AIA Hong Kong
Unit 3601, 36/F, AIRSIDE,
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Memo

Attn: All EDD & Honorable Advisors / EDDs / PSDDs / SDDs / DDs / MICs / Agency Leaders / Financial Planners

From: Mr. Bryan Lok

Copy: Mr. Alger Fung / Ms. Amy Chan / Mr. Louie Ho / All Department Heads / Heads of Agency Division / ABDD – ABPs

Dept: Agency Strategy

Date: 9th October 2025

Total page: 6 pages

Subject: A251042 – [更新] AIA 年終大型活動 IHS 挑戰賽
[Updated] IHS Challenge on AIA Year-end Large Scale Event

A massive thank you to all district members for your relentless support of the Integrated Healthcare Strategy (IHS) business. Your commitment has made a real difference — and your customers count on you to protect what matters most: their health and future.
To fuel your momentum and help you smash your IHS goals, we are launching a special challenge — designed to recognize your commitment and celebrate your success.
Now's the time to lead, inspire, and achieve!

衷心感謝所有區域精英一直以來對綜合醫療保健策略(IHS)業務的堅定支持。你們的努力不僅推動業務，更守護了客戶的健康與未來。
為助你們衝刺 IHS 目標，我們特別推出AIA年終大型活動挑戰賽。
立即行動，迎接挑戰，成為客戶安心的力量！

Best Regards,

Bryan Lok
Head of Agency Strategy

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Contest Rules & Awards:

競賽規則及獎勵:

Contest Period 競賽日期	1st October to 31st December 2025 (Both dates inclusive) 2025 年 10 月 1 日至 12 月 31 日（包括首尾兩天）
Qualification 競賽資格	All Financial Planners and Agency Leaders 所有財務策劃顧問及營業單位主管
Eligible Products 合資格產品	For eligible IHS products, please refer to appendix 請參閱附錄合資格的綜合醫療保健策略產品
Challenge Rules 競賽規則	**Level 1 第一賞** Submit and deliver at least 6 IHS policies (Basic Plan only) during contest period, with at least 3 On Your Side Insurance Plan 2 / Essence - On Your Side Insurance Plan / SelectWise Scheme 在競賽期間提交及繕發至少 6 張綜合醫療保健策略保單 (只計算基本計劃) ，及當中包括至少 3 張「愛伴航」保險計劃 2 /「簡繳•愛伴航」保險計劃 / 睿選計劃 **Level 2 第二賞** Qualified for Level 1 AND Deliver at least 1 On Your Side Insurance Plan 2 / Essence - On Your Side Insurance Plan / SelectWise Scheme every month during contest period 符合第一賞資格 及 在競賽期間每月至少繕發 1 張「愛伴航」保險計劃 2 /「簡繳•愛伴航」保險計劃 / 睿選計劃

Updated 更新

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Updated
更新

Rewards
獎賞

Level 1 第一賞

No. of IHS Policies (Basic Plan) 綜合醫療保健策略保單數量(基本計劃) * Including at least 3 On Your Side Insurance Plan 2 / Essence - On Your Side Insurance Plan / SelectWise Scheme * 當中包括至少 3 張「愛伴航」保險計劃 2 /「簡緻・愛伴航」保險計劃 / 睿選計劃	No. of AIA Year-end Large Scale Event Admission Ticket (Adults) with 10 tokens (Value at HK$150 each) AIA 年終大型活動門票連 10 個代幣數量 (每張價值 HK$150)
6-9	2
10-14	4
15-19	6
20-24	8
>=25	10

