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Media Release

AIA Australia announces expansion of Retail Distribution capability

Insurer's growth strategy designed to better engage and support financial advisers

Melbourne, 1 March 2023. AIA Australia has announced a newly formed managerial team in its Retail Distribution business, to support the company's long-term investment in the financial advice industry.

This follows the recent announcement of Craig Parker into the role of General Manager, Retail Distribution.

The new team will be made up of four Regional Managers:

- Clive Staple, South Australia, Western Australia and the Northern Territory
- Ian Harpley, Queensland
- James Wingate, Victoria and Tasmania
- Evan Miller, New South Wales and Australian Capital Territory

The insurer confirmed it had also reshaped the rest of the Retail Distribution team, including several new roles and promotions, to support financial advisers more effectively.

Chief Partnership Distribution Officer, Sam Tremethick, said, "At a time when it is increasingly important for Australians to have access to a high standard of financial advice, AIA Australia is focused on strengthening its support for advisers. We want to help our adviser partners to grow their businesses through providing holistic life, health and wellbeing advice to their clients.

"We've also been working on some exciting new product and benefit enhancements, which we will share over the coming months, starting with the launch of our new AIA Vitality app, which will make it easier and more appealing than ever before for customers and their advisers to engage with their health and with us."

AIA Australia's announcements come shortly ahead of its third annual Adviser Summit, taking place 7-9 March 2023, which will see risk specialists, industry experts and decisionmakers come together to cover the major issues impacting the future of Australia's advised life insurance industry. The insurer will also be discussing its plans for the retail portfolio and its range of health and wellbeing solutions (for more information, see <https://www.advisersummit.com.au/>).

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About AIA Australia

AIA Australia is a leading life insurance specialist with 50 years' experience and purpose to make a difference in people's lives. In 2014 the company launched AIA Vitality, a world leading, science-based health and wellbeing

program, to the Australian market. In July 2017, AIA and its partners launched AIA's health insurance business, now known as AIA Health Insurance.

In 2021, Commlnsure Life was integrated into AIA Australia. The lives of more than 3.7 million Australians are protected and enhanced through AIA Australia's unique value proposition of life, health and wellbeing. Our vision is to embrace shared value in championing Australia to be the healthiest and best protected nation in the world.

In pursuit of this, AIA Australia has developed AIA Embrace- a comprehensive wellbeing ecosystem of world-class products, programs and partnerships. These are designed to help customers, partners and the broader community to embrace better health and wellbeing.

In offering a broad range of health and wellbeing services to its customers, partners and broader community, AIA is proudly helping people lead healthier, longer, better lives.

AIA Australia has been recognised with multiple awards, including the ANZIIF Life Insurance Company of the Year (2022), Women in Finance Employer of the Year Award (2018 2019), Super Review's Best Insurer of the Year (2018, 2019), FSC Life Insurance Industry Awards Innovation in Group Life Insurance (2021), Shared Value Awards Organisation of the Year (2020) and Shared Value Project of the Year (2021).

Further information at www.aia.com.au.

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