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Mark Tucker
Group Chief Executive

Value of New Business
$1,260m  +37% CER

Operating Profit After Tax
$1,956m  +14% CER

Underlying Free Surplus Generation
$2,073m  +12% CER

Interim Dividend per Share
21.90 HK cents  +17%
1H2016 Excellent Financial Results

- Value of new business up 37% to $1,260m
- Operating profit up 14% to $1,956m
- Underlying free surplus generation up 12% to $2,073m
- EV Equity up by $1.8b to $41.7b
- AIA Co. solvency ratio of 381%
- Interim dividend per share increase of 17%
<table>
<thead>
<tr>
<th>Presenter</th>
<th>Position</th>
<th>Topic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mark Tucker</td>
<td>Group Chief Executive</td>
<td>1H2016 Group Review</td>
</tr>
<tr>
<td>Garth Jones</td>
<td>Group Chief Financial Officer</td>
<td>1H2016 Financial Results</td>
</tr>
<tr>
<td>Gordon Watson</td>
<td></td>
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<tr>
<td>Bill Lisle</td>
<td>Regional Chief Executives</td>
<td>1H2016 Market Reviews</td>
</tr>
<tr>
<td>Ng Keng Hooi</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mark Tucker</td>
<td>Group Chief Executive</td>
<td>Closing Remarks</td>
</tr>
<tr>
<td>All Presenters</td>
<td>ExCo Members</td>
<td>Q&amp;A</td>
</tr>
</tbody>
</table>
## Aligned Growth Platforms and Priorities

<table>
<thead>
<tr>
<th>Growth Drivers</th>
<th>Growth Platforms</th>
<th>Growth Priorities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large Population Growth 4.1 billion people by 2020</td>
<td><strong>Premier Agency</strong></td>
<td>▪ Sustain competitive advantages in Premier Agency</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Recruit, develop and promote next generation of agents</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Enhance productivity and service through technology</td>
</tr>
<tr>
<td>Rapid Urbanisation 1.7 billion urban dwellers</td>
<td><strong>Profitable Partnerships</strong></td>
<td>▪ Expand distribution platform reach</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Optimise new and existing partnerships</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Generate additional sources of profitable growth</td>
</tr>
<tr>
<td>Rising Income &amp; Wealth $3.8 trillion in new spending power</td>
<td><strong>Protection &amp; Savings</strong></td>
<td>▪ Maintain protection-focused portfolio</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Expand integrated savings and protection covers</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Capture incremental high-quality savings opportunities</td>
</tr>
<tr>
<td>Low Social Welfare 1/6th of social spending by G7</td>
<td><strong>Brand &amp; Marketing</strong></td>
<td>▪ Transform customer experience</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Increase existing customer engagement levels</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Enhance analytics and segmentation</td>
</tr>
<tr>
<td>Low Private Cover 1/16th penetration of G7</td>
<td><strong>Financial Strength</strong></td>
<td>▪ Support strong new business growth and returns</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Maintain strong capital and cash flow</td>
</tr>
<tr>
<td></td>
<td></td>
<td>▪ Deliver prudent, sustainable and progressive dividend</td>
</tr>
</tbody>
</table>
Delivering Distribution Quality and Expansion

**Premier Agency VONB ($m)**

- 1H2015: $724
- 1H2016: $931
- VONB up 29%

**Partnership Distribution VONB ($m)**

- 1H2015: $279
- 1H2016: $419
- VONB up 50%

**Premier Agency Delivery**

- VONB up 29%
- Segmented recruiting and training programmes across the region
- Active new agents up 16%
- 700k policies processed through iPoS
- #1 in MDRT worldwide

**Profitable Partnership Expansion**

- VONB up 50%
- 31% of Group VONB
- Strong IFA performance across the region
- Solid bancassurance growth through local and regional partners
- Continued strong progress with Citibank

Note: VONB comparatives are shown on a constant exchange rate basis
The Right Distribution and Product Mix

1H2016 Distribution Mix

- Partnerships: 31%
- Agency: 69%

1H2016 Product Mix

- Traditional Protection: 48%
- Participating: 34%
- Unit-linked: 9%
- Others: 9%

Note: Based on VONB
AIA Vitality – Increasing Customer Engagement

AIA Vitality Proposition

1. Better Health Behaviour
2. Insurer savings
3. Member Incentives

6 Markets and Counting

- Hong Kong
- Singapore
- Australia
- Malaysia
- Thailand
- Philippines

Significant Growth Opportunity

- Leading wellness platform globally with more than 3 million members
- First regional, full-scale health and wellness platform in Asia
- Enhancing the way social benefits are provided through wellness
- New way of engaging customers
  - Customer engagement increased 15x in first policy year\(^{(1)}\)
- Accelerating growth in membership month-over-month
  - Membership more than doubled\(^{(2)}\)
- Large-scale, and growing customer base – a significant source of future growth

Notes:

(1) For silver members and above
(2) Year-on-year growth as of 31 May 2016
People – Our Competitive Advantage

Our People

- Experienced management team with strong track record of execution
- Local leaders responsible for decisions on the ground
- Committed to attracting, developing and retaining the best people in Asia
- **AIA Leadership Centre** in Thailand providing best-in-class development to both senior executives and distribution leaders
- Awarded ‘**Best Employer 2016**’ by Aon in the Asia-Pacific Region

**BEST EMPLOYERS**

ASIA PACIFIC | 2016
Disciplined Financial Management

**VONB ($m)**

- 1H2010: 303
- 1H2016: 1,260
- Growth: 4.2x

**OPAT ($m)**

- 1H2010: 969
- 1H2016: 1,956
- Growth: 2.0x

**IRRs Consistently Above 20%**

- 2010
- 1H2016
- Growth: +33%

**Interim Dividend Per Share (HK cents)**

- 1H2011: 11.00
- 1H2016: 21.90
- Growth: 2.0x
Sustained Delivery Through Market Cycles

**VONB ($m)**

- 2010: 303
- 2011: 399
- 2012: 512
- 2013: 645
- 2014: 792
- 2015: 959
- 2016: 1,260

**OPAT ($m)**

- 2010: 969
- 2011: 1,119
- 2012: 1,220
- 2013: 1,428
- 2014: 1,615
- 2015: 1,798
- 2016: 1,956

