



**HEALTHIER, LONGER,  
BETTER LIVES**

**AIA Hong Kong**

AIA Hong Kong Tower,  
734 King's Road,  
Quarry Bay, Hong Kong  
T: (852) 2881 3333

AIA.COM.HK

**Media Release**

## **AIA Hong Kong ranks No.1 in MDRT membership for 21 years in Hong Kong AIA Macau also leads the industry in Macau for five consecutive years**

**Hong Kong, 13 July 2023** – AIA Hong Kong & Macau announces the Company has once again earned the distinction of having the largest number of financial planners achieving Million Dollar Round Table (MDRT) membership\* in Hong Kong and Macau. With 2,443 AIA Hong Kong financial planners attaining MDRT qualification, it also marks the Company's 21<sup>st</sup> year leading the industry in Hong Kong. In addition, AIA Hong Kong's outstanding performance propelled the Company to the top spot in both the Top of the Table (production requirement is six times of MDRT) and Court of the Table (production requirement is three times of MDRT). Moreover, since its independent reporting commenced in 2019, AIA Macau has once again topped the Macau chart and for the fifth year running with 636 MDRT membership this year.

Mr. Alger Fung, Chief Executive Officer of AIA Hong Kong & Macau, said, "AIA Hong Kong fully commits in grooming financial planners and spares no expense in resources to keep enhancing their professionalism. Our commitment is well recognised as we have for many years topped the MDRT ranking, the most esteemed international honour in the industry. It is also a testament to our hard work and exceptional service in which I take great pride. With 'customer-centricity' at the heart of everything we do, we will keep abreast of professional knowledge and market trends to provide customers with solutions that cater to their needs in protection, wealth and health. We pledge to going beyond insurance and dedicate ourselves to helping people live Healthier, Longer, Better Lives."

Only a small number of insurance and financial services professionals are qualified for MDRT membership among 70 nations and territories around the globe. In addition to the production requirement, members must also demonstrate exceptional relevant professional knowledge and strict ethical conduct to provide customers with quality service.

AIA Hong Kong has a robust line up of activities to promote and encourage financial planners achieve MDRT membership, including the establishment of AIA Premier Academy in 2011 to cultivate elites for the insurance industry. Through a diverse range of structured training courses, AIA Premier Academy motivates and encourages financial planners to attain MDRT qualification. Moreover, AIA Hong Kong launched the AIA Premier Adviser programme last year to offer financial planners an extensive range of digital tools to help customers identify their needs and protection gaps, provide them with relevant information and advise them on appropriate solutions, thus exemplifying AIA Hong Kong's unwavering belief in being customer-centric. Continuing development is also an indispensable undertaking for Premier Advisers as it helps to further their professional standards and enhance professional image. Therefore, qualified Premier Advisers who enrol in the series of exclusive executive certificate courses developed by AIA Hong Kong and the HKU School of Professional and Continuing Education (HKU SPACE) can receive full reimbursement of tuition expenses. The training courses will enrich their professional knowledge and help Premier Advisers customise comprehensive protection solutions to address customers' needs and become their lifelong partners.

At the Group level, AIA Group Limited has secured the number one position in global MDRT rankings for a record nine years in a row.

**Note:**

\* <https://www.mdrt.org/about-MDRT/for-companies/> (as of 13 July 2023)

####

AIA Group Limited is incorporated in Hong Kong with limited liability.

"AIA Hong Kong & Macau", "AIA Hong Kong", "AIA Macau" or "the Company" herein refers to the Hong Kong Branch and/or Macau Branch of AIA International Limited (Incorporated in Bermuda with limited liability).

"Hong Kong" and "Macau" herein refer to "Hong Kong Special Administrative Region" and "Macao Special Administrative Region", respectively.

## About AIA Hong Kong & Macau

AIA Group Limited established its operations in Hong Kong in 1931. To date, AIA Hong Kong and AIA Macau have close to 18,000 financial planners<sup>1</sup>, as well as an extensive network of independent financial advisors, brokerage and bancassurance partners. We serve over 3.4 million customers<sup>2</sup>, offering them a wide selection of professional services and products ranging from individual life, group life, accident, medical and health, pension, personal lines insurance to investment-linked assurance schemes with numerous investment options. We are also dedicated to providing superb product solutions to meet the financial needs of high-net-worth customers.

<sup>1</sup> as at 31 March 2023

<sup>2</sup> Including AIA Hong Kong and AIA Macau's individual life, group insurance and pension customers (as at 31 March 2023)

## About AIA Group

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 – wholly-owned branches and subsidiaries in Mainland China, Hong Kong SAR<sup>(1)</sup>, Thailand, Singapore, Malaysia, Australia, Cambodia, Indonesia, Myanmar, New Zealand, the Philippines, South Korea, Sri Lanka, Taiwan (China), Vietnam, Brunei and Macau SAR<sup>(2)</sup>, and a 49 per cent joint venture in India. In addition, AIA has a 24.99 per cent shareholding in China Post Life Insurance Co., Ltd.

The business that is now AIA was first established in Shanghai more than a century ago in 1919. It is a market leader in Asia (ex-Japan) based on life insurance premiums and holds leading positions across the majority of its markets. It had total assets of US\$303 billion as of 31 December 2022.

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, AIA serves the holders of more than 41 million individual policies and over 17 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" for HKD counter and "81299" for RMB counter with American Depositary Receipts (Level 1) traded on the over-the-counter market under the ticker symbol "AAGIY".

(1) Hong Kong SAR refers to the Hong Kong Special Administrative Region.

(2) Macau SAR refers to the Macau Special Administrative Region.

AIA Hong Kong  
Ms. Deronie Tan  
+852 2881 4413

Bentley Communications Limited  
Mr. Kim Tsoi  
+852 3960 1913

AIA Group Limited is incorporated in Hong Kong with limited liability.

"AIA Hong Kong & Macau", "AIA Hong Kong", "AIA Macau" or "the Company" herein refers to the Hong Kong Branch and/or Macau Branch of AIA International Limited (Incorporated in Bermuda with limited liability).

"Hong Kong" and "Macau" herein refer to "Hong Kong Special Administrative Region" and "Macao Special Administrative Region", respectively.