

7Y & 8Y
AIA District Briefing

AIGHK Distribution Team



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UPDATE, PROMOTION & CAMPAIGN

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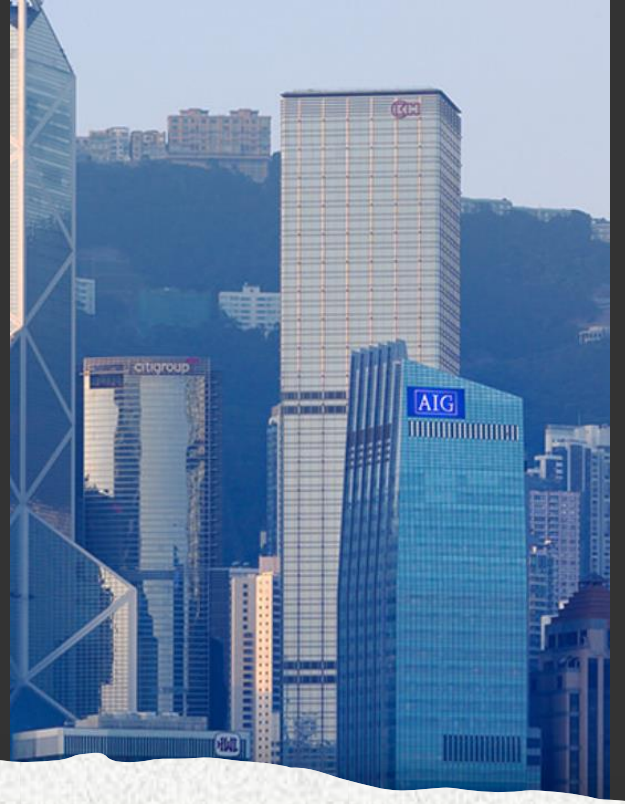
Long Term Partnership
AIA











History since 1919

Ranking of the 20 largest insurance companies according to Forbes

In billions USD

Rank	Company	Global ranking	Country	Class of business	Turnover	Profits	Assets	Market value
1	Berkshire Hathaway	2	United States	Life and non-life	368.96	73.42	1 070.04	899.14
2	UnitedHealth Group	19	United States	Life and health	379.49	15.36	284.21	482.86
3	Ping An Insurance Group	29	China	Life and non-life	136.07	11.78	1 654.80	105.50
4	Allianz	31	Germany	Life and non-life	148.18	9.74	1 056.84	113.85
5	AXA Group	51	France	Life and non-life	109.35	7.57	684.04	81.60
6	Life Insurance Corp. of India	70	India	Life and health	97.98	4.88	561.41	73.63
7	Elevance Health	81	United States	Health	171.75	6.24	111.89	127.30
8	Intesa Sanpaolo Assicura	84	Italy	Life and non-life	42.21	9.12	1 006.15	74.85
9	Chubb	86	Switzerland	Non-life	51.73	9.28	212.25	111.37
10	Cigna	95	United States	Life and health	204.15	3.62	148.45	96.22
11	Munich Re	96	Germany	Life and non-life	69.98	4.98	298.01	65.08
12	Zurich Insurance Group	98	Switzerland	Life and non-life	65.43	4.36	339.44	74.90
13	China Life Insurance	116	China	Life and health	51.64	6.61	818.09	47.10
14	American International Group	131	United States	Life and non-life	48.96	4.83	475.56	53.45
15	Progressive	137	United States	Life and non-life	65.02	5.79	88.92	122.54
16	Generali Group	141	Italy	Life and non-life	74.73	4.05	555.27	42.00
17	Tokio Marine Holdings	149	Japan	Life and non-life	47.95	4.43	212.31	61.76
18	ING Group	153	Netherlands	Life and non-life	24.50	7.89	1 112.27	55.85
19	MetLife	157	United States	Life and non-life	67.57	2.37	677.58	52.78
20	AIA Group	161	Hong Kong	Life	27.51	3.76	278.81	93.73

The Global 2000 ranks the largest companies in the world using 4 metrics:

- Sales
- Profits
- Assets
- Market value

They used the latest 12 months of financial data available as of May 17, 2024 to calculate the factors used in the ranking.

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2025 個人保險@MOTIS推廣優惠

PERSONAL LINES @MOTIS PROMOTION

第一彈 PART I

友邦代理於優惠期內2025年3月1日至5月31日，經由MOTIS投保下列保險產品並輸入優惠碼，即可獲取最高8折保費折扣!

