AIA Hong Kong

27/F Hopewell Centre,
183 Queen's Road East,
Hong Kong
T: (852) 2881 3333

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Memo

Attn: All EDD & Honorable Advisors/ EDDs/ PSDDs/ SDDs/ DDs/ MICs/ Agency Leaders/ Financial Planners (Hong Kong & Macau)

Copy: Mr. Alger Fung / Ms. Amy Chan / Ms. Alice Liang / Ms. Melissa Wong / Mr. Louie Ho / Mr. Chris Lau / All Department Heads / Heads of Agency Division / BPs / Call Centre

Date: 19 March 2026

From: Andrew Tang / Angela Yeung

Dept: P&H Strategy, Business Activation & Analytics / Customer & Marketing
Total page: 7 pages

Subject: A260357 – AIA IHS x AIA Vitality 健康博覽2026競賽
AIA IHS x AIA Vitality Health Expo 2026 Contest

[See page 4 for English version]

為配合今天舉行的「AIA健康博覽2026 」（AIA Health Expo 2026 ），我們特別推出一項 **限額獎勵計劃**，旨在協助前線同事將活動期間的客戶互動轉化為 **實質的健康保障成果**，同時進一步推動 「AIA Vitality 健康程式」，作為整體健康管理旅程中的重要一環。

活動詳情：

- **競賽期間**：2026年3月19日至5月31日
- **競賽對象**：所有曾參與AIA健康博覽2026的財務策劃顧問及營業單位主管
- **競賽要求**：於活動期間內，每成功遞交並繕發一張合資格 IHS 綜合醫療保健策略保單#，並配合一個「AIA Vitality 健康程式」**新會籍** ^（不論該保單與會籍是否屬於同一位客戶），便可獲得價值港幣 200元禮券。

本**競賽**設有名額上限，以首500個合資格 IHS 保單及 「AIA Vitality 健康程式」新會籍組合為限，並以先到先得方式計算。每位營業同事可因應達成多個合資格組合而獲得多於一張禮券。

^在符合資格的情況下，非「IHS綜合醫療保健策略」產品亦可計算為「AIA Vitality 健康程式」新會籍；同時，非AIA Vitality健康系列保單產品亦可計算於「IHS綜合醫療保健策略」產品，惟相關產品必

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須列於第 6-7 頁之合資格產品清單內。

#「IHS綜合醫療保健策略」產品詳見附表產品列表。

立即行動，把握機會！

如有任何查詢，請聯絡產品主張策劃及醫療保健業務發展 (aiahk_healthcare_bizdev@aia.com) 團隊 。

Best Regards,



Andrew Tang
Head of Proposition & Healthcare
Strategy, Business Activation & Analytics



Angela Yeung
Head of Digital & Design Experience
Customer & Marketing

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一般規則：

1. 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或取消保單，並再次投保相同產品計劃，其保單將不獲計算。
2. 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. 「AIA Vitality 健康程式」新會籍指客戶從未成為「AIA Vitality 健康程式」會員。
4. 「AIA Vitality 健康程式」新會籍必須於上述競賽期內繕發。
5. 競賽僅計算AIA Vitality 系列保險計劃下之「AIA Vitality 健康程式」新會籍。 AIA Vitality 新企業會籍並不計算於競賽內。
6. 若兩位或以上之營業單位主管或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，若保單數目或「AIA Vitality 健康程式」新會藉總數為點數，數目將下調為整數計算。
7. 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。
8. 營業同事遞交保單申請時，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。
9. 競賽結果以保單冷靜期後作調整為準。AIA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。
10. 所有獎賞不可使用作任何保單銷售之誘因、轉售、轉讓他人、退換或轉換成以現金發放，安排均以最終安排為準。
11. 所有獲奖者必須於獎賞發放時仍與持有效合約。
12. AIA 保留隨時修改競賽規則或獎賞之權利，恕不另行通知。
13. 對於有關提供獎品之供應商所提供的獎品及服務質素，AIA恕不承擔任何責任。
14. 如有任何異議，以最後決定為準。

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To complement the AIA Health Expo 2026 today, we are pleased to announce a quota-based contest to support Financial Planners in converting on-site customer engagement into concrete health protection outcomes, while reinforcing the adoption of AIA Vitality as an integral part of our integrated healthcare journey.

Event Details:

- **Contest Period:** 19 March 2026 – 31 May 2026
- **Eligibility:** All Financial Planners and Agency Leaders who participated in the AIA Health Expo 2026
- **Qualifying Criteria:** For each eligible IHS policy# and new AIA Vitality membership^ submitted and delivered during the campaign period (regardless of whether the policyholder and the Vitality member are the same individual), the agent will be awarded a gift voucher equivalent to HK$200.

The campaign is **quota-based**, capped at the **first 500 eligible IHS policy and AIA Vitality new membership combinations**, on a **first-come, first-served basis**. An agent may earn **multiple gift vouchers** if multiple qualifying combinations are achieved.

^ Where eligible, New Vitality memberships issued for non-IHS products may be counted toward the AIA Vitality New Memberships requirement, and non-Vitality series products may be counted toward the IHS FYC requirement, provided the products are included in the eligible product list on pages 6-7.

Please refer to the attached appendix for eligible IHS products.

Act Now – Seize the Opportunity!

