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Value of New Business
$1,753m +42%

Operating Profit After Tax
$2,262m +16%

Interim Dividend Per Share
25.62 HK cents +17%

Ng Keng Hooi
Group Chief Executive

Tottenham Hotspur, English Premier League Season 2016/17
1H2017 Excellent Performance Across All Key Metrics

- **Value of New Business**: $1,753m (+42%)
- **Operating Profit After Tax**: $2,262m (+16%)
- **Underlying Free Surplus Gen**: $2,307m (+13%)
- **EV Equity**: $47.8b (+$4.2b)
- **AIA Co. Solvency Ratio**: 427% (+23 pps)
- **Interim Dividend Per Share**: 25.62 HK cents (+17%)
Agenda

01  INTRODUCTION
   Ng Keng Hooi, Group Chief Executive

02  FINANCIAL RESULTS
   Garth Jones, Group Chief Financial Officer

03  MARKET REVIEWS
   Jacky Chan, Regional Chief Executive
   Bill Lisle, Regional Chief Executive
   John Cai, Regional Chief Executive

04  OUTLOOK
   Ng Keng Hooi, Group Chief Executive
Garth Jones
Group Chief Financial Officer
<table>
<thead>
<tr>
<th></th>
<th>($m)</th>
<th>1H2017</th>
<th>1H2016</th>
<th>CER</th>
<th>AER</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Growth</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>VONB</td>
<td></td>
<td>1,753</td>
<td>1,260</td>
<td>42%</td>
<td>39%</td>
</tr>
<tr>
<td>EV Operating Profit</td>
<td></td>
<td>3,456</td>
<td>2,896</td>
<td>21%</td>
<td>19%</td>
</tr>
<tr>
<td>EV Equity(^{(1)})</td>
<td></td>
<td>47,832</td>
<td>43,650</td>
<td>8%</td>
<td>10%</td>
</tr>
<tr>
<td><strong>IFRS Earnings</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating Profit After Tax</td>
<td></td>
<td>2,262</td>
<td>1,956</td>
<td>16%</td>
<td>16%</td>
</tr>
<tr>
<td>Operating ROE(^{(2)})</td>
<td></td>
<td>14.2%</td>
<td>13.8%</td>
<td>n/a</td>
<td>0.4 pps</td>
</tr>
<tr>
<td>Shareholders’ Allocated Equity(^{(1)})</td>
<td></td>
<td>32,196</td>
<td>29,632</td>
<td>7%</td>
<td>9%</td>
</tr>
<tr>
<td><strong>Capital &amp; Dividends</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Underlying Free Surplus Generation</td>
<td></td>
<td>2,307</td>
<td>2,073</td>
<td>13%</td>
<td>11%</td>
</tr>
<tr>
<td>AIA Co. HKIO Solvency Ratio(^{(1)})</td>
<td></td>
<td>427%</td>
<td>404%</td>
<td>n/a</td>
<td>23 pps</td>
</tr>
<tr>
<td>Interim Dividend per Share (HK cents)</td>
<td></td>
<td>25.62</td>
<td>21.90</td>
<td>17%</td>
<td>17%</td>
</tr>
</tbody>
</table>

Notes:
(1) Comparatives for balance sheet items are shown against the position as at the end of the 2016 financial year
(2) On an annualised basis
Growth

Earnings

Capital and Dividends
Significant Profitable New Business Growth

VONB ($m)

<table>
<thead>
<tr>
<th></th>
<th>1H2016</th>
<th>1H2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>VONB</td>
<td>1,238</td>
<td>1,753</td>
</tr>
<tr>
<td></td>
<td>+42%</td>
<td></td>
</tr>
</tbody>
</table>

ANP ($m)

<table>
<thead>
<tr>
<th></th>
<th>1H2016</th>
<th>1H2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>ANP</td>
<td>2,329</td>
<td>3,196</td>
</tr>
<tr>
<td></td>
<td>+37%</td>
<td></td>
</tr>
</tbody>
</table>

VONB Margin

<table>
<thead>
<tr>
<th></th>
<th>1H2016</th>
<th>1H2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>VONB Margin</td>
<td>52.4%</td>
<td>54.2%</td>
</tr>
<tr>
<td></td>
<td>+1.8 pps</td>
<td></td>
</tr>
</tbody>
</table>

Note: Comparatives are shown on a constant exchange rate basis.
Delivering High-quality Distribution

**Premier Agency VONB ($m)**

- 1H2016: 912
- 1H2017: 1,231
- +35% growth

**Partnership Distribution VONB ($m)**

- 1H2016: 418
- 1H2017: 608
- +45% growth

---

**Premier Agency Delivery**

- VONB up 35%
- Active new agents up 22%
- Active agent productivity up more than 20%
- #1 MDRT worldwide for 3 consecutive years

**Profitable Partnership Expansion**

- VONB up 45%
- 33% of Group VONB
- Exceptional performance in IFA channel
- Double-digit bancassurance VONB growth

---

Note: VONB comparatives are shown on a constant exchange rate basis.
Investing Capital at Attractive Returns

IRRs Consistently Above 20%

PVNBP Margin by Product

VONB Margin Movement

<table>
<thead>
<tr>
<th>Overall</th>
<th>Traditional Protection</th>
<th>Participating</th>
<th>Unit-linked</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td>9%</td>
<td>10%</td>
<td>8%</td>
<td>8%</td>
<td>7%</td>
</tr>
<tr>
<td>15%</td>
<td>16%</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

IRRs Consistently Above 20%

VONB Margin Movement

(1.9) pps (0.2) pps +0.4 pps +3.2 pps

52.7% 54.2%
## Strong and Resilient Growth Portfolio

<table>
<thead>
<tr>
<th>Market Segment</th>
<th>1H2017 VONB</th>
<th>Growth Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hong Kong</td>
<td>$828m</td>
<td>+54%</td>
</tr>
<tr>
<td>China</td>
<td>$434m</td>
<td>+65%</td>
</tr>
<tr>
<td>Other Markets</td>
<td>$184m</td>
<td>+36%</td>
</tr>
<tr>
<td>Thailand</td>
<td>$173m</td>
<td>(3)%</td>
</tr>
<tr>
<td>Singapore</td>
<td>$135m</td>
<td>(10)%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>$104m</td>
<td>+24%</td>
</tr>
</tbody>
</table>

