Exam Pass Rate at First Attempt by Course Provider from August 1st, 2017 to July 31st, 2018:

<table>
<thead>
<tr>
<th>Competency</th>
<th>Ethics Civil Code</th>
<th>Ethics Common Law</th>
<th>Life Insurance</th>
<th>A&amp;S</th>
<th>Seg. Funds</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Number of Candidates</td>
<td>Pass Rate</td>
<td>Number of Candidates</td>
<td>Pass Rate</td>
<td>Number of Candidates</td>
</tr>
<tr>
<td>NATIONAL</td>
<td>2434</td>
<td>84%</td>
<td>13785</td>
<td>92%</td>
<td>14206</td>
</tr>
<tr>
<td></td>
<td>89</td>
<td>92%</td>
<td>642</td>
<td>98%</td>
<td>658</td>
</tr>
<tr>
<td></td>
<td>N/A</td>
<td>N/A</td>
<td>1211</td>
<td>84%</td>
<td>1191</td>
</tr>
<tr>
<td></td>
<td>333</td>
<td>82%</td>
<td>839</td>
<td>93%</td>
<td>51</td>
</tr>
<tr>
<td></td>
<td>137</td>
<td>97%</td>
<td>344</td>
<td>100%</td>
<td>399</td>
</tr>
<tr>
<td></td>
<td>39</td>
<td>95%</td>
<td>N/A</td>
<td>N/A</td>
<td>38</td>
</tr>
<tr>
<td></td>
<td>297</td>
<td>91%</td>
<td>2455</td>
<td>91%</td>
<td>2475</td>
</tr>
<tr>
<td></td>
<td>579</td>
<td>87%</td>
<td>N/A</td>
<td>N/A</td>
<td>594</td>
</tr>
<tr>
<td></td>
<td>44</td>
<td>89%</td>
<td>60</td>
<td>93%</td>
<td>48</td>
</tr>
<tr>
<td></td>
<td>N/A</td>
<td>N/A</td>
<td>92</td>
<td>100%</td>
<td>119</td>
</tr>
<tr>
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<td>96</td>
<td>83%</td>
<td>4315</td>
<td>93%</td>
<td>4272</td>
</tr>
<tr>
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<td>557</td>
<td>71%</td>
<td>3065</td>
<td>89%</td>
<td>3614</td>
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<tr>
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<td>N/A</td>
<td>262</td>
<td>91%</td>
<td>262</td>
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<tr>
<td></td>
<td>58</td>
<td>74%</td>
<td>234</td>
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<tr>
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<td>97</td>
<td>88%</td>
<td>253</td>
<td>96%</td>
<td>346</td>
</tr>
</tbody>
</table>

N/A: The results that relate to fewer than 30 candidates are not considered significant statistically and are omitted.