



AIA Hong Kong

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Memo

Attn: All Business Partners (For CEs only)

From: Roy Suen

Dept: Partnership Distribution

Date: 16 July 2020

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Subject: **Ref A2020264 – Compensation of Bonus Power Plan Vantage (BPV)**

We would like to advise you that the compensation for your company on the new product launch of **Bonus Power Plan Vantage** is as follows:

Broker Compensation							
Category: Saving (SA)	• Bonus Power Plan Vantage						
	Premium Payment Term	Issue Age	Commission (% of Premium)				Compensation Percentage of Commission
	5	15 days- 60	25.0%	5.0%	2.0%	-	As Per Broker Contract
		61	24.5%	5.0%	2.0%	-	
		62	24.0%	5.0%	2.0%	-	
		63	23.5%	5.0%	2.0%	-	
		64	23.0%	5.0%	2.0%	-	
		65	22.5%	5.0%	2.0%	-	
		66	22.0%	5.0%	2.0%	-	
		67	21.5%	5.0%	2.0%	-	
		68	21.0%	5.0%	2.0%	-	
		69	20.5%	5.0%	2.0%	-	
		70	20.0%	5.0%	2.0%	-	
		71	19.0%	5.0%	2.0%	-	
		72	18.0%	5.0%	2.0%	-	
		73	17.0%	5.0%	2.0%	-	
		74	16.0%	5.0%	2.0%	-	
		75	15.0%	5.0%	2.0%	-	
	10	15 days- 60	35.00%	10.0%	3.0%	3.0%	As Per Broker Contract
		61	34.25%	10.0%	3.0%	3.0%	
		62	33.50%	10.0%	3.0%	3.0%	
		63	32.75%	10.0%	3.0%	3.0%	
		64	32.00%	10.0%	3.0%	3.0%	
		65	31.25%	10.0%	3.0%	3.0%	
		66	30.50%	10.0%	3.0%	3.0%	
		67	29.75%	10.0%	3.0%	3.0%	
		68	29.00%	10.0%	3.0%	3.0%	
		69	28.25%	10.0%	3.0%	3.0%	
		70	27.50%	10.0%	3.0%	3.0%	

Note: "AIA Hong Kong" or "AIA" or "Company" or "We" as used herein refers to AIA International Limited (Incorporated in Bermuda with limited liability).

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Broker Compensation		
	Riders (Attached to Bonus Power Plan Vantage)	
	Expert Term Rider / Wisdom Term Rider / HS80 (Macau Only) / HB / ADB / ADD / AI / SADD	Policy Year
		1
		2
		3-6
	Commission (% of Premium)	
	46%	
	17%	
	5%	
CEO5 / CEOE2 / SGHR2 / CG2 / Metro Trio / PAC Select 2 / VHIS Flexi / VHIS Prime / APOR		Follow their own commission scale
WP / WPCI Pro / PB / PBCI Pro		Follow BPV commission scale (if on rider, follow riders' commission scale)
Enhanced Commission		<ul style="list-style-type: none">Applicable
FYC Adjustment		<ul style="list-style-type: none">Product Grouping : Group 3 Regular Premium (101 Linked and Traditional Savings)Follow existing rules

This new compensation shall apply to new business of **Bonus Power Plan Vantage** submitted to us (until any further notice), and this memo shall be subject to, and read in conjunction with, our Broker's Contract (together with the Schedule of Commission with you).

Should you have any queries, please feel free to contact our colleagues of Brokerage & IFA Services.

Best regards,

Roy Suen
Chief Partnership Distribution Officer