



**AIA Group Limited**

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## Media Release

### **AIA Welcomes Nippon Life as a Strategic Shareholder**

**HONG KONG, 21 March 2012** – AIA Group Limited (“AIA”) is pleased to announce the signing of a Memorandum of Understanding (“MOU”) today with Nippon Life Insurance Company (“Nippon Life”).

The objective of the MOU is to strengthen the existing relationship between Nippon Life and AIA by establishing a structured and mutually beneficial basis for the exchange of industry best practices on product and distribution matters. This will include an exchange programme of personnel for training and development.

Nippon Life has made an investment to acquire 1.0 per cent of the existing ordinary share capital of AIA worth approximately US\$430 million as at close of 20 March 2012. This investment will enable Nippon Life to participate in the significant growth opportunities available to AIA across its Asia-Pacific ex-Japan life insurance markets, primarily through its market leading proprietary agency distribution channel.

Commenting on the memorandum, Mark Tucker, AIA’s Group Chief Executive and President, said: “We welcome Nippon Life as a shareholder in AIA and look forward to many years of association. We are delighted to have a structured, ongoing working relationship with a company with such strong corporate values and commitment to the service it provides to its customers as Nippon Life.”

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**About AIA**

AIA Group Limited and its subsidiaries (collectively “AIA” or “the Group”) comprise the largest independent publicly listed pan-Asian life insurance group in the world. It has wholly-owned main operating subsidiaries or branches in 14 markets in Asia Pacific – Hong Kong, Thailand, Singapore, Malaysia, China, Korea, the Philippines, Australia, Indonesia, Taiwan, Vietnam, New Zealand, Macau and Brunei and a 26 per cent joint venture shareholding in India.

The business that is now AIA was first established in Shanghai over 90 years ago. It is a market leader in the Asia Pacific region (ex-Japan) based on life insurance premiums and holds leading positions across the majority of its markets. It had total assets of US\$114,461 million as of 30 November 2011.

AIA meets the savings and protection needs of individuals by offering a range of products and services including retirement planning, life insurance and accident and health insurance. The Group also provides employee benefits, credit life and pension services to corporate clients. Through an extensive network of agents and employees across Asia Pacific, AIA serves the holders of more than 24 million individual policies and over 10 million participating members of group insurance schemes.

AIA Group Limited is listed on the Main Board of The Stock Exchange of Hong Kong Limited under the stock code “1299” with American Depositary Receipts (Level 1) traded on the over-the-counter market (ticker symbol: “AAGIY”).

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