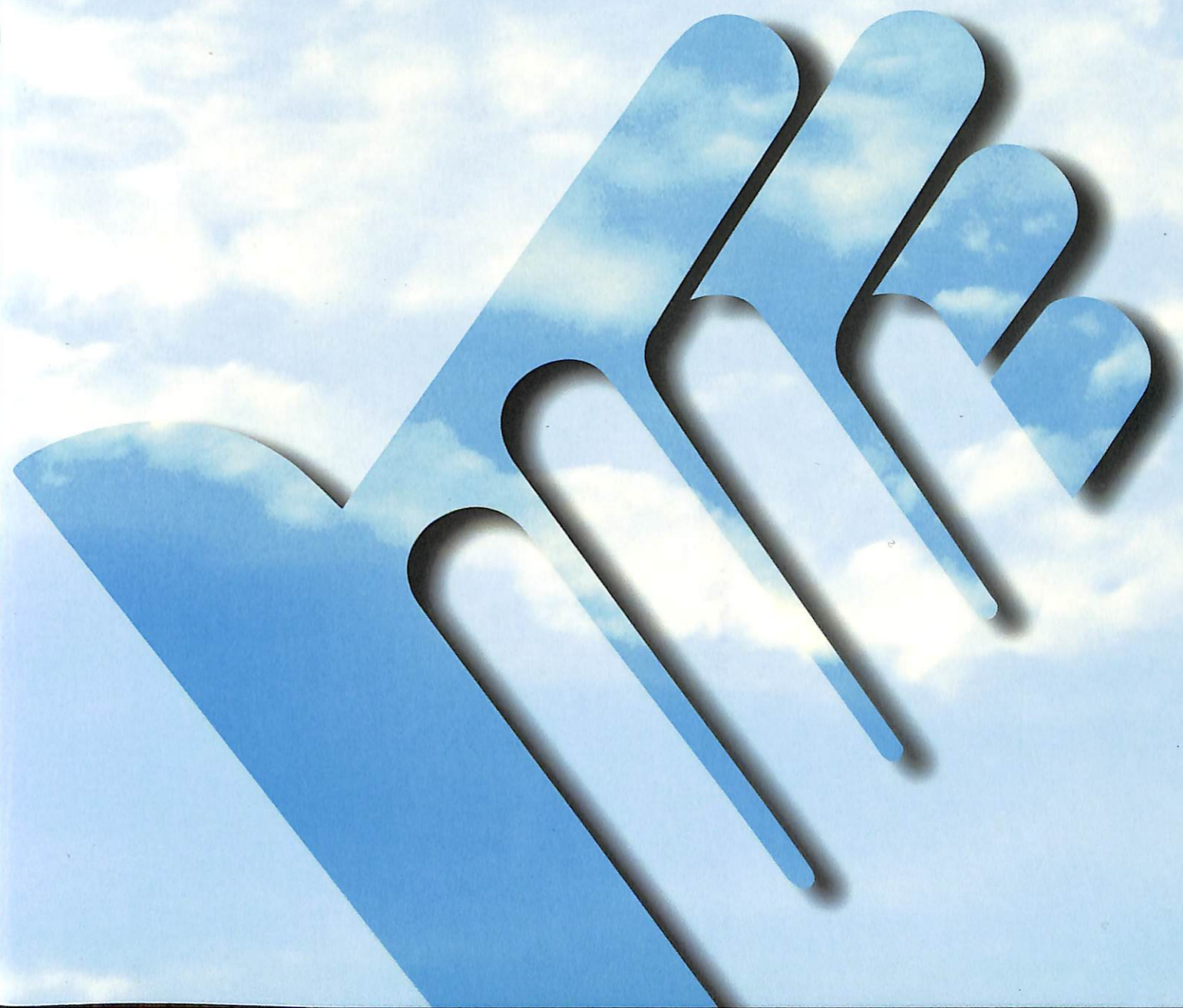


1996

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YEAR BOOK



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INTEGRITY



To collect and disseminate amongst the members information in regard to all matters relating to insurance or to the practice, duties and obligations of insurance intermediaries by means of periodical newsletter and alike.

INFORMATION

HKCII YEAR BOOK 96



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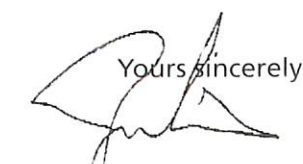
MESSAGE FROM THE PRESIDENT OF THE HONG KONG CHAMBER OF INSURANCE INTERMEDIARIES

1996 is a year full of hardwork and challenges for HKCII. I find the Operation Manual most useful for management of the Chamber's affairs as this has set out at the beginning of the year the theme of my office including Functions and Job Description of various committees, which also becomes a valuable yardstick at the end of my term of office. I am satisfied that I have closely fulfilled my theme of office "To cement the position of Insurance Intermediaries through experience and inspiration". I am grateful to members of the Executive Committee who have dutifully and unselfishly carried out the duties entrusted to them.

What is worthy mentioning here is of course our vigorous campaign engaged continuously for over 9 months of 1996 against Commission Capping on E.C. & Motor business which was initiated by the General Insurance Council and duly supported by the last Commissioner of Insurance. We did so because we truly believe in free enterprise. We are fortunate that the government higher up above at last came to our rescue and the new Commissioner of Insurance echoed to us by action together with G.I.C. to remove the commission capping.

The year book is an annual record of works undertaken by the Chamber. Year Book 1996 in addition has four valuable articles all under an unified theme "The Challenges in the next decade for Hong Kong Insurance Intermediaries- Regulation, Market Expansions, Competitions and Prospects". These articles are kindly contributed by the office of Commissioner of Insurance and three long time market practitioners respectively from the angle of Insurers, Brokers and Agents. I am sure you will find them helpful and inspiring.

Finally, I would like to take this opportunity to sincerely thank the advertisers for their generosity to support the Chamber by action of placing advertisements at this publication. My thanks also go to the members of the harkworking Committee who make the publication possible.

Yours sincerely

Johnson Lee
President



**MESSAGE FROM
THE
COMMISSIONER
OF INSURANCE,
HONG KONG**

保險業向來在本港的金融服務中佔著一個舉足輕重的地位，帶動著本港的經濟發展，貢獻至大。多年來，保險業人士積極進取，致力提高保險從業員質素及開發本地保險市場，為廣大投保人士提供合適的保險產品及優質服務，保險業對本港社會的貢獻實在值得嘉許。保險業之得以蓬勃發展，主因之一實有賴當中的保險中介人努力不懈及不屈不撓的專業精神。

香港之成功，主要繫乎人才輩出。香港保險中介人商會在培訓本地保險從業人才方面，實在功不可沒。在過往，商會透過不同形式的培訓活動，確實提高保險從業員的專業知識，更能慢慢地在公眾人士心目中贏取了信心，確立了保險業在社會中的地位。

展望將來，本人深信，憑著商會及其他專業保險團體的不斷努力，本港的保險業更加茁壯成長，造福香港。

黃志光
保險業監理專員



**MESSAGE FROM
THE HONOURABLE
CHIM PUI-CHUNG**

Member of the
Legislative Council
Hong Kong

I wish to extend my warmest congratulations to the Hong Kong Chamber of Insurance Intermediaries on the occasion of its fourth anniversary and the publication of Year Book 1996.

Intermediaries shall no doubt continue to form an integral part of the insurance industry, contributing invaluable to the rapid growth and healthy development of the Hong Kong insurance business.

I look forward to work closely together in the days to come with HKCII for the promotion and advancement of the insurance industry in Hong Kong.

Chim Pui Chung
Legislative Councillor



**MESSAGE FROM
THE HONOURABLE
CHENG KAR FOO**

Member of the
Legislative Council
Hong Kong

近數十年來，香港已逐漸從一輕工業市鎮，轉變為一個以金融服務業為主的現代化城市；況且香港市民越發了解到保險的重要性，接受購買保險的概念。因此，保險業在香港經濟體系中，已佔了舉足輕重的位置；保險業在香港的發展，前途亦一片光明。

可是，保險業要有健康的成長，必須得到法例的配合和政府的協助。本人在九五年代表金融，保險，地產及商業服務界，當選立法局議員後，一直關注保險業各方面的問題，並跟保險業監理處和保險業團體保持密切聯絡。

香港保險中介人商會是本人非常欣賞的團體之一，她所做的工作，大家有目共睹。本人希望貴會在未來的時間，為業界和全港市民，謀求更理想的明天。

並祝

百尺竿頭，更進一步！

鄭家富

立法局議員



**MESSAGE FROM
THE CHAIRMAN OF
THE HONG KONG
FEDERATION
OF INSURERS**

I have great pleasure in congratulating the Hong Kong Chamber of Insurance Intermediaries in the production of its year book 1996.

During the past year, your chamber initiated a few issues which have resulted in much exchange of communication with the Federation and I wish more constructive dialogue between us can continue in future.

May I take this opportunity in wishing the HKCII every success in the years ahead.



Steven Lau
Chairman



**MESSAGE FROM
THE MACAU
INSURANCE
AGENTS AND
BROKERS
ASSOCIATION**

本人謹代表澳門保險業中介人協會祝賀"香港保險中介人商會"新一屆領導班子。

近年保險業競爭日趨激烈,特別是保險中介人所受的沖擊更大;如何提高保險業從業員專業水平,加強競爭力,實在是我們正面臨的重要挑戰。

貴會作為保險中介人專業團體,充份發揮保險中介人與政府溝通的橋樑,為保險業市場平穩發展作出貢獻.我們希望兩會今後能夠加強聯系,互助學習,增進友誼,為港澳兩地保險業市場發展提供更專業及優質的服務。

澳門保險業中介人協會

1997-1998 年度會長

曹錦泉



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香港保險 中介人 未來十年 的挑戰

黃志光

保險業監理專員

前言

香港奉行的，是一個自由經濟政策，這個政策已實行多年，事實證明，面對云云國際貿易上的競爭對手，本港能夠取得今天的國際金融成就，殊非僥倖，除了一個自由市場基礎，再要加上本地金融界從業員不屈不撓的精神，才能達致今天的成果。現時，香港在世界貿易經濟 (world trading economics) 中排名第八，股票市場的資本市值 (Market capitalization) 在世界上也是排行第八，在亞洲中緊隨日本而排名第二。在外匯市場方面，若根據市場營業額計算，本港是全球第五大外匯市場。

可是，我們不應以今天的成就自滿，政府在本港金融事務上的目標，是致力促進發展香港成為一個主要國際金融中心，為了達致這個目標，我們設立了適當的法律，監管及行政架構，從而：

- (一) 讓所有參與市場的人士能夠在公平的基礎上以平等條件競爭；
- (二) 提倡崇高的商業道德和廉潔標準；
- (三) 保障投資者、投保人和存戶等公眾人士利益；
- (四) 促進新金融產品和服務的發展；
- (五) 使香港有效地與其他重要金融中心競爭；和
- (六) 為商業經營提供健全和高效率的運作環境。

以上的目標是從宏觀的角度來說，若我們把焦點集中於金融事務中的保險業來看，我們會知道政府對本港保險業的發展亦是有相當的承擔的。回顧於1983年，政府已制訂了公司條例(香港法例第41章)，去賦予一個完整法律架構給本港的保險業，讓保險業能夠在法例的扶助下健康長成。

香港的保險業市場

時至今日，在香港從事保險行業的人數已由1980年的6,500人激增至現有的45,000人，毛保費 (gross premium) 的增長率每年亦持續有兩位數字的增長，以下是1993年及1994年的毛保費比較：

	港元 (百萬)		增長率
	1993年	1994年	
一般業務 (General Business)	17,073	19,737	16%
長期業務 (Long Tern Business)	15,490	19,478	26%

香港保險 中介人 未來十年 的挑戰

(續)

現時，本港共有二百二十多間獲授權保險公司 (authorized insurers)，其中超過一半是外地註冊公司，特別是英資和美資公司在本地市場的活躍性，尤見突出。從中，我們可以體會到本地的自由市場政策，確是可以吸引外國公司來港投資，使本港的保險業，出現無限生機。

究竟香港的保險業市場在亞洲中甚至是全球中佔甚麼地位？它的發展潛質又是怎樣？要解答以上問題，相信最近瑞士再保險公司 (Swiss Re) 定期發表的 Sigma Report 可以給我們一啟示，在 Sigma Report 1996 年的第 4 期中回顧了 1994 年全球保險市場的發展，其中不單只列出世界各地保險市場在 1994 年的總保費收入，亦列出各地的保險業密度 (insurance density) 及保險業滲透度 (insurance penetration)，當中有關東亞地區 (East Asia) 的數據如下：

表一：1994 年總業務（一般業務及長期業務）保費收入

地區	保費收入 (百萬美元)	全球佔有率 (%)
日本	606,015	30.80
南韓	45,181	2.30
台灣	12,723	0.65
香港	5,074	0.26
泰國	3,391	0.17
馬來西亞	2,833	0.14
新加坡	2,583	0.13
印尼	1,972	0.10
菲律賓	955	0.05
東亞地區	680,727	34.60
其他地區	1,287,060	65.40
全球總數	1,967,787	100.00

香港保險 中介人 未來十年 的挑戰

(續)

表二：1994年保險業密度(Insurance Density)
(亦即人均保費(Premiums per Capita))

地區	保險業密度 (美元)	世界排名
日本	4,850	1
南韓	1,017	19
台灣	606	25
香港	827	21
新加坡	882	20
馬來西亞	145	34
泰國	57	46
菲律賓	14	59
印尼	10	61

表三：1994年保險業滲透度(Insurance Penetration)
(亦即保費佔本地生產總值的百分率)

地區	保險業深入度 (美元)	世界排名
日本	12.83	1
南韓	11.82	3
台灣	5.36	24
香港	3.83	33
馬來西亞	4.65	28
新加坡	4.22	30
泰國	2.83	39
菲律賓	1.49	55
印尼	1.13	60

香港保險 中介人 未來十年 的挑戰

(續)

從表一來看，本港保險市場在全球的佔有率遠落後於韓、日、台、排在前一位的台灣佔有率是香港的一倍有餘，第二位的南韓更是本港的差不多九倍。表二顯示出各地區國民用在保險上的人均支出，表三則告訴我們保險業在各地區經濟上的重要性，從表二及表三來看，香港的排名仍然有上升的空間，亦顯示市場上仍然可以拓展。一般發達先進國，例如：日、英、美、澳等地，因為保險市場發展經年與及國民對保險接受程度高，所以保險業密度和保險業滲透度這兩個指標，都會在世界排名前列位置，故此，根據這兩個指標，香港保險市場的潛力不容忽視，而事實上，香港的按人口平均計算的本地生產總值(per capita GDP)在1994年已達US\$24,530，在亞洲來說已屬頂尖一類，亦已超越英國及澳洲(1994 per capita GDP 英國-US\$17,980，澳洲-US\$20,720)。惟在1994年英澳兩國在第一個指標中，世界排名分別是第四位和第十三位；在第二個指標中世界排名則是第四位和第十五位，而香港的世界排名則分別是第二十一位及第三十三，亦再次證明香港保險市場有一定的發展空間。

