

## GI booth

### QBE GI Booth | On-site Support



- ✓ Product Training
- ✓ Case Study
- ✓ Manulife Agent Sharing

 **QBE**  
Insurance  
Manulife Tower 11/F  
4-6 May

Training Date	Location	Training Time 14:30-15:30	Training Time 16:00 -17:00
		Product Training & Manulife Agent Sharing	Claims Sharing & Case Study
4 May 2026	MT 11 Room ABC	SME F&B Restaurant Package Insurance, SME Retail Package Insurance and Beauty & Spa Package	Travel Insurance
5 May 2026		Interior Renovation Prestige Insurance and Employees' Compensation Insurance	Employees' Compensation Insurance
6 May 2026		Cyber Insurance and Directors' & Officers' Management Liability Insurance	Malpractice Liability Chinese Practitioner and Allied Healthcare Professionals

### [QBE GI Support Booth | On-site Support](#)

To further support Manulife agents in expanding their General Insurance (GI) business, QBE Hong Kong will set up a GI Support Booth from now until 6 May 2026.

During the event period, the QBE expert team will provide on-site product support, together with underwriting and claims case sharing, as well as agent sharing, to help address practical GI-related challenges. The objective is to equip agents to use GI as an effective entry point for building client conversations and trust.

#### Training Session Details:

Date: 4-6 May 2026

Time: 2:30 PM – 5:00 PM

Venue: MT, 11/F (Room ABC)

( No prior booking required. Seats are limited and available on a first-come, first-served basis.)

#### Training Details:

- **On-site support** from the QBE expert team to address enquiries on GI products
- **Live sharing by Underwriting and Claims teams**, featuring real underwriting and claims cases to help agents handle practical business issues
- Agent experience sharing to provide real-life insights and application tips
- Refreshments and light snacks will be provided upon completion of the designated training, encouraging learning and exchange in a relaxed environment

To further support agents, QBE will also set up **a booth on the event days from 9:00 AM to 5:30 PM at the Manulife Tower Ground Floor Lobby**, where a questionnaire survey will be conducted. **Simply leave a comment, and complete the survey to enjoy participation in a lucky draw game.**



1st Prize (1 winner)	2nd Prize (2 winners)	3rd Prize (5 winners)	4th Prize (50 winners)
HK\$10,000 Travel Voucher	HK\$3,000 Travel Voucher	Hong Kong- Macau Round Trip Ferry Ticket	HK\$200 Supermarket Voucher

**[\[Lucky Draw\] Win Travel Vouchers Worth Up to HK\\$10,000!](#)**

As the travel peak season begins, now is the perfect time to help your clients secure comprehensive protection—while enjoying attractive rewards for yourself! Simply issue a new Qnect Personal Insurance policy during the promotion period to participate in the Lucky Draw, and stand a chance to win **travel vouchers worth up to HK\$10,000**, helping you plan your next getaway with ease.

**Campaign Details**

Promotion Period: 1 May 2026 – 31 July 2026

Eligibility: Each successful issuance of 1 Qnect Personal Insurance new policy earns 1 lucky draw entry ( Every 5 successfully issued Single Trip Travel Insurance policies = 1 lucky draw entry )

**Prize List**

**1st Prize (1 winner): HK\$10,000 Travel Voucher**

**2nd Prize (2 winners): HK\$3,000 Travel Voucher**

**3rd Prize (5 winners): Hong Kong-Macau Round Trip Ferry Ticket**

**4th Prize (50 winners): HK\$200 Supermarket Voucher**

Make the most of this travel peak season—the more you issue, the more chances you get, and exciting travel rewards could be yours!

Click [here](#) to learn more about QBE Personal Insurance.

