友邦香港
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友邦廣場 12 樓

AIA Hong Kong
12/F, AIA Tower
183 Electric Road
North Point
Hong Kong

Memo

Attn:	All EDD & Honourable Advisors / EDDs / PSDDs / SDDs / DDs / MICs / Agency Leaders / Financial Planners	From:	May Leung
Copy:	Mr. Alger Fung / Ms. Amy Chan / Mr. Louie Ho / Ms. Amelie Shen /All Department Heads / ABDD Executives / CSBD Executives / IVS Executives / Contact Centre	Dept:	Corporate Solutions
Date:	25 April 2025	Total pages:	2 + Appendix

Subject: **(A250479) 2025 Q2 IVS「友得揀」客戶尊屬優惠 [優惠更新 (4 月)]**
2025 Q2 IVS Exclusive Customer Offer [Offer Update (April)]

好消息！2025 Q2 IVS「友得揀」客戶尊屬優惠**現已更新！ 由即日（2025 年 4 月 25 日） 起至 2025 年 6 月 30 日，AIA 延期年金計劃 2** 的保費回贈**提高至 20%**（與標準優惠**相同**）。而 2025 Q2 IVS「友得揀」客戶尊屬優惠宣傳單張亦已更新。請細閱以下更新詳情，把握 IVS 推廣良機！

更新部分	▪ 客戶投保 **AIA 延期年金計劃 2**，每張合資格保單**保費回贈提高至 20%**（IVS 客戶尊屬優惠與標準優惠**相同**） 備註：所有**其他優惠詳情**則**維持不變**，敬請參閱以下宣傳單張	
宣傳單張版本及其他資料	 繁體中文版本：連結 英文版本：連結 簡體中文版本：連結	有關 IVS 客戶尊屬優惠與標準優惠之比較，請參閱 **附件 1 – 產品優惠比較一覽表**（只供內部參考）
重要提示	**財務策劃顧問不應以此推廣活動之優惠作誘因以促使客戶參加友邦強積金計劃 / 作出供款 / 轉移強積金權益至友邦強積金 / 保留強積金賬戶。**	

如有任何查詢，請使用 iEngage/PES Chatbot 或與 IVS 團隊聯絡。

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Good News! 2025 Q2 IVS Exclusive Customer Offer has been updated! From 25 April to 30 Jun 2025, the premium refund offer of AIA Deferred Annuity Plan 2 has been uplifted to 20% (same as public offer). 2025 Q2 IVS Exclusive Customer Offer Promotion Leaflet is also updated. Please refer to the details of update below and seize the IVS promotion opportunity!

Update	▪ Customers who successfully apply for AIA Deferred Annuity Plan 2, the premium refund offer for each eligible policy has been uplifted to 20% (IVS Exclusive Customer Offer is same as public offer) Remarks: All other Promotion Offers remain unchanged. For details, please refer to the promotion leaflet below	
Promotion Leaflet Version and Other Information	 Traditional Chinese Version: LINK English Version: LINK Simplified Chinese Version: LINK	For comparison of the IVS Exclusive Customer Offer and the public offer, please refer to Appendix 1 – Product Offer Comparison Table (For internal use only)
Important Note	Financial planners should not use this promotional campaign offer as the incentive for encouraging client to join AIA MPF Scheme / make contribution / transfer MPF benefits to AIA MPF Scheme / retain AIA MPF account.	

Should you have any question, please enquire by using iChat in iEngage/PES, or contact our IVS Team for enquiry.

