



**HEALTHIER, LONGER,  
BETTER LIVES**

AIA Hong Kong

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## Media release

### **AIA Hong Kong & Macau tops MDRT rankings again; crowned global leader in TOT**

Hong Kong ranks first in MDRT membership for 22 years  
Achieves No.1 in Macau for six consecutive years  
Tops the chart for female MDRT membership in Hong Kong

**HONG KONG**, 10 July 2024 – AIA Hong Kong & Macau announces the Company has once again earned the top spot in the number of financial planners achieving Million Dollar Round Table (MDRT) membership in Hong Kong and Macau. This year marks the Company's 22<sup>nd</sup> year leading the insurance sector in Hong Kong with 3,863 AIA Hong Kong financial planners attaining MDRT qualification, standing head and shoulders above other industry players. Its female MDRT members also outnumbered other insurers in Hong Kong. Moreover, AIA Hong Kong led its peers again with dual No.1 rankings in Top of the Table (production requirement is six times of MDRT) and Court of the Table (production requirement is three times of MDRT), while taking the No.1 position in TOT membership globally. Furthermore, since its independent reporting commenced in 2019, AIA Macau has topped the Macau chart for six years in a row, with 569 financial planners qualified for MDRT membership this year.

Mr Alger Fung, Chief Executive Officer of AIA Hong Kong & Macau, said, "We are thrilled with the remarkable results yet again in the most revered MDRT rankings, in particular, we were crowned the global champion in TOT. We are thankful for the continued trust and staunch support of our customers. Our impressive achievements are a testament to our successful Premier Advisor strategy. Financial planners serve as an important bridge with our customers. With the help of digital tools, AIA Premier Advisors champion customer-centricity to provide customers with personalised advice and exceptional experience that goes beyond traditional insurance, striving to become the top choice of our customers.

"Looking ahead, we will continue to invest in the training and development of financial planners. For example, we are expanding our strategic network of prime locations across the city for agency force. Our new office at AIRSIDE in Kai Tak will provide an even better working environment and resources for our team while supporting talent recruitment to help customers plan for comprehensive health and wealth protection to live Healthier, Longer, Better Lives."

AIA Hong Kong has long been committed to grooming industry talents and established AIA Premier Academy in 2011 with a diverse range of structural training initiatives to motivate financial planners to achieve MDRT membership.

At the Group level, AIA Group Limited is the number one MDRT multinational company globally for a record 10 years in a row. Only a small number of insurance and financial services professionals are qualified for MDRT membership among 80 nations and territories around the globe. Besides the production requirement, members must also demonstrate exceptional relevant professional knowledge and strict ethical conduct to provide customers with quality service.

**Source:** <https://www.mdr.org/about-MDRT/for-companies/> (as of 10 July 2024)

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

"AIA Hong Kong & Macau", "AIA Hong Kong", "AIA Macau", "AIA" 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 over 17,000 financial planners<sup>1</sup>, as well as an extensive network of independent financial advisors, brokerage and bancassurance partners. We serve over 3.5 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 December 2023

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

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