

**AIA Hong Kong**

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# Memo

Attn: All Business Partners (For ROs only)

From: Roy Suen

Dept: Partnership Distribution

Date: 15 April 2021

Total page: 1

Subject: **Ref A2021130 - Compensation of Silvery Protect**

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

Broker Compensation					
<b>Product Category:</b>	• <b>Silvery Protect</b>				
<b>Other Life (NT)</b>					
	<b>Premium Payment Period (Years)</b>	<b>Commission (% of Premium)</b>			
		<b>1<sup>st</sup> Policy Year</b>	<b>2<sup>nd</sup> Policy Year</b>	<b>3<sup>rd</sup> - 6<sup>th</sup> Policy Year</b>	<b>7<sup>th</sup> Policy Year and Onwards</b>
	Up to age 80	40.5%	18%	18%	20%
	<b>Compensation Percentage of Commission</b>				
	As Per Broker				
<b>Enhanced Commission (extra 10%)</b>		• Applicable			
<b>High Issue Age FYC Adjustment</b>		• Not Applicable			
<b>FYC Adjustment</b>		• Regular Premium - A&H - Accident (Group 6)			

This new compensation shall apply to new business of **Silvery Protect** 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