



Republic of the Philippines  
Department of Finance  
**INSURANCE COMMISSION**  
1071 United Nations Avenue  
Manila



Legal Opinion (L.O.) No.	LO-2017-08
Date:	OCTOBER 30, 2017

**MR. MASAYUKI TAKAHASHI**  
*President and CEO*  
**BPI/MS INSURANCE CORPORATION**  
11<sup>th</sup>, 14<sup>th</sup>, 16<sup>th</sup> & 18<sup>th</sup> Floors,  
BPI-Philam Life Makati, Ayala Ave.,  
Salcedo Village Bel-Air  
City of Makati

ATTENTION: **ATTY. DANIELLE MARIA SALES-TORT**  
Compliance & Legal Officer

SUBJECT: **Request for Clarification on the Provisions  
of IC Circular Letter No. 2015-20**

**Dear Mr. Takahashi:**

This refers to your company's letter dated 18 October 2016 requesting clarification on the extent of authority which may be granted to bank employees under a bancassurance set-up as provided in Section 2 of IC Circular Letter (CL) No. 2015-20 dated 27 April 2015 entitled Rules Implementing Title 9, Chapter IV of the Amended Insurance Code on Bancassurance.

Under CL No. 2015-20, the role of bank employees shall be limited to the referral of bank clients to the sales representative/s of insurance company. By way of exemption bank employees may make preliminary presentation and discuss the features of the insurance product with bank employees have specifically trained and qualified by the insurance company to make such presentation. Provided further that such training program for bank employees has been duly approved by this Commission. These designated bank employees are not required to obtain a license from this Commission to act as an insurance agent.

As expressly provided under Section 2(e) of the subject Circular Letter, bank employees are not allowed to conduct substantial presentation of insurance products which involves discussion on the details and particularities of the insurance product.

Nonetheless, a bank employee may be allowed to engage in the selling or solicitation of insurance products provided that all following conditions are met:

1. The Bancassurance or Distribution Agreement specifically provide the authority of bank employees to sell or solicit insurance products;
2. Such bank employee is duly licensed to act as insurance agent by this Commission; and
3. The requirement of proper identification of insurance agents and bank employees under Section 2(f) of CL No. 2015-20 is complied with.

It shall be understood that the foregoing opinion is rendered based solely on the facts disclosed in the query and relevant solely to the particular issue raised therein and shall not be used in the nature of a standing rule binding upon the courts, or upon the Commission in other cases of similar or dissimilar circumstances. If upon investigation, it will be disclosed that the facts relied upon are different, this opinion shall be rendered null and void.

Very truly yours,

**DENNIS B. FUNA**  
Insurance Commissioner

