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AIA Hong Kong
12/F, AIA Tower
183 Electric Road
North Point
Hong Kong

Memo

Attn:	All EDD & Honourable Advisors / EDDs / PSDDs / SDDs / DDs / MICs / Agency Leaders / Financial Planners (Hong Kong and Macau)	From:	Winnie Fung
Copy:	Mr. Alger Fung / Ms. Amelie Shen / Ms. Amy Chan / Mr. Louie Ho / All Department Heads / ABDD Executives / CSBD Executives / IVS Executives / Contact Centre	Dept:	Corporate Solutions
Date:	04 November 2026	Total pages:	2 + Appendix

Subject: **(A261132) 2026 Q4 IVS「友得揀」客戶尊屬優惠 [優惠更新 (11 月)]**
2026 Q4 IVS Exclusive Customer Offer [Offer Update (November)]

2026 Q4 IVS「友得揀」客戶**尊屬優惠**現已更新！請細閱以下之更新摘要，把握 IVS 推廣良機！

<table>
<tr><td>推廣期</td><td colspan="2">2026 年 11 月 1 日至 12 月 31 日</td></tr>
<tr><td>優惠更新詳情</td><td colspan="2">新增優惠：
• 以下指定保險產品（包括基本計劃，附加契約及 AIA 健康系列，如適用）每個保單週年日可享 1 個月保費回贈（IVS 客戶尊屬優惠與標準優惠相同），直至保單終止：
<table><tr><td>極臻 • 至尊明珠醫療計劃</td></tr><tr><td>極臻 • 至尊明珠醫療附加契約</td></tr><tr><td>至尊明珠醫療計劃 5</td></tr><tr><td>至尊明珠醫療 5 附加契約</td></tr><tr><td>「尊耀明珠」醫療計劃</td></tr><tr><td>「睿選明珠」醫療計劃</td></tr></table>（附加契約必須附加於新基本計劃）

其他優惠內容則維持不變，有關優惠詳情，請參閱以下宣傳單張。</td></tr>
<tr><td>宣傳單張版本及其他資料</td><td>繁體中文版本：連結
英文版本：連結
簡體中文版本：連結</td><td>有關 IVS 客戶最新尊屬優惠與標準優惠之比較，請參閱附件 1 – 產品優惠比較一覽表（只供內部參考）</td></tr>
<tr><td>重要提示</td><td colspan="2">1. 透過 iPoS 投保「優悅年金保險計劃」時，系統將於申請過程中根據客戶資料即時核實其推廣優惠資格。

2. 根據友邦保險個人資料收集聲明（PICS），有關友邦保險集團公司在提供任何強積金及公積金相關服務時收集的任何個人資料，該等個人資料只會用於推廣或營銷任何強積金及公積金產品或服務。強積金及公積金客戶的資料是分別用作提供相關強積金或公積金的服務。請注意（一）不應該向其他人士披露客戶的資料作非強積金或公積金職能用途；（二）不應該將客戶的資料用於交叉銷售任何強積金或公積金計劃以外的產品或服務。

3. 不可直接或間接向客戶提供任何禮物及優待誘使客戶加入友邦強積金及購買友邦保險產品。</td></tr>
</table>

如有任何查詢，請使用 iEngage/PES Chatbot 或與 IVS 團隊聯絡。

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2026 Q4 IVS Exclusive Customer Offer has been updated! Please refer to the summary below for the details of the update and seize the IVS promotion opportunity!

Promotion Period	1 November – 31 December 2026	
Offer Update Details	New Offer: • The following specified insurance plan (including Basic Plan, Supplementary Contract and AIA Vitality Series, if applicable) are entitled to 1-month premium refund (IVS Exclusive Customer Offer is same as public offer) in each policy anniversary until the policy terminates: OptimaCEO Pearl Medical Plan OptimaCEO Pearl Medical Supplementary Contract CEO Pearl Medical 5 CEO Pearl Medical 5 Supplementary Contract Privilege Ultra Pearl Medical Plan SelectWise Pearl Medical Plan All other Promotion Offers remain unchanged. For details, please refer to the promotion leaflet below.	
Promotion Leaflet Version and Other Information	Traditional Chinese Version: LINK English Version: LINK Simplified Chinese Version: LINK	For comparison of the latest IVS Exclusive Customer Offer and the public offer, please refer to Appendix 1 - Product Offer Comparison Table (For internal use only)
Important Note	1. When applying "EverBliss Annuity Insurance Plan" via iPoS, the system will instantly verify the customer's eligibility for the promotional offer during the application process based on their information. 2. According to AIA Personal Information Collection Statement (PICS), in relation to any personal data collected by AIA whilst providing any services in respect of our mandatory provident fund scheme ("MPF") and occupational retirement schemes ("ORSO"), such personal data would only be used for promoting or marketing any MPF and / or ORSO products or services. Such information obtained is used for performing MPF and / or ORSO functions. Please note that you (a) must not disclose such information to any other person for performing non-MPF and / or non-ORSO functions; (b) must not cross-selling non-MPF and / or non-ORSO products or services by accessing such information. 3. Must not directly or indirectly offer any gifts and incentives to induce customers to join AIA MPF scheme and purchase AIA insurance products.	