安居保



首年保費:
所有計劃均享有8折

輸入優惠碼 ： AIAH20

家傭靈活保 3.0



首年保費:
1.優越 (1年/ 2年計劃) : 8折
2.卓越 (1年/ 2年計劃) : 8折
3. 超凡 (2年計劃) : 9折

輸入優惠碼 ： AIADWP

適用計劃:

推廣折扣號碼

推廣折扣號碼(如適用)

基本計劃

保障內容 (詳情請按此)

立即投保 (1年計劃) 港幣$ 300.00

立即投保 (2年計劃) 港幣$ 540.00

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AIG Thumbs Up

每位AIG頂尖業務代理必備的流動應用程式!

掃描QR二維碼下載

或 App store搜尋:

AIG Thumbs Up

Apple/ Android only

首次登入THUMBS UP

1. 先啟動MOTIS

登入帳戶 = 登記AIG之手提電話號碼

首次登入密碼 = 身分證首6個數目字

(例如: A**123456**(7))

2. 按指示更改密碼

3. 開啟THUMBS UP App

AIG Thumbs Up
查看產品





點擊”下載”
查看產品相關文件
(如小冊子, 申請表, 索償申請表等)

點擊”GO MOTIS”
進入MOTIS頁面

「射」俾經紀風險高 保監介入唔駛撈



案例

近日有保險代理因為不能銷售某間保險公司的產品，把自己的客戶轉介到其他保險經紀處理，並收取介紹費和佣金。事後客人在索償時甚至不知自己保險代理人是哪一方從而揭發事件。保監正式作出調查。

風險

- 非法獲取佣金有機會觸犯欺詐罪
- 保險經紀吸收了客戶
- 保監介入揭發更多同類保單

建議

以正確途徑銷售該代理人可銷售的產品

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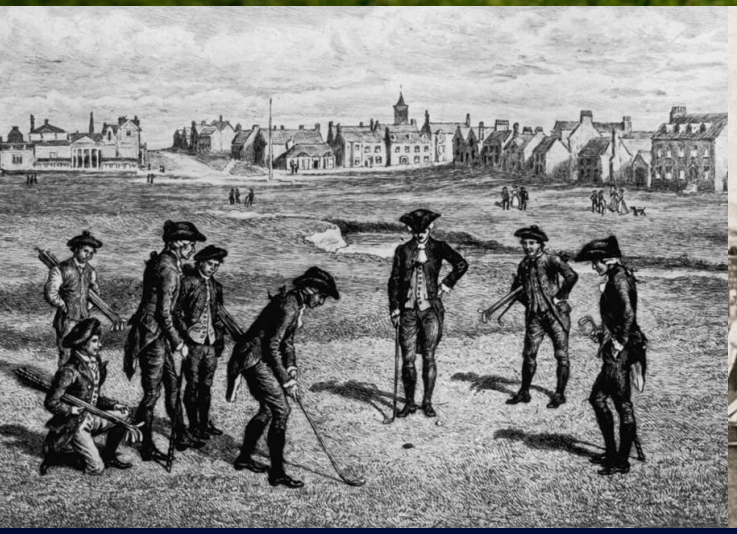
St Andrews | AIG Women's Open









