

AIA China's Unique Selling Points

• One-stop Insurance Provider

- Comprehensive Employee Benefit Solutions of Local EB and High-end Medical
- Rapid Respond to Client's Customization Demands
- Claim risk control mechanism + big data analysis empowering risk management & control

• To HR: Efficient Service to Solve Worries

- Structure of Front-Middle-Back Office
- Professional and Efficient Butler Service
 - O Tailor Made Member Briefing
 - o Industry-Leading Service Turnaround
 - o Professional Customer Service Team
 - o Exclusive and Excellent Hotline Service
- HR e-Platform to ease daily issues

• To Member: Live healthier, longer, better lives

- Bilingual WeChat and APP Platform to provide easy, convenient and excellent customer experience
- High-end medical Medical Resource under Control

• To Enterprise: WorkWell, to build healthy workplace

- Live Well
 - Disease prevention
 - o Online consultation
 - $\circ \ \text{Hospital visiting assistance}$
- Think Well
- Plan Well
- Feel Well

AIA Life Insurance Co., Ltd. (hereinafter referred to as "AIA life") is a wholly-owned life insurance subsidiary of AIA insurance Co., Ltd. (hereinafter referred to as "AIA"). And It operates AIA's life insurance business in mainland China including Beijing、Shanghai、Guangdong、Jiangsu、Shenzhen、Tianjin、Hebei、Sichuan、Hubei、Henan、Shandong、Anhui、Chongqing、Zhejiang and expanding more other provinces.

AIA Life has professional insurance team and it provides customers with a full line of life insurance, health insurance, accident insurance and other life insurance business through diversified sales channels.

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AIA China Corporate Solutions Product Suite

| | | Ty | уре | |
|------------------------|---|------|-----------|--------------------------------|
| Product | Benefits | Core | Voluntary | Typical Benefits |
| Life | Group Term Life (GTL) | ~ | ~ | 2-4 Annual salary/coverage |
| | Group Accidental Death & Dismemberment (ADD) | ~ | ~ | 2-4 Annual salary/coverage |
| | Group Public Carrier Accidental (PCA) | ~ | ~ | 2-4 Annual salary/coverage |
| | Group Critical Illness (GCI) | ~ | ~ | from RMB 50,000 to RMB 500,000 |
| | Out-patient (OP) | ~ | ~ | RMB 5,000 including Dental |
| Medical | Hospital & Surgical (H&S) | ~ | ~ | RMB 10,000 |
| | Maternity | ~ | _ | RMB 8,000 |
| | Hospitalised Cash | ~ | _ | RMB 100 / day |
| | High-end Medical | ~ | _ | RMB 8,000,000 |
| Dependents | Spouse Benefits | ~ | ~ | Life + Medical |
| | Child Benefits | ~ | ✓ | Life + Medical |
| Voluntary Solutions | Portable Top-up Major Medical and High-end Medical | - | ~ | - |

Note:

Core = Benefits paid by employer Voluntary = Benefits paid by employee

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AIA WorkWell Programme

WorkWell with AIA China, fully covering 4 dimensions of wellbeing, which manages employees' health from a holistic perspective and comprehensively covers the four major health dimensions of physical, psychological, financial and social: helping employees enjoy a healthy life (Live Well), establishing a positive attitude (Think Well), completing a proper plan (Plan Well), and achieving spiritual pleasure (Feel Well).

| Product | Local Capability/Program/Asset | Availability |
|------------|--|--------------|
| | AIA Wellness App | ✓ |
| | Chiropractic therapy | ✓ |
| | Telephone doctor | ✓ |
| | Text counselling | ✓ |
| | Visual consultation | ✓ |
| | Chronic Disease Management | ~ |
| Live Well | Medical Escort Service | ✓ |
| LIVE VVCII | Green Channel | ✓ |
| | Second Medical Opinion | ✓ |
| | Appointment Assistance | ✓ |
| | Pharmacy Delivery for Chronic Diseases | ✓ |
| | Hospitalization Care | ~ |
| | Case Management | ✓ |
| | Mental Health Workshops | ~ |
| Think Well | Professional mental health assessment | ✓ |
| mink weii | EAP hotline | ✓ |
| | Psychological emergency intervention | ✓ |
| Plan Well | Financial Evaluation | ✓ |
| Plan Well | Financial Management | ✓ |
| | Social Welfare | ✓ |
| Feel Well | Library Donations | ~ |

T&C: subject to selected customer and some come with cost

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Social Security Benefits¹

| | Contrib | outions ³ | |
|-----------------------|-----------|----------------------|---|
| Type of Program | Employer | Employee | Typical Benefits |
| Retirement Benefits | 16~20% | 8% | Defined Contribution plan (Central providents fund or CPF) |
| Unemployment Benefits | 1.5%~2% | 1% | 80% of social minimum salary limit, up to 24 months |
| Maternity Benefits | 0.5%~1% | N/A | Benefit of up to last 6.5 months salary ² |
| Occupation Benefits | 0.2%~1.9% | N/A | Labour Contract Law |
| Medical Benefits | 8%~10% | 2% | Outpatient, hospitalisation and surgical claims at government owned facilities, subject to limits |
| Housing Pension Fund | >5% | >5% | Funding for employee's buying/ decoration of house. The balance available at retirement age will be paid as pension by lump sum payment |

Taxation

| Taxation questions | To the Employer | To the Employee |
|--|-----------------|-----------------|
| Insurance Premiums | | |
| Are premiums paid by an employer tax deductible? | Yes | |
| Are premiums paid by an employee tax deductible? | | No |
| Are premiums paid by an employer assessable as income? | | Yes |

Basic facts about China

| Population | 1.41 billion |
|---------------|---------------------------------|
| Currency | RMB |
| Exchange Rate | 1 USD = 7.1688 RMB ¹ |
| GDP | US \$19 trillion |

| GDP per Capita (PPP) | US \$13,455 |
|-----------------------|--------------------|
| Inflation rate (CPI) | 7%-9% |
| Foreign Reserve (IIP) | US \$3.23 trillion |
| Unemployment Rate | 5.1% |

Remarks:

Social Security Benefits:

- 1. Employee Benefits Related
- 2. As per the province's average salary $% \left\{ 1,2,...,n\right\}$
- ${\bf 3.}$ Benefit levels and contributions vary by city

Basic facts about China

- 1.Exchange rate as of March 17th 2025
- 2. Source from China Local Official Website, only for reference

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