



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 quadrupled**<sup>1</sup> since public listing in 2010
- Total assets of **US\$303 billion**<sup>2</sup>
- AIA Group Limited (Stock Code : 1299) is the **fourth largest constituent stock of the Hang Seng Index**<sup>3</sup>



### Globally Renowned

- Credit Ratings – AIA International Limited  
S&P<sup>4</sup> : AA- / Stable  
Moody's<sup>5</sup> : Aa2 / Stable

### AIA Group Limited's First Quarter 2023 New Business Highlights

- Value of New Business (VONB) of US\$1,046 million
- VONB margin of 52.3 per cent
- Annualised New Premiums (ANP) of US\$1,998 million
- Total weighted premium income (TWPI) of US\$10,236 million

Source: AIA Group Limited First Quarter 2023 New Business Highlights (as at 31 March 2023)

[aia.com.hk](http://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 **3.4** Million Customers



### Largest number of policies

- Has the largest number of policies in Hong Kong<sup>6</sup>, **serving over 3.4 million customers**<sup>7</sup>.  
One in three people protected by individual medical insurance in Hong Kong is an AIA customer<sup>8</sup>.

## Multi-channel Distribution



### Professional team

- **Largest number of MDRT members** - Number 1 in Hong Kong for the 20<sup>th</sup> year, and in Macau for the fourth consecutive year since its independent reporting commenced in 2019.<sup>9</sup>
- **Close to 18,000 financial planners**<sup>10</sup> 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<sup>^</sup>.
- 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<sup>#</sup>.
- 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

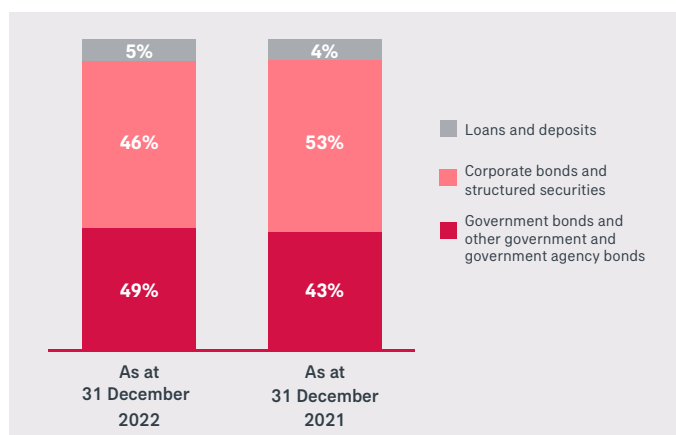
AIA Hong Kong has won numerous local and international accolades ranging from product innovation, MPF, Group Insurance, technology advancement, professional service, talent development, marketing strategies and CSR - a reflection of its outstanding performance and leadership position in the industry.



## 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 Portfolio<sup>11</sup>



Source: AIA Group Limited Annual Results 2022 (as at 31 December 2022)

### Total Investments

US\$ millions, unless otherwise stated	As at 31 December 2022	Percentage of total
Total policyholder and shareholder	215,962	85%
Total unit-linked contracts and consolidated investment funds	39,370	15%
<b>Total Investments</b>	<b>255,332</b>	<b>100%</b>

Source: AIA Group Limited Annual Results 2022 (as at 31 December 2022)

### Policyholder and Shareholder Investments

US\$ millions, unless otherwise stated	As at 31 December 2022	Percentage of total
Participating funds and other participating business with distinct portfolios*		
Government bonds and other government and government agency bonds	22,164	10%
Corporate bonds and structured securities	42,892	20%
Loans and deposits	2,600	1%
<b>Fixed income investments</b>	<b>67,656</b>	<b>31%</b>
Equity investments*	22,635	10%
Investment property and property held for own use	1,100	1%
Cash and cash equivalents	2,018	1%
Derivative financial instruments	233	-
<b>Subtotal – Participating funds and other participating business with distinct portfolios</b>	<b>93,642</b>	<b>43%</b>
Other policyholder and shareholder		
Government bonds and other government and government agency bonds	59,535	27%
Corporate bonds and structured securities	34,950	16%
Loans and deposits	5,732	3%
<b>Fixed income investments</b>	<b>100,217</b>	<b>46%</b>
Equity investments*	10,341	5%
Investment property and property held for own use	5,778	3%
Cash and cash equivalents	5,658	3%
Derivative financial instruments	326	-
<b>Subtotal – Other policyholder and shareholder</b>	<b>122,320</b>	<b>57%</b>
<b>Total policyholder and shareholder</b>	<b>215,962</b>	<b>100%</b>

Source: AIA Group Limited Annual Results 2022 (as at 31 December 2022)



## Group LCSM Solvency Position

- The Group Local Capital Summation Method (LCSM) cover ratio remained very strong at 283 per cent.

Notes:

1) The Group LCSM cover ratio definition changed from (i) the ratio of the group available capital to the GMCR at 31 December 2021 (MCR basis), to (ii) the ratio of the group available capital to the GPCR from 1 January 2022 onwards (PCR basis).

2) The Group LCSM surplus definition changed from group available capital less GMCR at 31 December 2021 to group available capital less GPCR from 1 January 2022 onwards.

US\$ millions, unless otherwise stated	As at 31 December 2022
Group LCSM cover ratio (PCR basis) <sup>(1)</sup>	<b>283%</b>
Group available capital	<b>70,698</b>
Group prescribed capital requirement (GPCR)	<b>24,989</b>
Group LCSM surplus (PCR basis) <sup>(2)</sup>	<b>45,709</b>

Source: AIA Group Limited Annual Results 2022 (as at 31 December 2022)

<sup>1</sup> Bloomberg (as at 31 March 2023)  
<sup>2</sup> AIA Group Limited Annual Results 2022 (as at 31 December 2022)

<sup>3</sup> www.hsi.com.hk (May 2023)  
<sup>4</sup> AIA Group Limited website (as at 13 March 2023)

<sup>5</sup> AIA Group Limited website (as at 13 March 2023)

<sup>6</sup> Provisional statistics of the Insurance Authority on Hong Kong long term insurance business from January to March 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).

<sup>7</sup> AIA Hong Kong internal data includes Hong Kong and Macau's individual life, group insurance and pension customers (as at 31 March 2023).

<sup>8</sup> 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.

<sup>9</sup> <https://www.mdrt.org/about-MDRT-for-companies/> (as of 13 July 2022)

<sup>10</sup> As at 31 March 2023

<sup>11</sup> Policyholder and shareholder investments only; excludes investment-linked investments.

<sup>12</sup> The banks herein are authorised distributors and agents of AIA Hong Kong.

<sup>13</sup> Please visit [aia.com.hk/aia/italy](http://aia.com.hk/aia/italy) for more details.

\* Participating business 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.