

Hong Kong Long Term Business Quarterly Returns Table of Contents

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I certify that the information provided in the returns is true and correct.

(_____)
* Chief Executive/Director/# Manager
Telephone No. _____
Facsimile No. _____

Date

* Delete as necessary

Please specify the title of post of the signatory

Hong Kong Long Term Business Quarterly Returns

New business of (Name of insurer)
for the period commencing 1 January and ending quarterof year.....("the period")

TABLE 1
DIRECT INDIVIDUAL BUSINESS: CLASSES A TO F

CLASS	TYPE OF BUSINESS	1	2	3	4	5	6	7
		NEW BUSINESS DURING THE PERIOD						
		NO. OF POLICIES ^		NO. OF LIVES	AMOUNT OF SUMS ASSURED OR ANNUITIES PER ANNUM		Single Premiums Receivable in Revenue Account in the Period *	Annualized Premiums *
Single Premiums	Non-single Premiums	Single Premiums	Non-single Premiums					
					HK\$'000	HK\$'000	HK\$'000	HK\$'000
A	(I) Life assurance other than annuities Base Plan							
	Supplementary Contracts:							
	Accident & Sickness (Medical)							
	Accident & Sickness (Non-medical)							
	Other than Accident & Sickness							
	(II) Annuities							
	Total of Class A							
B	Marriage and birth							
C	Linked long term Base Plan							
	Supplementary Contracts:							
	Accident & Sickness (Medical)							
	Accident & Sickness (Non-medical)							
	Other than Accident & Sickness							
	Total of Class C							
D	Permanent health							
E	Tontines							
F	Capital redemption							
	Total							

* Please provide further breakdown of the single premiums and annualized premiums into the categories - "currency", "onshore/offshore", "premium term" and "distribution channel" as shown in the Forms HKLQ1-1(a), HKLQ1-1(b), HKLQ1-1(c) and HKLQ1-1(d) respectively.

^ Please provide further breakdown of the no. of policies for single premiums and non-single premiums into the categories - "currency", "onshore/offshore", "premium term" and "distribution channel" as shown in the Forms HKLQ1-1(e), HKLQ1-1(f), HKLQ1-1(g) and HKLQ1-1(h) respectively.

Hong Kong Long Term Business Quarterly Returns

New business of (Name of insurer)
for the period commencing 1 January and ending quarterof year.....("the period")

TABLE 1B
DIRECT INDIVIDUAL BUSINESS: CLASSES A TO F

CLASS	TYPE OF BUSINESS	1	2	3	4	5	6
		ONSHORE / OFFSHORE					
		(A) ONSHORE		(B) OFFSHORE		TOTAL : (A) + (B)	
		Single Premiums Receivable in Revenue Account in the Period	Annualized Premiums	Single Premiums Receivable in Revenue Account in the Period	Annualized Premiums	Single Premiums Receivable in Revenue Account in the Period	Annualized Premiums
		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
A	(I) Life assurance other than annuities Base Plan						
	<u>Supplementary Contracts:</u> Accident & Sickness (Medical)						
	Accident & Sickness (Non-medical)						
	Other than Accident & Sickness						
	(II) Annuities						
	Total of Class A						
B	Marriage and birth						
C	Linked long term Base Plan						
	<u>Supplementary Contracts:</u> Accident & Sickness (Medical)						
	Accident & Sickness (Non-medical)						
	Other than Accident & Sickness						
	Total of Class C						
D	Permanent health						
E	Tontines						
F	Capital redemption						
	Total						

Notes:

Definition of Onshore/Offshore

Onshore

Onshore is any policy where the policy holder has a Hong Kong identity card.

Offshore

Offshore is any policy where the policy holder does not have or disclose a Hong Kong identity card number.

