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## Media Release

### **AIA and Tottenham Hotspur Football Club Announce Extension of Partnership AIA Appointed the Club's Global Principal Partner**

**HONG KONG, 25 May 2017** – AIA Group Limited (“AIA” or the “Company”; stock code: 1299), the largest independent publicly listed pan-Asian life insurance group, announced today the extension and expansion of its partnership with Tottenham Hotspur Football Club (“Spurs”).

Under the new agreement, AIA will now be recognised by the Club as a **Global Principal Partner** and the AIA brand will continue to be featured on shirts of Spurs' players in all competitions until the end of the 2021/22 season.

The expansion of the partnership will see Spurs locate two of their elite coaching staff permanently in Asia. The coaches will enable AIA to expand its community coaching programme, under which Spurs coaches work with young people to further develop their interest and participation in football. Football reinforces the importance of teamwork and healthy living, and as such, it has a positive impact that extends well beyond the playing field.

AIA will also work more closely than ever with Spurs' players, managers, coaches, and nutritionists to generate creative, relevant and unique content that will help to support our shared goals of helping people pursue more active and healthy lifestyles.

In addition, Spurs will bring its first team to Asia on a number of occasions throughout the period of the agreement.

Ng Keng Hooi, AIA's Group Chief Executive & President Designate, said, “Spurs has an enormous following in Asia, with its fans rewarded by the great progress the team has made on the pitch in recent years. I am delighted we are extending our partnership at such an exciting time in AIA's history as we continue to grow, guided by our Vision to be the pre-eminent life insurer in the world.

“Expanding our partnership with Spurs will generate more frequent and innovative opportunities for our customers, agents, employees, as well as other members of our local communities, to interact with the Spurs players, coaching and support staff on the ground in Asia. We look forward with great anticipation to our shared success on and off the field over the coming years as we continue to help our customers live longer, healthier, better lives.”

Daniel Levy, Spurs Chairman, said, "This new long-term agreement demonstrates the strength of our relationship with AIA and underlines just how much we both value this partnership. The renewed partnership comes at a significant time in the Club's history with a new world-class stadium currently under construction. We shall be proud to wear the AIA name on our shirts when we walk out on to that pitch for the first time. We look forward to continuing to work closely with AIA in the coming years as we look to further support the objectives of both organisations in the Asia-Pacific region."

Since entering their partnership, AIA and Spurs have held more than 250 separate football-related events across 15 of AIA's markets. More than 200 days have been spent by Tottenham Hotspur coaches in AIA markets across the Asia-Pacific region and thousands of customers, employees, agents and competition winners have been hosted in London at Tottenham Hotspur games.

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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 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\$185 billion as of 30 November 2016.

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”).

#### **About Tottenham Hotspur**

Founded in 1882, Tottenham Hotspur Football Club has a tradition of playing an entertaining and attacking style of football. The team finished second in the Premier League in the 2016/2017 season and has a multi-national squad of players. Tottenham Hotspur also has:

- A global following in excess of 400 million, with strong supporter bases across the UK, the USA, China, Asia and Southern Africa, including more than 150 Official Supporters Clubs worldwide
- Commercial partnerships with globally-recognised brands including AIA Group Limited (AIA) - one of the world's leading providers of insurance services and US sportswear giants Under Armour
- A state-of-the-art training centre with the ongoing construction of a new world class stadium development that will sit at the heart of a major regeneration for North London
- An award winning Foundation that has created 2.5 million opportunities to help enhance the lives of people in its local community through education, employment, health and social inclusion programmes.

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