



9TH ASIA TRUSTED LIFE AGENTS & ADVISERS AWARDS

2024 WINNERS

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PATRON'S MESSAGE

As the founding patron of the Asia Trusted Life Agents & Advisers Awards, I am immensely proud to see the awards enter their ninth year.

I want to congratulate all the nominated agents and advisors and, of course, the winners for your achievements and the excellence with which you carry out your responsibilities, serving your customers through their various life stages. As trusted partners, you are there for the best and also for the most challenging of times. And that is what sets you and the insurance industry apart. Whether seasoned veterans or newcomers to insurance, each one of you has distinguished yourself by helping people, their families and the communities that we serve.

We are still faced with highly complex, uncertain, and in many cases, unprecedented times. These times are unfolding against the tragic backdrop of the wars between Russia and Ukraine, and between Israel and Hamas, which are having a devastating humanitarian impact and continue to cause significant economic disruption.

This year is the biggest election year on record. More than 4 billion voters will go to the polls. The outcomes of which have implications that go well beyond the national realm.

In parallel, we are witnessing tremendous technological advances in areas like AI that have the potential to be transformational for humanity. At the same time, we are faced with a climate crisis and demographic challenges in many countries. If there is one thread that ties these various developments and areas together, it is risk. The insurance industry exists to protect people from risk, thereby making a vital contribution to the functioning of economies and indeed entire societies. Underlying it all are the talented frontline contributors who bring the insurance ecosystem to life every single day. Doing your work well requires using innovative technological tools that can help customers plan for the future. At the same time, give customers the experience they expect with best in class products and services.

In closing, I want to thank the Asia Insurance Review and Asia Advisers Network for their leadership year in and year out organizing this important event. I'm also grateful to the esteemed panel of judges. It is with great pride and joy that together we once again mark the outstanding achievements of our highly valued frontline colleagues. Many congratulations again to you all.



MARK TUCKER

FOUNDING PATRON OF THE
ASIA TRUSTED LIFE AGENTS &
ADVISERS AWARDS AND GROUP
CHAIRMAN, HSBC HOLDINGS PLC

CEO'S MESSAGE

The Asia Trusted Life Agents and Advisers Awards is nine and on behalf of Asia Advisers Network (AAN) and Asia Insurance Review (AIR), it is a real privilege and honour for us to host the crème de la crème of the agency force in Asia. It is a night of celebration for the shining stars of our industry and what a proud night it will be to showcase those who have come through a vigorous judging process to take the trophies tonight.

This is a night of celebration not only for the winners but all finalists. We take great pride to salute all of you, not only for your unrelenting commitment to serving your clients, but also the endurance, grit and stamina that you have maintained to such a high standard.

To maintain this tenacity takes an X factor and it is this that we salute tonight.

As in previous years, the nominees have shown outstanding star quality, and with each passing year the bar is raised higher and higher. Finalists and winners have continued to break record high standards once again this year.

The cog of the industry continues to turn, thanks to the dedication of these agents, advisers and agency leaders. Without them, the insurance ecosystem would not be the same. As ambassadors working tirelessly to promote the crucial role that insurance plays, their role is priceless, notwithstanding constant challenges, whether they be economic, inflation and financial strains faced by their customers, health concerns or the geopolitical state of the world, these soldiers have remained steadfast.

We at AAN and AIR are indeed humbled that these awards remain an important accolade and a treasured trophy saluting their commitment, persistence and courage.

Needless to say, with the bar set so high, the competition was tough. We had more than 200 entries, and it was a challenging task for the distinguished panel of judges to sift through the entries to ultimately choose the winners. 51 finalists from 19 companies in 11 markets got through to the final judging and today the ultimate 17 winners will take the trophy.

AAN is proud to be a part of this process of recognising that X factor. We thank the distinguished panel of 14 judges, who worked the hardest to contribute to the prestige of the awards. The benchmark of integrity remains not only the quality of the judging panel but also the transparent and stringent process throughout, from launch of nominations to presentation of the awards. The integrity of the process is reinforced by the independent scrutiny of KPMG.

