



**AIA Group Limited**

35/F AIA Central  
1 Connaught Road Central  
Hong Kong  
T: (852) 2832 1800  
F: (852) 2572 4695

AIA.COM

## Media Release

### **AIA DELIVERS RECORD FIRST-HALF NEW BUSINESS PERFORMANCE**

**HONG KONG, 27 July 2012** – AIA Group Limited (stock code: 1299), the leading pan-Asian life insurance group, is pleased to announce a record new business performance for the six months ended 31 May 2012.

**AIA continued to deliver strong growth in value of new business (VONB), our key performance measure:**

- VONB grew by 28 per cent to US\$512 million compared with the first half of 2011.
- VONB margin expanded substantially to 42.6 per cent, a 6.6 percentage points improvement.
- Annualised new premium (ANP) increased by 9 per cent to US\$1,187 million.

**AIA's sustained focus on value creation resulted in:**

- Embedded value (EV) of US\$28,840 million, increasing by US\$1,601 million over the first half from US\$27,239 million as at 30 November 2011.

**AIA posted robust operating profit and maintained a strong capital position:**

- Operating profit after tax (OPAT) rose 12 per cent to US\$1,080 million.
- Solvency ratio of 456 per cent as at 31 May 2012, on the Hong Kong Insurance Companies Ordinance (HKICO) basis and following the subsidiarisation of our branch operation in Singapore.

**AIA remains committed to a prudent and progressive dividend policy:**

- An interim dividend of 12.33 Hong Kong cents per share, an increase of 12 per cent.
- If trading conditions continue in line with present expectations, the 2012 interim dividend will represent approximately one-third of the 2012 full-year dividend. Any final dividend remains subject to Board recommendation and shareholder approval at the Annual General Meeting.

**Commenting on the results, Mark Tucker, AIA's Group Chief Executive and President, said:**

“AIA has delivered another excellent set of results with a record first-half value of new business, our key performance measure, and a healthy increase in our margin. The continuing momentum and strong growth are a testament to the effective execution of the clear strategic objectives we have put in place since our listing. We will continue to focus on delivering quality new business growth through our Premier Agency sales force and profitable partnerships.

“We are pleased to declare an interim dividend of 12.33 Hong Kong cents per share, which is in line with our prudent and progressive dividend policy.

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“We are proud of having successfully operated in the region for over ninety years and we continue to be excited and optimistic about the opportunities presented by the continued dynamic economic growth and strong underlying demand for long-term savings, accident and health and other protection products in Asia.

“Our unique combination of extensive brand reach, powerful agency distribution franchise, broad product range and balance sheet strength means we remain in an excellent position to capture these growth opportunities and to generate sustainable value for our shareholders.”

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#### **Contacts**

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<b>News Media</b>		<b>Investment Community</b>	
Stephen Thomas	+852 2832 6178	Paul Lloyd	+852 2832 6160
Sonia Tsang	+852 2832 1868	Angela Chang	+852 2832 5480
Emerald Ng	+852 2832 4720	Feon Lee	+852 2832 4704

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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\$119,494 million as of 31 May 2012.

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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**APPENDIX**

**FINANCIAL HIGHLIGHTS**

**Key Performance Metrics**

<b>US\$ millions, unless otherwise stated</b>	<b>Six months ended 31 May 2012</b>	<b>Six months ended 31 May 2011</b>	<b>YoY</b>
<b>New Business Value</b>			
Value of new business (VONB)	512	399	28%
VONB margin	42.6%	36.0%	6.6 pps
Annualised new premium (ANP)	1,187	1,094	9%
<b>Embedded Value<sup>(1)</sup></b>	<b>28,840</b>	<b>27,239</b>	<b>6%</b>
<b>IFRS</b>			
Operating profit after tax (OPAT) <sup>(2)</sup>	1,080	967	12%
Dividend per Share (HK cents)	12.33	11.00	12%

(1) Comparative for balance sheet item is shown at 30 November 2011

(2) Attributable to shareholders of AIA Group Limited

**Value of New Business (VONB) By Market**

<b>US\$ millions, unless otherwise stated</b>	<b>Six months ended 31 May 2012</b>	<b>Six months ended 31 May 2011</b>	<b>YoY</b>
Hong Kong	140	121	16%
Thailand <sup>(1)</sup>	131	101	30%
Singapore	99	78	27%
Malaysia	31	22	41%
China	60	44	36%
Korea	33	42	(21)%
Other Markets	66	44	50%
<b>Subtotal</b>	<b>560</b>	<b>452</b>	<b>24%</b>
Adjustment to reflect additional Hong Kong reserving and capital requirements	(16)	(24)	n/m
After-tax value of unallocated Group Office expenses	(32)	(29)	n/m
<b>Total</b>	<b>512</b>	<b>399</b>	<b>28%</b>

(1) VONB of Thailand for 2012 was calculated using the regulatory Risk-Based Capital basis. VONB for 2011 was calculated using the statutory reserving and solvency basis applicable prior to the implementation of the Risk-Based Capital requirements. The difference arising from the change in methodologies was not material.

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#### **Notes:**

- (1) The results of our joint venture in India are accounted for using the equity method. For clarity, ANP and VONB exclude any contribution from India.
- (2) ANP represents 100 per cent of annualised first year premiums and 10 per cent of single premiums, before reinsurance ceded.
- (3) ANP and VONB margin exclude corporate pension business.
- (4) VONB includes corporate pension business.
- (5) All figures are presented in actual reported currency (US dollar) unless otherwise stated.
- (6) Change is shown on a year-on-year basis unless otherwise stated.
- (7) 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, the Philippines, Indonesia, Vietnam, Taiwan and New Zealand.
- (8) The amounts of VONB attributable to non-controlling interests in the first half of 2012 and the first half of 2011 were US\$5 million and US\$2 million respectively.
- (9) IFRS operating profit after tax is shown after non-controlling interests unless otherwise stated.

*This document contains forward-looking statements relating to AIA Group Limited that are based on the beliefs of our management as well as assumptions made by and information currently available to our management. These forward-looking statements are, by their nature, subject to significant risks. When used in this document, the words "will", "plan", "should" and similar expressions are intended to identify forward-looking statements. You are strongly cautioned that reliance on any forward-looking statements involves known and unknown risks and uncertainties. Actual results and events may differ materially from information contained in the forward-looking statements.*