



AIA Hong Kong

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Media Release

AIA Hong Kong Achieves Top Ranking Again in MDRT Membership Worldwide Tops Hong Kong Chart for 19 Years Ranks First Again in Macau

Hong Kong, 8 July 2021 – AIA Hong Kong and Macau announced the Company has once again 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 5,135 AIA Hong Kong financial planners achieved this qualification, and this is the Company's 19th 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 928 financial planners.

Mr. Alger Fung, Chief Executive Officer of AIA Hong Kong & Macau, said, "Despite a challenging year, our financial planners continued to serve customers with unrivalled professionalism and perseverance. Our unyielding effort and excellent service have once again taken us to the top of the global, Hong Kong and Macau rankings in MDRT membership, which is widely regarded as the most esteemed international honour in the industry, validating the well-earned recognition by customers and the industry around the world. Our team will continue to understand and cater for customer needs, and develop flexible and agile strategies to help them live Healthier, Longer, Better Lives."

Only a small number of insurance and financial services professionals are qualified for MDRT membership among 72 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 firm in history to have achieved the largest number of MDRT members for seven consecutive years. A record total of 16,017 AIA agents and agency leaders were registered as MDRT members as of 1 July 2021, representing an increase of 25 per cent from 2020.

* <https://www.mdr.org/companies> (as of 1 July 2021)

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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 20,000 AIA financial planners¹, as well as an extensive network of brokerage and bancassurance partners. We serve over 3.3 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 2021

² AIA Hong Kong internal data includes Hong Kong and Macau's individual life, group insurance and pension customers (as at 31 March 2021)

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