Yours faithfully,

May Leung
Head of IVS Business Development
CS – Individual Voluntary Solutions

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附件 1：產品優惠比較一覽表

類別	產品	保費繳付期 / 最低保費要求	IVS 優惠 Vs 標準優惠 是否可享更高回贈
AIA 自願醫保計劃	AIA 自願醫保標準計劃#@ AIA 自願醫保靈活計劃#@ AIA 自願醫保尊耀計劃#@	-	✓ **+1 個月**保費回贈
醫療保障	「尊耀」醫療計劃@^ 「尊耀明珠」醫療計劃@	-	✓ **+1 個月**保費回贈
危疾保障	「愛伴航」系列*	-	✘
儲蓄保險	「盈御多元貨幣計劃 3」*■~ 「充裕未來 • 盈尚」*	5 / 10 年	✓ **+2%** 保費回贈
	「盈御多元貨幣計劃 3」*■~ 「充裕未來 • 盈尚」*	一次性繳付保費	✘
	「活享儲蓄計劃」*	5 年	✓ **+2%** 保費回贈
	AIA 延期年金計劃 2*+♦	年度化保費 US$ 5,000 或以上	✘
強積金	強積金可扣稅自願性供款+	-	✘

只適用於香港。有關完整產品資料，請參閱 aia.com.hk。
@ 可以基本計劃形式獨立投保或作附加契約。
* 只可以基本計劃形式投保。
^ 只適用於澳門。
■ 適用於所有貨幣之保單（即人民幣、英鎊、美元、澳元、加元、港元、澳門幣（只適用於澳門繕發的保單）、歐元及新加坡元）。
~ 若保單以美元以外的貨幣繕發，請參閱宣傳單張內之條款及細則 12 及 13 有關其他貨幣適用之保費金額。
+ 只適用於香港。
♦此保費回贈優惠不可與其他推廣優惠同時使用(包括但不限於電子保費優惠券，及/或透過 AIA 僱員保險購買計劃(EIPP)投保 AIA 延期年金計劃 2 所享有之推廣優惠，如適用)。電子保費優惠券不適用於 AIA 延期年金計劃 2。

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Appendix 1：Product Offer Comparison Table

Category	Products	Premium payment period/ Min. premium requirements	IVS Offer Vs Standard Offer Is it better?
AIA Voluntary Health Insurance Scheme	AIA Voluntary Health Insurance Standard Scheme#@ AIA Voluntary Health Insurance Flexi Scheme#@ AIA Voluntary Health Insurance Privilege Ultra Scheme#@	-	✓ +1 Month Premium Refund
Medical Protection	Privilege Ultra Medical Plan@^ Privilege Ultra Pearl Medical Plan@	-	✓ +1 Month Premium Refund
Critical Illness Protection	On Your Side Plan Series *	-	✗
Saving Insurance	Global Power Multi-Currency Plan 3*■~ Bonus Power Vantage*	5 / 10-year	✓ +2% Premium Refund
	Global Power Multi-Currency Plan 3*■~ Bonus Power Vantage*	One-Time Premium Payment	✗
	FlexiAchiever Savings Plan*	5-year	✓ +2% Premium Refund
	AIA Deferred Annuity Plan 2*+♦	Annualised Premium US$ 5,000or above	✗
MPF	MPF Tax Deductible Voluntary Contribution ("TVC")+	-	✗

Available in Hong Kong only. For complete product information, please refer to aia.com.hk.
@ Can be purchased as a basic plan or as a rider.
* Can only be purchased as a basic plan.
^ Available in Macau only.
■ Applicable to all currencies available for policies, i.e. Renminbi (RMB), British pound sterling (GBP), US dollar (US$), Australian dollar (AUD), Canadian dollar (CAD), HK dollar (HK$), Macau pataca (MOP; only for policies issued in Macau), Euro (EUR) and Singapore dollar (SGD).
~ If the policy is issued in a currency other than US$, please refer to 12 and 13 under Terms & Conditions in the promotion leaflet for the applicable premium amount in other currencies.
+ Available in Hong Kong only.
♦ This premium refund offer cannot be used in conjunction with other marketing offers (including but not limited to ePremium Coupon, and/or the promotional offer of applying AIA Deferred Annuity Plan 2 via AIA Employee Insurance Purchase Programme (EIPP), if applicable). ePremium Coupon is not applicable to AIA Deferred Annuity Plan 2.

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