

Revenue Sharing Information

Revenue Sharing from Mutual Fund Families

PFS Investments Inc. (“PFSI”) expects to receive a mutual fund support fee, or what has come to be called a revenue sharing payment, from each of the fund families on PFSI’s Platform. We do not have revenue-sharing agreements with non-Platform fund families. Revenue sharing payments are paid out of the investment adviser’s or other fund affiliate’s assets and not from the fund’s assets. The assets of the investment adviser or other fund affiliate, however, may be in part derived from services provided to the fund and paid for out of the fund's assets. It is important to note that neither our representatives, nor their supervisors, receive any additional compensation as a result of these payments.

All revenue sharing arrangements are subject to change at any time. For more information, please refer to a fund’s description of its revenue sharing practices, usually included in its prospectus or Statement of Additional Information.

Expected 2020 Revenue Sharing from Mutual Fund Families

Generally, for 2020 we expect the revenue sharing arrangements resulting in the largest payments to PFSI to consist of: (i) a one-time payment of up to .25 percent (25 basis points) of an investor’s purchase amount, and (ii) a quarterly payment of up to .0175 percent (1.75 basis points) for as long as the fund family retains the investor’s assets. On an investment of \$10,000 (none of which is invested in the money market fund discussed below), the maximum revenue sharing payment PFSI would receive would be a one-time payment of \$25, and \$1.75 for each quarter that the fund retains the assets. For the Platform Funds, the revenue sharing arrangements range from 0 to .25 percent on sales, and from .05 to .07 percent on assets. These revenue sharing arrangements vary and some fund family affiliates will pay less.

Separately, PFSI receives additional revenue sharing on investments in the Legg Mason Western Asset Government Reserves A2 Money Market Fund. The maximum revenue sharing payment PFSI could receive is .044 percent (4.4 basis points) per quarter on average daily assets invested in the fund. Accordingly on an investment of \$10,000, PFSI could receive a maximum payment of \$4.40 for each quarter that the fund retains the assets. PFSI may receive less depending on market and interest rate dynamics or other factors determined by the investment advisor to the fund.

2019 Revenue Sharing from Mutual Fund Families

Following are the fund families from which PFSI received revenue sharing payments in 2019, arranged in order of the amount of revenue sharing paid to PFSI in 2019: Legg Mason Funds, Invesco, Franklin Templeton Investments, Amundi Pioneer, American Funds, Fidelity Advisor Funds, and American Century Funds.

Revenue Sharing from Annuity Companies

Primerica receives additional compensation from the issuers of the variable, index-linked variable and fixed indexed annuities we offer to the public for providing marketing, training and administrative services in support of the products. The amount of compensation is determined by the particular arrangement between Primerica and each issuer. In addition, Primerica is eligible for a bonus payment from certain providers if aggregate premium payments into their products in any calendar year exceed a designated amount. It is important to note that neither our representatives, nor their supervisors, receive any additional compensation as a result of these payments.

All revenue sharing arrangements are subject to change at any time. For more information, please refer to an insurance company's description of its compensation practices.

Expected 2020 Revenue Sharing from Annuity Companies

Generally, the arrangement resulting in the most compensation to Primerica per annuity sale requires the following: (i) a one-time payment of 1.25% (125 basis points) of an investor's premium payments and (ii) a monthly payment of 0.095% (9.5 basis points) of the total assets in a contract for as long as the insurance company retains the assets. For example, on a premium payment of \$10,000 into any variable, index-linked variable or fixed indexed annuity offered by Primerica, the largest additional compensation payment Primerica could receive would be (i) a one-time payment of \$125 and (ii) \$0.80 for each month that the insurance company retains the assets (assuming no change in the market value of the assets). The amount of compensation is determined by the particular arrangement between Primerica and each issuer. In addition, Primerica is eligible for a bonus payment from certain providers if aggregate premium payments into their products in 2020 exceed a designated amount.

2019 Revenue Sharing from Annuity Companies

Following are the annuity companies from which PFSI received revenue sharing payments in 2019, arranged in order of the amount of revenue sharing paid to PFSI in 2019: Brighthouse Financial, Lincoln Financial, AIG, and AXA/EQUITABLE.