AIA Hong Kong

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Memo

Attn:	All EDDs & Honourable Advisors / EDDs / PSDDs / SDDs / DDs / MICs / Agency Leaders / Financial Planners (Hong Kong & Macau)	From:	Alfred Yip
Copy:	Mr. Alger Fung / Ms. Amy Chan / Mr. Louie Ho / All Department Heads / ABDD - Executives	Dept:	Agency Digital, Analytics, & Bus. Acquisition – Bus. Acquisition
Date:	27 October 2026	Total page: 5	

(A261098) –「啟護您」癌症藥物保障 - 現有客戶保單賞
FutureShield Cancer Drug Plan - Existing Customer Case Contest

為協助患者及其家庭應對癌症藥物治療所帶來的財務負擔，公司推出全新醫療保障產品 「啟護您」癌症藥物保障。我們鼓勵各位營業同事積極向現有客戶介紹此嶄新保障方案，把握保障升級機會。

於活動期間，營業同事成功為現有客戶繕發指定新保單，即有機會獲贈 友邦嘉年華門票（每張包含 10 個代幣）。誠邀各位同事把握限時推廣機會，主動聯絡客戶，發掘潛在保障需求。

把握機遇，立即行動，全力衝刺，共創佳績！

有關活動詳情請參閱下文。如有任何查詢，歡迎電郵至 AIAHK.Agency-Bus-Acquisition@aia.com。

To help patients and their families manage the financial burden associated with cancer drug treatment, we are launching a new medical protection product, " FutureShield ". We encourage all agency members to proactively engage existing customers to secure enhanced protection benefits.

During the campaign period, agency members who successfully issue a new policy for an existing customer will have the opportunity to receive AIA Carnival tickets (each ticket includes 10 tokens). We encourage you to seize this limited-time opportunity, reconnect with your customers, identify potential protection gap.

Act now, seize the opportunity, and strive for excellence together!

For details of the campaign, please refer to the information below. Should you have any enquiries, please contact us at AIAHK.Agency-Bus-Acquisition@aia.com.

Best Regards,

Alfred Yip
Head of Agency Digital, Analytics and Business Acquisition

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健康長久好生活

「啟護您」癌症藥物保障 - 現有客戶保單賞

競賽資格： 所有營業單位主管及財務策劃顧問
競賽日期： 2026年10月27日至 2026年11月30日

競賽規則

於競賽期間內，財務策劃顧問會以個人業績計算並跟現有客戶提交並繕發的「啟護您」癌症藥物保障保單，便合資格獲贈以下獎賞:

保單數目	友邦嘉年華門票(每張包含10個代幣)
繕發4張	2張
完成以上數目後，並額外繕發每2張	額外2張

合資格保單:

1. 「啟護您」癌症藥物保障保單
2. 保單必須於 2026 年 10 月 27 日至 2026 年 11月 30 日期間遞交及成功繕發(包括首尾兩天)

- 每位財務策劃顧問最多可獲贈 20 張友邦嘉年華門票。
- 獎賞將直接發放予得獎之財務策劃顧問，派發詳情稍後公佈。

條款及細則

1. 獎賞將直接發放予得獎之財務策劃顧問，而於競賽內所計算的保單必須於獎賞發放時仍然生效及已繳清保費，否則獲發獎賞資格將被取消。若競賽內所計算的保單於獎賞發放後在任何情況下變為非生效之狀況，保留隨時取消已獲發之獎賞的權利，恕不另行通知。
2. 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。
3. 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。
4. 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。
5. 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。
6. 若兩位或以上之營業單位主管/財務策劃顧問共同完成 1 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。
7. 營業同事透過電子方式遞交保單申請予 AIA，應預留充足時間確保有關申請已於截數前由 AIA及 / 或已授權之單位收妥。
8. 所有獎賞不可退換或轉換成以現金發放，安排均以AIA 最終安排為準。
9. 營業同事進行銷售時必須根據客戶的需要及保費負擔能力作評估，從而介紹適合的保險產品，不得因獎賞而對客戶作特定銷售建議。

