Commission Schedule

Individual Insurance and Individual Wealth, Schedule "A"

Version date of this commission schedule: March 21, 2026

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Fair treatment of clients

At Equitable, we are committed to the fair treatment of our clients in the way we work. Our distribution partners play a critical role in working together to achieve the following outcomes:

- clients receive clear information before, during and after the point of sale;
- clients receive sound financial advice that is appropriate for their needs; and,
- client complaints and disputes are addressed fairly.

We expect that, in accordance with regulatory requirements, advisors will disclose to clients they receive commission and other forms of compensation and incentives in connection with the sale of our products.

About this schedule

The commission schedule sets the amounts payable by Equitable to advisors. It is Schedule A of:

- the managing general agency agreements between managing general agencies (MGAs) and Equitable;
- national account agreements between national accounts and Equitable; and
- distributor agreements between Fundserv distributors and Equitable.

This schedule is in 2 parts:

1. **Individual Insurance**
2. **Individual Wealth**

Commission payment

We will credit commission to the "commissioning advisor" as recorded in our records. In some cases, the commissioning advisor may differ from the servicing advisor.

When the commission rates and rules apply

For Individual Insurance products, the commission rates and rules (including chargeback rules) in this commission schedule apply to contracts and coverages for which the date the application was received at our head office is on or after the version date marked on this document. Where the application was received at our head office prior to the version date marked on this document, the commission schedule that was in effect at the time the application was received at our head office will apply.

For Individual Wealth products, the commission rates and rules in this commission schedule are determined based on the date the commissionable event occurs. For example, the commission schedule in effect at the time a deposit is made will apply to that deposit.

When we change a product, we make a transition rules document available. It is important to read the transition rules document to understand the changes and how they might impact commissions.

Equitable reserves the right to make changes to this commission schedule at any time.

The section titled *Definitions* defines some of the terms used in this commission schedule.

Changes to this version

Here is a quick summary of what's changed in this commission schedule since the last version from October 2025.

Individual Insurance updates:

- **Equitable Generations:** Level COI plan type is introduced to this product.
- **Equation Generation IV:** Product is discontinued and all references are removed from this document.

Individual Insurance

General rules

The following table shows whether **commissions are paid or not paid** in certain situations.

Scenario	Whole life insurance	Term life insurance	Critical illness life insurance	Universal life (UL) insurance
Extra premiums because of a rating.	Paid			
Total premiums in a year when clients pay monthly rather than annually.	Paid			
Premiums waived by Equitable due to a Waiver of Premium or Waiver of Charges claim.	Paid			Not paid*
Money transferred from the shuttle account to the UL contract.	Not applicable			Paid
Premiums paid for Temporary life insurance agreement (TIA).	Not paid			
Premiums paid above the UL maximum premium.	Not applicable			Not paid
Premiums that would otherwise be payable except that the contract is on active premium offset.	Paid	Not applicable		
Premiums paid by an automatic premium loan.	Paid	Not applicable		

*For universal life insurance, if any charges are being waived due to an approved Waiver of Charges claim, commission is paid only if premiums are paid.

The commission payable is calculated by multiplying the amount of the premium by the commission rate shown in the applicable table.

Timing of commission payments is as follows:

- **First year commission ("FYC"):** When a contract is settled, commissions are advanced based on the total anticipated premium to be paid in the first year (exception: see the *Large case commissions* section).
- **Renewal commission:** Commission is paid as earned when renewal premiums are received.

Whole life insurance

<table>
<tr><th rowspan="3">Plan type</th><th colspan="7">Commission rates</th></tr>
<tr><th rowspan="2">Year 1 (FYC)</th><th colspan="6">Renewal</th></tr>
<tr><th>Year 2</th><th>Year 3</th><th>Year 4</th><th>Year 5</th><th>Year 6-10</th><th>Year 11+</th></tr>
<tr><td>10-Pay:
• Equimax Estate Builder®
• Equimax Wealth Accumulator®</td><td>35%</td><td colspan="3">5%</td><td colspan="2">2%</td><td>N/A</td></tr>
<tr><td>20-Pay/Life Pay:
• Equimax Estate Builder
• Equimax Wealth Accumulator</td><td>50%</td><td colspan="3">5%</td><td colspan="2">2%</td><td>1%</td></tr>
<tr><th>Additional deposits</th><th>Year 1 (FYC)</th><th>Year 2</th><th>Year 3</th><th>Year 4</th><th>Year 5</th><th>Year 6-10</th><th>Year 11+</th></tr>
<tr><td>Excelerator Deposit Option (EDO) (paid as earned –a single/one-time commission is paid for each EDO payment)</td><td colspan="7">4%</td></tr>
<tr><th>Optional riders</th><th>Year 1 (FYC)</th><th>Year 2</th><th>Year 3</th><th>Year 4</th><th>Year 5</th><th>Year 6-10</th><th>Year 11+</th></tr>
<tr><td>• Additional Accidental Death Benefit</td><td colspan="7">Same rates as the plan type shown above.</td></tr>
<tr><td>• Disability Waiver of Premium
• Applicant's Death & Disability Waiver of Premium
• Children's Protection Rider</td><td>40%</td><td>10%</td><td colspan="3">5%</td><td colspan="2">1%</td></tr>
<tr><td>• Flexible Guaranteed Insurability Option</td><td>40%</td><td>15%</td><td colspan="3">5%</td><td colspan="2">1%</td></tr>
<tr><td>• Term Life Insurance Rider</td><td colspan="7">See section titled Term life insurance (contracts or as a rider)</td></tr>
<tr><td>• Critical Illness Insurance Rider</td><td colspan="7">See section titled Critical illness insurance (contracts or as a rider)</td></tr>
</table>

