



**HEALTHIER, LONGER,
BETTER LIVES**

AIA Hong Kong

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Media Release

**AIA Hong Kong Reigns as Hong Kong and Macau Leader in MDRT Membership
Ranks First in Hong Kong for 20 Years; Tops Macau Chart Again
Offers Free Tickets to Hong Kong Observation Wheel to Celebrate with the Public**

Hong Kong, 13 July 2022 – AIA Hong Kong & Macau announced the Company has achieved again the largest number of financial planners attaining Million Dollar Round Table (MDRT) membership* and continued to top the membership charts in Hong Kong and Macau. This year marks the Company's 20th year ranking No. 1 in Hong Kong. Since its independent reporting commenced in 2019, AIA Macau has also accomplished No. 1 ranking in Macau for the fourth consecutive year. To rejoice over these extraordinary feats in the insurance sector, AIA Hong Kong will give away admission tickets of the Hong Kong Observation Wheel[^] for 10 consecutive days starting from 22 July 2022, celebrating this achievement with members of the public.

Mr. Alger Fung, Chief Executive Officer of AIA Hong Kong & Macau, said: "Taking the top spot in MDRT rankings again is indeed heartening as it validates the professionalism of our AIA team. This ultimate honour in the insurance sector is all the more meaningful considering the unprecedented challenges brought about by the pandemic for the past two years. It is extremely encouraging and propels us to continue our drive for excellence and innovation, dedicating ourselves to helping customers plan for lifelong protection and live Healthier, Longer, Better Lives."

Only a small number of insurance and financial services professionals are qualified for MDRT membership among 70 countries and regions around the globe. In addition to the production requirement, members must also demonstrate exceptional relevant professional knowledge and strict ethical conduct to provide customers with superior service. AIA Hong Kong established the industry-first AIA Premier Academy in 2011 with the objective of cultivating elites for the insurance industry. Through a comprehensive series of structured training courses, AIA Premier Academy motivates and encourages financial planners to attain MDRT qualification. Moreover, AIA launched the AIA Premier Adviser programme this year. Embracing its "customer-centricity" principle, financial planners can leverage a range of digital tools to help customers identify their needs and protection gaps, provide them with relevant information and advise them on appropriate solutions. Continuing development is indispensable to Premier Advisers as it helps to further professional standards and enhance professional image. Therefore, qualified Premier Advisers who enrol in the series of exclusive executive certificate courses developed by AIA Hong Kong and the HKU School of Professional and Continuing Education (HKU SPACE) can receive full reimbursement. The training courses will enrich their professional knowledge and help Premier Advisers customise comprehensive protection solutions to address customers' needs and become their lifelong partners.

At the Group level, AIA Group Limited is the company with the largest number of MDRT members for an unprecedented eight consecutive years. Since AIA Group Limited's IPO in 2010, the number of MDRT members has increased by an impressive 768 per cent.

AIA Group Limited is incorporated in Hong Kong with limited liability.

"AIA Hong Kong & Macau", "AIA Hong Kong", "AIA Macau" or "the Company" 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.

Remarks:

- * <https://www.mdr.org/about-MDRT/for-companies/> (as of 13 July 2022)
- ^ AIA is the exclusive principal sponsor of the Hong Kong Observation Wheel. Free admission tickets are offered from 22 July to 31 July 2022. Persons who visit (“Visitors”) the Hong Kong Observation Wheel (“Wheel”) during the opening hours specified on the Wheel’s website (hkow.hk) will receive a free admission ticket (“Free Ticket”) for the day. There is no limit set on the number of Free Tickets, which is subject to the Wheel’s capacity, opening hours and infection control measures. Free tickets for the day are available at the box office of the Wheel. Any changes will be announced on its official Facebook (www.facebook.com/hkowofficial). Terms and conditions apply. For details, please visit the AIA website (aia.com.hk) and the Hong Kong Observation Wheel website (hkow.hk).

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About AIA Hong Kong & Macau

AIA Group Limited established its operations in Hong Kong in 1931. To date, AIA Hong Kong and AIA Macau have close to 19,000 financial planners¹, as well as an extensive network of brokerage and bancassurance partners. We serve over 3.4 million customers², offering them a wide selection of professional services and products ranging from individual life, group life, accident, medical and health, pension, personal lines insurance to investment-linked assurance schemes with numerous investment options. We are also dedicated to providing superb product solutions to meet the financial needs of high net worth customers.

¹ as at 31 December 2021

² Including AIA Hong Kong and AIA Macau’s individual life, group insurance and pension customers (as at 31 December 2021)

About AIA

AIA Group Limited and its subsidiaries (collectively “AIA” or the “Group”) comprise the largest independent publicly listed pan-Asian life insurance group. It has a presence in 18 markets – wholly-owned branches and subsidiaries in Mainland China, Hong Kong SAR, Thailand, Singapore, Malaysia, Australia, Cambodia, Indonesia, Myanmar, New Zealand, the Philippines, South Korea, Sri Lanka, Taiwan (China), Vietnam, Brunei and Macau SAR, and a 49 per cent joint venture in India.

The business that is now AIA was first established in Shanghai more than a century ago in 1919. It is a market leader in Asia (ex-Japan) based on life insurance premiums and holds leading positions across the majority of its markets. It had total assets of US\$340 billion as of 31 December 2021.

AIA meets the long-term savings and protection needs of individuals by offering a range of products and services including life insurance, accident and health insurance and savings plans. The Group also provides employee benefits, credit life and pension services to corporate clients. Through an extensive network of agents, partners and employees across Asia, AIA serves the holders of more than 39 million individual policies and over 16 million participating members of group insurance schemes.

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AIA Group Limited is listed on the Main Board of The Stock Exchange of Hong Kong Limited under the stock code “1299” with American Depositary Receipts (Level 1) traded on the over-the-counter market (ticker symbol: “AAGIY”).

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