



Ref. No. : MEMO/024/2011  
To : All Members  
From : Jase Yiu – Chief Administrative Executive  
Date : 27 May 2011  
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**URGENT  
IMPORTANT**

Dear Chief Executives/Members,

**Re: Serious malpractice in Investment Linked products**

We have been drawn attention by Insurers that certain member brokers, who took advantage of Insurers' peculiar commission payment mechanism, had placed with them a number of "problematic policies (Investment Linked)" aiming at achieving short term gain. Such act may not only be regarded as probable criminal offence, but also jeopardizing their licences with us.

As also complained by a famous Insurer, they discovered that several TRs had arranged policies for PRC mainlanders with suspicious documents including but not limited to forgery payroll, and residential proof. Those acts may have already violated the Anti-money laundering legislations and criminal laws both in H.K. and PRC. The position of the concerned Insurer is crystal clear that they will report the case to Police, Office of the Commissioner of Insurance, PIBA and will not hesitate to terminate the business relation with the involved parties.

As the consequence is virtually detrimental, we urge those member brokers/TRs who may be violating or is prepared but not yet to do, to stop and to discontinue the malpractice for the sake and good order of our industry.

**We shall deploy our investigation team to member brokers for an on-site inspection very shortly.** You may be rested assured that we shall carry out our disciplinary action in full swing if any violation is found.

Last but not the least, you are also requested to disseminate this memo to your Compliance Officer, all of your TRs and all relevant staff for signing, then returning the same to us for record by fax (no.: 2770 2372) on or before 14 June 2011.

For queries, please feel free to contact Ms. Noel Lau at 2186 7406.

Best regards,

  
Jase Yiu  
Chief Administrative Executive

AL/RL/JY/nl

c.c. Ms. Annie Choi, JP – Office of the Commissioner of Insurance  
Mr. Alex Chu – The Hong Kong Federation of Insurers



急件  
重要文件

備忘錄

發文者：總幹事

受文者：全體會員

檔號：MEMO/024/2011

日期：二零一一年五月二十七日

事由：投資相連產品之不法銷售行爲

各位行政總裁/會員：

我們得悉，有些會員利用市場上一些保險公司發放佣金之極其進取制度，安排了很多問題保單，謀取短期利益。此舉既涉及刑事罪行，亦涉及會員之牌照。

本會最近亦收到某保險公司函件，投訴有些會員爲國內人士安排保單，疑點重重，提供了可能是偽造之薪金單據、地址證明。上述種種，可能抵觸了「反洗黑錢」及本港及國內刑法。某保險公司已清楚表明立場：報案、呈報保險業監理處、呈報本會，更不惜終止與那些問題經紀人之業務關係。

本會呼籲會員，切勿以身試法，自毀長城。如現正進行以上違規違法之行爲，應馬上停止；如準備參與/策劃以上行爲，亦應取消這種計劃。

本會將在短期內，派員到個別會員公司實地抽查保單。如發現違規，定必嚴肅處理。

請各行政總裁將這份備忘錄發放予各法規部同事、業務代表及有關職員，並於 2011 年 6 月 14 日或之前簽名及蓋印，傳真（號碼：2770 2372）返本會存案。

如有垂詢，請致電本會劉小姐（電話：2186 7406）。

香港專業保險經紀協會

姚繼宗 謹啓

總幹事

副本抄送：保險業監理處 – 蔡淑嫻專員

香港保險業聯會 – 朱永耀先生