Universal life insurance

Plan type	Paid on	Commission rates				
		Year 1 (FYC)	Renewal			
			Year 2	Year 3-5	Year 6-10	Year 11+
YRT COI: • Equitable Generations™	Target premium	65%	5%		3%	1%
	Maximum premium *less* target premium	5%			3%	0%
	Account value and shuttle account	0%			0.25%	
Level COI: • Equitable Generations	Target premium	60%	3%		0%	
	Maximum premium *less* target premium	5%	3%		0%	
	Account value and shuttle account	0%			0.25%	
Optional riders	**Paid on**	**Year 1 (FYC)**	**Year 2**	**Year 3-5**	**Year 6-10**	**Year 11+**
• Additional Accidental Death Benefit	Same rates as the plan type shown above					
• Disability Waiver of Charges • Applicant Waiver of Charges	Annual rider premium	60%	5%		1%	
• Children's Protection rider	Annual rider premium	40%	10%	5%	1%	
• Flexible Guaranteed Insurability Option	Annual rider premium	40%	15%	5%	1%	
• Term Life Insurance Rider	Annual rider premium	See section *Term life insurance (contracts or as a rider)*				
• Critical Illness Insurance Rider	Annual rider premium	See section *Critical illness insurance (contracts or as a rider)*				

Term life insurance (contracts or as a rider)

Plan type	Commission rates			
	Year 1 (FYC)	Renewal		
		Year 2	Year 3-5	Year 6+
• 10 year renewable & convertible (T10)	40%	3%		2%
• 20 year renewable & convertible (T20)	50%	3%		2%
• Term 30/65	50%	5%		2%
Optional riders on a term life insurance contract	**Year 1 (FYC)**	**Year 2**	**Year 3-5**	**Year 6+**
• Additional Accidental Death Benefit	Same rates as the plan type shown above			
• Disability Waiver of Premium • Children's Protection Rider	40%	10%	5%	1%
• Guaranteed Insurability Option	40%	15%	5%	1%
• Critical Illness Insurance Rider	See section *Critical illness insurance (contracts or as a rider)*			
Exercising the Exchange privilege	**Year 1 (FYC)**	**Year 2**	**Year 3-5**	**Year 6+**
• T10 plan to T20 Plan • T10 plan to Term 30/65 Plan • T20 plan to Term 30/65 Plan	25%	3%		2%

Critical illness insurance (contracts or as a rider)

Plan type EquiLiving® critical illness insurance contract	Commission rates					
	Year 1 (FYC)	Renewal				
		Year 2	Year 3-5	Year 6-10	Year 11	Year 12+
• 10 Year Renewable to Age 75 • Level to Age 75 • Level to Age 100 (coverage for life) • 20 Pay (coverage to age 75) • 20 Pay (coverage for life)	45%	2.5%				
EquiLiving critical illness insurance rider	**Year 1 (FYC)**	**Year 2**	**Year 3-5**	**Year 6-10**	**Year 11**	**Year 12+**
• 10 Year Renewable to Age 75 • Level to Age 75 • Level to Age 100 (coverage for life) • 20 Pay (coverage to age 75) • 20 Pay (coverage for life)	45%	2.5%		1%		
Optional riders on an EquiLiving contract	**Year 1 (FYC)**	**Year 2**	**Year 3-5**	**Year 6-10**	**Year 11**	**Year 12+**
• Waiver of Premium (Insured Disability) • Waiver of Premium (Owner/Payor Death and Disability)	40%	10%	5%	1%		
• Return of Premiums at Surrender/Expiry • Return of Premiums at Expiry • Return of Premiums on Death	30%	2.5%				
• Term Life Insurance Rider	See section *Term life insurance (contracts or as a rider)*					

Special cases

Large case commissions

If a contract has FYC that meets either of the following criteria, special rules may apply:

- More than $20,000 FYC (on scheduled annual premium); or
- More than $15,000 FYC (on scheduled monthly or ad-hoc/one-time premium).

Large case commission rules only apply if they are not waived by the advisor's MGA in accordance with Equitable's administrative rules.

FYC commission if the premium frequency is **not** annual:

Month 1	Months 2-12	Months 13-24
The greater of: • $15,000 • 25% of the total FYC will be paid in month 1.	If the FYC total amount is **greater** than $33,000: • The amount (if any) of 50% of the total FYC less the amount paid in month 1 will be paid in equal amounts over these months. If the FYC total amount is **less than or equal to** $33,000: • The FYC total amount less the amount paid in month 1 will be paid in equal amounts over these months. This is provided that, except for the last monthly payment, if a calculated monthly payment is less than $750, the monthly payment will be equal to $750.	If the FYC total amount is **greater** than $33,000: • The remaining FYC amount will be paid in equal amounts over these months. This is provided that, except for the last monthly payment, if a calculated monthly payment is less than $750, the monthly payment will be equal to $750. If the FYC total amount is **less than or equal to** $33,000: • The FYC total amount is paid in months 1-12 and there is no payment in months 13-24.