Note: Growth rates are shown on a constant exchange rate basis.
Strong Operating Performance Driving Positive Returns

Persistency Rate

Mortality and Morbidity Claims Experience Variances ($m)

Expense Ratio

Cumulative EV Operating Variances ($m)
EV Operating Profit up 21% – EV Equity of $47.8b

1H2017 EV Equity Movement ($m)

<table>
<thead>
<tr>
<th>Group EV Equity End of 2016</th>
<th>Expected Return on EV</th>
<th>VONB</th>
<th>Operating Variances</th>
<th>Finance Costs</th>
<th>Group EV Equity Before Non-operating Variances</th>
<th>Investment Return Variances</th>
<th>Exchange Rates and Other Items</th>
<th>Dividend Paid</th>
<th>Group EV Equity End of 1H2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>43,650</td>
<td>1,625</td>
<td>1,753</td>
<td>138</td>
<td>(60)</td>
<td>47,106</td>
<td>1,224</td>
<td>485</td>
<td>(983)</td>
<td>47,832</td>
</tr>
</tbody>
</table>

Note: (1) On a constant exchange rate basis
Profitable New Business Driving Increased ROEV

Note:
(1) On an annualised basis
AIA Long-term Assumptions vs Market Rates

Weighted Average by Geography\(^{(1)}\)

<table>
<thead>
<tr>
<th>Year</th>
<th>10 Year Market Forward (10-year Govt Bond)</th>
<th>AIA Long-term Assumption (10-year Govt Bond)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nov-10</td>
<td>2.0%</td>
<td>2.5%</td>
</tr>
<tr>
<td>Nov-11</td>
<td>2.5%</td>
<td>3.0%</td>
</tr>
<tr>
<td>Nov-12</td>
<td>3.0%</td>
<td>3.5%</td>
</tr>
<tr>
<td>Nov-13</td>
<td>3.5%</td>
<td>4.0%</td>
</tr>
<tr>
<td>Nov-14</td>
<td>4.0%</td>
<td>4.5%</td>
</tr>
<tr>
<td>Nov-15</td>
<td>4.5%</td>
<td>5.0%</td>
</tr>
<tr>
<td>Nov-16</td>
<td>5.0%</td>
<td>5.5%</td>
</tr>
<tr>
<td>May-17</td>
<td>5.5%</td>
<td>6.0%</td>
</tr>
</tbody>
</table>

Sensitivity of EV

As at 31 May 2017

- 10% fall in equity prices: (1.6)%
- 50 basis points increase in interest rates: (1.1)%
- 50 basis points decrease in interest rates: 0.4%
- 10% rise in equity prices: 1.6%

Note:

(1) Weighted average interest rates by VIF of Hong Kong, Thailand, Singapore, China, Malaysia and Korea
Strong & Sustained Growth in Profitable New Business

VONB ($m)

1H10  2H10  1H11  2H11  1H12  2H12  1H13  2H13  1H14  2H14  1H15  2H15  1H16  2H16  1H17
303  399  533  512  676  645  845  792  1,053  1,845  1,239  1,260  1,490  2,750  1,753

5.8x
IFRS Operating Profit up 16%

**OPAT ($m)**

- **1H2016**: 1,950
- **1H2017**: 2,262

**TWPI**

<table>
<thead>
<tr>
<th>Year</th>
<th>TWPI ($m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H2016</td>
<td>10,264</td>
</tr>
<tr>
<td>1H2017</td>
<td>12,393</td>
</tr>
</tbody>
</table>

**Expense Ratio**

<table>
<thead>
<tr>
<th>Year</th>
<th>Expense Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H2016</td>
<td>8.0%</td>
</tr>
<tr>
<td>1H2017</td>
<td>7.6%</td>
</tr>
</tbody>
</table>

Note: Comparatives are shown on a constant exchange rate basis.
Resilient and Diversified Earnings

1H2017 Sources of IFRS Operating Profit\(^{(1)}\)

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

High-quality Business

- Balanced sources of earnings
- Majority insurance and fee-based profits
- Profitable new business mix
- Underpinned by focus on regular premiums and protection business
- Resilient across cycles

Note:

\(^{(1)}\) Before Group Corporate Centre expenses; IFRS operating profit includes the expected long-term investment return for equities and real estate
## Profitable Growth – Delivered with Scale

### 1H2017 IFRS OPAT by Market Segment

<table>
<thead>
<tr>
<th>Market</th>
<th>OPAT (m)</th>
<th>Growth Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hong Kong</td>
<td>$836m</td>
<td>+25%</td>
</tr>
<tr>
<td>Thailand</td>
<td>$413m</td>
<td>+11%</td>
</tr>
<tr>
<td>Other Markets</td>
<td>$349m</td>
<td>+5%</td>
</tr>
<tr>
<td>China</td>
<td>$305m</td>
<td>+45%</td>
</tr>
<tr>
<td>Singapore</td>
<td>$235m</td>
<td>+12%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>$119m</td>
<td>-</td>
</tr>
</tbody>
</table>

Note: Growth rates are shown on a constant exchange rate basis.
Strong ROEV and ROE Progression

Profitable New Business Driving ROEV

Generating Earnings & ROE Progression

Note:
(1) On an annualised basis
Growth in Allocated Equity

IFRS Shareholders’ Allocated Equity Movement in 1H2017 ($m)

Note:
(1) Short-term fluctuations in investment return related to equities and real estate, net of tax
Strong and Sustained Earnings Growth

OPAT ($m)

1H10 2H10 1H11 2H11 1H12 2H12 1H13 2H13 1H14 2H14 1H15 2H15 1H16 2H16 1H17

- 969 931 1,119 1,125 1,220 1,221 1,428 1,411 1,615 1,633 1,798 1,758 1,956 2,025 2,262

2.3x
Solvency Ratio of 427% for AIA Co.

