



**THE REAL LIFE  
COMPANY**

**AIA Hong Kong**

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**Media Release**

**AIA Hong Kong's MDRT Membership Rises Sharply by 70%  
Company Maintains Top Ranking in Hong Kong and Macau for the 16th Consecutive Year**

**Hong Kong, 15 August 2016** – AIA Hong Kong and Macau today announced the Company has the greatest number of financial planners who have earned Million Dollar Round Table (MDRT) membership in both territories for 16 consecutive years. The insurer is also ranked third both globally and in the Asian region. As of 1 August 2016, AIA has a total of 2,648 financial planners in Hong Kong and Macau who are MDRT qualifiers, a dramatic increase of 68% as compared with 1,569 in 2015.

MDRT is internationally recognised as the standard of excellence in the life insurance and financial services business. Its members are required to achieve a certain level of business performance, and demonstrate exceptional professional knowledge, strict ethical conduct and exceptional client service.

Mr. Jacky Chan, Chief Executive Officer of AIA Hong Kong & Macau, said, "Our top ranking in MDRT membership in Hong Kong and Macau for the 16th consecutive year underscores the success of our Premier Agency strategy and further consolidates our leading position in the market. We are also extremely proud to have increased our number of registered MDRT members by over 1,000 in just a year. This exceptional achievement reflects the commitment of AIA's professional agency force to serve as the real life partner of customers by providing them with the right protection and wealth management solutions. Looking forward, we will continue to raise the bar of professionalism in the industry by nurturing the best team of financial planners, while making a positive difference in society by helping customers provide their loved ones with adequate insurance protection."

AIA boasts a large team of financial planners in Hong Kong and Macau with over 12,000 financial planners. One of every five financial planners is an MDRT member. The Company has invested considerable resources to develop an elite financial planning team. In 2011, AIA Hong Kong established the industry-first AIA Premier Academy to attract outstanding young talent with the aim of helping financial planners achieve MDRT membership and become insurance professionals.

At the Group level, AIA is the world's No.1 MDRT company for the second consecutive year and also the only company in the world to have achieved the largest number of members for two consecutive years. A total of 5,687 AIA agents and agency leaders registered as MDRT members by 1 August 2016, representing an increase of over 47 per cent in members of this elite group from 2015.

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AIA Hong Kong and Macau's MDRT membership rises sharply by 70%.  
The Company maintains its top ranking in Hong Kong and Macau for the 16th consecutive year  
and places third both globally and in the Asian region.

### **About AIA Hong Kong and AIA Macau**

AIA Hong Kong and AIA Macau are subsidiaries of AIA Group Limited. AIA Group Limited established its operations in Hong Kong in 1931. We have approximately 12,000 financial planners\*, as well as an extensive network of brokerage and bancassurance partners who serve more than 1.8 million customers\*. Our products range from individual life, group life, accident, medical and health, personal lines insurance to investment-linked products with numerous investment options. We are also dedicated to providing superb product solutions to meet the financial needs of high net worth customers.

\* As of February 2016

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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 49 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\$181 billion as of 31 May 2016.

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").

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