FYC commission if the premium frequency **is** annual:

Month 1	Month 13
The greater of: • $20,000 • 50% of the total FYC will be paid in month 1.	The remaining amount of the FYC will be paid in month 13 after renewal premiums are received for contract year 2.

Multiple applications

If more than 1 application is received on the same insured person within 6 months, Equitable may combine the commissions being paid on the contracts. If the combined total FYCs are more than the maximum FYC limit shown in the *Large case commissions* section, the rules in that section may apply.

Chargeback schedules

If an insurance coverage ends within the times listed below, Equitable will apply a commission chargeback as a debit to the advisor's commission account.

The chargeback applies regardless of why the coverage ended and who ended it – whether by the contract owner or Equitable.

Standard chargeback schedule

The table below applies except for the situations listed below in the *Special chargebacks* section. The chargeback amount:

- depends on the length of time from the coverage issue date to the date the coverage ended; and
- is calculated by multiplying the commission chargeback percentage below by the FYC amount that was paid for the coverage that ended.

Duration of coverage since issue date (months)	Commission chargeback
1-6	100%
7	95%
8	90%
9	85%
10	80%
11	75%
12	70%
13	65%
14	60%
15	55%

Duration of coverage since issue date (months)	Commission chargeback
16	50%
17	45%
18	40%
19	35%
20	30%
21	25%
22	20%
23	15%
24	10%
25	0%

Special chargebacks

<u>Refund of premiums</u>

If Equitable refunds any premiums, 100% of any commissions paid with respect to the refunded premiums will be charged back.

<u>Equimax (Estate Builder and Wealth Accumulator) contracts – owner is advisor or related party</u>

Special rules apply if an Equimax contract is owned by an advisor or a related party to the advisor. The *Standard chargeback schedule* will **not** apply and instead the following rates will apply:

Duration of coverage since issue date (months)	Commission chargeback
1-36	100%
37-48	75%
49-61	50%
62+	0%

A related party to the advisor includes (without limitation):

- *Immediate family members*. They could be a spouse, parent, grandparent, child, grandchild, or in-law, as examples. Equitable determines what is an immediate family member.
- *Corporation*. If the advisor or immediate family member own 50% or more of the shares of the corporation. Ownership could be individual or together.
- *Advisor is incorporated*. Any director, officer, employee or agent of the advisor. Any parent, subsidiary or connected corporation of the advisor.
- *Other persons*. Any person/entity who has agreed with the advisor to be the contract owner for the purpose of avoiding the special chargeback schedule.

Equimax (Wealth Accumulator) contracts - network marketing agencies

A 100% chargeback will apply for the first 25 months for any Equimax Wealth Accumulator contract with an MGA of record that is a network marketing agency. Classification as a “network marketing agency” is at the sole discretion of Equitable and can be changed at any time without notice.

Universal life insurance contracts

If the contract is initially set up on a monthly pay, Equitable will advance commission based on the expected amount of premium to be received in year 1.

- If for any reason the actual amount of premium received in year 1 is less than the expected amount, a chargeback will happen for the difference.
- If the actual amount of premium received in year 1 is more than the expected amount, an additional commission will be paid for the difference.

If the total premiums paid in year 2 are less than the total premiums paid in year 1, part of the FYC paid may be charged back. The chargeback amount is calculated at the earlier of the date the coverage terminates and the end of year 2. The following formula is used:

12 **divided by** the lesser of the number of full months of coverage before termination and 24

times the total of all premiums paid from issue date to the calculation date

equals *average premium paid*

FYC **will not** be charged back if:	Part of the FYC **will be** charged back if:
If the average premium paid at the time of calculation is **greater than or equal to**: • the year 1 premium paid; or • the year 1 target premium; then no FYC will be charged back.	If the average premium paid at the time of calculation is **less than or equal to**: • the year 1 premium paid; and • the year 1 target premium; then the amount of the chargeback will be: • the FYC paid *minus* • the FYC that would have been paid using the *Average premium paid* calculation.

The above calculations and chargeback (if any) will be used for each type of coverage (including those added after the date the contract was issued). The calculations will be done for each coverage separately.

Contract changes and reinstatements

Contract changes that reduce premium

A chargeback may be applied to any change that reduces the premium. See the *Chargeback schedules* section for details. Some examples are decreasing coverage, removing riders/benefits, changing rating or changing smoker status.

Reinstatement

If a coverage is reinstated, the chargeback amount applied at termination of the coverage will be credited to the advisor's commission account according to the chargeback schedule used (see the *Chargeback schedules* section).

Conversion and internal replacement

Conversion means changing an existing term life insurance coverage to a permanent life insurance coverage without providing proof of insurability. Replacement means switching from an existing permanent coverage to a new permanent coverage and having to provide proof of insurability.

- At conversion/replacement, commission will be paid for the new permanent coverage. The commission rates are paid according to the commission schedule in effect at the time of conversion/replacement. For details, see the product specific sections:
  - *Whole life insurance*
  - *Universal life insurance*
- At the same time, a chargeback will apply to the original coverage according to the chargeback schedule that applies (see section *Chargeback schedules*).