Resilient Solvency Position

- Growth in retained earnings and positive mark-to-market movements
- Prudent HKIO reserving basis
- AIA Co. S&P rating of AA- and Fitch rating of AA
- Moody’s upgraded rating to Aa2
Prudent Investment Portfolio – Stable Yield

IFRS Operating Profit Investment Return ($m)

<table>
<thead>
<tr>
<th></th>
<th>1H2016</th>
<th>1H2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Expected Return for Equities and Real Estate</td>
<td>3,103</td>
<td>3,402</td>
</tr>
<tr>
<td>Interest Income</td>
<td>2,483</td>
<td>2,635</td>
</tr>
<tr>
<td>Fixed Income Yield(^{(1)})</td>
<td>5.0%</td>
<td></td>
</tr>
<tr>
<td>Actual Investment Return (^{(1)})</td>
<td>4.9%</td>
<td>5.8%</td>
</tr>
</tbody>
</table>

\(^{(1)}\) 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. As of 31 May 2017.

Total Investments of $149b\(^{(2)}\)

- Equities: 11%
- Real Estate: 4%
- Cash & Cash Equivalents: 1%
- Fixed Income: 84%

Total Bond Portfolio of $117b\(^{(2)}\)

- Government & Government Agency Bonds: 43%
- Corporate Bonds: 56%
- Structured Securities: 1%

Notes:
- IFRS operating profit investment return comparatives are shown on a constant exchange rate basis.
- Average Rating A

Average Rating A

(FY16: 4.9%)

(FY16: 5.3%)
AIA China – Prudent Investment Portfolio

Asset Mix

- Cash & Cash Equivalents: 1%
- Equities: 9%
- Fixed Income: 90%

Prudent ALM Approach

- Asset allocation driven by liability cash flow matching in local currency
- 80% of earnings from insurance and fees
- 90% of assets in fixed income
- 84% of bond portfolio in government and government agency bonds
- Bond portfolio average international rating A+
- Asset portfolio well diversified with insignificant alternative assets
Self-financed Growth at Attractive Returns

Free Surplus of $11.0b on the HKIO Basis ($m)

9,782

2,307

(621)

(103)

28

548

(983)

Free Surplus
End of 2016

Underlying
Free Surplus
Generated

New Business
Investment

Unallocated
Group Office
Expenses

Finance Cost and
Others

Free Surplus
before
Investment
Return Variances
and Dividend

Investment
Return Variances
and Other Non-operating Items

Dividend
Paid

Free Surplus
End of 1H2017

+$1.6b
Increased Returns and Capital Efficiency Since IPO

<table>
<thead>
<tr>
<th>VONB ($m)</th>
<th>New Business Strain as % of VONB</th>
</tr>
</thead>
<tbody>
<tr>
<td>303</td>
<td>144%</td>
</tr>
<tr>
<td>1H2010</td>
<td></td>
</tr>
<tr>
<td>1,753</td>
<td>(109) pps</td>
</tr>
<tr>
<td>1H2017</td>
<td>35%</td>
</tr>
</tbody>
</table>

IRRs Consistently Above 20%

<table>
<thead>
<tr>
<th>Decreasing Payback Periods (Years)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
</tr>
<tr>
<td>5</td>
</tr>
<tr>
<td>1H2017</td>
</tr>
<tr>
<td>4</td>
</tr>
</tbody>
</table>
Significant Interim Dividend Increase of 17%

Interim Dividend Per Share (HK cents)

- 1H2011: 11.00
- 1H2012: 12.33
- 1H2013: 13.93
- 1H2014: 16.00
- 1H2015: 18.72
- 1H2016: 21.90
- 1H2017: 25.62

Increase: 2.3x
1H2017 Financial Results – Consistent Execution

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

Earnings
- Strong growth in IFRS operating profit
- Increased ROE over time
- Diversified and large-scale sources of earnings

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

**Premier Agency**
- Excellent VONB growth
- New recruits up 17%
- Active agent productivity up 30%
- Two-thirds of new recruits aged 35 or below

**Profitable Partnerships**
- Significant VONB growth
- Exceptional performance from IFA channel
- High double-digit VONB growth from Citibank

**Products and Customers**
- Significant take-up of AIA Vitality with integrated products

---

**VONB ($m)**

<table>
<thead>
<tr>
<th></th>
<th>1H2016</th>
<th>1H2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>VONB</td>
<td>537</td>
<td>828</td>
</tr>
</tbody>
</table>

**ANP ($m)**

<table>
<thead>
<tr>
<th></th>
<th>1H2016</th>
<th>1H2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>ANP</td>
<td>988</td>
<td>1,696</td>
</tr>
</tbody>
</table>

**VONB Margin**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Margin</td>
<td>52.9%</td>
</tr>
</tbody>
</table>
Singapore: Disciplined Focus on Quality Business

VONB ($m)

1H2016 150
1H2017 135

(10)%

Premier Agency
- Market leader in Singapore
- Growth in active new agents
- >85% of new business submissions via iPoS

Profitable Partnerships
- Double-digit VONB growth in Citibank
- Reduction in single premium broker sales

Products and Customers
- #1 in protection market
- AIA Vitality integrated product VONB up >3x

Note:
Comparatives are shown on a constant exchange rate basis
Thailand: Transforming Our Distribution

VONB ($m)

<table>
<thead>
<tr>
<th></th>
<th>1H2016</th>
<th>1H2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>ANP ($m)</td>
<td>220</td>
<td>232</td>
</tr>
<tr>
<td>VONB Margin</td>
<td>80.8%</td>
<td>74.7%</td>
</tr>
</tbody>
</table>

