

AIA HEALTH AND AIA VITALITY DISCOUNTS AND COMMISSIONS

October 2024

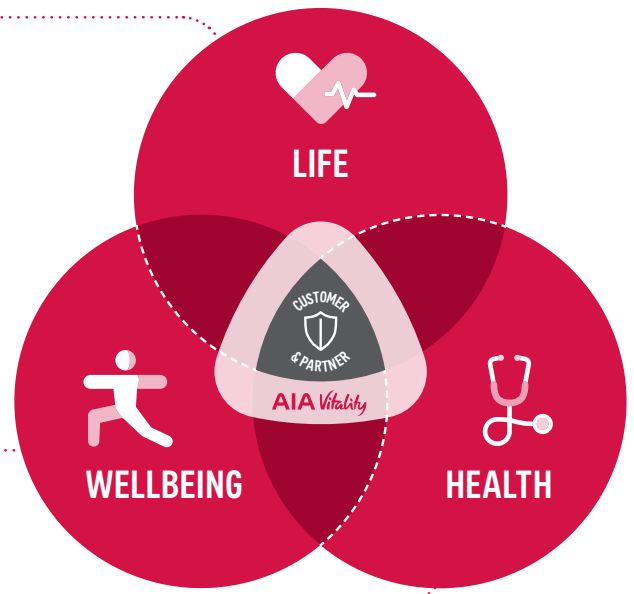


AIA Priority Protection or Priority Protection for Platform Investors

Customer	Adviser
<ul style="list-style-type: none"> Protecting your clients and their loved ones to ensure peace of mind 5%¹ Health & Life discount 17.5%² AIA Vitality initial lump sum discount and 7.5%² initial income protection discount 	<ul style="list-style-type: none"> Upfront commission of 66% incl GST

AIA Vitality

Customer	Adviser
<ul style="list-style-type: none"> A personalised, science-backed health and wellbeing program Supports your client every day to make healthier lifestyle choices and be rewarded \$138 AIA Vitality Contribution Fee waived on PP/PPPI policy if a full AIA Vitality member under a AIA Health policy⁶ AIA Vitality Silver Status Reward of \$500 for eligible members who achieve Silver status within 6 months of policy commencement⁶ 	<ul style="list-style-type: none"> \$500 paid to adviser when a customer meets the criteria for payment of the AIA Vitality Silver Status Reward⁵



AIA Health

Customer	Adviser
<ul style="list-style-type: none"> AIA Health provides help and support for the day to day issues 5%³ AIA Vitality discount on premiums AIA Vitality membership – for up to two adults per policy⁴ 	<ul style="list-style-type: none"> Referral fee of 20% plus GST of client's annual premium <p>On average, the annual premium for a health policy (family/couple) is \$3,800</p>

1 Applied when they have both an AIA Health and life insurance policy.

2 The AIA Vitality discounts for Priority Protection policies will increase or decrease year on year dependent on your client's engagement in the AIA Vitality program. Please refer to the [AIA Vitality Premium Adjustment Rules](#) for full information on how this discount works.

AIA Vitality Starter members are not eligible for Priority Protection or Priority Protection for Platform Investors AIA Vitality membership discounts.

3 Applied when clients first join and retained as long as they continue to achieve AIA Vitality Silver Status or above.

4 Two AIA Vitality memberships for Couple and Family policyholders and one AIA Vitality membership for Single and Single Parent policyholders.

5 AIA Vitality Silver Status Reward is subject to licensee's discretion. Contribution fee waive not eligible for AIA Vitality Starter members.

6 Subject to Terms and Conditions. Different qualifying criteria for other member scenarios also apply - please refer to the Member [Terms and Conditions](#).

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