

HELPING PEOPLE TO LIVE HEALTHIER, LONGER, BETTER LIVES.

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AIA Group Corporate Solutions

aia.com

RegionalSolutions@aia.com

AIA REGIONAL SOLUTIONS



EMPOWERING WORKFORCE WELLBEING ACROSS ASIA-PACIFIC

Leaders in providing employee benefits
across Asia-Pacific

AIA Group Corporate Solutions

aia.com



**HEALTHIER, LONGER,
BETTER LIVES**

In today's business environment, multinational corporations operate in multiple markets with each country having its own regulatory environment, customs, languages and currency. These factors impact employee benefits programmes and present challenges to Human Resources and people development strategies.

Developing efficient and cost-effective employee benefits programmes for multinational corporations can be challenging and time-consuming. It requires finding alignment between corporate philosophy, local business needs, market practice and cultural values. To be effective in the global economy, it is crucial for multinational corporations to achieve the right mix of employee benefits to attract and retain key talent.

**THE LARGEST FOOTPRINT IN
APAC DELIVERING BEST IN CLASS
EMPLOYEE BENEFITS SOLUTIONS
AND ACCESS TO DEDICATED
EXPERTS AT BOTH REGIONAL
AND LOCAL LEVEL**

AIA Regional Solutions

Providing organisations with solutions, insights and support they need to make sure their employees are looked after throughout their lives.



ABOUT AIA

AIA Group Limited and its subsidiaries (collectively “AIA” or the “Group”) comprise the largest independent publicly listed Asia-Pacific life insurance group.

It has a presence in 18 markets in Asia-Pacific; wholly-owned branches and subsidiaries in Hong Kong, Thailand, Singapore, Malaysia, China, Korea, the Philippines, Australia, Indonesia, Taiwan, Vietnam, New Zealand, Macau, Brunei, Cambodia, a 97 per cent subsidiary in Sri Lanka, a 49 per cent joint venture in India and a representative office in Myanmar.

The business that is now AIA was first established in Shanghai almost a century 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\$216 billion as of 30 November 2017.

AIA meets the long-term savings and protection needs of individuals by offering a range of products and services including life insurance, accident and health insurance and savings plans.

The Group also provides employee benefits, credit life and pension services to corporate clients.

Through an extensive network of agents, partners and employees across Asia-Pacific, AIA serves the holders of more than 30 million individual policies and over 16 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”).

AIA FOCUS

100 YEAR HISTORY IN ASIA

16 MILLION GROUP SCHEME MEMBERS

30 MILLION INDIVIDUAL POLICIES

ADDED TO THE FTSE4GOOD INDEX

\$22 BILLION DOLLARS INVESTED ACROSS ASIA

From property, electricity to transportation.

FOR MORE INFORMATION VISIT: WWW.AIA.COM/EN/ABOUT-AIA



AN
UNPARALLELED
NETWORK OF
SUPPORT –
AIA REGIONAL
SOLUTIONS
FOR ENHANCED
RISK CONTROL,
GOVERNANCE
AND VALUE
ADDED SERVICES



AIA Regional Solutions is managed by the AIA Group. The Group’s rich Asian heritage and keen contemporary insights have enabled us to maintain leading positions across Asia-Pacific and secure our vision as the world’s pre-eminent life insurance provider.

We leverage our extensive reach to deliver consistent service standards, reliable management and accountability. For corporations seeking a single, convenient way to manage their employee benefits programmes, our dedicated team of specialists provide tailored support and solutions that meet both local needs and regional requirements.

**REGIONAL AND
LOCAL REACH**

to provide strategic partnership, service and expertise.

**CONSULTATIVE
APPROACH**

that allows us to be more bespoke, more flexible, more insightful.

**MEANINGFUL
ENGAGEMENT**

with our clients and partners for better health and outcomes.

**INTELLIGENT
INSIGHTS**

that help our clients maximise their return on value.

**VALUE-DRIVEN
APPROACH**

that enables us to use our economies of scale to negotiate better deals for all our clients.



WHY CHOOSE AIA REGIONAL SOLUTIONS?



Unparalleled regional platform

- Full control on service, price and underwriting through wholly-owned* entities across Asia-Pacific
- One IT platform delivering transparency, accuracy, and consistency of data reporting
- Leading insurance provider in key markets in Asia-Pacific to meet the needs of Head and Regional Offices



Unique Asia focus

- Best-in-class on benchmarking benefit designs and trends, as well as medical cost containment solutions
- Flexible and tailor made solutions for fast growing entities
- In-depth knowledge of the legal and regulatory environment across multiple jurisdictions in Asia

*AIA has a 97 per cent subsidiary in Sri Lanka and a 49% joint venture in India. Also, the benefits coverage in Japan will be provided by Nippon Life Insurance Company, a company in which AIA does not have a controlling interest.



A dedicated team

- Strong technical and marketing skills maintained through continuous training and development
- Customer centric and cognisant of clients' needs
- Accountable for delivering high quality and timely service solutions



AIA Vitality

- Strategic partnerships for leading employers seeking innovative solutions and best practices to optimise employee health & wellness
- Access to complementary and value adding Voluntary Solutions




**DETERMINED TO MAKE A DIFFERENCE,
WE PARTNER WITH OUR CLIENTS
AND THEIR EMPLOYEES, EVERY STEP
OF THE WAY, FOR THE LONG TERM.
WITH A CENTURY OF EXPERIENCE,
WE ARE COMMITTED TO CREATING
VALUE FOR OUR CLIENTS**

EXPERTS IN ASIA-PACIFIC WELLBEING

With access to dedicated AIA experts at both regional and local level, we ensure that our clients can provide their employees with the right level of coverage and support to meet their protection and financial needs.



 **AIA MEDICAL NETWORKS IN KEY MARKETS**

 CHINA More than 500 hospitals and clinics	 HONG KONG Access to a comprehensive hospital network and over 1000 doctors	 INDONESIA More than 950 hospitals and clinics
 MALAYSIA Over 100 hospitals and 1700 clinics	 SINGAPORE Access to a comprehensive hospital network and more than 500 doctors	 THAILAND More than 300 hospitals and clinics

AIA Regional Solutions Offerings

As the only wholly owned network in the region, we're in full control of helping our clients shape and maintain the protection of their workforce.

MARKET	LIFE	ACCIDENT	CRITICAL ILLNESS	LONG TERM DISABILITY	MEDICAL	PENSION ²	CORPORATE VITALITY	VOLUNTARY SOLUTIONS
Australia	•	•	•	•			•	
Brunei	•	•	•		•			•
China	•	•	•		•			•
Hong Kong	•	•	•	•	•	•	•	•
India	•	•				•		•
Indonesia	•	•	•		•	•		•
Japan ¹	•	•						
Korea	•	•	•		•			
Macau	•	•	•	•	•	•		•
Malaysia	•	•	•		•	•	•	•
New Zealand	•	•	•	•				•
Philippines	•	•	•		•		•	•
Singapore	•	•	•	•	•		•	•
Sri Lanka	•	•	•					
Taiwan	•	•	•		•			•
Thailand	•	•	•		•	•	•	•
Vietnam	•	•			•	•		•

Remarks:

- 1. The benefits coverage in Japan will be provided by Nippon Life Insurance Company
- 2. Pension products are available on a standalone basis
- 3. Accidental/Sick Hospitalisation Rider, Surgical Operation Rider and Nursing & Care Rider are available in AIA Korea

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