AIA Hong Kong

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

AIA.COM.HK

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: 29 June 2026

From: Andrew Tang / Angela Yeung

Dept: P&H Strategy, Business Activation & Analytics / Customer & Marketing
Total page: 8 pages

Subject: A260690 – AIA IHS x AIA Vitality 爭分奪秒挑戰賽 – AIA IHS 健康醫療盛宴
AIA IHS x AIA Vitality Race Against Time Challenge - AIA IHS Health Feast

[See page 4 for English version]

「AIA IHS 健康醫療盛宴」過往錄得良好回響，活動不僅是對財務策劃顧問在推動IHS方面卓越表現的表彰與答謝，同時亦為大家提供一個交流專業醫療知識的寶貴平台，進一步裝備前線同事，協助客戶提供更優質的健康保障服務。

乘著這份良好勢頭，公司將展開新一輪挑戰。現誠邀各精英財務策劃顧問參與新一輪「AIA IHS 健康醫療盛宴」挑戰賽，爭取成為150位精英之一，出席這場備受好評的健康醫療盛宴。

活動將呈獻精心準備的星級特選美饌，並特別安排公司管理層及多位醫學專家分享獨家內容，包括：

- **公司管理層專題分享**
- **常見疾病類別與預防方法，及早期症狀識別技巧**
- **最新科學治療發展剖析**
- **真實案例分析及互動答問環節**

這是您掌握最新醫療健康趨勢的絕佳機會，協助您提升醫療專業視野，鞏固客戶信任，並為未來業務發展奠定更穩固基礎。

「我們」、「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）。
"We", "AIA" or "AIA Hong Kong" herein refers to AIA International Limited (Incorporated in Bermuda with limited liability).
只供AIA內部使用。 / For AIA Internal Use Only.

[AIA – INTERNAL]

AIA Hong Kong

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

AIA.COM.HK

Memo

活動詳情：

- **競賽對象：**所有財務策劃顧問及營業單位主管
- **地點：** 指定地點（詳情稍後公布）
- **競賽日期：**2026年7月1日至9月30日
- **競賽要求：**以個人業績計算，按「IHS綜合醫療保健策略」產品#（包括附加契約）之FYCS*作排名，首150名財務策劃顧問，並完成最少3個「AIA Vitality 健康程式」新會籍或復效會籍^（不論該保單與會籍是否屬於同一位客戶），將會獲得資格。

#「IHS綜合醫療保健策略」產品詳見附表產品列表。

* 若一位或以上財務策劃顧問之達標名次相同，將以財務策劃顧問之所有「IHS綜合醫療健康策略」保單的累積繕發FYC決定名次。

^上述要求彼此獨立運作。因此，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 新會籍或復效會籍」；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，惟相關產品必須列於第 7-8 頁之合資格產品清單內。

捉緊增進醫療知識，並轉化為未來業務增長。爭取成為首150名精英之一，與我們一同踏上健康保障新里程！

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

「我們」、「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）。
"We", "AIA" or "AIA Hong Kong" herein refers to AIA International Limited (Incorporated in Bermuda with limited liability).
只供AIA內部使用。 / For AIA Internal Use Only.

[AIA – INTERNAL]

AIA Hong Kong

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

AIA.COM.HK

Memo

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」新會籍或復效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」新會籍或復效會籍。 AIA Vitality 新企業會籍或復效會籍並不計算於競賽內。
6. 若兩位或以上之營業單位主管財務策劃顧問共同完成「AIA Vitality 健康程式」新會籍或復效會籍，將平均計算予各人。競賽期完結時，若「AIA Vitality 健康程式」新會籍或復效會藉總數為點數，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。

「我們」、「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）。
"We", "AIA" or "AIA Hong Kong" herein refers to AIA International Limited (Incorporated in Bermuda with limited liability).
只供AIA內部使用。 / For AIA Internal Use Only.

[AIA – INTERNAL]

AIA Hong Kong

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

AIA.COM.HK

Memo

The "AIA IHS Health Feast" has received positive feedback since launch, serving not only as a platform to recognise and thank our Financial Planners for their outstanding contributions in advancing IHS, but also as a valuable opportunity for professional medical knowledge exchange. This further equips our frontline teams to deliver higher-quality health protection solutions to customers.

Building on this strong momentum, we are launching a new round of the "AIA IHS Health Feast" challenge. We cordially invite **top 150 elite Financial Planners** to attend this well-received signature event.

The event will feature a curated premium dining experience, alongside exclusive sharing sessions by senior management and distinguished medical experts, covering:

- **Topical sharing from senior management team**
- **Common illnesses and prevention strategies, plus techniques for early detection**
- **Breakthroughs in innovative medical treatments**
- **Real-life case studies and interactive Q&A sessions**

This is an excellent opportunity to stay abreast of the latest healthcare trends, broaden your professional medical perspective, strengthen client trust, and build a more solid foundation for future business growth.

Event Details:

- **Eligibility:** All financial planners and agency leaders
- **Venue:** Designated Location (details to be announced)
- **Contest Period:** 1 July 2026 – 30 September 2026
- **Qualifying Criteria:** Based on individual production, the top 150 Financial Planners ranked by FYCS generated from eligible IHS products# (including riders) and achieved at least 3 new or reactivate AIA Vitality memberships^ (regardless of whether the policyholder and the Vitality member are the same individual) will be invited to the event.

Please refer to the attached appendix for eligible IHS products.

* In the event that two or more Financial Planners attaining the same ranking, the final ranking shall be determined by the number of IHS policies issued by each financial planner.

^ The above requirements are independent of each other. This means that, where eligible, non-IHS products may be counted toward the "AIA Vitality New Memberships or Re-active 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 7–8.

「我們」、「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）。
"We", "AIA" or "AIA Hong Kong" herein refers to AIA International Limited (Incorporated in Bermuda with limited liability).
只供AIA內部使用。 / For AIA Internal Use Only.

[AIA – INTERNAL]

AIA Hong Kong

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

AIA.COM.HK

Memo

Act now to enhance your medical knowledge and transform it into future business growth. Strive to be among the top 150 elites and join us in embarking on a new chapter in advancing health protection!

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

「我們」、「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）。
"We", "AIA" or "AIA Hong Kong" herein refers to AIA International Limited (Incorporated in Bermuda with limited liability).
只供AIA內部使用。 / For AIA Internal Use Only.

[AIA – INTERNAL]

AIA Hong Kong

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

AIA.COM.HK

Memo

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 or reactivate AIA Vitality membership must be issued within the contest period.

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

6. If a new or reactivate AIA Vitality membership is jointly completed by two or more financial planners, the membership 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.

「我們」、「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）。
"We", "AIA" or "AIA Hong Kong" herein refers to AIA International Limited (Incorporated in Bermuda with limited liability).
只供AIA內部使用。 / For AIA Internal Use Only.

[AIA – INTERNAL]

AIA Hong Kong

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

AIA.COM.HK

Memo

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) 「簡繳•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

「我們」、「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）。
"We", "AIA" or "AIA Hong Kong" herein refers to AIA International Limited (Incorporated in Bermuda with limited liability).
只供AIA內部使用。 / For AIA Internal Use Only.

[AIA – INTERNAL]

AIA Hong Kong

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

AIA.COM.HK

Memo

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 is exclusive for sale in Hong Kong region only.

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

「我們」、「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）。
"We", "AIA" or "AIA Hong Kong" herein refers to AIA International Limited (Incorporated in Bermuda with limited liability).
只供AIA內部使用。 / For AIA Internal Use Only.

[AIA – INTERNAL]