

**AIA Hong Kong**

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Memo

Attn: All Business Partners (For ROs only)

From: Roy Suen

Dept: Partnership Distribution

Date: 25 Feb 2022

Total page: 1

Subject: **Ref 2022058: Compensation of On Your Side Plan and On Your Side Plan - First Gift**

We would like to advise you that the compensation for your company on the new product launch of **On Your Side Plan/ On Your Side Plan - First Gift** is as follows:

Broker Compensation				
Product Category: Critical Illness (without AIA Vitality Power Up Coverage) (OR) Vitality (with AIA Vitality Power Up Coverage)	• On Your Side Plan/ On Your Side Plan- First Gift			
	Premium Payment Period (Years)	Commission (% of Premium)		
		1 st Policy Year	2 nd Policy Year	3 rd - 6 th Policy Year
	10-year	29%	5%	3%
	18-year	50%	10%	3%
	25-year	54%	15%	3%
	30-year	54%	27%	3%
	As Per Broker Contract			
	Extra 10%	Applicable		
	High Issue Age FYC Adjustment	Not applicable		
	FYC Adjustment	Regular Premium - Life (Group 2): 48% Regular Premium - A&H - Critical Illness (Group 4): 52%		

This new compensation shall apply to new business of **On Your Side Plan / On Your Side Plan - First Gift** 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