Note: Comparatives are shown on a constant exchange rate basis

Premier Agency
- Recruitment and training programmes targeting young, highly-educated candidates
- New Financial Adviser recruits up 34%
- 25% more productive than average recruits
- Unit-linked licensed agents up 31%
- #1 MDRT in Thailand

Products and Customers
- Market leader in the protection market
- 96% of ANP from regular premium sales
- AIA Vitality membership trebled in first half
**Other Markets: Delivering Excellent Growth**

**Australia**
- #1 ranked in IFA individual life market
- Strong VONB growth in group insurance
- Launched myOwn health brand

**Indonesia**
- Strong double-digit agency VONB growth
- Positive shift in product mix
- Renewed and extended BCA relationship

**Korea**
- VONB more than doubled
- Quality DM recruitment and protection focus
- Increased margins from shift in product mix

---

**VONB ($m)**

<table>
<thead>
<tr>
<th></th>
<th>1H2016</th>
<th>1H2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>ANP ($m)</td>
<td>460</td>
<td>440</td>
</tr>
<tr>
<td>VONB Margin</td>
<td>29.2%</td>
<td>41.1%</td>
</tr>
</tbody>
</table>

**Notes:**
Comparatives are shown on a constant exchange rate basis; Korea has been included as part of the Other Markets segment, as previously disclosed in our Annual Report 2016. Prior period comparatives have been adjusted accordingly to conform to current period presentation.
Other Markets: Delivering Excellent Growth

- Strong VONB growth
- Active new agents up over 30%
- #1 ranked in bancassurance market
- Focus on significant protection gap opportunity
- Differentiated Premier Agency platform
- Profitable bancassurance growth
- Excellent VONB growth
- Protection business driving higher margin
- Active agents up more than 30%

Notes:
Comparatives are shown on a constant exchange rate basis; Korea has been included as part of the Other Markets segment, as previously disclosed in our Annual Report 2016. Prior period comparatives have been adjusted accordingly to conform to current period presentation.
Malaysia: Delivering Strong Growth

VONB ($m)

### Premier Agency
- Quality recruitment and agency development
- Significant increase in training
- Active new agents up 26%
- Active Takaful agents up 50%

### Profitable Partnerships
- Double-digit VONB growth from Public Bank
- 48% VONB growth from direct marketing

### Products and Customers
- Expanded AIA Vitality to corporate clients

Note:
Comparatives are shown on a constant exchange rate basis

<table>
<thead>
<tr>
<th></th>
<th>1H2016</th>
<th>1H2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>VONB ($m)</td>
<td>84</td>
<td>104</td>
</tr>
<tr>
<td>Margin</td>
<td>55.8%</td>
<td>61.8%</td>
</tr>
<tr>
<td>ANP ($m)</td>
<td>148</td>
<td>167</td>
</tr>
</tbody>
</table>
China: Sustained Quality Outperformance

**Premier Agency**
- Differentiated agency distribution strategy
- Focus on quality recruitment and training
- Active agents up more than 40%
- Active new agent productivity up 28%

**Products and Customers**
- Positioned as the protection provider of choice
- Dedicated product range targeting the rapidly growing affluent segment
- New wellness programme launched

Note: Comparatives are shown on a constant exchange rate basis.
AIA China’s Unprecedented Growth Potential

Larger and Wealthier Middle Class

<table>
<thead>
<tr>
<th>Population Type</th>
<th>2015</th>
<th>2030E</th>
</tr>
</thead>
<tbody>
<tr>
<td>Urban Population</td>
<td>205m</td>
<td>272m</td>
</tr>
<tr>
<td>Affluent &amp; Mass Affluent</td>
<td>67%</td>
<td>83%</td>
</tr>
<tr>
<td>Mass Market</td>
<td>30%</td>
<td>13%</td>
</tr>
<tr>
<td>Others</td>
<td>3%</td>
<td>4%</td>
</tr>
</tbody>
</table>

225m Middle Class in AIA China’s Footprint by 2030

Rapidly Rising GDP per Capita

(USD, 2016 Current Prices)

China’s Increasing Penetration Rate

(China vs US Historical Penetration Rates)

Sources: IMF, China State Council, World Bank, ACLI, A.M. Best, McKinsey, Swiss Re, and Company estimates
Jiangsu province is the 2nd largest economy in China at $1.1trn
GDP per capita of $14,000, increased from $8,000 in 2010
One of the most densely populated provinces with 80m people
AIA Jiangsu currently covers 11 cities
Life insurance growth led by urban centres of Suzhou and Nanjing
AIA China: Differentiated Strategy and Execution

Premier Agency Strategy

VONB per Agent

- Industry
- AIA China

Monthly Average Agent Income

- 1H2010
- 1H2017

1H2017 Product Mix

- Traditional Protection 86%
- Participating 13%
- Unit-linked and Others 1%

1H2017 Sources of IFRS Operating Profit

- Insurance and Fee-based 85%
- Return on Net Worth 12%
- Par & Spread 8%

Note:
(1) For the year 2016; industry statistics based on company reports
Ng Keng Hooi
Group Chief Executive
Asia’s Unprecedented Growth Opportunity

Unprecedented New Economic Activity

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>US</td>
<td>$18 trln</td>
<td>$19 trln</td>
<td>5x</td>
</tr>
<tr>
<td>Asia ex-Japan</td>
<td></td>
<td>$21 trln</td>
<td></td>
</tr>
</tbody>
</table>

Cumulative GDP Growth 2015-2020E

Compounding Growth – Growing GDP & Increasing Penetration

Penetration Rate 2015

Asia Life Potential = $10trn
7x the G7 today

G7

Sources: China State Council, IMF, World Bank, Government websites, ACLI, A.M. Best, McKinsey, Swiss Re, and Company estimates
AIA is in the Right Place at the Right Time