**ISSUE QNECT SINGLE TRAVEL INSURANCE (GOLD PLAN)**

Now → 17/10/2026

INSURED ENJOY EXTENDED COVERAGE FOR MEDICAL EXPENSES AND 24-HOURS WORLDWIDE EMERGENCY ASSISTANCE SERVICE RELATED TO PRE-EXISTING CONDITIONS

**Travel with Peace of Mind, Health without Limits!**

In view of the overwhelming response, the Manulife Agent **Exclusive Limited-time Extended Coverage** has been extended **from now until 17 October 2026!** For every new business Single Trip Travel Insurance (Gold Plan) issued via Qnect, agents can enjoy the Pre-existing Medical Conditions Extension Endorsement, providing clients with more comprehensive travel medical protection. This extended coverage is particularly suitable for travelers with existing medical conditions, offering greater peace of mind throughout their journey.

**Key Coverage Highlights:**

If, during a Journey outside Hong Kong, the Insured Person suffers an acute onset of a Pre-existing Medical Condition, the Company will extend the following benefits:

- **Section 3.2 Benefit 1 – Medical Expenses**
- **Section 3.2 Benefit 3 – 24-Hours Worldwide Emergency Assistance Service**  
To reimburse the necessary and reasonable expenses incurred by the Insured Person, up to a maximum of 30 days from the date of the acute onset.

This extension shall apply only if all of the following conditions are met:

(a) The Insured Person is compliant with all medical advice provided by their treating Registered Medical Practitioner in respect of their Pre-existing Medical Condition(s), including but not limited to attending scheduled appointments, undergoing recommended tests, taking prescribed medication, and not deferring or refusing any treatment or surgery.

(b) The Insured Person does not have any undiagnosed symptoms or conditions for which medical consultation, investigation, diagnosis, treatment or surgery is pending.

(c) In the twelve (12) months immediately preceding the commencement of the Journey, the Insured Person has not:

- attended an accident and emergency department more than once;
- been hospitalised for more than three (3) consecutive days; or
- been hospitalised on more than one (1) occasion.

**Note:** This extension does not cover trip cancellation, curtailment, hospital or quarantine cash allowance.

**Travel confidently, even with a medical history! Learn more now.**

Take advantage of this limited-time offer and actively promote it to your clients. Agents can share the promotional link directly with clients for easier promotion and order conversion. **(Old links are no longer valid)**

Chinese website:<https://manulife-campaign.com.hk/tc/gi>

English website:<https://manulife-campaign.com.hk/en/gi>

Please click here to review [endorsement of extension of cover for pre-existing medical conditions](#).

Please click here to review [single travel brochure](#) and [policy wording](#).

Please click here to review [FAQ of Extended Coverage for Pre-existing Conditions \( Updated\)](#).



## [2% Additional Commission Incentive Program](#)

To further support Manulife agents in expanding their insurance business, from now to 31 July 2026, who issue new commercial and specialty insurance policies will be **entitled to an additional 2% commission**. This incentive help you conduct business negotiations more effectively and expand your client base.

### Incentive Program Details

Promotion period: 25 February 2026 to 31 July 2026

- **Incentive:** An **additional 2% commission** for each new commercial insurance and professional insurance policy
- **Eligibility requirements:** The policy must be a **new policy under the specified commercial insurance and specialty insurance categories**

Commercial Insurance	Specialty Insurance
<ul style="list-style-type: none"> <li>• Qnect SME Commercial Insurance               <ul style="list-style-type: none"> <li>➢ Property All Risk</li> <li>➢ Public Liability</li> <li>➢ Money Protection</li> <li>➢ Employee Compensation</li> <li>➢ Office Package</li> <li>➢ Shop Package</li> <li>➢ SME F&amp;B Restaurant Package</li> <li>➢ SME Retail Package Insurance</li> <li>➢ Beauty &amp; Spa Package</li> </ul> </li> <li>• Qnect Interior Renovation Prestige</li> <li>• Construction &amp; Engineering Insurance</li> <li>• Foreign Worker Insurance</li> <li>• Event Insurance Package</li> <li>• Event Public Liability Insurance</li> <li>• Group Personal Accident Insurance</li> </ul>	<ul style="list-style-type: none"> <li>• Marine Cargo (Air · Water and Land)</li> <li>• Maring Hull</li> <li>• Pleasure Craft</li> <li>• Professional Indemnity Insurance               <ul style="list-style-type: none"> <li>➢ Directors' &amp; Officers' Management Liability Insurance</li> <li>➢ Malpractice Liability Chinese Practitioner</li> <li>➢ Allied Healthcare Professionals</li> <li>➢ Cyber Insurance</li> </ul> </li> </ul>