I would like to take this opportunity to thank Mr Mark Tucker, the patron of these awards since its inauguration. I would also like to thank our strategic partner AIA and co-organiser LIMRA, as well as all the regional associations that have lent their support. These awards would not have been possible without your dedication and support over the years.

To all the finalists, you are all winners. Be proud of what you have achieved to have come this far. To all our winners, our heartiest congratulations – do ensure you continue to carry the torch of your win throughout the year to continue to improve and manage your clients' needs. Continue to carry the glory of your achievements in everything you do, as you are indeed mentors to your peers.

Thank you to our team at AAN and AIR. It is hard to fathom the sheer amount of work that goes on behind the scenes to bring tonight to fruition. I am very grateful for our team's hard work, dedication and commitment as always.

All the best and wishing everyone health and happiness in all that you do. Thank you.



SHEELA SUPPIAH

CEO,
ASIA INSURANCE REVIEW,
MIDDLE EAST INSURANCE REVIEW
AND ASIA ADVISERS NETWORK

STRATEGIC PARTNER'S MESSAGE

ELEVATING EXCELLENCE

Congratulations to all agents and advisors being honoured in the ninth edition of the Asia Trusted Life Agents & Advisers Awards.

You are being celebrated for your resilience, perseverance, and adaptability, among other attributes. By harnessing your potential and embracing growth, you have revolutionised your approach to customer engagement.

These awards serve as a testament to your professional conduct and steadfast commitment to customers. Be proud in the knowledge that your efforts are pivotal in safeguarding lives, ensuring financial stability into retirement, and enhancing the health and wellbeing of families across Asia.

In recent years, we have witnessed a notable shift in customer awareness and expectations, with many customers becoming increasingly engaged with health matters and showing a better understanding of the role insurance plays. They expect the companies they engage with to be more purpose-driven, trustworthy, and to provide value beyond traditional offerings.

While you have already achieved exceptional results, we must continue to strive for excellence in every aspect of the customer journey. I encourage you to continually enhance your productivity and service levels while maintaining the high professional standards that set you apart. By leveraging your comprehensive understanding of our customers' needs, you ensure interactions are relevant, advice is personalised, and individual financial and protection needs are met.

The potential to effect positive change in our communities is enormous, and I have full confidence that you are capable of realising that change. You are more than just award winners; you are torchbearers of the insurance industry's future.

Again, congratulations to all nominees and winners. Let us continue to fight for our communities and enable millions of people across Asia to live Healthier, Longer, Better lives.



CAI WEI BING

CEO, GROUP AGENCY
DISTRIBUTION, AIA GROUP

JUDGES



AARON FRYER

REGIONAL CFO, ASIA PACIFIC
ALLIANZ SE, SINGAPORE
BRANCH (AZAP)

Mr Aaron Fryer was appointed regional CFO, Asia Pacific in January 2019 and became a member of the management board of AZAP. Prior to this he served as the regional deputy CFO for six months after joining Allianz in June 2018.

Before joining Allianz, he worked in a number of country CFO roles for Prudential. He has also worked with Manulife, ING Australia and Tillinghast-Towers Perrin.

He has been working in the insurance industry for over 20 years, with most of that time based within Asia.

He graduated with an engineering degree, and subsequently completed his fellowship of actuarial qualification in Australia.



CHANDANA ALUTHGAMA

GROUP CEO, SRI LANKA
INSURANCE CORPORATION
PRESIDENT, INSURANCE
ASSOCIATION OF SRI LANKA

Mr Aluthgama assumed duties as the chief executive officer of Sri Lanka Insurance Corporation in 2018. He counts over 32 years of experience across diverse facets within the insurance industry. His career began in 1992 at CTC Eagle Insurance, where he started to build his career. Over the years, he has held several senior positions in renowned organisations such as Eagle Insurance (a member of the Zurich Financial Services Group) and HNB Assurance.

Before assuming his current role at SLIC, he served as the chief business officer and principal officer of HNB General Insurance. In addition to his insurance career, he has also held leadership positions in local and international associations. He is currently the principal officer for Sri Lanka Insurance Corporation and serves as the president of the Insurance Association of Sri Lanka.

In addition to his professional achievements, he has made valuable contributions to academia over the past two decades by serving as a visiting lecturer at the postgraduate unit of the University of Colombo, management and finance faculty.

