



**SCHEDULE "B" COMMISSION SCHEDULE
DISTRIBUTOR AGREEMENT – FUNDSERV NETWORK TRANSACTIONS**

The commissions shown in this Commission Schedule are a percentage of the deposits received by the company, unless otherwise stated.

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Savings & Retirement Products – Pivotal Select Segregated Funds
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Regardless of the advisor commission ownership, renewal commission will be credited to the party shown on the Company's records on the date the renewal commission is credited.

All commissions are calculated according to the commission schedule in place at the time that the commissionable event occurs.

Fund Options	Upfront Commissions	Trailing Commission (monthly)
Pivotal Select – NL Option	Not applicable	$1/12 \times$ a) 0% on Money Market funds b) 0.504% on Fixed Income funds c) 1.008% on all other funds x Accumulated Value of new deposit amount, paid each calendar month end starting at the end of month 1
Pivotal Select – CB Option (3 year chargeback schedule)	3.5%	Months 1-12: 0% Months 13-48: $1/12 \times$ a) 0% on Money market funds b) 0.252% on Fixed Income funds c) 0.504% on all other funds x Accumulated Value of new deposit amount, paid each calendar month starting at the end of month 13 Months 49+: $1/12 \times$ a) 0% on Money market funds b) 0.504% on Fixed Income funds c) 1.008% on all other funds x Accumulated Value of new deposit amount, paid each calendar month starting at the end of month 49
Pivotal Select – CB5 Option (5-year chargeback schedule)	5.6%	Months 1-12: 0% Months 13+: $1/12 \times$ a) 0% on Money market funds b) 0.252% on Fixed Income funds c) 0.504% on all other funds x Accumulated Value of new deposit amount, paid each calendar month starting at the end of month 13

Conversions	Upfront Commissions
Pivotal Select RRSP/LIRA converted to RRIF/LIF or Pivotal Select FHSA converted to RRSP or RRIF	<ul style="list-style-type: none"> No commission is credited. No surrender charges are applicable. The DSC schedule continues.

Savings & Retirement Products – Pivotal Solutions NL (Legacy product)
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Regardless of the advisor commission ownership, renewal commission will be credited to the party shown on the Company's records on the date the renewal commission is credited.

All commissions are calculated according to the commission schedule in place at the time that the commissionable event occurs.

Fund Options	Upfront Commissions	Trailing Commission (monthly)
Pivotal Solutions – NL Heaped Commission Option	2.1% x Deposit Amount	1/12 x 0.7056% x Accumulated Value of new deposit amount, paid each calendar month starting at the end of month 13 No renewal commissions for Money Market Fund
Pivotal Solutions – NL Level Commission Option	Not applicable	1/12 x 1.008% x Accumulated Value of new deposit amount, paid each calendar month starting at the end of month 1 No renewal commission for Money Market Fund

Pivotal Solutions Conversions	Upfront Commissions
Pivotal Solutions RRSP/LIRA converted to RRIF/LIF (heaped commission option)	No commission is credited.

Savings & Retirement Products – Pivotal Solutions DSC (Legacy product)

Regardless of the advisor commission ownership, renewal commission will be credited to the party shown on the Company's records on the date the renewal commission is credited.

All commissions are calculated according to the commission schedule in place at the time that the commissionable event occurs.

Fund Options	Upfront Commissions	Trailing Commission (monthly)
Pivotal Solutions DSC	5.04% x Deposit Amount	1/12 x 0.504% x Accumulated Value of new deposit amount, paid each calendar month starting at the end of month 1 No renewal commission for Money Market Fund

Pivotal Solutions DSC Conversions	Upfront Commissions
Pivotal Solutions DSC RRSP/LIRA converted to RRIF/LIF	<ul style="list-style-type: none"> • No commission is credited. • No surrender charges are applicable. • The DSC schedule continues.

Savings & Retirement Products – Pivotal Solutions II (Legacy product)
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Regardless of the advisor commission ownership, renewal commission will be credited to the party shown on the Company's records on the date the renewal commission is credited.

All commissions are calculated according to the commission schedule in place at the time that the commissionable event occurs.

Fund Options	Upfront Commissions	Trailing Commission (monthly)
Pivotal Solutions II	6% x Deposit Amount	$1/12 \times 0.504\% \times \text{Accumulated Value of new deposit amount, paid each calendar month starting at the end of month 1}$ No renewal commission for Money Market Fund

Pivotal Solutions II Conversions	Upfront Commissions
Pivotal Solutions II RRSP/LIRA converted to RRIF/LIF	<ul style="list-style-type: none"> • No commission is credited. • No surrender charges are applicable. • The DSC schedule continues.

Savings & Retirement Products – Chargeback Schedule
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All commission chargebacks are calculated according to the commission schedule in place at the time that the chargeback occurs.

Commission Chargeback on Pivotal Select No Load CB Option (3-year chargeback schedule)

- Should all or a portion of the balance of a product be removed from the product, a chargeback equal to a percentage of the new deposit commission credited on the contract will be Debited at the rate set out in the table below. Withdrawals shall be processed per our Administrative Rules.