除上述 Sigma Report 給我們的一些客觀啟示外，我們對未來本地保險市場的樂觀看法亦有以下因素支持：

- (一) 據統計，現時全港個人人壽保單祇有二百五十萬份，顯示祇有最多四成港人有購買人壽保險；
- (二) 本港地理上靠近中國大陸，而中國的保險市場潛力龐大及現正逐步開放中，很多國際性保險公司都關注中國市場的發展，估計他們會被本港的人才和先進的通訊系統所吸引，而利用香港作為進軍中國市場的跳板，料本港的保險市場定必因此而受惠；
- (三) 財政司在他的1996/97年財政預算已表明，香港政府現正利用靠近中國市場的優勢去積極發展本港的再保險(Reinsurance)及專屬自保(Captive insurance)市場，期望本港能夠成為亞洲最大和最可靠的保險、再保險及專屬自保保險中心。

縱觀以上發展，本人深信憑著香港人靈活的頭腦及幹勁，配合本港具備的先進通訊系統及健全的法律架構，本地的保險市場的發展定必可以蓬勃擴展。故此，我相信，保險中介人在這優越的市場形勢下，其擔當的角色日益重要。

香港保險 中介人 未來十年 的挑戰

(續)

保險業的監管架構

政府遠在1983年已制訂了保險公司條例，根據此條例設立了保險業監督 (Insurance Authority) 去執行條例內對保險業的監管，監管的目的是要確保獲授權保險公司 (authorized insurers) 有足夠的償付能力及保障投保人的利益。

相信大家都會同意適量的監管是必須的，亦可以扶助保險業的健康成長，畢竟香港政府奉行的，是一個自由市場經濟策略。在保險業上，保險業監督所採取的監管原則是：「最少干預，最高支持」 (minimum intervention, maximum support)。背後的意思是，政府的政策是盡量不利用立法去干預自由市場的運作，讓市場參與者在自由公平的環境中盡展所長，另一方面，政府亦會竭盡所能去協調市場的運作，使到保險業和諧地擴展。

基於上述監管原則，政府自從1983年以來已多次修訂了保險公司條例以配合本地保險市場的發展。其中影響保險中介人最深遠的要算是1994年保險公司（修訂）（第3號）條例，該條例於1995年6月30日生效後，保險中介人的自律監管制度自此便可以在法律的基礎上繼續運作。根據新訂條文，除獲委任保險代理人或獲授權經紀外，任何人不得從事保險中介人業務，其次，法例又賦予認可的專業保險團體若干權力去審核保險中介人的執業資歷及為他們註冊成為合法的保險中介人，法例又容許這些認可業內團體向那些違反專業守則的中介人採取紀律行動以保持保險業的廉潔及保障公眾投保人士的利益。因此，保險業監督不會隨便介入自律監管制度的運作或制訂新法例去阻礙它的發展，除非那是必須的，即使這樣做，政府都會盡可能先諮詢業內人意見。

保險中介人未來的挑戰

在一個有龐大擴展潛質的市場，在政府的扶持下，加上市民對保險的認識日漸提高，作為一個保險中介人所要面對的挑戰是甚麼呢？試想想，在這樣的一個得天獨厚的市場裡，有誰願意入寶山而空手回？誰不願意滿載而歸？在考慮這些問題時，我們不要忘記本地的保險市場是一個

香港保險 中介人 未來十年 的挑戰

(續)

自由公平競爭兼且是一個開放的市場，自由公平競爭的結果是優勝劣敗，汰弱留強。違反遊戲規則的參予者不單會被法律所制裁，亦會被其他市場人士唾棄。所以，我認為作為保險中介人首先應該竭力遵守業內人士已經訂立的專業守則，這些專業守則都是經過詳細審視下制訂而成，它們大都已經在實踐中得到驗正，偏離了這些守則，或許會得到一時之便或短暫的利益，但最終將會令整個專業蒙羞及引來社會人士聲討。更甚者、會令政府逼不得已進行立法干預。

其次，保險中介人要在專業知識上裝備自己，市場上千變萬化，產品推陳出新，加上市民對保險認識日深，倘若保險中介人未能在專業知識上緊貼市場的變化，很容易會被其他市場參予者迎頭趕上。為了保持自己在這方面的水準，中介人應該常常參加各類培訓課程及閱讀有關保險的書刊，填補不足的地方。

第三，保險中介人應該盡力去提高對客戶的服務質素。倘若產品是差不多一樣的時候，最能影響客戶購買的因素就是服務質素，故此，保險中介人應該提高服務質素去迎合客戶的要求。特別是售後服務是最令人容易忽略的一環，須知道客戶可能還有其他產品需要，故此，你和客戶的交易不是一次過的，你的售後服務影響了他對你的真正專業形象，況且，一個客戶亦有可能帶來另一個新客戶，使你的業績煥然不同。

最後，我相信保險中介人應該要捕捉市場的脈搏，對整體市場發展趨勢有所認識，此舉有助了解客戶對保險的需求。要達到這點是最容易的，就是要盡量與其他保險中介人保持聯絡，多參予所屬保險團體的活動，藉此而去了解市場的發展。

從上述各點來看，保險中介人的未來的確是充滿挑戰性的。作為保險業務的前線工作人員，保險中介人的質素和專業精神直接影響了本地保險業的未來發展和公眾人士對保險業的印象，所以，他們所要肩負的使命也是任重而道遠的，盼望中介人們能貫徹過往的幹勁，帶領著香港的保險業跨越未來燦爛的十年。

**Three Steps
in the Right
Direction**

Stephen Moffatt
A.C.I.I., Managing Director,
Union Insurance Society of
Hong Kong Ltd.

I rather think that when Confucius said that "Every long journey starts with one step", he had in mind that long and involved journeys require just one step to commence, but without that first step we can never expect to arrive at our chosen destination.

One of the main differences between an insurance company and an intermediary, is one of scale, and therefore potential resources. Although by international standards, local insurance companies are really quite small, having access to a staff of over 100 people, naturally changes our relative perspectives of this "journey".

The next decade will bring us all both problems and opportunities, and rather than be too specific, I would prefer to take a look at three main "drivers", whose direction and power will affect us all - Change, Beliefs, and the Need to Built Relationships.

1. The Speed and Complexity of Change

If we stand back and view history in terms of change, we can observe the emergence of different "engines", such as industrialisation made possible by the invention of steam power; the development of railways for transportation; the development of electricity; the discovery of oil based products, and their impact on the motor car and air travel. We are now on the threshold of two new arrivals: Globalisation and Information Technology.

Globalisation and information technology have the awesome power to compress time and space by factors far greater than any of the previous main drivers of change of the past.

Their effects on our industry have already been witnessed in the shape of mergers and the advent of new methods of communication, which are going to change the way in which we conduct business together in the future.

The point I am making is that the degree of change which we are about to see, leverages the extent of that change in a way that has never been seen before. We are all aware that the cost and power of the modern personal computer is dropping by about 30% compound, but if this was applied to the development of the motor car, over the ten years, for example, the effect would be that by the years 2000, a modern motor car would effectively cost \$5 and travel 250,000 miles on a gallon of petrol!

So, too, the effects of globalisation will shrink the world insurance market by virtue of fact that new ways of doing business in the West will become far more easily transportable to local markets.

Technology, although only one part of the marketing mix, will facilitate major changes in methods of distribution. We have seen the emergence of Bancassurance; Direct Writing, and distribution through Affinity Groups, and this can only escalate in the future. The response of the insurance intermediary to these major changes should be to add value to the relationship between the distributors of insurance and the ultimate buying public. Price is only one aspect of that "value" equation, and the real challenge in future will be the ease with which insurance products can be purchased, which will be the main driver of change in our industry.

2. The Need for Principles and Beliefs

The current storm of change causes both confusion and anxiety, but what is it that really helps us to make complex decisions when dealing with everyday business problems and opportunities? Whilst we are all confronted with more freedom of choice than ever before, personal responsibility still attaches

**Three Steps
in the Right
Direction**

(continued)

to all choices that we make. There will always be consequences for each decision that we make.

We need to establish beliefs and principles which will remain constant, while all around us is chaotic.

Take for example, the issue of "respect". In any business relationship, there are three parties whose needs have to be protected if that relationship is to be healthy - the intermediary; the insurer, and the ultimate insured. Any decision that any one of us makes which deliberately seeks to undermine the interests of any one of these three parties is doomed to long-term failure. If we cannot show the responsibility and leadership necessary to make sure that all three parties' interests are considered at the same time, then we are storing up trouble for ourselves in future.

It seems to me that at the present time, the intermediary market is collectively using and abusing the naivety of insurers to obtain totally uneconomic terms from underwriters in order to secure desired business relationship between the client and the intermediary.

If, as we are told, there is a claim reserve deficiency of some HK\$2 billion in respect of workmen's compensation business in this market. Someone, some day, has got to pay the price. It is the responsibility (another "principle"!) of all of us to fully understand the business that we are in, and not to subvert the long-term interests of the market for our own comparatively short terms gains.

I would contend that our need for principles extends to include personal and financial investment in training both for ourselves and our staff, in order to provide the public with competent insurance advice and also to invest in any other enablers that will improve the service that we provide to our customers. For example, new systems to improve efficiency, and genuine enhancements to our products and services, which will make customer satisfaction an item for constant improvement.

3. The need to build Relationships

Which rather leads me onto probably the most important area in respect of the way that we need to work together in the future. Insurers, intermediaries and clients are all interdependent. All of us want to see the development of long term business relationships in which we can all prosper. However this will remain only a wish, until we all work genuinely together towards its achievement.

Time and time again it has been proved, both in insurance and in other business that customers do not necessarily seek the cheapest price, PROVIDED there are other elements present which they value more greatly. Until we start adding real value to the relationships that we enjoy together, price will always be the greatest differentiator, since we have nothing else to offer to our customer that is more important.

We have seen our market go from feast to famine in just a few short years, and unless there is a major change in this market, leading to the building of more robust and competent relationships, I foresee the possibilities of insolvencies on a scale which we have never seen before.

If there are going to be insolvencies, we can assume that the regulators responsible for our market will take a greater interest in our affairs, but only after the creditability of our business has been adversely affected. We all have a role and interest to ensure that this does not happen.

To return to my analogy that all business and personal endeavour is like a journey, it seems to me that we all need to agree on the use of the same compasses, so that we all arrive at the same destination in reasonably good health!

Challenges to Insurance Brokers in the Next Decade

Albert Kee

FCII, CRM
Deputy Managing Director
Alexander Lippo (H.K.) Ltd.

If one asked an insurance broker how he fared in the past few years, he would certainly say that there had not been easy times, particularly in the last couple of years when the market softened and the economy was sluggish. It was definitely a time when insurance practitioners, insurers and brokers alike, struggled for survival. Insurance market, like any other financial markets, observes the natural law of fluctuations with peaks and troughs, except that in recent years, the troughs seemed to last much longer than the peaks. Such harsh business conditions created severe competition in which one always tried to outperform others and to come out of the struggle unscathed. It is therefore generally admitted that the major concern of the insurance brokers is one of adaptability and innovation. These are the necessary qualities which all professional insurance brokers must have to help them face the challenges lying ahead.

Demands from the general public on the services from an insurance broker will become more stringent. As the world develops and becomes more competitive, people begin to make aware of the value for money spent. Clients will closely scrutinize every dollar spent to ensure that they have squeezed the most out of it. This will mean that brokers will have to gear up themselves and raise the level of services in terms of scope, quality and professionalism. For instance, one may have to expand the scope of services to include risk management consulting work: raise the quality of the service by hiring more quality staff and providing them with more appropriate training; and enhance the professional knowledge of the staff in general or in specific fields. A brokerage with diversified field of knowledge will have a leading edge over others in a competitive environment.

Sophistication is probably another area which future brokers will have to possess in order to surge ahead in the competition. More and more, one tends to find that as we are achieving economic growth, our clients' business scope, geographical spread, organizational structure and financial arrangement are getting more widespread and intricate. In the same token, the clients' risk exposure is increased and becoming more complex. Being these clients' insurance advisor, you have to be able to design and implement insurance programs which are probably no less complex and sophisticated than the risk exposure itself. Under the circumstance, apart from the diversified field of knowledge mentioned above, brokers will probably need resources or support from different worldwide markets as well as a worldwide servicing network. This is one of the reasons why acquisitions and mergers have been very frequent in recent years.

For brokers, the competition for business is traditionally among fellow brokers and with insurance agents of insurers. However, it has recently transpired that some insurers were stepping up their efforts in selling insurance directly to customers, particularly automobile insurance, which can be conveniently bought through telephone. This poses threat

Challenges to Insurance Brokers in the Next Decade

(continued)

specifically to smaller brokers whose business is more in those classes of insurance which need little servicing or consulting work from the brokers. These classes of insurance have one common feature, namely, price dominant. Little defence can be put up by the brokers affected. Apart from depending on the "client-customer relationship", the brokers can only reduce their profit margin and offer personal services to compete.

Brokers' ability to compete depends largely on the support they can get from insurers. Though brokers are acting as agents for their clients and should maintain their independence and impartiality in the selection of insurers, it is inevitable that brokers will use their discretion to favour certain selected insurers in order to obtain most competitive terms in return for the clients. This will develop into a situation under which brokers will review their existing portfolios and try to narrow down the spread of business to a handful of insurers. The "teaming up" of brokers with selected insurers will benefit the brokers as they can now be assured of special treatment from these insurers, thus increasing their competitive power. In fact, this kind of association between insurers and brokers has been going on for some time in the market. But what we shall probably see in the future are more elaborated plans of partnership between brokers and insurers and it may end up that the market is divided into a number of independent or overlapping groups, each being dominated by one or a limited number of brokers.

The other area which brokers have to keep a watching brief is the increasing influence of the consumers. It has been seen that in the past decade, legislators had gradually recognized the rights of consumers and had legislated more stringent regulations to protect such rights. Insurance services and products were no exceptions. Insurance brokers will face a more litigious environment in which your clients are more inclined to take legal action against you when they experience failure or find defects in their insurance protection. Adding to this threat, you will probably find that the court will tend to sympathize the insurance buyers than the brokers. Given this situation, brokers have to be exceptionally careful in discharging their duties and must have sufficient professional indemnity insurance to protect themselves against such liabilities. In Hong Kong, insurance brokers are under the industry's self regulation by establishment of the regulatory bodies, namely, the Hong Kong Confederation of Insurance Brokers (CIB) and The Professional Insurance Brokers Association (PIBA) which regulatory roles have been condoned by the Government. Such arrangement has, to a certain extent, benefited the insurance brokers as the Government will not directly impose any practice regulations without firstly consulting both CIB and PIBA. The result is that both CIB and PIBA will bear the heavy responsibility in ensuring that they have discharged their duties properly as self-regulators. As for the brokers, it's has then become more onerous on them to maintain their integrity and professionalism to avoid direct interference from the authority.

