

**Schedule 2**  
**Commission Schedule**

**Part 1(a) – BASIC COMMISSION**

“**Basic Commission**” means the amount expressed as a percentage of the premium received by Zurich in respect of the following product(s):

Policy Plans	Basic Commission as a Percentage of Premium received by Zurich (in %)					
	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	Up to premium payment period
Swiss Protect						
Premium Paying Term – 10 years with Issue Age < 57	32	10	3	3	3	3
Premium Paying Term – 10 years with Issue Age > 56	28.8	10	3	3	3	3
Premium Paying Term – 20 years with Issue Age < 57	36	12	3	3	3	3
Premium Paying Term – 20 years with Issue Age > 56	32.4	12	3	3	3	3

**Part 1(b) – OVERRIDING COMMISSION**

“**Overriding Commission**” refers to an extra commission payable to the Broker and is calculated as a percentage of the first year Basic Commission (“**First Year Commission**”) actually received by the Broker. The rate of Overriding Commission to be received by the Broker may be amended by Zurich from time to time.

“**First Year Commission**” shall mean the Basic Commission paid to the Broker on the first year’s premiums as remuneration for a newly sold policy, and the applicable commission rate of each product is set out in the table in Part 1(a) above.

For non-investment-linked policy plans, an Overriding Commission of 140% of the First Year Commission earned during the month will be paid monthly to the Broker and payment shall be subject to the provisions of Part 1(c).

In the event that a rider is added to a policy plan, any Overriding Commission payable on the rider will be determined based on the rate of Overriding Commission applicable to the respective type of policy plan to which the rider is attached.

**Part 1(c) – PAYMENT**

Where the aggregate amount of the Basic Commission and 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 Zurich in respect of such policy, any excess over such 100% shall be withheld by Zurich and released only after the premium for the first 13 months of the policy has been received by Zurich. Such payment is subject to compliance with the regulatory requirement that at the time of payment, the cumulative commissions paid cannot be higher than the cumulative premiums received by Zurich. The commission balance, if any, shall be released in the following month after the premium for the first 13 months of the policy has been received.