Universal life – Changing from one plan type to another

A plan type means YRT COI or Level COI. When a change of plan type occurs, the commission rate that applies will be the renewal rate of the new plan type. This will start the year the plan type change occurs.

When a rider is added after the contract is issued

If a rider is added after the contract is issued, the rider commission will follow the commission schedule in effect at the time we receive the application to add the rider at our head office.

Instead of following the commission schedule, the following scenarios will result in the commission being based on our administrative rules at the time we receive the application to add the rider at our head office. The exceptions are:

- adding an Additional Accidental Death Benefit rider; and
- adding a rider to a critical illness insurance contract where the change privilege (contractual conversion feature) has been exercised.

Individual Wealth

General rules

Commission is not paid for registered conversions (e.g. RRSP to RRIF, LIRA to LIF, FHSA to RRSP/RRIF).

Upfront commission is calculated by multiplying the deposit amount by the upfront commission percentage shown in the applicable table. Upfront commission is paid when the deposit is applied to the contract.

Trailing commission is calculated by multiplying the fund value by the trailing commission percentage shown in the applicable table. Trailing commission is paid monthly, with the start date varying by product.

Payout annuities

Commission on payout annuities

Commission is calculated by multiplying the deposit amount by the upfront commissions percentage indicated in the table below.

Contract type	Deposit amount	Upfront commission	Trailing commission
Life Annuities & Term Certain Annuities ≥ 15 years	First $100,000 Next $100,000 Next $200,000 Balance	3.00% 2.00% 1.40% 1.00%	Not applicable
Term Certain Annuities ≥ 10 years to < 15 Years	First $100,000 Next $100,000 Balance	2.25% 1.70% 1.00%	Not applicable
Term Certain Annuities < 10 Years	First $100,000 Next $100,000 Balance	2.00% 1.35% 1.00%	Not applicable

Daily Interest Account & Guaranteed Interest Account

Commission on a Daily Interest Account and Guaranteed Interest Account

Investment options	Upfront commission	Trailing commission
Daily Interest Account (DIA)	Not applicable	Not applicable
Guaranteed Interest Account (GIA)*	Commission is credited on every new deposit and on each reinvestment based on the applicable formula:	
12-119 Month Term (1-9 years)	$\frac{\text{Term in months}}{12} \times 0.2\% \times \text{deposit amount}$	Not applicable
120-180 Month Term (10-15 years) *"GIA" includes "Guaranteed Interest Accounts" (GIAs), "Guaranteed Deposit Accounts (GDAs)" and "Term Deposit Accounts (TDAs).	2% x deposit amount	Not applicable

Advisor Rate Discretion Option – GIA/GDA

The interest rate on a GIA/GDA can be increased in exchange for reduced advisor commission, up to a maximum of 20 basis points (bps), for terms of 10 years or less. For each basis point of commission reduction the advisor requests, the interest rate will be increased by the same basis points during the term of the GIA/GDA. For example: A 5 bps reduction in commission will increase the interest rate by 0.05%. The interest rate adjustment will not apply to future reinvestments, or to future deposits made within the contract.

Commission Chargeback on Death – GIA/GDA/TDA

Commission credited on each deposit or renewal for a GIA/GDA/TDA with terms extending past the annuitant's 85th birthday will be subject to a chargeback on the annuitant's death. The unearned portion of the commission credited will be charged back and debited according to the formula below:

$$\text{Commission subject to chargeback} \times \frac{\text{Number of full years between the term maturity date and the later of: (a) date of death, or (b) annuitant's } 85^{th} \text{ birthday}}{\text{Original investment term in years}} = \text{Chargeback to be debited}$$

Segregated Funds

Equitable GIF segregated funds

Commission on Equitable GIF segregated funds

<table>
<tr><th>Fund options</th><th>Upfront commission</th><th>Trailing commission</th></tr>
<tr><td>Equitable GIF
Front End Load (FEL)
Option</td><td><u>Fundserv advisor code:</u>
0% to 5% (up to two decimal places)

<u>Non-Fundserv advisor code:</u> 0%</td><td>Multiply the fund value by the applicable percentage below and divide by 12:
<table>
<tr><th></th><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>Money Market funds</td><td>0%</td><td>0%</td></tr>
<tr><td>Fixed income funds</td><td>0.357%</td><td>0.500%</td></tr>
<tr><td>All other funds</td><td>0.714%</td><td>1.000%</td></tr>
</table>

Trailing commission is calculated and paid at the end of each month, starting in month 1.</td></tr>
</table>

<table>
<tr>
<td>Equitable GIF Chargeback Option – 3 years (CB3)</td>
<td>Multiply the deposit value by the applicable percentage below.
<table>
<tr><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>2.5%</td><td>3.5%</td></tr>
</table>
</td>
<td>Multiply the fund value by the applicable percentage below and divide by 12:

Months 1-12:
<table>
<tr><th></th><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>All funds</td><td>0%</td><td>0%</td></tr>
</table>
Months 13-48:
<table>
<tr><th></th><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>Money Market funds</td><td>0%</td><td>0%</td></tr>
<tr><td>Fixed income funds</td><td>0.179%</td><td>0.250%</td></tr>
<tr><td>All other funds</td><td>0.357%</td><td>0.500%</td></tr>
</table>
Trailing commission is calculated and paid at the end of each month, starting in month 13.

