

## PRESS RELEASE

### **PHILAM LIFE, AIA WIN BIG AT THE 3<sup>RD</sup> ASIA TRUSTED LIFE AGENTS AND ADVISERS AWARDS**

**MANILA, PHILIPPINES** – Philam Life, the country's premier life insurer, once again proved its industry leadership as its financial advisers were recognized at the recently concluded Asia Trusted Life Agents & Advisers Awards.

Organised by Asia Insurance Review, Asia Advisers Network and LIMRA, the Awards celebrates the hard work and significant contributions made by agency leaders and advisers to the industry and customers across the entire region. This platform recognizes the unsung heroes of the insurance industry and highlights the role of agency leaders and advisers in this day and age. Now in its third year, the awards attracted 400 nominees from 14 markets representing 50 companies across the region.

Among those who were awarded during the Gala Dinner earlier this month was Philam Life's Antonia Lucrecia Nicdao, recipient of the Lifetime Achievement Award. Granted to those who have made an impact and legacy to the industry, the award recognizes Nicdao's 45 years of outstanding contribution to enhancing the professionalism and image of the agency distribution force.

Another Philam Life Financial Advisor recognized for his outstanding track record and expert knowledge despite being new to the industry was Will Grape Chua. He was named as one of the five finalists for Rookie Insurance Agent of the Year.

"I would like to congratulate Ms. Nicdao and Mr. Chua for bringing honor to the company and exemplifying the high caliber Financial Advisors that Philam Life has been known for these past 71 years," said Aibee Cantos, Philam Life Chief Executive Officer. "We remain steadfast in strengthening our agency force by providing them with the right tools and training to make sure that they are providing the best service to our customers," he added.

Meanwhile, AIA Group Limited, Philam Life's Hong Kong-based parent organization, also bagged various awards that further demonstrate the quality of its market-leading agency force across the region. These include Selena Wang of AIA Hong Kong, Rookie Insurance Agent of the Year; Amy Wat Chi Mei of AIA Hong Kong, Insurance Agent of the Year; and Divya Tusnial of TATA AIA-India, Inspirational Agent/Leader of the Year.

This stellar performance reflects Philam Life and AIA's commitment to making greater investments towards upgrading its support infrastructure and digital tools to enhance agency activity and productivity across the region.

A total of four out of the 12 categories were won by various AIA Group-member companies.

“We are delighted with our achievements at these respected industry awards, which clearly demonstrate the quality of our Premier Agents. We are fortunate to be working in the most dynamic and attractive life insurance markets in the world and truly appreciate the fundamentally important role played by our hardworking, dedicated agents, who remain important contributors to AIA’s ongoing success. We view personal interaction as the best way to instill the confidence and trust necessary to establish long-lasting customer relationships as we seek to bring vital financial protection to millions more people and their families across Asia-Pacific,” said Jacky Chan, AIA Regional Chief Executive.

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Joining Lifetime Achievement Awardee Antonia Lucrecia Nicdao (third from right) are (from left to right): AIA Regional Chief Executive Jacky Chan, AIA Chief Executive Officer of Group Agency Distribution Joe Cheng, Philam Life Chief Executive Officer Aibee Cantos, Philam Life Chief Agency Officer Eric Nicdao, and AIA Special Project Agency Director Regina Hui

#### About Philam Life

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



**HEALTHIER, LONGER,  
BETTER LIVES**

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

15F - 18F Philam Life Head Office  
Net Lima Building, 5th Avenue cor. 26th Street  
Bonifacio Global City, Taguig 1634  
Philippines  
T: (632) 521 6300 / (632) 526 9200  
E: [philamlife@aia.com](mailto:philamlife@aia.com)  
W: [philamlife.com](http://philamlife.com)

Customer Hotline: (632) 528 2000

Philam Life has PHP251.4 billion in total assets as of 31 December 2017, while serving almost 600,000 individual policyholders and over 2,200,000 insured group members.

Philam Life understands the needs of its customers and provides holistic solutions that include 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 (BPLAC) 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 the Philam Group**

The Philam Group comprises the biggest life insurance company in the Philippines. By putting its customers at the center of its operations, the Philam Group has earned the trust of its stakeholders and has achieved continued growth over the years.

The Philam Group was formed with the mission of empowering Filipinos to achieve financial security and prosperity. Through its strong network, it is able to offer financial solutions such as life protection, health insurance, savings, education, retirement, investment, group and credit life insurance, and fund management products and services.

After the establishment of Philam Life in 1947, the Philam Group has since expanded to include other affiliate companies, namely: BPI-Philam Life Assurance Company (BPLAC), Philam Asset Management Inc. (PAMI), Philam Call Center, and Philam Foundation.

Based on the Insurance Commission results as of 31 December 2017, the combined total premium income of Philam Life and BPLAC is at PHP40.2 billion, making it the market leader in the Philippines based on total premium income. Its strength and stability is further solidified with its top rank in terms of assets at PHP251.4 billion and net worth at PHP69.5 billion. It 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 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\$216 billion as of 30 November 2017.

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").

### **Media Contact:**

#### **Abbie L. Remo**

Philam Life Head of Corporate Communications and PR

Mobile no. +63(917) 6268058

Email: [Abbie-D.Remo@aia.com](mailto:Abbie-D.Remo@aia.com)



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

15F - 18F Philam Life Head Office  
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Philippines  
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E: [philamlife@aia.com](mailto:philamlife@aia.com)  
W: [philamlife.com](http://philamlife.com)

Customer Hotline: (632) 528 2000