>3rd to 7th Year</u>
(p) Extra Cancer Care	45%	14%	4%
(q) PrimeHealth Diabetes Care	45%	14%	4%

	<u>1st to 5th Year</u>	<u>6th to 10th Year</u>	<u>11th Year and after</u>
(r) The Guaranteed Acceptance Policy	20%	10%	5%

	<u>1st Year</u>
(s) Guaranteed Return Saver	2.20%

II. **OVERRIDING COMMISSION**

Overriding commission shall be payable as a percentage of first year earned basic commission and shall be payable in addition to the basic commission.

Plan	Overriding Commission
(a) to (d), (e)(ii), (f), (i), (k), (l), (n), (o), (p) and (q)	55%
(e)(i) and (s)	100%
(g) and (r)	20%
(h)	16.5%
(m)	10%

Overriding commission on Other Riders (j) shall be the same as the basic plan to which it attach.

III. **CLAW BACK OF BASIC AND OVERRIDING COMMISSION**

- (1) In the event of the non-accidental death of an Insured person (except for those who complete a medical examination as required by the Company) giving rise to a claim under any Investment Plan / Annuity Plan policy within one year from the effective date of policy / increased target premium layer, any basic commission and overriding commission received in respect of the policy(ies) shall be repaid immediately to the Company if the corresponding total annual target premium exceeds HK\$700,000 / US\$87,500, the claw back of basic commission and overriding commission will only apply to the total annual target premium in excess of HK\$700,000 / US\$87,500 on a last-in-first-out and per life per plan type basis.
- (2) In the event of the non-accidental death of an Insured person (except for those who complete a medical examination as required by the Company) giving rise to a claim under any single payment Investment Plan / Annuity Plan policy (except Guaranteed-Lifetime Immediate Annuity Policy and MY Lifetime Immediate Annuity Policy) within one year from the effective date of policy / increased premium layer, any basic commission and overriding commission received in respect of the policy(ies) shall be repaid immediately to the Company if the corresponding total target premium exceeds HK\$7,000,000 / US\$875,000, the claw back of basic commission and overriding commission will only apply to the total target premium in excess of HK\$7,000,000 / US\$875,000 on a last-in-first-out and per life per plan type basis.
- (3) Subject to (1) and (2) above, in the event of the non-accidental death of an Insured person – overseas residents including PRC residents with an age below 18 years old (except for those who complete an identity verification as required by the Company) giving rise to a claim under any Investment Plan / Annuity Plan policy within one year from the effective date of policy / increased target premium layer, any basic commission and overriding commission received in respect of the policy(ies) shall be repaid immediately to the Company.

The obligations as mentioned in above shall continue irrespective of whether the Contract between the Company and the Broker has been terminated for whatsoever reasons.

Note: "Term" in this Schedule shall mean the term of the policy.