

## Memorandum

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**Ref No.** : M- PSP-2022-0042-IB  
**Date** : July 11, 2022  
**To** : All Hong Kong and Macau Franchised Agency / Brokers  
**From** : Lam Tang Hao

### Commissions for LifeDeluxe Insurance Plan / LifeDeluxe for Future (LD/LDF)

The following commissions are applicable to LifeDeluxe Insurance Plan / LifeDeluxe for Future (LD/LDF):

- Basic commission

Premium Payment Term	1 <sup>st</sup> Policy Year	2 <sup>nd</sup> Policy Year	3 <sup>rd</sup> Policy Year	4 <sup>th</sup> Policy Year	5 <sup>th</sup> – 7 <sup>th</sup> Policy Year
20 years	50%	37.5%	2%	2%	1%
10 years	35%	17.5%	2%	2%	1%
5 years	27.5%	3%	2%	1%	1%

\*For premium payment term of 5 years, renewal commissions will be payable before the end of premium payment term.

- Override – applicable
- Other bonuses, persistency calculation and commission claw back for early lapse – follow those of existing life products
- Internal Replacement – under existing Life/Annuity category

The following commissions are applicable to the riders attached to LifeDeluxe Insurance Plan / LifeDeluxe for Future:

- Basic commission (Riders other than Waiver of Premium and Payor's Benefit)

1 <sup>st</sup> Policy Year	2 <sup>nd</sup> Policy Year	3 <sup>rd</sup> Policy Year	4 <sup>th</sup> Policy Year	5 <sup>th</sup> – 7 <sup>th</sup> Policy Year
50%	37.5%	2%	2%	1%

- Waiver of Premium and Payor's Benefit – follow the scale of basic plan
- Override and other bonuses / Internal Replacement, etc – same as the corresponding existing rider

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

Regards,



Lam Tang Hao  
Deputy Head of Product Strategy and Pricing Department