



**HEALTHIER, LONGER,  
BETTER LIVES**

**AIA Hong Kong**

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## Media release

**AIA Hong Kong achieves seven global No.1 MDRT rankings**  
**Continues to lead worldwide across key benchmarks,**  
**reflecting consistent professionalism in serving customers' evolving needs**  
**AIA Macau ranks No.1 in MDRT membership for eight years**

**Hong Kong, 9 July 2026** – AIA Hong Kong & Macau has once again led the industry in the latest Million Dollar Round Table (MDRT) membership rankings. AIA Hong Kong achieved an unprecedented seven global No.1, and the highest number of No.1 rankings in Hong Kong<sup>^</sup>. AIA Macau secured four No. 1 rankings in Macau and maintained its leadership position in MDRT membership for the eighth consecutive year since its independent reporting commenced in 2019.

MDRT is recognised as The Premier Association of Financial Professionals<sup>®</sup>. Its membership is recognised internationally as the standard of excellence in the life insurance and financial services business. In addition to production requirement, MDRT members consistently demonstrate exceptional professional knowledge, ethical conduct and outstanding client service.

### **AIA Hong Kong**

- **MDRT** – Global No. 1 again, and Hong Kong No. 1 for the 24<sup>th</sup> year. With a total of 4,918 MDRT members, one in every three MDRT members in Hong Kong is an AIA financial planner.
- **COT** (Court of the Table, representing production three times that of MDRT) – Global No. 1, and Hong Kong No. 1 again
- **TOT** (Top of the Table, representing production six times that of MDRT) – Global No. 1 again
- **Number of Qualifying and Life Members\*** – Global No. 1 again
- **Number of MDRT Members Retained** – Global No. 1 again
- **Female MDRT Membership** – Global No. 1
- **MDRT Growth Number** – Global No. 1
- **Number of 5-9 years Member** – Hong Kong No. 1 again

### **AIA Macau**

- **MDRT** – No. 1 for eight consecutive years since AIA Macau's independent reporting commenced in 2019, with a total of 563 MDRT members
- **Percentage of Qualifying and Life Members\*** – Macau No. 1
- **Percentage of MDRT Members Retained** – Macau No. 1
- **MDRT Growth Number** – Macau No. 1

**Mr Alger Fung, Chief Executive Officer of AIA Hong Kong & Macau**, said, "As Hong Kong continues to strengthen its position as an international risk management centre, these global achievements are especially meaningful. They are a testament to the exceptional calibre of talent in Hong Kong and serve as a great encouragement to our industry. AIA is proud to nurture financial planners who excel on the global stage, while contributing to Hong Kong's development as a leading international financial and risk management hub.

AIA Premier Academy, which celebrates its 15th anniversary this year, has played a key role in equipping generations of financial planners with systematic training and development to deliver quality, customer-

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"Hong Kong" and "Macau" herein refer to "Hong Kong Special Administrative Region" and "Macao Special Administrative Region", respectively.

focused advice. We continue to invest in innovation and technology, including AI-enabled tools that provide timely insights across recruitment, training and customer engagement, helping our financial planners gain deeper insights into customer needs and deliver more relevant support. Together, these efforts enable us to build long-term relationships with our customers, develop world-class financial planning talent, and empower more people to live Healthier, Longer, Better Lives.”

At the Group level, AIA Group Limited has been recognised as the No.1 MDRT multinational company globally for 12 consecutive years, once again achieving the highest number of MDRT members worldwide.

Source: <https://www.mdr.org/about-MDRT/for-companies/> (as of 9 July 2026)



Mr. Alger Fung, Chief Executive Officer of AIA Hong Kong & Macau

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**Remarks:**

- ^ “The highest number of No.1 rankings in Hong Kong” refers to the top position achieved by AIA Hong Kong in the following categories: MDRT Membership, COT Membership, TOT Membership, Number of Qualifying and Life Members, Number of MDRT Members Retained, Female MDRT Membership, MDRT Growth Number and Number of 5-9 years Member — making up the highest share among the 12 metrics compared to other market peers, based on data from the MDRT website: <https://www.mdr.org/about-MDRT/for-companies/> (as at 9 July 2026).
- \* Qualifying & Life Member: An individual becomes a Qualifying & Life (QL) member when approved for the tenth year of membership. Qualifying & Life status is maintained in future years by submitting an application each year, including certifying letter(s) demonstrating qualifying production or by attesting to having met current minimum production levels, and by paying the required dues.

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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 more than 19,000 financial planners<sup>1</sup>, as well as an extensive network of independent financial advisors, brokerage and bancassurance partners. We serve over 3.7 million customers<sup>2</sup>, 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.

<sup>1</sup> As at 31 December 2025

<sup>2</sup> Including AIA Hong Kong and AIA Macau's individual life, group insurance and pension customers (as at 31 December 2025)

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