Hong Kong Long Term Business Quarterly Returns

New business of (Name of insurer)
for the period commencing 1 January and ending quarterof year.....("the period")

**TABLE 1C
DIRECT INDIVIDUAL BUSINESS: CLASSES A TO F**

CLASS	TYPE OF BUSINESS	1	2	3	4	5	6
		PREMIUM TERM					TOTAL of Annualized Premiums : (B) + (C) + (D) + (E)
		(A) Single Premiums Receivable in Revenue Account in the Period	(B) Annualized Premiums (<5 years)	(C) Annualized Premiums (5 <10 years)	(D) Annualized Premiums (10 <25 years)	(E) Annualized Premiums (25+ years)	HK\$'000
A	(I) Life assurance other than annuities Base Plan	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
	<u>Supplementary Contracts:</u>						
	Accident & Sickness (Medical)						
	Accident & Sickness (Non-medical)						
	Other than Accident & Sickness						
	(II) Annuities						
	Total of Class A						
B	Marriage and birth						
C	Linked long term Base Plan						
	<u>Supplementary Contracts:</u>						
	Accident & Sickness (Medical)						
	Accident & Sickness (Non-medical)						
	Other than Accident & Sickness						
	Total of Class C						
D	Permanent health						
E	Tontines						
F	Capital redemption						
	Total						

Hong Kong Long Term Business Quarterly Returns
 New business of (Name of insurer)
 for the period commencing 1 January and ending quarterof year.....("the period")

TABLE 1D
DIRECT INDIVIDUAL BUSINESS: CLASSES A TO F

CLASS	TYPE OF BUSINESS	1	2	3	4	5	6	7	8	9	10	11	12
		DISTRIBUTION CHANNEL											
		(A) AGENTS (EXCLUDING BANKS)		(B) BANKS		(C) BROKERS		(D) DIRECT		(E) OTHERS		TOTAL : (A) + (B) + (C) + (D) + (E)	
		Single Premiums Receivable in Revenue Account in the Period	Annualized Premiums	Single Premiums Receivable in Revenue Account in the Period	Annualized Premiums	Single Premiums Receivable in Revenue Account in the Period	Annualized Premiums	Single Premiums Receivable in Revenue Account in the Period	Annualized Premiums	Single Premiums Receivable in Revenue Account in the Period	Annualized Premiums	Single Premiums Receivable in Revenue Account in the Period	Annualized Premiums
A	(I) Life assurance other than annuities Base Plan	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
	<u>Supplementary Contracts:</u>												
	Accident & Sickness (Medical)												
	Accident & Sickness (Non-medical)												
	Other than Accident & Sickness												
	(II) Annuities												
	Total of Class A												
B	Marriage and birth												
C	Linked long term Base Plan												
	<u>Supplementary Contracts:</u>												
	Accident & Sickness (Medical)												
	Accident & Sickness (Non-medical)												
	Other than Accident & Sickness												
	Total of Class C												
D	Permanent health												
E	Tontines												
F	Capital redemption												
	Total												

Note:
 "Direct" should include direct mail, telesales and internet sales.

Hong Kong Long Term Business Quarterly Returns

New business of (Name of insurer)
for the period commencing 1 January and ending quarterof year.....("the period")

TABLE 1F
DIRECT INDIVIDUAL BUSINESS: CLASSES A TO F

CLASS	TYPE OF BUSINESS	1	2	3	4	5	6
		ONSHORE / OFFSHORE					
		(A) ONSHORE		(B) OFFSHORE		TOTAL : (A) + (B)	
		NO. OF POLICIES		NO. OF POLICIES		NO. OF POLICIES	
		Single Premiums	Non-single Premiums	Single Premiums	Non-single Premiums	Single Premiums	Non-single Premiums
A	(I) Life assurance other than annuities Base Plan						
	Supplementary Contracts: Accident & Sickness (Medical)						
	Accident & Sickness (Non-medical)						
	Other than Accident & Sickness						
	(II) Annuities						
	Total of Class A						
B	Marriage and birth						
C	Linked long term Base Plan						
	Supplementary Contracts: Accident & Sickness (Medical)						
	Accident & Sickness (Non-medical)						
	Other than Accident & Sickness						
	Total of Class C						
D	Permanent health						
E	Tontines						
F	Capital redemption						
	Total						

Notes:

Definition of Onshore/Offshore

Onshore

Onshore is any policy where the policy holder has a Hong Kong identity card.