Meeting Challenges now and Ahead....General Insurance Agents

Joseph Sit

F.C.I.I., General Manager
Swire Insurance Ltd.

INTRODUCTION

"Life is hard ! Profit margin is shrinking ! Renewal premium cut by 40% to retain customers !" These remarks are unfortunately getting common among our 'insurance agent' friends. Though market competition has been a norm for a couple of years, its effect is more readily evident in the last one year or so. We are seeing immense pressure on insurance pricing for almost all lines of insurance; there is no exception even to hard risks like contractors' employees' compensation. What's wrong with our market ?

NOTHING WRONG !

It simply signals a maturing insurance market. We are seeing ourselves competing in an environment characterised by increasing customer awareness and expectations of quality. Our customers are more sophisticated and better informed. They are more aggressive in shopping around for better coverage and competitive rates (consumers' right !).

In response, there are more insurance providers - more sophisticated providers. The concept of market globalisation has its effect here. International insurers have been trying to bring in their successful experience elsewhere to Hong Kong. The use of direct marketing as an alternative channel strategy is one of the examples.

As an intermediary between insurance buyers and insurance providers, it is worthwhile to identify a few major challenges which are to be addressed.

CHALLENGES

◆ Government regulations

Government regulation now takes the form of requiring registration of agents with the Insurance Agents Registration Board. It further limits an agent's representation to not more than four insurance companies.

On the one hand, the registration requirement helps to make the industry more transparent to the insuring public who can be sure that they are arranging their insurance through qualified agents.

On the other hand, the restriction imposed on the number of insurers an agent can

Meeting Challenges now and Ahead....General Insurance Agents

(continued)

represent is to a certain extent affecting agent's capability of offering a total insurance solution to their clients. An agent is being put in a disadvantageous position to an insurance broker.

Only until recently that the regulation of commission in respect of motor and employees' compensation insurance was withdrawn. Whether this would mean a reversal of government policies towards more regulation has yet to be seen.

However, there is reason to believe that the government will leave us alone if we promote among ourselves a high level of business ethics for the consumers' and policyholders' interest.

◆ BANKS

Insurance has been taken as an extension of banking service by banks. Starting as agents in early days, we see that more banks are moving into insurance company operation - the growth of bancassurers.

Taking advantage of their position as a finance providers and their distribution network, banks have increased access to insurance buyers. Some home loan clients are even contractually required to insure through their bankers as a condition of loan.

Faced with this situation, it is more critical that we are able to differentiate ourselves by our level of professionalism and creating value to our customers.

◆ DIRECT INSURERS

Selling direct of individual motor insurance has been a prevailing trend in places like the UK and Australia. We see that insurers are trying to import similar model to HongKong. One insurer has started doing the same while two banks have followed suit.

It is obvious that extremely price conscious customers can be lost to direct insurers. It is more critical, however, if we look at their pricing strategy rather than to their relative market share at the moment. Their low pricing strategy has driven down motor insurance pricing in the market at large. As a result, profit margin of motor insurance agents is being bitterly squeezed.

The message is quite clear; we have to be prepared for a declining margin WITHOUT lowering the level of service !

Meeting Challenges now and Ahead....General Insurance Agents

(continued)

◆ **TO CONCLUDE, THE CLEAR CHALLENGE FACING US, AS INSURANCE AGENTS, IS HOW TO MAINTAIN AND IMPROVE OUR LEVEL OF SERVICE AT DECLINING PROFIT MARGIN**

Let us now look further at some options to meet the challenge.

MEETING CHALLENGES AHEAD

◆ **PROFESSIONALISM**

Our success rests with our ability to satisfy our customer's needs. Our value thus partly rests with our ability in helping our customers in a professional way.

We should stop seeing ourselves as the media to arrange insurance. To understand our clients' risk exposure becomes a more important area when our clients' business environment becomes more complex. We should be able to assist our clients to understand their risk exposure and offer them a solution which best suit their interest.

To be able to do so, we need to take a more caring attitude to our clients. Perhaps one best way is to learn and understand more of their business. In some occasion, we may rely on insurance companies to work out a desirable insurance solution.

◆ **GET OUR RIGHT PARTNERS**

As a matter of fact, insurance companies can assist us in putting together an insurance solution to our clients. Faced with keen competitors from real strong competition, it is quite obvious that we need strong and long term partnership with our selected insurance companies in order to survive.

Insurance companies can be our important partners (certainly after our customers). Few criteria of selecting our partners can be considered : consistent and flexible underwriting, stable and professional management, fair claims practices, risk management capabilities, IT capabilities, good international network and of course excellent financial security.

◆ **COST CONTROL AND QUALITY SERVICE DELIVERY**

Operating under squeezed profit margin, one of the critical success factors is to be able to improve the cost effectiveness of the operation.

Meeting Challenges now and Ahead....General Insurance Agents

(continued)

Effective use of IT is obviously beneficial if we look at the paperwork involved and transaction volume is our daily business. It may help to speed up the whole business process from quotation, policy delivery, credit control etc. Information retrieval capabilities can also enable us to provide quick and reliable information service to customers. In other words, it helps to enhance our service delivery to our customers.

It is often advantageous to bring to the notice of our customers our service standard in a written statement. This shows our caring and commitment to them when we can meet our standard consistently.

◆ **TRAINING**

Insurance is people's business. We differentiate ourselves by providing the level of professionalism and service expected by our customers. In this respect, training is critical. Training can be extended from technical insurance subjects, risk management, sales and marketing to customer service issues.

There are quite a number of good training courses offered by various bodies like VTC and HKMA and good use of them can be an effective tools to improve service quality.

◆ **AGENTS' REPRESENTATION**

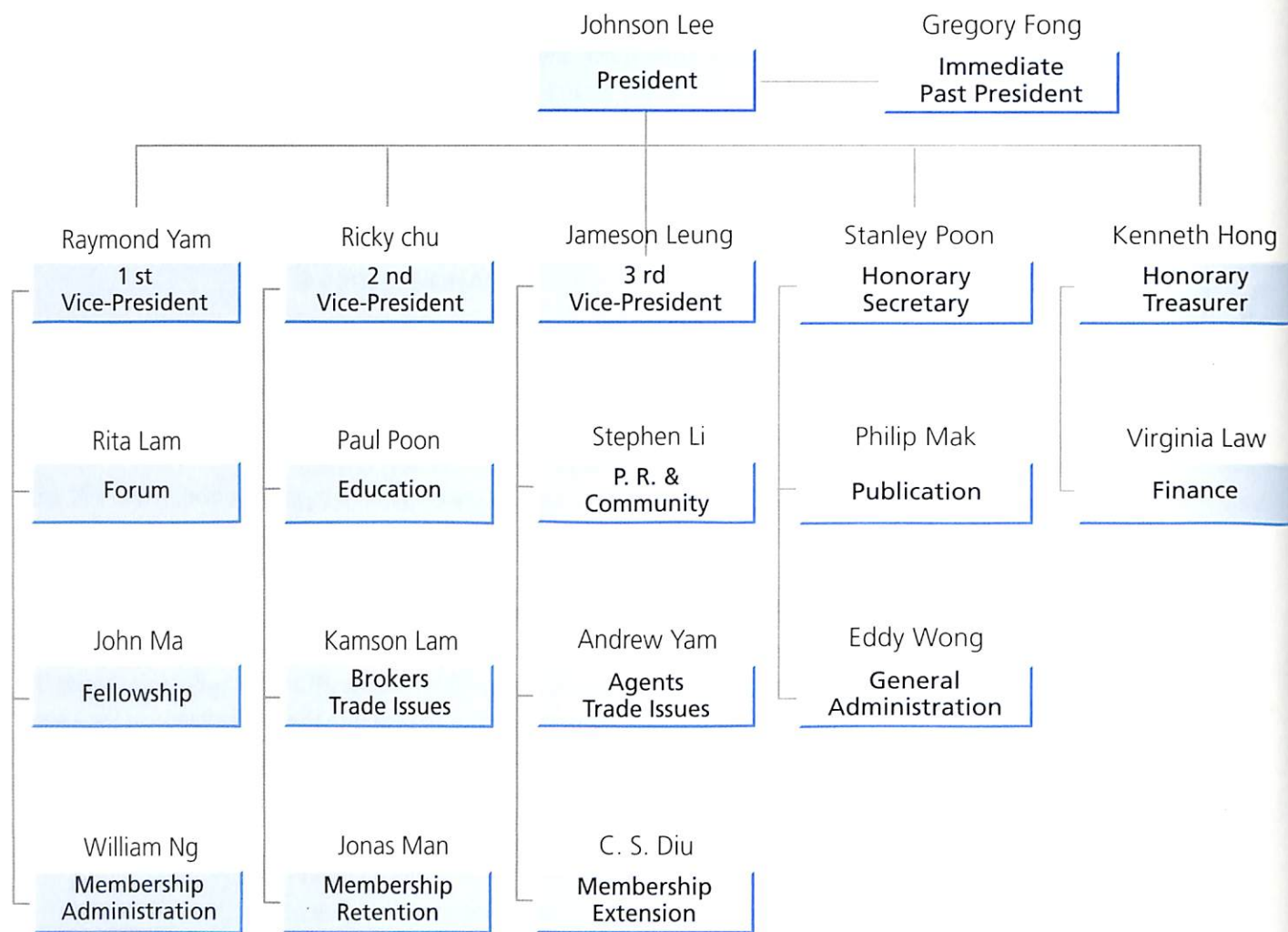
Obviously, there is a need for all insurance agents as a whole to have a representation to the Government on all policies or proposed legislation affecting agents' interests. In addition, there should be more concerted effort to promote the public image of insurance agents and of course the self-regulation of insurance agents. Training should be on top of the agenda. In this respect, there are still lots to be done

IN SUMMARY

Insurance agents are facing squeezing margins, intense competition from banks, direct insurers and government regulations. There are however nothing scaring. The issue is how are we able to maintain our value to our customers (but at lower margin) or even to enhance our value (at improved margin)?

We have to stick to the marketing buzzword - meeting customers' needs by - raising our professionalism, choosing our right partners, cost control and better market representation.

EXECUTIVE COMMITTEE MANAGEMENT CHART 1996



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Hon. Legal Adviser
Mr. Simon Ip - YUNG, YU, YUEN & CO.

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請與我們以下的總代理查詢證實。

Charles Monat Agency Ltd Suite 702 Dina House Ruttonjee Center 11 Duddell Street Central, Hong Kong Tel: 2524 8176 Fax: 2845 9149 Contact Person: Ms Evanda Fung (馮錦霞小姐)	Patrick Leung Agency 1103 Kin Tak Fung Building 467 Hennessy Road Hong Kong Tel: 2575 7833 Fax: 2833 6006 Contact Person: Mr Patrick Leung (梁演璇先生)	Ram A. Jagtiani Ltd 6/F B Sincere Ins. Building No.6 Hennessy Road Hong Kong Tel: 2523 2161 Fax: 2810 1435 Contact Person: Ms Areana Ng (吳玉儀小姐)
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USEFUL TRADE INFORMATION

The statistics below are quoted from the Annual Report of the Office of The Commissioner of Insurance for 1995, giving results of companies for the fiscal year ended 1994, unless stated otherwise.

Long Term Insurance Business

(Source : Annual Report 1995 - Office of the Commissioner of Insurance)

Policies in Force - Individual Life Insurance

Number of Policies #	2,524,079
Total Office Premium (HK\$m)	13,956
Average Premium per policy	\$5,529
Total Sum Assured (HK\$m)	895,448
Policy Type	Market Share
Whole Life Policies	69.97%
Endowment Policies	12.13%
Term Policies	1.58%
Others	16.32%
Total	100.00%

New Business - Individual Life Insurance

Number of Policies #	569,581	
Total Office Premium (HK\$m)	4,361.00	
Average Premium per policy	\$7,657	
Policy Type	Office Premium HK\$m	Market Share
Whole Life Policies	3,229.40	74.05%
Endowment Policies	446.70	10.24%
Term Policies	164.40	3.77%
Others	520.50	11.94%
Total	4,361.00	100.00%

Policies in Force - Group Life Insurance

	HK\$
Number of Policies #	8,327
Total Office Premium (HK\$m)	573.6
Average Premium per policy	\$68,884

Number of Authorized Life Insurers

	(as at 31.12.1995)	
Place of Incorporation	Pure Long Term	Composite
Australia	1	
Bermuda	7	2
Canada	4	
China	2	1
France	1	
Germany		1
Guernsey	1	
Hong Kong	6	9
Isle of Man	4	
Italy		1
South Africa	1	
Switzerland	3	1
United Kingdom	6	4
U.S.A.	6	1
Total	42	20

Policies in Force - Retirement Schemes

	HK\$
Number of Policies #	11,057
Total Contributions (HK\$m)	4,866.6
Average Contribution /Scheme	\$440,137
Net Liability (HK\$m)	22,292.0
Average Net Liability /Scheme	\$2,016,098

Persistency - Overall Voluntary Termination Rate

(For individual linked long-term business)	
Whole Life Policies	8.80%
Endowment Policies	9.70%
All Policies	10.40%

Prepared on 07-March-97 by Stanley Poon, 3rd Vice-President

USEFUL TRADE INFORMATION

No. of Agents - 28.2.97	Total	General	Life	Both
Company Agents	3,431	2,932	64	435
Individual Agents	27,774	6,979	2,309	18,486

Source : The Hong Kong Federation of Insurers

General Insurance Business

(Source : Annual Report 1995 - Office of the Commissioner of Insurance)

Net Premiums Analysis for the year ended 1994

	All amounts in HK'M			
Class of Business	Direct Business	Reinsurance	Total	Share %
Accident & Health	1,800.0	112.3	1,912.3	15.46
Motor Vehicle	2,618.1	502.0	3,120.1	25.22
Aircraft	0.1	19.6	19.7	0.16
Ships	109.7	206.3	316.0	2.55
Goods in Transit	759.6	213.7	973.3	7.87
Property Damage	1,547.5	1,346.0	2,893.5	23.39
General Liability	2,219.2	303.1	2,522.3	20.39
Pecuniary Loss	90.9	31.9	122.8	0.99
Non-Proportional Treaty	--	73.5	73.5	0.59
Proportional Treaty	--	417.1	417.1	3.37
Overall	9,145.1	3,225.5	12,370.6	100.0

Direct Business Analysis for the year ended 1994

	All amounts in HK'M			
Class of Business	Commissions Payable	As % of Gross Premium	Net Claims Paid	Claims Ratio in %
Accident & Health	379.3	18.2	969.8	53.90
Motor Vehicle	684.2	19.2	856.1	32.70
Aircraft	0.1	4.8	0.0	--
Ships	65.9	22.3	37.9	70.90
Goods in Transit	299.4	23.0	146.0	19.20
Property Damage	1,347.0	39.1	216.7	14.00
General Liability	661.2	39.2	593.6	27.80
Pecuniary Loss	55.5	16.0	24.2	41.10
Overall	3,492.6	23.6	2,844.3	31.10

Extract of Underwriting Result of Direct Business for 1994

	All amounts in HK'M			
	Property Damage	Goods in Transit	Motor Vehicle	Overall for all class
Gross Premium	3,445.9	1,302.3	3,562.2	14,827.90
Net Premium	1,547.5	759.6	2,618.1	9,145.10
Net Claim Incurred	283.1	185.0	1,367.4	4,101.20
Underwriting Profit/ (loss)	246.7	271.8	477.5	1,146.50

Prepared on 6-March-97 by Stanley Poon, 3rd Vice President



FORUMS

It is our mission to provide platforms for our members to voice out their opinions on insurance issues. From the following, you will see how meaningful and interesting are the topics we have chosen, as evidenced by attendance of over 100 each time.

