

**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 2021

Total page: 1

Subject: **Ref A2021125 - Compensation of EasyGuard Term Life Plan**

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

Broker Compensation					
Product Category: Protection	● EasyGuard Term Life Plan				
	Premium Renewable (Years)	Commission (% of Premium)			Compensation Percentage of Commission
		1st Policy Year	2nd Policy Year	3rd – 6th Policy Year	As Per Broker Contract
	1-year	22.95%	8.5%	10%	
	Extra 10%	Not Applicable			
	High Issue Age FYC Adjustment	Reduce 1.08% in FY Commission rate per additional year of issue age over 65			
	FYC Adjustment	Regular Premium - Life (Group 2)			

This new compensation shall apply to new business of **EasyGuard Term Life Plan** 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