

Clarence Lo

From: Stephanie Yim <stephanie.yim@hk.zurich.com>
Sent: Friday, September 10, 2021 6:18 PM
To: stanley.yiu@parich.com.hk; ZUU Comm
Cc: Shing Fai Tse
Subject: RE: Commission Rate of Magnitude

Hi Stanley and Clarence,

Please see the Commission Rate of Magnitude.
overriding 150% for 1-10 year .

Investment-linked Policy Plan	Basic commission as a Percentage of Prer					
	1st Year	2nd Year	3rd Year	4th Year	5th Year	6th Yea
Magnitude						
Premium Paying Term – 10 years	16.4	2.46	2.46	2.46	2.46	2.46
Premium Paying Term – 15 years	22	3.3	3.3	3.3	3.3	3.3
Premium Paying Term – 20 years	28	4.2	4.2	4.2	4.2	4.2
Premium Paying Term – 25 years	34	5.2	5.2	5.2	5.2	5.2

For investment -linked policy plans, “**Overriding Commission**” refers to an extra commission as a percentage of (a) the first year Basic Commission (“**First Year Commission**”) and (b) (“**Renewal Commission**”) actually received by the Broker. An Overriding Commission of 15% of the Renewal Commission earned during the month will be paid monthly to the Broker.

“**First Year Commission**” shall mean the Basic Commission paid to the Broker on the first newly sold policy, and the applicable commission rate of each product is set out in the table below.

Please feel free to contact me or Fai Tse if any further enquiries.



Regards,

Stephanie Yim
Assistant Business Development Manager
IFA Distribution

Zurich Insurance (Hong Kong)
25-26/F, One Island East, 18 Westlands Road, Island East, Hong Kong

+852-2977 0915 (direct)
+852-6018 9606 (mobile)
stephanie.yim@hk.zurich.com

www.zurich.com.hk

Zurich Assurance Ltd (a company incorporated in England and Wales with limited liability)
Zurich International Life Limited (a company incorporated in the Isle of Man with limited liability)
Zurich Life Insurance Company Ltd (a company incorporated in Switzerland with limited liability)
Zurich Life Insurance (Hong Kong) Limited (a company incorporated in Hong Kong with limited liability)
Zurich Services (Hong Kong) Limited (a company incorporated in Hong Kong with limited liability)

From: ZUU Comm <comm@zuu.com.hk>
Sent: Friday, September 10, 2021 3:48 PM
To: Stephanie Yim <stephanie.yim@hk.zurich.com>
Cc: Shing Fai Tse <shingfai.tse@hk.zurich.com>; ZUU Comm <comm@zuu.com.hk>
Subject: [EXTERNAL] Commission Rate of Magnitude

Dear Stephanie,

RE: Magnitude

Would you please send us the commission table + override for this product?

Thank you very much.

Clarence Lo

Assistant Manager, Policy Administration & Operations

T: +852 3589 6922 | E: clarence.lo@zuu.com.hk

The information contained in this email and any attachment(s) is not a research report and is not intended as such. This material is provided for information only. Neither the information nor any views expressed herein constitutes an offer or recommendation to subscribe or terminate or the solicitation of an offer to subscribe or terminate any investment or insurance policies. ZUU Financial Services Limited ("ZUU") (including any of its affiliates) has not independently verified the information in this email and does not accept any liability whatsoever for any loss howsoever arising from any use of this email or its contents or otherwise arising in connection therewith. Transactions involving investment and insurance policies mentioned herein may not be suitable for all. Clients should make their own independent assessment of whether this information is suitable for their purposes. This communication is for distribution only to clients of ZUU. Without ZUU's written authorization, any form of quotation, reproduction, or transmission to third parties is prohibited, or may be subject to legal action. This communication is not directed at, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any jurisdiction where such distribution, publication, availability, or use would be contrary to applicable law or regulation, or which would subject ZUU to any registration or licensing requirement within such jurisdiction. This email and any attachments are being sent by ZUU and may be confidential. If you are not the intended recipient, please notify the sender immediately by email and delete all copies of this message and any attachments.

The information contained in this email and any attachment(s) is not a research report and is not intended as such. This material is provided for information only. Neither the information nor any views expressed herein constitutes an offer or recommendation to subscribe or terminate or the solicitation of an offer to subscribe or terminate any investment or insurance policies. ZUU Financial Services Limited ("ZUU") (including any of its affiliates) has not independently verified the information in this email and does not accept any liability whatsoever for any loss howsoever arising from any use of this email or its contents or otherwise arising in connection therewith. Transactions involving investment and insurance policies mentioned herein may not be suitable for all. Clients should make their own independent assessment of whether this information is suitable for their purposes. This communication is for distribution only to clients of ZUU. Without ZUU's written authorization, any form of quotation, reproduction, or transmission to third parties is prohibited, or may be subject to legal action. This communication is not directed at, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any jurisdiction where such distribution, publication, availability, or use would be contrary to applicable law or regulation, or which would subject ZUU to any registration or licensing requirement within such jurisdiction. This email and any attachments are being sent by ZUU and may be confidential. If you are not the intended recipient, please notify the sender immediately by email and delete all copies of this message and any attachments.