Should you have any question, please enquire by using iChat in iEngage/PES, or contact our IVS Team for enquiry.

Yours faithfully,

Winnie Fung
Head of Individual Voluntary Solutions
CS – Individual Voluntary Solutions

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附件 1：產品優惠比較一覽表

類別	產品		IVS 優惠 Vs 標準優惠 是否可享更高回贈
AIA 自願醫保計劃	AIA 自願醫保標準計劃#@ AIA 自願醫保靈活計劃#@ AIA 自願醫保尊耀計劃#@ AIA 自願醫保睿選計劃#@		✓ **+1 個月**保費回贈
醫療保障	「尊耀」醫療計劃@^ 「尊耀明珠」醫療計劃@ 「睿選」醫療計劃@^ 「睿選明珠」醫療計劃@		✓ **+1 個月**保費回贈
	「啟護您」- 癌症藥物保障*		✗
	終身保費回贈推廣 **（新增優惠）**	**極臻 • 至尊明珠醫療計劃*** **極臻 • 至尊明珠醫療附加契約Δ** **至尊明珠醫療計劃 5*** **至尊明珠醫療 5 附加契約Δ** **「尊耀明珠」醫療計劃@** **「睿選明珠」醫療計劃@**	✗
危疾保障	「簡護危疾保」@ 「進添」計劃 - 癌症保障* 「多重智倍保」*# 「泰然安心保 2」*# 「多重安心保 2」*# 「進泰安心保 2」*# 「愛伴航」保險計劃 2 系列*¶ 「簡緻 • 愛伴航」保險計劃*		✗
意外保障	「自選人身意外保險 3」Δ 「銀意保」* 「意安心升級意外保險計劃」* 「意安心意外保險計劃」* 「童年意家保」* 「盛年意家保」* 「豐年意家保」*		✗
人壽保障	「守康易定期壽險計劃」*		✗

只適用於香港。有關完整產品資料，請參閱 aia.com.hk。
@ 可以基本計劃形式獨立投保或作附加契約。
* 只可以基本計劃形式投保。
^ 只適用於澳門。
¶「愛伴航」保險計劃 2 系列包括： i.「愛伴航」保險計劃 2； ii.「愛伴航 – 首護摯寶」保險計劃 2。
Δ 只可以附加契約形式投保。

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附件 1：產品優惠比較一覽表（續）

類別	產品	保費繳付期 / 最低保費要求	IVS 優惠 Vs 標準優惠 是否可享更高回贈 / 折扣
儲蓄保險	「盈御多元貨幣計劃 3」*■~ （推廣期：2026 年 11 月 1 日至 30 日） 「簡愛 • 延續」保障計劃 5*~ （推廣期：2026 年 11 月 1 日至 30 日）	5 / 10 年	✓ +2% 保費回贈
	環宇盈活儲蓄保險計劃*µ~ （推廣期：2026 年 11 月 1 日至 30 日） 財富盈活儲蓄保險計劃*µ~ （推廣期：2026 年 11 月 1 日至 30 日）	5 年	✓ +2% 保費回贈
	「盈御多元貨幣計劃 3」* （推廣期：2026 年 11 月 1 日至 30 日） 環宇盈活儲蓄保險計劃* （推廣期：2026 年 11 月 1 日至 30 日） 「簡愛 • 延續」保障計劃 5*π （推廣期：2026 年 11 月 1 日至 30 日） 財富盈活儲蓄保險計劃*µ~ （推廣期：2026 年 11 月 1 日至 30 日）	一次性繳付保費	✗
	AIA 延期年金計劃 2*+♦	年度化保費 5,000 美元或以上	✗
	優悅年金保險計劃*	一次性繳付保費	✓ +1% 保費折扣
人壽保險	「活然人生」保險計劃*☆	5 / 30 年	✓ +2% 保費回贈
定期壽險附加契約	摯誠定期壽險附加契約@ 尊誠定期壽險附加契約@	-	✗

* 只可以基本計劃形式投保。

■ 適用於所有貨幣之保單（即人民幣、英鎊、美元、澳元、加元、港元、澳門幣（只適用於澳門繕發的保單）、歐元及新加坡元）。

~ 若保單以美元以外的貨幣繕發，請參閱宣傳單張內之條款及細則 12 及 13 有關其他貨幣適用之保費金額。

+ 只適用於香港。

µ 適用於以下貨幣（即美元、港元、澳門幣（只適用於澳門繕發的保單））。

@ 只可以作附加契約。

π 若保單以美元以外的貨幣繕發，請參閱條款及細則 17 有關其他貨幣適用之保費金額。

♦ 此保費回贈優惠不可與其他推廣優惠同時使用(包括但不限於電子保費優惠券，及/或透過 AIA 僱員保險購買計劃(EIPP)投保 AIA 延期年金計劃 2 所享有之推廣優惠，如適用)。電子保費優惠券不適用於 AIA 延期年金計劃 2。

