

## Compensation Grid

In the following Compensation Grids, the Commission Percentage listed is the maximum compensation received by Ladenburg Thalmann & Co., Inc. Financial Professionals associated with Ladenburg Thalmann & Co., Inc. receive less compensation than the percentage listed.

### MUTUAL FUNDS:

Your Financial Professional (FP) receives a percentage of the following sales and trail commissions when you purchase an A or C share class mutual fund.

A sales commission is a sales charge paid by you based on the mutual fund investment you purchase. A trail commission (trail or 12b-1 trail) is an ongoing fee paid by the mutual fund sponsor for each year that you hold the mutual fund investment.

#### SALES COMMISSION:

MUTUAL FUND A-SHARE PURCHASE AMOUNT	COMMISSION PERCENTAGE
LESS THAN \$25,000	5.0%
\$25,000 TO \$49,999	4.5%
\$50,000 TO \$99,999	4.0%
\$100,000 TO \$249,999	3.5%
\$250,000 TO \$499,999	2.5%
\$500,000 TO \$749,999	2.0%
\$750,000 TO \$999,999	1.5%
\$1 MILLION AND ABOVE	1.0%

MUTUAL FUND C-SHARE PURCHASE AMOUNT	COMMISSION PERCENTAGE
ALL PURCHASE AMOUNTS	1.0%

#### TRAIL COMMISSION:

MUTUAL FUND A, C AND R-SHARE ASSETS	COMMISSION PERCENTAGE*
EQUITY MUTUAL FUND A SHARES	0.25%
FIXED INCOME MUTUAL FUND A SHARES	0.15% to 0.25%
C SHARES	1.0%
R SHARES	0.25% to 1.0%*

\* Dependent on what the retirement plan sponsors allow to be offered in their plans' accounts.

**Note:** This applies to 529 plan investment commissions as well.

**ANNUITIES:**

Your FP receives a percentage of the following sales and trail commissions when you purchase a B share class annuity. Your FP will be able to select from different commission options and the commissions vary based on your age, but your expense ratio in the annuity contract will be the same no matter what commission option your FP chooses.

A sales commission is a sales charge paid by you based on the annuity contract you purchase. A trail commission (trail) is an ongoing fee paid by the annuity sponsor (insurance carrier) for each year that you hold the annuity contract.

**VARIABLE ANNUITIES B Share Class**

OWNER ISSUE AGE:	OPTION A: COMMISSION %	OPTION B: COMMISSION %	OPTION C: COMMISSION %	OPTION D: COMMISSION %	OPTION E: COMMISSION %
0 – 80	7.0% Sales / 0% Trail	5.5% Sales / 0.25% Trail	4.5% Sales / 0.50% Trail	3.5% Sales / 0.75% Trail	2.0% Sales / 1.0% Trail
81 – 85	3.5% Sales / 0% Trail	2.5% Sales / 0.25% Trail	1.75% Sales / 0.50% Trail	1.0% Sales / 1.0% Trail	
86 +	1.75% Sales / 0% Trail	1.25% Sales / 0.25% Trail	0.50% Sales / 0.50% Trail		

**VARIABLE ANNUITIES C Share Class**

OWNER ISSUE AGE:	COMMISSION %
0 – 80	1.0% Sales / 1.0% Trail
81 – 85	0.5% Sales / 1.0% Trail
86+	0.5% Sales / 0.50% Trail

**(IOVA) INVESTMENT ONLY VARIABLE ANNUITIES**

OWNER ISSUE AGE:	OPTION A: COMMISSION %	OPTION B: COMMISSION %	OPTION C: COMMISSION %	OPTION D: COMMISSION %	OPTION E: COMMISSION %
0 – 80	6.0% Sales / 0% Trail	5.25% Sales / .40% Trail (starting month 61)	3.5% Sales / 0.50% Trail	1.25% Sales / 1.0% Trail	4.5% Sales / 0.25% Trail (month 13 – 60) / 0.50% trail month 61+
81 – 85	3.0% Sales / 0% Trail	2.5% Sales / 0 .40% Trail (starting month 61)	1.75% Sales / 0.50% Trail	1.0% Sales / 1.0% Trail	
86 +	1.5% Sales / 0% Trail	1.1% Sales / 0.25% Trail	0.75% Sales / 0.50% Trail	0.50% Sales / 1.0% Trail	

