



友邦保險控股有限公司

香港中環干諾道中一號
友邦金融中心三十五樓

AIA Group Limited

35/F, AIA Central
1 Connaught Road Central
Hong Kong
T: (852) 2832 6166
F: (852) 2838 2005

AIA.COM

Media Release

AIA Delivers Excellent Results for First Quarter 2016 VONB growth of 44 per cent on constant exchange rates

HONG KONG, 22 April 2016 – AIA Group Limited (stock code: 1299) today announces 44 per cent growth in value of new business (VONB) for the first quarter ended 29 February 2016.

Highlights of the first quarter on a constant exchange rate basis:

- 44 per cent growth in VONB to US\$578 million
- 4.8 percentage points (pps) increase in VONB margin to 51.6 per cent
- 31 per cent increase in annualised new premiums (ANP) to US\$1,103 million
- Total weighted premium income (TWPI) up by 13 per cent to US\$5,040 million

KEY FINANCIAL SUMMARY

US\$ millions, unless otherwise stated	1Q 2016	1Q 2015	YoY CER	YoY AER
Value of new business (VONB)	578	425	44%	36%
VONB margin	51.6%	46.8%	4.8 pps	4.8 pps
Annualised new premiums (ANP)	1,103	895	31%	23%
Total weighted premium income (TWPI)	5,040	4,775	13%	6%

Mark Tucker, AIA's Group Chief Executive and President, said:

"AIA has made a very positive start to 2016 with excellent VONB growth of 44 per cent. Our record first quarter VONB of US\$578 million is the direct result of our resilient and highly-diversified business model, the quality of our operating performance and the continued execution of our strategy. Our focus remains on executing our strategic priorities by increasing the reach and professionalism of our proprietary agency and partnership distribution channels, further expanding and improving our range of products and raising the quality of services that our customers receive.

"AIA remains exceptionally well-positioned to benefit directly from the fundamental social, demographic and economic changes taking place in our region. We are deeply committed to helping millions of people around the region live longer, healthier lives and plan for a brighter future by meeting their substantial and growing savings and protection needs.

"Through the continued successful execution of our growth strategy and our commitment to building a sustainable business for the long term, we have delivered a very strong track record of year-on-year growth against a global backdrop of volatile capital and currency markets. We remain confident in the future prospects for AIA and the significant growth opportunities we have to provide attractive products and services to our customers and to generate sustainable value for our shareholders."

SUMMARY FOR THE FIRST QUARTER

VONB increased by 44 per cent compared with the first quarter of 2015 to US\$578 million.

The successful execution of our differentiated strategy in China has once again delivered excellent VONB growth. Our focus on meeting the substantial and growing protection gap through our Premier Agency strategy has produced a combination of increased active agent numbers, higher agent productivity levels and a high-quality product mix that underpins the sustainability of our growth.

Our Hong Kong business also delivered another outstanding quarter benefiting from both strong growth in the domestic market and a significant positive uplift in new business from mainland Chinese customers.

Malaysia continued its strong momentum to deliver another excellent performance with double-digit growth in VONB from a combination of higher agent productivity and our strategy of focusing on regular premium unit-linked sales combined with increasing levels of protection cover. Singapore growth was more muted with increased regular premium protection business partially offset by lower single premium volumes. Thailand delivered VONB growth from further margin expansion, while Korea continued to face challenging market conditions. Our Other Markets segment also delivered double-digit VONB growth compared with the first quarter of 2015.

VONB margin grew by 4.8 pps to 51.6 per cent from 46.8 per cent in the first quarter of 2015 with the increase mainly from a positive shift in geographical mix, channel mix and others. Economic assumptions remain unchanged for the quarter from those shown in our Annual Report 2015.

ANP grew by 31 per cent compared with the first quarter of 2015 to US\$1,103 million reflecting a significant improvement in active agent productivity, increased active agent numbers and a strong performance in our partnership distribution channel.

TWPI increased by 13 per cent to US\$5,040 million compared with the first quarter of 2015.

OUTLOOK

Asian economies remain resilient with a gradual and ongoing rebalancing in favour of domestic consumption in Asia's emerging markets and with significant latitude for authorities to adjust monetary and fiscal policy. The substantial long-term structural growth drivers of our markets remain intact despite global capital market volatility in the first quarter.

