



AIA Hong Kong

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Media Release

AIA Hong Kong Ranks No.1 in Market Share

Hong Kong, 4 December 2018 – AIA Hong Kong has achieved No. 1 ranking in the first three quarters of 2018 in Annualised New Premiums, New Office Premiums and number of new policies, according to the provisional statistics on Hong Kong long term insurance business released by the Insurance Authority.

- Annualised New Premiums amounted to HK\$13.697 billion, accounting for 16.8% of market share*
- New Office Premiums amounted to HK\$26.633 billion, accounting for 22.1% of market share*
- Number of new policies close to 290,000, accounting for 29.4% of market share*

Mr. Peter Crewe, Chief Executive Officer of AIA Hong Kong & Macau, said, “Our exceptional performance in the first three quarters of this year is attributed to the dedicated efforts of each and every member of our frontline and back office teams. Our achievements of the No.1 positions in the three important performance indicators in the insurance industry proved that our professional services and products are recognised by the market. Driven by our ‘customer centric’ philosophy, we will continue to work hard to offer our customers the best protection and wealth management solutions while delivering on our brand promise to help people live healthier, longer, better lives.”

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* Provisional statistics of the Insurance Authority on Hong Kong long term insurance business from January to September 2018. The policies refer to the Direct New Business of Individual Life and Annuity (Classes A & C) and Other Individual Business (Classes B, D, E&F).

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 over 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 30 June 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\$221 billion as of 30 June 2018.

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 32 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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