**Strategic Market Participation**

- **Market Leading**
  - Hong Kong
  - Singapore
  - Philippines
  - Indonesia

- **Differentiated Strategy**
  - China
  - Malaysia
  - Australia
  - India
  - Korea
  - Taiwan

**Asia vs G7 Growth and Profitability**

- **Equals 2015 GWP, $100b**

Sources: McKinsey, Company estimates

Delivering the Right Strategic Priorities

**Premier Agency**
- Recruit, develop and promote next generation of agents
- Deliver advice through specialisation and technology
- Deepen relationships to serve broader customer needs

**Product Innovation**
- Maintain protection-focused portfolio
- Expand integrated savings and protection solutions
- Capture high-value health and wellness opportunities

**People Development**
- Attract, develop and retain the best people
- Empower our local leadership teams to deliver results
- Ensure clear accountability for performance

**Profitable Partnerships**
- Expand partnerships to grow distribution reach
- Strengthen and differentiate partner value proposition
- Drive profitable growth through analytics-led capabilities

**Customer Experience**
- Leverage existing data to gain greater customer insights
- Transform customer experience through technology
- Increase customer engagement levels

**Financial Discipline**
- Support superior new business growth and returns
- Optimise capital efficiency and cash flow
- Deliver prudent, sustainable and progressive dividend
Consistent Execution Driving Strong Returns

### Profitable Growth

**VONB ($m)**

<table>
<thead>
<tr>
<th></th>
<th>1H10</th>
<th>1H11</th>
<th>1H12</th>
<th>1H13</th>
<th>1H14</th>
<th>1H15</th>
<th>1H16</th>
<th>1H17</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>303</td>
<td>399</td>
<td>512</td>
<td>645</td>
<td>792</td>
<td>959</td>
<td>1,260</td>
<td>1,753</td>
</tr>
</tbody>
</table>

**EV Equity ($m)**

<table>
<thead>
<tr>
<th></th>
<th>1H2010</th>
<th>1H2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>22,178</td>
<td>47,832</td>
</tr>
</tbody>
</table>

### Delivering Quality Earnings

**Sources of IFRS Operating Profit**

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

**OPAT ($m)**

<table>
<thead>
<tr>
<th></th>
<th>1H2010</th>
<th>1H2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>969</td>
<td>2,262</td>
</tr>
</tbody>
</table>

### Optimising Returns

**Operating ROE**

- **1H2010**: 11.9% (+520 bps)
- **1H2017**: 17.1%

- **1H2011**: 11.8% (+240 bps)
- **1H2017**: 14.2%

**Notes:**

1. For 1H2017; before Group Corporate Centre expenses; IFRS operating profit includes the expected long-term investment return for equities and real estate.
2. On an annualised basis.
Clear Strategy, Sustained Value Creation

**VONB ($m)**

<table>
<thead>
<tr>
<th>Period</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H10</td>
<td>303</td>
</tr>
<tr>
<td>1H11</td>
<td>399</td>
</tr>
<tr>
<td>1H12</td>
<td>512</td>
</tr>
<tr>
<td>1H13</td>
<td>645</td>
</tr>
<tr>
<td>1H14</td>
<td>792</td>
</tr>
<tr>
<td>1H15</td>
<td>959</td>
</tr>
<tr>
<td>1H16</td>
<td>1,260</td>
</tr>
<tr>
<td>1H17</td>
<td>1,753</td>
</tr>
</tbody>
</table>

**OPAT ($m)**

<table>
<thead>
<tr>
<th>Period</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H10</td>
<td>969</td>
</tr>
<tr>
<td>1H11</td>
<td>1,119</td>
</tr>
<tr>
<td>1H12</td>
<td>1,220</td>
</tr>
<tr>
<td>1H13</td>
<td>1,428</td>
</tr>
<tr>
<td>1H14</td>
<td>1,615</td>
</tr>
<tr>
<td>1H15</td>
<td>1,798</td>
</tr>
<tr>
<td>1H16</td>
<td>1,956</td>
</tr>
<tr>
<td>1H17</td>
<td>2,262</td>
</tr>
</tbody>
</table>

**EV Equity ($m)**

<table>
<thead>
<tr>
<th>Period</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H10</td>
<td>22,178</td>
</tr>
<tr>
<td>1H11</td>
<td>27,612</td>
</tr>
<tr>
<td>1H12</td>
<td>29,091</td>
</tr>
<tr>
<td>1H13</td>
<td>33,277</td>
</tr>
<tr>
<td>1H14</td>
<td>36,915</td>
</tr>
<tr>
<td>1H15</td>
<td>40,478</td>
</tr>
<tr>
<td>1H16</td>
<td>41,657</td>
</tr>
<tr>
<td>1H17</td>
<td>47,832</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Period</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H11</td>
<td>11.00</td>
</tr>
<tr>
<td>1H12</td>
<td>12.33</td>
</tr>
<tr>
<td>1H13</td>
<td>13.93</td>
</tr>
<tr>
<td>1H14</td>
<td>16.00</td>
</tr>
<tr>
<td>1H15</td>
<td>18.72</td>
</tr>
<tr>
<td>1H16</td>
<td>21.90</td>
</tr>
<tr>
<td>1H17</td>
<td>25.62</td>
</tr>
</tbody>
</table>

**Notes:**
- 5.8x VONB growth from 1H10 to 1H17
- 2.3x OPAT growth from 1H10 to 1H17
- 2.2x EV Equity growth from 1H10 to 1H17
- 2.3x Interim Dividend growth from 1H11 to 1H17
- Unprecedented long-term growth opportunities

- Significant and sustainable competitive advantages

- Clear and aligned growth strategy

- Experienced and proven management team

- Disciplined and consistent execution
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 a constant exchange rate basis is calculated using constant average exchange rates for the first half of 2017 and for the first half of 2016 other than for balance sheet items that use constant exchange rates as at 31 May 2017 and as at 30 November 2016.

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 required capital.

