

# Bupa Health Clinics Intermediaries Commission Table

January 2026



## Contents

- Health Clinics Business: Notes to Bupa Health Clinics General Business Commission Table
- Group Schemes
- Affinity Schemes
- Individual Schemes

## Notes to Bupa Health Clinics General Business Commission Table

This applies to the Bupa Health Clinics Business only.

- Commission Rate: Where a percentage figure is given, this refers to the relevant percentage of the invoice amount payable as product is purchased or utilised.
- This table must be read in conjunction with, and is subject to, Bupa Health Clinic's Terms of Business Agreement and Commission Policy ("Agreement and Commission Policy"). In case of inconsistency between this document and the Agreement and Commission Policy, the Agreement and Commission Policy will take precedence.

## Group Schemes

| Scheme Type              | New Business and subsequent renewal Commission Rate | Existing Bupa Business brought in on a direct basis | Existing Bupa Business brought in by an intermediary |
|--------------------------|-----------------------------------------------------|-----------------------------------------------------|------------------------------------------------------|
| Health assessments       | 10%                                                 | 0%                                                  | 10%                                                  |
| EAP                      | 10%                                                 | 0%                                                  | 10%                                                  |
| Mental Health            | 10%                                                 | 0%                                                  | 10%                                                  |
| GP Bundle                | 10%                                                 | 0%                                                  | 10%                                                  |
| Menopause & period plans | 10%                                                 | 0%                                                  | 10%                                                  |
| All other Primary care   | 5%                                                  | 0%                                                  | 5%                                                   |
| Onsite business          | 0%                                                  | 0%                                                  | 0%                                                   |

- Qualifying criteria must be met for these rates to apply.
- Business that initially joined Bupa Health Clinics on a direct basis is not eligible for commission unless the intermediary can demonstrate, in Bupa's opinion, a positive change.

Onsite business is paid at the New Business Commission Rate and subsequent renewal Commission Rate of nil. However, Bupa may, in its absolute discretion, if requested by the Customer or by the intermediary, who by making the request is confirming that they have any necessary client consent/s to do so, (and upon production of evidence satisfactory to Bupa of such consent/s if requested by Bupa), pay commission to the intermediary. If Bupa agrees, Bupa shall increase the Net Subscriptions payable to cover the cost of the commission.

| Affinity Schemes<br>Scheme Type | New Business and subsequent<br>renewal Commission Rate |
|---------------------------------|--------------------------------------------------------|
| Health assessments              | 10%                                                    |
| EAP                             | 10%                                                    |
| Mental Health                   | 10%                                                    |
| GP Bundle                       | 10%                                                    |
| Menopause & period plans        | 10%                                                    |
| All other Primary care          | 5%                                                     |
| Onsite business                 | 0%                                                     |

## Individual Schemes

| Scheme Type              | New Business and subsequent<br>renewal Commission Rate |
|--------------------------|--------------------------------------------------------|
| Health assessments       | 10%                                                    |
| Mental Health            | 10%                                                    |
| GP Bundle                | 10%                                                    |
| Menopause & period plans | 10%                                                    |
| All other Primary care   | 5%                                                     |