Offshore

Offshore is any policy where the policy holder does not have or disclose a Hong Kong identity card number.

Hong Kong Long Term Business Quarterly Returns

New business of (Name of insurer)
for the period commencing 1 January and ending quarterof year.....("the period")

**TABLE 1G
DIRECT INDIVIDUAL BUSINESS: CLASSES A TO F**

CLASS	TYPE OF BUSINESS	1	2	3	4	5	6
		PREMIUM TERM					
		NO. OF POLICIES	NO. OF POLICIES				NO. OF POLICIES
		(A) Single Premiums	(B) Non-single Premiums (<5 years)	(C) Non-single Premiums (5 <10 years)	(D) Non-single Premiums (10 <25 years)	(E) Non-single Premiums (25+ years)	TOTAL of Non-single Premiums : (B) + (C) + (D) + (E)
A	(I) Life assurance other than annuities Base Plan						
	<u>Supplementary Contracts:</u>						
	Accident & Sickness (Medical)						
	Accident & Sickness (Non-medical)						
	Other than Accident & Sickness						
	(II) Annuities						
	Total of Class A						
B	Marriage and birth						
C	Linked long term Base Plan						
	<u>Supplementary Contracts:</u>						
	Accident & Sickness (Medical)						
	Accident & Sickness (Non-medical)						
	Other than Accident & Sickness						
	Total of Class C						
D	Permanent health						
E	Tontines						
F	Capital redemption						
	Total						

Hong Kong Long Term Business Quarterly Returns
 New business of (Name of insurer)
 for the period commencing 1 January and ending quarterof year.....("the period")

TABLE 1H
DIRECT INDIVIDUAL BUSINESS: CLASSES A TO F

CLASS	TYPE OF BUSINESS	1	2	3	4	5	6	7	8	9	10	11	12
		DISTRIBUTION CHANNEL											
		(A) AGENTS (EXCLUDING BANKS)		(B) BANKS		(C) BROKERS		(D) DIRECT		(E) OTHERS		TOTAL : (A) + (B) + (C) + (D) + (E)	
		NO. OF POLICIES		NO. OF POLICIES		NO. OF POLICIES		NO. OF POLICIES		NO. OF POLICIES		NO. OF POLICIES	
		Single Premiums	Non-single Premiums	Single Premiums	Non-single Premiums	Single Premiums	Non-single Premiums	Single Premiums	Non-single Premiums	Single Premiums	Non-single Premiums	Single Premiums	Non-single Premiums
A	(I) Life assurance other than annuities Base Plan												
	Supplementary Contracts:												
	Accident & Sickness (Medical)												
	Accident & Sickness (Non-medical)												
	Other than Accident & Sickness												
	(II) Annuities												
	Total of Class A												
B	Marriage and birth												
C	Linked long term Base Plan												
	Supplementary Contracts:												
	Accident & Sickness (Medical)												
	Accident & Sickness (Non-medical)												
	Other than Accident & Sickness												
	Total of Class C												
D	Permanent health												
E	Tontines												
F	Capital redemption												
	Total												

Note:
 "Direct" should include direct mail, telesales and internet sales.

Hong Kong Long Term Business Quarterly Returns

New business of (Name of insurer)
for the period commencing 1 January and ending quarterof year.....("the period")

TABLE 2
DIRECT GROUP BUSINESS: CLASSES A TO F & I

CLASS	TYPE OF BUSINESS	1	2	3	4	5	6	7
		NEW BUSINESS DURING THE PERIOD						
		NO. OF POLICIES		NO. OF LIVES	AMOUNT OF SUMS ASSURED OR ANNUITIES PER ANNUM		Single Premiums Receivable in Revenue Account in the Period	Annualized Premiums
Single Premiums	Non-single Premiums	Single Premiums	Non-single Premiums					
					HK\$'000	HK\$'000	HK\$'000	HK\$'000
A	(I) Life assurance other than annuities Base Plan							
	<u>Supplementary Contracts:</u> Accident & Sickness (Medical)							
	Accident & Sickness (Non-medical)							
	Other than Accident & Sickness							
	(II) Annuities							
	Total of Class A							
B	Marriage and birth							
C	Linked long term Base Plan							
	<u>Supplementary Contracts:</u> Accident & Sickness (Medical)							
	Accident & Sickness (Non-medical)							
	Other than Accident & Sickness							
	Total of Class C							
D	Permanent health							
E	Tontines							
F	Capital redemption							
I	Retirement scheme management category III Base Plan							
	<u>Supplementary Contracts:</u> Accident & Sickness (Medical)							
	Accident & Sickness (Non-medical)							
	Other than Accident & Sickness							
	Total of Class I							
	Total							

