



HEALTHIER, LONGER,
BETTER LIVES

About AIA Hong Kong & Macau



Guided by our commitment to make a significant, positive impact on our customers and communities across Asia, AIA's purpose is to help millions of people live **Healthier, Longer, Better Lives**. AIA Hong Kong & Macau is steadfast in playing a leading role to drive the economic and social development of Hong Kong and across Asia, as well as creating a better and more sustainable future for all through a transformational, long-term ESG Strategy that stays true to our purpose.



A Century of Success

- The business that is now AIA was first established in Shanghai in 1919; over 100 years of history in Asia
- AIA is the **largest independent publicly listed pan-Asian life insurance group**
- Began operations in Hong Kong in 1931 and has a presence in **18 markets across Asia**



Solid Foundations

- Market capitalisation has **more than tripled**¹ since public listing in 2010
- Total assets of **US\$276 billion**²
- AIA Group Limited (Stock Code : 1299) is **the fourth largest constituent stock of the Hang Seng Index**³



Globally Renowned

- Credit Ratings – AIA International Limited
S&P⁴ : AA- / Stable
Moody's⁵ : Aa2 / Stable

AIA Group Limited Key New Business Indicators for the Third Quarter ended 30 September 2023

- Value of New Business (VONB) of US\$994 million
- VONB margin of 51.2 per cent
- Annualised New Premiums (ANP) of US\$1,938 million
- Total weighted premium income (TWPI) of US\$9,355 million

Source: AIA Group Limited Third Quarter 2023 New Business Highlights (as at 30 September 2023)

aia.com.hk

AIA Group Limited is incorporated in Hong Kong with limited liability.
"AIA", "Group" or "the Group" herein refers to AIA Group Limited and its subsidiaries.
"AIA Hong Kong & Macau" or "AIA Hong Kong" herein refers to the Hong Kong Branch and/or Macau Branch of AIA International Limited (Incorporated in Bermuda with limited liability).
"Hong Kong" and "Macau" herein refer to "Hong Kong Special Administrative Region" and "Macao Special Administrative Region", respectively.



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AIA HONG KONG & MACAU

Over **3.5** Million Customers



Largest number of policies

- Has the largest number of policies in Hong Kong⁶, **serving over 3.5 million customers**⁷.
One in three people protected by individual medical insurance in Hong Kong is an AIA customer⁸.

Multi-channel Distribution



Professional team

- **Largest number of MDRT members** - Number 1 in Hong Kong for the 21st year, and in Macau for the fifth consecutive year since its independent reporting commenced in 2019.⁹
- **Over 16,000 financial planners**¹⁰ and a devoted team of front- and back-end staff strive to deliver excellent service and operating efficiency.
- Focused on “**Premier Agency**” strategy to enhance talent development. Founded AIA Premier Academy in 2011 to recruit and cultivate high-calibre young financial planners.
- Built long-term collaborations with **The Bank of East Asia, Limited, Citibank (Hong Kong) Limited, China Construction Bank (Asia)** and **Public Bank (Hong Kong) Limited**, to provide customers with convenient and suitable insurance services through their extensive networks[^].
- Provides a comprehensive range of products and services to different customer segments through large-scale and established **Independent Financial Advisors**.

Over **120** Products



Well-rounded services

- Offers customers a **wide selection of over 120 products** to meet their protection and financial needs - ranging from individual life, group life, accident, medical and health, pension, personal lines insurance to investment-linked products with numerous investment options; dedicated to providing superb product solutions to meet the financial needs of high-net-worth customers.
- The game-changing “**AIA Vitality**” programme offers instant premium discounts or extra cover, and an array of benefits and discounts offered by partners to reward customers for pursuing healthy lifestyles[#].
- Innovative digital platforms facilitating a convenient, customer-oriented experience.

Hong Kong : (852) 2232 8888

Macau : (853) 8988 1822



Strategic Locations in Hong Kong and Macau

Centrally located in the heart of Hong Kong and Macau's business districts, including the iconic AIA Central.

- **AIA Central**
- **AIA Tower, North Point**
- **AIA Hong Kong Tower, Quarry Bay**
- **AIA Building, Wan Chai**
- **AIA Kowloon Tower, Kwun Tong**
- **AIA Financial Centre, Prince Edward**
- **Avenida Comercial de Macau**

AIA Wealth Select Centres in multiple strategic locations offer customers all-round services, ensuring ease and convenience in application process.