**Free Surplus ($m)**

- 2010: 4,992
- 2011: 5,930
- 2012: 6,643
- 2013: 6,727
- 2014: 7,794
- 2015: 7,528
- 2016: 8,249

**Interest Rate and Equity Market Volatility**

- UST Yield 10Y (Left Axis)
- MSCI Asia ex-Japan (Right Axis)
## Excellent Financial Results – Across All Key Metrics

<table>
<thead>
<tr>
<th>Growth</th>
<th>($m)</th>
<th>1H2016</th>
<th>1H2015</th>
<th>CER</th>
<th>AER</th>
</tr>
</thead>
<tbody>
<tr>
<td>VONB</td>
<td></td>
<td>1,260</td>
<td>959</td>
<td>37%</td>
<td>31%</td>
</tr>
<tr>
<td>VONB Margin</td>
<td></td>
<td>52.7%</td>
<td>50.2%</td>
<td>2.4 pps</td>
<td>2.5 pps</td>
</tr>
<tr>
<td>ANP</td>
<td></td>
<td>2,355</td>
<td>1,878</td>
<td>31%</td>
<td>25%</td>
</tr>
<tr>
<td>EV Operating Profit</td>
<td></td>
<td>2,896</td>
<td>2,352</td>
<td>28%</td>
<td>23%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Earnings</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>IFRS Operating Profit After Tax</td>
<td></td>
<td>1,956</td>
<td>1,798</td>
<td>14%</td>
<td>9%</td>
</tr>
<tr>
<td>TWPI</td>
<td></td>
<td>10,332</td>
<td>9,633</td>
<td>13%</td>
<td>7%</td>
</tr>
<tr>
<td>Operating Margin After Tax</td>
<td></td>
<td>19.1%</td>
<td>18.8%</td>
<td>0.1 pps</td>
<td>0.3 pps</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Capital &amp; Dividends</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>EV Equity&lt;sup&gt;(1)&lt;/sup&gt;</td>
<td></td>
<td>41,657</td>
<td>39,818</td>
<td>4%</td>
<td>5%</td>
</tr>
<tr>
<td>Underlying Free Surplus Generated</td>
<td></td>
<td>2,073</td>
<td>1,923</td>
<td>12%</td>
<td>8%</td>
</tr>
<tr>
<td>AIA Co. HKICO Solvency Ratio&lt;sup&gt;(1)&lt;/sup&gt;</td>
<td></td>
<td>381%</td>
<td>428%</td>
<td>n/a</td>
<td>(47) pps</td>
</tr>
<tr>
<td>Interim Dividend per Share (HK cents)</td>
<td></td>
<td>21.90</td>
<td>18.72</td>
<td>n/a</td>
<td>17%</td>
</tr>
</tbody>
</table>

Note:
(1) Comparatives for balance sheet items are shown against the position as at the end of the 2015 financial year
Sustained VONB Growth

Note:
Comparatives are shown on a constant exchange rate basis
Investing Capital at Attractive Returns

PVNBP Margin by Product

Positive VONB Margin Movement

IRRs Consistently Above 20%

Decreasing Payback Periods (Years)
Strong and Resilient Growth Portfolio

VONB ($m)

<table>
<thead>
<tr>
<th>Country</th>
<th>1H2015</th>
<th>1H2016</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hong Kong</td>
<td>335</td>
<td>537</td>
<td>+60%</td>
</tr>
<tr>
<td>China</td>
<td>178</td>
<td>278</td>
<td>+56%</td>
</tr>
<tr>
<td>Thailand</td>
<td>175</td>
<td>169</td>
<td>+4%</td>
</tr>
<tr>
<td>Singapore</td>
<td>152</td>
<td>138</td>
<td>+10%</td>
</tr>
<tr>
<td>Other Markets</td>
<td>120</td>
<td>109</td>
<td>+10%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>90</td>
<td>69</td>
<td>+30%</td>
</tr>
<tr>
<td>Korea</td>
<td>16</td>
<td>21</td>
<td>(24)%</td>
</tr>
</tbody>
</table>

1H2016 VONB by Market Segment

- Hong Kong: 39% (537 m)
- China: 20% (278 m)
- Thailand: 13% (169 m)
- Singapore: 11% (138 m)
- Other Markets: 9% (109 m)
- Malaysia: 7% (69 m)
- Korea: 1% (21 m)

Note: Comparatives are shown on a constant exchange rate basis.
Strong EV Operating Returns

<table>
<thead>
<tr>
<th></th>
<th>1H2015</th>
<th>1H2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>EV Operating Profit ($m)</td>
<td>2,260</td>
<td>2,896</td>
</tr>
<tr>
<td>Annualised ROEV</td>
<td>13%</td>
<td>16%</td>
</tr>
</tbody>
</table>

Note:
EV operating profit comparative is shown on a constant exchange rate basis
Operating Performance Driving Positive Variances

Persistency Rate

Expense Ratio

Cumulative EV Operating Variances ($m)
EV Equity of $41.7b – EV Operating Profit up 28%

1H2016 EV Equity Movement ($m)

- EV Operating Profit of $2.9b +28%\(^{(1)}\)
- Group EV Equity End of 2015: 39,818
- Expected Return on EV: 1,393
- VONB: 1,260
- Operating Variances and Assumption Changes: 293
- Finance Costs: (50)
- Group EV Equity Before Non-operating Variances: 42,714
- Investment Variances: (379)
- Exchange Rates and Other Items: 108
- Dividend Paid: (786)
- Group EV Equity End of 1H2016: 41,657

Note:
(1) On a constant exchange rate basis
AIA EV Assumption Setting Methodology

### Market Based EV Methodology

- EV methodology and assumptions reflect long-term focus of the business
- EV uses market spot rates and grades to long-term forward assumption over time
- Independent market-consistent assessment produces similar results to reported EV

### AIA 10-year Govt Bond Spot Yield

<table>
<thead>
<tr>
<th>Year</th>
<th>Yield</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nov-10</td>
<td>3.5%</td>
</tr>
<tr>
<td>Nov-11</td>
<td>3.0%</td>
</tr>
<tr>
<td>Nov-12</td>
<td>2.5%</td>
</tr>
<tr>
<td>Nov-13</td>
<td>2.0%</td>
</tr>
<tr>
<td>Nov-14</td>
<td>1.5%</td>
</tr>
<tr>
<td>Nov-15</td>
<td>1.0%</td>
</tr>
<tr>
<td>May-16</td>
<td>0.5%</td>
</tr>
</tbody>
</table>