Hole-in-one 一桿入洞



Golf Insurance 高爾夫球保障計劃

PRODUCT LINES

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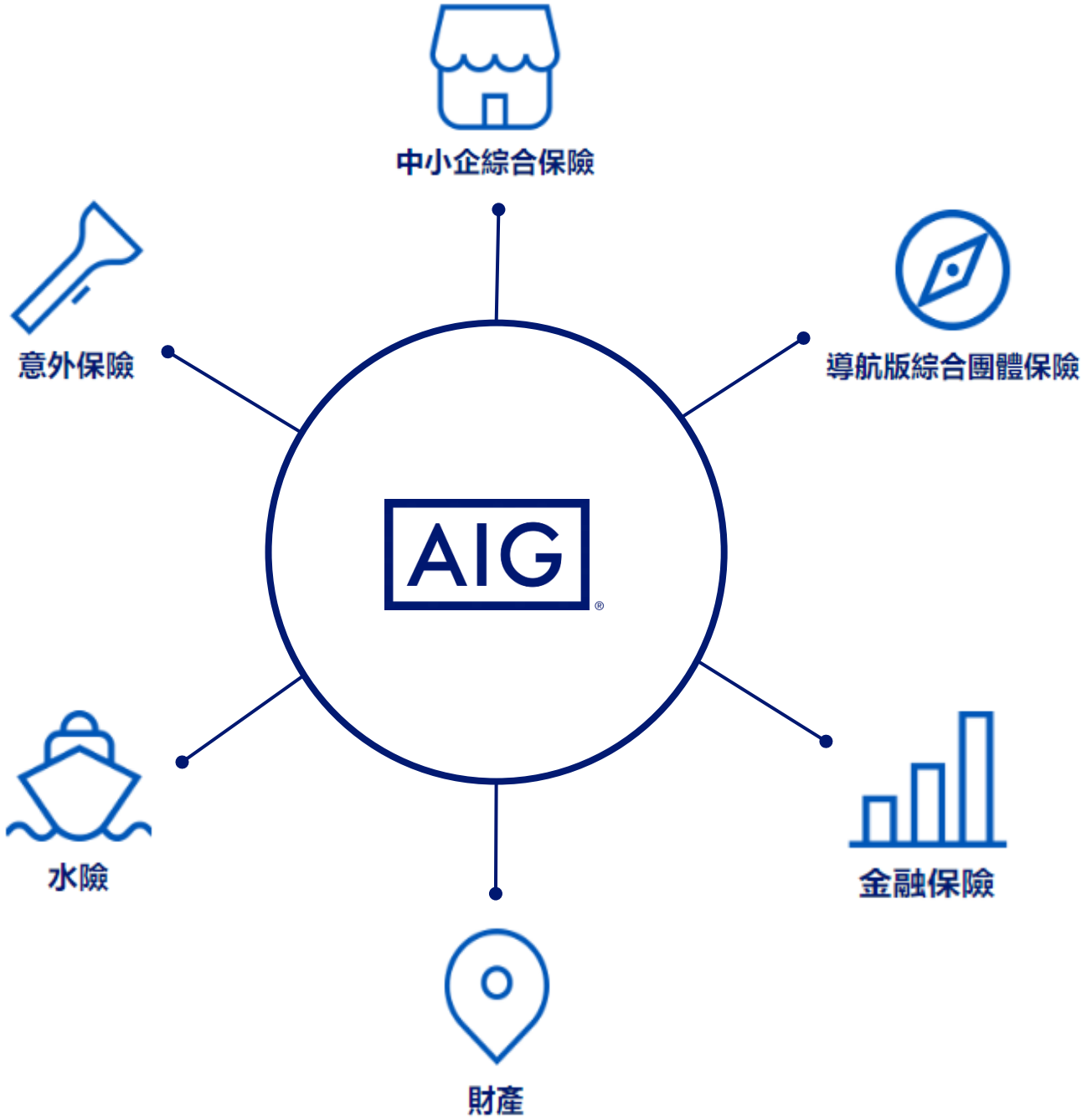
商業保障計劃





