

**Broker Bulletin No 278**  
**Extension of Wave 1 Special Start-up Bonus for**  
**Pulsar Investment Insurance Plan**  
**雋宇投資保險計劃：延展第一波之特別首年獎賞**

Dear Business Partners,

We are delighted to announce the extension of Wave 1 special start-up bonus for **AXA Pulsar Investment Insurance Plan** with immediate effect, details are as follows:

- **Promotion period: 29<sup>th</sup> Jan 2013 – 25<sup>th</sup> Feb 2013** (both dates inclusive) or such shorter period subject to the quota of this promotion
- **Special Start-up Bonus: up to 125%** of the first year regular premium paid for successful applicants whose **Pulsar** policy (with a target contribution period of 10 years or more) is applied and issued within the promotion period
- **Lowered Minimum Regular Premium:** Special Start-up Bonus is also available to Pulsar policy (with a target contribution period of 10 years or more) that meets the Monthly Regular Premium during the promotion period.

The Special Start-up Bonus rates & Minimum Regular Premium Table are as follows:

Monthly Regular Premium						Original Start-up Bonus rate (Not applicable during the Promotion Period)		Special Start-up Bonus rate (Applicable during the Promotion Period only)		
HKD	USD	EUR	GBP	AUD	SGD	TCP = 10-30		TCP = 10-14	TCP = 15-30	
≥ 1,600	≥ 200	≥ 200	≥ 128	≥ 240	≥ 320	Nil	x Number of years in your chosen target contribution period (capped at 25)	2.8%	2.8%	x Number of years in your chosen target contribution period (capped at 25)
≥ 2,400	≥ 300	≥ 300	≥ 200	≥ 360	≥ 480	1.0%		2.8%	2.8%	
≥ 4,800	≥ 600	≥ 600	≥ 400	≥ 720	≥ 960	1.5%		2.9%	2.9%	
≥ 8,000	≥ 1,000	≥ 1,000	≥ 640	≥ 1,200	≥ 1,600	2.0%		3.0%	3.4%	
≥ 12,000	≥ 1,500	≥ 1,500	≥ 960	≥ 1,800	≥ 2,400	2.5%		3.0%	3.7%	
≥ 24,000	≥ 3,000	≥ 3,000	≥ 1,920	≥ 3,600	≥ 4,800	2.5%		3.0%	4.0%	
≥ 33,334	≥ 4,167	≥ 4,167	≥ 2,667	≥ 5,000	≥ 6,667	2.5%		3.0%	5.0%	

For detailed terms and conditions, please refer to the attached promotion leaflet.

Any enquiries, please feel free to contact your Relationship Manager or FI hotline on 2519 1133.

致各大經銷商：

好消息！第一波之AXA「雋宇投資保險計劃」特別首年獎賞將展期如下：

- **推廣期：**2013年1月29日至2013年2月25日〔包括首尾兩天〕，或因應本推廣活動配額完結之更短期限
- **特別首年獎賞：**凡於推廣期內成功申請並獲繕發「雋宇」保單〔目標供款年期為10年或以上〕之客戶，可獲派發最高達已繳首年定期保費**125%**的特別首年獎賞
- **最低定期保費：**特別首年獎賞現亦提供予符合以下表格所示的**最低定期保費要求**之「雋宇」保單〔目標供款年期為10年或以上〕。

特別首年獎賞百分率及最低定期保費表如下：

每月定期保費						原有之首年獎賞百分率 (不適用於推廣期內)		特別首年獎賞百分率 (只適用於推廣期內)			
港元	美元	歐羅	英鎊	澳元	新加坡元	目標供款年期 = 10-30	您所選擇的目標供款年期(上限為 25) x	目標供款年期 = 10-14	目標供款年期 = 15-30	x 您所選擇的目標供款年期(上限為 25)	
≥ 1,600	≥ 200	≥ 200	≥ 128	≥ 240	≥ 320	Nil		2.8%	2.8%		
≥ 2,400	≥ 300	≥ 300	≥ 200	≥ 360	≥ 480	1.0%		2.8%	2.8%		
≥ 4,800	≥ 600	≥ 600	≥ 400	≥ 720	≥ 960	1.5%		2.9%	2.9%		
≥ 8,000	≥ 1,000	≥ 1,000	≥ 640	≥ 1,200	≥ 1,600	2.0%		3.0%	3.4%		
≥ 12,000	≥ 1,500	≥ 1,500	≥ 960	≥ 1,800	≥ 2,400	2.5%		3.0%	3.7%		
≥ 24,000	≥ 3,000	≥ 3,000	≥ 1,920	≥ 3,600	≥ 4,800	2.5%		3.0%	4.0%		
≥ 33,334	≥ 4,167	≥ 4,167	≥ 2,667	≥ 5,000	≥ 6,667	2.5%		3.0%	<b>5.0%</b>		

有關獎賞計劃之詳細條款及細則，請參閱附上之宣傳單張。

如有任何疑問，歡迎與您的客戶經理或我們之銷售支援隊伍聯絡 (2519 1133)。

Administration 行政			
Life Products – New Business 人壽保險產品 – 新生意	Steve Chui	2519 1203	steve.chui@axa.com.hk
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Client Administration, e-services 客戶行政、網上服務	Vicky Leung	2519 1365	vicky.leung@axa.com.hk
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Evolution – All enquiries 有關Evolution的查詢		2802 2832 (then Press 3)	evolution@axa.com.hk

Yours faithfully,



**Eddie Fung**  
Head of Financial Intermediaries