He holds a master's degree in business administration from the University of Colombo and a bachelor of commerce degree from the University of Kelaniya. He is a fellow and chartered manager of the Chartered Management Institute of the UK and a member of the Australian and New Zealand Institute of Insurance and Finance. He has presented research papers at local and international conferences on insurance and bancassurance and has undergone extensive training both locally and overseas, including at Generali Insurance in Vienna, Austria and NUS Business School in Singapore.



DARREN THOMSON

CEO, SOUTH ASIA AND
INTERNATIONAL HEAD OF
BANCASSURANCE,
LIMRA, LOMA, LL GLOBAL

Mr Darren Thomson joined LIMRA and LOMA in 2022 as regional CEO, South Asia, where his knowledge of the agency and banca channels helped guide the business in Australia, Cambodia, Indonesia, Laos, Malaysia, Myanmar, New Zealand, Singapore, Thailand and Vietnam.

In addition, he also serves as the international head of bancassurance where he provides subject matter expertise and leadership for the bancassurance channel globally. Prior to joining LIMRA and LOMA, he was on secondment to AIA Thailand in a number of strategy and advisory roles. He was also CEO of group partnership distribution and regional head of business development and special projects.

Before joining AIA, he also held senior positions at other leading financial services institutions in the UK and Asia, including Manulife Financial regional head of strategic channel development and Manulife Hong Kong regional head of partnership distribution and wealth management; Manulife (Singapore) president and CEO; Manulife Asset Management Singapore chairman and founder; Prudential Assurance Company chief partnership distribution officer in Hong Kong; Prudential Assurance Asia regional head of bancassurance and Prudential Assurance Company, UK regional executive.

JUDGES



CAI WEI BING

CEO, GROUP AGENCY DISTRIBUTION, AIA GROUP

Mr Cai Wei Bing is responsible for AIA Group's agency distribution function, a pillar of AIA's strategy to scale and strengthen its distribution capabilities. He has more than 28 years of experience in the insurance industry.

He began his career as an AIA agent in 1996 and progressed to become one of AIA China's best-performing senior agency directors. In 2009, he joined AIA China as an assistant vice president of agency development to lead agency recruitment across mainland China. Over the years, he has held a variety of senior roles across AIA, including director of agency and general manager of the Shenzhen branch and special assistant to the chief executive officer of AIA China. During his eight-year tenure as general manager of the Shenzhen branch, he oversaw a sevenfold increase in value of new business and led the business to be the leader in China among insurers.



KENNY SIU

REGIONAL DIRECTOR, HK AND ASIA PACIFIC, THE CHARTERED INSURANCE INSTITUTE OF HONG KONG

Mr Kenny Siu is the regional director of the Chartered Insurance Institute (CII), responsible for membership services and support for countries in the Asia-Pacific region. He has extensive knowledge and experiences spanning general insurance, reinsurance and life insurance.

Prior to joining the CII, he held positions both local and regional in various insurance companies in Hong Kong. He has also been engaged in charity services for more than 30 years and was the chairman of a long-established charity organisation in Hong Kong during the period of 2011-2014.

He enjoys meeting people, developing relationships at all levels, solving problems towards achieving solid results. He has continuously been contributing to building trust in the insurance and financial planning profession and developing the professional community in line with the CII mission of standards, professionalism and trust.



MARK O'DELL

CEO, LIFE INSURANCE ASSOCIATION OF MALAYSIA

A permanent resident of Malaysia, Mark has over 40 years of experience in the life insurance business (including 24 years in Asia) with an excellent track record in spearheading the transformation of the life insurance industry.

Mark holds both the Chartered Life Underwriter (CLU) and the Chartered Financial Consultant (ChFC) designations from the American College.

He is also a Certified Financial Planner (CFP). In 2006, he was named the Personality of the Year by the Asia Insurance Review for his contribution to the industry and his leadership in the area of corporate social responsibility.

In October 2018, Mark was honoured with the "Outstanding Leaders in Asia" award from ACES (Asia Corporate Excellence and Sustainability Awards).

