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## Media Release

### **AIA Announces Senior Management Changes Bill Lisle to Lead the Integration of AIA and ING Malaysia Khor Hock Seng Appointed CEO of Group Corporate Solutions**

**HONG KONG, 27 November 2012** – AIA Group Limited (“AIA” or “the Group”), the leading pan-Asian life insurance group, is pleased to announce two important new appointments as part of its on-going commitment to deliver outstanding business results and additional value for its shareholders and customers.

Mr. Bill Lisle, presently AIA’s Group Chief Distribution Officer, will lead the integration of AIA and ING in Malaysia, reporting to Mr. Ng Keng Hooi, Regional Chief Executive. Mr. Khor Hock Seng, who currently is the Chief Executive Officer of AIA Malaysia, will be appointed Chief Executive Officer, AIA Group Corporate Solutions, based in Hong Kong, and will report to Mr. Gordon Watson, Regional Chief Executive. Both appointments will take effect from 1 December 2012.

“AIA’s recent agreement to acquire ING Malaysia, which remains subject to regulatory approval, will move AIA to the leading position in that market. Bill’s experience in executing organisational transformation, his deep understanding of the Malaysian market and track record for success in generating profitable growth through both agency and partnership distribution all make him the right person to lead the integration in Malaysia, and take the business to a new level of high quality growth in one of South East Asia’s most attractive markets,” Mr. Ng Keng Hooi, AIA Regional Chief Executive, said.

Mr. Lisle has 25 years of insurance sector experience, during which he has held a range of senior positions, including Managing Director, South Asia for Aviva and CEO of Prudential Malaysia. Since joining AIA in January 2011, he has played a key role in developing and driving the Group’s Premier Agency and partnership distribution strategies, working closely with the Regional Chief Executives and the Country Chief Executive Officers and their teams. Mr. Lisle will continue to head the Group Distribution function for Agency, and will remain a member of the Group Executive Committee in that capacity.

As CEO of Group Corporate Solutions, Mr. Khor will lead the development of AIA’s Corporate Solutions business across the region including Employee Benefits and Corporate Pensions. In this role, he will place a special focus on the expansion of AIA’s SME sector presence through Premier Agency, while also working with brokers and bancassurance partners continuing to differentiate on superior service in all three channels.

Mr. Gordon Watson said, “The opportunities in the employee benefits space in Asia are vast and Hock Seng is uniquely qualified to lead this major business line for us. Hock Seng has 30 years of industry experience and has excelled in past roles relating to the employee benefits sector. As Chief Executive Officer of AIA Malaysia for the last six years he has capitalised on business development opportunities to deliver strong growth for AIA Malaysia, and he is well placed to help us fulfil the tremendous potential of our Corporate Solutions business across the region.”

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“AIA has made great strides over the course of this year, and we are strongly positioned to continue to grow and deliver value to our customers and our shareholders through our unique pan Asian platform. These appointments reflect our belief that the best is still to come, through product innovation and customer and distribution management to tap into the massive and growing life insurance savings and protection opportunity the region offers us,” Mr. Mark Tucker, AIA’s Group Chief Executive Officer and President, added.

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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. 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 savings plans, 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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