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**

Solid Foundations

- Market capitalisation of **nearly HK$600 billion**[1]
- Total assets of **US$289 billion**[2]
- AIA Group Limited (Stock Code : 1299) is **one of the five largest constituent stocks of the Hang Seng Index**[3]

Globally Renowned

- Credit Ratings – AIA International Limited
  S&P[4] : AA- / Stable
  Fitch[5] : AA / Stable

AIA Group Limited Financial Results for the six months ended 30 June 2024

(Growth rates are shown on a constant exchange rate basis)

- Value of new business (VONB) up 25 per cent to a record high of US$2,455 million
- Annualised new premiums (ANP) up 17 per cent to US$4,546 million
- VONB margin up 3.3 pps to 53.9 per cent
- Total weighted premium income (TWPI) increased by 12 per cent to US$21,086 million

Source: AIA Group Limited Interim Results 2024 (as at 30 June 2024)

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 3.6 Million Customers

Largest number of policies

- Has the largest number of policies in Hong Kong[6], **serving over 3.6 million customers**[7].
  One in three people protected by individual medical insurance in Hong Kong is an AIA customer[8].

Multi-channel Distribution

Professional team

- **Largest number of MDRT members** - Number 1 in Hong Kong for the 22nd year, and in Macau for the sixth consecutive year since its independent reporting commenced in 2019.[9]
- **Nearly 17,000 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** 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:

- **AIA Building, Wan Chai**
- **AIA Central**
- **AIA Tower, North Point**
- **AIA Hong Kong Tower, Quarry Bay**
- **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.

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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 ESG - a reflection of its outstanding performance and leadership position in the industry.

The Hong Kong INSURANCE AWARDS 2023 – Most Innovative Product/Service Award – Wealth

The Hong Kong INSURANCE AWARDS 2023 – Outstanding MPF/Employees' Benefit Product/Service Award

The Hong Kong INSURANCE AWARDS 2023 – Outstanding Corporate Social Responsibility Award

大灣區保險業2024大獎 GBA INSURANCE AWARDS 香港及澳門 HK & MACAU 新城財經台

2024 中小企業最佳拍檔獎 Best SME's Partner Award

MPF Ratings – MPF Ratings Gold 2024 – Best TVC Provider 2024 – Environmentally Responsible 2024

Asia Trusted Life Agents & Advisers Awards

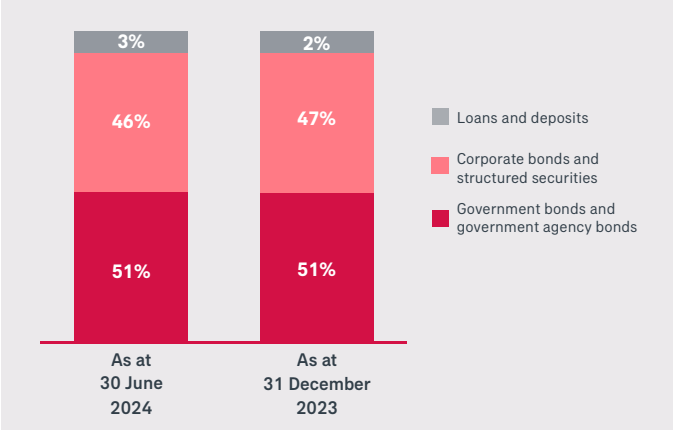
ESG綠色發展及碳中和大獎 ESG Green Development & Carbon Neutrality Awards

IFPHK 香港財務策劃師學會 理財教育及ESG 企業2023

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[11]



Source: AIA Group Limited Interim Results 2024 (as at 30 June 2024)

Total Investments

US$ millions, unless otherwise stated	As at 30 June 2024	Percentage of total
Total policyholder and shareholder	237,764	88%
Total unit-linked contracts and consolidated investment funds	33,864	12%
Total Investments	**271,628**	**100%**

Source: AIA Group Limited Interim Results 2024 (as at 30 June 2024)

Policyholder and Shareholder Investments

US$ millions, unless otherwise stated	As at 30 June 2024	Percentage of total
Participating funds and other participating business with distinct portfolios+		
Government bonds and government agency bonds	25,179	11%
Corporate bonds and structured securities	45,408	19%
Loans and deposits	449	-
Subtotal – Fixed income investments	**71,036**	**30%**
Interests in investment funds and exchangeable loan notes	33,109	14%
Equity shares	6,928	3%
Investment property and property held for own use	3,648	1%
Cash and cash equivalents	1,511	1%
Derivative financial instruments	365	-
Subtotal participating funds and other participating business with distinct portfolios	**116,597**	**49%**
Other policyholder and shareholder		
Government bonds and government agency bonds	61,115	26%
Corporate bonds and structured securities	31,703	13%
Loans and deposits	3,730	2%
Subtotal – Fixed income investments	**96,548**	**41%**
Interests in investment funds and exchangeable loan notes	7,835	3%
Equity shares	4,511	2%
Investment property and property held for own use	4,686	2%
Cash and cash equivalents	7,125	3%
Derivative financial instruments	462	-
Subtotal other policyholder and shareholder	**121,167**	**51%**
Total policyholder and shareholder	**237,764**	**100%**

Source: AIA Group Limited Interim Results 2024 (as at 30 June 2024)

Group LCSM Solvency Position

- In the first half of 2024, the Group LCSM coverage ratio remained very strong at 262 per cent.

US$ millions, unless otherwise stated	As at 30 June 2024
Group LCSM coverage ratio (1)	262%
Group prescribed capital requirement (GPCR)	28,517
Group minimum capital requirement (GMCR)	14,069
Group LCSM surplus	46,137

Source: AIA Group Limited Interim Results 2024 (as at 30 June 2024)

Notes:
(1) The Group LCSM coverage ratio on the GWS basis 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 June 2024)
[2] AIA Group Limited Interim Results 2024 (as at 30 June 2024)
[3] www.hsi.com.hk (July 2024)
[4] AIA Group Limited website (as at 8 February 2024)
[5] AIA Group Limited website (as at 8 February 2024)
[6] Provisional statistics of the Insurance Authority on Hong Kong long term insurance business from January to June 2024. 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 June 2024).
[8] Based on Hong Kong Special Administrative Region Census and Statistics Department – Thematic Household Survey Report No. 78, January 2024, Table 7.1a and AIA internal data.
[9] https://www.mdrt.org/about-MDRT/for-companies/ (as of 10 July 2024)
[10] As at 30 June 2024
[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/aiavitality for more details.
+ Participating fund 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.