



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\$326 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 Annual Results for the Year Ended 31 December 2020

- Value of New Business (VONB) of US\$2,765 million
- VONB margin of 52.6%
- Annualised New Premiums (ANP) of US\$5,219 million
- Total weighted premium income (TWPI) of US\$35,408 million

Source: AIA Group Limited Annual Report 2020

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 **3.3** Million Customers



Largest number of policies

- Has the largest number of policies in Hong Kong⁶, **servicing over 3.3 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 20,000 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 **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

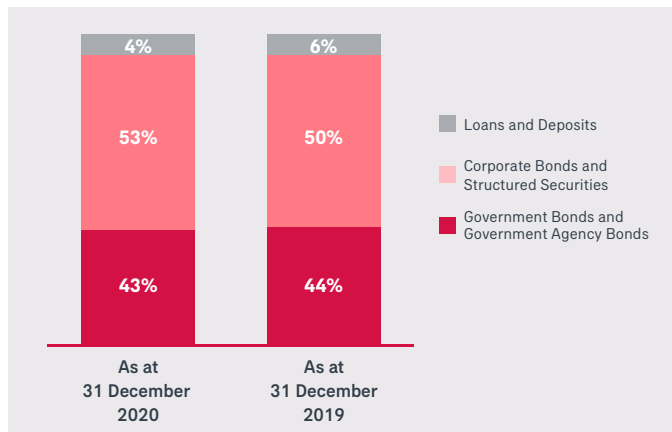
AIA Hong Kong has won numerous local and international accolades ranging from product innovation, MPF, Group Insurance, technology advancement, professional service, talent development, marketing strategies and CSR - a reflection of its outstanding performance and leadership position in the industry.



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 Annual Report 2020

Total Investments

US\$ millions, unless otherwise stated	As at 31 December 2020	Percentage of total
Total policyholder and shareholder	247,408	87%
Total unit-linked contracts and consolidated investment funds	36,302	13%
Total Investments	283,710	100%

Source: AIA Group Limited Annual Report 2020

Policyholder and Shareholder Investments

US\$ millions, unless otherwise stated	As at 31 December 2020	Percentage of total
Participating funds and Other participating business with distinct portfolios ⁺		
Government bonds and government agency bonds	21,025	9%
Corporate bonds and structured securities	54,947	22%
Loans and deposits	2,519	1%
Subtotal - Fixed income investments	78,491	32%
Equities	23,892	10%
Investment property and property held for own use ¹²	1,054	-
Cash and cash equivalents	565	-
Derivatives	335	-
Subtotal Participating funds and Other participating business with distinct portfolios	104,337	42%
Other policyholder and shareholder ⁺		
Government bonds and government agency bonds	65,857	26%
Corporate bonds and structured securities	53,649	22%
Loans and deposits	6,421	3%
Subtotal - Fixed income investments	125,927	51%
Equities	7,058	3%
Investment property and property held for own use ¹²	5,570	2%
Cash and cash equivalents	3,835	2%
Derivatives	681	-
Subtotal other policyholder and shareholder	143,071	58%
Total policyholder and shareholder	247,408	100%

Source: AIA Group Limited Annual 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 31 December 2020, the total available capital for AIA Co. increased to US\$9,780 million and the solvency ratio remained very strong at 489 per cent as measured under the Hong Kong Insurance Ordinance (HKIO) basis.

Solvency Ratio of AIA Co.

US\$ millions, unless otherwise stated	As at 31 December 2020
Total available capital	9,780
Regulatory minimum capital (100%)	2,000
Solvency ratio (%)	489%

Source: AIA Group Limited Annual Report 2020

¹ Bloomberg (as at 31 December 2020)

² AIA Group Limited Annual Report 2020 (as at 31 December 2020)

³ www.hsi.com.hk (February 2021)

⁴ AIA Group Limited website (as at 31 December 2020)

⁵ AIA Group Limited website (as at 31 December 2020)

⁶ Provisional statistics of the Insurance Authority on Hong Kong long term insurance business

⁷ AIA Hong Kong internal data includes Hong Kong and Macau's individual life, group insurance and pension customers (as at 31 December 2020)

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

⁹ <https://www.mdrt.org/companies> (as at 1 July 2020)

¹⁰ As at 31 December 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/aiaivitality 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 2020. The comparative information has been adjusted to conform to current year presentation. Please refer to note 21 to the financial statements for additional information.