Hong Kong Long Term Business Quarterly Returns

Inforce business of (Name of insurer)
 for the period commencing 1 January and ending quarterof year.....("the Period")

TABLE 1
DIRECT INDIVIDUAL BUSINESS: CLASSES A TO F

CLASS	TYPE OF BUSINESS	1	2	3	4	5	6	
		INFORCE BUSINESS AS AT THE END OF THE PERIOD			PREMIUMS RECEIVABLE IN REVENUE ACCOUNT IN THE PERIOD			
		NO. OF POLICIES	NO. OF LIVES	AMOUNT OF SUMS ASSURED OR ANNUITIES PER ANNUM	Single Premiums	Non-single Premiums		
					First Year Premiums	Renewal Premiums		
A	(I) Life assurance other than annuities Base Plan		X	HK\$'000	HK\$'000	HK\$'000	HK\$'000	
	Supplementary Contracts: Accident & Sickness (Medical)	X	X	X				
	Accident & Sickness (Non-medical)	X	X	X				
	Other than Accident & Sickness	X	X	X				
	(II) Annuities		X					
	Total of Class A		X					
B	Marriage and birth		X	X				
C	Linked long term Base Plan		X					
	Supplementary Contracts: Accident & Sickness (Medical)	X	X	X				
	Accident & Sickness (Non-medical)	X	X	X				
	Other than Accident & Sickness	X	X	X				
	Total of Class C		X					
D	Permanent health		X	X				
E	Tontines		X	X				
F	Capital redemption		X	X				
	Total		X					

Hong Kong Long Term Business Quarterly Returns

Inforce business of (Name of insurer)
for the period commencing 1 January and ending quarterof year.....("the Period")

TABLE 2
DIRECT GROUP BUSINESS: CLASSES A TO F & I

CLASS	TYPE OF BUSINESS	1	2	3	4	5	6	
		INFORCE BUSINESS AS AT THE END OF THE PERIOD			PREMIUMS RECEIVABLE IN REVENUE ACCOUNT IN THE PERIOD			
		NO. OF POLICIES	NO. OF LIVES	AMOUNT OF SUMS ASSURED OR ANNUITIES PER ANNUM	Single Premiums	Non-single Premiums		
			HK\$'000	HK\$'000	First Year Premiums	Renewal Premiums	HK\$'000	
A	(I) Life assurance other than annuities Base Plan							
	Supplementary Contracts: Accident & Sickness (Medical)							
	Accident & Sickness (Non-medical)							
	Other than Accident & Sickness							
	(II) Annuities							
	Total of Class A							
B	Marriage and birth							
C	Linked long term Base Plan							
	Supplementary Contracts: Accident & Sickness (Medical)							
	Accident & Sickness (Non-medical)							
	Other than Accident & Sickness							
	Total of Class C							
D	Permanent health							
E	Tontines							
F	Capital redemption							
I	Retirement scheme management category III Base Plan							
	Supplementary Contracts: Accident & Sickness (Medical)							
	Accident & Sickness (Non-medical)							
	Other than Accident & Sickness							
	Total of Class I							
	Total							

Hong Kong Long Term Business Quarterly Returns

Inforce business of (Name of insurer)
for the period commencing 1 January and ending quarterof year.....("the Period")