For enquiries, please contact the Proposition and Healthcare Business Development Team (aiahk_healthcare_bizdev@aia.com).

Best Regards,

Andrew Tang
Head of Proposition & Healthcare
Strategy, Business Activation & Analytics

Angela Yeung
Head of Digital & Design Experience
Customer & Marketing

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General Rules & Regulations:

1. Producers who submitted or had policies issued before the contest period, and then withdraw or cancel those policies during the contest period and reapply for the same product for the same insured, will not have the case counted.

2. Policies issued to the same insured that result from replacing or surrendering an existing policy will not be counted.

3. A new AIA Vitality membership refers to any customer who has never previously been a member of the AIA Vitality Programme.

4. A new AIA Vitality membership must be issued within the contest period.

5. Only new AIA Vitality memberships under AIA Vitality Series Insurance Plans will be counted. Corporate Vitality memberships are not eligible for this contest.

6. If a policy is jointly completed by two or more financial planners, the case count will be shared evenly among the co-producers. If the total number of policies or AIA Vitality new memberships include decimals at the end of the contest period, the number will be rounded down to the nearest whole number.

7. All new policies taken out by the same insured during the contest period for the same basic plan and premium payment term will be counted as one policy.

8. Producers must allow sufficient time to ensure that policy applications are received by the Company or authorised units before the cut-off time.

9. Contest results will be adjusted based on policy status after the cooling-off period. AIA reserves the right to retract the awards based on adjusted results or for any non-compliant sales behaviour.

10. All prizes cannot be used for any inducement for new policy selling, resell, transferred to others, refund and exchange for cash. All arrangements are subject to final confirmation from AIA.

11. All winners must hold a valid contract at the time of prize distribution.

12. AIA reserves the right to amend the contest rules or prizes at any time without prior notice.

13. AIA accepts no liability for the quality of prize and services provided by the respective merchants.

14. In the event of dispute, AIA's decision is final and conclusive.

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Appendix - 合資格綜合醫療保健策略產品列表[1,2]
List of Eligible IHS Products[1,2]

危疾產品 Critical Illness Products	
AIA Assemble 「自在自選」危疾保	Lady Care Pro 「摯愛您」保障計劃
AIA One Absolute Series AIA「 唯一摯保」系列	Level-Up Protect Cancer Plan Series 「進添」計劃 - 癌症保障系列
Cancer Care Essence 智護癌症保	Multiple Care Pro 2[3] 多重安心保2[3]
EasyGuard Care Essence 守康易危疾保	On Your Side Insurance Plan 2 「愛伴航」保險計劃2
Enhanced Critical Illness Rider Pro 特選危疾附加契約	On Your Side Insurance Plan 2 – First Gift 「愛伴航 – 首護摯寶」保險計劃
Executive Care Pro 2[3] 泰然安心保2[3]	Essence - On Your Side Insurance Plan (EOYS) 「簡緻•愛伴航」保險計劃
Super HealthGuard Pro 「進升危疾保障計劃」	Pretty Choice Rider Pro 「愛意」附加契約
Shield Up Cancer Protection Plan 「友愛護」癌症保障計劃	Prime Care Pro 2[3] 進泰安心保2[3]
Simple Care Essence Series 簡護危疾保系列	CI Rider Pro 危疾附加契約
Smart Elite Ultra[3] 多重智倍保[3]	

醫療產品 Medical Products	
AIA Voluntary Health Insurance Flexi Scheme[3] AIA自願醫保靈活計劃[3]	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[3] AIA自願醫保尊耀計劃[3]	Cancer Guardian 3 Series 癌症全方位保障3 系列
AIA Voluntary Health Insurance Standard Scheme[3] AIA自願醫保標準計劃[3]	OptimaCEO Medical Plan series 極臻 • 至尊醫療計劃系列
CEO Medical Plan 5 series 至尊醫療計劃 5 系列	OptimaCEO Medical Plan - First Gift series 極臻 • 至尊醫療計劃 — 首護摯寶系列
Flexi-MediGuard 靈活住院惠益保障計劃	Privilege Ultra Medical Plan[4] 「尊耀」醫療計劃[4]
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」	StepUp Medical Protection Plan 2 「友心意」醫療保障計劃 2

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Hospital and Surgical Rider[4] 「永無憂」住院及手術賠償附加契約[4]	Super Good Health Medical Plan 2 特級「健康之寶」醫療保障計劃2
Hospitalization Benefit Rider 「樂無憂」住院惠益附加契約	AIA Voluntary Health Insurance SelectWise Scheme[3] AIA自願醫保睿選計劃[3]
Individual Medical Plan[4] 「倍無憂」醫療保障計劃[4]	SelectWise Medical Plan Series 「睿選」醫療計劃系列
Journey Protection Medical Plan 「全程保醫療保障計劃」	

Notes:

(1) 包括「AIA健康系列」之基本計劃，附加契約及明珠版之基本計劃(如適用) 。Basic plans, riders and Pearl series of "AIA Vitality Series" are included (if applicable).

(2) 更新截至2026年2月1日。Updated as of 1 February 2026.

(3) 此產品僅限於香港銷售。These products are exclusive for sale in Hong Kong region only.

(4) 此產品僅限於澳門銷售。These products are exclusive for sale in Macau region only.

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