Hong Kong refers to operations in Hong Kong and Macau; Singapore refers to operations in Singapore and Brunei; and Other Markets refers to operations in Australia (including New Zealand), Cambodia, Indonesia, Korea, the Philippines, Sri Lanka, Taiwan, Vietnam and India. The results of our joint venture in India are accounted for using the equity method. For clarity, TWPI, ANP and VONB exclude any contribution from India.

IFRS operating profit after tax (OPAT), net profit, IFRS shareholders’ allocated equity and IFRS shareholders’ equity are shown post minorities.

IFRS operating profit includes the expected long-term investment return 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 business premium basis.

Operating ROE stands for operating return on shareholders’ allocated equity and is calculated as operating profit after tax attributable to shareholders of the Company, expressed as a percentage of the simple average of opening and closing shareholders’ allocated equity.

Operating ROEV stands for operating return on EV and is calculated as EV operating profit, expressed as a percentage of the opening embedded value.

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 consolidated 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.
### Consistent Delivery Through Market Cycles

#### Year-on-Year Growth

<table>
<thead>
<tr>
<th>Year</th>
<th>Growth YOY</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H2010</td>
<td>303</td>
</tr>
<tr>
<td>1H2011</td>
<td>1,753</td>
</tr>
<tr>
<td>1H2012</td>
<td>+26%</td>
</tr>
<tr>
<td>1H2013</td>
<td>+27%</td>
</tr>
<tr>
<td>1H2014</td>
<td>+23%</td>
</tr>
<tr>
<td>1H2015</td>
<td>+25%</td>
</tr>
<tr>
<td>1H2016</td>
<td>+37%</td>
</tr>
<tr>
<td>1H2017</td>
<td>+42%</td>
</tr>
</tbody>
</table>

**Note:**
- Chart shows VONB ($m); Year-on-year growth is shown on a constant exchange rate basis.

---

### Key Events and Trends

- **2010:**
  - Anaemic GFC recovery
  - US sovereign downgrade
  - Continued Eurozone sovereign debt crisis
  - China slowdown fears
  - Rising interest rates
  - Equity market volatility
  - Thai protests

- **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
  - Rising interest rates

- **2015:**
  - Lower for longer interest rates
  - US election

- **2016:**
  - China slowdown fears
  - Brexit
  - Strong China growth
  - US dollar weakening

- **2017:**
  - Strong China growth
  - US dollar weakening
  - Stable interest rates

---

**5.8x**

---

**Chart:**
- VONB Growth YOY
- 2010-2017
- Year-on-year growth on a constant exchange rate basis

---

**Graph:**
- Linear trend showing growth from 2010 to 2017
- Vertical bars indicating growth percentages
- Data points at 303, 1,753, +26%, +27%, +23%, +28%, +25%, +37%, +42%
Capital Fungibility

**Net Funds Remitted to Group ($m)**

- 1H11: 964
- 1H12: 844
- 1H13: 972
- 1H14: 782
- 1H15: 1,018
- 1H16: 993
- 1H17: 997

**Group Working Capital ($m)**

- 1H11: 3,088
- 1H12: 4,290
- 1H13: 5,383
- 1H14: 5,908
- 1H15: 7,077
- 1H16: 8,268
- 1H17: 8,966
1H2017 Working Capital Movement

Working Capital Movement ($m)

- Working Capital End of 2016: 8,416
- Net Funds Remitted: 997
- Increase in Borrowings: 508
- (5)
- (983)
- Cost of Dividend Paid: 33
- Change in Fair Value Reserve and Others: 8,966
- Working Capital End of 1H2017: 8,966
1H2017 ANW Movement

ANW Movement ($m)

- ANW End of 2016: 16,544
- Expected Return: 2,005
- Contribution to ANW from VONB: (261)
- Operating Variances: 53
- Finance Costs: (60)
- ANW Before Non-operating Variances: 18,281
- Investment Return Variances: 951
- Other Non-operating Variances: 272
- Exchange Rates and Other Items: 129
- Dividend Paid: (983)
- ANW End of 1H2017: 18,650
1H2017 VIF Movement

VIF Movement ($m)

VIF End of 2016 25,570
Expected Return (380)
Contribution to VIF from VONB 2,014
Operating Variances 85
VIF Before Non-operating Variances 27,289
Investment Return Variances 273
Other Non-operating Variances (496)
Exchange Rates and Other Items 557
VIF End of 1H2017 27,623

VIF
End of 2016
Expected
Return
Contribution to
VIF from VONB
Operating
Variances
VIF
Before
Non-operating
Variances
Investment
Return
Variances
Other
Non-operating
Variances
Exchange
Rates and
Other Items
VIF
End of 1H2017
Reconciliation of IFRS Shareholders’ Equity to ANW ($m)

- **Equity End of 1H2017**: 38,314
- **Difference Between IFRS and Local Statutory Policy Liabilities**: (10,823)
- **Mark-to-market Adjustment for Property and Mortgage Loan Investments**: 363
- **Deferred Tax Impacts**: 1,713
- **Elimination of Intangible Assets**: (1,771)
- **Non-controlling Interests Impacts**: 51
- **ANW (Business Unit) End of 1H2017**: 27,847
- **Adjustment to Reflect Consolidated Reserving Requirements, Net of Tax**: (9,197)
- **ANW (Consolidated) End of 1H2017**: 18,650

**1H2017 IFRS Shareholders’ Equity and ANW**
Robust Capital Structure

AIA Capital Structure

- **Total Equity**: $38,675m
- **Borrowings**: $3,957m

1H2017 Leverage Ratio\(^{(1)}\) **9.3%**

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

Solvency Ratio on the HKIO Basis for AIA Co.

