



AIA Everest

Fulfillment Ratio for Participating Products

The following table shows the fulfillment ratios for each of the participating product series. The product series shown are those which have new policies issued since 2010. The fulfillment ratios are intended as a reference only. Please be alerted that the historical dividends / bonuses (if applicable) are not an indicator of future dividends / bonuses declaration of the participating products.

Calculation of Fulfillment Ratio

Fulfillment ratio for annual dividends

The fulfillment ratio for annual dividends is calculated as the ratio of aggregate actual accumulated annual dividends, and actual interests accumulated on dividend and guaranteed payment against the illustrated amounts at the point of sale for all relevant inforce policies in the reporting year. It is assumed that all premiums are paid in full when due, no cash withdrawal or policy loans are taken throughout the term of the policy and policyholders opt to leave all declared dividends and guaranteed payments with the Company for interest accumulation based on the relevant actual interest rates.

Fulfillment ratio for terminal dividends

The fulfillment ratio for terminal dividends, including but not limited to maturity dividends which are payable upon maturity of the policy, is calculated as the ratio of aggregate payout of terminal dividends against the illustrated amounts at the point of sale for all relevant policies which were actually terminated in the reporting year. It is assumed that all premiums are paid in full when due, no cash withdrawal or policy loans are taken throughout the term of the policy. Terminal dividends can change from year to year or more frequently.

AIA Everest's Policies with Annual Dividends

Product Series	Product Type	Currency	Fulfillment Ratios for Annual Dividends for Reporting Year 2023											
			Policy Year 1 (Policies Effective in 2022)	Policy Year 2 (Policies Effective in 2021)	Policy Year 3 (Policies Effective in 2020)	Policy Year 4 (Policies Effective in 2019)	Policy Year 5 (Policies Effective in 2018)	Policy Year 6 (Policies Effective in 2017)	Policy Year 7 (Policies Effective in 2016)	Policy Year 8 (Policies Effective in 2015)	Policy Year 9 (Policies Effective in 2014)	Policy Year 10 (Policies Effective in 2013)	Policy Year 10+ (Policies Effective before 2013)	
Flexi Retirement Income Insurance	Participating Annuity	All	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	100%
Education Savings Insurance	Participating Endowment	All	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	94%
Valuable Savings Insurance	Participating Endowment	All	Closed to sales	Closed to sales	90%	93%	N.A.(4)	98%	95%	97%	95%	N.A.(4)	N.A.(4)	N.A.(4)
Target Savings Insurance	Participating Endowment	All	Closed to sales	100%	98%	96%	98%	96%	95%	95%	95%	94%	96%	96%
8-Year Smart Savings Insurance	Participating Endowment	All	Closed to sales	Closed to sales	Closed to sales	Closed to sales	99%	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)
5-Year QuickPay Whole Life Insurance	Participating Whole Life	All	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	80%	N.A.(4)	N.A.(4)	89%	90%	90%
High Income Generator Insurance	Participating Annuity	All	Closed to sales	100%	96%	94%	99%	97%	98%	96%	99%	99%	100%	100%
3-Year Quick Savings Insurance Plus	Participating Endowment	USD	Closed to sales	Closed to sales	Closed to sales	Closed to sales	95%	94%	94%	93%	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)
3-Year Quick Savings Insurance Plus	Participating Endowment	HKD	Closed to sales	Closed to sales	Closed to sales	Closed to sales	99%	97%	97%	97%	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)
Top Scholar Savings Insurance	Participating Endowment	All	Closed to sales	N.A.(4)	N.A.(4)	N.A.(4)	78%	78%	N.A.(4)	82%	85%	81%	98%	98%
MultiReward Whole Life Insurance	Participating Whole Life	All	Closed to sales	100%	100%	99%	99%	96%	94%	94%	92%	93%	92%	92%
ProRetire Annuity Insurance	Participating Annuity	All	Closed to sales	Closed to sales	93%	90%	89%	89%	89%	90%	91%	92%	Not yet launched	Not yet launched
Wellcare Critical Illness Insurance	Participating Whole Life	All	Closed to sales	100%	100%	99%	99%	99%	99%	99%	98%	98%	Not yet launched	Not yet launched
IncomeRaiser Deferred Annuity Insurance	Participating Annuity	All	Closed to sales	N.A.(4)	N.A.(4)	Not yet launched	Not yet launched	Not yet launched						

