



HEALTHIER, LONGER,
BETTER LIVES

About AIA Hong Kong & Macau



AIA Group was established in 1919 and began its operations in Hong Kong in 1931. Over the years, AIA Hong Kong & Macau has been leading the industry with its forward-looking vision, offering customers the most appropriate protection and financial solutions, and meeting their needs and aspirations in different life stages. Guided by its steadfast belief in **“creating shared value”** for different stakeholders as well as the society, AIA Hong Kong & Macau is committed to playing a leadership role in driving the economic and social development of Hong Kong and across the Asia-Pacific region, fulfilling its commitment to the economy and community, **helping people live Healthier, Longer, Better Lives.**



A Century of Success

- Founded in Shanghai in 1919; over 100 years of history in Asia-Pacific
- **One of the largest life insurers** in the world
- Began operations in Hong Kong in 1931 and has a presence in **18 markets**



Solid Foundations

- Market capitalisation has **more than trebled**¹ since public listing in 2010
- Total assets of **US\$291 billion**²
- AIA Group Limited (Stock Code : 1299) is **the second largest constituent stock of the Hang Seng Index**³



Globally Renowned

- Credit Ratings – AIA International Limited S&P⁴ : AA- / Stable
Moody's⁵ : Aa2 / Stable

AIA Group Limited Third Quarter Results as at 30 September 2020 (Quarter-on-Quarter)

- | | | |
|--|-------|---|
| • Value of New Business (VONB) of US\$706 million | ▲ 22% | • VONB margin up 0.2 pps to 51.6% |
| • Annualised New Premiums (ANP) of US\$1,359 million | ▲ 21% | • Total weighted premium income (TWPI) of US\$8,797 million |
| | | ▲ 6% |

Source: AIA Group Limited Third Quarter 2020 New Business Highlights

aia.com.hk

• “AIA”, “the Company” or “the Group” herein refers to AIA Group Limited and its subsidiaries.
• “AIA Hong Kong & Macau” or “AIA Hong Kong” herein refers to AIA International Limited (Incorporated in Bermuda with limited liability).



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AIA HONG KONG & MACAU

Over **3** Million Customers



Largest number of policies

- Has the largest number of policies in Hong Kong⁶, **serving over 3 million customers**⁷. Approximately one in three people protected by individual medical insurance in Hong Kong is an AIA customer⁸.

Multi-channel Distribution



Professional team

- **Largest number of MDRT members - Number 1 in Hong Kong and Macau for the 18th year**⁹
- **Over 19,800 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 **Citibank (Hong Kong) Limited, China Construction Bank (Asia), Public Bank (Hong Kong) Limited** and **Hong Leong Insurance (Asia) 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 **100** Products



Well-rounded services

- Offers customers a **wide selection of over 100 products** to meet their protection and financial needs - ranging from individual life, group life, accident, medical and health, mandatory provident fund, 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, 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

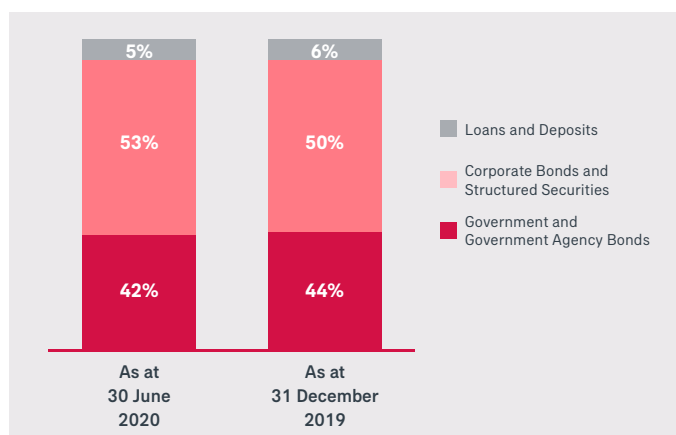
AIA Hong Kong has won numerous local and international accolades ranging from product innovation, MPF, Group Insurance, technology advancement, professional service, talent development, marketing strategies and CSR - a reflection of its outstanding performance and leadership position in the industry.



