



AIA Hong Kong

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Media Release

AIA Hong Kong Garners Global Honour Achieves Top Ranking in MDRT Membership Worldwide Also Number One in Hong Kong and Macau

Hong Kong, 8 July 2020 – AIA Hong Kong and Macau today announced the Company has achieved the largest number of financial planners attaining Million Dollar Round Table (MDRT) membership* worldwide, also topping the ranking in Hong Kong and Macau. As many as 3,565 AIA Hong Kong financial planners achieved this qualification, and this is the Company's 18th year ranking No.1 in Hong Kong. Moreover, AIA Macau has once again accomplished No.1 ranking in number of MDRT members in Macau with 589 financial planners.

Mr. Peter Crewe, Chief Executive Officer of AIA Hong Kong and Macau said, "Amidst a challenging 2019, accomplishing this top MDRT achievement in the ranking of the industry's most prestigious international honour is a strong testament to our financial planners' paramount professionalism and perseverance, and their unwavering dedication in serving our customers. This achievement is also a recognition that validates customers' affirmation of our flexible and agile strategy. No matter how customers' needs evolve, we remain committed to providing professional, exceptional service. We will remain steadfast in planning for a prosperous future with our customers by their side, helping them live Healthier, Longer, Better Lives."

Only a small number of insurance and financial services professionals are qualified for MDRT membership among 70 countries and regions around the globe. In addition to the production requirement, members must also demonstrate exceptional relevant 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, AIA Premier Academy mobilises and encourages financial planners to attain MDRT qualification.

At the Group level, AIA is the only multinational company in the world to have achieved the largest number of Million Dollar Round Table (MDRT) members for six consecutive years. A record total of 12,796 AIA agents and agency leaders were registered as MDRT members as of 1 July 2020.

* <https://www.mdrt.org/companies> (as of 1 July 2020)

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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 over 18,700 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 December 2019

² AIA Hong Kong internal data includes Hong Kong and Macau's individual life, group insurance and mandatory provident fund customers (as at 31 March 2020)

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