12th Forum: Friday, 29th March, 1996

Title: Should the Insurance market adopt a uniform commison of 15% for E. C. & Motor?

Speaker: Mr. Ros Lam, Commissioner of Insurance (Excused)
Mr. Peter Dumn, Chairman of General Insurance Council (Excused)

13th Forum: Thursday, 18th July, 1996

Title: Tax Planning for Insurance Intermediaries towards the New Legislative Requirements for Services Companies

Speaker: Mr. Stephen Lau-Partner, Ernest & Young

14th Forum: Thursday 3rd October, 1996

Title: A Preview on Mandatory Provident Fund

Speaker: Mr. Raymond Tam, Assistant Director (Regulatory Standards)
Mandatory Provident Fund Office, Hong Kong Government



A token of appreciation by President Johnson to Forum speaker Mr. Raymond Tam, Assistant Director of Mandatory Provident Fund Office, H.K. Government.



FORUMS



Forum Interaction
-To speak and answer
-To listen and ask



PUBLIC RELATIONS

Contacts & Friendship

During the past years, the Executive Committee members had met regularly with various local government departments and insurance bodies, and maintained direct dialogue with them on subject of mutual interest.



- The Commissioner of Insurance, Hong Kong
- The Hong Kong Federation of Insurers
- The Life Insurance Council
- The General Insurance Council
- The Accident Insurance Association
- The Life Underwriters Association of Hong Kong
- The Hong Kong Confederation of Insurance Brokers
- The Professional Insurance Brokers Association
- The Insurance Training Centre, Vocational Training Council
- The Independent Commission Against Corruption
- The Consumer Council



FELLOWSHIP

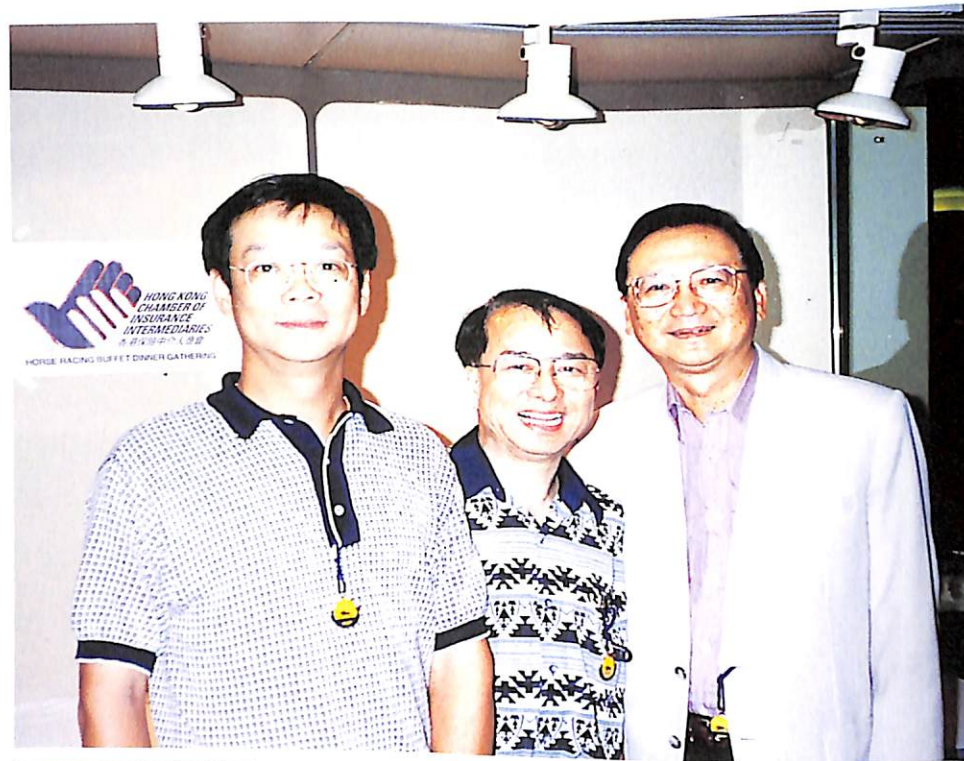
A Chinese New Year Gathering Dinner was organized on 12th March, 1996 for members of the Executive Committee and Board of Counsellors for fellowship and with lucky draws.





FELLOWSHIP

A total of 7 monthly Happy Hour Drinks at the Royal Arms Bar at Wanchai beginning from June this year. The functions were organized by the Chairman of Fellowship & Recreation Committee. An insurer would be invited each time to meet our members for exchange of market information and help.



FELLOWSHIP



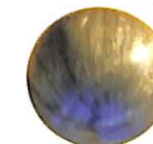
Horse racing buffet dinner gathering was organized on 1st June, 1996 at Shatin race-course with over 50 members participating.





FELLOWSHIP

One day trip was on 22nd September, 1996 to visit New Hong Kong Airport, Fish Farm and then for vegetarian lunch. Totally, 85 members and their families were attending.

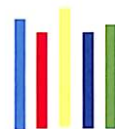


FELLOWSHIP

On 9th November, 1996, we set out to visit the China International Aviation Show at Zhuhai. through the kind arrangement of Mr. Tse Wai Hung of PICC, Zhuhai. Returning to Macau, we met with key members of Macau Insurance Agents and Brokers Association. The delegation was 18 in total.



SNAP SHOTS OF CHAMBER'S ACTIVITIES



FINANCES

HONG KONG CHAMBER OF INSURANCE INTERMEDIARIES
(LIMITED BY GUARANTEE)
(INCORPORATED IN HONG KONG UNDER THE
COMPANIES ORDINANCE ON 7TH SEPTEMBER, 1995)
BALANCE SHEET AT 31ST DECEMBER, 1995
(Expressed in Hong Kong Dollars)

	Note	\$	\$
CURRENT ASSETS			
Accounts receivable			89,000
Prepayment			288
Cash at bank			238,100
			<u>327,388</u>
CURRENT LIABILITIES			
Accounts payable & accrued charges		63,470	
Provision for taxation	2(b)	43,876	
			<u>107,346</u>
NET ASSETS			<u>220,042</u>
Representing:-			
SURPLUS FOR THE PERIOD			<u>220,042</u>
CHAMBER'S FUND			<u>220,042</u>

Approved by the Executive Committee 11 DEC 1996


President


Treasurer

The annexed notes form an integral part of these financial statements

HONG KONG CHAMBER OF INSURANCE INTERMEDIARIES
(LIMITED BY GUARANTEE)
INCOME AND EXPENDITURE ACCOUNT
FOR THE PERIOD FROM 7TH SEPTEMBER, 1995
(DATE OF INCORPORATION) TO 31ST DECEMBER, 1995
(Expressed in Hong Kong Dollars)

	Notes	\$	\$
INCOME			
Membership subscriptions	1(a)		17,050
Advertising income	1(a)		110,500
Bank interest earned			3,336
Sundry income			140
Donation received			212,008
			<u>343,034</u>
EXPENDITURE			
Advertising		63,505	
Deficit from functions		1,955	
Local travelling		90	
Miscellaneous		2,250	
Postage		37	
Preliminary expenses	1(b)	2,000	
Professional fee		3,170	
Printing & stationery		6,109	
			<u>79,116</u>
SURPLUS BEFORE TAXATION			<u>263,918</u>
TAXATION	2(a)		43,876
SURPLUS FOR THE PERIOD			<u>220,042</u>

SNAP SHOTS OF CHAMBER'S ACTIVITIES



FINANCES

Hong Kong Chamber of Insurance Intermediaries
Balance Sheet (Unaudited) as at
September 30, 1996

	Notes	HK\$	HK\$
Fixed Assets			
Current Assets			
Prepayments		0.00	
Account Receivables		26,170.00	
Bank Balance		284,183.57	
			<u>310,353.57</u>
Deduct :			
Current Liabilities			
Account Payables		20,017.96	
Money Received in Advance		0.00	
			<u>20,017.96</u>
Surplus balance b/f			<u>290,335.61</u>
Balance b/d		263,670.64	
Surplus for the year		26,664.97	
			<u>290,335.61</u>

Prepared by :


Kenneth Hong
Hon. Treasurer


Virginia Law
Director of Finance

Hong Kong Chamber of Insurance Intermediaries
Income & Expenditure Account (Unaudited)
Jan 1, 1996 to Sep 30, 1996

	Notes	HK\$	HK\$
Income			
Membership Subscriptions			
Entrance Fee		16,000.00	
Annual Subscription		67,900.00	83,900.00
Interest from Bank			8,594.07
Surplus from Fellowship			3,608.40
			<u>96,102.47</u>
Expenditure			
3rd AGM		3,321.60	
Souvenirs		3,270.00	
Printing & Stationery		15,596.80	
Forum / Seminar		3,799.00	
B.R. Fee		2,250.00	
GPO Rental		500.00	
Installation Ceremony		20,212.40	
Multli-Fax Cost		19,497.60	
Miscellaneous		990.10	
			<u>69,437.50</u>
Surplus for the Period			<u>26,664.97</u>
Accumulated Funds brought forward			<u>263,670.64</u>
Accumulated Funds carried forward			<u>290,335.61</u>

Prepared by :


Kenneth Hong
Hon. Treasurer


Virginia Law
Director of Finance

NEWSBULLETIN

我們深信與會員保持緊密聯繫，是促進本會健康地成長的因素，是以我們每月有會員通訊（並由6/96開始，採用雙語運作），用傳真方式，發放給各會員，使每一位會員，都能清楚地知道本會最近的動態及即將舉辦的各項活動，如會員對此通訊有甚麼意見，歡迎致函賜教。

News Bulletin
A regular Bulletin of the Hong Kong Chamber of Insurance Intermediaries

March 1996

To All Members

- 12th Forum - should the insurance market adopt a uniform commission of 15% of EC and Motor.**
The forum was held on 13 March 1996 at the Chinese General Chamber of Commerce of 8/F, 24 Connaught Rd., Central, Hong Kong. Totally, there were around 100 participants including 31 non-members. We were delighted that some members from PIBA, CIB and IUA were present in the forum and gave out their speech. Some agents suggested the government should not interfere the insurance market operation which created an unfair trade situation, others complained the commission was not the sole factor affecting solvency margin of insurance co. Some brokers suggested the Chamber to hold a press conference or even organise a street protest while some complained why the intermediaries were not being consulted in this incidence. Because of popular reaction of the participants, the forum was extended to 8.15 p.m. before closing, a motion was moved with 68 persons against the uniform commission system. The committee of our chamber will follow up the case and report to all members any further development at once.
- The installation ceremony for the office bearers of 1996.**
The ceremony will be held on Friday, 29 March 1996 at 6 p.m. in The Chinese General Chamber of Commerce. Mr. Ros Lam, the Commissioner of Insurance, The Hon. Chim Pui Chung, the Legislative Councillor and Mr. Dennis J. Pedini, the Chairman of HKFI will officiate the function. Year book 1995 will be distributed during the function. All members are welcome to attend.
- Welcoming New Members**
The committee extend our warmest welcome to -
Mr. Chan Chi Hung Michael (Kerry Insurance Ltd) as associate member.
- Membership Renewal for 1996**
About 30% of members submitted their fee for 1996. Those not yet renew their membership, please remit their fees at your earliest convenience.

Best Regards

Stanley Poon
Hon. Secretary
Executive Committee

Philip Mak
Director of Publication
Executive Committee

News Bulletin
A regular Bulletin of the Hong Kong Chamber of Insurance Intermediaries

June, 1996

To: All Members

- Forum on 18 July 1996**
Our 13th forum will be held on 18 July 1996 between 6 p.m. - 8 p.m. at the Chinese General Chamber of Commerce at 8/F, 24 Connaught Rd., Central, H.K. The topic is "Tax Planning for insurance intermediaries towards the new legislative requirements for services companies". The guest speaker will be Mr. Stephen Lau. Mr. Lau is an experienced speaker, therefore members must not miss the forum. Non-members are welcome also.
- Study on Insurance Laws of PRC**
Our chamber has studied the Insurance Laws of PRC and the proposed new policy wording of HK Motor insurance. We welcome any comment from members relating to the above two issues.
- A dialogue with G.I.C. members**
Four of our chamber's executive committee members, including our President Mr. Johnson Lee, held an informal meeting with the members of G.I.C. in the afternoon of 12 June 1996 to exchange the view of capping a uniform commission on Motor and EC insurance. Our members expressed clearly our concern on this issue.
- Fellowship Activities**
 - A Lai Chee tour with the help of Mr. Kenny Yau will be arranged soon at Zhu Hai. Members will be notified shortly.
 - A regular fellowship gathering will be held in the last Friday night of each month in Royal Arms at 5.30 p.m. Members are courteously invited to join us.

News Bulletin
A regular Bulletin of the Hong Kong Chamber of Insurance Intermediaries

- Welcoming New Members**
 - The committee extend our warmest welcome to -
Action Insurance Service Co. Ltd.
True Will Ltd.
Trade Insurance Service (Asia) Ltd. and
Knightsbridge Underwriting Management Ltd. as full members.
Mr. Chan Wai Kwong (Action)
Ms. Wong Lai Ling (True Will)
Miss Chan Siu Lin Josephine (New Zealand)
Mr. Sung Charm Sum (Universal Insurance Services Agency)
Mr. Yao Danny H. (Trade Ins. Ser.)
Ms. Mak Pui Chung (Knightsbridge) &
Mr. Chan Chung Man, Patrick as individual members.
 - Change of Membership Status
Ms. Ivy Chiu Transfers her status as individual member.
- Financial status of the chamber**
We have a balance of HK\$98,429.77 as at 31 May 1996 in the bank following total deposit of HK\$15,800.00 and withdrawal of HK\$3,759.80 for the month of May. Besides we have two fixed deposits making the total cash in bank amounting HK\$287,875.90.

Best Regards

Stanley Poon
Hon. Secretary
Executive Committee

Philip Mak
Director of Publication
Executive Committee

News Bulletin
A regular Bulletin of the Hong Kong Chamber of Insurance Intermediaries

April 1996

To: All members

News from the Editor:

The number of members has increased in the first quarter of 1996. As we wish to achieve our proposed target of having 500 new members by the end of this year, we wish all the members can introduce potential candidates to join our chamber.

