



AIA Hong Kong

AIA Financial Centre,
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Memo

Attn: All Business Partners (For ROs only)

From: Roy Suen

Dept: Partnership Distribution

Date: 19 August 2021

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Subject: **Ref A2021239 - Compensation of Serene Life and Serene Life (Annual Dividends)**

We would like to advise you that the compensation for your company on the new product launch of **Serene Life and Serene Life (Annual Dividends)** is as follows:

Broker Compensation						
Product Category:	• Serene Life and Serene Life (Annual Dividends)					
Protection	Premium Payment Period (Years)	Commission (% of Premium)			Compensation Percentage of Commission	
		1st Policy Year	2nd Policy Year	3rd - 6th Policy Year		
		5-year	15%	3%	3% (applicable for year 3-5)	As Per Broker Contract
		10-year	29%	5%	3%	
	25-year	54%	15%	3%		
	• Riders (Attached to Serene Life and Serene Life (Annual Dividends))					
	WP, EAPWP, PB, WPCI Pro and PBCI Pro		Follow commission scale of basic plan (if on rider, follow riders' commission scale)			
CEO5, SGHR2, CG2, PACS2, VHIS Flexi, VHIS Privilege, Metro-Trio Series, Privilege Medical (available in Macau only), SCER		Follow their own commission scale				
ECIR Pro, HB, HS80 (available in Macau only), AI, ADD, SADD, ADB, Expert Term, Wisdom Term and PCR Pro		Policy Year	% of Premium			
		1	46%			
		2	17%			
		3-6	5%			
Enhanced Commission (extra 10%)		• Applicable				
High Issue Age FYC Adjustment		• Not Applicable				
FYC Adjustment		• Group 2 Regular Premium – Life				

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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This new compensation shall apply to new business of **Serene Life and Serene Life (Annual Dividends)** 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