### AIA Long-term Govt Bond Assumption

<table>
<thead>
<tr>
<th>Year</th>
<th>Yield</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nov-10</td>
<td>3.5%</td>
</tr>
<tr>
<td>Nov-11</td>
<td>3.0%</td>
</tr>
<tr>
<td>Nov-12</td>
<td>2.5%</td>
</tr>
<tr>
<td>Nov-13</td>
<td>2.0%</td>
</tr>
<tr>
<td>Nov-14</td>
<td>1.5%</td>
</tr>
<tr>
<td>Nov-15</td>
<td>1.0%</td>
</tr>
<tr>
<td>May-16</td>
<td>0.5%</td>
</tr>
</tbody>
</table>

**Notes:**

1. As at 31 May 2016
2. Current market 10-year government bond yields referenced in EV calculations; weighted average by VIF of key markets: Hong Kong, Thailand, Singapore, Malaysia, China and Korea
3. Weighted average by VIF of key markets: Hong Kong, Thailand, Singapore, Malaysia, China and Korea
EV Sensitivity to Capital Market Movements

**Interest Rates ($m)**
- 50 basis points decrease in interest rates: (0.3)%
- 50 basis points increase in interest rates: 0.2%

**Equities ($m)**
- 10% fall in equity prices: (2.2)%
- 10% rise in equity prices: 2.2%

**EV Sensitivity**
- 1H2016 EV: 40,069
- 1H2016 EV: 874

- 1H2016 EV: (118)
- 1H2016 EV: (890)
Currency Sensitivity

<table>
<thead>
<tr>
<th></th>
<th>EV ($m)</th>
<th>VONB ($m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>5% fall</td>
<td>(2.6)%</td>
<td>(3.2)%</td>
</tr>
<tr>
<td>in local</td>
<td>40,069</td>
<td>1,260</td>
</tr>
<tr>
<td>market</td>
<td></td>
<td></td>
</tr>
<tr>
<td>currencies vs US dollar</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5% rise</td>
<td>2.6%</td>
<td>3.2%</td>
</tr>
<tr>
<td>in local</td>
<td>1,030</td>
<td></td>
</tr>
<tr>
<td>market</td>
<td></td>
<td></td>
</tr>
<tr>
<td>currencies vs US dollar</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1H2016 EV</td>
<td>(1,030)</td>
<td>(40)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>1H2016 VONB</td>
</tr>
</tbody>
</table>

Note: The translation sensitivities shown assume a constant Hong Kong dollar to US dollar exchange rate.
Strong & Sustained Growth in Profitable New Business

<table>
<thead>
<tr>
<th>Quarter</th>
<th>VONB ($m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H2010</td>
<td>303</td>
</tr>
<tr>
<td>2H2010</td>
<td>364</td>
</tr>
<tr>
<td>1H2011</td>
<td>399</td>
</tr>
<tr>
<td>2H2011</td>
<td>533</td>
</tr>
<tr>
<td>1H2012</td>
<td>512</td>
</tr>
<tr>
<td>2H2012</td>
<td>676</td>
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<tr>
<td>1H2013</td>
<td>645</td>
</tr>
<tr>
<td>2H2013</td>
<td>845</td>
</tr>
<tr>
<td>1H2014</td>
<td>792</td>
</tr>
<tr>
<td>2H2014</td>
<td>1,053</td>
</tr>
<tr>
<td>1H2015</td>
<td>959</td>
</tr>
<tr>
<td>2H2015</td>
<td>1,239</td>
</tr>
<tr>
<td>1H2016</td>
<td>1,260</td>
</tr>
</tbody>
</table>

VONB ($m) has increased by 4.2x from 2010 to 2016.
Growth

Earnings

Capital and Dividends
IFRS Operating Profit up 14%

Operating Profit After Tax ($m)

<table>
<thead>
<tr>
<th></th>
<th>1H2015</th>
<th>1H2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Profit</td>
<td>1,721</td>
<td>1,956</td>
</tr>
</tbody>
</table>

+14% increase

Operating Margin After Tax

<table>
<thead>
<tr>
<th></th>
<th>1H2015</th>
<th>1H2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Margin</td>
<td>18.8%</td>
<td>19.1%</td>
</tr>
</tbody>
</table>

+0.3 pps

Expense Ratio

<table>
<thead>
<tr>
<th></th>
<th>1H2015</th>
<th>1H2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ratio</td>
<td>8.2%</td>
<td>8.0%</td>
</tr>
</tbody>
</table>

(0.2) pps

Note:
Operating profit after tax comparative is shown on a constant exchange rate basis
Resilient and Diversified Earnings

1H2016 Sources of IFRS Operating Profit\(^{(1)}\)

- **Insurance and Fee-based** 63%
- **Participating and Spread** 24%
- **Return on Net Worth** 13%

High-quality Business

- Right earnings balance
- Majority insurance and fee-based profits
- Profitable new business mix
- Protection cover embedded across product range
- Resilient across cycles
- Underpinned by focus on regular premiums

Note:

\(^{(1)}\) Before Group Corporate Centre expenses; IFRS operating profit includes the expected long-term investment returns for equities and real estate. Insurance and fee-based profits would account for 69% of IFRS operating profit on the previous OPAT basis as used in the 2015 Annual Results.
## Resilient and Diversified Earnings

### OPAT ($m)

<table>
<thead>
<tr>
<th>Market</th>
<th>1H2016</th>
<th>1H2015</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hong Kong</td>
<td>670</td>
<td>585</td>
<td>+15%</td>
</tr>
<tr>
<td>Thailand</td>
<td>367</td>
<td>318</td>
<td>+15%</td>
</tr>
<tr>
<td>Other Markets</td>
<td>228</td>
<td>189</td>
<td>+21%</td>
</tr>
<tr>
<td>China</td>
<td>221</td>
<td>178</td>
<td>+24%</td>
</tr>
<tr>
<td>Singapore</td>
<td>211</td>
<td>196</td>
<td>+8%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>125</td>
<td>122</td>
<td>+2%</td>
</tr>
<tr>
<td>Korea</td>
<td>96</td>
<td>92</td>
<td>+4%</td>
</tr>
</tbody>
</table>