Months 49+:
<table>
<tr><th></th><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>Money Market funds</td><td>0%</td><td>0%</td></tr>
<tr><td>Fixed income funds</td><td>0.357%</td><td>0.500%</td></tr>
<tr><td>All other funds</td><td>0.714%</td><td>1.000%</td></tr>
</table>
Trailing commission is calculated and paid at the end of each month, starting in month 49.
</td>
</tr>
</table>

Equitable GIF segregated funds (continued)

Commission on Equitable GIF segregated funds

<table>
<tr><th>Fund options</th><th>Upfront commission</th><th>Trailing commission</th></tr>
<tr>
<td>Equitable GIF Chargeback Option – 5 years (CB5)</td>
<td>Multiply the deposit value by the applicable percentage below.
<table>
<tr><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>4%</td><td>5.6%</td></tr>
</table>
</td>
<td>Multiply the fund value by the applicable percentage below and divide by 12:
Months 1-12:
<table>
<tr><th></th><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>All funds</td><td>0%</td><td>0%</td></tr>
</table>
Months 13+:
<table>
<tr><th></th><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>Money Market funds</td><td>0%</td><td>0%</td></tr>
<tr><td>Fixed income funds</td><td>0.180%</td><td>0.252%</td></tr>
<tr><td>All other funds</td><td>0.360%</td><td>0.504%</td></tr>
</table>
Trailing commission is calculated and paid at the end of each month, starting in month 13.
</td>
</tr>
</table>

Equitable GIF Chargeback Option – 3 years (CB3) – chargeback schedule

A commission chargeback is applied when a client withdraws fund units within 3 years from the date of deposit. The commission chargeback is calculated as a percentage of the initial commission. The percentage of the commission chargeback is based on the age of the units being withdrawn. The commission chargeback percentage is as follows:

Duration of deposit at time of withdrawal (months)	Percentage of commissions charged back and debited
1 – 12	100%
13	96%
14	92%
15	88%
16	84%
17	80%
18	76%
19	72%
20	68%
21	64%
22	60%
23	56%
24	52%

Duration of deposit at time of withdrawal (months)	Percentage of commissions charged back and debited
25	48%
26	44%
27	40%
28	36%
29	32%
30	28%
31	24%
32	20%
33	16%
34	12%
35	8%
36	4%
37+	0%

10% chargeback waiver: 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.

Chargeback on death: A commission chargeback does not apply if a withdrawal is due to the annuitant's death, except when the deposit is made under the following circumstances:

- For annuitants aged 60 to 79 at the time of deposit, the advisor's upfront commission will be fully recovered if the death occurs within the 6 months of the deposit.
- For annuitants equal to or over age 80 at the time of deposit, the advisor's upfront commission will be fully recovered if the death occurs within 2 years of the deposit.

Equitable GIF Chargeback Option – 5 years (CB5) – chargeback schedule

A commission chargeback is applied when a client withdraws fund units within 5 years from the date of deposit. The commission chargeback is calculated as a percentage of the initial commission. The percentage of the commission chargeback is based on the age of the units being withdrawn. The commission chargeback percentage is as follows:

Duration of deposit at time of withdrawal (months)	Percentage of commissions charged back and debited
1 – 12	100%
13	98.5%
14	97%
15	95.5%
16	94%
17	92.5%
18	91%
19	89.5%
20	88%
21	86.5%
22	85%
23	83.5%
24	82%
25	80.5%
26	79%
27	77.5%
28	76%
29	74.5%
30	73%
31	71.5%
32	70%
33	68.5%
34	67%
35	65.5%
36	64%

Duration of deposit at time of withdrawal (months)	Percentage of commissions charged back and debited
37	62.5%
38	61%
39	59.5%
40	58%
41	56.5%
42	55%
43	53.5%
44	52%
45	50.5%
46	49%
47	47.5%
48	46%
49	44.5%
50	43%
51	41.5%
52	40%
53	38.5%
54	37%
55	35.5%
56	34%
57	32.5%
58	31%
59	29.5%
60	28%
61+	0%

10% chargeback waiver: 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.

Chargeback on death: A commission chargeback does not apply if a withdrawal is due to the annuitant's death, except when the deposit is made under the following circumstances:

- For annuitants aged 60 to 79 at the time of deposit, the advisor's upfront commission will be fully recovered if the death occurs within the 6 months of the deposit.
- For annuitants equal to or over age 80 at the time of deposit, the advisor's upfront commission will be fully recovered if the death occurs within 2 years of the deposit.