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 Portfolio¹¹



Source: AIA Group Limited Interim Report 2020

Total Investments

| US\$ millions, unless otherwise stated | As at 30 June 2020 | Percentage of total |
|---|--------------------|---------------------|
| Total policyholder and shareholder | 221,363 | 88% |
| Total unit-linked contracts and consolidated investment funds | 30,027 | 12% |
| Total Investments | 251,390 | 100% |

Source: AIA Group Limited Interim Report 2020

Policyholder and Shareholder Investments

| US\$ millions, unless otherwise stated | As at 30 June 2020 | Percentage of total |
|---|--------------------|---------------------|
| Participating funds and Other participating business with distinct portfolios ⁺ | | |
| Government and government agency bonds | 19,187 | 9% |
| Corporate bonds and structured securities | 48,198 | 22% |
| Loans and deposits | 2,404 | 1% |
| Subtotal - Fixed income investments | 69,789 | 32% |
| Equities | 17,716 | 8% |
| Investment property and property held for own use ¹² | 1,011 | - |
| Cash and cash equivalents | 731 | - |
| Derivatives | 302 | - |
| Subtotal Participating funds and Other participating business with distinct portfolios | 89,549 | 40% |
| Other policyholder and shareholder ⁺ | | |
| Government and government agency bonds | 58,572 | 27% |
| Corporate bonds and structured securities | 49,294 | 22% |
| Loans and deposits | 6,990 | 3% |
| Subtotal - Fixed income investments | 114,856 | 52% |
| Equities | 6,473 | 3% |
| Investment property and property held for own use ¹² | 5,478 | 3% |
| Cash and cash equivalents | 4,296 | 2% |
| Derivatives | 711 | - |
| Subtotal other policyholder and shareholder | 131,814 | 60% |
| Total policyholder and shareholder | 221,363 | 100% |

Source: AIA Group Limited Interim Report 2020



Regulatory Capital

- The Group's supervisor is the Insurance Authority (IA). The Group's principal operating company is AIA Co.¹³, a Hong Kong-domiciled insurer.
- As at 30 June 2020, the total available capital for AIA Co. increased to US\$12,342 million and the solvency ratio remained strong at 328 per cent as measured under the Hong Kong Insurance Ordinance (HKIO) basis.

Solvency Ratio of AIA Co.

| US\$ millions, unless otherwise stated | As at 30 June 2020 |
|--|--------------------|
| Total available capital | 12,342 |
| Regulatory minimum capital (100%) | 3,762 |
| Solvency ratio (%) | 328% |

Source: AIA Group Limited Interim Report 2020

¹ Bloomberg (as at 31 October 2020)

² AIA Group Limited Interim Report 2020 (as at 30 June 2020)

³ www.hsi.com.hk (October 2020)

⁴ AIA Group Limited website (as at 31 December 2019)

⁵ AIA Group Limited website (as at 31 December 2019)

⁶ Provisional statistics of the Insurance Authority on Hong Kong long term insurance business from January to December 2019. 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 31 March 2020)

⁸ Based on Hong Kong Special Administrative Region Census and Statistics Department - Thematic Household Survey Report No. 68, Nov 2019, Table 7.1a and AIA internal data.

⁹ https://www.mdr.org/companies (as at 1 July 2020)

¹⁰ As at October 2020

¹¹ Policyholder and shareholder investments only; excludes investment-linked investments.

¹² Amounts included at fair value.

¹³ AIA Company Limited, a subsidiary of AIA Group Limited.

¹⁴ The banks herein are authorised distributors and agents of AIA Hong Kong.

¹⁵ Please visit aia.com.hk/aia/italy for more details.

¹⁶ Presentation of Participating Funds and Other Participating Business with distinct Portfolios and Other Policyholder and Shareholder is consistent with note 21 to the financial statements in AIA Group Limited Annual Report 2019. The comparative information has been adjusted to conform to current year presentation. Please refer to note 21 to the financial statements for additional information.