The executive committee thanks all the guests and participants attending in our installation ceremony and we shall promote more to attract even more members to join our further gatherings.

- Hong Kong Insurance Industry Coalition (HKIIC)**
As it is a body set up to aim at the common interest of the insurance industry, the committee decide to see our way and play a part in the HKIIC.
- Forum held by the chamber**
We expect to organise two more forums in 1996. The forth-coming one will be organised around July this year. The details will be announced later.
- Welcoming New Members**
The committee extend our warmest welcome to -
Honest Way Consultants Ltd. as full member.
Mr. Tam Ying Wai, Ms. Mak Wai Yee Shariffa,
Mr. Ng Kwok Kit Michael and Mr. Chiu Chun Keung as individual members,
Mr. Mah, Alan H.L. (China Insurance Co Ltd.), Mr. Chan Pui Leung (China Insurance Co Ltd.) and Asia Pacific Insurance Ltd. as associate members.
- Removal of Members**
With effect from 1 April 1996, Wing Hang Insurance Agency Ltd. and Wing Hang Insurance Brokers Ltd. will move to the following address:
3/F., Wing Hang Insurance Bldg.,
11 Wing Kut St., Central, Hong Kong.
Telephone and Fax numbers remain unchanged.

Best Regards

Stanley Poon
Hon. Secretary
Executive Committee

Philip Mak
Director of Publication
Executive Committee

News Bulletin
A regular Bulletin of the Hong Kong Chamber of Insurance Intermediaries

May 1996

To: All Members

- Payment of Membership Fee**
We thank for all members who paid their membership fee of this year. We like to remind those who have not yet paid their renewal fees to remit at once.
- The Coming Forum**
It is proposed the topic of the next forum will be either
a) Mandatory Provident Fund, or
b) Tax Planning for insurance intermediaries towards the new legislative requirements for services companies.
Members' view on which topic is welcome.
- Regular Gathering for Members**
To encourage more active participation of members, we try to arrange a place for regular gathering. The first happy hour gathering will be held on the coming Friday, 31 May 1996 (after 5.30 p.m.) at Royal Arms, of 90 Jeffe Rd., Wanchai (just opposite to 新皇庭酒店). We invite all members, their guests and friends to come and join.
- Invitation of Articles in Our Newsletter**
In order to enrich our news bulletin, we courteously invite members to contribute articles in our newsletter. Your support is our way of success.
- Welcoming New Members**
The committee extend our warmest welcome to -
Inchcape Insurance Agencies as full member.
Mr. Leung Wai Ho Michael (Inchcape Insurance Agencies),
Mr. Salwani Chander (Bright Fortune (FF) Ltd.) as individual members,
Miss Lam Lai Wan Alice (Canadian Eastern Life) as associate member.

Best Regards

Stanley Poon
Hon. Secretary
Executive Committee

Philip Mak
Director of Publication
Executive Committee

News Bulletin
A regular Bulletin of the Hong Kong Chamber of Insurance Intermediaries

1996年6月通訊

致：各會員

- 七月論壇**
七月十八日晚七時至八時假中環士諾道中二十四號八樓香港中華總商會舉行第二次論壇，是次主題是“新稅務法例（服務行業）對保險中介人的影響”。本會邀請資深會計師劉顯強先生為主講嘉賓，敬希各會員及友好踴躍參加。
- 汽車保單內容及中國保險法研究**
本將會就本港汽車保單的建議內容及中國國內有關保險法例進行研究報告，各會員若有任何寶貴意見請來信本會轉交，在此，多謝各會員指導。
- 本將會與保險總會交流**
本將會會長李鎮成先生應一位委員於六月十一日上午與保險總會成員舉行非正式會議，以新交換及探討有關就勞工保險及汽車保險問題。事之觀點及意見。會議中，本會會已很清楚地表示本會會員反對的意見。
- 康樂活動**
 - 本會將組織往珠海荔枝湖，有關詳情容後公佈。
 - 再次提醒各會員逢每月最後的星期五晚上七時後，我們在碧克道“Royal Arms”有一個聚會，以便各會員聯誼，敬希各位踴躍參加。

News Bulletin
A regular Bulletin of the Hong Kong Chamber of Insurance Intermediaries

- 熱烈歡迎下屆新會員加入本商會**
公司會員有：1) Action Insurance Service Co. Ltd.,
2) True Will Ltd.,
3) Trade Insurance Service (Asia) Ltd., and
4) Knightsbridge Underwriting Management Ltd.
個人會員有：1) Mr. Chan Wai Kwong (Action)
2) Ms. Wong Lai Ling (True Will)
3) Miss Chan Siu Lin, Josephine (New Zealand)
4) Mr. Sung Charm Sum (Universal Ins. Ser. Agcy.)
5) Mr. Yao Danny H. (Trade Ins.)
6) Ms. Mak Pui Chung (Knightsbridge) and
7) Mr. Chan Chung Man, Patrick.
- 會員身份轉變**
Ms. Ivy Chiu 轉為個人會員
- 財政狀況**
截至本年五月三十一日止，本會在銀行之流動資金為HK\$98,429.77，五月總收入為HK\$15,800.00，而總支出為HK\$3,759.80，另再加上兩筆銀行定存，本會在銀行總存款為HK\$287,875.90。

義務秘書及執委
潘本銳

編輯及執委
麥顯邦

NEWSBULLETIN

News Bulletin
A regular Bulletin of the Hong Kong Chamber of Insurance Intermediaries

To: All Members
July 1996

1. Trade Issue
The issue against capping uniform commission has been taken up by HKCII vigorously for a number of months. After the minutes of meeting held with HKFI and G.I.C. are finalised, all members will have wrap-up information about our dealings with the relative parties on this subject.

2. The Coming Fellowship Activities

2.1 The Chamber sincerely apologise that because of seasoning restriction, the Lai Chee tour is cancelled. A proposed gathering will be held in the coming November instead. It will be announced once ready.

2.2 Our regular fellowship gathering for this month will be held on 26 July 1996 (Friday) at 5:30 p.m. in Royal Arms of 90 Jaffe Rd., Wanchai. Please come and join us.

3. The Forum

3.1 The 13th forum held on 18 July 1996 on the topic of "Tax planning for insurance intermediaries towards the new legislative requirements for services company" had a very good response. There were 140 members participating the forum.

3.2 Another forum on the topic of "Mandatory Provident Fund" will be held in August or September depending on the availability of the speaker and the venue.

4. Welcoming New Members

4.1 The committee extend our warmest welcome to:-
Protect Ins. broking Co. Ltd. as full member;
Mr. Joseph Tai (Protect Ins. B.)
Mr. Chan Keng Po (Chi Wo Ins. Ag.)
Mr. Cheng Shiu Fai (A.I.A.)
Mr. Cheung Wing Cheung, Lawrence (Kai Wing Ins. Broker Co. Ltd.)
Mr. Chong Sau Sing, Garwin (Wing Shing Ins. Ag.)
Mr. Pang Kwok Chi (Tak Shun Ins. Ag.)
Mr. Lam Man Keung, Peter (Tak Shing Ins. Ag.) and
Mr. Ip Chung Kei (Professional Ins. Consul.) as individual members;
Mr. Liu Shu Yen (Ernst & Young)
Mr. Siu wing Keung (Winterthur) and
Mr. Ling Shu Min, Simon (Winterthur) as associated members.

Best Regards
Stanley Poon
Hon. Secretary
Executive Committee
Philip Mak
Director of Publication
Executive Committee

News Bulletin
A regular Bulletin of the Hong Kong Chamber of Insurance Intermediaries

To: All members
November 1996

1. Trade Issue
The G.I.C. wrote on 30 October 1996 to its members to withdraw its initiative for capping commission at 15% for E.C. and Motor business. The Commissioner of Insurance also on 31 October 1996 returned to Insurers the undertaking on the subject and made it clear in his writing that neither the G.I.C. nor the I.A. has the legal power to enforce it.

2. Fellowship

2.1 Because of serious traffic jam, our tour to China Airshow '96' could not reach the venue, but we met with the representatives of insurance intermediaries of Macau and shared the experience with them.

2.2 Our regular fellowship gathering will be held on 29 Nov. 1996 at 5:30 p.m. in Royal Arm Bar as usual. We are delighted that our V.P. Mr. Jameson Leung will represent our chamber to welcome all participants. Eagle Star will donate small souvenir to all participants.

3. Welcoming New Members
The committee extends our warmest welcome to:-
Mr. Cheng Kwok Wai of Cathay Recovery and Insurance Agency Co as individual member.

4. Financial Status of the Chamber
The balance of our bank current account as at 30 October 1996 was HK\$30,293.51 after total deposits of HK\$51,705.36 and withdrawals of HK\$31,662.96. The total cash in hand is HK\$280,394.77 with three fixed deposits amounting HK\$250,101.26.

Best Regards
Stanley Poon
Hon. Secretary
Executive Committee
Philip Mak
Director of Publication
Executive Committee

News Bulletin
A regular Bulletin of the Hong Kong Chamber of Insurance Intermediaries

To: All members
1996年11月通訊

致：各會員

1. 保險總會在本年十月三十日通知屬下會員取消在勞工保險及汽車保險所實施限制佣金制度。保險監理專員亦在本年十月三十一日將有關保險公司負責人簽署的承諾文件發還，並重申保險監管署或保險總會沒有任何法定權力去強迫保險公司簽署有關承諾。

2. 康樂活動

2.1 本商會往珠海參觀1996中國航空展暨代表團，因交通嚴重擠塞問題，未能到達有關會場，但代表團能在澳門與當地保險中介人代表聯絡互相交換工作心得，雙方獲益良多。

2.2 本月例行聚會將在十一月二十九日星期五下午五時三十分如常在Royal Arm Bar 舉行，本商會副會長梁大年先生將會到會主持，鷹星保險公司代表將到場派送小禮物給予會者，本商會謹此致謝。

3. 熱烈歡迎下開新會員加入本商會
個人會員有 Cathay Recovery & Insurance Agency Co 的鄭國偉先生。

4. 財政狀況
截至本年十月三十一日止，本商會在銀行之流動資金為HK\$30,293.51，十月總收入為HK\$51,705.36，而總支出為HK\$31,662.96，本商會在銀行總存款包括三項銀行定存在內為HK\$280,394.77。

義務秘書及執委
潘本銳
編輯及執委
麥順邦

News Bulletin
A regular Bulletin of the Hong Kong Chamber of Insurance Intermediaries

To: All members
December 1996

1. Annual General Meeting
The AGM was held on 17 December 1996 at Chiu Kong City Chiu Chow Restaurant of 19/F Lee Theatre Centre. Totally there were more than 60 members attending the meeting. Election of Executive Committee for the next term has held and the list is as below:-
Mr. Ricky Chu
Mr. C.S. Diu
Mr. Jonas Man
Mr. Eddy Wong
Mr. Paul Poon
Mr. Jonathan Yau
Mr. Gregory Fong
Mr. John Ma
Mr. Kenneth Hong
Ms. Rita Lam
Mr. Philip Mak
Ms. Virginia Law
Mr. Joseph Sit
Mr. Jameson Leung
Mr. Raymond Yam
Mr. Stanley Poon
Ms. Catherine Tang
Ms. Edith Tong

2. Fellowship
Our regular fellowship gathering will be held on 27 December 1996 at 5:30 p.m. in Royal Arms Bar as usual. Our V.P. Mr. Raymond Yam will represent our chamber to welcome all participants. Mr. Yam will solicit an insurer to donate souvenir to participants.

3. Welcoming New Members
The committee extends our warmest welcome to:-
Mr. David Lee of Yue Xiu Ins. Management and Agents Co Ltd as individual member.

4. Change Address of Member
Insurance Union Insurance Brokers Ltd has moved to Flat C, 20/F., Gaylord Commercial Bldg., 114-120 Lockhart Rd., Wanchai, Hong Kong.
Telephone No. 2397 7242 Fax No. 2397 7149

5. Financial Status of the Chamber
The balance of our bank current account as at 31 November 1996 was HK\$13,356.71 after total deposits of HK\$26,180.00 and withdrawals of HK\$43,116.80. The total cash in hand is HK\$264,231.55 with three fixed deposits amounting HK\$250,874.84.

Wishing you Merry Christmas & Happy New Year
Best Regards
Stanley Poon
Hon. Secretary
Executive Committee
Philip Mak
Director of Publication
Executive Committee

News Bulletin
A regular Bulletin of the Hong Kong Chamber of Insurance Intermediaries

致：各會員

1. 行業關注事項
本商會在過去數月內就有關勞工保險及汽車保險劃一個全一事之主動跟進情況，及就此事與保險總會成員舉行非正式會議之紀錄在整理完成後，將一併向各會員公佈。

2. 康樂活動

2.1 上期公佈擬舉辦的荔枝園活動，因季節性限制原因而不能如期舉行，本商會在此向各會員致歉，下次的康樂活動將於十一月舉行，敬請留意。

2.2 本月的會員聚會將在七月二十六日(星期五)如常在羅便申道90號 "Royal Arms" 舉行，敬請各會員蒞會參加。

3. 論壇活動

3.1 第十二次論壇已於本年七月十八日舉行，會場氣氛熱烈及與會者反應十分熱烈，是次出席人數達一百八十人。

3.2 下一次論壇將於八月或九月舉行，議題定為"強制性公積金"，因邀請主講嘉賓及場地問題，確實舉行日期將容後公佈。

4. 熱烈歡迎下開新會員加入本商會

4.1 公司會員有：1) Protect Ins. Broking Co. Ltd.
個人會員有：1) Mr. Joseph Tai (Protect Ins. B.)
2) Mr. Chan Keng Po (Chi Wo Ins. Ag.)
3) Mr. Cheng Shiu Fai (A.I.A.)
4) Mr. Cheung Wing Cheung, Lawrence (Kai Wing Ins. Broker Co. Ltd.)
5) Mr. Chong Sau Sing, Garwin (Wing Shing Ins. Ag.)
6) Mr. Pang Kwok Chi (Tak Shun Ins. Ag.)
7) Mr. Lam Man Keung, Peter (Tak Shing Ins. Ag.)
8) Mr. Ip Chung Kei (Professional Ins. Consul.)

