

Insurer	Application Submit	Application End by	Policy Inception By	Travel Dates	Campaign Name	Qualifying Products / Plans	Reward Type	Reward Value	Qualifying Criteria
Infinitem (in-house)	1-Jan-21	31-Mar-21	31-Mar-21	N.A.	Infinitem Sales Campaign II - 2021 Q1 - We Hear You Model Portfolio Incentive	Every Valid Model Portfolio case submission.	Gift	5 Sets of House of Marley Positive Vibration 2 Wireless Headphones (Each worth S\$100)	By Case Submission Every case submission of Infinitem Model Portfolio in the qualifying period will entitle Reps to a lucky dip chance in 2021 Kick Off We Hear You Lucky Dip. Reps need to submit a minimum of 2 case submission to qualify for this lucky dip.
Infinitem (in-house)	18-Jan-21	1-Mar-21	1-Mar-21	N.A.	Infinitem Sales Campaign - 2021 Q1 - Ang Pow Incentive	Every valid case submission for Life and CIS in the qualifying perio	Cash Incentives	Ang Pow Lucky Dip First - \$288 Cash Ang Pow Second - \$168 Cash Ang Pow Third - \$128 Cash Ang Pow 5 Consolation of \$38 Cash Ang Pow each Income Ang Pow Lucky Dip First - \$168 Second - \$128 Third - \$88	By Case Submission Every valid case submission for Life and CIS in the qualifying period to Infinitem will entitle Reps to one lucky dip chance in "Ang Pow Incentive Lucky Dip". • Every valid Income case submission will also entitle Reps to an additional lucky dip chance in "Income Ang Pow Lucky Dip". • Reps needs to submit a minimum of 2 valid case submission to qualify for this incentive.
IFAST	1-Jan-21	31-Mar-21	31-Mar-21	N.A.	Infinitem Q1 2021 campaign	Net sales is tabulated based on (New Subscriptions + Transfer In + RSP - Redemptions - Transfer out - RDPs) transacted within the campatgain period.	UT Bonus Units	Top 10 infinitem's advisers will get to walk away with \$888 worth of NikkoAM bonus Units. 1st - \$888 2nd - \$688 3rd - \$588 4th - \$388 5th - \$288 6-10th - \$88 each	To qualify for this campaign, adviser will need to do min \$200k Net Sales. Adviser can help client to transact any UT and it's not restricted to only NikkoAM funds.
Navigator	11-Nov-20	10-May-21	10-May-21	N.A.	Aviva-Navigator Care Pack	Applicable to Portfolio Transfers & New Subscriptions, (including top-up & RSP) transactions, including Cash, SRS, CPF-OA & CPF-SA monies.	Cash Incentives	0.05% cash rebate	Minimum S\$100k nett new monies to qualify. Only applicable for nett new monies, net of sales charge for cash, SRS, CPF-OA & CPFSA. Nett new monies refers to top-ups & RSP (net of any sales charge) including portfolio transfer-in less redemptions and portfolio transfer-out. Refer to memo for list of qualifying funds and the respective cutoff time for the different payment methods.
AIA	1-Jan-21	31-Mar-21	31-Mar-21	N.A.	AIA Vitality Campaign	Applicable to: AIA Beyond Critical Care, Diabetes Care (Basic & Riders), Guaranteed Protect Plus (II), Premier Disability Cover, Prime Critical Cover, Prime Secure, Power Critical Cover, Pro Lifetime Protector (II) & Secure Flexi Term	Shopping Vouchers	Based on per Incepted Case	S\$30 Shopping Vouchers per Incepted Case
AIA	1-Jan-21	30-Jun-21	30-Jun-21	N.A.	AIA Rewards 2021	Applicable to All products, except HealthShield & all A&H plans	Shopping Vouchers	Based on Weighted APE per Incepted Case	Minimum Weighted APE per Incepted Case: Tier 1: S\$/US\$ 2,000 = S\$100 Tier 2: S\$ / US\$ 3,500 = S\$250 Tier 3: S\$ / US\$ 6,000 = S\$400 Tier 4: S\$ / US\$ 10,000 = S\$800

AIA	1-Jan-21	31-Dec-21	31-Dec-21	TBC in 2022	AIA Convention 2021 ~ New Zealand	Applicable to All products, except HealthShield & all A&H plans	Incentive Trip	Based on Cumulative Issued Weighted APE	Cumulative Issued Weighted APE: 1 ticket = Issued Weighted APE of \$80,000 2 tickets = Issued Weighted APE of \$140,000 <u>2X Booster Credit:</u> <i>Between 01 January to 31 March 2021</i>
