

AIA Welcomes CommInsure

November 2019



Key facts about AIA and CommInsure coming together

1.

We are pleased to celebrate CommInsure Life ('CommInsure') becoming part of the AIA Group, joining AIA Australia and New Zealand[†] to make AIA a leading life insurer across both markets. As a combined business, AIA will be a strong player in the market in terms of financial strength and growth potential.

2.

AIA will continue to be a leading life insurer in Australia and New Zealand by market share.

3.

AIA Group is the largest listed life insurance company in the world[‡] with total sum assured of over US \$1 trillion, including holders of 34 million individual policies and over 16 million members of group insurance schemes. It is also ranked #113 on Forbes Global 2000: The World's Largest Public Companies[§] and is recognised as Asia's Number One Insurance Brand**.

4.

This is an excellent outcome for all AIA and CommInsure customers. Not only will we continue to provide financial protection, but we will offer an exciting range of retirement income, investment, health and wellbeing products.

5.

Working together as one team, AIA and CommInsure will be in a unique position to provide you with innovative services and solutions for your clients with our Life, Health and Wellbeing proposition.

6.

This agreement marks the beginning of our 25-year strategic distribution agreement with the Commonwealth Bank of Australia (CBA) in Australia, in addition to ASB Bank (ASB) in New Zealand.

7.

For the moment both retail brands will continue operating and retail products from both AIA and CommInsure will remain open and available for new business while we work on co-creating new ideas to meet the future insurance needs of the community. As such, your current relationships and contacts will not change.

We will work through with our employees, clients and partners to determine a product offering that will build on the strengths of both companies and deliver the best outcomes for you and your clients.

8.

You will partner with a group that champions Australia and New Zealand to be the healthiest and most protected nations in the world through a Shared Value philosophy. The group advocates for positive change, innovates to engage customers, and provides the right investment and life and health insurance products and services to make a difference in people's lives.

* 'CommInsure' is used under licence by The Colonial Mutual Life Assurance Society Limited ABN 12 004 021 809 AFSL 235035 (CMLA).

† AIA completed its acquisition of Sovereign and began its distribution agreement with ASB on 2 July 2018

‡ By market capitalisation. Source: Bloomberg 15 October 2019

§ Forbes May 2019

** Source: Campaign Asia, June 2019