### 1H2016 IFRS OPAT by Market Segment

- **Hong Kong**: 35% (670 m)
- **Thailand**: 19% (367 m)
- **Other Markets**: 12% (228 m)
- **China**: 12% (221 m)
- **Singapore**: 11% (211 m)
- **Malaysia**: 6% (125 m)
- **Korea**: 5% (96 m)

Note: Comparatives are shown on a constant exchange rate basis.
Stable Investment Yield

IFRS Operating Profit Investment Return ($m)

<table>
<thead>
<tr>
<th></th>
<th>1H2015</th>
<th>1H2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Expected Return for Equities and Real Estate</td>
<td>658</td>
<td>629</td>
</tr>
<tr>
<td>Interest Income</td>
<td>2,412</td>
<td>2,508</td>
</tr>
<tr>
<td>Total Investments of $135b (2)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Total Investments of $135b (2)

- Fixed Income 85%
- Equities 10%
- Real Estate 4%
- Cash & Cash Equivalents 1%

Total Bond Portfolio of $108b (2)

- Government & Government Agency Bonds 44%
- Corporate Bonds 55%
- Structured Securities 1%

Notes:
(1) Interest income from fixed income investments, as a percentage of average fixed income investments measured at amortised cost over the period. This excludes unit-linked contracts and consolidated investment funds.
(2) As of 31 May 2016
Adjusted Opening Allocated Equity 26,964

Operating Profit After Tax 1,956

Short-term Fluctuations in Investment Return for Equities and Real Estate (27)

Other Non-operating Items 136

Dividend Paid (786)

Other Capital Movements and Others (40)

Allocated Equity End of 1H2016 28,203

Allocated Equity Movement up 5% over 1H2016
Strong and Sustained Earnings Growth

OPAT ($m)


969 931 1,119 1,125 1,220 1,221 1,428 1,411 1,615 1,633 3,248 3,556 1,956

2.0x
Regulatory Solvency Ratio of 381%

Solvency Ratio on HKICO Basis for AIA Co.

- Resilient solvency position
- Prudent HKICO reserves and capital
- Strong retained earnings
- Including the payment for the increased shareholding in Tata AIA in the first half
- AIA Co. S&P Rating of AA- and Moody’s Rating of Aa3
Self-financed Growth at Attractive Returns

Free Surplus of $8.2b on the HKICO Basis ($m)

- **Free Surplus End of 2015**: 7,528
- **Underlying Free Surplus Generated**: 2,073
- **New Business Investment**: (687)
- **Unallocated Group Office Expenses and Other Items**: (121)
- **Investment Return Variances and Other Non-operating Items**: 242
- **Dividend Paid**: (786)
- **Free Surplus End of 1H2016**: 8,249

Self-financed Growth at Attractive Returns

Free Surplus of $8.2 billion on the HKICO Basis ($m)
Increased Returns and Capital Efficiency Since IPO

VONB ($m)

<table>
<thead>
<tr>
<th></th>
<th>1H2010</th>
<th>1H2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>303</td>
<td>1,260</td>
<td></td>
</tr>
<tr>
<td>4.2x</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

New Business Strain as % of VONB

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>1H2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>144%</td>
<td>(89)pps</td>
<td></td>
</tr>
<tr>
<td>55%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

IRRs Consistently Above 20%

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>1H2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>4.2x</td>
<td>+33%</td>
<td></td>
</tr>
</tbody>
</table>

Decreasing Payback Periods (Years)

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>1H2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>4</td>
<td></td>
</tr>
</tbody>
</table>
Disciplined Financial Management

### VONB ($m)
- **1H2010:** 303
- **1H2016:** 1,260

### Free Surplus ($m)
- **2010:** 4,992
- **1H2016:** 8,249

### New Business Investment ($m)
- **1H2010:** 411
- **1H2016:** 687

### Interim Dividend Per Share (HK cents)
- **1H2011:** 11.00
- **1H2016:** 21.90
Prudent, Sustainable and Progressive Dividend

Interim Dividend Per Share (HK cents)

<table>
<thead>
<tr>
<th>Period</th>
<th>Dividend Per Share (HK cents)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H2011</td>
<td>11.00</td>
</tr>
<tr>
<td>1H2012</td>
<td>12.33</td>
</tr>
<tr>
<td>1H2013</td>
<td>13.93</td>
</tr>
<tr>
<td>1H2014</td>
<td>16.00</td>
</tr>
<tr>
<td>1H2015</td>
<td>18.72</td>
</tr>
<tr>
<td>1H2016</td>
<td>21.90</td>
</tr>
</tbody>
</table>

2.0x
1H2016 Financial Results Summary

**Growth**
- Considerable growth in profitable new business
- Significant capital investment at high returns
- Improvement in new business capital efficiency

**Earnings**
- Strong increase in IFRS operating profit
- Consistent growth across the region
- Diversified and large-scale source of earnings

**Capital & Dividends**
- Substantial cash and capital generation
- Resilient solvency position
- Prudent, sustainable and progressive dividend
Hong Kong: Another Excellent Performance

- **Premier Agency**
  - Delivered excellent VONB growth
  - Launched Premier Agency Leader programme
  - Active new agents up 14%
  - Active agent productivity up 35%

- **Profitable Partnerships**
  - Strong contribution from IFA channel
  - Excellent growth in Citibank partnership

- **Products and Customers**
  - More than 90% of ANP is regular premium
  - Strong initial take-up of AIA Vitality

**VONB ($m)**

<table>
<thead>
<tr>
<th></th>
<th>1H2015</th>
<th>1H2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>VONB</td>
<td>335</td>
<td>537</td>
</tr>
<tr>
<td>+60%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**ANP ($m)**

<table>
<thead>
<tr>
<th></th>
<th>1H2015</th>
<th>1H2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>ANP</td>
<td>540</td>
<td>988</td>
</tr>
</tbody>
</table>

**VONB Margin**

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Margin</td>
<td>59.6%</td>
<td>52.9%</td>
</tr>
</tbody>
</table>
Other Markets: Delivered Solid Results

- **Double-digit VONB growth**
- #1 ranked in IFA individual life market
- Strong growth in group insurance renewals