AIA Everest's Policies with Terminal Dividends

Product Series	Product Type	Currency	Fulfillment Ratios for Terminal Dividends for Reporting Year 2023											
			Policy Year 1 (Policies Effective in 2022)	Policy Year 2 (Policies Effective in 2021)	Policy Year 3 (Policies Effective in 2020)	Policy Year 4 (Policies Effective in 2019)	Policy Year 5 (Policies Effective in 2018)	Policy Year 6 (Policies Effective in 2017)	Policy Year 7 (Policies Effective in 2016)	Policy Year 8 (Policies Effective in 2015)	Policy Year 9 (Policies Effective in 2014)	Policy Year 10 (Policies Effective in 2013)	Policy Year 10+ (Policies Effective before 2013)	
Flexi Retirement Income Insurance	Participating Annuity	All	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	100%
Lifetime Medical Savings Insurance	Participating Whole Life	All	Closed to sales	Closed to sales	Closed to sales	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)	100%	N.A.(4)	N.A.(4)
Lifetime Protection Insurance	Participating Whole Life	All	Closed to sales	Closed to sales	N.A.(4)	N.A.(4)	100%	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)	100%	N.A.(4)	100%
Target Savings Insurance	Participating Endowment	All	Closed to sales	N.A.(4)	98%	N.A.(4)								
Critical Illness Savings Insurance	Participating Whole Life	All	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	N.A.(4)	N.A.(4)	N.A.(4)	100%
8-Year Smart Savings Insurance	Participating Endowment	All	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)
Savings Express Insurance	Participating Endowment	All	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	N.A.(4)	N.A.(4)	N.A.(4)	96%	N.A.(4)	N.A.(4)	100%
5-Year QuickPay Whole Life Insurance	Participating Whole Life	All	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)
3-Year Quick Savings Insurance Plus	Participating Endowment	USD	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	N.A.(4)	N.A.(4)	N.A.(4)	79%	N.A.(4)	N.A.(4)	N.A.(4)
3-Year Quick Savings Insurance Plus	Participating Endowment	HKD	Closed to sales	Closed to sales	Closed to sales	Closed to sales	Closed to sales	N.A.(4)	N.A.(4)	N.A.(4)	95%	N.A.(4)	N.A.(4)	N.A.(4)
ProRetire Annuity Insurance	Participating Annuity	All	Closed to sales	Closed to sales	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)	100%	100%	100%	N.A.(4)	N.A.(4)	Not yet launched
SmartGain Insurance	Participating Endowment	All	Closed to sales	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)	N.A.(4)	Not yet launched	Not yet launched	Not yet launched	Not yet launched	Not yet launched	Not yet launched
IncomeRaiser Deferred Annuity Insurance	Participating Annuity	All	Closed to sales	N.A.(4)	N.A.(4)	Not yet launched	Not yet launched	Not yet launched						
WealthAdvance Insurance III	Participating Endowment	All	Closed to sales	N.A.(4)	N.A.(4)	Not yet launched	Not yet launched	Not yet launched						
RichAdvance Insurance	Participating Endowment	All	Closed to sales	N.A.(4)	N.A.(4)	Not yet launched	Not yet launched	Not yet launched						
SmartGain Insurance II	Participating Endowment	All	Closed to sales	N.A.(4)	Not yet launched	Not yet launched	Not yet launched							

Notes:

1. As the fulfillment ratios are calculated on aggregate level among all relevant participating policies including all premium payment terms of the product series and assumptions relating to premium payment, dividend/coupon payment options, withdrawal and policy loan etc are made, the fulfillment ratios shown in the table may not represent the situation of each individual participating policy.
2. The figures are calculated based on the data as of relevant reporting year and have been rounded to the nearest percent.
3. The product series shown are those which have new policies issued since 2010. For the avoidance of doubt, products that were launched after the reporting year are excluded.
4. Fulfillment ratio would not be applicable (i.e. shown as "N.A.") for some policy years of some products under the following situations,
 - a. Under the fulfillment ratio for annual dividends,
 - i. there are no relevant inforce policies in the reporting year; or
 - ii. up to the corresponding policy years, no annual dividends has been declared;
 - b. Under the fulfillment ratio for terminal dividends,
 - i. there are no relevant inforce policies in the reporting year;
 - ii. there are relevant inforce policies but no relevant policies has been terminated in the reporting year; or
 - iii. in the corresponding policy years, no terminal dividends has been declared
5. The insurance terminology "Special Dividend / Maturity Dividend / Special Maturity Dividend" that were used in policy provision, illustration document, product brochure and other relevant policy correspondence are renamed and replaced by the standardised industry terminology "Terminal Dividend", without changing their original meanings.
6. Above figures do not reflect any dividend and bonus declarations after the reporting year, and the up-to-date dividend and bonus of individual inforce policy is reflected and stated in the policy value of the respective anniversary statement.