**(RILA) REGISTERED INDEX LINKED ANNUITIES**

<b>OWNER ISSUE AGE:</b>	<b>OPTION A: COMMISSION %</b>	<b>OPTION B: COMMISSION %</b>	<b>OPTION C: COMMISSION %</b>	<b>OPTION D: COMMISSION %</b>
<b>0 – 80</b>	6.0% Sales / 0% Trail	4.5% Sales / 0.25% Trail	3.5% Sales / 0.50% Trail	1.0% Sales / 1.0% Trail
<b>81 – 85</b>	3.0% Sales / 0% Trail	2.25% Sales / 0.25% Trail	1.75% Sales / 0.50% Trail	0.5% Sales / 1.0% Trail
<b>86 +</b>	1.5% Sales / 0% Trail	1.1% Sales / 0.25% Trail	0.75% Sales / 0.5% Trail	0.25% Sales / 1.0% Trail

**NON-TRADITIONAL GUARANTEED INCOME SOLUTIONS**

<b>OWNER ISSUE AGE:</b>	<b>OPTION A: COMMISSION %</b>	<b>OPTION B: COMMISSION %</b>	<b>OPTION C: COMMISSION %</b>
<b>0 – 80</b>	5.0% Sales / 0% Trail	3.0% Sales / 0.50% Trail	1.0% Sales / 1.0% Trail
<b>81 – 85</b>	2.5% Sales / 0% Trail	1.5% Sales / 0.50% Trail	1.0% Sales / 1.0% Trail
<b>86 +</b>	1.25% Sales / 0% Trail		0.25% Sales / 1.0% Trail

All trails begin in the 13<sup>th</sup> month unless noted in the charts.

## ALTERNATIVE INVESTMENTS:

Your FP receives a percentage of the following sales and trail commissions when you purchase one of the below types of alternative investments.

A sales commission is a sales charge paid by you based on the type of alternative investment you purchase. A trail commission (trail) is an ongoing fee paid by the investment sponsor for each year that you hold the annuity contract.

### COMMISSION:

INVESTMENT TYPE:	SALES: COMMISSION %	TRAILS: COMMISSION %
PUBLICLY REGISTERED REITS	3.0%	3.0% / PAID OVER 4 YEARS
PUBLICLY REGISTERED BDCS	3.0%	3.0% / PAID OVER 4 YEARS
NON-TRADED CLOSED-END FUNDS	3.0%	3.0% / PAID OVER 4 YEARS
NON-TRADED PREFERRED EQUITY	7%	0%
PRIVATE PLACEMENT - REAL ESTATE	5.50%	0%
PRIVATE PLACEMENT - HEDGE FUNDS	2.0%*	0.75% / AS LONG AS INVESTMENT IS HELD
PRIVATE PLACEMENT – PRIVATE EQUITY	5.50%	0%
PRIVATE PLACEMENT – OIL & GAS DRILLING	5.00%	0%
PRIVATE PLACEMENT – MANAGED FUTURES	0%	0.167% MONTHLY/ 2.0% ANNUALLY
PRIVATE PLACEMENT – 1031 EXCHANGE	5.00%	0%
EQUIPMENT LEASING	5.50%	0%
PRIVATE EQUITY (FUND OF FUNDS)	2.0%*	0.75% / AS LONG AS INVESTMENT IS HELD
HEDGE FUNDS (FEEDER FUNDS)	2.0%*	0.65% / AS LONG AS INVESTMENT IS HELD

\*Waivers of the upfront commission will be considered for clients who are considered 'Institutional Investors'.



**FIXED INCOME\*:**

As an example, when you buy or sell a bond, your FP determines their sales commission based on the time to maturity for the bond, and they will receive a percentage of that commission. Your FP cannot go over the maximum percentage stated in the chart below.

