HELPING PEOPLE TO LIVE HEALTHIER, LONGER, BETTER LIVES.

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AIA Group Corporate Solutions



EMPOWERING WORKFORCE WELLBEING ACROSS ASIA-PACIFIC

Leaders in providing employee benefits across Asia-Pacific

AIA Group Corporate Solutions

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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**



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

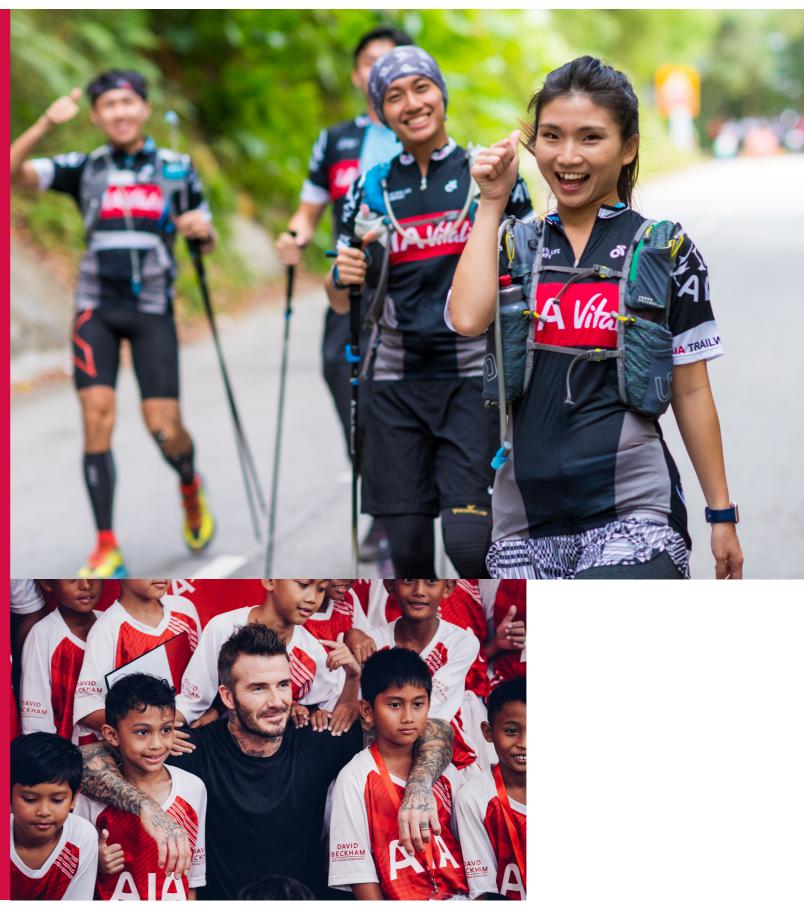
30 MILLION INDIVIDUAL POLICIES

ADDED TO THE FTSE4G00D INDEX

\$22 BILLION DOLLARS INVESTED ACROSS ASIA

From property, electricity to transportation.

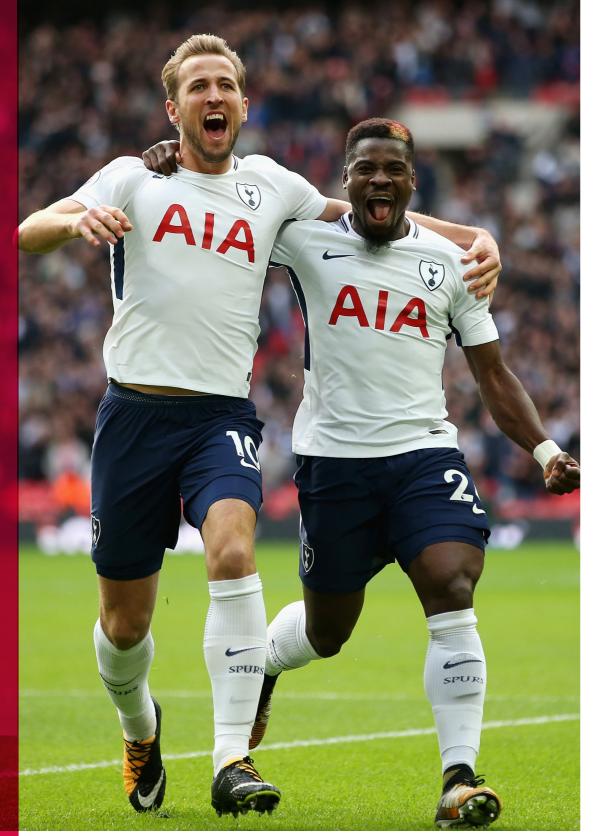
FOR MORE INFORMATION VISIT: WWW.AIA.COM/EN/ABOUT-AIA





HEALTHIER, LONGER, Better Lives

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.

INTELLIGENT INSIGHTS

that help our clients maximise their return on value. VAL APP that er our ec



CONSULTATIVE APPROACH

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

VALUE-DRIVEN APPROACH

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

with our clients and partners for better health and outcomes.

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 iurisdictions in Asia



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

*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.



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

Over 100 hospitals and 1700 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	٠	٠	٠	٠			٠	
Brunei	٠	٠	٠		٠			٠
China	٠	٠	٠		٠			٠
Hong Kong	٠	٠	٠	٠	٠	٠	٠	٠
India	٠	٠				٠		•
Indonesia	٠	٠	•		•	•		•
Japan ¹	٠	٠						
Korea	٠	٠	٠		٠			
Macau	٠	٠	٠	•	٠	•		•
Malaysia	٠	٠	٠		•	٠	•	•
New Zealand	٠	٠	•	•				•
Philippines	٠	٠	٠		٠		٠	•
Singapore	•	•	٠	٠	•		•	•
Sri Lanka	•	•	٠					
Taiwan	٠	٠	٠		•			٠
Thailand	•	•	٠		•	•	•	•
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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HONG KONG

Access to a comprehensive hospital network and over 1000 doctors

Access to a comprehensive hospital network and more than 500 doctors

INDONESIA

More than 950 hospitals and clinics

THAILAND

More than 300 hospitals and clinics