中小企所面對的風險

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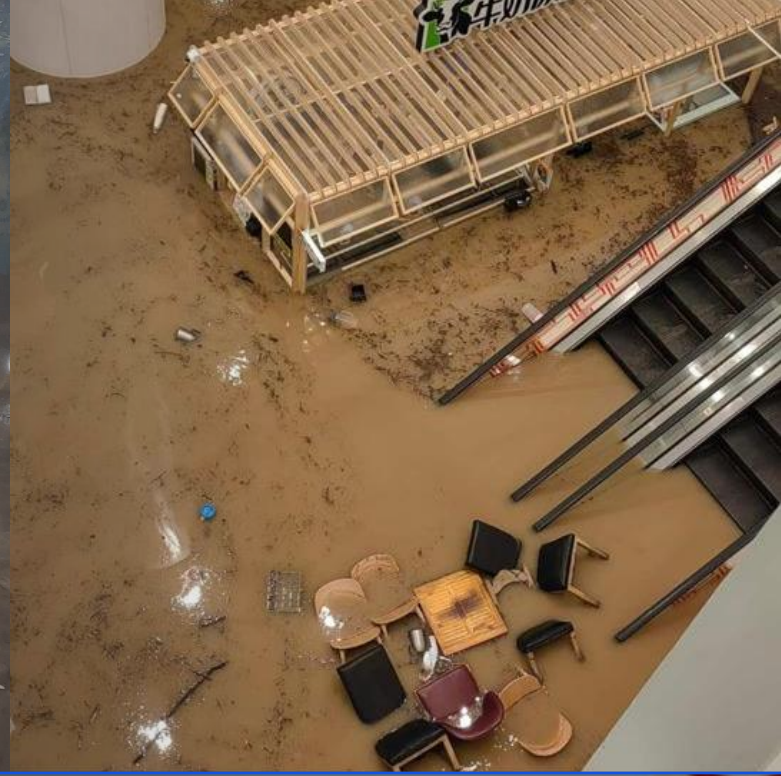
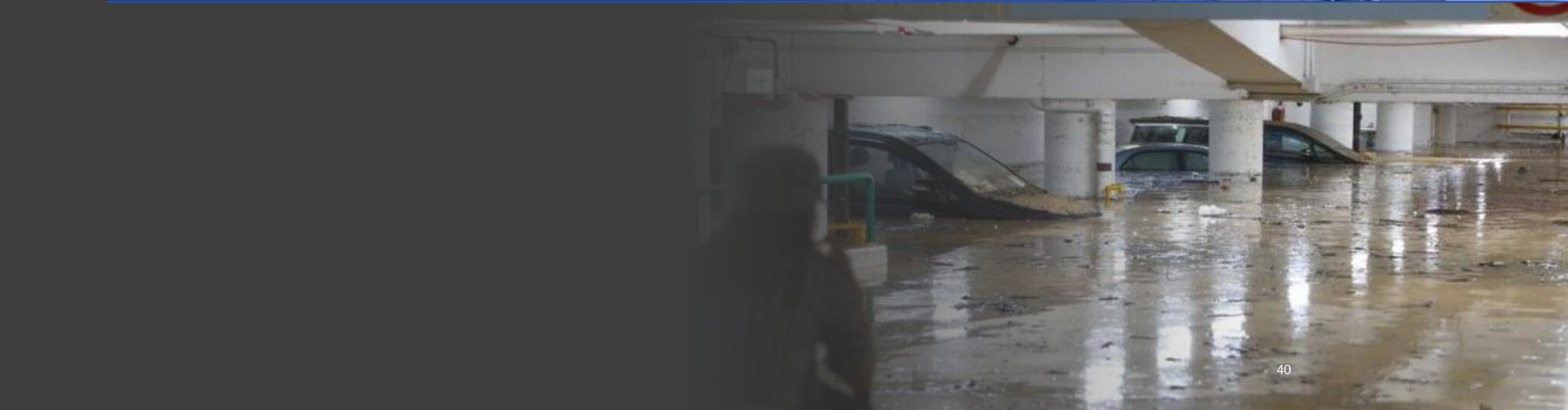
世紀暴雨







真實個案





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真實個案

「浸大E神」楊焉酒後做引體上升墮地 平安夜做手術向老公道歉：每個人都會發生不同程度嘅蠢事






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真實個案

索償案例：小朋友在餐廳被熱醬汁燒傷，獲賠27萬 (一級燒傷)

個案： 1999年10月9日，葉明女士帶同她的兩名女兒走近一間名叫「老友記」的店舖。該店舖的熟食生意由被告人經營，而地點則位於香港鰂魚涌芬尼街2號地面K店舖。當葉明女士站在店舖入口處的快餐推車前意欲購買該店舖出售的「魚蛋」時，她的幼女(即本案原告人，當時年僅3歲)走向快餐推車旁邊牆上一個貨物展視架。原告人其後取下一個手提風扇，可是風扇不幸掉在地上。原告人蹲下去拾，當她站起來時，她的肩膊撞到快餐推車上相連的一個摺疊托盤。當時托盤上放著一個盛滿著醬汁的電飯煲，因為原告人的碰撞，那載滿醬汁的電飯煲翻倒，而醬汁則傾倒在原告人身上。

法庭判定的賠償項目：

項目	賠償額	
(1)	疼痛、痛苦及喪失生活樂趣	$ 250,000
(2)	心理治療的費用	$ 25,000
(3)	醫療費用及交通費損失	$ 1,692
	總計	$ 276,692