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10. 所有獲獎者必須於獎賞發放時仍與持有效合約。
11. AIA 保留隨時修改競賽規則或獎品之權利，恕不另行通知。
12. 如有任何異議，以AIA 最後決定為準。
13. AIA 並非友邦嘉年華門票的供應商，亦非友邦嘉年華（「主辦方」）的主辦機構，因此對友邦嘉年華門票及 / 或友邦嘉年華的使用概不承擔任何義務或責任。任何因使用友邦嘉年華門票及 / 或參與友邦嘉年華而引起或與之相關的爭議，均須由參加者直接與主辦方解決。對於因使用友邦嘉年華門票及 / 或參與友邦嘉年華所引致或相關的任何直接或間接索償、要求、成本、收費、開支、損失、損害或賠償，AIA 概不承擔任何法律責任。友邦嘉年華門票的使用須受主辦方所訂立的條款及細則約束，詳情請參閱主辦方不時就友邦嘉年華及友邦嘉年華門票所發出的相關條款及細則。主辦方保留更改、延期或重新安排友邦嘉年華舉行日期的權利，及 / 或修改友邦嘉年華及友邦嘉年華門票的任何條款及細則，而無須另行通知。

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FutureShield Cancer Drug Plan - Existing Customer Case Contest

Eligibility
All Agency Leaders & Financial Planners

Contest Period
27 October 2026 – 30 November 2026

Contest Rules
During the contest period, each financial planner will be counted in the personal production for each "FutureShield" Cancer Drug Plan submitted and successfully delivered for existing customers. Financial planner will be eligible to receive below award:

Award No. of new policy	AIA Carnival Tickets (including 10 tokens per ticket)
4 cases delivered	2 tickets
Extra 2 cases delivered on top of the above cases	Extra 2 tickets

Eligible policy:

- "FutureShield" Cancer Drug Plan
- The policy must be submitted and successfully delivered from 27 October 2026 to 30 November 2026 (both dates inclusive)

- Maximum 20 AIA Carnival Tickets per financial planner.
- Award will be distributed to the financial planner directly. Details will be announced in due course.

Terms & Conditions

1. The reward will be distributed directly to the winning Financial Planner. Policies counted in the contest must remain in force and have their premiums fully paid at the time the reward is delivered; otherwise, eligibility for the reward will be forfeited. If any policy counted in the contest becomes lapsed or no longer in force for any reason after the reward has been delivered, the right to revoke the reward already granted is reserved without prior notice.
2. If a financial planner submitted an application before the contest period and the policy was delivered, but withdrew the application and cancelled the policy during the contest period, and then reapplied for the same product plan, that policy will not be counted.
3. 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.
4. Any policy delivered for the same insured person after converting from or surrendering an existing policy will not be counted.
5. 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.
6. 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.
7. If financial planners submit policy applications to AIA electronically, they should allow sufficient time to ensure that the applications are received by AIA and/or its authorized parties before the submission deadline.
8. All privileges are not refundable, transferrable nor payable, program is subject to AIA's final decision.
9. When conducting sales, financial planners must assess the customer's needs and affordability of premiums in order to recommend suitable insurance products, and must not make specific sales

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recommendations to customers solely because of the reward.

10. All winners must still be under a valid contract at the time the reward is delivered.
11. AIA reserves the right to amend the contest rules or prizes at any time without prior notice.
12. In the event of any dispute, AIA's decision shall be final.
13. AIA is neither the supplier of the AIA Carnival tickets nor the organiser of the AIA Carnival (the "Organiser") and shall have no obligation or liability in connection with the use of AIA Carnival tickets and/or the AIA Carnival. Any disputes arising from the use of AIA Carnival tickets and/or the participation in the AIA Carnival shall be resolved directly between the participant and the Organiser. AIA shall not be legally liable for any direct or indirect claims, demands, costs, charges, expenses, losses, damages or compensation arising out of or in connection with the use of the AIA Carnival tickets and/or the participation in the AIA Carnival. The use of AIA Carnival ticket is subject to the terms and conditions imposed by the Organiser. Please refer to the relevant terms and conditions issued by the Organiser from time to time in relation to the AIA Carnival and AIA Carnival tickets for details. The Organiser reserves the right to change, postpone, or reschedule the date of the AIA Carnival and/or amend any terms and conditions of the AIA Carnival and the AIA Carnival tickets without any further notice.