A sales commission is a sales charge paid by you based on the fixed income investment you purchase or sell.

**COMMISSION (Bonds):**

INVESTMENT PURCHASE AMOUNT:	TIME TO MATURITY: <b>0 – 5 YEARS</b> MAX COMMISSION %	TIME TO MATURITY: <b>5 – 10 YEARS</b> MAX COMMISSION %	TIME TO MATURITY: <b>&gt; 10 YEARS</b> MAX COMMISSION %
<b>\$0 - \$25,000</b>	1.50%	2.25%	2.75%
<b>\$25,001 - \$50,000</b>	1.25%	2.00%	2.50%
<b>\$50,001 - \$100,000</b>	1.00%	1.75%	2.25%
<b>\$100,001 - \$500,000</b>	.75%	1.50%	2.00%
<b>\$500,001 AND UP</b>	.375%	.75%	1.00%

\*When you purchase a Unit Investment Trust (UIT), your FP receives a sales commission that is determined by the investment sponsor company. When you sell a UIT, your FP receives a \$45 flat commission.



## STRUCTURED PRODUCTS:

As an example, when you buy or sell a Market-Linked CD (MLCD), Principal-Protected Note (PPN) or a Non-Principal Protected Note (NPPN), your FP determines their sales commission based on the time to maturity for the product, and they will receive a percentage of that commission. Your FP cannot go over the maximum percentage stated in the chart below.

A sales commission is a sales charge paid by you based on the structured product investment you purchase or sell.

### COMMISSION:

<u>Maturity</u>	<u>MLCDs</u>	<u>PPNs</u>	<u>NPPNs</u>
<b>1 Year</b>	1.50%	1.50%	1.75%
<b>2 Years</b>	1.75%	1.75%	2.00%
<b>3 Years</b>	2.00%	2.00%	2.25%
<b>4 Years</b>	2.25%	2.25%	2.50%
<b>5 Years</b>	2.50%	2.50%	2.75%
<b>6 Years</b>	2.75%	2.75%	3.00%
<b>7 Years</b>	3.00%	3.00%	3.25%

## STOCKS AND ETFS:

When you buy or sell a stock or ETF, your FP determines their sales commission based on the asset amount you purchase or sell, and they will receive a percentage of that commission. Your FP cannot go over the maximum percentage stated in the chart below.

A sales commission is a sales charge paid by you based on the stock or ETF asset amount you purchase or sell.

### COMMISSION:

<b>INVESTMENT ASSET AMOUNT:</b>	<b>MAX COMMISSION %</b>
\$0 - \$1,000	\$50.00 flat max amount
\$1,001 - \$5,000	4.20% or \$95.00 flat max amount
\$5,001 - \$10,000	2.40%
\$10,001 - \$50,000	1.42%
\$50,001 - \$250,000	0.68%
\$250,001 AND UP	0.30%*

**Note:** There is a minimum \$50 commission applied to all trades.

Exception: Institutional Accounts

Securities are offered through Ladenburg Thalmann & Co. Inc., a registered broker dealer and member of FINRA and SIPC., and investment advisory services are offered through Ladenburg Thalmann Asset Management Inc., a registered investment advisor and member of the SEC.



**THIRD PARTY CUSTODIAL IRA PLATFORM:**

Your FP receives a percentage of the following sales and trail commissions when you purchase a mutual fund on the third-party custodial IRA platform.

A sales commission is a sales charge paid by you based on the mutual fund investment you purchase. A trail commission (trail) is an ongoing fee paid by the platform sponsor starting in the 13<sup>th</sup> month for each year that you hold the mutual fund investment.

**COMMISSION:**

<b>SALES COMMISSION:</b>	<b>TRAIL COMMISSION %</b>
1.0%	0.50% (starting in the 13 <sup>th</sup> month)

**VARIABLE LIFE INSURANCE:**

When you buy variable life insurance, your FP determines their sales commission based on the target premium of the contract and they will receive a percentage of that commission. Your FP cannot go over 100% of the target premium when determining the commission.