

APPENDIX A

INDIVIDUAL INSURANCE

COMMISSION RATES AS PERCENTAGE OF PREMIUM

| PRODUCT | 1 ST YEAR | 2 ND TO 5 TH YEAR | 6 TH YEAR AND ABOVE |
|---------------------------|----------------------|---|--------------------------------|
| 1. ADAPTABLE * | 55% | 5% | 2% |
| 2. ADAPCI * | 55% | 5% | 2% |
| 3. ADAPCI JUVENILE * | 55% | 5% | 2% |
| 4. INTEGRAL | 55% | 5% | 2% |
| 5. T-10 SUPERIOR+ | 40% | 5% | Note (1) |
| 6. T-20 SUPERIOR+ | 45% | 5% | Note (2) |
| 7. T-30 SUPERIOR+ | 50% | 5% | Note (3) |
| 8. JUVENILE 30/100 | 45% | 5% | Note (4) |
| 9. CREDIT INSURANCE RIDER | 40% | 5% | 2% |

- (1) 15% at 11th year and every 10 years thereafter; 2% for all the other years;
 (2) 15 % at 21st year and every 10 years thereafter; 2% for all the other years;
 (3) 15 % at 31st year and every 10 years thereafter; 2% for all the other years;
 (4) 10% + bonus on automatic increase and on conversion to Term 100 at age 30; 2% for all the other years.

* Options 3-5-7: for policies sold after November 3, 2006, the commission on the Option Premium is 50%; for policies sold before November 4, 2006, the commission on the Option Premium is 12.5%; thereafter, in both cases, the commission is payable at the renewal rate of the current policy.

For converted policies:

1. If the converted term policy was issued by UL Mutual since 1994 through the Broker's Network: available plans for conversion are Adaptable and Integral with a 1st year commission rate of 55%
2. If the converted term policy was issued by UL Mutual before 1994 or if it was included in one of the blocks of business assumed by UL Mutual since 1994, two choices are applicable:
 - Conversion in Selected Whole Life plan with a 1st year commission rate of 50%
 - Conversion in Adaptable or Integral plans with a 1st year commission rate of 20%

In any case, the renewal commission rates of permanent plans are used thereafter.

APPENDIX A (continued)

INVESTMENT & RETIREMENT

1. ANNUITY AND GIC-TYPE PRODUCTS

a) **UNIFLEX AND PARTICIPATING UNIFLEX** for Retirement Savings Plan (RSP), Registered Retirement Savings Plan (RRSP), Locked-in Retirement Account (LIRA), Tax Free Savings Account (TFSA). For Uniflex only, Registered Retirement Income Fund (RRIF) and Life Income Fund (LIF).

- Commission: 0.40% multiplies by the number of guaranteed years (payable at issue) (Uniflex+: 0.20% instead of 0.40%)
- It is possible to increase the credited interest rate by reducing the commission according to the following schedule:

| Commission | Credited Interest Rate Increase |
|--|---------------------------------|
| 0,30 % multiplies by the number of years | 0,10 % |
| 0,20 % multiplies by the number of years | 0,20 % |
| 0,10 % multiplies by the number of years | 0,30 % |
| 0,00 % multiplies by the number of years | 0,40 % |

- Unearned commission is recovered if the client dies at age 81 and more
- This product is not eligible for the Additional Volume Commission (bonus).

b) **STEP-UP UNIFLEX 10 YEARS** for RSP, RRSP, LIRA and TFSA

- Commission: 2.00% of deposit (payable at issue)
- It is possible to increase the credited interest rates by reducing the commission according to the following schedule:

| Commission | Credited Interest Rates Increase |
|-------------------|----------------------------------|
| 1,50 % of deposit | 0,05 % |
| 1,00 % of deposit | 0,10 % |
| 0,50 % of deposit | 0,15 % |
| 0,00 % of deposit | 0,20 % |

- Unearned commission is recovered in case of withdrawal, transfer or death before the expiry (10 years)
- This product is not eligible for the Additional Volume Commission (bonus).

c) **10-YEAR UNIFLEX** for RSP, RRSP, LIRA and TFSA

- Commission:
 - 2.00% of initial deposit (payable at issue)
 - 2.00% of initial deposit (payable after 5 years)
- It is possible to increase the credited interest rates by reducing the commission according to the following schedule:

| Commission | | Credited Interest Rates Increase |
|-------------------|-------------------|----------------------------------|
| At Issue | After 5 years | |
| 1,50 % of deposit | 1,50 % of deposit | 0,10 % |
| 1,00 % of deposit | 1,00 % of deposit | 0,20 % |
| 0,50 % of deposit | 0,50 % of deposit | 0,30 % |
| 0,00 % of deposit | 0,00 % of deposit | 0,40 % |