Level 2 第二賞

2 AIA Year-end Large Scale Event Coupons with 50 tokens (Value at HK$500 each)*
2 張 AIA 年終大型活動 50 個代幣券 (每張價值 HK$500) #

Admission ticket not included 不包括入場門票

General Rules & Regulations 一般規則：

1. Producers who have submitted policies / policies issued before the contest period with withdraw the captioned policy applications / cancel the captioned issued policies during the contest period and then reapply for the same products for the same insured, the corresponding case will not be counted.
如營業同事於競賽期之前已遞交保單 / 保單已獲繕發，但於競賽期內撤回投保申請 取消保單，並再次投保相同產品計劃，其保單將不獲計算。
2. Cases changed / lapsed from existing policies of the same insured will not be counted.
所有由現有保單轉換 退保後同一受保人之保單將不獲計算。
3. Joint policies will be shared evenly among the co-producers. Cases will be counted according to total no. of cases rounding down into an integer after contest completion.
若兩位或以上之營業單位主管 財務策劃顧問共同完成 張保單，將平均計算予各人。競賽期完結時，若保單數目總數為點數，數目將下調為整數計算。
4. Policies under the same insured for the same basic plans and with same premium pay period, which are issued within the contest period will be counted as one case.

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同一受保人於競賽期內投保同一基本計劃及同一保費繳付年期之所有新保單，將以一張保單計算。

5. For case applications submitted to AIA, producers are reminded to allow sufficient time to ensure the applications are received by AIA and / or its authorized vendor before the cut-off time.
營業同事遞交保單申請予 ，應預留充足時間確保有關申請已於截數前由 及 或已授權之單位收妥。
6. For closing dates details, please refer to memo A250635 (July - December 2025, for Hong Kong only) & MO25007 (July - December 2025, for Macau only), or subject to AIA's iPoS closing updates.
有關截數日之安排，以通告 A250635 (只限香港，2025 年 7-12 月) 及 MO25007 (只限澳門，2025 年 7-12 月)，或依照 AIA 最新之 iPoS 截數日安排為準。
7. The result of the challenge shall be adjusted according to the execution of cooling-off rights by policyowners of the policies. AIA will reserve the right to retract the award based on the result and any substantiated violations of required sales conduct.
競賽結果以保單冷靜期後作調整為準。 保留就調整後之競賽結果及就任何違規銷售行為追討已發放獎賞之權利。
8. All privileges are not refundable, transferrable nor payable, program is subject to AIA's final decision.
所有獎賞不可退換或轉換成以現金發放，安排均以最終安排為準。
9. Re-selling of AIA Event / Sponsored Event's internal ticket, no matter they are free or bought from the Company, is prohibited in any forms; nor using event tickets as a solicitation to market insurance policies, including but not limited to
-offering gifts to clients / potential clients, as inducements to / rewards for clients' subscription of insurance policies (Insurance Authority's GL 25 – "Guideline on Offering of Gifts"); AND
-reselling event tickets to anyone for benefit without Company's approval; AND
-giving out tickets to clients or potential clients in any way (including lucky draws, contests, or games on social media) without Company's approval, whether any benefit or reward can be obtained
Please refer to memo A250463 for more details.
無論是免費或從公司購買的公司內部門票，均不能以任何形式轉售他人，亦不得以活動門票作為招徠以營銷保單，包括但不限於：
-在保險產品的營銷、推廣或分銷過程中為客戶或潛在客戶送贈禮品，作為誘使 答謝客戶或潛在客戶投購保 險產品（保險業監管局 指引《送贈禮品指引》）；及
-未經公司批准或同意，向任何人士轉售活動門票以獲取利益；及
-無論能否獲取任何得益或回報，未經公司批准或同意，以任何形式 包括於社群媒體以抽獎、競賽、遊戲方 式 向客戶或潛在客戶送出活動門票。
詳情請參閱通告 A250463。
10. Qualifiers must be inforce with AIA at the time the awards are paid out / redeemed.
所有獲獎者必須於獎賞發放時仍與 持有效合約。
11. AIA reserves the right to amend any of the rules of this contest or offer alternative gifts subject to availability at any time without prior notice.
AIA 保留隨時修改競賽規則或獎賞之權利，恕不另行通知。
12. In the event of dispute, AIA's decision is final and conclusive.
如有任何異議，以 最後決定為準。

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附件 Appendix - 綜合醫療保健策略 Integrated Healthcare Strategy (IHS)