- 2010: 337%
- 2011: 311%
- 2012: 353%
- 2013: 433%
- 2014: 427%
- 2015: 428%
- 2016: 404%
- 1H2017: 427%

Solvency Ratio on the HKIO Basis for AIA International

- 2010: 321%
- 2011: 297%
- 2012: 220%
- 2013: 334%
- 2014: 385%
- 2015: 356%
- 2016: 301%
- 1H2017: 318%
## Total Invested Assets

<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>21,426</td>
<td>102,879</td>
<td>124,305</td>
</tr>
<tr>
<td>Equities</td>
<td>6,412</td>
<td>10,613</td>
<td>17,025</td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>220</td>
<td>1,046</td>
<td>1,266</td>
</tr>
<tr>
<td>Derivatives</td>
<td>41</td>
<td>113</td>
<td>154</td>
</tr>
<tr>
<td>Investment property and property held for own use</td>
<td>452</td>
<td>5,350</td>
<td>5,802</td>
</tr>
<tr>
<td><strong>Total Invested Assets</strong></td>
<td><strong>28,551</strong></td>
<td><strong>120,001</strong></td>
<td><strong>148,552</strong></td>
</tr>
</tbody>
</table>

**Total $148.6b**

- **Fixed income**: 84%
- **Equities**: 11%
- **Cash and cash equivalents**: 1%
- **Derivatives**: 0%
- **Investment property and property held for own use**: 4%

**Note:**
As of 31 May 2017
Prudent 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 $124.3b

Total Fixed Income by Maturity

- >10 Years & No Fixed Maturity: 57%
- 5 - 10 Years: 25%
- 1 - 5 Years: 15%
- ≤1 Year: 3%

Total $124.3b

Note:
As of 31 May 2017
Total Bonds by Accounting Classification

- Total $117.2b
  - Other Policyholder & Shareholder (AFS): 83%
  - Participating Funds (FVTPL): 17%
  - Other Policyholder & Shareholder (FVTPL): 0%

Total Bonds by Rating

- Total $117.2b
  - Average Rating A: 5%
  - AAA: 22%
  - AA: 40%
  - A: 29%
  - BBB: 4%
  - BB & Below: 4%

Notes:
As of 31 May 2017
(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\(^{(1)}\)

- AAA: 10%
- AA: 40%
- A: 36%
- BBB: 12%
- BB & Below: 2%

Total $50.9b

Government and Agency Bonds by Geography

- Thailand: 25%
- China: 23%
- Korea: 16%
- Singapore: 11%
- Malaysia: 6%
- Philippines: 6%
- Others: 13%

Total $50.9b

Notes:
As of 31 May 2017
(1) For government bonds and government agency bonds, ratings for local currency and foreign currency securities for the same issuer are included separately.
Corporate Bond Portfolio

<table>
<thead>
<tr>
<th>Rating</th>
<th>Total ($m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>AAA</td>
<td>360</td>
</tr>
<tr>
<td>AA</td>
<td>5,306</td>
</tr>
<tr>
<td>A</td>
<td>28,095</td>
</tr>
<tr>
<td>BBB</td>
<td>27,915</td>
</tr>
<tr>
<td>BB and below(1)</td>
<td>3,616</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>65,292</strong></td>
</tr>
</tbody>
</table>

Notes:
As of 31 May 2017
(1) Including not rated bonds

Corporate Bonds by Rating

<table>
<thead>
<tr>
<th>Rating</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>AAA</td>
<td>1%</td>
</tr>
<tr>
<td>AA</td>
<td>8%</td>
</tr>
<tr>
<td>A</td>
<td>43%</td>
</tr>
<tr>
<td>BBB</td>
<td>43%</td>
</tr>
<tr>
<td>BB and below(1)</td>
<td>5%</td>
</tr>
</tbody>
</table>

Total $65.3b
Average Rating A-
## Structured Security Portfolio

The following table and diagram provide details on the structured securities by rating:

### Structured Securities by Rating

<table>
<thead>
<tr>
<th>Rating</th>
<th>Total ($m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>AAA</td>
<td>20</td>
</tr>
<tr>
<td>AA</td>
<td>86</td>
</tr>
<tr>
<td>A</td>
<td>359</td>
</tr>
<tr>
<td>BBB</td>
<td>479</td>
</tr>
<tr>
<td>BB and below&lt;sup&gt;(1)&lt;/sup&gt;</td>
<td>56</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1,000</strong></td>
</tr>
</tbody>
</table>

**Structured Security Portfolio**

**Notes:**
- As of 31 May 2017
- <sup>(1)</sup> Including not rated bonds

**Structured Securities by Rating**

- **Total $1.0b**
- **Average Rating BBB+**
  - AAA: 2%
  - AA: 9%
  - A: 36%
  - BBB: 48%
  - BB and below<sup>(1)</sup>: 5%

---

*THE REAL LIFE COMPANY*

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68
Impairment Experience During Global Financial Crisis

AIA Impairments on Invested Assets ($m)

<table>
<thead>
<tr>
<th></th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Co. A</td>
<td>-</td>
<td>142</td>
<td>67</td>
<td>1</td>
<td>-</td>
</tr>
<tr>
<td>Co. B</td>
<td>5.6%</td>
<td>1.8%</td>
<td>1.5%</td>
<td>1.5%</td>
<td>0.3%</td>
</tr>
</tbody>
</table>

2008 Impairment Charges as % of Invested Assets

- Co. A: 5.6%
- Co. B: 1.8%
- Co. C: 1.5%
- Co. D: 1.5%
- Co. E: 0.3%
Clear Strategy, Advantaged Growth Platform

Distribution Mix

<table>
<thead>
<tr>
<th></th>
<th>1H2010</th>
<th>1H2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agency</td>
<td>67%</td>
<td></td>
</tr>
<tr>
<td>Partnerships</td>
<td>33%</td>
<td></td>
</tr>
</tbody>
</table>

