



AIA Hong Kong

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Media Release

AIA Hong Kong and Macau Leads the Industry with Multiple No. 1 MDRT Honours Top Ranking in MDRT Membership for the 17th Year

Hong Kong, 16 July 2018 – AIA Hong Kong and Macau today announced it has earned the distinction of having the largest number of financial planners to have achieved Million Dollar Round Table (MDRT) membership* in Hong Kong and Macau for the 17th year. The Company has a total of 3,785 financial planners who are MDRT qualifiers. In addition, AIA Hong Kong and Macau's outstanding performance propelled the Company to the top spot in both the Top of the Table (production requirement is six times of MDRT) and Court of the Table (production requirement is three times of MDRT). MDRT is internationally recognised as the standard of excellence in the industry.

Mr. Peter Crewe, Chief Executive Officer of AIA Hong Kong & Macau, said, "Our top ranking in MDRT membership in Hong Kong and Macau for 17 years underscores the exceptional results of our continued implementation of the 'Premier Agency' strategy to develop the best talent. The ranking not only further consolidates our leading position in the industry, but also represents the global recognition our high-calibre team of financial planners have achieved for their remarkable performance. We will continue to invest substantial resources in developing the next generation agency force and harness the power of digital technology to offer even more comprehensive products and financial solutions to enhance customer service and experience, thus helping people live healthier, longer, better lives."

Only a small number of insurance and financial services professionals have qualified for MDRT membership among 69 countries and regions around the globe. In addition to the production requirement, members must also demonstrate relevant exceptional professional knowledge and strict ethical conduct to provide customers with superior service. AIA Hong Kong established the industry-first AIA Premier Academy in 2011 with the objective of cultivating elites for the insurance industry. Through a comprehensive series of structured training courses, the Academy mobilises and encourages financial planners to attain MDRT qualification. Since its establishment, one in every three[#] of the Academy's students has become an MDRT member by demonstrating the highest standards of professionalism in the industry.

* <https://www.mdr.org/companies/> (as at 1 July 2018)

AIA Hong Kong internal data (as at Dec 2017)

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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. To date, we have close to 15,000 AIA financial planners¹, as well as an extensive network of brokerage and bancassurance partners. We serve over 3 million customers², offering them a wide selection of professional services and products ranging from individual life, group life, accident, medical and health, mandatory provident fund, 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.

¹ as at 31 March 2018

² as at 31 March 2018

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, Cambodia, a 97 per cent subsidiary in Sri Lanka, a 49 per cent joint venture in India and a representative office in Myanmar.

The business that is now AIA was first established in Shanghai almost a century ago in 1919. 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\$216 billion as of 30 November 2017.

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 30 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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