- **Double-digit agency VONB growth**
- Active agent productivity up 20%
- Positive mix shift in bancassurance

- **Challenging market environment**
- New recruits up 17%
- AIA Vitality extended to BPI customers

- **Excellent VONB growth**
- Extended our innovative agency branch model
- Active agents up 19%

**Note:** Comparatives are shown on a constant exchange rate basis

<table>
<thead>
<tr>
<th>ANP ($m)</th>
<th>VONB Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1H2015</strong></td>
<td>346</td>
</tr>
<tr>
<td><strong>1H2016</strong></td>
<td>363</td>
</tr>
</tbody>
</table>
Malaysia: Delivering Excellent Growth

- **Premier Agency**
  - Focus on superior recruitment and high-quality agent development
  - Active new agents up 30%
  - Active agent productivity up 27%
  - Active Takaful-producing agents up 79%

- **Profitable Partnerships**
  - Strong VONB growth from Public Bank

- **Products and Customers**
  - Sustained focus on unit-linked with protection
  - New mobile underwriting technology on iPoS
  - Launched **AIA Vitality** in June

Note:
Comparatives are shown on a constant exchange rate basis
India: Shareholding Increased to 49%

Rapid Urbanisation

Urban Population (Millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Population</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>330</td>
</tr>
<tr>
<td>2015</td>
<td>420</td>
</tr>
<tr>
<td>2025E</td>
<td>525</td>
</tr>
<tr>
<td>2035E</td>
<td>642</td>
</tr>
</tbody>
</table>

Underpenetrated Life Insurance Market

2015 Density Rate (US$)

<table>
<thead>
<tr>
<th>Region</th>
<th>Density Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>India</td>
<td>43</td>
</tr>
<tr>
<td>Asia ex-Japan &amp; India</td>
<td>175</td>
</tr>
<tr>
<td>Europe</td>
<td>987</td>
</tr>
<tr>
<td>North America</td>
<td>1,685</td>
</tr>
</tbody>
</table>

Focusing on the Right Priorities

- **Economic and Structural Growth Drivers**
  - 2nd largest population
  - GDP growth >7% p.a.
  - 2.7% penetration; protection gap of US$8.6tn

- **Multi-channel Distribution Platform**
  - Creating value by building a Premier Agency
  - Delivering profitable bancassurance through partnering with Citibank and IndusInd Bank
  - Direct sales force targeting existing customers

- **Products and Customer Service**
  - Focusing on protection gap opportunity
  - Using mobile technology to increase efficiency
  - Concentrating on selected cities

Sources: Worldometers; Swiss Re
Singapore: Solid Growth

- **Premier Agency**
  - Agency VONB up more than 20%
  - Expanded iMO with mobile underwriting
  - Active agent productivity up 15%

- **Profitable Partnerships**
  - Strong bancassurance VONB growth
  - Lower broker single premium sales

- **Products and Customers**
  - #1 insurer in protection market
  - First 2-in-1 smoothed savings product
  - *AIA Vitality* take-up of more than 50%

**Note:** Comparatives are shown on a constant exchange rate basis
Thailand: Stable Results

- **Premier Agency**
  - Recruitment and training programme targeting young and highly-educated candidates
  - New recruits more productive
  - Unit-linked licensed agents up 65%
  - AIA continued to account for over 80% of industry agents licensed to sell unit-linked

- **Products and Customers**
  - Leader in the protection market
  - Ongoing positive product mix shift
  - Launched AIA Vitality in June

### VONB ($m)
- 1H2015: 169
- 1H2016: 175 (4% increase)

### ANP ($m)
- 1H2015: 237
- 1H2016: 216

### VONB Margin
- 1H2015: 71.5%
- 1H2016: 80.9%

Note: Comparatives are shown on a constant exchange rate basis
China: Sustained Outperformance

<table>
<thead>
<tr>
<th>VONB ($m)</th>
<th>ANP ($m)</th>
<th>VONB Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H2015</td>
<td>178</td>
<td>84.8%</td>
</tr>
<tr>
<td>1H2016</td>
<td>278</td>
<td>86.8%</td>
</tr>
</tbody>
</table>

**Premier Agency**
- Differentiated product and distribution strategy
- Focus on quality recruitment and training
- Active agents up over 40%
- Use of iPoS to improve agent productivity

**Products and Customers**
- Protection market leadership driving new sales
- Majority of earnings from insurance profits
- Launched new products and services targeting rapidly growing affluent segment

Note: Comparatives are shown on a constant exchange rate basis
China: Differentiated Execution

Disciplined Protection Focus

Regular Premium as % of New Premium\(^{(1)}\)

<table>
<thead>
<tr>
<th></th>
<th>Industry</th>
<th>AIA China</th>
</tr>
</thead>
<tbody>
<tr>
<td>%</td>
<td>27%</td>
<td>92%</td>
</tr>
</tbody>
</table>

Source of IFRS Operating Profit

- Return on Net Worth 16%
- Participating and Spread 12%
- Insurance and Fee-based 72%

Sustained Outperformance

VONB ($m)

<table>
<thead>
<tr>
<th></th>
<th>1H2010</th>
<th>1H2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>30</td>
<td>278</td>
</tr>
</tbody>
</table>

OPAT ($m)

<table>
<thead>
<tr>
<th></th>
<th>1H2010</th>
<th>1H2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>40</td>
<td>221</td>
</tr>
</tbody>
</table>

Note:
Sustained Delivery Through Market Cycles

- Anaemic GFC recovery
- Deepening Eurozone sovereign debt crisis
- China becomes 2nd largest economy
- Rising interest rates
- Equity market volatility
- Thai protests

2010
- US sovereign downgrade
- Continued Eurozone sovereign debt crisis
- China slowdown fears
- Interest rate & equity market volatility; HSI down 22%
- Thai RBC and floods

2011
- Expansionary policy; US QE3
- European double-dip recession
- Strong equity markets
- Singapore FAIR review
- Falling interest rates

2012
- Strengthening US recovery
- Taper tantrum affecting Asian currency
- China slowdown fears
- Rising interest rates

2013
- Lower for longer interest rates
- Oil price depreciation
- Asian currency headwinds
- Thai Government changes

2014
- US interest rate increase
- Oil price collapse
- China slowdown fears
- Asian currency depreciation

