



## Press Releases

### **Ex-district manager of insurance company charged by ICAC guilty of fraud over signing fee**

**2022-4-28**

A former district manager of an insurance company, charged by the ICAC, was today (April 28) convicted at the District Court of deceiving the insurer into offering her a more favourable remuneration package involving a signing fee of over \$860,000 by submitting false income proof statements which exaggerated her total income by over \$1.5 million.

Lau Kit-ye, 61, former district manager of AIA (International) Limited (AIA), was found guilty of one count of fraud, contrary to Section 16A(1) of the Theft Ordinance.

Judge Mr Eddie Yip Chor-man adjourned the case to May 12 for sentence. The defendant was remanded in the custody of the Correctional Services Department.

The court heard that AIA offered remuneration packages, including signing fees, as incentives to recruit experienced insurance agents. A signing fee was calculated based on the income of a new recruit as shown on his or her income proof statements in the past 24 months.

In June 2015, the defendant was recruited to join AIA. For the purpose of calculating the relevant signing fee, she submitted her commission account statements in relation to another insurance company for the period between June 2013 and May 2015 to AIA.

Based on the commission account statements which purportedly showed that the defendant's total income during the above period was about \$2.2 million, AIA approved to grant her a signing fee of over \$860,000 and released the sum to her when she joined the company in August 2015.

However, ICAC inquiries revealed that the defendant's total income during the period was about \$650,000 and she was only entitled to receive a signing fee of about \$100,000. By exaggerating the total income by over \$1.5 million, the defendant was granted a signing fee \$760,000 higher than her entitlement.

Had AIA known the commission account statements were false, the company would not have employed the defendant.

The case arose from a corruption complaint. Subsequent ICAC enquiries revealed the above offence. AIA had rendered full assistance to the ICAC during its investigation into the case.

The prosecution was today represented by Senior Assistant Director of Public Prosecutions Alice Chan, assisted by ICAC officer Teresa Cheung.

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## 新聞公佈

### 遭廉署控保險公司前區域經理詐騙「握手費」罪成候判

2022年4月28日

廉政公署早前落案起訴一名保險公司前區域經理，控告她提交虛假入息證明，誇大入息總額逾150萬元以詐騙該公司向她提供較優厚薪酬福利，涉「握手費」逾86萬元。被告今日(4月28日)在區域法院被裁定罪名成立。

劉潔兒，61歲，友邦保險(國際)有限公司(友邦保險)前區域經理，被裁定一項欺詐罪名成立，違反《盜竊罪條例》第16A(1)條。

法官葉佐文將案件押後至5月12日判刑。被告暫時還押懲教署看管。

案情透露，友邦保險為鼓勵有經驗的保險代理人入職，會在招聘時向他們提供包括「握手費」在內的多種薪酬福利。「握手費」按新入職者過去24個月入息證明結單上所示的入息計算。

被告於2015年6月獲邀加盟友邦保險。她向友邦保險提交於2013年6月至2015年5月期間，任職另一間保險公司時的佣金帳戶結單以計算「握手費」。

有關佣金帳戶結單顯示，被告上述期間入息總額據報約220萬元。友邦保險因而核准向被告批出一筆逾86萬元的「握手費」，並於2015年8月當她加盟友邦保險時向其發放該筆款項。

惟廉署調查發現，被告於上述期間的入息總額為約65萬元，只可享有「握手費」約10萬元。被告誇大入息總額逾150萬元，從而多獲「握手費」76萬元。

若友邦保險知悉被告的佣金帳戶結單為虛假，便不會聘用被告。

廉署早前接獲貪污投訴，調查後揭發上述罪行。友邦保險在廉署調查案件期間提供全面協助。

控方今日由高級助理刑事檢控專員陳淑文代表出庭，並由廉署人員張春桃協助。

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