

香港金鐘道六十六號 金鐘道政府合署二十一樓



COMMISSIONER OF INSURANCE HONG KONG QUEENSWAY GOVERNMENT OFFICES 21ST FLOOR 66 QUEENSWAY HONG KONG

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To: Chief Executives of all authorized insurers

INS/TEC/4/14/5

Dear Sirs,

Commission Disclosure

I am aware of the different views in the industry in relation to the issue of commission disclosure and the recent court case.

I understand the Hong Kong Confederation of Insurance Brokers ("CIB"), the Professional Insurance Brokers Association ("PIBA") and the Hong Kong Federation of Insurers ("HKFI") have separately sought legal advice before issuing guidelines to their respective members on this subject. In view of the latest developments, I would urge CIB, PIBA, and HKFI to seek further legal advice and discuss the way forward. I am sure that maintaining a constructive dialogue among the parties concerned would go a long way to working out a solution acceptable to all, and I sincerely hope that this can be accomplished and the differences resolved in the next two months so that a new system could be put in place by 1 May 2012.

Yours faithfully,

(Ms Annie Choi) Commissioner of Insurance (Insurance Authority)

c.c. The Hong Kong Federation of Insurers The Hong Kong Confederation of Insurance Brokers The Professional Insurance Brokers Association 29 February 2012