

**AIA Hong Kong**

AIA Financial Centre,
712 Prince Edward Road East,
Kowloon, Hong Kong
T: (852) 2881 3333
AIA.COM.HK

Memo

Attn: All Business Partners (For ROs only)

From: Roy Suen

Dept: Partnership Distribution

Date: 9 April 2020

Total page: 1

Subject: **Ref A2021124 - Compensation of EasyGuard Care Essence**

We would like to advise you that the compensation for your company on the new product launch of **EasyGuard Care Essence** is as follows:

Broker Compensation			
Product Category: Critical Illness	• EasyGuard Care Essence		
	Commission (% of Premium)		Compensation Percentage of Commission
	1st Policy Year	2nd Policy Year	3rd – 6th Policy Year
	30%	10%	5%
	As Per Broker Contract		
Extra 10%		Not Applicable	
High Issue Age FYC Adjustment		Not applicable	
FYC Adjustment		Regular Premium - A&H - Critical Illness (Group 4)	

This new compensation shall apply to new business of **EasyGuard Care Essence** 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