2015
- China slowdown fears
- Brexit
- Lower for longer interest rates

2016

Note:
Chart shows VONB ($m); Growth on a constant exchange rate basis
Sustaining Value Creation

- Aligned strategy with the fundamental economic and social needs of the region
- Intrinsic to the continued growth and development of emerging markets
  - $118b of Asian assets
  - $20b p.a. of pooled premiums
  - $1tn total sum assured
  - $51tn protection gap
- Expanding and deepening capital markets
- Enhancing the way benefits are provided through increased engagement
- Helping people live longer, healthier lives and plan for a brighter future

AIA and Asia
AIA Group – Sustainable, Profitable Growth

- Unprecedented long-term structural growth drivers
- Market-leading franchise and brand
- Advantaged platform and clear strategy
- Experienced and proven management team
- Consistent, sustainable execution
- Strong financial discipline
Q&A Session
Definitions and Notes

- Actual investment return is the interest income from fixed income investments and actual investment returns of equities and real estate, as a percentage of average fixed income investments, equities and real estate over the period. This excludes unit-linked contracts and consolidated investment funds.
- Annualised new premiums (ANP) excludes pension business.
- Change on constant exchange rates is calculated using constant average exchange rates for the first half of 2016 and for the first half of 2015 other than for balance sheet items that use constant exchange rates as at 31 May 2016 and as at 30 November 2015.
- EV Equity is the total of embedded value, goodwill and other intangible assets attributable to shareholders of the Company.
- Fixed income yield is the interest income from fixed income investments, as a percentage of average fixed income investments measured at amortised cost over the period. This excludes unit-linked contracts and consolidated investment funds.
- Free surplus is the excess of the market value of AIA’s assets over the sum of the statutory liabilities and the minimum regulatory capital. For branches of AIA Co. and AIA International, the statutory liabilities are based on HKICO statutory accounting while the required capital is based on 100% of Hong Kong statutory minimum solvency margin for non-Hong Kong branches and 150% for the Hong Kong business of AIA Co. and AIA International respectively.
- Hong Kong market includes Macau; Singapore market includes Brunei; Other Markets includes Australia, Indonesia, New Zealand, the Philippines, Sri Lanka, Taiwan, Vietnam and India.
- IFRS operating profit after tax (OPAT), net profit and IFRS shareholders’ equity are shown post minorities.
- IFRS operating profit includes the expected long-term investment returns for equities and real estate.
- Investment return and composition of investments exclude unit-linked contracts and consolidated investment funds.
- Investment return is defined as investment income with the addition of realised and unrealised gains and losses as a percentage of average investments excluding property held for own use.
- Investments include financial investments, investment property, property held for own use, and cash and cash equivalents. Investment property and property held for own use are at fair value.
- PVNBP margin stands for margin on a present value of new premium basis.
- Shareholders’ allocated equity is total equity attributable to shareholders of the Company less fair value reserve.
- TWPI consists of 100% of renewal premiums, 100% of first year premiums and 10% of single premiums, before reinsurance ceded.
- VONB is after unallocated Group Office expenses and adjustment to reflect additional Hong Kong reserving and capital requirements; includes pension business and is shown before minorities.
- VONB margin = VONB / ANP. VONB for the margin calculations exclude pension business to be consistent with the definition of ANP.
- VONB and VONB margin by distribution channel are based on local statutory reserving and capital requirements, before the deduction of unallocated Group Office expenses and exclude pension business.
- VONB and VONB margin by geographical market are based on local statutory reserving and capital requirements, before the deduction of unallocated Group Office expenses.
Capital Fungibility

Net Funds Remitted to Group ($m)

<table>
<thead>
<tr>
<th>Year</th>
<th>1H2011</th>
<th>1H2012</th>
<th>1H2013</th>
<th>1H2014</th>
<th>1H2015</th>
<th>1H2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Values</td>
<td>964</td>
<td>844</td>
<td>972</td>
<td>782</td>
<td>1,018</td>
<td>993</td>
</tr>
</tbody>
</table>

Group Working Capital ($m)

<table>
<thead>
<tr>
<th>Year</th>
<th>1H2011</th>
<th>1H2012</th>
<th>1H2013</th>
<th>1H2014</th>
<th>1H2015</th>
<th>1H2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Values</td>
<td>3,083</td>
<td>4,290</td>
<td>5,383</td>
<td>5,908</td>
<td>7,077</td>
<td>8,268</td>
</tr>
</tbody>
</table>
1H2016 Working Capital Movement

Working Capital Movement ($m)

- Working Capital End of 2015: 8,268
- Net Funds Remitted: 7,843
- Increase in Borrowings: 993
- Payment for increased shareholding in Tata AIA: 410
- Purchase of Shares Held by Employee Share-based Trusts: (310)
- Cost of Dividend Paid: (84)
- Change in Fair Value Reserve and Others: (786)
- Working Capital End of 1H2016: 202

Total: 8,268
1H2016 ANW Movement

ANW Movement ($m)

<table>
<thead>
<tr>
<th>Component</th>
<th>ANW End of 2015</th>
<th>Expected Return</th>
<th>Contribution to ANW from VONB</th>
<th>Operating Variances and Assumption Changes</th>
<th>Finance Costs</th>
<th>ANW Before Non-operating Variances</th>
<th>Investment Variances</th>
<th>Other Non-operating Variances</th>
<th>Exchange Rates and Other Items</th>
<th>Dividend Paid</th>
<th>ANW End of 1H2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H2016 ANW Movement</td>
<td>15,189</td>
<td>1,738</td>
<td>(367)</td>
<td>334</td>
<td>(50)</td>
<td>16,844</td>
<td>(359)</td>
<td>(86)</td>
<td>76</td>
<td>(786)</td>
<td>15,689</td>
</tr>
</tbody>
</table>
## 1H2016 VIF Movement

### VIF Movement ($m)

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>VIF End of 2015</td>
<td>23,009</td>
</tr>
<tr>
<td>Expected Return</td>
<td></td>
</tr>
<tr>
<td>Contribution to VIF from VONB</td>
<td>(345)</td>
</tr>
<tr>
<td>Operating Variances and Assumption Changes</td>
<td>1,627</td>
</tr>
<tr>
<td>VIF Before Non-operating Variances</td>
<td>24,250</td>
</tr>
<tr>
<td>Investment Variances</td>
<td>(41)</td>
</tr>
<tr>
<td>Other Non-operating Variances</td>
<td>(20)</td>
</tr>
<tr>
<td>Exchange Rates and Other Items</td>
<td>183</td>
</tr>
<tr>
<td>VIF End of 1H2016</td>
<td>24,380</td>
</tr>
</tbody>
</table>
### Reconciliation of IFRS Shareholders’ Equity to ANW ($m)

