

## AIA Australia's Unique Selling Points

- Client Development Manager (CDM) Model provides specialised advice for companies and intermediaries operating in Australia
- · Industry leading operational support
- Integrated rehabilitation and claims management helping customers return to wellbeing and work
- AIA Vitality, incentivised wellbeing for MNC clients

AIA Australia is one of Australia's largest life insurers by annual premium<sup>1</sup>, protecting the financial health and wellbeing of more than three million individuals. Our group life insurance premiums as at December 2024 were \$1.8 billion, this represents 26.1% of the Australian group market in-force premiums.<sup>1</sup>

Our reputation is built on deep experience, market knowledge, professionalism and integrity. We take pride in being a thought leader in the Australian market, ensuring that our customers are provided with the best possible products, technologies and innovative solutions to meet their specific needs. We provide life and disability insurance solutions to the Australian corporate market. We pride ourselves on our rehabilitation and return to work approach and offer access to one of the largest and most experienced rehabilitation teams in the industry. Our rehabilitation model focuses on ability rather than disability, and the health benefits of good work. In 2024, there were ~8,500 referrals to the rehabilitation (rehab) team to support customers' wellbeing. Through these comprehensive rehab programs, we assisted ~500 customers to return to work and life.

# **AIA Australia Corporate Solutions Product Suite**

	Benefits	Туре		
Product		Core	Voluntary	Typical Benefits
	Group Life (GTL)	~	<b>✓</b>	Unlimited <sup>2</sup>
	Total Permanent Disability (TPD)	<b>~</b>	<b>✓</b>	Up to \$5m²
1.4	Accidental Death & Dismemberment (AD&D)	_	_	N/A
Life	Group Critical Illness (GCI)	_	_	N/A
	Short Term Disability (STD)	<b>~</b>	_	75% of pre-disability income
	Long term Disability (LTD)	<b>~</b>	_	75% of pre-disability income
	AIA Vitality for eligible clients <sup>3</sup>	<b>~</b>	_	-
Wellness	AIA Embrace (support services inc. RTW, Cancer Coach, Pain Coach, Mind Coach)	<b>~</b>	_	-

Note: Core – mandatory benefits paid for by employer; Voluntary – optional benefits paid for by employee

- 1 Source: NMG Risk Distribution Monitor. Q4: October December 2024 Group Channel March 2025
- 2 Subject to financial assessment above employer's Automatic Acceptance Limit.
- 3 Subject to AIAA approval.

aia.com.au

## **Social Security Benefits**

#### **Contributions**

Type of Program	Employer	Employee	Typical Benefits
Age Pension	_	_	Government funded
Unemployment Benefits	_	_	Government funded
Maternity/Parental Benefits	_	_	Government funded
Disability support pension	_	_	Government funded

### **Taxation**

#### Taxation rates 2024-2025 - Australian Residents

Taxable Income	Tax on Income	
0-\$18,200	Nil	
\$18,201-\$45,000	16c for each \$1 over \$18,200	
\$45,001-\$135,000	\$4,288 plus 30c for each \$1 over \$45,000	
\$135,001 – \$190,000	\$31,288 plus 37c for each \$1 over \$135,000	
\$190,001 and over	\$51,638 plus 45c for each \$1 over \$190,000	

#### Taxation rates 2024-2025 - Foreign Residents

Taxable Income	Tax on Income		
0 - \$135,000	30c for each \$1		
\$135,001 - \$190,000	\$40,500 plus 37c for each \$1 over \$135,000		
\$190,001 and over	\$60,850 plus 45c for each \$1 over \$190,000		

Source: ATO, April 2025. Note: Does not include the Medicare levy

## **Basic facts about Australia**

Population	27.3 million	GDP per Capita (PPP)	AUD \$109 thousand
Currency	\$AUD	Inflation rate (CPI)	2.4%
Exchange Rate	USD \$1 = AUD\$1.59	Foreign Reserve (IIP)	AUD \$653 billion
GDP	AUD \$3 trillion	Unemployment Rate	4.1%

Source: ABS, September 2024

George Stavliotis

Australia representative

1 Market Street, Sydney NSW 2000 george.stavliotis@aia.com

