



AIA Australia

PO Box 6111
St Kilda Road Central VIC 8008
Freecall : 1800 333 613
Freefax : 1800 832 266
AIA.COM.AU

Media Release

Contact: Damien Mu
+61 407 849 189

Paul Costello appointed to AIA Australia Board of Directors

Melbourne, 17 November 2011 – Life insurance specialist, AIA Australia today announced the appointment of Paul Costello to the AIA Australia Board of Directors. The appointment further cements AIA Australia's commitment to improving the way customers engage with life insurance.

Mr Costello brings strong government and industry experience from his previous roles as the Chair of the Stronger Super Peak Consultative Group and the inaugural General Manager of the Future Fund. With more than 20 years in the industry, Mr Costello has served across the full spectrum of superannuation including advice, corporate and industry super and government consultation. His appointment to AIA Australia's board of directors became effective on 10 November 2011.

In his position as non-executive director, Mr Costello will be providing AIA Australia with strategic guidance on its Australian operations across the company's well established group insurance offering, and the development and growth of its direct and retail businesses. AIA Australia Board Chair, Theresa Gattung welcomed Mr Costello to the Board as AIA Australia seeks to build on its partnerships with corporate and industry super funds and advisers in making insurance relevant and accessible for the end consumer.

"Paul's knowledge, experience and strong stature within the financial services industry make him a great addition as AIA Australia continues to grow. His counsel will prove invaluable as we navigate this period of industry change and he will assist us to remain flexible to change while providing support to our partners and clients" Ms Gattung said.

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About AIA Australia

AIA Australia Limited is an independent life insurance specialist which has been operating in Australia for over 40 years. We offer a range of life insurance products which protect the financial health and welfare of Australians.

In addition to being the country's biggest group life insurer by market share, we also offer retail insurance products through independent financial advisers and through a valued network of affinity partners.

We are one of Australia's leading life insurers, providing solutions to some of Australia's major financial institutions and corporate partners. In recent years we've been repeatedly recognised by a number of industry awards including winner of outstanding value for Income Protection and Business Expenses Insurance as well as best Term Life and TPD Risk insurance.

About the AIA Group

AIA Group Limited and its subsidiaries (collectively "AIA" or "Group") comprise the largest independent publicly listed pan-Asian life insurance group in the world. It has wholly-owned main operating subsidiaries or branches in 14 markets in Asia Pacific - Hong Kong, Thailand, Singapore, Malaysia, China, Korea, the Philippines, Australia, Indonesia, Taiwan, Vietnam, New Zealand, Macau and Brunei and a 26% joint venture shareholding in India.

The business that is now AIA was first established in Shanghai over 90 years ago. It is a market leader in the Asia Pacific region (ex-Japan) based on life insurance premiums and holds leading positions across the majority of its markets. It had total assets of US\$115,782 million as of 31 May 2011.

AIA meets the savings and protection needs of individuals by offering a range of products and services including retirement planning, life insurance and accident and health insurance. The Group also provides employee benefits, credit life and pension services to corporate clients. Through an extensive network of agents and employees across Asia Pacific, AIA serves the holders of over 23 million individual policies and over 10 million participating members of group schemes.

AIA Group Limited is listed on the Main Board of The Stock Exchange of Hong Kong Limited under the stock code '1299' with American Depositary Receipts (Level 1) being traded on the over-the-counter market (ticker symbol: "AAGIY").