



AIA Welcomes CommInsure

We are excited to officially welcome CommInsure into the AIA family! This marks the start of our 25-year strategic distribution agreement with the Commonwealth Bank of Australia (CBA), which alongside the support of all our valued Advisers will help enable us to deliver on our promise to make a difference in people's lives as we expand our reach to help millions more Australians live Healthier, Longer, Better lives.

You have been an important part of our success, and we are delighted to share this historic milestone with you. With a 100-year history in the Asia Pacific region, we are committed to leading the Australian market to deliver exceptional outcomes for you and your clients. The AIA Group is the largest listed life insurer in the world* and is ranked #113 on the 'Forbes Global 2000: The World's Largest Public Companies'†. Backed by the strength and stability of AIA Group, you can be confident in our ongoing commitment to you and your clients.

Both AIA and CommInsure have strong histories as well as valued stories and experiences. Working together as one team, we are in a unique position to provide you with innovative services and solutions for your clients with our Life, Health and Wellbeing proposition. We believe this will enable us to realise our vision to champion Australia and New Zealand to be the healthiest and most protected nations in the world.

Initially, AIA Australia and CommInsure will continue to work and operate as separate businesses and brands, honouring all existing commitments to customers. As such, your current relationships and contacts will not change. Retail products from both AIA and CommInsure will remain open and available for new business while we continue to work on co-creating new customer-led Life, Health and Wellbeing propositions to meet the future insurance needs of the community.

This is a growth story and we are just at the beginning. We are committed to partnering with you to ensure your clients can engage with their life and health insurance in ways they never have before.

The enclosed pack will give you further information about this agreement and I encourage you to reach out to me or your dedicated contact with any queries.

AIA is delighted to embark on this new journey with you.

Warm regards,

Damien Mu
CEO, AIA Australia and New Zealand

* By market capitalisation. Source: Bloomberg 15 October 2019

† Forbes May 2019