He was Senior Vice President, South East Asia of Manulife from November 2012 to January 2016, overseeing Singapore, Malaysia and Philippines during which the territories experienced strong growth. He went on to serve as the CEO for the company's life operations in Malaysia, Singapore, Indonesia and Taiwan spanning the past 20 years.

He was also appointed the President of the Life Insurance Association of Singapore and the Financial Planning Association of Singapore in 2007-2008.

JUDGES



MARK SAUNDERS

SENIOR ADVISER,
BLACKSTONE

Mr Mark Saunders retired in 2022 and received the Asia Insurance Industry Lifetime Achievement Award being described as "...a visionary leader who has contributed to the growth and development of the insurance industry across Asia."

Pre-retirement he was a member of the AIA group executive committee leading strategy and corporate development for the group (2014-2022) and before that the senior principal and managing director at (Tillinghast)

Towers Watson, establishing a leadership position in the area of economic value determination and optimisation for insurers, strategy, M&A and expert opinions for IPOs (1997-2014) and before that Hong Kong CEO/ controller of insurer, Clerical Medical Investment Group (1988-1997), all based in Hong Kong over the last 30 years or so.

In professional actuarial capacities, he has provided expert witness testimonies in high court and been appointed an independent actuary to 20 insurers.

He has worked with regulators across Asia to help develop their life insurance industries. Held memberships of insurance-related, actuarial, regulatory, professional committees and community related roles including HKSAR Government's FSTB's Working Group on Long Term Fiscal Planning, FSDC New Business Committee, Insurance Advisory Committee and SFC.

Also has held board, ED & INED roles. Completed internal corporate directorship courses and holds the FT NED, Pearson SRF BTEC Level 7, Advanced Professional Diploma.

He is now a senior adviser to Blackstone and a member of the board of directors of Prudential and an external adviser to management consultants as well as an executive council member of the Actuarial Society of Hong Kong and of the International Insurance Society. He is a fellow of the Institute of Actuaries and the Actuarial Society of Hong Kong and has been a fellow of four other professional actuarial bodies.



MATTHEW KANG

CHAIRMAN, ASIA PACIFIC
FINANCIAL SERVICES
ASSOCIATION (APFINSA)

Mr Matthew Kang is Manulife Advisory Group senior VP of financial services, leading an agency of financial services consultants, managers and senior managers. He has been with Manulife for more than three decades.

Mr Kang served as the national president of the Insurance & Financial Practitioners Association of Singapore from 1999 to 2001.

He was a member of the task force at the first APLIC Congress in 1991; honorary secretary of the APFinSA (2001- 2003); chairman of the CEO panel at 11th APLIC Congress in Macau; chairman of the APFinSA board of inquiry – 2011- 2013; honorary secretary of APFinSA (2013-2017); vice chairman of APFinSA (2017- 2019); honorary secretary of APFinSA (2019-2021); chairman of APFinSA (2021-2023).

Mr Kang was re-elected and is currently serving his second term as chairman of APFinSA.



NG ENG BEOW

PRESIDENT,
INSURANCE AND FINANCIAL
PRACTITIONERS ASSOCIATION
OF SINGAPORE

With 18 years of industry experience, Mr Ng Eng Beow leads a 50+ strong agency, making it one of the top branches at Manulife. He is a Certified HNW adviser and a respected leader within his agency team. Despite his impressive personal track record and achievements, he is a strong proponent of teamwork, advocating for an inclusive environment where leaders and planners can share ideas and solutions to improve individuals' financial wellbeing.

He currently serves as the president of IFPAS, the premier association for financial practitioners. In this role, he actively contributes to enhancing the image of the financial services industry, upholding the professional and ethical standards of financial practitioners, and serving both consumers and the broader community.

JUDGES



ORCHIS LI

CHAIRMAN OF
HKFI(2023/2024) AND
GENERAL MANAGER, GEN RE
HONG KONG BRANCH

Ms Orchis Li is the general manager of Gen Re's Hong Kong Branch.

She joined Gen Re in 2015 and is responsible for the management of the Hong Kong branch and MNCs client relationships. She also has the responsibilities of driving InsurTech strategy as well as analytics and development of critical illness products for Asia. She has more than 20 years of experience with the insurance industry and prior to joining Gen Re, she had worked with a number of multinational insurance companies.