義務秘書及執委
潘本銳
編輯及執委
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News Bulletin
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To: All members
1996年12月通訊

致：各會員

1. 會員週年大會
大會已於本月十七日假座利舞台中心十九樓潮港城酒樓舉行，當晚有超過六十名會員參加，並在會議中選出來屆執委會，名單如下：
Mr. Ricky Chu
Mr. C.S. Diu
Mr. Jonas Man
Mr. Eddy Wong
Mr. Paul Poon
Mr. Jonathan Yau
Mr. Gregory Fong
Mr. John Ma
Mr. Kenneth Hong
Ms. Rita Lam
Mr. Philip Mak
Ms. Virginia Law
Mr. Joseph Sit
Mr. Jameson Leung
Mr. Raymond Yam
Mr. Stanley Poon
Ms. Catherine Tang
Ms. Edith Tong

2. 康樂活動
本月例行聚會將在十二月二十七日星期五下午五時三十分如常在Royal Arm Bar 舉行，本商會副會長任頌權先生將會作主持，任副會長將聯絡保險公司送出紀念品予參加者，本商會謹此致謝。

3. 熱烈歡迎下開新會員加入本商會
個人會員有越秀保險代理有限公司李大翻先生。

4. 會員搬遷
英保聯保險顧問有限公司已遷往灣仔軒尼詩道114-120號新商業大廈20樓C座辦公。
電話：2397 7242 傳真：2397 7149

5. 財政狀況
截至本年十一月三十日止，本商會在銀行之流動資金為HK\$13,356.71，十月總收入為HK\$26,180.00，而總支出為HK\$43,116.80，本商會在銀行總存款包括三項銀行定存在內為HK\$264,231.55。

祝大家聖誕快樂和新年進步！

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WITH

COMPLIMENTS OF

顧客為先



服務為本

MIN XIN INSURANCE CO., LTD.
閩信保險有限公司

Head Office: 17/F., Fairmont House, 8 Cotton Tree Drive, Central Hong Kong
Macau Office: 27/F., Luso International Bank Bldg., 1-3 Rua Dr. Pedro Jose Lobo, Macau



曼徹斯特保險顧問公司
MANCHESTER INSURANCE



英保聯保險顧問有限公司
INSUR-UNION INSURANCE BROKERS LTD.



太平洋保險有限公司
THE PACIFIC INSURANCE CO., LTD.
1960

MediCard

Corporate healthcare Schemes



Tugu Insurance Company Limited.
德高保險有限公司



SINCE 1978

Acanda International Ltd.

Insurance Services

(A Member of Professional Insurance Brokers Association Ltd.)



恆信保險顧問(香港)有限公司
HANSHUN INSURANCE CONSULTANTS (H.K.) LTD.
CIB member of The Hong Kong Confederation of Insurance Brokers



全泰保險顧問有限公司
AIB INSURANCE SERVICES LTD.
永泰保險顧問有限公司
AIB INSURANCE CONSULTANT LTD.
GENERAL INSURANCE 專營各類保險



Munich Reinsurance Company
Hong Kong Branch
慕尼黑再保險公司
香港分公司
Munichre Service Limited



澳門保險業中介人協會
MACAU INSURANCE AGENTS AND BROKERS ASSOCIATION



STANFORD

銳豐保險顧問有限公司
Stanford Insurance Brokers Ltd

 衡量保險集團
ASSURANCE APPRAISAL GROUP



會聯保險顧問有限公司
(專業珠寶、鐘錶商全險)
CHARTER-UNION INSURANCE BROKERS LIMITED
(Fine Arts & Jewellery Insurance Specialist)

 保險公司
PROGRESS CO. (INSURANCE SERVICES)



ZURICH

since 1872



HKSI

香港上海聯保保險有限公司
HONGKONG & SHANGHAI INSURANCE CO., LTD.
(Incorporated in Hong Kong)

Associated with  Bank of America (Asia) Ltd.

SK Insurance Agents Ltd.

SK Insurance Brokers Ltd.



加怡保險
CEF LIFE

長江集團/加拿大帝國商業銀行集團成員



TRANSAMERICA OCCIDENTAL LIFE

全美人壽保險公司



WITH

COMPLIMENTS OF

TRADE ASSOCIATIONS INFORMATION

Name of Trade Association / Institution	Tel. No.	Fax. No.	Correspondence Address
Actuarial Society of Hong Kong	25201868	25201967	9/F., First Pacific Bank Centre, 56 Gloucester Road, Wanchai, Hong Kong
Agents Registration Board	25201868	25201967	9/F., First Pacific Bank Centre, 56 Gloucester Road, Wanchai, Hong Kong
Chinese Insurance Association of Hong Kong	28157700	25235166	Room 2413, Wing Shan Building, 173 Des Voeux Road Central, Hong Kong
Chinese Underwriters Club	25455077	25413310	c/o Mr. P. L. Chan, 15/F., China Insurance Group Building, 141 Des Voeux Central, H. K.
FLMI Society of Hong Kong	28510851	28510078	GPO Box 3471, Hong Kong
General Agents and Managers Association of Hong Kong	25702256	25701525	Room 1303 Corn Yan Centre, 3 Juptier Street, North Point, Hong Kong
General Insurance Council	25201868	25201967	9/F., First Pacific Bank Centre, 56 Gloucester Road, Wanchai, Hong Kong
Hong Kong Chamber of Insurance Intermediaries	25773233	25773363	GPO Box 6542 Hong Kong
Hong Kong Confederation of Insurance Brokers	28829943	28902137	c/o Wan, Tsoi & Ha, 13/F., Eton Tower, 8 Hysan Avenue, Causeway Bay, Hong Kong
Hong Kong Federation of Insurers	25201868	25201967	9/F., First Pacific Bank Centre, 56 Gloucester Road, Wanchai, Hong Kong
Hong Kong Insurance Industry Coalition	25201868	25201967	9/F., First Pacific Bank Centre, 56 Gloucester Road, Wanchai, Hong Kong
Hong Kong Insurers' Club	28653228	28652386	GPO Box 3799, Hong Kong
Hong Kong Loss Adjusters' Association	25446115	25452762	c/o Brocklehursts (Far East) Ltd., 802, Car Po Comm. Bldg., 18-20 Lyndhurst Terrace, H. K.
Insurance Claims Complaints Board	25201868	25201967	9/F., First Pacific Bank Centre, 56 Gloucester Road, Wanchai, Hong Kong
Insurance Institute of Hong Kong	25201868	25201967	GPO Box 6747, Hong Kong
Life Insurance Council	25201868	25201967	9/F., First Pacific Bank Centre, 56 Gloucester Road, Wanchai, Hong Kong
Life Underwriters Association of Hong Kong	25702256	25701525	Room 1303 Corn Yan Yan Centre, 3 Jupiter Street, North Point, Hong Kong
Macau Insurers' Association	853-511923	853-337531	Rua da Praia Grande, No. 69A Edif. "Financas", 15" Andar, Macau
Macau Insurance Agents and Brokers Association	853-312312	853-335563	P. O. Box 1830, Macau
Mandatory Provident Fund Office	29180268	29180248	Suites 1407-09, One Pacific Place, 88 Queensway, Hong Kong
Motor Insurers' Bureau of Hong Kong	25201868	25201967	9/F., First Pacific Bank Centre, 56 Gloucester Road, Wanchai, Hong Kong
Office of The Commissioner of Insurance	28672546	28690252	21/F., Queensway Government Offices, 66 Queensway, Hong Kong
Professional Insurance Brokers Association	28698515	28046787	Secretariat, Block B, 7/F., World-Wide Commercial Building, 34 Wyndham st., Central, H. K.
Vocational Training Council-Insurance Training Centre	28361866	28915582	8/F., VTC Tower, 27 Wood Road, Wanchai, Hong Kong

專業保險服務 · 前線後勤

齊創造

人壽保險業務
陳用樑 Denny Chan

客戶服務
謝又生 Kennedy Tse

一般保險中介人業務
潘榮輝 Jimmy Poon

承保服務及商業保險
周耀明 Andrew Chow

市務推廣
黃桂新 Linda Wong

產品研究及發展
陳錦松 Kevin Chan

賠償服務
陳卓倫 Louis Chan



鷹星保險集團

將心比心 · 待客認真



MEMBERSHIP ROSTER



TYPE : F - Full Member
I - Individual Member
A - Individual Associate Member
CA - Corporate Associate Member

TYPE	MEMBER	SURNAME	GIVEN-NAME	CO-NAME	TEL_SELF	FAX_SELF
F	0038	AU	WAI HUNG	AIB INSURANCE SERVICES LTD.	23668180	23663703
I	0039	AU	WAI HUNG	AIB INSURANCE SERVICES LTD.	23668180	23663703
I	0149	AU	WING KWAN	INCHCAPE INS. BROKERS (HK) LTD.	28616558	28656736
I	0129	AU	YAT TONG	F & K CONSULTANTS CO.	27815753	27825391
CA	0288-1	AU-YEUNG	PAK KUEN, REX	PRINCIPAL INSURANCE COMPANY (HK) LTD.	28271628	28271618
I	0128	AU-YEUNG	KIN WING	KINGSWAY CONSULTANT SERVICE	23978686	23932123
A	0215-2	CHAN	UNA	TUGU INSURANCE CO. LTD.	28242939	28243070
A	0251	CHAN	CHI HONG MICHAEL	KERRY INSURANCE LTD.	25193100	28023705
A	0257	CHAN	PUI LEUNG	CHINA INSURANCE CO. LTD.	25425715	25435926
CA	0141-1	CHAN	HARRY	MIN XIN INSURANCE CO. LTD.	25215671	25267364
CA	0288-2	CHAN	YU CHEONG, THOMAS	PRINCIPAL INSURANCE COMPANY (HK) LTD.	28271628	28271618
CA	0288-5	CHAN	YAN KEUNG, SAMSON	PRINCIPAL INSURANCE COMPANY (HK) LTD.	28271628	28271618
F	0126	CHAN	WAI SHING ALBERT	HANG KAY INSURANCE CONSULTANTS LTD.	25417874	28507528
F	0121	CHAN	CHAK MAN	SHOREWELL INSURANCE BROKERS LTD.	28916355	28360770
F	0108	CHAN	FRANCIS	CIS INSURANCE BROKERS LTD.	25298828	28656155
F	0216	CHAN	YIM KWONG	Y.K. CHAN CO. LTD.	23773188	23772322
F	0270	CHAN	WAI KWONG	ACTION INSURANCE SERVICE CO. LTD.	25114333	28776362
I	0104	CHAN	WAI SHING ALBERT	HANG KAY INSURANCE CONSULTANTS LTD.	25417874	28507528
I	0122	CHAN	CHAK MAN	SHOREWELL INSURANCE BROKERS LTD.	28916355	28360770
I	0196	CHAN	CHI HONG MICHAEL	UNIVERSAL INSURANCE CONSULTANTS LTD.	23960231	27890817
I	0049	CHAN	DONALD	ZUELLIG INSURANCE BROKERS (HK) LTD.	28772238	28770678
I	0109	CHAN	FRANCIS	CIS INSURANCE BROKERS LTD.	25298828	28656155
I	0014	CHAN	KAI NAM SUNNY	STANFORD INSURANCE AGENCIES LTD.	28933982	28938332
I	0143	CHAN	SIU KUEN ERIC	MOLLERS' INSURANCE BROKERS LTD.	28653228	28652386
I	0217	CHAN	YIM KWONG	Y.K. CHAN CO. LTD.	23773188	23772322
I	0219	CHAN	STANLEY	CONVOY INSURANCE BROKERS LTD.	28613682	28613989
I	0263	CHAN	CHUNG MAN PATRICK	HK & SHANGHAI INSURANCE CO. LTD.	28778488	28778366
I	0269	CHAN	SIU LIN JOSEPHINE	THE NEW ZEALAND INSURANCE CO. LTD.	23960231	27890817
I	0271	CHAN	WAI KWONG	ACTION INSURANCE SERVICE CO. LTD.	25114333	28776362
I	0274	CHAN	KENG PO	CHI WO INSURANCE AGENCY	23840177	27808398
A	0229-3	CHENG	TAK CHI	CANADIAN EASTERN LIFE ASSURANCE LTD.	28288388	28778186
F	0118	CHENG	KWOK KEE, STEVE	CPS INSURANCE CONSULTING LTD.	27083328	27083033
I	0119	CHENG	KWOK KEE, STEVE	CPS INSURANCE CONSULTING LTD.	27083328	27083033
I	0073	CHENG	SUI CHUN	EVERBEST INSURANCE AGENCIES LD.	25741018	25723473
I	0170	CHENG	WAI	EPIC INSURANCE BROKERS LTD.	27219311	23662468
I	0275	CHENG	SHIU FAI	AIA	26644560	26644358
I	0298	CHENG	KWOK WAI	CATHAY RECOVERY & INSURANCE AGENCY CO.	27718836	27715619
A	0190	CHEUNG	CANDY	I U A INSURANCE BROKERS LTD.	25250116	25267141
A	0162	CHEUNG	WAH KIT WILSON	BANK OF CHINA GP INS. CO. LTD.	28670888	25221705
CA	0287-5	CHEUNG	KWOK WAI, PETER	QBE INSURANCE (HONG KONG) LTD.	28773339	28773382
F	0032	CHEUNG	YUET OI	TRUST UNION INSURANCE AGENCY	28072225	28062096
F	0297	CHEUNG	WAI LEUNG	MAXABLE INSURANCE CONSULTANCY LTD.	23117388	23117488
I	0171	CHEUNG	SHUI CHI ARCHIE	HANSON INSURANCE SERVICES LTD.	28910298	28917063
I	0033	CHEUNG	YUET OI	TRUST UNION INSURANCE AGENCY	28072225	28062096
I	0276	CHEUNG	WING CHEUNG LAWRENCE	KAI WING INSURANCE BROKER CO. LTD.	27108285	23325085
I	0294	CHEUNG	MING FAI, IVAN	AUTORICH INVESTMENT LTD.	28611618	25273456
I	0296	CHEUNG	WAI LEUNG	MAXABLE INSURANCE CONSULTANCY LTD.	23117388	23117488
I	0277	CHIANG	SHU TO	MANULIFE	25103229	24139988
I	0112	CHING	YIN FONG KENNES	ASSURANCE APPRAISAL LTD.	28911229	25790014
A	0215-1	CHIU	S.K. FURMEN	TUGU INSURANCE CO. LTD.	28242939	28243070
I	0054	CHIU	FANDY	HK ROYAL INSURANCE SERVICES CO.	25250255	28400593
I	0027	CHIU	YIN LING IVY	SIMON SO INSURANCE SERVICE LTD.	27308189	27355895