- Unearned commission is recovered if the client dies at age 81 and more
- This product is not eligible for the Additional Volume Commission (bonus).

d) **STOCK MARKET INDEXED UNIFLEX** for RSP, RRSP, LIRA and TFSA

- Commission: 3% of deposit (payable at issue)
- Unearned commission is recovered if the client dies at age 81 and more
- This product is not eligible for the Additional Volume Commission (bonus).

e) **DAILY INTEREST ACCOUNT** for RSP, RRSP, LIRA, TFSA, RRIF and LIF

- No commission is payable

f) **IMMEDIATE ANNUITY** : (registered or not)

- Commission : 3.00 % on first \$100,000 of single premium and 1.00% for the excess
- It is possible to increase the periodic income by reducing the commission
- This product is not eligible for the Additional Volume Commission (bonus).

2. **MERCURY FUNDS**

a) **B Series:**

| Sales Options | Commission at issue | Annual Service Commission |
|-------------------------------|---------------------|--|
| Front Load Option (FLO) | 5% Max | 0.50% |
| Back-end Load Option (BLO) | 5% | 0.40% |
| Low-Sales Charge Option (LCO) | 2% | 0.25% the first 2 years and 0.50% afterwards |

b) **A Series: (closed since December 31, 2004):**

| Sales Options | Commission at issue | Annual Service Commission |
|--------------------------|---------------------|--|
| Purchase Application Fee | 5% Max | 1% |
| Differed Application Fee | 5% | 0.5% the first 6 years and 1% afterwards |

SPECIAL CONSIDERATIONS

- All commissions are total and shared with the Master General Agent (at its discretion).
- Commission rates are applicable to all funds.
- Annual Service Commission is payable on a quarterly basis.
- This product is not eligible for the Additional Volume Commission (bonus).

3. **UL DIRECT ACCOUNT** for RSP only

- Commission: 0.20% on annual basis, payable quarterly and calculated on the average balance during the quarter for each account, if you are identified as the client's advisor.
- This product is not eligible for the Additional Volume Commission (bonus).

RECOGNITION BONUS

As an incentive to increase production level, the Company pays the Recognition Bonus based and applied on Adjusted Net First Year Commissions (ANFYC) as defined hereafter:

| ANFYC | Bonus Rate | ANFYC | Bonus Rate |
|----------------------|------------|----------------------|------------|
| Less than \$10,000 | 0% | \$15,000 to \$15,999 | 15% |
| \$10,000 to \$10,999 | 10% | \$16,000 to \$16,999 | 16% |
| \$11,000 to \$11,999 | 11% | \$17,000 to \$17,999 | 17% |
| \$12,000 to \$12,999 | 12% | \$18,000 to \$18,999 | 18% |
| \$13,000 to \$13,999 | 13% | \$19,000 to \$19,999 | 19% |
| \$14,000 to \$14,999 | 14% | \$20,000 and over | 20% |

In the calculation of the Recognition Bonus, ANFYC are determined by adding:

- 100% of NFYC credited for Individual Insurance products (Life, Critical Illness and Long Term Care) during the year, and
- 50% of NFYC (new deposits and renewals) credited on the Investment and Retirement Guaranteed products (Uniflex and annuities) during the year (Mercury Funds are excluded).

For Individual Insurance products, NFYC (Net First Year Commissions) are the commissions credited during the calendar year, less any commissions recovered on policies cancelled during that period which have not been in force for a minimum of 24 months.

For Investment and Retirement products, NFYC (new deposits and renewals) are the commissions credited during the calendar year less deductions for unearned commissions.

Personal business is not included in the Recognition Bonus, in the Promotion «UL Mutual brightens up your vacation... all year around », or in any other UL Mutual promotion. Personal business means when the owner, the life insured or the beneficiary of the policy is the financial advisor or an immediate family member (spouse or child).

When many financial advisors use the same financial advisor code to submit their business to UL Mutual, the Recognition Bonus and the Promotion «UL Mutual brightens up your vacation... all year around » are calculated individually for each financial advisor.

The Recognition Bonus begins on July 1, 2010. For 2010, it is based on twice the ANFYC credited between July 1 and December 31, 2010.