

**AIA Hong Kong**

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AIA.COM.HK

22 April 2021

Parich Wealth Management Limited
23/F
Lee Garden Five
18 Hyson Avenue
Causeway Bay, HK

Dear Mr. Chau

Quality Bonus 2020

As your valued partner, we continually strive to put the interests of you and your customer first. The best business quality you deliver, the best business result you can achieve. In appreciation of your effort to maintain best business quality in 2020, we are delighted to announce that Quality Bonus 2020 will be payable in April 2021. Please refer below for details.

Calculation of Quality Bonus:

Quality bonus is payable as a percentage of earned First Year Commission (FYC) and Enhanced Commission (Extra 10%) for the period of 1 January to 31 December of 2020, based on the Persistency Rate as of March 2021 by according to the below scale.

Persistency Rate (As of March 2021)	Entitled Bonus Rate %
95% to 100%	10.0%
90% to <95%	7.5%
85% to <90%	5.0%
0% to <85%	0%

Quality Bonus is only applicable to 6 product categories including Critical illness (CI), Medical (ME), Protection (PR), Saving (SA), Other Life (NT), Vitality (VT) and is equal to summation of (FYC + Extra 10%) within 2020 x Entitled Bonus rate%. The final payment amount in HK\$ is calculated based on the exchange rate on 31 March 2021 and will be paid on 23 April 2021 – March major payroll.

Your Entitlement:

Persistency Rate% (as of March 2021) : 99.82%
Entitled Bonus Rate % : 10.0%
Final entitled Quality Bonus (HK\$) : Please refer to broker statement for March in details

In the event of any disputes, AIA's decision shall be final and conclusive.

Should you have any queries, please feel free to contact your Partnership Development Manager(s).

Once again, thank you for your unwavering support of our partnership, and we look forward to seeing our partnership continue to grow.

Yours sincerely,

Celine Lee
Head of Brokerage, IFA & HNW Distribution