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SME



SME INSURANCE
中小企綜合保險

AIG

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中小企保險的保障內容

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中小企綜合保險

四大保障重點



水 / 火險 / 盜竊險

根據僱員補償條例，如僱員因工作導致身體受傷，僱主需為僱員承擔之法律責任

保障閣下經營業務時因疏忽而引致**第三者人身受傷、財物損毀**於保險期內的法律責任

保障於店鋪內 / 運送期間，因而導致的現金損失

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SME 報價流程

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中小企保險 - 風險評估



行業 / 工作性質



地點



員工人數 / 薪金



全職 / 兼職比例





賠償紀錄

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中小企保險人手報價

1.填妥報價表格



中小企綜合保險申請表格
SME Package Application Form

請填妥所有資料及選擇合適的空格。Please complete this form and tick the appropriate box.

基本資料 (請提供有效的商業登記文件副本)
BASIC INFORMATION (Please provide a copy of valid Business Registration)

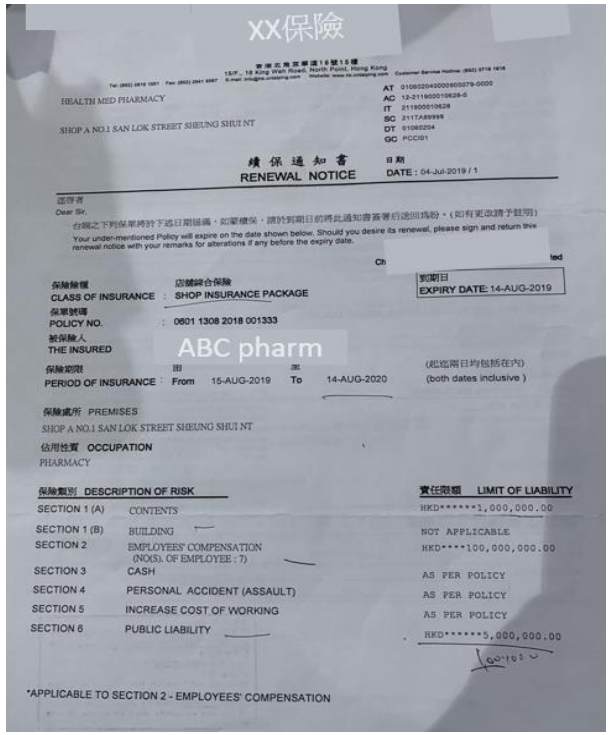
投保公司名稱 Name of Insured	電話號碼 Phone No.
僱主之全名 Name of Employer in full	電郵地址 Email Address
投保地址/ 工作地點 Insured Location/Place of employment	
通訊地址 Correspondence Address (如與投保地址不同 If Different from the Insured Location)	
投保期限 Period of Insurance / 由 From DD/MM/YY	至 To DD/MM/YY
業務性質 Business Nature	成立年份 Year of when the business was first established
年度營業額 (港幣$) Business Annual Revenue (HK$)	詳述僱主的商業活動/行業之相關經驗及專業資格 Employer's related experience and qualification in relation to the business activities/profession as detailed

基本保障 STANDARD COVERAGES

財物全險 Property All Risks

投保財物 Property Insured	投保額 (港幣) Sum Insured (HK$)
Item 1 - 樓宇結構 Building	
Item 2 - 商用傢俬裝修，物業固定裝置及設備 Contents, Fixtures and Fittings	
Item 3 - 工具及機器 Equipment and Machinery	
Item 4 - 存貨 Stock	

2. 現有續保通知書



3.電郵報價

連同已填妥之報價表格 /
續保通知書電郵至:

sme.hk@aig.com

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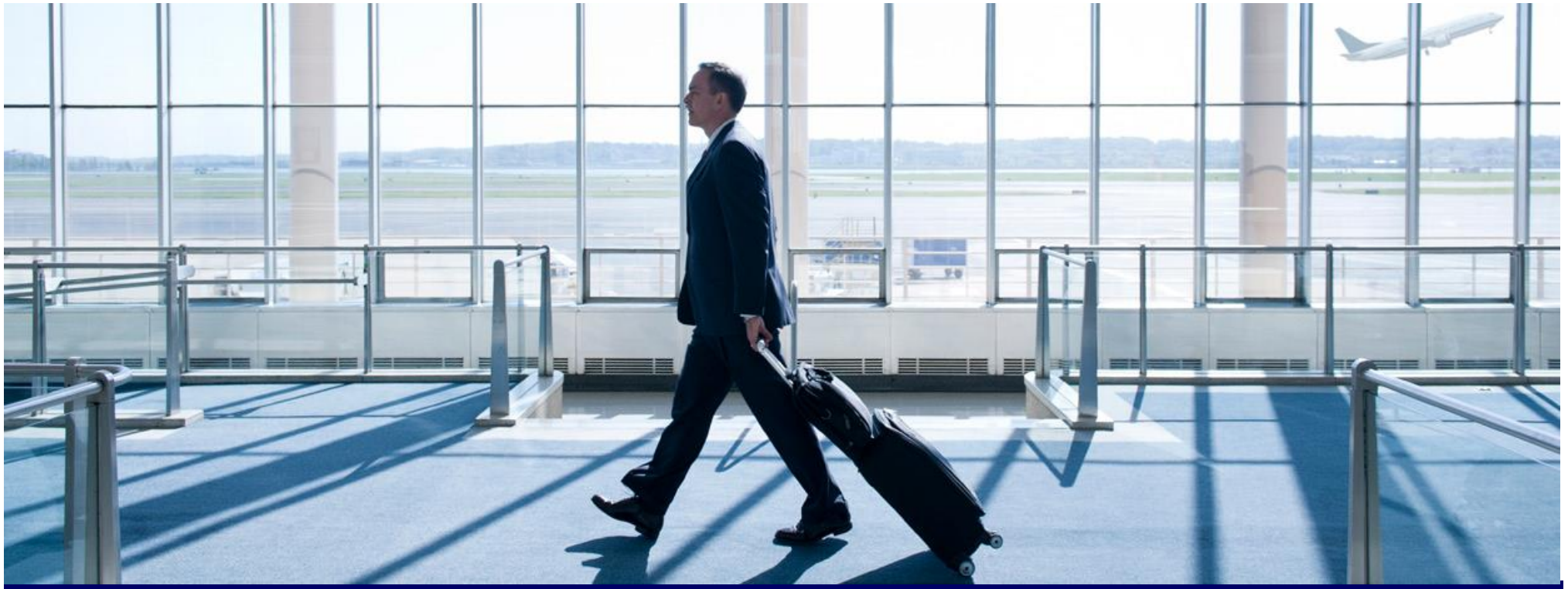
Hong Kong | Accident & Health



Group Protection Solutions (GPS)

團體商務旅遊 及 團體人身意外

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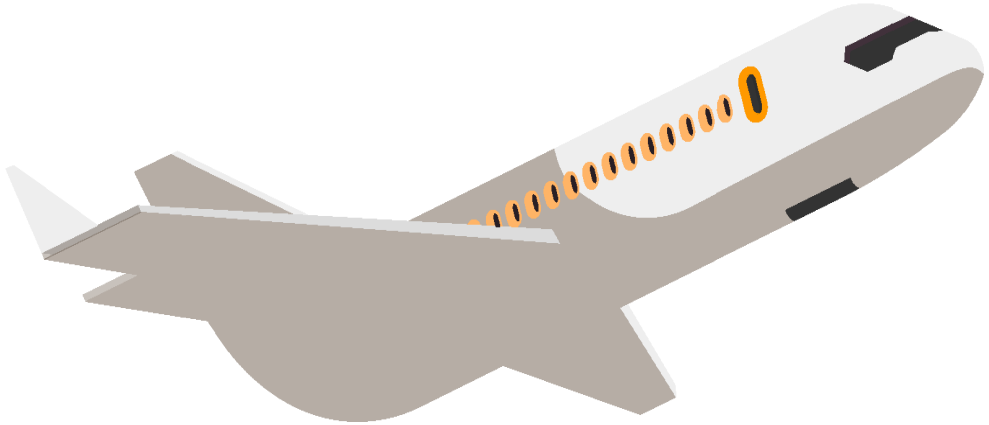
主要優點