The Asia-Pacific region remains the most attractive and exciting market in the world for life insurance with the protection gap between the need for life and health insurance and the levels of cover in place continuing to widen. We remain confident that AIA's market-leading businesses, the quality of our proprietary distribution, our financial strength and the consistent execution of our strategy place us in an advantaged position to continue to build on AIA's long and successful history in the region and meet the substantial and growing protection and savings needs of our customers over the long term.

FOREIGN EXCHANGE VOLATILITY

AIA receives the vast majority of its premiums in local currencies and we closely match our local assets and liabilities to minimise the economic effects of foreign exchange movements. When reporting the Group's consolidated figures, there is a currency translation effect as we report in US dollars. We have provided growth rates and commentaries on constant exchange rates unless otherwise stated, since this provides a clearer picture of the year-on-year performance of the underlying businesses during the recent period of foreign exchange volatility.

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About AIA

AIA Group Limited and its subsidiaries (collectively "AIA" or the "Group") comprise the largest independent publicly listed pan-Asian life insurance group. It has a presence in 18 markets in Asia-Pacific – wholly-owned branches and subsidiaries in Hong Kong, Thailand, Singapore, Malaysia, China, Korea, the Philippines, Australia, Indonesia, Taiwan, Vietnam, New Zealand, Macau, Brunei, a 97 per cent subsidiary in Sri Lanka, a 26 per cent joint venture in India and representative offices in Myanmar and Cambodia.

The business that is now AIA was first established in Shanghai almost a century ago. It is a market leader in the Asia-Pacific region (ex-Japan) based on life insurance premiums and holds leading positions across the majority of its markets. It had total assets of US\$168 billion as of 30 November 2015.

AIA meets the long-term savings and protection needs of individuals by offering a range of products and services including life insurance, accident and health insurance and savings plans. The Group also provides employee benefits, credit life and pension services to corporate clients. Through an extensive network of agents, partners and employees across Asia-Pacific, AIA serves the holders of more than 29 million individual policies and over 16 million participating members of group insurance schemes.

AIA Group Limited is listed on the Main Board of The Stock Exchange of Hong Kong Limited under the stock code "1299" with American Depositary Receipts (Level 1) traded on the over-the-counter market (ticker symbol: "AAGIY").

Contacts

Investment Community		News Media	
Paul Lloyd	+852 2832 6160	Stephen Thomas	+852 2832 6178
Yan Guo	+852 2832 1878	Emerald Ng	+852 2832 4720
Feon Lee	+852 2832 4704		
Joel Lieginger	+852 2832 4703		

As for all quarterly new business highlights announcements, there will not be a conference call for media or investors and your usual contact will be available to answer queries.

Notes:

1. AIA's first fiscal quarter of 2016 ended on 29 February 2016.
2. All figures are presented in actual reporting currency (US dollar). Change is shown on a year-on-year basis and based on constant exchange rates (CER) unless otherwise stated. Change based on constant exchange rates is calculated using constant average exchange rates for 2016 and 2015.
3. Economic assumptions are the same as those shown as at 30 November 2015 in Section 5.2 of the Supplementary Embedded Value Information in our 2015 annual results preliminary announcement published on 25 February 2016. Non-economic assumptions used are based on those at 30 November 2015 updated to reflect the latest experience observed.
4. VONB is calculated based on assumptions applicable at the point of sale and before deducting the amount attributable to non-controlling interests. The amounts of VONB attributable to non-controlling interests in the three months ended 29 February 2016 and in the three months ended 28 February 2015 were US\$4 million and US\$4 million respectively.
5. VONB includes pension business. ANP and VONB margin exclude pension business.
6. ANP represents 100 per cent of annualised first year premiums and 10 per cent of single premiums, before reinsurance ceded and excluding pension business.
7. TWPI consists of 100 per cent of renewal premiums, 100 per cent of first year premiums and 10 per cent of single premiums, before reinsurance ceded.

This document contains forward-looking statements relating to AIA Group Limited that are based on the beliefs of the Group's management as well as assumptions made by and information currently available to the Group's management. These forward-looking statements are, by their nature, subject to significant risks and uncertainties. When used in this document, the words "will", "future" and similar expressions are intended to identify forward-looking statements. You are strongly cautioned that reliance on any forward-looking statements involves known and unknown risks and uncertainties. Actual results and events may differ materially from information contained in the forward-looking statements.

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