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Insurance Authority

Exploring Hong Kong's Insurtech Landscape and Regulatory Approach to Technology

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Hong Kong Insurance Market

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160+ Authorized Insurers

12 "Top 20" International Insurers

~HKD $538 Billion (Total Gross Premiums in 2022)

Insurance density & Insurance penetration – 2nd and 3rd globally

4 Virtual Insurers

avo

bowtie

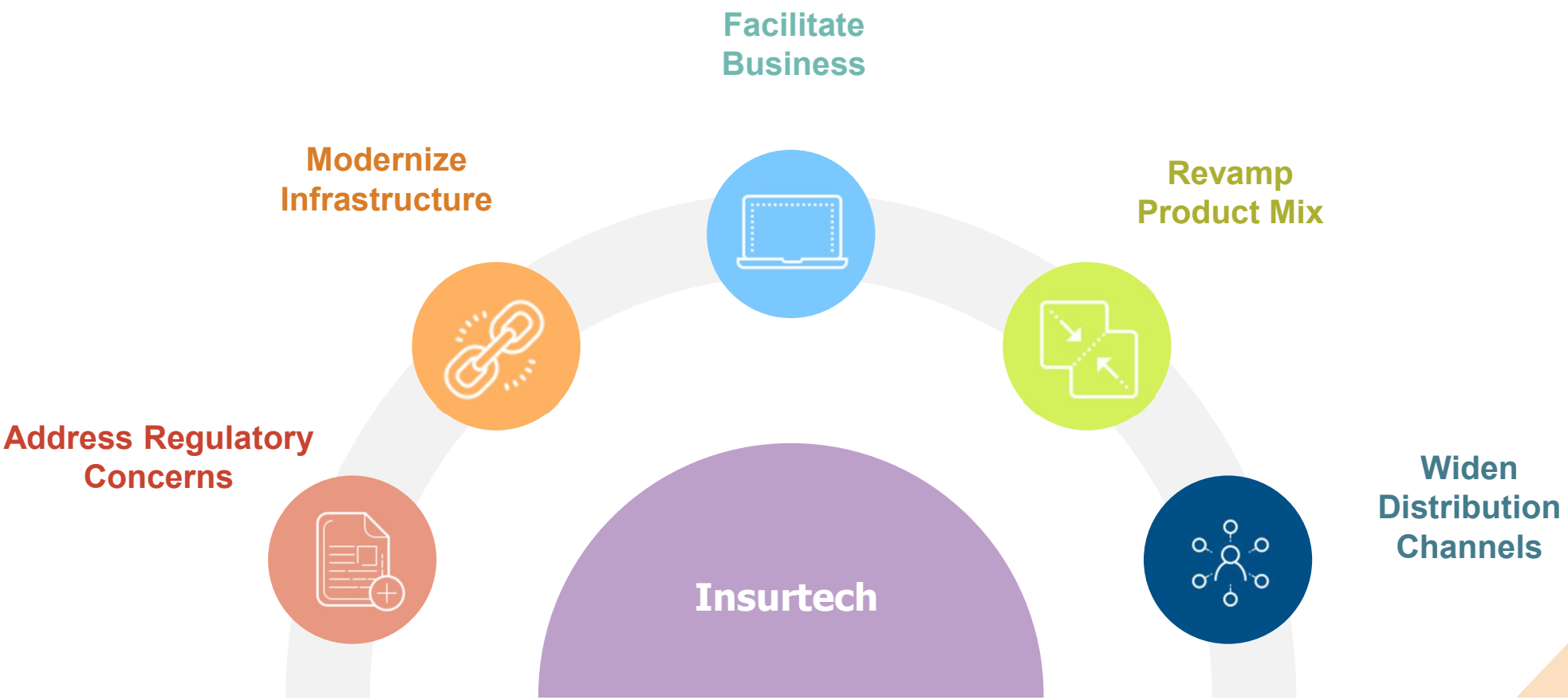
OneDegree

100,000+ Agents

80% Insurers with Digital Channels

10,000+ Brokers

Power of Insurtech



Accelerating Pace of Digitalization

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Virtual Insurers

bowtie
avo
OneDegree
ZA Insure

Digital Insurer

blue
Powered by AVIVA

Traditional Insurers with Digital Channel

AIA
AIG
ZURICH
HSBC Insurance
中國人壽 CHINA LIFE | 海外 |
FWD 富衛
中銀人壽 BOC LIFE
PRUDENTIAL 英國保誠
AXA 安盛
豐隆保險 HLIA
GENERALI
Blue Cross 藍十字

and more...