She is a governing committee member and a councillor of the life insurance council of the Hong Kong Federation of Insurers (HKFI). She is also the chairman of the HKFI for 2023-2024. She has been appointed as a member of the industry advisory committee with the Insurance Authority, the complaints panel under The Insurance Complaints Bureau, the appeal panel on disciplinary actions for the VHIS and the resolution compensation tribunal under the financial institutions (resolution) ordinance. She is also an active member of various committees with the Actuarial Society of Hong Kong. She is the programme chair of the Asian Actuarial Conference 2024.

She is a fellow of the Institute and Faculty of Actuaries and the Actuarial Society of Hong Kong.



PAUL MCNAMARA

EDITORIAL DIRECTOR,
ASIA INSURANCE REVIEW AND
MIDDLE EAST INSURANCE
REVIEW

Mr Paul McNamara is a journalist, editor, author and biographer with extensive experience in Asia, the UK, the Arabian Gulf and Australia covering the wholesale financial markets. Over the years he has worked for the Financial Times Group, Fairfax Media, Euromoney Institutional Investor, CPI Financial, Yasaar Media and Eaglemont Media.

His areas of specialisation include insurance, reinsurance, risk, Islamic finance, investment banking, project finance, trade finance, wealth management, private equity, hedge funds and alternative investments, the Middle East banking and finance industry, GCC capital markets and the world of interest rate securities.

Over the years he has launched numerous publications that have gone on to define their markets, including Shares Magazine in Australia, Banker Middle East Magazine and Private Equity and Hedge Funds Middle East in the UAE and The Islamic Globe newspaper in London.

He is also the author of numerous books including Qatar Takes Off, The History of Banking in the UAE, The History of the National Bank of Abu Dhabi, Dubai Islamic Bank: 35 Glorious Years, Understanding Interest Rate Securities, Business Doha, Uttar Pradesh: Modern Business Hub, Abu Dhabi and Dubai: Young and Rich and many others.

He has a BA (Hons) in politics, philosophy and economics from Christ Church, Oxford University.



RICHARD LIM

PRESIDENT AND CEO,
SUN LIFE GREPA
FINANCIAL, INC

Mr Richard Lim is the president of Sun Life Grepa Financial, (SLGFI), taking up the post in 2015.

He joined Sun Life Grepa in 2011 as chief operating officer before being promoted to his current position. During his time as chief operating officer, he supervised the integration of Sun Life Philippines' and Grepalife

Financial's offices to help form the Sun Life Grepa joint venture. Then as Sun Life Grepa Financial chief bancassurance officer he led the growth of the bancassurance business and was responsible for the increase in the company's market share in 2013. For these accomplishments he received the Sun Life CEO Excellence Award.

He carries with him 34 years of extensive experience in the life insurance industry and insurance operations. Prior to his current position, he also served a secondment to Sun Life Indonesia Services from 2006 to 2010, where he and his teams were nominated and received several awards in the prestigious Sun Life CEO Excellence Awards.

He graduated with a bachelor of science in computer engineering from the Mapua Institute of Technology. He was awarded the designation master fellow, Life Management Institute and also associate, customer service by the Life Office Management Association. He is also a recipient of Mapua University's The Outstanding Mapuan award.

JUDGES



RICHARD WYBER

CONSULTANT,
LIMRA, LOMA, LL GLOBAL

Mr Richard Wyber joined LLG in January 2023 focusing on the development and distribution of LLG programmes globally. Prior to joining LLG he worked for AIA for 15 years in several roles spanning both the regional and Singapore business teams. Experiences including chief partnership distribution officer, regional partnership business development as well as roles in health and wellness. Prior to AIA, he worked for CHUBB Insurance based in Hong Kong.

Having worked across Asian markets for nearly 25 years, he has a breadth of experience across distribution, products and solutions required to advance the life insurance businesses. He has a master of business studies from Massey University of New Zealand and is based in Singapore with his family.



