



AIA Hong Kong

1/F, AIA Hong Kong Tower,
734 King's Road,
Quarry Bay, Hong Kong
T: (852) 2881 3333
AIA.COM.HK

5 February 2021

Chau Chik Tak
Parich Wealth Management Ltd.
23/F
Lee Garden Five
18 Hyson Avenue
Causeway Bay, HK

Dear Business Partner,

Removal of Override Commission for Selected Products

We would like to advise you that the override commission for below products ("Affected Products") will be removed with effect from 8 February 2021, and the compensation figures stated in the Schedule of Commission previously applied to your company shall be replaced and superseded by the figures in the appendix.

Affected Products

- Executive Care Pro 2 – All premium terms
- Multiple Care Pro 2 – All premium terms
- Prime Care Pro 2 – All premium terms
- Smart Elite Ultra – All premium terms
- Single Premium Whole Life AP
- Excel Graded Premium Whole Life AP
- Excel Kid's Choice AP
- Golden Years Income Plan – All premium terms
- Kiss Kids Education Plan – All premium terms
- Life Endowment Special AP
- Special Target Saver Plus
- Triennial Life Endowment Special AP

The compensation table listed in the appendix is subject to discontinuance or change on notice to you in writing by us, and subject to the rules aforesaid, such discontinuance or change shall apply only to policy(ies) issued after the effective date of such notice is given.

Subject to the variations, deletions and/or amendments as contained in this letter, the terms and conditions as stated in the Broker's Contract and the Schedule of Commission shall remain unchanged in all respects and continue to apply.

Should you have any question regarding the above, you are most welcome to discuss with our Partnership Development Manager.

Yours sincerely,

Celine Lee
Head of Brokerage, IFA & HNW Distribution

Encl.



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Appendix

New Override Commission Rate (OR %) for Affected Products:

Product Category	Product Name ¹	1st Policy Year OR%	2nd Policy Year OR%
Critical Illness (CI)	Executive Care Pro 2 – All premium terms	0%	0%
	Multiple Care Pro 2 – All premium terms	0%	0%
	Prime Care Pro 2 – All premium terms	0%	0%
	Smart Elite Ultra – All premium terms	0%	0%
Protection (PR)	Single Premium Whole Life AP	0%	0%
	Excel Graded Premium Whole Life AP	0%	0%
	Excel Kid's Choice AP	0%	0%
Saving (SA)	Golden Years Income Plan – All premium terms	0%	0%
	Kiss Kids Education Plan – All premium terms	0%	0%
	Life Endowment Special AP	0%	0%
	Special Target Saver Plus	0%	0%
	Triennial Life Endowment Special AP	0%	0%

Note:

- When a plan is specifically named under the above "Product Name" column, the corresponding compensation rate in the third and forth column, if any, of the same table shall apply. In such event, the "Product Category" rate shall not be applicable to that particular plan accordingly.

Supplementary Notes:

No commission is payable to the Broker on:-

- any premiums (or any part thereof) so waived by the Company pursuant to the terms of the policy and/or its rider; and
- any extra premium charged by the Company due to temporary loading.

Remarks:

- At any point in time, the total commission paid or payable (which includes all other remuneration in connection with the placement of policy, if any) since policy issue must not exceed total premium received by the Company since policy issue.
- The Company shall withhold such amount or portion (if any) of the commissions which exceed the total amount of premium received by it ("Excess Commission").
- Additional premium subsequently received by the Company will trigger release to the Broker of an equivalent amount (or a lesser sum, as the case may be) of the Excess Commission so withheld (if any), provided always that the rule under paragraph (1) hereof must be observed.