We sincerely invite all Manulife agents to make full use of this promotional offer to accelerate deal closures and achieve stronger business growth during the promotion period.

For any quotations or enquiries regarding non-Qnect products, please email [underwriting.mil@qbe.com](mailto:underwriting.mil@qbe.com).

# Promotion Extension !

## Help You Capture New Business

### QBE Employees' Compensation Insurance 10% Discount Promotion

Promotion Period: Now – 31 March 2027

- **Promotion** : Issue new business of Employees' Compensation insurance (EC Section) · you can enjoy **10% off**
- **QBE Premium Calculation** : Renewal notice (EC) of existing company X0.9
- **Qualified Industry** : All industries exclude F&B restaurant , site work and industries not covered by QBE
- **Eligible Policy** : QBE new business ( non QBE EC client), and no claims records in the past 3 years

#### Required Document

1. Renewal notice (EC) of existing company
2. QBE application form with sign and seal
3. MPF record (At least the last 3 months)
4. Business Registration

Total commission payout for new EC Insurance business exceeds HK\$4 Million



## Promotion Extended to 31 March 2027 | 10% Discount on QBE Employees' Compensation Insurance

### The market opportunity is right in front of you!

To help agents continuously expand their Employees' Compensation (EC) insurance business, QBE Hong Kong is pleased to officially extend the 10% discount promotion on EC Insurance until 31 March 2027. This allows you to continue winning new clients with a highly competitive solution in an increasingly challenging market.

#### Promotion:

- Issue **Employees' Compensation Insurance (EC) (New Business)** , you will enjoy **10% discount** promotion.
- Promotion Period: Now to 31 March 2027

#### Proven Performance, Trusted Strength:

Employees' Compensation Insurance remains a core market necessity. In 2025, commissions generated from new EC business **exceeded HKD 4 million**, clearly demonstrating its strong growth potential and long-term value. It is an essential business growth engine for agents.

#### Practical Advantages for Agents:

1. **Competitive Premiums**: The 10% discount helps improve conversion rates and makes it easier for clients to make purchasing decisions.
2. **Reliable and comprehensive protection**: QBE provides robust Employees' Compensation coverage, giving both employers and employees peace of mind.
3. **Supports cross-selling opportunities**: Employees' Compensation Insurance can be bundled with other commercial insurance products, creating additional business opportunities for agents.

10% discount campaign on ECI premiums is still in progress. Agents **issue new ECI policies and submit renewal notices for existing company** will enjoy a **10% discount** on the ECI premium based on the renewal notice's premium of existing company . This promotion is applicable to various industries and aims to assist agents in winning more new business opportunities, and achieve great results together.

Insuring Process:

1. Issue quote in Qnect:

- Issue Quote via Qnect, and upload the “renewal notice” from other insurers in Qnect and remark “**EC Price Match**” in the Qnect referral to underwriters.

2. Issue quote in non Qnect:

- Remark “**EC Price Match**” in the Qnect referral to underwriters.
- Attach the “renewal notice” and send to [underwriting.mil@qbe.com](mailto:underwriting.mil@qbe.com).
- For gross premium over HK\$30,000, please copy your RM in the email.

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## Product Update

### Motor Insurance



#### [Electric Charger Liability Coverage](#)

To further enhance the coverage and competitive strength of our Motor insurance, we are pleased to announce that **effective 5 April 2026, all Electric Vehicles insured or renewed under Qnect Motor Insurance (Comprehensive Cover) will automatically be covered by Electric Charger Liability Cover**, providing customers with more comprehensive protection.