Legacy Segregated Funds

Pivotal Select segregated funds

Commission on Pivotal Select segregated funds

<table>
<tr><th>Fund options</th><th>Upfront commission</th><th>Trailing commission</th></tr>
<tr><td>Pivotal Select
No Load (NL) Option</td><td>Not applicable</td><td>Multiply the fund value by the applicable percentage below and divide by 12:
<table>
<tr><th></th><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>Money Market funds</td><td>0%</td><td>0%</td></tr>
<tr><td>Fixed income funds</td><td>0.36%</td><td>0.504%</td></tr>
<tr><td>All other funds</td><td>0.72%</td><td>1.008%</td></tr>
</table>
Trailing commission is calculated and paid at the end of each month, starting in month 1.</td></tr>
<tr><td>Pivotal Select
3 year Chargeback Option (CB)</td><td>Multiply the deposit value by the applicable percentage below.
<table>
<tr><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>2.5%</td><td>3.5%</td></tr>
</table></td><td>Multiply the fund value by the applicable percentage below and divide by 12:

Months 1-12:
<table>
<tr><th></th><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>All funds</td><td>0%</td><td>0%</td></tr>
</table>
Months 13-48:
<table>
<tr><th></th><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>Money Market funds</td><td>0%</td><td>0%</td></tr>
<tr><td>Fixed income funds</td><td>0.18%</td><td>0.252%</td></tr>
<tr><td>All other funds</td><td>0.36%</td><td>0.504%</td></tr>
</table>
Trailing commission is calculated and paid at the end of each month, starting in month 13.

Months 49+:
<table>
<tr><th></th><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>Money Market funds</td><td>0%</td><td>0%</td></tr>
<tr><td>Fixed income funds</td><td>0.36%</td><td>0.504%</td></tr>
<tr><td>All other funds</td><td>0.72%</td><td>1.008%</td></tr>
</table>
Trailing commission is calculated and paid at the end of each month, starting in month 49.</td></tr>
</table>

Pivotal Select segregated funds (continued)

Commission on Pivotal Select segregated funds

<table>
<tr><th>Fund options</th><th>Upfront commission</th><th>Trailing commission</th></tr>
<tr>
<td>Pivotal Select
5 year Chargeback Option (CB5)</td>
<td>Multiply the deposit value by the applicable percentage below.
<table>
<tr><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>4%</td><td>5.6%</td></tr>
</table>
</td>
<td>Multiply the fund value by the applicable percentage below and divide by 12:

Months 1-12:
<table>
<tr><th></th><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>All funds</td><td>0%</td><td>0%</td></tr>
</table>
Months 13+:
<table>
<tr><th></th><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>Money Market funds</td><td>0%</td><td>0%</td></tr>
<tr><td>Fixed income funds</td><td>0.18%</td><td>0.252%</td></tr>
<tr><td>All other funds</td><td>0.36%</td><td>0.504%</td></tr>
</table>
Trailing commission is calculated and paid at the end of each month, starting in month 13.
</td>
</tr>
</table>

Pivotal Select segregated funds – chargeback schedule

Commission chargeback schedule: Pivotal Select - 3 Year Chargeback Option (CB)

A commission chargeback is applied when a client withdraws fund units within 3 years from the date of deposit. The commission chargeback is calculated as a percentage of the initial commission. The percentage of the commission chargeback is based on the age of the units being withdrawn. The commission chargeback percentage is as follows:

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%

Duration of deposit at time of withdrawal (months)	Percentage of commissions charged back and debited
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%

10% chargeback waiver: 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.

Chargeback on death: 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.

Pivotal Select segregated funds – chargeback schedule (continued)

Commission chargeback schedule: Pivotal Select - 5 Year Chargeback Option (CB5)

A commission chargeback is applied when a client withdraws fund units within 5 years from the date of deposit. The commission chargeback is calculated as a percentage of the initial commission. The percentage of the commission chargeback is based on the age of the units being withdrawn. The commission chargeback percentage is as follows:

Duration of deposit at time of withdrawal (months)	Percentage of commissions charged back and debited
1 – 12	100%
13	98.5%
14	97%
15	95.5%
16	94%
17	92.5%
18	91%
19	89.5%
20	88%
21	86.5%
22	85%
23	83.5%
24	82%
25	80.5%
26	79%
27	77.5%
28	76%
29	74.5%
30	73%
31	71.5%
32	70%
33	68.5%
34	67%
35	65.5%
36	64%

Duration of deposit at time of withdrawal (months)	Percentage of commissions charged back and debited
37	62.5%
38	61%
39	59.5%
40	58%
41	56.5%
42	55%
43	53.5%
44	52%
45	50.5%
46	49%
47	47.5%
48	46%
49	44.5%
50	43%
51	41.5%
52	40%
53	38.5%
54	37%
55	35.5%
56	34%
57	32.5%
58	31%
59	29.5%
60	28%
61+	0%

10% chargeback waiver: 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.

Chargeback on death: 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.

Pivotal Solutions No Load

Commission on Pivotal Solutions NL segregated funds

<table>
<tr><th>Fund options</th><th>Upfront commission</th><th>Trailing commission</th></tr>
<tr>
<td>Pivotal Solutions No Load (Heaped Commission Option)</td>
<td>Multiply the deposit value by the applicable percentage below.
<table>
<tr><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>1.5%</td><td>2.1%</td></tr>
</table>
</td>
<td>Multiply the fund value by the applicable percentage below and divide by 12:
<table>
<tr><th></th><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>Money Market funds</td><td>0%</td><td>0%</td></tr>
<tr><td>All other funds</td><td>0.504%</td><td>0.7056%</td></tr>
</table>
Trailing commission is calculated and paid at the end of each month, starting in month 13.
</td>
</tr>
<tr>
<td>Pivotal Solutions No Load (Level Commission Option)</td>
<td>Not applicable</td>
<td>Multiply the fund value by the applicable percentage below and divide by 12:
<table>
<tr><th></th><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>Money Market funds</td><td>0%</td><td>0%</td></tr>
<tr><td>All other funds</td><td>0.72%</td><td>1.008%</td></tr>
</table>
Trailing commission is calculated and paid at the end of each month, starting in month 1.
</td>
</tr>
</table>

Pivotal Solutions No Load - Heaped commission option – chargeback schedule

If a deposit is made to a segregated fund and then withdrawn within 2 years, the unearned portion of commission will be charged back and debited at the percentage in the table below.

