

Memorandum

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Ref No. : M-PSP-2022-0023-IB
Date : March 31, 2022
To : All Hong Kong and Macau Franchised Agency / Brokers
From : Lam Tang Hao

Commissions for Guaranteed Return Saver (GRS4)

The commissions for Guaranteed Return Saver (GRS4) are as follows:

- Basic commission (Only count annualized premium, excluding prepaid premium)

1 st Policy Year	2 nd Policy Year
2%	0%

- Override – applicable
- Production Bonus – not applicable
- Persistency calculation – not included
- Internal Replacement – under the own category (i.e. with GRS & GRS2 & GRS3 & GRS4)

Should you have any queries, please feel free to let us know.

Regards,



Lam Tang Hao

Deputy Head of Product Strategy and Pricing