AXA	1-Jan-21	31-Mar-21	30-Apr-21	N.A.	AXA 2021 Q1 Full Throttle Incentive	Applicable to All Regular Premium Plans, including all attachable riders & Single Premium Plans (eligible APE at 1% of SP), except Pulsar with premium payment term of 5 to 9 years, AXA Wealth Accelerate with MIP 10 years, Single Premium ILP, Top-up, Recurring SP, AXA Shield & GlobalCare.	Cash Incentives	Based on APE Credits	Cumulative APE Credits: Tier 1: \$5,000 to \$14,999 = 1.88% of Achieved APE Tier 2: \$15,000 to \$34,999 = 3.88% of Achieved APE Tier 3: \$35,000 & above = 8.88% of Achieved APE <i>2X APE Credit Booster on All Non-Par Protection Plans</i> <i>AXA Premier Club Special: Additional Payout on Tier 3 APC Members will receive additional 1% payout</i> <i>APC Elite Members will receive additional 2% payout</i> Cumulative Issued APE:
AXA	1-Jan-21	31-Dec-21	31-Jan-22	TBC in 2022	AXA Convention 2022 ~ Switzerland (Lausanne)	Applicable to All Regular Premium Plans, including all attachable riders & Single Premium Plans (eligible APE at 1% of SP), except Pulsar with premium payment term of 5 to 9 years, AXA Wealth Accelerate with MIP 10 years, Single Premium ILP, Top-up, Recurring SP, AXA Shield & GlobalCare.	Incentive Trip	Based on Issued APE	1 ticket = Issued APE of \$120,000 2 tickets = Issued APE of \$220,000 3 tickets = Issued APE of \$300,000 Each Subsequent ticket = Issued APE of \$80,000 <u>APC Booster:</u> <i>3X APE Credits for Non-Par Protection Plans</i>
AXA	1-Jan-21	31-Dec-21	N.A.	N.A.	AXA Premier Club 2022 Qualification	Applicable to All Regular Premium Plans, including all attachable riders & Single Premium Plans (eligible APE at 1% of SP), except Pulsar with premium payment term of 5 to 9 years, AXA Wealth Accelerate with MIP 10 years, Single Premium ILP, Top-up, Recurring SP, AXA Shield & GlobalCare.	AXA Premier Club 2022 Qualification	Based on APE	AXA Premier Club Elite: S\$280,000 APE AXA Premier Club Member: S\$120,000 APE
Aviva	1-Feb-21	31-Mar-21	31-Mar-21		Aviva FA Cash Incentive ~ Submission Incentive	All applications submitted via EzSub during incentive period	Cash Incentives	Based on per EzSub submission	\$30 per EzSub application submitted
Aviva	1-Feb-21	31-May-21	31-May-21		Aviva FA Cash Incentive ~ Qualifying Life & Health Protection Plans	Applicable to Life Protection and Health Plans: MyProtector-Term Plan II, MyProtector-Decreasing, MyCoreCI Plan II, My MultiPay Critical Illness Plan IV, My Early Critical Illness Plan II, IdealIncome, MyCare/MyCare Plus, MyLongTermCare/ MyLongTermCare Plus, MyShield, MyShield Standard Plan, MyHealthPlus and MyAccidentGuard.	Cash Incentives	Based on Minimum APE per Policy	Minimum APE per Policy: Tier 1: S\$500 APE = S\$50 Tier 2: S\$1,000 APE = S\$100 Tier 3: S\$2,000 APE = S\$250 Tier 4: S\$3,000 APE = S\$400 Tier 5: S\$4,000 APE = S\$600 Tier 6: S\$5,000 APE = S\$900 Tier 7: S\$6,000 APE = S\$1,200
China Life	1-Jan-21	31-Mar-21	21-Apr-21	N.A.	China Life Insurance Singapore Q1 2021 开门红 Sellers' Incentive	Applicable to: Savings / Annuity Series: China Life harvest Income Plan (USD), Lifetime Income Plan (10/15/20/25 pay), SaveForward Endowment Plan, FlexiCash Growth Plan, Except limited tranches premium & policy terms & Protection Series: Whole Life Multiplier Series, Term Guardian Plan & Cancer Guardian Plan	Cash Incentives	For Savings / Annuity: Based on Weighted Premium Tiers from S\$10,000 For Protection: Based on Minimum Premiums of S\$1,000*	For Savings / Annuity Series: S\$10,000 Weighted Premium = 4% S\$20,000 Weighted Premium = 6% S\$30,000 Weighted Premium = 8% For Protection Series: Whole Life Multiplier Series & Term Guardian Plan = 8%, with minimum qualifying premium per policy of S\$2,000 Cancer Guardian Plan = 8%, with minimum accumulated premiums of S\$1,000.