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Equity End of 1H2016</strong></td>
<td>35,541</td>
</tr>
<tr>
<td><strong>Difference Between IFRS and Local Statutory Policy Liabilities</strong></td>
<td>(9,259 )</td>
</tr>
<tr>
<td><strong>Mark-to-market Adjustment for Property and Mortgage Loan Investments</strong></td>
<td>329</td>
</tr>
<tr>
<td><strong>Deferred Tax Impacts</strong></td>
<td>1,536</td>
</tr>
<tr>
<td><strong>Elimination of Intangible Assets</strong></td>
<td>(1,800 )</td>
</tr>
<tr>
<td><strong>Non-controlling Interests Impacts</strong></td>
<td>47</td>
</tr>
<tr>
<td><strong>Group ANW (Local Stat) End of 2015</strong></td>
<td>26,394</td>
</tr>
<tr>
<td><strong>Adjustment to Reflect Additional HK Reserving Requirements, Net of Tax</strong></td>
<td>(10,705)</td>
</tr>
<tr>
<td><strong>Group ANW (HK Stat) End of 1H2016</strong></td>
<td>15,689</td>
</tr>
</tbody>
</table>
1H2015 Free Surplus Movement

Free Surplus on the HKICO Basis ($m)

- Free Surplus End of 2014: 7,794
- Underlying Free Surplus Generated: 1,923
- New Business Investment: (878)
- Unallocated Group Office Expenses and Other Items: (143)
- Investment Return Variances and Other Non-operating Items: 178
- Dividend Paid: (525)
- Free Surplus End of 1H2015: 8,349
Robust Capital Structure

AIA Capital Structure ($b)

1H2016 Leverage Ratio$^{(1)}$ 9.1%

Borrowings 3.6

Total Equity 35.9

Solvency Ratio on HKICO Basis for AIA Co.


337% 311% 353% 433% 427% 428% 381%

Note:
(1) Leverage ratio defined as Borrowings / (Borrowings + Total Equity)
## Total Invested Assets

### Total $135.1b

<table>
<thead>
<tr>
<th></th>
<th>Participating Funds</th>
<th>Other Policyholder and Shareholder</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed Income</td>
<td>21,367</td>
<td>93,484</td>
<td>114,851</td>
</tr>
<tr>
<td>Equities</td>
<td>5,282</td>
<td>8,190</td>
<td>13,472</td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>144</td>
<td>1,097</td>
<td>1,241</td>
</tr>
<tr>
<td>Derivatives</td>
<td>49</td>
<td>38</td>
<td>87</td>
</tr>
<tr>
<td>Investment property and property held for own use</td>
<td>443</td>
<td>4,999</td>
<td>5,442</td>
</tr>
<tr>
<td><strong>Total Invested Assets</strong></td>
<td><strong>27,285</strong></td>
<td><strong>107,808</strong></td>
<td><strong>135,093</strong></td>
</tr>
</tbody>
</table>

**Note:**
As of 31 May 2016
Conservative and High-quality Fixed Income Portfolio

Total Fixed Income by Type

- Government & Government Agency Bonds: 41%
- Corporate Bonds: 52%
- Structured Securities: 1%
- Loans and deposits: 6%

Total $114.9b

Total Fixed Income by Maturity

- >10 Years & No Fixed Maturity: 56%
- 5 - 10 Years: 25%
- 1 - 5 Years: 15%
- ≤1 Year: 4%

Total $114.9b

Note:
As of 31 May 2016
Conservative and High-quality Fixed Income Portfolio

Total Bonds by Accounting Classification

- Other Policyholder & Shareholder (AFS) 81%
- Participating Funds (FVTPL) 18%
- Other Policyholder & Shareholder (FVTPL) 1%

Total $108.0b

Total Bonds by Rating(1)

- AAA 5%
- AA 22%
- A 40%
- BBB 28%
- BB & Below(2) 5%

Total $108.0b

Notes:
As of 31 May 2016
(1) For government bonds and government agency bonds, ratings for local currency and foreign currency securities for the same issuer are included separately
(2) Including not rated bonds
Government Bond Portfolio

Government and Agency Bonds by Rating(1)

- Total $47.4b
  - AAA: 10%
  - AA: 41%
  - A: 35%
  - BBB: 10%
  - BB & Below: 4%

Government and Agency Bonds by Geography

- Total $47.4b
  - Thailand: 25%
  - China: 23%
  - Korea: 16%
  - Singapore: 11%
  - Malaysia: 7%
  - Philippines: 7%
  - Others: 11%

Notes:
As of 31 May 2016
(1) For government bonds and government agency bonds, ratings for local currency and foreign currency securities for the same issuer are included separately
**Government Agency Bond Portfolio**

<table>
<thead>
<tr>
<th>Rating</th>
<th>Total ($m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>AAA</td>
<td>2,089</td>
</tr>
<tr>
<td>AA</td>
<td>5,631</td>
</tr>
<tr>
<td>A</td>
<td>2,935</td>
</tr>
<tr>
<td>BBB</td>
<td>1,380</td>
</tr>
<tr>
<td>BB and below</td>
<td>141</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>12,176</strong></td>
</tr>
</tbody>
</table>

**Government Agency Bonds by Rating**

- **Total $12.2b**
- **Average Rating AA-**
  - AAA: 17%
  - AA: 46%
  - A: 24%
  - BBB: 12%
  - BB and below: 1%

Note:
As of 31 May 2016
# Corporate Bond Portfolio

## Corporate Bonds by Rating

<table>
<thead>
<tr>
<th>Rating</th>
<th>Total ($m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>AAA</td>
<td>255</td>
</tr>
<tr>
<td>AA</td>
<td>4,551</td>
</tr>
<tr>
<td>A</td>
<td>25,947</td>
</tr>
<tr>
<td>BBB</td>
<td>24,575</td>
</tr>
<tr>
<td>BB and below(1)</td>
<td>4,331</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>59,659</strong></td>
</tr>
</tbody>
</table>