☆ 電子保費優惠券不適用於優悅年金保險計劃。

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Appendix 1：Product Offer Comparison Table

Category	Products		IVS Offer Vs Standard Offer Is it better?
AIA Voluntary Health Insurance Scheme	AIA Voluntary Health Insurance Standard Scheme#@ AIA Voluntary Health Insurance Flexi Scheme#@ AIA Voluntary Health Insurance Privilege Ultra Scheme#@ AIA Voluntary Health Insurance SelectWise Scheme#@		✓ +1 Month Premium Refund
Medical Protection	Privilege Ultra Medical Plan@^ Privilege Ultra Pearl Medical Plan@ SelectWise Medical Plan@^ SelectWise Pearl Medical Plan@		✓ +1 Month Premium Refund
	FutureShield Cancer Drug Plan*		✗
	Perpetual Premium Refund Offer **(New Offer)**	**OptimaCEO Pearl Medical Plan*** **OptimaCEO Pearl Medical Supplementary ContractΔ** **CEO Pearl Medical 5*** **CEO Pearl Medical 5 Supplementary ContractΔ** **Privilege Ultra Pearl Medical Plan@** **SelectWise Pearl Medical Plan@**	✗
Critical Illness Protection	Simple Care Essence@ Level-Up Cancer Protect Plan* Smart Elite Ultra*# Executive Care Pro 2*# Multiple Care Pro 2*# Prime Care Pro 2*# On Your Side Insurance Plan 2 Series*¶ Essence – On Your Side Insurance Plan*		✗
Accident Protection	PAC Select 3Δ Silvery Protect* Secure First Plus Accident Insurance Plan* Secure First Accident Insurance Plan* Super Kids Shield* Super Adults Shield* Super Seniors Shield*		✗
Life Protection	EasyGuard Term Life Plan*		✗

Available in Hong Kong only. For complete product information, please refer to aia.com.hk.
@ Can be purchased as a basic plan or as a rider.
* Can only be purchased as a basic plan.
^ Available in Macau only.
¶ On Your Side Insurance Plan 2 Series includes: i. On Your Side Insurance Plan 2; ii. On Your Side Insurance Plan 2 – First Gift.
Δ Can only be purchased as a rider.

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Appendix 1：Product Offer Comparison Table (Cont.)

Category	Products	Premium payment period/ Min. premium requirements	IVS Offer Vs Standard Offer Is it better?
Savings Insurance	Global Power Multi-Currency Plan 3*■~ (Promotion Period: 1 – 30 November 2026) Simply Love Encore 5*~ (Promotion Period: 1 – 30 November 2026)	5 / 10-year	✓ +2% Premium Refund
	GlobalFlexi Savings Insurance Plan*µ~ (Promotion Period: 1 – 30 November 2026) Wealth Flexi Savings Insurance Plan*µ~ (Promotion Period: 1 – 30 November 2026)	5-year	✓ +2% Premium Refund
	Global Power Multi-Currency Plan 3* (Promotion Period: 1 – 30 November 2026) GlobalFlexi Savings Insurance Plan* (Promotion Period: 1 – 30 November 2026) Simply Love Encore 5*π (Promotion Period: 1 – 30 November 2026) Wealth Flexi Savings Insurance Plan*µ~ (Promotion Period: 1 – 30 November 2026)	One-Time Premium Payment	✗
	AIA Deferred Annuity Plan 2 *+♦	Annualised Premium US$ 5,000 or above	✗
	EverBliss Annuity Insurance Plan*	One-Time Premium Payment	✓ +1% Premium Discount
Life Insurance	ProsperLife Insurance Plan*☆	5 / 30-year	✓ +2% Premium Refund
Term Life Supplementary Contract	Wisdom Term Life Supplementary Contract@ Expert Term Life Supplementary Contract@	-	✗

* Can only be purchased as a basic plan.

■ Applicable to all currencies available for policies, i.e. Renminbi (RMB), British pound sterling (GBP), US dollar (US$), Australian dollar (AUD), Canadian dollar (CAD), HK dollar (HK$), Macau pataca (MOP; only for policies issued in Macau), Euro (EUR) and Singapore dollar (SGD).

~ If the policy is issued in a currency other than US$, please refer to 12 and 13 under Terms & Conditions in the promotion leaflet for the applicable premium amount in other currencies.

\+ Available in Hong Kong only.

µ Applicable to the following currencies available for policies, i.e. US dollar (US$), HK dollar (HK$), Macau pataca (MOP; only for policies issued in Macau).

π If the policy is issued in a currency other than US$, please refer to 17 under Terms & Conditions for the applicable premium amount in other currencies.

@ Can only be purchased as a rider.

♦ This premium refund offer cannot be used in conjunction with other marketing offers (including but not limited to ePremium Coupon, and/or the promotional offer of applying AIA Deferred Annuity Plan 2 via AIA Employee Insurance Purchase Programme (EIPP), if applicable). ePremium Coupon is not applicable to AIA Deferred Annuity Plan 2.

☆ ePremium Coupon is not applicable to EverBliss Annuity Insurance Plan.

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