China Taiping	4-Jan-21	30-Apr-21	30-Jul-21	N.A.	China Taiping Ox-picious 2021 Cash Incentives	Applicable to All Plans, except i-Save	Cash Incentives	Based on APE Credits	Cumulative APE Credits: Tier 1: \$50,000 to \$74,999 = 2% of APE Credit Tier 2: \$75,000 to \$99,999 = 4% of APE Credit Tier 3: \$100,000 & above = 5% of APE Credit <i>2X APE Credit Booster & Bonus Cash per Policy for i-Protect (annual mode of minimum premium of \$1,500)</i>
Manulife	1-Jan-21	19-Mar-21	31-Mar-21	N.A.	Manulife LFA Cash Incentive	Applicable to: ReadyPayout Plus, Manulife Educate, Ready LifeIncome, ReadyProtect, ReadyBuilder, RetireReady Plus (II), Manulife Spring, Manulink Investor, Signature Life, Heirloom(VII), Signature Index UL , Signature Index UL Select, InvestReady Wealth(II)*, Manulife Duo* & Manulife SmartRetire (II)* * InvestReady Wealth(II) 10 years, 10 years Flexi & 20 years Flexi, SmartRetire(II) & Manulife Duo qualify for 1.5X Multiplier	Cash Incentives	Based on Weighted Premium Tiers from \$516,000	Qualifying Weighted Premium: Tier 1: \$516,000 to \$536,000 = \$180 Cash Tier 2: \$536,001 to \$560,000 = \$280 Cash Tier 3: \$560,001 & above = \$500 Cash <i>With Every Weighted Premium Tier at \$55,000.</i>
Manulife	1-Feb-21	28-Feb-21	28-Feb-21	N.A.	Manulife CNY Special Incentive (Additional Cash Incentive above & over Manulife LFA Cash Incentive)	Applicable to: ReadyPayout Plus, Manulife Educate, Ready LifeIncome, ReadyProtect, ReadyBuilder, RetireReady Plus (II), Manulife Spring, Manulink Investor, Signature Life, Heirloom(VII), Signature Index UL , Signature Index UL Select, InvestReady Wealth(II)*, Manulife Duo* & Manulife SmartRetire (II)* * InvestReady Wealth(II) 10 years, 10 years Flexi & 20 years Flexi, SmartRetire(II) & Manulife Duo qualify for 1.5X Multiplier	Cash Incentives	Based on Weighted Premium Tiers from \$520,000	Qualifying Weighted Premium: Tier 1: \$520,000 to \$536,000 = \$168 Cash Tier 2: \$536,001 to \$560,000 = \$468 Cash Tier 3: \$560,001 & above = \$1,288 Cash <i>With Every Weighted Premium Tier at \$55,000.</i>
Tokio Marine	4-Jan-21	31-Mar-21	31-Mar-21	N.A.	Tokio marine 2021 #goGetter FA Q1 Incentive	Applicable to: Investment Series: #goClassic & TM Atlas Wealth & Protection Series: TM Term Assure (II), TM MultiCare, TM EarlyCover, TM PA, TM Protect1, TM Protect PA & TM ProtectCancer	Cash Incentives	Based on APE in respective series category	For Investment Series: Tier 1: < \$512,000 per case = \$100 Tier 2: < \$524,000 per case = \$250 Tier 3: < \$536,000 per case = \$600 Tier 4: < \$548,000 per case = \$1,000 Tier 5: \$548,000 & above per case = \$1500 Achieve \$5100,000 in total cumulative APE = Bonus \$8,888 Cash Incentive For Protection Series: Tier 1: \$56,000 to \$59,999 Cumulative APE = \$250 Tier 2: \$510,000 to \$514,999 Cumulative APE = \$500 Tier 3: \$515,000 & above Cumulative APE = \$2,000

Advisers Incentives Campaigns as of 17 Feb 2021