#### Policy Arrangement

- For new and renewal policies issued on or after 5 April 2026, this cover will be automatically included.
- For existing renewal policies with an effective date on or after 5 April 2026, Manulife agents may submit a referral request, where necessary, to add the above cover.

Please click [here](#) to view the policy wording of Electric Charger Liability Coverage.

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## Malpractice Liability Insurance for Allied Health Professionals



### [Upgrade of Malpractice Liability Insurance for Allied Health Professionals](#)

To better meet the needs of the healthcare industry, QBE Malpractice Liability Insurance for Allied Health Professionals has expanded its coverage to include **Registered Nurses and Enrolled Nurses**, providing more comprehensive professional liability protection for medical teams.

This insurance is specifically designed for professionals, covering legal liabilities, claims, and legal expenses arising from professional negligence in the course of practice. It helps medical professionals remain focused on delivering quality patient care while being protected against potential professional risks.

Please click here to review the latest [Malpractice Liability Insurance for Allied Health Professionals brochure \( Chinese version only\)](#) and [proposal form](#).

## Administrative Service



### [Agent Tax Filing Arrangement Notice – 2025–2026 Year of Assessment](#)

As income tax filling for tax year 1 April 2025 to 31 March 2026 is approaching, we would like to update you on QBE Hong Kong arrangement.

#### **Agents with Total Earning Over HK\$25,000**

A hard copy of **TAX RETURN REPORT** will be mailed to **your Manulife office on or before 31 May 2026**, a copy will also be emailed to you by end of May.

#### **Agents with Total Earning Below HK\$25,000**

QBE Hong Kong will not be reporting the earnings to Inland Revenue Department, so you must file the income tax return on your own. The **QBE HONG KONG LETTER** stating your total earnings will be emailed to you **on or before 31 May 2026**.

Should you have any questions regarding the above arrangement, please kindly contact your QBE Hong Kong Relationship Manager.

# QBE 2026 Products' Training Timetable

April – June 2026

Training Time		Training Content	Course No.
8 May 2026	2:30 -4:30 pm	Home & Domestic Helper Insurance	GIP-260501
21 May 2026		EAHK Travel Emergency Service	GIP-260502
5 June 2026		Motor Insurance	GIP-260601
18 June 2026		Marine Cargo Insurance	GIP-260602

*\*Training content: Product update, Product features, Case study, sharing of underwriter and claims  
\*Please login CPDTS on ManuTouch to register and attend the course*

QBE regularly provides product training for Manulife agents to help them gain a deeper understanding of product features and advantages, while enhancing overall sales capabilities and market competitiveness.

The table above outlines the training programmes scheduled for May to June. In addition to in-depth product knowledge, the sessions will also **include sharing from the Underwriting and Claims teams, helping to strengthen your interactions and engagement with clients.** Agents are kindly requested to log in to **CPDTS via ManuTouch** to register and attend the courses. Each training session is eligible for **2 non-core CPD points**.

## Reminder



### [QBE Customer Survey](#)

QBE Hong Kong will be launching a customer survey to better understand your needs and insights.

**The survey will be distributed in Today 4 May 2026 (updated schedule).** We look forward to receiving your valuable feedback within May, as this will help us build an ongoing feedback loop—allowing us to continue listening, learning, and enhancing our service experience together. Thank you for your continued support of QBE!



## 2026 Agent Incentive Trip

Challenge Period: 1 January – 31 July 2026

### Requirement:

- Minimum GWP is HK\$50,000 in challenge period.
- Top 50 total GWP agents are invited to join the incentive trip.

### Activities:

- Date: Estimate on November ( 2 days 1 night)
- Location: China Guangdong Province
- Activities: Team Building, Enjoy a luxurious journey, Explore local culture

### Reward:

- **Exclusive luxury rewards for Top 5 Agents**
- **Agents with new policy premiums of HKD 300,000 or above**
  - Receive a complimentary upgrade to a premium single-room accommodation.

