



HEALTHIER, LONGER,
BETTER LIVES

About AIA Hong Kong & Macau



Guided by our commitment to make a significant, positive impact on our customers and communities across Asia, AIA's purpose is to help millions of people live **Healthier, Longer, Better Lives**. AIA Hong Kong & Macau is steadfast in playing a leading role to drive the economic and social development of Hong Kong and across Asia, as well as creating a better and more sustainable future for all through a transformational, long-term ESG Strategy that stays true to our purpose.



A Century of Success

- Founded in Shanghai in 1919; over 100 years of history in Asia
- AIA is the **largest independent publicly listed pan-Asian life insurance group**
- Began operations in Hong Kong in 1931 and has a presence in **18 markets across Asia**



Solid Foundations

- Market capitalisation has **more than quadrupled¹** since public listing in 2010
- Total assets of **US\$340 billion²**
- AIA Group Limited (Stock Code : 1299) is **the second largest constituent stock of the Hang Seng Index³**



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 2021 (Year-on-Year)

- | | | | |
|--|-------|--|-----------|
| • Value of New Business (VONB) of US\$3,366 million | ▲ 18% | • VONB margin of 59.3% | ▲ 6.3 pps |
| • Annualised New Premiums (ANP) of US\$5,647 million | ▲ 6% | • Total weighted premium income (TWPI) of US\$36,859 million | ▲ 2% |

Source: AIA Group Limited Annual Report 2021

aia.com.hk

AIA Group Limited is incorporated in Hong Kong with limited liability.
"AIA", "Group" or "the Group" herein refers to AIA Group Limited and its subsidiaries.
"AIA Hong Kong & Macau" or "AIA Hong Kong" 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.



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AIA HONG KONG & MACAU

Over **3.4** Million Customers



Largest number of policies

- Has the largest number of policies in Hong Kong⁶, **serving over 3.4 million customers**⁷.
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 19th year**⁹
- **Close to 19,000 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 **The Bank of East Asia, Limited, Citibank (Hong Kong) Limited, China Construction Bank (Asia)** and **Public Bank (Hong Kong) 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 **120** Products



Well-rounded services

- Offers customers a **wide selection of over 120 products** to meet their protection and financial needs - ranging from individual life, group life, accident, medical and health, pension, 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

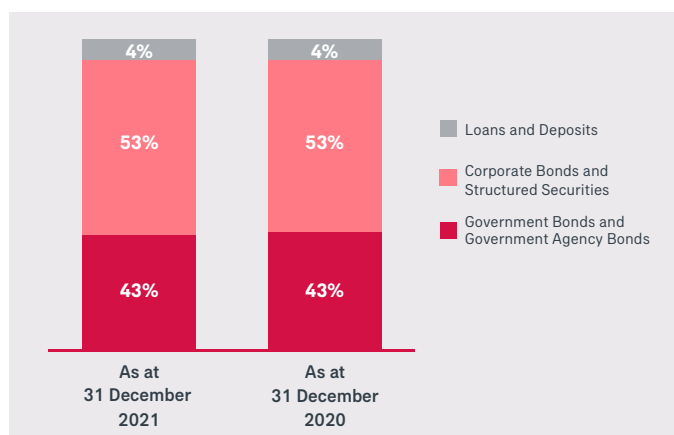
AIA Hong Kong has won numerous local and international accolades ranging from product innovation, MPF, Group Insurance, technology advancement, professional service, talent development, marketing strategies and CSR - a reflection of its outstanding performance and leadership position in the industry.



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 2021

Total Investments

US\$ millions, unless otherwise stated	As at 31 December 2021	Percentage of total
Total policyholder and shareholder	253,585	86%
Total unit-linked contracts and consolidated investment funds	40,059	14%
Total Investments	293,644	100%

Source: AIA Group Limited Annual Report 2021

Policyholder and Shareholder Investments

US\$ millions, unless otherwise stated	As at 31 December 2021	Percentage of total
Participating funds and Other participating business with distinct portfolios ⁺		
Government bonds and government agency bonds	22,464	9%
Corporate bonds and structured securities	55,697	22%
Loans and deposits	2,699	1%
Subtotal – Fixed income investments	80,860	32%
Equity shares and interests in investment funds	29,185	12%
Investment property and property held for own use	1,081	-
Cash and cash equivalents	1,317	1%
Derivatives	1,190	-
Subtotal Participating funds and Other participating business with distinct portfolios	113,633	45%
Other policyholder and shareholder		
Government bonds and government agency bonds	64,246	26%
Corporate bonds and structured securities	51,013	20%
Loans and deposits	6,247	2%
Subtotal – Fixed income investments	121,506	48%
Equity shares and interests in investment funds	9,923	4%
Investment property and property held for own use	5,698	2%
Cash and cash equivalents	2,596	1%
Derivatives	229	-
Subtotal other policyholder and shareholder	139,952	55%
Total policyholder and shareholder	253,585	100%

Source: AIA Group Limited Annual Report 2021



Group LCSM Solvency Position

- The Group's supervisor is the Hong Kong Insurance Authority.
- At 31 December 2021, the Group's Local Capital Summation Method (LCSM) surplus was US\$50,663 million, with a very strong Group LCSM cover ratio of 399 per cent.

US\$ millions, unless otherwise stated	As at 31 December 2021
Group available capital	67,611
Group minimum capital requirement	16,948
Group LCSM surplus	50,663
Group LCSM cover ratio	399%

Source: AIA Group Limited Annual Report 2021

¹ Bloomberg (as at 31 December 2021)

² AIA Group Limited Annual Report 2021 (as at 31 December 2021)

³ www.hsi.com.hk (February 2022)

⁴ AIA Group Limited website (as at 14 May 2021)

⁵ AIA Group Limited website (as at 14 May 2021)

⁶ Provisional statistics of the Insurance Authority on Hong Kong long term insurance business from January to December 2021. 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 December 2021).

⁸ Based on Hong Kong Special Administrative Region Census and Statistics Department – Thematic Household Survey Report No. 74, December 2021, Table 7.1a and AIA internal data.

⁹ <https://www.mdr.org/companies> (as at 1 July 2021)

¹⁰ As at 31 December 2021

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

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

[#] Please visit aia.com.hk/aia/italy for more details.

⁺ Participating business is written in a segregated statutory fund, with regulations governing the division of surplus between policyholders and shareholders. "Other participating business with distinct portfolios", which represents the Hong Kong participating business, is supported by segregated investment assets and explicit provisions for future surplus distribution, though the division of surplus between policyholders and shareholders is not defined in regulations.