TABLE 3
DIRECT GROUP BUSINESS: CLASSES G & H

		1	2	3	4	5
		INFORCE BUSINESS AS AT THE END OF THE PERIOD			CONTRIBUTIONS RECEIVABLE IN REVENUE ACCOUNT IN THE PERIOD	
CLASS	TYPE OF BUSINESS	NO. OF SCHEMES	AMOUNT OF SUMS ASSURED OR ANNUITIES PER ANNUM	ENDING FUND BALANCE	Single Contributions Including Transferred-in Contributions	Non-single Contributions
			HK\$'000	HK\$'000	HK\$'000	HK\$'000
G	Retirement scheme management category I (a) MPF subfunds					
	(b) Others					
	Total of Class G					
H	Retirement scheme management category II (a) MPF subfunds					
	(b) Others					
	Total of Class H					
Total						

Hong Kong Long Term Business Quarterly Returns
 Summary of terminations and benefit payments of (Name of insurer)
 for the period commencing 1 January and ending quarter.....of year.....("the Period")

TABLE 1
DIRECT INDIVIDUAL BUSINESS: CLASSES A TO F

CLASS	TYPE OF BUSINESS	1	2	3	4	5	6
		<i>NUMBER OF POLICIES TERMINATED IN THE PERIOD</i>				<i>AMOUNT OF BENEFIT PAYMENTS IN THE PERIOD</i>	
		<i>LAPSED/ SURRENDERED WITHIN 1ST -13TH CONTRACT MONTH</i>	<i>LAPSED/ SURRENDERED WITHIN 14TH -25TH CONTRACT MONTH</i>	<i>LAPSED/ SURRENDERED AFTER 25TH CONTRACT MONTH</i>	<i>TERMINATIONS OTHER THAN LAPSE/ SURRENDER</i>	<i>LAPSE/ SURRENDER BENEFITS PAID TO INDIVIDUALS</i>	<i>OTHER CLAIMS AND BENEFITS PAID TO INDIVIDUALS</i>
A	(I) Life assurance other than annuities					HK\$'000	HK\$'000
	(II) Annuities						
	Total of Class A						
B	Marriage and birth						
C	Linked long term						
D	Permanent health						
E	Tontines						
F	Capital redemption						
	Total						

Hong Kong Long Term Business Quarterly Returns
Summary of terminations and benefit payments of (Name of insurer)
for the period commencing 1 January and ending quarter.....of year("the Period")

TABLE 2
DIRECT GROUP BUSINESS: ALL CLASSES

CLASS	TYPE OF BUSINESS	1	2	3
		<i>NUMBER OF POLICIES TERMINATED IN THE PERIOD</i>	<i>AMOUNT OF BENEFIT PAYMENTS IN THE PERIOD</i>	
			<i>LAPSE/SURRENDER BENEFITS PAID TO INDIVIDUALS HK\$'000</i>	<i>OTHER CLAIMS AND BENEFITS PAID TO INDIVIDUALS HK\$'000</i>
A	(I) Life assurance other than annuities			
	(II) Annuities			
	Total of Class A			
B	Marriage and birth			
C	Linked long term			
D	Permanent health			
E	Tontines			
F	Capital redemption			
G & H	Retirement scheme management categories I & II			
I	Retirement scheme management category III			
	Total			

Hong Kong Long Term Business Quarterly Returns
Summary of reinsurance business of(Name of insurer/reinsurer)
for the period commencing 1 January and ending quarterof year..... ("the Period")

REINSURANCE BUSINESS

CLASS	TYPE OF BUSINESS	1	2	3	4
		<i>REINSURANCE ASSUMED</i>		<i>REINSURANCE CEDED</i>	
		<i>AMOUNT OF SUMS ASSURED OR ANNUITIES PER ANNUM AS AT THE END OF THE PERIOD</i>	<i>PREMIUMS RECEIVABLE IN REVENUE ACCOUNT IN THE PERIOD</i>	<i>AMOUNT OF SUMS ASSURED OR ANNUITIES PER ANNUM AS AT THE END OF THE PERIOD</i>	<i>PREMIUMS PAID IN REVENUE ACCOUNT IN THE PERIOD</i>
		HK\$'000	HK\$'000	HK\$'000	HK\$'000
A	Life				
	Annuities				
B	Marriage and birth				
C	Linked long term				
D	Permanent health				
E	Tontines				
F	Capital redemption				
G	Retirement scheme management category I				
H	Retirement scheme management category II				
I	Retirement scheme management category III				
	Unclassified				
	Total				