Insurtech Sandbox

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A pilot run of innovative Insurtech applications by authorized insurers to be applied in their business operations since 2017

Principles adopted for Sandbox

- Well-defined boundary and conditions
- Adequate risk management control procedures
- Adequate safeguard in place to protect the interests of customers
- Adequate resources and readiness to demonstrate that the Insurtech initiative is ready for testing
- Appropriate exit strategy

Temporary Facilitative Measures (TFM)

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Temporary Facilitative Measures

Allow non-face-to-face distribution of protective types products

Phase 1
- tax deduction products

Phase 2
- extended to:

✓ term life policies,
✓ refundable policies without substantial saving component
✓ renewable policies without cash value

Expedite Adoption of Virtual On-boarding

- Insurtech Sandbox
- Industry-wide Platform

Virtual Onboarding Sandbox

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Breakthrough achieved by TFMs

Alternative compliance measures through Sandbox - Virtual Onboarding

Insurtech Sandbox

The **Majority**
of applications are
relating to **virtual onboarding**

Industry-wide Platform

video-conferencing tools
for
small and medium insurers

Fast Track

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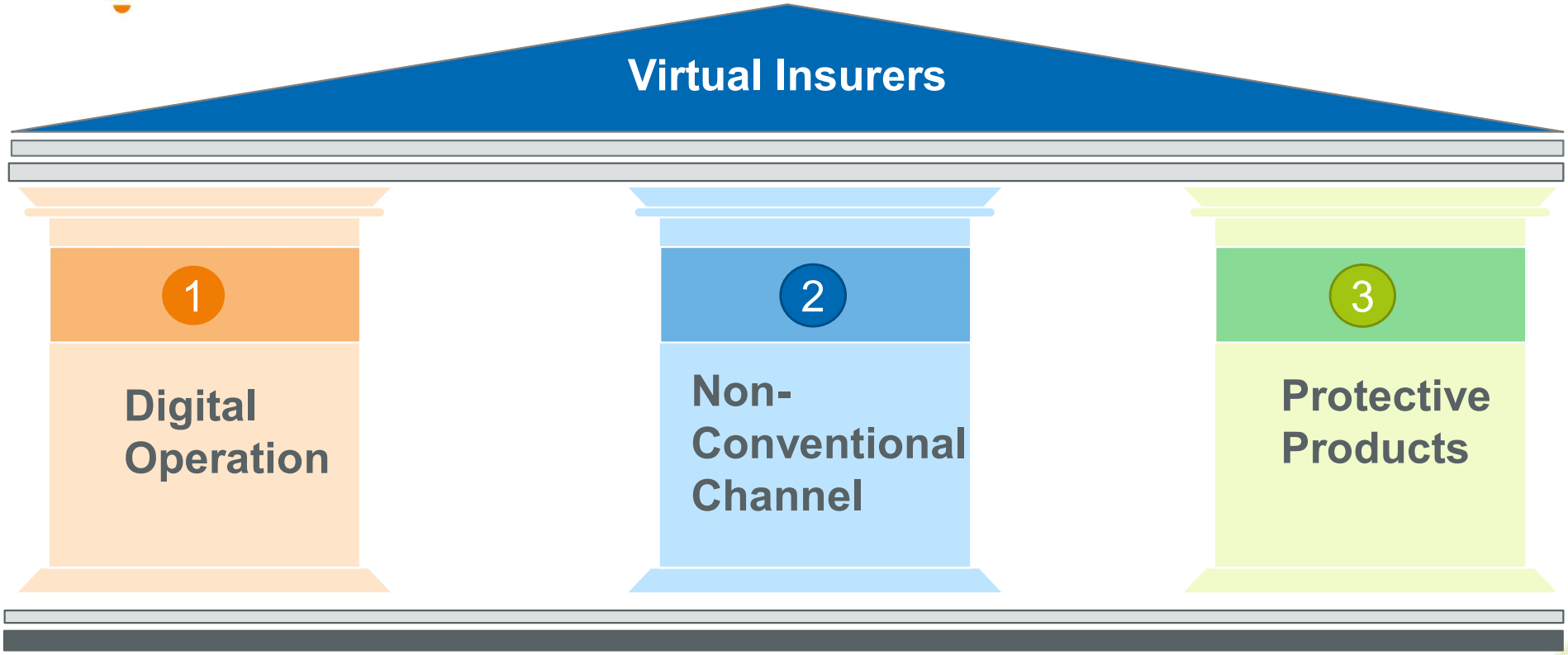
A dedicated queue for new authorization applications since 2017



Virtual Insurer Development

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Thank You

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