MEMBERSHIP ROSTER



TYPE	MEMBER	SURNAME	GIVEN-NAME	CO-NAME	TEL_SELF	FAX_SELF
I	0253	CHIU	CHUN KEUNG IVAN	REALIFE INSURANCE CONSULTANTS LTD.	27803122	27810770
F	0091	CHOI	HOK CHUNG GALEN	BHS INTERNATIONAL LTD.	28100372	25245817
I	0164	CHOI	HOK CHUNG	BHS INTERNATIONAL LTD.	28100372	25245817
I	0173	CHOI	YING MAN WARREN	SWINK INSURANCE SERVICES LTD.	28151008	25430102
I	0278	CHONG	SAU SING, GARWIN	WING SHING INSURANCE AGENCY	23001300	27820345
F	0262	CHOW	WING KIN	CHARTER GILMAN INSURANCE SERVICES	28616268	28655232
F	0076	CHU	RICKY	SK INSURANCE BROKERS LTD.	25289316	25280609
I	0077	CHU	RICKY	SK INSURANCE BROKERS LTD.	25289316	25280609
I	0289	CHUI	KWOK KUEN, ERIC	CIS INSURANCE BROKERS LTD.	(604)2798828	24404151
F	0101	DIU	CHI SHING	PROGRESS CO.	25789143	28071949
I	0102	DIU	CHI SHING	PROGRESS CO.	25789143	28071949
CA	0288-3	FOK	TAK PUN, ROBERT	PRINCIPAL INSURANCE COMPANY (HK) LTD.	28271628	28271618
I	0053	FOK	HING WAH THOMAS	EVERBEST INSURANCE AGENCIES LTD.	25741018	25723473
F	0040	FONG	F.K. GREGORY	ASSURANCE APPRAISAL	28911229	28345195
I	0041	FONG	F.K. GREGORY	ASSURANCE APPRAISAL	28911229	28345195
F	0004	FUNG	KAM HA EVANDA	CHARLES MONAT AGENCY LTD.	25248176	28459149
F	0089	FUNG	FAI MING	CATHAY RECOVERY & INSURANCE AGENCY CO.	27718836	27715619
I	0021	FUNG	MEI YIN ADI	ROBERT E LEE OF HK LTD.	28822255	28822460
I	0006	FUNG	KAM HA EVANDA	CHARLES MONAT AGENCY LTD.	25248176	28459149
I	0090	FUNG	FAI MING MICHAEL	CATHAY RECOVERY & INSURANCE AGENCY CO.	27718836	27715619
I	0060	FUNG	NELSON	MANULIFE FINANCIAL	25103023	25100274
A	0200-4	HO	FU LUNG STEPHEN	SUMMIT INSURANCE (ASIA) LTD.	25798342	25166992
I	0081	HO	CHAN LEUNG	OCEAN INSURANCE CONSULTING CO.	23802299	23800706
I	0140	HO	CHEUNG HAY CLEMENT	WINSON (INT'L) INSURANCE AGENCY LTD.	28152252	28506290
I	0123	HO	CHUN LUN RAYMOND	CHARLES MONAT ASSOCIATES LTD.	25248176	28459149
I	0072	HO	KA WAI FLORENCE	ANSON INSURANCE AGENCIES CO. LTD.	23013469	23694780
I	0044	HO	KI YUEN FREDERICK	MANULIFE	29568221	23177152
I	0079	HO	YEE TIN	TRUSTIN INSURANCE SERVICE LTD.	28907628	25763272
F	0050	HONG	KOON WING, KENNETH	EVERBEST INSURANCE AGENCIES LTD.	25741018	25723473
I	0051	HONG	KOON WING, KENNETH	EVERBEST INSURANCE AGENCIES LTD.	25741018	25723473
I	0222	HUI	KWOK WAH JIMESCO	JIMESCO CONSULTANT FIRM	26810712	26810843
I	0158	HUI	SI LUEN	VICTORIA AGENCIES LTD.	27899696	23932727
I	0017	HUI	YUNG CHI FERNANDO	ROBERT E LEE OF HK LTD.	28822255	28822460
CA	0255-3	HUNG	SIU KWONG KENNY	ASIA PACIFIC INSURANCE LTD.	28923888	28345567
CA	0287-3	IP	PO TAT, THOMAS	QBE INSURANCE (HONG KONG) LTD.	28773339	28773382
F	0193	IP	KAM HOI	COSMOS INSURANCE UNDERWRITERS LTD.	28940652	28949914
I	0203	IP	KAM HOI	COSMOS INSURANCE UNDERWRITERS LTD.	28940652	28949914
I	0087	IP	WING SANG RAYMOND	RICHFIELD INSURANCE SERVICES LTD.	27949250	27949226
I	0279	IP	CHUNG KEI	PROFESSIONAL INSURANCE CONSULTANTS	90263401	24822166
A	0200-1	IU	PO SING	SUMMIT INSURANCE (ASIA) LTD.	25798342	25166992
I	0133	KAN	CHEUK WOON SAM	UNION FAITH INSURANCE SERVICES LTD.	24283266	24899833
F	0155	KO	DENNIS	INT'L REINSURANCE MGMT LTD.	28698282	28017994
I	0156	KO	DENNIS	INT'L REINSURANCE MGMT LTD.	28698282	28017994
F	0028	KONG	FRANCIS	CATHAY INSURANCE SERVICES	28380380	28380330
I	0029	KONG	FRANCIS	CATHAY INSURANCE SERVICES	28380380	28380330
F	0198	KWAN	SAI MING	FAITH WORLD CONSULTANTS LTD.	23593303	27823118
F	0174	KWAN	YIK SHUN	L & C INSURANCE CONSULTANT LTD.	27241832	27396467
I	0204	KWAN	SAI MING	FAITH WORLD CONSULTANTS LTD.	23593303	27823118
I	0175	KWAN	YIK SHUN	L & C INSURANCE CONSULTANT LTD.	27241832	27396467
F	0305	KWOK	TIN KEE	NOBLEMAN INSURANCE BROKERS LTD	28651382	28655716
I	0306	KWOK	TIN KEE	NOBLEMAN INSURANCE BROKERS LTD	28651382	28655716
I	0304	KWONG	TAT, ROY	INTERNATIONAL BROKERING SERVICES (HK) LTD	25820655	25820656

MEMBERSHIP ROSTER



TYPE	MEMBER	SURNAME	GIVEN-NAME	CO-NAME	TEL_SELF	FAX_SELF
I	0110	LAI	YUET WO CHRISTINA	ASSURANCE APPRAISAL LTD.	28911229	25790014
I	0150	LAL	HARDASANI DIPCHAND	LAL'S INTERNATIONAL LTD.	28505666	28517061
I	0261	LALWANI	CHANDER	BRIGHT FORTUNE (FAR EAST) LTD.	23149292	23149427
A	0059	LAM	SIU HUNG ANTHONY	ADJUSTING SERVICES (HK) LTD.	25271188	25271277
A	0260	LAM	LAI WAN ALICE	CANADIAN EASTERN LIFE ASSURANCE LTD.	28283821	28283733
CA	0255-4	LAM	YIU WAN PETER	ASIA PACIFIC INSURANCE LTD.	28923888	28345567
F	0034	LAM	KWOK KEE	TUI INSURANCE CONSULTANTS LTD.	28072225	28062096
F	0176	LAM	PING CHUN KAMSON	TRANS-PACIFIC INSURANCE BROKERS LTD.	28385262	28345230
F	0001	LAM	MEI WAH RITA	SINCERE INSURANCE AGENCY LTD.	27231230	27241255
F	0134	LAM	YU MING BENNY	REGAIN INS FIN MGMT SERVICES LTD.	28305521	28824575
I	0068	LAM	KA RICKY	RICO INSURANCE CONSULTANTS	27226681	27231206
I	0238	LAM	KOON YING CECIL	GUI JIANG INSURANCE AGENCY LTD.	28381161	28920211
I	0035	LAM	KWOK KEE	TUI INSURANCE CONSULTANTS LTD.	28072225	28062096
I	0177	LAM	PING CHUN KAMSON	TRANS-PACIFIC INSURANCE BROKERS LTD.	28385262	28345230
I	0002	LAM	MEI WAH RITA	SINCERE INSURANCE AGENCY LTD.	27231230	27241255
I	0135	LAM	YU MING BENNY	REGAIN INS. FIN. MGMT SERVICES LTD.	28305521	28824575
I	0280	LAM	MAN KEUNG, PETER	TAK SHING INSURANCE AGENCY	23001300	27820345
A	0212	LARM	TAK CHEONG	INT'L BANK OF ASIA INS. CO. LTD.	72000564	25259810
A	0249	LAU	YING KEI RAYMOND	EAGLE STAR INSURANCE GROUP	29678393	29679532
F	0106	LAU	YAT KING	B & J COMPANY	23661108	23141887
I	0107	LAU	YAT KING	B & J COMPANY	23661108	23141887
I	0206	LAU	WAI PING GLORIA	MARBLE INSURANCE SERVICES LTD.	25229747	25229757
I	0290	LAU	TAT SHING, BENNY	AIA CO. (BERMUDA) LTD.	27320326	23013055
A	0124	LAW	PO TUNG LOBO	HONGKONG & SHANGHAI INS. CO. LTD.	28778488	28778366
F	0047	LAW	KWONG LING VIRGINIA	ACANDA INTERNATIONAL LTD.	28543838	25843928
I	0048	LAW	KWONG LING VIRGINIA	ACANDA INTERNATIONAL LTD.	28543838	28543928
I	0007	LAW	SIU HUNG PAUL	OLYMPIC INSURANCE AGENCY CO.	23889191	27802388
I	0056	LAW	SIU MAN JAMES	MANWILLE INSURANCE CONSULTANTS LTD.	27873388	27874804
CA	0141-4	LEE	ELISA	MIN XIN INSURANCE CO. LTD.	25215671	25267364
F	0030	LEE	JOHNSON	MANCHESTER INSURANCE CONSULTANTS LTD.	25773233	25773363
F	0115	LEE	KIM HUNG JOHN	UNIVERSAL INSURANCE SERVICES	25371537	25230606
I	0224	LEE	CHI FAI WILSON	EAST ASIA AETNA INS. GROUP	24942387	24212111
I	0031	LEE	JOHNSON	MANCHESTER INSURANCE CONSULTANTS LTD.	25773233	25773363
I	0116	LEE	KIM HUNG JOHN	UNIVERSAL INSURANCE SERVICES	25371537	25230606
I	0100	LEE	KWOK HO	WELL LINK INSURANCE MANAGEMENT CO.	25430773	25434770
I	0293	LEE	PING YAN, SIMON	BOTHFAITH INSURANCE CONSULTANCY LTD.	23840731	23840516
I	0299	LEE	DAVID	YUE XIU INS. MANAGEMENT & AGENTS CO.LTD.	25112876	25199727
A	0069	LEONG	PIERRE T.T.	PIERRE LEONG & CO. LTD.	28611681	28654921
A	0235	LEUNG	C.C. JOHNY	WINTERTHUR INSURANCE (ASIA) LTD.	25986282	25985838
A	0200-2	LEUNG	CHI KEUNG RAYMOND	SUMMIT INSURANCE (ASIA) LTD.	25798342	25166992
CA	0255-5	LEUNG	KAM TONG	ASIA PACIFIC INSURANCE LTD.	28923888	28345567
CA	0287-1	LEUNG	YIU FAI, WILLIAM	QBE INSURANCE (HONG KONG) LTD.	28773339	28773382
F	0131	LEUNG	KIN HING	CHARTER-UNION INSURANCE BROKERS LTD.	28655797	28610229
F	0197	LEUNG	KONG ROGER	GUI JIANG INSURANCE AGENCY LTD.	28381161	28920211
F	0094	LEUNG	W S PATRICK	INSURIGHT INSURANCE BROKERS LTD.	25411696	25418362
F	0192	LEUNG	PING KUEN SAMUEL	VENHOUSE INSURANCE AGENCY CO. LTD.	23976068	23975645
F	0015	LEUNG	TAI LIN JAMESON	ROBERT E LEE HK INS. BROKERAGE LTD.	28822449	28824336
I	0233	LEUNG	EDISON	HK & SHANGHAI INSURANCE CO. LTD.	71161628-521	28778366
I	0132	LEUNG	KIN HING	CHARTER-UNION INSURANCE BROKERS LTD.	28655797	28610229
I	0205	LEUNG	KONG ROGER	GUI JIANG INSURANCE AGENCY LTD.	28381161	28920211
I	0095	LEUNG	W S PATRICK	INSURIGHT INSURANCE BROKERS LTD.	25411696	25418362
I	0202	LEUNG	PING KUEN SAMUEL	VENHOUSE INSURANCE AGENCY CO. LTD.	23976068	23975645

