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Memo

Attn:	All EDD & Honourable Advisors / EDDs / PSDDs / SDDs / DDs / MICs / Agency Leaders / Financial Planners (Hong Kong and Macau)	From:	Dr. Min Su Victor Man
Copy:	Mr. Alger Fung / Ms. Amy Chan / Mr. Louie Ho / Ms. Amelie Shen / All Department Heads / ABDD Executives / CSBD Executives / CS IVS Executives / Contact Centre	Dept:	Corporate Solutions
Date:	16 September 2025	Total pages:	2

Subject: **(A250939) 友邦企業業務夥拍領先醫療集團建立策略性合作夥伴關係**
AIA Corporate Solutions Partners with Leading Healthcare Group to Establish Strategic Partnership

在香港，每 15 分鐘就有一宗新增癌症確診個案 [1]，這數據突顯預防、早期檢測及可負擔治療的重要性。對僱主而言，這意味著需要透過更全面、主動的健康策略以支援僱員健康。

有見及此，**友邦香港及澳門企業業務於 2025 年 9 月 16 日宣布與美中嘉和 [2] 建立策略性合作夥伴關係**。在此項合作下，**友邦指定團體保險的合資格受保成員，可於美中嘉和集團 [3] 旗下的旗艦機構——「廣州泰和腫瘤醫院」以更可負擔價格享有指定癌症質子治療及健康檢查計劃** [4,5]，有助減輕財務壓力，同時改善健康。該醫院以先進的癌症治療技術（包括質子治療）享譽業界。

此項合作體現了友邦的「AIA 友好職場人生計劃」下致力建立一個主動、綜合的健康生態系統。我們與僱主攜手同行，讓每一位員工和家人都能實現「健康長久好生活」。

此次合作之服務將於 2025 年 10 月隆重推出，有關服務詳情，敬請密切留意企業業務最新通訊。如欲了解更多詳情，歡迎按此查閱新聞稿。

備註：

1. 資料來源：2022 年香港癌症統計概覽
2.「美中嘉和」是指美中嘉和醫學技術發展集團股份有限公司。
3.「美中嘉和集團」是指美中嘉和醫學技術發展集團股份有限公司連同其附屬公司。
4. 由廣州泰和腫瘤醫院提供的指定質子治療及健康檢查計劃之優惠價格（「優惠價格」）僅適用於指定友邦團體保險計劃的合資格受保成員。優惠價格並不構成保單契約的一部分，亦非保證。
5. 指定質子治療及健康檢查計劃的醫療費用須由指定友邦團體保險的合資格受保成員直接向廣州泰和腫瘤醫院繳付。請注意，任何索償申請均須以提交完整的索償文件，受保成員於合資格友邦團體保險計劃下可享的的保障權益及其保單條款及細則為準。有關詳情請聯絡友邦查詢。

「AIA」、「友邦」或「友邦香港」是指友邦保險（國際）有限公司（於百慕達註冊成立之有限公司）。
"AIA" or "AIA Hong Kong" herein refers to AIA International Limited (Incorporated in Bermuda with limited liability).

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In Hong Kong, a new cancer diagnosis occurs every 15 minutes[1], underscoring the importance of prevention, early detection, and accessible treatment. For employers, this gives rise to the growing need to support workforce health through comprehensive and proactive wellness strategies.

In light of this, **AIA Hong Kong and Macau Corporate Solutions has announced a strategic partnership with Concord Healthcare[2] on 16 September 2025**. As part of the collaboration, **the eligible insured members of AIA's designated group insurance can have access to designated cancer proton therapy and health screening packages at more affordable rate[3,4]**, which helps reduce financial stress while improving health outcomes, **at Guangzhou Concord Cancer Center[5] (廣州泰和腫瘤醫院)**, one of the flagship institutions under Concord Group[6] renowned for its advanced cancer treatment capabilities, including proton therapy.

Aligned with our strategies under the WorkWell with AIA programme, this initiative empowers AIA to build a proactive, integrated wellness ecosystem. Together, we're enabling employees and their families to live Healthier, Longer, Better Lives.

Service of this collaboration will be officially launched in October 2025. Please stay tuned for the updates from Corporate Solutions regarding the service details. Please click here to view the Press Release for more details.

Remarks:
1. Source: Hospital Authority Hong Kong Cancer Registry (2022)
2. "Concord Healthcare" herein refers to Concord Healthcare Group Co., Ltd.
3. The preferential rate on the medical expenses of the designated proton therapy and health screening packages offered by Guangzhou Concord Cancer Center ("Preferential Rate") is only available to the eligible insured members of AIA's designated group insurance plans. The Preferential Rate does not form part of the contractual benefit, and is not guaranteed.
4. The medical expenses of the designated proton therapy and health screening packages shall be settled by the eligible insured members of AIA's designated group insurance plan directly with Guangzhou Concord Cancer Center. Please take note that any claim reimbursement shall be subject to the provision of complete claim documents, the insured member's benefits entitlement, the terms and condition of the policy of AIA's eligible group insurance plan. For details, please contact AIA for enquiry.
5. For identification purposes only.
6. "Concord Group" herein refers to Concord Healthcare Group Co., Ltd. together with its and its subsidiaries.

Yours faithfully,

Dr. Min Su
Head of CS Digital & Health

Victor Man
Head of CS Business Development
(Agency Distribution) - Corporate Solutions

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