Product Mix

<table>
<thead>
<tr>
<th></th>
<th>1H2010</th>
<th>1H2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Participating</td>
<td>44%</td>
<td></td>
</tr>
<tr>
<td>Traditional Protection</td>
<td>44%</td>
<td></td>
</tr>
<tr>
<td>Unit-linked</td>
<td>7%</td>
<td>5%</td>
</tr>
<tr>
<td>Others</td>
<td>6%</td>
<td></td>
</tr>
</tbody>
</table>

Geographical Mix

<table>
<thead>
<tr>
<th></th>
<th>1H2010</th>
<th>1H2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hong Kong</td>
<td>45%</td>
<td></td>
</tr>
<tr>
<td>China</td>
<td></td>
<td>23%</td>
</tr>
<tr>
<td>Other Markets</td>
<td>10%</td>
<td></td>
</tr>
<tr>
<td>Thailand</td>
<td>9%</td>
<td></td>
</tr>
<tr>
<td>Singapore</td>
<td>7%</td>
<td></td>
</tr>
<tr>
<td>Malaysia</td>
<td>6%</td>
<td></td>
</tr>
<tr>
<td>Other Markets</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note:
Distribution mix is based on local statutory reserving and capital requirements, before the deduction of unallocated Group Office expenses and excluding pension business;
Product and geographical mix are based on local statutory reserving and capital requirements, before the deduction of unallocated Group Office expenses.
## Risk Discount Rate and Risk Premium

<table>
<thead>
<tr>
<th>Country</th>
<th>As at 30 November 2010</th>
<th>As at 31 May 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia</td>
<td>8.75</td>
<td>5.65</td>
</tr>
<tr>
<td>China</td>
<td>10.00</td>
<td>3.74</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>8.00</td>
<td>3.53</td>
</tr>
<tr>
<td>Indonesia</td>
<td>15.00</td>
<td>7.90</td>
</tr>
<tr>
<td>Korea</td>
<td>10.50</td>
<td>4.82</td>
</tr>
<tr>
<td>Malaysia</td>
<td>9.00</td>
<td>4.45</td>
</tr>
<tr>
<td>Philippines</td>
<td>13.00</td>
<td>6.00</td>
</tr>
<tr>
<td>Singapore</td>
<td>7.75</td>
<td>2.93</td>
</tr>
<tr>
<td>Sri Lanka(1)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Taiwan</td>
<td>8.00</td>
<td>1.73</td>
</tr>
<tr>
<td>Thailand</td>
<td>9.50</td>
<td>3.87</td>
</tr>
<tr>
<td>Vietnam</td>
<td>16.00</td>
<td>10.20</td>
</tr>
<tr>
<td>Weighted Average(2)</td>
<td>8.95</td>
<td>3.85</td>
</tr>
</tbody>
</table>

**Notes:**

(1) Sri Lanka is included since the acquisition completion date of 5 December 2012
(2) Weighted average by VIF contribution
### Sensitivity Analysis – Allocated Equity

#### Interest Rates ($m)

<table>
<thead>
<tr>
<th>50 basis points decrease in interest rates</th>
<th>32,196</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.5% increase in interest rates</td>
<td>(0.5)%</td>
</tr>
</tbody>
</table>

#### Equities ($m)

<table>
<thead>
<tr>
<th>10% fall in equity prices</th>
<th>32,196</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.5% decrease in equity prices</td>
<td>(3.6)%</td>
</tr>
</tbody>
</table>

#### 1H2017 Allocated Equity

<table>
<thead>
<tr>
<th>1H2017 Allocated Equity</th>
<th>1,143</th>
</tr>
</thead>
<tbody>
<tr>
<td>10% rise in equity prices</td>
<td>1,143</td>
</tr>
<tr>
<td>50 basis points increase in interest rates</td>
<td>166</td>
</tr>
<tr>
<td>0.5% decrease in interest rates</td>
<td>(155)</td>
</tr>
<tr>
<td>(3.6)% decrease in equity prices</td>
<td>(1,143)</td>
</tr>
</tbody>
</table>
Sensitivity Analysis – EV

Sensitivity of EV as at 31 May 2017

- Equity prices +10%: 1.6%
- Equity prices -10%: (1.6)%
- Interest rates +50 bps: (1.1)%
- Interest rates -50 bps: 0.4%
- Presentation currency 5% appreciation: (2.8)%
- Presentation currency 5% depreciation: 2.8%
- Lapse/discontinuance rates +10%: (1.6)%
- Lapse/discontinuance rates -10%: 1.8%
- Mortality/morbidity rates +10%: (7.6)%
- Mortality/morbidity rates -10%: 7.6%
- Maintenance expenses -10%: 1.2%
- Expense inflation set to 0%: 1.2%
Sensitivity Analysis – VONB

Sensitivity of VONB as at 31 May 2017

- Interest rates +50 bps: 5.5%
- Interest rates -50 bps: (8.4)%
- Presentation currency 5% appreciation: (2.9)%
- Presentation currency 5% depreciation: 2.9%
- Lapse rates +10%: (5.1)%
- Lapse rates -10%: 5.4%
- Mortality/morbidity rates +10%: (9.1)%
- Mortality/morbidity rates -10%: 8.8%
- Maintenance expenses -10%: 2.3%
- Expense inflation set to 0%: 1.5%
Currency Sensitivity

<table>
<thead>
<tr>
<th></th>
<th>EV ($m)</th>
<th>VONB ($m)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>5% fall in local market currencies vs US dollar</strong></td>
<td>2.8%</td>
<td>(2.9%)</td>
</tr>
<tr>
<td><strong>5% rise in local market currencies vs US dollar</strong></td>
<td>-2.8%</td>
<td>(2.9%)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>1H2017 EV</th>
<th>1H2017 VONB</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EV ($m)</strong></td>
<td>46,273</td>
<td>1,753</td>
</tr>
<tr>
<td><strong>VONB ($m)</strong></td>
<td>(1,288)</td>
<td>(51)</td>
</tr>
</tbody>
</table>

Note: The currency sensitivities shown assume a constant Hong Kong dollar to US dollar exchange rate.