Reputation and Recognition

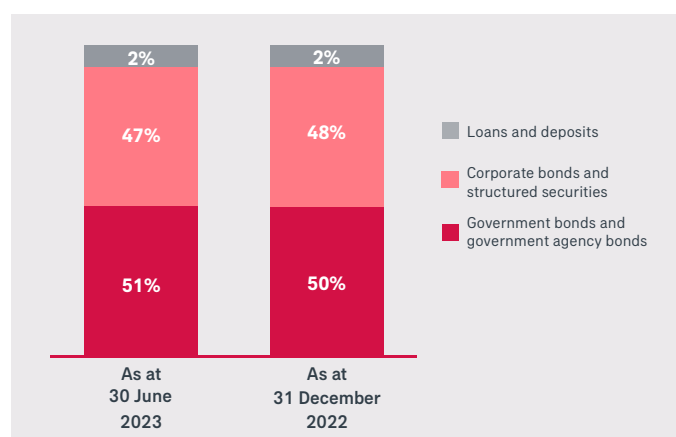
AIA Hong Kong has won numerous local and international accolades ranging from product innovation, MPF, Group Insurance, technology advancement, professional service, talent development, marketing strategies and CSR - a reflection of its outstanding performance and leadership position in the industry.



Investment Management

- Stationed in Hong Kong, the Group investment management function works closely with in-market investment teams of seasoned professionals, leveraging their extensive local knowledge to establish best practice, achieve consistency and maximise efficiency.
- Group's investment management function is an integral component of the business, meeting asset-liability and financial management objectives line up while supporting product design and development to meet customers' protection and investment needs.

Prudent Fixed Income Portfolio¹¹



Source: AIA Group Limited Interim Results 2023 (as at 30 June 2023)

Total Investments

US\$ millions, unless otherwise stated	As at 30 June 2023	Percentage of total
Total policyholder and shareholder	223,466	87%
Total unit-linked contracts and consolidated investment funds	34,329	13%
Total Investments	257,795	100%

Source: AIA Group Limited Interim Results 2023 (as at 30 June 2023)

Policyholder and Shareholder Investments

US\$ millions, unless otherwise stated	As at 30 June 2023	Percentage of total
Participating funds and other participating business with distinct portfolios*		
Government bonds and government agency bonds	27,451	12%
Corporate bonds and structured securities	47,896	22%
Loans and deposits	707	-
Subtotal – Fixed income investments	76,054	34%
Equity investments*	27,625	12%
Investment property and property held for own use	3,616	2%
Cash and cash equivalents	1,009	1%
Derivative financial instruments	199	-
Subtotal participating funds and other participating business with distinct portfolios	108,503	49%
Other policyholder and shareholder		
Government bonds and government agency bonds	58,171	26%
Corporate bonds and structured securities	31,157	14%
Loans and deposits	3,502	2%
Subtotal – Fixed income investments	92,830	42%
Equity investments*	12,363	5%
Investment property and property held for own use	4,383	2%
Cash and cash equivalents	5,004	2%
Derivative financial instruments	383	-
Subtotal other policyholder and shareholder	114,963	51%
Total policyholder and shareholder	223,466	100%

Source: AIA Group Limited Interim Results 2023 (as at 30 June 2023)



Group LCSM Solvency Position

- The Group Local Capital Summation Method (LCSM) coverage ratio remained very strong at 260 per cent.

US\$ millions, unless otherwise stated	As at 30 June 2023
Group LCSM coverage ratio ⁽¹⁾	260%
Group prescribed capital requirement (GPCR)	26,320
Group minimum capital requirement (GMCR)	13,619
Group LCSM surplus	42,181

Source: AIA Group Limited Interim Results 2023 (as at 30 June 2023)

Notes:

(1) The Group LCSM coverage ratio is referred to as the "eligible group capital resources coverage ratio" in the GWS framework and is defined as the ratio of the eligible group capital resources to the GPCR.

¹ Bloomberg (as at 30 September 2023)
² AIA Group Limited Interim Results 2023 (as at 30 June 2023)

³ www.hsi.com.hk (September 2023)
⁴ AIA Group Limited website (as at 13 March 2023)

⁵ AIA Group Limited website (as at 13 March 2023)
⁶ Provisional statistics of the Insurance Authority on Hong Kong long term insurance business from January to June 2023. The policies refer to the Direct Inforce Business of Individual Life and Annuity (Classes A & C) and Other Individual Business (Classes B, D, E & F).

⁷ AIA Hong Kong internal data includes Hong Kong and Macau's individual life, group insurance and pension customers (as at 30 September 2023).
⁸ Based on Hong Kong Special Administrative Region Census and Statistics Department – Thematic Household Survey Report No. 74, December 2021, Table 7.1a and AIA internal data.

⁹ <https://www.mdr.org/about-MDRT-for-companies/> (as of 13 July 2023)
¹⁰ As at 30 September 2023

¹¹ Policyholder and shareholder investments only; excludes investment-linked investments.

* The banks herein are authorised distributors and agents of AIA Hong Kong.
Please visit aia.com.hk/aia/vitality for more details.

+ Participating fund is written in a segregated statutory fund with regulations governing the division of surplus between policyholders and shareholders. Other participating business with distinct portfolios, representing Hong Kong participating business, are supported by segregated investment assets and explicit provisions for future surplus distribution, although the division of surplus between policyholders and shareholders is not defined in regulation.

* Includes equity shares, interests in investment funds and exchangeable loan notes.