產品 Products	
AIA Assemble 自在自選危疾保	Lady Care Pro 「摯愛您」保障計劃
AIA One Absolute AIA 唯一摯保	Level-Up Protect Cancer Plan 「進添」計劃 - 癌症保障系列
AIA One Absolute Pearl AIA 唯一摯保明珠	Level-Up Protect Pearl Cancer Plan 「進添明珠」計劃 - 癌症保障系列
AIA Voluntary Health Insurance Flexi Scheme AIA 自願醫保靈活計劃	Metro-Trio Pearl Medical and Critical Illness Protection Plan 「都市三保」醫療危疾保障計劃
AIA Voluntary Health Insurance Privilege Ultra Scheme AIA 自願醫保尊耀計劃	Multiple Care Pro 2 多重安心保 2
AIA Voluntary Health Insurance Standard Scheme AIA 自願醫保標準計劃	On Your Side Insurance Plan 2 「愛伴航」保險計劃 2
Cancer Care Essence 智護癌症保	On Your Side Insurance Plan 2 – First Gift 「愛伴航 – 首護摯寶」保險計劃
Cancer Guardian 3 癌症全方位保障 3 系列	Essence - On Your Side Insurance Plan (EOYS) 「簡緻•愛伴航」保險計劃
Cancer Guardian Pearl 3 癌症全方位明珠保障 3	OptimaCEO Medical Plan 極臻 • 至尊醫療計劃
CEO Essence Medical Plan 2 亞洲至尊醫療計劃 2	OptimaCEO Medical Plan - First Gift 極臻 • 至尊醫療計劃 — 首護摯寶
CEO Essence Pearl Medical Plan 2 亞洲至尊明珠醫療計劃 2	OptimaCEO Pearl Medical Plan 極臻 • 至尊明珠醫療計劃
CEO Medical 5 至尊醫療計劃 5	OptimaCEO Pearl Medical Plan - First Gift 極臻 • 至尊明珠醫療計劃 — 首護摯寶
CEO Pearl Medical 5 至尊明珠醫療計劃 5	Pretty Choice Rider Pro 「愛意」附加契約
EasyGuard Care Essence 守康易危疾保	Prime Care Pro 2 進泰安心保 2
Enhanced Critical Illness Rider Pro 特選危疾附加契約	Privilege Medical Rider 「尊顯」醫療附加契約

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Executive Care Pro 2 泰然安心保 2	Privilege Ultra Medical Plan 尊耀醫療計劃
Flexi-MediGuard 靈活住院惠益保障計劃	Privilege Ultra Pearl Medical Plan 尊耀明珠醫療計劃
GBA Health Connect Outpatient Plan 大灣醫薈通門診計劃	Severe Illness Medical Protection Rider 嚴重疾病醫療保障附加契約
Health Journey Guardian 全程守護健康保系列	Severe Illness Pearl Medical Protection Rider 嚴重疾病明珠醫療保障附加契約
Here For You Refundable Hospital Cash 「常伴您」保費退還住院現金保障	Shield Up Cancer Protection Plan 「友愛護」癌症保障計劃
Here For You Refundable Surgical Cash 「常伴您」保費退還手術現金保障	Simple Care Essence 簡護危疾保
Hospital and Surgical Rider 「永無憂」住院及手術賠償附加契約	Simple Care Essence Pearl 「簡護危疾明珠保」
Hospitalization Benefit Rider 「樂無憂」住院惠益附加契約	Smart Elite Ultra 多重智倍保
Individual Medical Plan 「倍無憂」醫療保障計劃	StepUp Medical Protection Plan 2 「友心意」醫療保障計劃 2
Journey Protection Medical Plan 全程保醫療保障計劃	Super Good Health Medical Plan 2 特級「健康之寶」醫療保障計劃 2
Here For You Refundable Hospital/Surgical Cash 「常伴您」保費退還住院/手術現金保障	Super HealthGuard Pro 「進升危疾保障計劃」
AIA Voluntary Health Insurance SelectWise Scheme AIA自願醫保睿選計劃	SelectWise Medical Plan 「睿選」醫療計劃
SelectWise Pearl Medical Plan 「睿選明珠」醫療計劃	

-包括「AIA 健康系列」之基本計劃及明珠版之基本計劃(如適用) Basic plans of "AIA Vitality Series" & Pearl Series are included (if applicable)

- 更新截至 2025 年 10 月 17 日 Updated as of 17 Oct 2025

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