Hong Kong Long Term Business Quarterly Returns
Policy Replacement Information of(Name of insurer)
for the period commencing 1 January and ending quarter.....of year.....("the Period")

DIRECT INDIVIDUAL BUSINESS: CLASSES A TO F

		1
	<i>TOTAL HONG KONG DIRECT INDIVIDUAL BUSINESS</i>	<i>NUMBER</i>
<i>Selling Office</i>	<i>No. of Policies Issued Relating to Policy Replacement ----- External</i>	
	<i>----- Internal</i>	
	<i>----- Total</i>	
<i>Non-selling Office</i>	<i>No. of Customer Protection Declaration (CPD) Received</i>	

Note:

This has reference to the revised procedure on policy replacement implemented on 1 February 2010 by the Hong Kong Federation of Insurers under the Code of Practice for Life Insurance Replacement.

Guide to Hong Kong Long Term Business Quarterly Returns

1. Every insurer authorized to carry on long term business is requested to submit to the Insurance Authority a quarterly return in the attached format, within **one month** after the end of each quarter.

Point to Note in completing the Quarterly Returns

2. Insurers need to report its direct business under Forms HKLQ1, HKLQ2, HKLQ3, HKLQ5, HKLQ6 and to report its reinsurance business assumed or ceded in Form HKLQ4.
3. Pure reinsurers are only required to submit Form HKLQ4.
4. All entries include supplementary contracts with the exception of Classes A, C and I where the statistics for supplementary contracts are reported separately.
5. For column headings in italic, individual company's information will not be published and only the industry's aggregate information will be published.
6. Nil return is required

Definition of Terms

7. "***New Business***" includes all new policies issued (including new policies issued on account of indexation increases), but does not include policy increases relating to existing policies.
8. "***Single Premiums***" means the one-off premiums receivable from all policies, including those from non-single premiums policies, in the revenue account in the period.
9. "***Annualized Premiums***" , in respect of new business during the period, means the premiums receivable in the first twelve months' duration of the non-single premiums policies, excluding single premiums.
10. "***Number of Schemes***" , for Classes G and H, means the number of employers and the number of self-employed persons participating or enrolled in employer sponsored schemes, master trust schemes or industry schemes.
11. "***Amount of Sums Assured***" means the death benefit payable irrespective of cause of death and may include term riders.
12. "***Amount of Annuities***" means the annuity payable per year.
13. "***Hong Kong Long Term Insurance Business***" means:
 - (a) any direct business or facultative reinsurance business, being long term business, in relation to which the risk is underwritten in Hong Kong, that is to say-
 - (i) the policy is issued in Hong Kong;

- (ii) the proposal form, application form or any other form of a similar nature is signed in Hong Kong;
 - (iii) the proposal form, application form or any other form of a similar nature is submitted or received in Hong Kong;
 - (iv) the proposal form, application form or any other form of a similar nature is accepted in Hong Kong; or
 - (v) the risk is accepted in Hong Kong; or
- (b) any treaty reinsurance business, being long term business, in relation to which the risk is underwritten in Hong Kong, that is to say-
- (i) the treaty is signed in Hong Kong;
 - (ii) the treaty is accepted in Hong Kong; or
 - (iii) the treaty negotiation is concluded in Hong Kong,
- but does not include any treaty reinsurance business in respect of which less than 25% of the total risk (calculated in terms of the gross premiums receivable under the treaty) arises in Hong Kong. For the purposes of this sub-paragraph, a risk is deemed to arise in Hong Kong, if-
- (i) the policy holder being an individual is resident in Hong Kong; or
 - (ii) the policy holder is a company as defined by section 2(1) of the Companies Ordinance (Cap. 622).

14. **“Mainland”** means any part of China other than Hong Kong, Macau and Taiwan

15. **“Mainland Visitors”** refer to Mainland residents who are visiting Hong Kong on either Exit and Entry Permits (往來港澳通行證) or Chinese Passports (中國護照).