



**The Philippine American Life and
General Insurance Company**

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PRESS RELEASE

AIA GROUP NAMED #1 MDRT COMPANY IN THE WORLD FOR THIRD YEAR RUNNING

HONG KONG – AIA Group Limited (“AIA” or the “Company”; stock code: 1299), the largest independent publicly listed pan-Asian life insurance group, announced today the unprecedented achievement of becoming the only company in the world to have achieved the largest number of Million Dollar Round Table (MDRT) members for three consecutive years.

A record total of 8,324 AIA agents and agency leaders were registered as MDRT members as of 1 July 2017, representing an increase of 46 per cent in members from 2016 and a tremendous 460 per cent growth since the Company’s IPO in 2010.

Philam Life, AIA’s subsidiary in the Philippines, has also shown consistent growth in the total number of MDRT qualifiers, with an increase of 33% members from the previous year, and 86% in the last five years.

“At Philam Life, we remain committed to fully engaging and strengthening our premier agency force so that we may continue helping Filipinos live better. We are pleased with this achievement which provides us with a professional distribution platform to continue to focus on raising the bar and surpassing the standard of excellence that our agency force has achieved. Our agents can count on us to provide the tools they need to deliver exceptional service to our customers,” said Aibee Cantos, Philam Life Chief Executive Officer.

MDRT is internationally recognised as the standard of excellence in the life insurance and financial services business. Its members are required to generate a certain level of premium, commission, and income, and demonstrate professional knowledge, strict ethical conduct and outstanding client service.

Ng Keng Hooi, Chief Executive and President of AIA Group, said, “AIA’s Number One position in the world for MDRT qualifiers reflects our deep commitment to investing in our people to ensure industry-leading standards in everything we do. We achieved an impressive 46 per cent growth in MDRT members from 2016, and we will continue to do everything possible to further advance our agency force, to enable them to help our millions of customers live longer, healthier, better lives while assisting them to achieve financial peace of mind through the provision of life protection and long-term savings products.”

Following the launch of its Premier Agency strategy in 2010 which placed a high importance on quality training and selective recruitment, AIA introduced its interactive Point of Sale (iPoS) system, an industry-leading technology, to enhance the customer experience and increase agent efficiency and productivity. The Group further advanced the technology and launched the second-generation interactive Mobile Office (iMO) platform in 2014 which has enabled AIA’s agents and agency leaders to manage all of their activities, from recruitment and lead generation to the face-to-face sales process and training, efficiently on one single mobile device.



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Joe Cheng, CEO of Group Agency Distribution of AIA Group, said, "I would like to congratulate every one of our agents who have made this historic result possible. Being Number One in the world in MDRT for the third consecutive year further strengthens our belief that we are correct in our approach and will continue to invest in our agents and agency leaders by offering the best training, advanced technology and career opportunities in the industry. We will continue to strive to do our best to serve our millions of customers and the communities in which we operate across the region."

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About Philam Life

The Philippine American Life and General Insurance Company (Philam Life) is the country's premier life insurance company. Established on June 21, 1947, Philam Life has earned the trust of customers for its financial strength, strong brand name, and ability to deliver on its promises.

Philam Life has P245.9 billion in total assets as of December 31, 2016, and has served more than 700,000 individual policyholders, and over 2,500,000 insured group members.

Philam Life understands the real life needs of its customers and provides the right plans and the right solutions including life protection, health insurance, savings, education, retirement, investment, group and credit life insurance. It also offers bancassurance and fund management products and services through its subsidiaries—BPI Philam Life Assurance Company (BPI-Philam) and Philam Asset Management Inc. (PAMI).

Philam Life is a member of AIA Group Limited, the largest independent publicly listed pan-Asian life insurance group.

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 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").

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