



Summary of Annualised Premium Vs Actual Commission Received & The Actual % Commission Rate Received

Insurance Company	Average 1st Year Annualised Premium \$ (Payable by clients)	Average Commission Actually Received by Licensee for Policy Implementation \$	Average Gross Initial Upfront Commission %	Effective Commission Rate of 1st Year Annualised Premium % Paid to Licensee (Before Clawbacks)	Current Effective Rate Net of Clawbacks (Year 1)	Proposed Effective Rate Net of Clawbacks (Year 2)	Proposed Effective Rate Net of Clawbacks (Year 3)
Company A	1,619	1,703	121%	105.19%	91.51%	-	-
Company B	1,284	1,068	114%	83.18%	72.36%	-	-
Company C	1,624	1,447	115%	89.10%	77.52%	-	-
Company D	1,551	1,352	110%	87.17%	75.84%	-	-
Company E	1,671	1,298	100%	77.68%	67.58%	-	-
Company F	1,097	837	115%	76.30%	66.38%	-	-
Company G	1,466	1,346	115%	91.81%	79.88%	-	-
Company H	1,481	1,385	121%	93.52%	81.36%	-	-
Company I	1,198	1,082	116%	90.32%	78.58%	-	-
Company J	1,669	1,656	113%	99.22%	86.32%	-	-
Company K	1,239	1,258	123%	101.53%	88.33%	-	-
Company L	1,664	1,467	110%	88.16%	76.70%	-	-
Average (3225 records weighted accordingly)	1,494	1,342	114.11%	89.83%	78.15%		

Proposed Commission Payable based on the Historical Data above & The New Proposed Effective Rate Net of Clawbacks

Proposed Commission Rate (88% incl GST)	1,494	1,034.93	88%	69.27%	60.27%	55.57%	53.40%
Proposed Commission Rate (80% Incl GST)	1,494	940.85	80%	62.98%	54.79%	50.51%	48.54%
Proposed Commission Rate (77% Incl GST)	1,494	905.56	77%	60.61%	52.73%	48.62%	46.72%
Proposed Commission Rate (70% Incl GST)	1,494	823.24	70%	55.10%	47.94%	44.20%	42.48%
Proposed Commission Rate (66% Incl GST)	1,494	776.20	66%	51.95%	45.20%	41.67%	40.05%
Proposed Commission Rate (60% Incl GST)	1,494	705.63	60%	47.23%	41.09%	37.89%	36.41%

Assumed Clawback Rate	13.00%				13.00%	13.00%	13.00%
Proposed Responsibility Period & Incorporating the 3 Year Scaled Clawback %					100%	60%	30%

This data was analysed by Life Insurance Direct Australia Pty Ltd ("lifeinsurancedirect.com.au") AFSL 473135 from records of over 3000 retail client transactions with Life Insurance Companies from June 2012 to June 2015. While lifeinsurancedirect.com.au has exercised reasonable care and diligence in compiling and publishing this information it has only been prepared for illustrative purposes. If you identify an error please inform us and we will correct it immediately but, to the extent permitted by law, we accept no liability for a third-party's reliance on this information.