	承保於投保前已存在疾病 (跨境司機除外)
	不記名方式承保
183	受保旅程每次高達183日
	承保居住國境內旅程
	業務旅程附帶的非業務活動均包括在內

基本 | 特級 | 卓越



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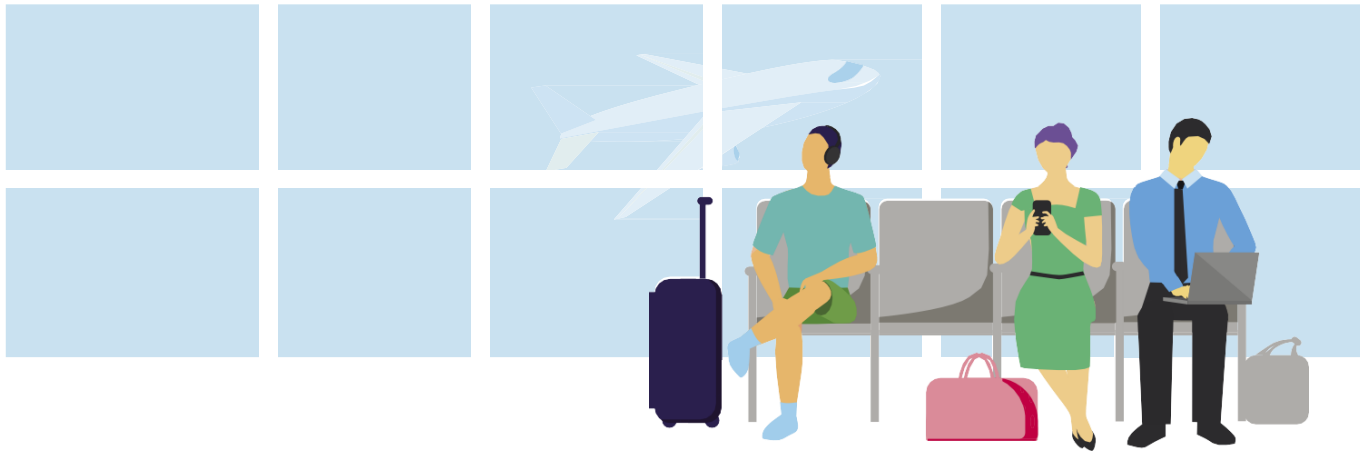
投保需知

- 最低保費：港幣2,500 元
- 受保人數：3 – 50 名僱員
- 受保年齡：18 – 75
- 職業級別： 類別一、類別二及類別三
  (類別三之受保人數，不得超過受保團體總人數的30%)
- 受保僱員須受僱於有效的香港僱傭合約
- 佣金： 35% (MOTIS) / 25% (By Application Form)

本產品不承保以下職業：機組人員 / 船員、職業運動員 / 特技人員、潛水員或類似工種、伐木工人、任何車輛用於競賽，比賽，競速相關的任何目的、境外人員、武裝部隊人員及保安人員 / 保鏢 / 警察、化學 / 生物 / 炸藥 / 核能材料研究人員、礦工 / 採石工人、從地面起6 米以上高空作業的抹窗工人、使用重型機器工作的體力勞動者、建築工地體力勞動者



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One more thing...

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詐騙園區死灰復燃

泰緬邊境群狼割據地圖

01新聞 偵查報道









AIG Crisis Solution



102,000+
employees

45+ countries
With operations and infrastructure

35,000+
Clients worldwide

500+
Locations worldwide

US$3.5B
Run rate revenues

K & R (Kidnap & Ransom Benefits)

綁架與勒索附加保障

Benefit	Sum Insured (HK$)
Section	
A. Hijack	3,000 for each 24 hours per Insured Person (Subject to max. of 120,000 for any one event or in any one annual policy period)
B. Kidnap and Ransom	Up to 250,000 per Insured Person (Subject to max. of 500,000 for any one event)
C. Political Evacuation	Up to 250,000 per Insured Person (Subject to max. of 500,000 for any one event)
D. Search and Rescue Expenses	Up to 250,000 for any one Insured Person (Subject to max. of 250,000 for any one event or in any one annual policy period)

Unless otherwise stated, the total aggregate limit in any one annual policy period applied to Section A, B, C and D under this Policy is HK$2,500,000.

AIG

網上電子索償平台
Group Personal Accident & Group Business Travel



STEP 1 Access the claims portal

Type in the following URL on your web browser:

www.aig.com.hk/claims/ah-group-portal

STEP 2 Complete the form

You will be guided to submit details of your claim and upload required documents during the process.

Personal Accident

Travel

STEP 3 Submit

You will receive an email acknowledgement from AIG after your claim is submitted.

SUBMIT

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THANK YOU





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