SHALINI PAVITHRAN

CEO, SINGAPORE COLLEGE OF
INSURANCE

Ms Shalini Pavithran is the chief executive officer of the Singapore College of Insurance (SCI), an industry-based professional training and education body set up in 1974, as part of Singapore's efforts to develop as an international insurance hub. The SCI also plays an active regional role and leads a number of talent and skills-building initiatives under the ASEAN Insurance Council/ASEAN Insurance Education Committee umbrella. She is also the chairman of the ASEAN Insurance Education Committee.

The SCI was voted the Asia Insurance Industry Educational Service Provider of the Year in 1997, 2001, 2007, 2016, 2018 and 2022. SCI also serves as the secretariat for the Asia-Pacific Risk & Insurance Association (APRIA).

Prior to SCI, she was CEO of The Malaysian Insurance Institute (MII), the leading professional body and education institution for the Malaysian insurance industry with over 25,000 members. As the CEO of MII, she also served as the CEO of the ASEAN Insurance Training & Research Institute (AITRI), a non-profit organisation established by the insurance regulators of the 10 ASEAN member countries and serves as a regional centre for insurance education and research focusing on capacity building of regulators and supervisors in the region.

Prior to joining MII, she spent over 20 years of her career in various sectors within the financial services industry.

She holds a bachelor of economics degree from the University of Malaya, a bachelor of laws degree from the University of London and has completed the certificate of legal practice.

ROOKIE INSURANCE AGENT OF THE YEAR



MS HO JIE-YU
ALLIANZ TAIWAN LIFE

A former TV actress, Ho Jie-Yu joined Allianz Taiwan Life, through its High Achiever Agent programme, as a way to earn a more stable income. She quickly found a passion for the insurance business and earned her first MDRT qualification just four months into the job.

Ms Ho embarked on the Fellow Chartered Financial Practitioner (FChFP) programme and used the expertise and knowledge gained to help customers complete their needs analysis and plan for their financial future. She conducts a thorough needs analysis for each client in order to understand their unique needs and offer genuinely valuable solutions.

With her dedication and focus from her clients' perspective, Ms Ho is committed to providing the right products and services that delivers to their expectations and addresses their needs. This client-centred service philosophy not only increases customer satisfaction but also deepens her understanding of the importance of professional services.

When she first learnt about the MDRT qualification, she was enthusiastic to adopt the 'whole person' concept as a comprehensive way of living that integrates balance and success in business, education, philanthropy, service and spirituality. Achieving MDRT qualification has not just become an annual goal for her but is also a driving force that propels her forward.

This has also reinforced her belief in lifelong learning. For Ms Ho, this means enhancing her professional knowledge and learning new life skills. Apart from attaining FChFP qualifications, she utilises her free time to learn new skills, such as German, surfing and snorkelling. These experiences not only enrich her life but also enhance her adaptability and problem-solving capabilities from different perspectives. Continuous learning is her best shield against the challenges of life and work.

FINANCIAL ADVISER OF THE YEAR

**MR KORNTINUN
DAMRONGWETWANIT**
MUANG THAI LIFE ASSURANCE



Ten years ago, Korntinun Damrongwetwanit did not even know the profession existed. Although he had been a life insurance agent for some time – even achieving MDRT for three consecutive years – financial adviser was not a career path he was familiar with.

Upon attending the 2014 MDRT seminar in Vancouver, however, he became very interested in the field of financial advice and spent the next few years achieving one qualification after another.

He began to change working methods to use the financial pyramid to provide information and knowledge to customers, starting with life and health protection, tax planning, investment planning and inheritance planning.

COVID-19 forced further changes to his technique, but he transitioned admirably to digital channels, utilising TikTok to communicate with his almost 28,000 followers.

Besides being a financial adviser and an agent of Muang Thai Life Assurance, he is also a master trainer and special lecturer of the company. He has trained new agents, existing agents and sales managers since 2015, with more than 100 classes across the nation.

Together with his small team of advisers, Mr Damrongwetwanit aims to spread as much knowledge about financial planning to the Thai people, through both online and offline channels.

INSURANCE AGENT OF THE YEAR



MS JASLYN NG

PRUDENTIAL ASSURANCE
COMPANY SINGAPORE

In only seven years in the industry, Jaslyn Ng has achieved what most people would take 20 years to do. She has achieved MDRT every single year, and climbed up the management ranks, all while balancing being a single mother of two.