- **Total $56.7b**
- **Average Rating A-**
  - AAA: 1%
  - AA: 8%
  - A: 43%
  - BBB: 41%
  - BB and below(1): 7%

### Notes:
- As of 31 May 2016
- (1) Including not rated bonds
## Structured Security Portfolio

### Structured Securities by Rating

<table>
<thead>
<tr>
<th>Rating</th>
<th>Total ($m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>AAA</td>
<td>16</td>
</tr>
<tr>
<td>AA</td>
<td>126</td>
</tr>
<tr>
<td>A</td>
<td>279</td>
</tr>
<tr>
<td>BBB</td>
<td>421</td>
</tr>
<tr>
<td>BB and below(1)</td>
<td>92</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>934</strong></td>
</tr>
</tbody>
</table>

- **Total $934m**
- **Average Rating BBB+**
  - AAA: 2%
  - AA: 13%
  - A: 30%
  - BBB: 45%
  - BB and below(1): 10%

---

**Notes:**
As of 31 May 2016
(1) Including not rated bonds
# Impairment Experience During Global Financial Crisis

## AIA Impairments on Invested Assets ($m)

<table>
<thead>
<tr>
<th>Year</th>
<th>Co. A</th>
<th>Co. B</th>
<th>Co. C</th>
<th>Co. D</th>
<th>AIA Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>2008</td>
<td>142</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>2009</td>
<td>67</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>2010</td>
<td>1</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>2011</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

## 2008 Impairment Charges as % of Invested Assets

<table>
<thead>
<tr>
<th>Company</th>
<th>Impairment Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Co. A</td>
<td>5.6%</td>
</tr>
<tr>
<td>Co. B</td>
<td>1.8%</td>
</tr>
<tr>
<td>Co. C</td>
<td>1.5%</td>
</tr>
<tr>
<td>Co. D</td>
<td>1.5%</td>
</tr>
<tr>
<td>AIA</td>
<td>0.3%</td>
</tr>
</tbody>
</table>
## Risk Discount Rate and Risk Premium

### As at 30 Nov 2010

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia</td>
<td>8.75</td>
<td>5.65</td>
<td>3.10</td>
<td>7.75</td>
<td>3.40</td>
<td>4.35</td>
</tr>
<tr>
<td>China</td>
<td>10.00</td>
<td>3.74</td>
<td>6.26</td>
<td>9.75</td>
<td>3.70</td>
<td>6.05</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>8.00</td>
<td>3.53</td>
<td>4.47</td>
<td>7.00</td>
<td>2.50</td>
<td>4.50</td>
</tr>
<tr>
<td>Indonesia</td>
<td>15.00</td>
<td>7.90</td>
<td>7.10</td>
<td>13.50</td>
<td>8.00</td>
<td>5.50</td>
</tr>
<tr>
<td>Korea</td>
<td>10.50</td>
<td>4.82</td>
<td>5.68</td>
<td>9.10</td>
<td>3.20</td>
<td>5.90</td>
</tr>
<tr>
<td>Malaysia</td>
<td>9.00</td>
<td>4.45</td>
<td>4.55</td>
<td>8.75</td>
<td>4.20</td>
<td>4.55</td>
</tr>
<tr>
<td>New Zealand</td>
<td>9.00</td>
<td>6.13</td>
<td>2.87</td>
<td>8.25</td>
<td>4.00</td>
<td>4.25</td>
</tr>
<tr>
<td>Philippines</td>
<td>13.00</td>
<td>6.00</td>
<td>7.00</td>
<td>10.50</td>
<td>4.00</td>
<td>6.50</td>
</tr>
<tr>
<td>Singapore</td>
<td>7.75</td>
<td>2.93</td>
<td>4.82</td>
<td>6.90</td>
<td>2.50</td>
<td>4.40</td>
</tr>
<tr>
<td>Sri Lanka(1)</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>15.70</td>
<td>10.00</td>
<td>5.70</td>
</tr>
<tr>
<td>Taiwan</td>
<td>8.00</td>
<td>1.73</td>
<td>6.27</td>
<td>7.85</td>
<td>1.60</td>
<td>6.25</td>
</tr>
<tr>
<td>Thailand</td>
<td>9.50</td>
<td>3.87</td>
<td>5.63</td>
<td>8.80</td>
<td>3.40</td>
<td>5.40</td>
</tr>
<tr>
<td>Vietnam</td>
<td>16.00</td>
<td>10.20</td>
<td>5.80</td>
<td>13.80</td>
<td>8.00</td>
<td>5.80</td>
</tr>
<tr>
<td>Weighted Average(2)</td>
<td>8.95</td>
<td>3.85</td>
<td>5.10</td>
<td>8.28</td>
<td>3.18</td>
<td>5.10</td>
</tr>
</tbody>
</table>

### As at 31 May 2016

Notes:
1. Sri Lanka is included since the acquisition completion date of 5 December 2012
2. Weighted average by VIF contribution
Sensitivity Analysis – EV

Sensitivity of EV as at 31 May 2016

- Equity prices + 10%: 2.2%
- Equity prices - 10%: -2.2%
- Interest rates + 50 bps: 0.2%
- Interest rates - 50 bps: -0.3%
- Presentation currency 5% appreciation: -2.6%
- Presentation currency 5% depreciation: 2.6%
- Lapse/discontinuance rates + 10%: -1.1%
- Lapse/discontinuance rates - 10%: 1.3%
- Mortality/morbidity rates + 10%: -8.2%
- Mortality/morbidity rates - 10%: 8.0%
- Maintenance expenses - 10%: 1.3%
- Expense inflation set to 0%: 1.2%
Sensitivity of VONB as at 31 May 2016

- Interest rates + 50 bps: 7.7%
- Interest rates - 50 bps: -9.2%
- Presentation currency 5% appreciation: -3.2%
- Presentation currency 5% depreciation: 3.2%
- Lapse rates + 10%: -5.0%
- Lapse rates - 10%: 5.5%
- Mortality/morbidity rates + 10%: -13.0%
- Mortality/morbidity rates - 10%: 12.7%
- Maintenance expenses - 10%: 2.9%
- Expense inflation set to 0%: 2.1%