Duration of deposit at time of withdrawal (months)	Percentage of commissions charged back and debited
1	100%
2	95.83%
3	91.66%
4	87.50%
5	83.33%
6	80.16%
7	75%
8	70.83%
9	66.66%
10	62.50%
11	58.33%
12	54.16%

Duration of deposit at time of withdrawal (months)	Percentage of commissions charged back and debited
13	50 %
14	45.83%
15	41.66%
16	37.50%
17	33.33%
18	29.16%
19	25%
20	20.83%
21	16.66%
22	12.50%
23	8.33%
24	4.16%
25	0%

Pivotal Solutions DSC

Commission on Pivotal Solutions DSC segregated funds

<table>
<tr><th>Fund options</th><th>Upfront commission</th><th>Trailing commission</th></tr>
<tr>
<td>Pivotal Solutions DSC</td>
<td>Multiply the deposit value by the applicable percentage below.
<table>
<tr><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>3.6%</td><td>5.04%</td></tr>
</table>
</td>
<td>Multiply the fund value by the applicable percentage below and divide by 12:
<table>
<tr><th></th><th>Non-Fundserv code</th><th>Fundserv code</th></tr>
<tr><td>Money Market funds</td><td>0%</td><td>0%</td></tr>
<tr><td>All other funds</td><td>0.36%</td><td>0.504%</td></tr>
</table>
Trailing commission is calculated and paid at the end of each month, starting in month 1.
</td>
</tr>
</table>

Commission chargeback on death

If a deposit was made on or after the annuitant’s 80th birthday and the death occurred within 24 months of the deposit, the unearned portion of the upfront commission credited shall be charged back and debited at the percentage set out in the table below:

Duration of deposit at time of death (months)	% of commissions charged back and debited
1 to 12	100%
13 to 24	50%
25+	0%

Pivotal Solutions II

Commission on Pivotal Solutions II segregated funds

<table>
<tr><th>Fund options</th><th>Upfront commission</th><th>Trailing commission</th></tr>
<tr><td>Pivotal Solutions II</td><td>Multiply the deposit value by the applicable percentage below.
<table><tr><th>Non-Fundserv code</th><th>Fundserv code</th></tr><tr><td>4.3%</td><td>6%</td></tr></table></td><td>Multiply the fund value by the applicable percentage below and divide by 12:
<table><tr><th></th><th>Non-Fundserv code</th><th>Fundserv code</th></tr><tr><td>Money Market funds</td><td>0%</td><td>0%</td></tr><tr><td>All other funds</td><td>0.36%</td><td>0.504%</td></tr></table>
Trailing commission is calculated and paid at the end of each month, starting in month 1.</td></tr>
</table>

Commission chargeback on death

If a deposit was made on or after the annuitant's 80th birthday and the death occurred within 24 months of the deposit, the unearned portion of the upfront commission credited shall be charged back and debited at the percentage set out in the table below:

Duration of deposit at time of death (months)	% of commissions charged back and debited
1 to 12	100%
13 to 24	50%
25+	0%

Personal Investment Portfolio

Commission applies to the following legacy products: Personal Investment Portfolio (PIP), Registered Retirement Income Fund (RRIF), and Life Income Fund (LIF)

Investment options	**Upfront commission**	**Trailing commission**
Daily Interest Account (DIA)	Not applicable	Not applicable
Guaranteed Deposit Account (GDA) 12-119 Month Term (1-9 years)	Commission is credited on every new deposit and on each reinvestment based on the applicable formula: $\frac{\text{Term in Months}}{12}$ x 0.2% x Deposit Amount	Not applicable
120-180 Month Term (10-15 years)	2% x Deposit Amount	Not applicable
Term Deposit Account (TDA) - RRIF and LIF only (all terms)	Commission is credited on every new deposit and on each reinvestment based on the following formula: 2% x Deposit Amount	Not applicable
Segregated funds *(Not available through Fundserv)*	Commission is credited on every new deposit based on the following formula: 3.6% x Deposit Amount For commission to be paid, the deposit must be either: • New money deposited, or • Transferred within the contract into segregated funds, provided the money has not been invested in a segregated fund for at least 1 year prior.	Multiply the fund value by the applicable percentage below and divide by 12: a) 0% on Money Market funds b) 0.3% on all other funds Trailing commission is calculated and paid at the end of each month, starting in month 1.

Advisor rate discretion option - GDA

The interest rate on a Guaranteed Deposit Account (GDA) can be increased in exchange for reduced advisor commission, up to a maximum of 20 basis points (bps), for GDA terms of 10 years or less. For each basis point of commission reduction the advisor requests, the GDA interest rate will be increased by the same basis points during the term of the GDA. For example: A 5 bps reduction in commission will increase the GDA interest rate by 0.05%. The interest rate adjustment will not apply to future reinvestments of that GDA, or to future deposits made within the contract.

