



HONG KONG MONETARY AUTHORITY  
香港金融管理局

Our Ref: B1/15C

27 October 2022

The Chief Executive  
All Authorized Institutions

Dear Sir/Madam,

**Regtech Adoption Practice Guide**

I am writing to share with the industry the eighth issue of the Regtech Adoption Practice Guide.

This issue focuses on Regtech solutions for sales practices and suitability. These Regtech solutions can help banks improve the efficiency of their sales suitability processes and fulfil the corresponding obligations amid the growing volume and complexity of the products sold.

This practice guide provides implementation guidance to help banks plan the adoption of sales practices and suitability Regtech solutions. It offers advice on how banks can use these Regtech solutions to address the challenges associated with the processes of customer risk profiling, product due diligence, sales and advisory, and management supervision.

If your institution has any questions regarding Regtech or any feedback on this Regtech Adoption Practice Guide series, please feel free to contact Mr Nitish Koladoo on 2597-0934 or Mr David Xu on 2597-0883.

Yours faithfully,

Raymond Chan  
Executive Director (Banking Supervision)

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