- ❖ QBE Insurance Hong Kong reserves the final right to suspend, modify or terminate this event and/ or any of the terms and conditions without prior notice on agent incentive trip. In case of dispute, the decision of QBE Insurance Hong Kong shall be final.
- ❖ Agent incentive trip cannot be exchanged for cash or replaced by other gifts, including coupons, or other products, or transferred to others.



## Agent Incentive Trip – Interim Result

Incentive trip challenge is still ongoing. Agents who **achieve HKD 50,000 or above** in new policy premiums during the promotion period will be eligible to participate in the 2026 Agent Incentive Trip.

Please click [here](#) to view the April interim report for the Top 50 challengers.



## 2026 Agent Incentive Trip Challenge's Result

Challenge Period: 1 Jan – 31 July 2026



### April Interim Result (Challenge still ongoing)

#### Condition & Term:

- Minimum GWP is \$50,000
- Top 50 Total GWP Agents are invited to join the incentive trip

Rank	Agent Code	Agent Name	Branch Code	Branch Name	Remaining GWP required to Target
1	373642	LO CHUNG MING, DAY	80630	VW - SKY DISTRICT	<b>ACHIEVED</b>
2	371188	YU KWOK CHUN, EDMOND	80480	KS - KITTY FAN'S DISTRICT	<b>ACHIEVED</b>
3	369985	KOO CHI WA, CASPER	81810	MF PAT CHAN'S DISTRICT	<b>ACHIEVED</b>
4	345316	HO YU TUNG, JEFFRY	87900	KS - MICHAEL ISMAIL'S DISTRICT	<b>ACHIEVED</b>
5	332161	MAK CHEUK PUI, JACKY	81030	FRANCIS LI'S DISTRICT	<b>ACHIEVED</b>
6	363886	HUI TSZ KIN	80120	MF ERIC NG'S DISTRICT	<b>ACHIEVED</b>
7	341578	HUI KA WING	84250	KS - MENDY FAN'S DISTRICT	<b>ACHIEVED</b>
8	337205	CHU SUK MAN, CARRIE	80280	TRINITY-CARRIE CHU'S DISTRICT	<b>ACHIEVED</b>
9	329800	HO WAI YEE, RENEE	81430	81430 DISTRICT	<b>ACHIEVED</b>
10	377951	MA HING NAM	80480	KS - KITTY FAN'S DISTRICT	<b>ACHIEVED</b>

\*GWP results based on 27 April 2026.

## Highlights



To express our appreciation for the continued support of Manulife agents, QBE regularly visits different districts to engage with agents through face-to-face interaction and meaningful exchanges. The recently held coffee giveaway event was a great opportunity for us to connect with agents, strengthen communication, and foster closer relationships.

We were delighted to exchange business ideas and practical experiences with agents during the event. The atmosphere was relaxed and lively, with enthusiastic participation throughout—clearly demonstrating agents' strong commitment and professionalism in developing the GI business. Our heartfelt thanks go to every agent for your participation and support, which made each interaction truly meaningful. QBE looks forward to maintaining close connections with different districts, working hand in hand to drive business growth and create many more memorable moments together.

## QBE RM On Site Support Timetable



Anson Yung  
Every Tuesday  
MT 10/F  
10:30am - 12:30pm



Jack Ho  
Every Tuesday  
MT 16/F  
10:30am - 12:30pm



Kinki Lam  
Every Tuesday  
MT 15/F  
10:30am - 12:30pm



Krystal Yip  
Every Monday  
MT 3/F  
10:30am - 12:30pm



Lowell Cheng  
Every Tuesday  
MT 12/F  
10:30am - 12:30pm



Customer Service Hotline: +852 2828 0022  
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### We're here for you!

Feel free to contact your QBE Relationship Manager if you have any feedback or require any support.