MEMBERSHIP ROSTER



TYPE	MEMBER	SURNAME	GIVEN-NAME	CO-NAME	TEL_SELF	FAX_SELF
I	0016	LEUNG	TAI LIN JAMESON	ROBERT E LEE HK INS. BROKERAGE LTD.	28822449	28824336
I	0292	LEUNG	WAI HO, MICHAEL	MOLLERS' INSURANCE BROKERS LTD.	28653263	28655339
F	0113	LI	PIK FONG ANNIE	JET MASTER LTD.	23958283	23912668
F	0234	LI	WO CHIU STEPHEN	GOLDEN PROTECTION INS. BROKERS LTD.	25248884	25247841
I	0114	LI	PIK FONG ANNIE	JET MASTER LTD.	23958283	23912668
I	0151	LI	KA ON	LEE KAR ON INSURANCE CONSULTANT LTD.	25418260	25422421
F	0113	LI	PIK FONG ANNIE	JET MASTER LTD.	23958283	23912668
F	0234	LI	WO CHIU STEPHEN	GOLDEN PROTECTION INS. BROKERS LTD.	25248884	25247841
I	0114	LI	PIK FONG ANNIE	JET MASTER LTD.	23958283	23912668
I	0151	LI	KA ON	LEE KAR ON INSURANCE CONSULTANT LTD.	25418260	25422421
I	0136	LI	KIN WAH PATRICK	R & ASSOCIATED INSURANCE BROKERS LTD.	28388938	28347055
I	0120	LI	KWAN FUNG	KWAN FUNG INSURANCE AGENCIES	24700736	24786634
I	0137	LI	KWOK WAH	AMERICAN INT'L ASSURANCE	29605050	25634125
I	0080	LI	WO CHIU STEPHEN	GOLDEN PROTECTION INS. BROKERS LTD.	25248884	25247841
I	0302	LI	CHUN KAM	AMERICAN INT'L ASSURANCE CO (BERMUDA) LTD	433	393
F	0010	LIANG	JING QUAN	YUE XIU INS. MGMT. & AGENTS CO. LTD.	25112876	25199727
I	0011	LIANG	JING QUAN	YUE XIU INS. MGMT. & AGENTS CO. LTD.	25112876	25199727
A	0284	LING	SHU MIN, SIMON	WINTERTHUR SWISS INSURANCE (ASIA) LTD.	27103507	27103525
A	0285	LIU	SHU YEN	ERNST & YOUNG LLP	25298960	28042265
CA	0141-3	LO	ALFRED	MIN XIN INSURANCE CO. LTD.	25215671	25267364
I	0210	LO	YIU SUN TOMMY	A.I.A.	25995388	25061700
F	0145	LUI	JOSEPH	UNITED SECURITY INSURANCE SERVICES	23743368	23741080
I	0142	LUI	JENNIFER	JENNIFER LUI & CO.	23779122	25563622
I	0146	LUI	JOSEPH	UNITED SECURITY INSURANCE SERVICES	23743368	23741080
F	0063	LUK	KWOK SHING THOMAS	BLOOMLIGHT INSURANCE BROKERS LTD.	25265786	28452746
I	0082	LUNG	T M GEOFFREY	MOLLERS' INSURANCE BROKERS LTD.	28620628	28655339
I	0179	LUNG	CHEE MING GEORGE	MANULIFE	29568207	23177152
I	0084	LUNG	T M GEOFFREY	MOLLERS' INSURANCE BROKERS LTD.	28620628	28655339
F	0057	LYNN	JOSEPH	ONFIELD INVESTMENT LTD.	23957140	27891524
I	0058	LYNN	JOSEPH	ONFIELD INVESTMENT LTD.	23957140	27891524
F	0243	MA	KA CHONG	AIB INSURANCE SERVICES LTD.	27232128	27226860
I	0244	MA	KA CHONG	AIB INSURANCE SERVICES LTD.	27232128	27226860
A	0256	MAH	H. L. ALAN	CHINA INSURANCE CO. LTD.	25455077	25413310
F	0236	MAK	PHILIP	APEX INSURANCE BROKERS LTD.	23668898	27243766
F	0265	MAK	PUI CHING	KNIGHTSBRIDGE UNDERWRITING MANAGERS LTD.	25258351	28106986
I	0237	MAK	PHILIP	APEX INSURANCE BROKERS LTD.	23668898	27243766
I	0254	MAK	WAI YEE SHARIFFA	OCEANIC UNDERWRITERS LTD.	23687119	23675777
I	0266	MAK	PUI CHING	KNIGHTSBRIDGE UNDERWRITING MANAGERS LTD.	25258351	28106986
I	0281	MAK	CHI FAI	M & L MALENAS CO.	23910012	23961389
I	0291	MAK	WAI KEI	AIA	27320363	27245735
F	0008	MAN	TIN CHI JONAS	HANSHUN INSURANCE CONSULTANTS (HK) LTD.	25456227	25422159
I	0009	MAN	TIN CHI JONAS	HANSHUN INSURANCE CONSULTANTS (HK) LTD.	25456227	25422159
CA	0141-2	MOK	JOHN	MIN XIN INSURANCE CO. LTD.	25215671	25267364
I	0055	MOK	WAI WAH TOMMY	TOMMY MOK & PARTNERS	71128569/2887	27050505
I	0005	MONAT	CHARLES STEVEN	CHARLES MONAT ASSOCIATES LTD.	25248176	28459149
A	0229-4	NG	CHEUK FAI BENNY	CANADIAN EASTERN LIFE ASSURANCE LTD.	28288388	28778186
F	0045	NG	ANNIE	WILMAN FINANCIAL SERVICES LTD.	28922711	27213002
F	0231	NG	WILLIAM	WING HANG INSURANCE AGENCY LTD.	28525216	28541103
I	0046	NG	ANNIE	WILMAN FINANCIAL SERVICES LTD.	28922711	27213002
I	0181	NG	CHOR YUK JOHN	CHEKIANG FIRST BANK LTD.	29221222	28454724
I	0232	NG	WILLIAM	WING HANG INSURANCE AGENCY LTD.	28525216	28541103
I	0252	NG	KWOK KIT MICHAEL	STORFIELD INSURANCE AGENCY LTD.	28332803	28342892

MEMBERSHIP ROSTER



TYPE	MEMBER	SURNAME	GIVEN-NAME	CO-NAME	TEL_SELF	FAX_SELF
F	0300	OR	SIN WAH AMY	MANHATTAN INSURANCE (INT'L) BROKERS LTD	415	415
I	0301	OR	SIN WAH AMY	MANHATTAN INSURANCE (INT'L) BROKERS LTD	415	415
I	0130	PANG	HOK ON	CHARTERED INSURANCE AGENCY & CO.		
I	0282	PANG	KWOK CHI	TAK SHUN INSURANCE AGENCY	23001300	27820345
I	0295	PANG	MAN LUNG	MANULIFE	90263933	27355035
F	0036	PI	YU CHONG	VICTORIA HEIGHT CO. LTD.	25241010	28457824
I	0037	PI	YU CHONG	VICTORIA HEIGHT CO. LTD.	25241010	28457824
A	0228-2	POON	WING FAI JIMMY	EAGLE STAR LIFE ASSURANCE CO. LTD.	29678393	28862802
F	0138	POON	KIN SANG PAUL	VENHOUSE INSURANCE SERVICES CO.	27822831	23856363
F	0012	POON	POON YUI STANLEY	STANFORD INSURANCE BROKERS LTD.	388	429
I	0227	POON	CHI MING	PROFESSIONAL INSURANCE CONSULTANTS CO.	27526626	27527984
I	0180	POON	HONG CHI	CHEKIANG FIRST BANK LTD.	25222374	28454724
I	0139	POON	KIN SANG PAUL	VENHOUSE INSURANCE SERVICES CO.	27822831	23856363
I	0013	POON	POON YUI STANLEY	STANFORD INSURANCE BROKERS LTD.	388	429
CA	0288-4	REDDY	JAMES CHRISTOPHER	PRINCIPAL INSURANCE COMPANY (HK) LTD.	28271628	28271618
CA	0141-5	SIN	ANN	MIN XIN INSURANCE CO. LTD.	25215671	25267364
F	0147	SIT	CHO LUN JOSEPH	SWIRE INSURANCE LTD.	29682222	29682228
I	0148	SIT	CHO LUN JOSEPH	SWIRE INSURANCE LTD.	29682222	29682228
A	0286	SIU	WING KEUNG	WINTERTHUR SWISS INSURANCE (ASIA) LTD.	25820608	25820669
CA	0255-1	SIU	CHI FAI SIMON	ASIA PACIFIC INSURANCE LTD.	28923888	28345567
I	0246	SIU	MING FAI RAYMOND	MOLLERS' UNDERWRITING AGENCY LTD.	25800565	28652386
F	0024	SO	SAU SHAN SIMON	SIMON SO INSURANCE SERVICE LTD.	27308189	27355895
I	0025	SO	SAU SHAN SIMON	SIMON SO INSURANCE SERVICE LTD.	27308189	27355895
I	0182	SUNG	FUNG MING CATHERINE	EAST ASIA AETNA	28502500	28502555
I	0264	SUNG	CHARN SUM	UNIVERSAL INSURANCE SERVICE AGENCY	23969141	24171595
A	0105	SZE	CHUN MAN	OTB ASSURANCE LTD.	28923824	23916117
CA	0255-2	SZE	CHUN MAN SIMON	ASIA PACIFIC INSURANCE LTD.	28923888	28345567
I	0127	TAI	LEE YUNG HENRY	CITYBASE INSURANCE BROKERS LTD.	28153668	25447388
F	0310	TAI	SUN KEUNG JOSEPH	POTECT INSURANCE BROKING CO LTD	431	431
I	0311	TAI	SUN KEUNG JOSEPH	POTECT INSURANCE BROKING CO LTD	431	431
F	0071	TAM	CHI HUNG GARY	ANSON INSURANCE AGENCIES CO. LTD.	23013469	23694780
F	0258	TAM	YING WAI	HONEST WAY CONSULTANTS LTD.	23672112	27237739
I	0074	TAM	CHI HUNG GARY	ANSON INSURANCE AGENCIES CO. LTD.	23013469	23694780
I	0083	TAM	KAN CHEW RAYMOND	WELLSMART INSURANCE LTD.	28107138	28400097
I	0250	TAM	SILAS	UNION FAITH INSURANCE SERVICES LTD.	24284237	24899833
I	0213	TAM	YIP BOR ALBERT	A & D INSURANCE SERVICES CO.	28571283	28571362
I	0259	TAM	YING WAI	HONEST WAY CONSULTANTS LTD.	23672112	27237739
A	0239	TANG	KAI LAM LOUIS	THE NEW ZEALAND INSURANCE CO. LTD.	28940618	25770938
CA	0287-4	TANG	CHI KEUNG	QBE INSURANCE (HONG KONG) LTD.	28773339	28773382
I	0062	TANG	W H WILLIAM	EVERBEST AGENCIES SERVICES LTD.	28934403	28348896
I	0018	TANG	HAU LIN CATHERINE	ROBERT E LEE HK INS. AGENCY LTD.	28822255	28822460
F	0307	TANG	CATHERINE H.L. TANG	R.E.L. HONG KONG INSURANCE AGENCY, LTD	28822255	28822460
I	0308	TANG	CATHERINE H.L. TANG	R.E.L. HONG KONG INSURANCE AGENCY, LTD	28822255	28822460
I	0211	TANG	KAI SING	KAI FUNG INSURANCE BROKERS LTD.	24736655	24736866
A	0215-3	TO	FELIX	TUGU INSURANCE CO. LTD.	28242939	28243070
I	0184	TONG	HING YAT	TUNNING INSURANCE SERVICES LTD.	23956818	27891524
I	0019	TONG	KAR LOCK BIE	ROBERT E LEE OF HK LTD.	28822255	28822460
I	0052	TONG	SAU LIM DENNIS	EVERBEST INSURANCE AGENCIES LTD.	28934403	28348896
CA	0287-2	TSANG	FU CHUEN, TONY	QBE INSURANCE (HONG KONG) LTD.	28773339	28773382
F	0191	TSANG	CHUN PING ROGER	INSURANCE CONSULTANTS SERVICES	28822200	28822211
I	0201	TSANG	CHUN PING ROGER	INSURANCE CONSULTANTS SERVICES	28822200	28822211
A	0226	TSE	WAI CHI TOMMY	LIPPO PROTECTIVE LIFE INS. CO. LTD.	25041595	25218039

MEMBERSHIP ROSTER



TYPE	MEMBER	SURNAME	GIVEN-NAME	CO-NAME	TEL_SELF	FAX_SELF
I	0185	TSE	SIU LING MARIA	EAST ASIA AETNA	28502500	28502555
I	0245	TSO	HANG LEUNG	GUI JIANG INSURANCE AGENCY LTD.	28381161	28920211
I	0075	TSOI	K.C. RICHARD	GIBBS INSURANCE CONSULTANTS LTD.	28287200	25984937
I	0144	TYNDALE	GAVIN NORMAN	KINGFISHER INSURANCE BROKERS LTD.	28691666	25243601
I	0117	VAN GINKEL	FRANK	KINGFISHER INSURANCE CONSULTANTS LTD.	28691666	25263601
I	0023	VAZIRANI	KHEMO	SUN LIFE OF CANADA	28831300	28821300
I	0186	WAN	TAK WAH	A.I.A.	27365051	26639491
A	0195	WONG	CHUN LEUNG JONAS	LIPPO PROTECTIVE LIFE INS. CO. LTD.	25772652	25218039
A	0228-4	WONG	YIU HONG HANSEL	EAGLE STAR LIFE ASSURANCE CO. LTD.	29770376	29679330
A	0228-5	WONG	YUEN YEE JULIA	EAGLE STAR LIFE ASSURANCE CO. LTD.	29678393	28862802
F	0064	WONG	CHEONG CHUNG	MASS INSURANCE MANAGEMENT LTD.	28517928	28519003
F	0240	WONG	CHI KEUNG VINCENT	SERCOQUIN BUSINESS LTD.	27808893	27809366
F	0241	WONG	CHI WING EDDY	WONG CHI WING & CO.	23361101	28502555
F	0218	WONG	KIN CHI KINNY	CONVOY INSURANCE BROKERS LTD.	28613682	436
F	0086	WONG	SAI HUNG DAVID	WAH FU INSURANCE SERVICES CO.	28342008	28912100
F	0272	WONG	LAI LING	TRUE WILL LTD.	28778488	28778366
I	0065	WONG	CHEONG CHUNG	MASS INSURANCE MANAGEMENT LTD.	94932135	28519003
I	0078	WONG	CHI KEUNG VINCENT	SERCOQUIN BUSINESS LTD.	27808893	27809366
I	0152	WONG	CHI MING LOUIS	LOYAL INSURANCE ADVISERS LTD.	23883283	23886866
I	0242	WONG	CHI WING EDDY	EAST ASIA AETNA INSURANCE*WONG - & -	28502598	28502555
I	0092	WONG	HING WAH	UNICOM INSURANCE & MANAGEMENT LTD.	25233837	25239321
I	0070	WONG	KIN CHI KINNY	KINNY WONG (INSURANCE BROKER) LTD.	26095304	436
I	0088	WONG	SAI HUNG DAVID	WAH FU INSURANCE SERVICES CO.	28342008	28912100
I	0159	WONG	SAI HUNG DAVID	WAH FU INSURANCE SERVICES CO.	28342008	28912100
I	0273	WONG	LAI LING	TRUE WILL LTD.	28778488	2877836
A	0309	WONG	CHI CHOI	LSC INSURANCE CONSULTANTS LTD	392	392
F	0154	WOO	Y.S. JOHNNY	PAN ASIA UNDERWRITERS	28385262	28345230
I	0085	WOO	Y.S. JOHNNY	PAN ASIA UNDERWRITERS	28385262	28345230
A	0229-2	WU	YAU HUA TERENCE	CANADIAN EASTERN LIFE ASSURANCE LTD.	28288388	28778186
I	0188	WU	KA CHEUNG JOHNNY	ON TUNG INSURANCE BROKERS LTD.	23011861	23662468
I	0093	WU	Y.M. WILLIAM	NATIONAL MUTUAL	27508845	27586465
F	0066	YAM	RAYMOND	INSUR-UNION INSURANCE BROKERS LTD.	23977242	23977149
I	0247	YAM	ANDREW	MOLLERS' UNDERWRITING AGENCY LTD.	25988338	25988838
I	0067	YAM	RAYMOND	INSUR-UNION INSURANCE BROKERS LTD.	23977242	23977149
I	0221	YAM	WAI ON	TRINITY GENERAL INSURANCE CO. LTD.	25595175	25593971
I	0103	YAN	SHIU LUN JEFFREY	RELIABLE RESOURCES LTD.	23851166	27827922
F	0267	YAO	H. DANNY	TRADE INSURANCE SERVICES (ASIA) LTD.	28653572	28652317
I	0268	YAO	H. DANNY	TRADE INSURANCE SERVICES (ASIA) LTD.	28653572	28652317
F	0042	YAU	C.M. KENDY	ASSURANCE APPRAISAL LTD.	25979225	28345195
I	0043	YAU	C.M. KENDY	ASSURANCE APPRAISAL LTD.	25979225	28345195
A	0215-4	YEUNG	SIMON	TUGU INSURANCE CO. LTD.	28242939	28243070
F	0096	YEUNG	DAVID	SHERATON UNDERWRITERS CORP.	27716807	27713269
I	0097	YEUNG	DAVID	SHERATON UNDERWRITERS CORP.	27716807	27713269
I	0283	YEUNG	CHING	RISING BRIGHT LTD.	23888243	27716925
I	0194	YIP	PAK HONG	NATIONAL MUTUAL	28857077	25138602
A	0220	YU	Y.F. JOYCE	SUN LIFE ASSURANCE CO. OF CANADA	28810101	28949298
A	0248			MOLLERS' AGENTS LTD	28653228	28652386

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