Personal Investment Portfolio commission chargeback

Commission chargeback on withdrawal

There is no commission chargeback for a withdrawal. However, the client will be subject to:

- Deferred sales charges on segregated fund withdrawals made within the first 6 years from the date of deposit.
- Market value adjustments on guaranteed deposits accounts (GDAs) for withdrawals made before the end of the GDA term.

Commission chargeback on an internal transfer – GDA & TDA

If a withdrawal is made from a Guaranteed Deposit Account (GDA) or Term Deposit Account (TDA):

- prior to the maturity date of the GDA or TDA, *and*
- a portion or the full balance is transferred to GDA, TDA or segregated fund within the same contract, *then*

the unearned portion of commission will be charged back and debited at the rate in the formula below.

Calculation for a full balance transfer:

To transfer the entire balance of a GDA or TDA, the following formula shall apply:

$$\text{Commission credited} \times \frac{\text{Remaining investment term in months (or days)}}{\text{Original investment term in months (or days)}} = \text{Chargeback to be debited}$$

Calculation for a partial balance transfer:

To transfer a portion of a GDA or TDA, the following formula shall apply:

$$\text{Commission subject to chargeback*} \times \frac{\text{Remaining investment term in months (or days)}}{\text{Original investment term in months (or days)}} = \text{Chargeback to be debited}$$

*Note: the “commission subject to chargeback” is equal to:

$$\text{Commission subject to chargeback} = \text{Commission credited} \times \frac{\text{Amount to be transferred}}{\text{Amount originally deposited}}$$

Personal Investment Portfolio commission chargeback (continued)

Commission chargeback on an internal transfer – Segregated Fund

If a withdrawal is made from a segregated fund:

- prior to the sixth (6^{th}) year from the date of deposit, *and*
- a portion or the full balance is transferred to GDA or TDA within the same contract, *then*

the unearned portion of commission will be charged back and debited at the rate in the formula below.

Calculation for a full balance transfer:

To transfer the entire balance of a segregated fund, the following formula shall apply:

$$\text{Commission credited} \times \frac{\text{Remaining time until the } 6^{th} \text{ year anniversary of the deposit in months (or days)}}{\text{6 years in months (or days)}} = \text{Chargeback to be debited}$$

Calculation for a partial balance transfer:

To transfer a portion of segregated fund, the following formula shall apply:

$$\text{Commission subject to chargeback*} \times \frac{\text{Remaining time until the } 6^{th} \text{ year anniversary of the deposit in months (or days)}}{\text{6 years in months (or days)}} = \text{Chargeback to be debited}$$

*Note: the “commission subject to chargeback” is equal to:

$$\text{Commission subject to chargeback} = \text{Commission credited} \times \frac{\text{Amount to be transferred}}{\text{Amount originally deposited}}$$

Personal Investment Portfolio commission chargeback (continued)

Commission chargeback on death - GDA or TDA

Commission credited on each deposit or renewal for a Guaranteed Deposit Account (GDA) and Term Deposit Account (TDA) with terms extending past the annuitant's 85th birthday will be subject to a chargeback on the annuitant's death. The unearned portion of the credited commission will be charged back and debited according to the formula below:

$$\text{Commission subject to chargeback} \times \frac{\text{Number of full years between the term maturity date and the } \textit{later} \text{ of: (a) date of death, or (b) annuitant's } 85^{th} \text{ birthday}}{\text{Original investment term in years}} = \text{Chargeback to be debited}$$

Commission chargeback on death - segregated funds:

If a deposit was made on or after the annuitant's 80th birthday and the death occurred within 24 months of the deposit, the unearned portion of the upfront commission credited shall be charged back and debited at the rate set out in the table below:

Duration of deposit at time of death (months)	% of commissions charged back and debited
1 to 12	100%
13 to 24	50%
25+	0%

Definitions

Individual Insurance

as earned means the commission is paid when the premium is actually received by Equitable.

contract means an agreement between Equitable and the contract owner with respect to an Individual Insurance product.

coverage means an insurance coverage under an Individual Insurance contract, and includes base insurance coverages and riders.

Individual Insurance means insurance products issued through Equitable's Individual Insurance division.

issue date means the date a contract is issued by Equitable for delivery to the owner.

maximum premium means, for a universal life insurance contract, the amount shown as the maximum premium in the illustration system.

target premium means, for a universal life insurance contract, the amount shown as the target premium in the illustration system.

year 1 means the first calendar year following the issue date of the contract.

year 2 means the first calendar year following year 1.

Individual Wealth

contract means an agreement between Equitable and the contract owner with respect to an Individual Wealth product.

Fundserv code means an advisor code assigned by Equitable to the advisor, used for the sale and servicing of segregated fund contracts through the Fundserv network.

Individual Wealth means investment products issued through Equitable's Individual Wealth division.

non-Fundserv code means an advisor code assigned by Equitable to the advisor, used for the sale and servicing of contracts other than segregated fund contracts sold and serviced through the Fundserv network.

trailing commission means a commission calculated as a percentage of the fund value. The commission is paid at the end of the month, with the start date varying by product.

upfront commission means a one-time commission calculated as a percentage of the deposit amount. The commission is paid when the deposit is applied to the contract.