Duration of Deposit at Time of Withdrawal (Months)	Percentage of Commissions Charged back and Debited
1 – 12	100%
13	97.2%
14	94.4%
15	91.6%
16	88.8%
17	86%
18	83.2%
19	80.4%
20	77.6%
21	74.8%
22	72%
23	69.2%
24	66.4%
25	63.6%
26	60.8%
27	58%
28	55.2%
29	52.4%
30	49.6%
31	46.8%
32	44%
33	41.2%
34	38.4%
35	35.6%
36	32.8%
37+	0%

- The commission chargeback will be waived if it is triggered by the death of an annuitant, unless the deposit was made on or after the annuitant's 60th birthday and the death occurred within 6 months of the deposit being made.
- Each year the commission chargeback is waived on up to 10% of a client's opening fund unit balance on January 1 plus 10% of fund units purchased throughout the year. The amount is non-cumulative year-to-year. This applies to all registration types.

Savings & Retirement Products – Chargeback Schedule (Cont’d)

Commission Chargeback on Pivotal Select No Load CB Option (5-year chargeback schedule)

- Should all or a portion of the balance of a product be removed from the product, a chargeback equal to a percentage of the new deposit commission credited on the contract will be Debited at the rate set out in the table below. Withdrawals shall be processed per our Administrative Rules.

Duration of Deposit at Time of Withdrawal (Months)	Percentage of Commissions Charged back and Debited	Duration of Deposit at Time of Withdrawal (Months)	Percentage of Commissions Charged back and Debited
1 – 12	100%	37	62.5%
13	98.5%	38	61%
14	97%	39	59.5%
15	95.5%	40	58%
16	94%	41	56.5%
17	92.5%	42	55%
18	91%	43	53.5%
19	89.5%	44	52%
20	88%	45	50.5%
21	86.5%	46	49%
22	85%	47	47.5%
23	83.5%	48	46%
24	82%	49	44.5%
25	80.5%	50	43%
26	79%	51	41.5%
27	77.5%	52	40%
28	76%	53	38.5%
29	74.5%	54	37%
30	73%	55	35.5%
31	71.5%	56	34%
32	70%	57	32.5%
33	68.5%	58	31%
34	67%	59	29.5%
35	65.5%	60	28%
36	64%	61+	0%

- The commission chargeback will be waived if it is triggered by the death of an annuitant, unless the deposit was made on or after the annuitant's 60th birthday and the death occurred within 6 months of the deposit being made.
- Each year the commission chargeback is waived on up to 10% of a client's opening fund unit balance on January 1 plus 10% of fund units purchased throughout the year. The amount is non-cumulative year-to-year. This applies to all registration types.

Savings & Retirement Products – Chargeback Schedule (Cont’d)

Pivotal Solutions NL - Heaped Commission Option

- Should all or a portion of the balance of a product be removed from the product, the unearned portion of commission credited shall be charged back and debited at the rate in the table below. Withdrawals shall be processed as provided for in the Information Folder.

Duration of Deposit at Time of Withdrawal (Months)	Percentage of Commissions Charged back and Debited
1	100.00%
2	95.83%
3	91.66%
4	87.50%
5	83.33%
6	80.16%
7	75.00%
8	70.83%
9	66.66%
10	62.50%
11	58.33%
12	54.16%
13	50.00%
14	45.83%
15	41.66%
16	37.50%
17	33.33%
18	29.16%
19	25.00%
20	20.83%
21	16.66%
22	12.50%
23	8.33%
24	4.16%
25	0.00%

Savings & Retirement Products – Chargeback Schedule (Cont'd)

Commission Chargeback on Death

Investment Option	Percentage of Commissions Charged back and Debited								
Segregated Funds (Applies to Pivotal Select, Pivotal Solutions II, and Pivotal Solutions DSC)	Commission credited on each deposit to a deferred sales charge (DSC) segregated fund after the annuitant's 80 th birthday will be subject to a chargeback on death of the annuitant within 24 months following the deposit. The unearned portion of the commission credited shall be charged back and Debited at the rate set out in the table below: <table border="1" style="margin-left: auto; margin-right: auto; border-collapse: collapse; text-align: center;"> <thead> <tr> <th style="width: 50%;">Duration of Deposit at Time of Death (Months)</th> <th>Percentage of Commissions Charged back and Debited</th> </tr> </thead> <tbody> <tr> <td>1 to 12</td> <td>100.00%</td> </tr> <tr> <td>13 to 24</td> <td>50.00%</td> </tr> <tr> <td>25+</td> <td>0.00%</td> </tr> </tbody> </table>	Duration of Deposit at Time of Death (Months)	Percentage of Commissions Charged back and Debited	1 to 12	100.00%	13 to 24	50.00%	25+	0.00%
Duration of Deposit at Time of Death (Months)	Percentage of Commissions Charged back and Debited								
1 to 12	100.00%								
13 to 24	50.00%								
25+	0.00%								

Definition Schedule

“**Accumulated Value**”: means the total value of a deposit at the time commission is to be calculated, after taking into account changes in market value, withdrawals, transfers, administrative fees and surrender charges.

“**Pay Period**”: means a weekly pay period, the start of each pay period shall be the Wednesday in each week and the end of each pay period shall be the Tuesday in each week.

“**Settled**”: means the initial premium payment and signed application are received at the Company’s Head Office and the new product has become effective.