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BETTER LIVES

AIA Macau

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Media Release

AIA Macau Launches AIA Smart Choice Macau Group Insurance Plan

**No Medical Underwriting Required and a Broad Outpatient Medical Network in Hong Kong and Macau
Giving SMEs Flexibility to Enhance Employee Protection**

Macau, 10 September 2019 – AIA Macau announces the launch of AIA Smart Choice Macau Group Insurance Plan (“Smart Choice Macau”). Small to medium-sized enterprises (“SMEs”) with as few as eight employees can apply this plan without the need for medical underwriting. Different from traditional group insurance plans, this highly flexible employee benefits solution not only enables SME employers to select from a wide range of core medical benefits such as hospitalisation and surgical coverage according to their budget, but also allows them to add other optional benefits including life and accident, outpatient, and dental benefits according to their employees’ protection needs. Smart Choice Macau helps SME employers customise their group insurance plan with more than 100 combinations. The cover can also be extended to the dependants of insured employees¹. The plan’s extensive and quality outpatient medical network in Hong Kong and Macau gives employees access to healthcare services in Hong Kong, in addition to treatment in Macau. By offering employees more appropriate medical protection, Smart Choice Macau helps SMEs attract and retain talents.

Ms. Manda Chan, Chief Executive Officer of AIA Macau said, “Rapid economic development in recent years has put unprecedented pressure on Macau’s labour market. According to government statistics, the unemployment rate between May and July 2019 was extremely low, standing at just 1.8%². AIA Macau understands that talent retention and rising business costs are the major challenges faced by SME employers. In view of this, we have specifically launched Smart Choice Macau, which enables employers to tailor protection solutions to their budget. A flexible employee benefits plan not only can help employers attract and retain talents, but also gives employees more comprehensive protection that meets their needs. This is a win-win situation that exemplifies our brand promise to help people live healthier, longer, better lives.”

Smart Choice Macau is designed to meet the unique needs of SMEs. Key features include:

- **Flexibility for all-rounded protection:** The plan provides 12 core benefit levels for hospitalisation to address the needs of different SMEs. Employers can customise their group insurance plans to suit their budget and employees’ needs. Aside from choosing the appropriate core benefit level befitting the employees according to the grading, employers can also include life and accident, outpatient, dental benefits and more, with more than 100 different combinations to meet their employees’ specific protection needs. The cover can also be extended to include the dependants of insured employees;
- **Simple and convenient application:** A low threshold means SMEs with eight to 100 employees can apply for the plan. Health declaration or medical underwriting is not required;

- **Cover for pre-existing medical conditions:** The plan offers comprehensive medical cover, including reimbursement for hospitalisation and surgery-related expenses, as well as for emergency accident treatments and day surgeries. For comprehensive protection, if an insured member has been continuously covered under Smart Choice Macau for 12 months, his or her pre-existing medical conditions will be covered in the subsequent cover period;
- **Extensive medical network in Hong Kong and Macau:** AIA has built a broad medical network in Hong Kong and Macau of selected medical service providers from different specialties. Insured members can enjoy high-quality and convenient network outpatient services if their employers have included optional outpatient benefits in their employee benefits package. Simply by presenting the HealthCard and completing a simple application procedure at network clinics, insured members can access network outpatient services conveniently without the need to file a subsequent claim. In addition, insured members are free to choose other non-network doctors for treatment;
- **Protection that lasts beyond employment:** Employers with 10 or more employees can give employees and their dependants¹ the option of purchasing a portable voluntary protection plan³ to supplement their existing group medical protection at an affordable premium – without any extra cost to employers. With the portable voluntary protection plan, employees and their dependents can rest assured their protection will continue even after leaving the company or retiring.

In addition, SMEs can also join AIA Vitality, a game-changing wellness programme that redefines the traditional concept of insurance, and their employees will be entitled to become AIA Vitality members to enjoy an array of rewards (such as free movie tickets) for living a healthy lifestyle. This, in turn, will help improve productivity and bolster morale to build a healthy and motivated workforce.

1. If the company offers a AIA group medical insurance scheme to insured employees' dependants (not including voluntary dependant cover)
2. Source: Statistics and Census Service, Government of Macao Special Administrative Region, <https://www.dsec.gov.mo/Statistic.aspx?lang=en-US&NodeGuid=dc9859c9-480f-4f5d-96ce-0e4242455672>
3. Subject to the availability of the product

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About AIA Hong Kong and AIA Macau

AIA Hong Kong and AIA Macau are subsidiaries of AIA Group Limited. AIA Group Limited established its operations in Hong Kong in 1931. To date, we have over 16,500 AIA financial planners¹, as well as an extensive network of brokerage and bancassurance partners. We serve over 3 million customers², offering them a wide selection of professional services and products ranging from individual life, group life, accident, medical and health, pension fund, personal lines insurance to investment-linked products with numerous investment options. We are also dedicated to providing superb product solutions to meet the financial needs of high net worth customers.

¹ as at March 2019 ² as at 31 March 2019

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, Mainland China, Korea, the Philippines, Australia, Indonesia, Taiwan, Vietnam, New Zealand, Macau, Brunei, Cambodia, a 97 per cent subsidiary in Sri Lanka and a 49 per cent joint venture in India. In April 2019, AIA was also granted approval as a preferred applicant to operate in Myanmar through a 100 per cent wholly-owned subsidiary.

The business that is now AIA was first established in Shanghai a century ago in 1919. 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\$256 billion as of 30 June 2019.

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 34 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”).

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