She has also impacted her fellow agents with her thought leadership and her digital influence, built through many years of effort and preparations. She has said that her singular purpose is to impact positively as many lives as possible.

She commits the utmost effort to protect lives, impart her skills and knowledge to her team and is also a good mentor to her mentees (outside of her agency and company). She organises various campaigns – charity chats, speaking engagements or voluntary work – in order to influence more industry practitioners to do good each day.

In 2023, Ms Ng raised more than SG\$10,000 in charitable donations for various causes, including the Syria/Türkiye earthquake.

She has also been lauded by the industry and the community in 2023, achieving several accolades from within and without the insurance industry.



HEALTHIER, LONGER,
BETTER LIVES

AIA ǪNE BILLIǪN

JOIN THE JOURNEY

PROTECTING OUR COMMUNITIES EVERY DAY

Healthier, Longer, Better Lives

At AIA we have a clear purpose that underpins everything we do. In fact we are so driven by our Purpose that we have set ourselves a goal of engaging one billion people to live Healthier, Longer, Better Lives by 2030. We are doing this because it is a statement of our ambition and because quite simply it is the right thing to do; reaching beyond our existing customer base, driving behavioural change and creating a healthier Asia. It is this purpose and ambition that drives each and every one of our agents to partner with customers on their health and wellness journeys.



ROOKIE INSURANCE AGENCY LEADER OF THE YEAR



**MR THANINNAT
ANANTAJARIYAPOL**
ALLIANZ AYUDHYA
ASSURANCE THAILAND

Mr Thaninnat Anantajariyapol, passionate about promoting financial literacy, became the top new assistant vice president in the company in 2023. In 2023 his agency produced annualised first year premium of THB50,609,076. He is also a frequent guest speaker on these issues.

In 2023 Mr Anantajariyapol also initiated and developed the Plant academy. The academy serves as a career development hub for agency leaders. The academy integrates protection and investment strategy. It also provides intensive training for the advisors and the focus is primarily on family-based plans, education plans and retirement plans.

The academy has set the target to achieve 1m policies by 2030. It has adopted a collaboration culture of working across all levels.

Mr Anantajariyapol has also initiated an empowering 'Count 1 till 1 million baht' training programme on money management skills for the individuals burdened with debt. He has also designed and produced tools for financial planning for the financial planners. These tools are much more than basic calculations and liberate the planners and allow them to focus on client interactions and productivity.

He has built a robust and thriving agency structure with 13 agency leaders and a dedicated team of 102 agents. His accomplishments underscore his leadership, expertise and dedication within the financial industry.

INSURANCE AGENCY LEADER OF THE YEAR

**MR HASSAN
BIN MUHAMAD**
AIA MALAYSIA



The founder and district manager of the HM Group, Hassan bin Muhamad has done remarkable work over the past year in growing the agency.

From increasing its ranks, to strengthening its leadership, to helping it retain its title of AIA Million Dollar Agency for its eighth consecutive year, Mr Hassan has built a strong agency with a line of competent, passionate and talented leaders.

Under his leadership, HM Group achieved remarkable results in production, making the agency rank in the top 20 of AIA Malaysia. In 2023, it produced one Court of Table qualifier, one Supreme MDRT and three MDRTs.

He attributes the outstanding achievements of his agency to its unique and systematic management, which strictly monitors training, events, recruitment and charity activities. His leadership focuses on enhancing his team's core values, skills and quality, and developing professional advisers with excellent performance, which has been instrumental in the agency's success.

Mr Hassan is also a firm believer in CSR, especially in the field of education. He has sponsored various religious schools in their field trips, classroom renovations and development initiatives.

The agency also tries to give back to the community through charitable donations to orphanages and the less fortunate. His principal aim is to reach out and assist those less fortunate, with the hope that the agency's support can lighten their burden and strengthen relationships.

DIGITAL AGENT/AGENCY LEADER OF THE YEAR



MS CISSY WONG YING
AIA HONG KONG

Ms Cissy Wong has over 20 years of experience in the insurance industry. She currently manages a young and digital savvy team of over 700 agents under the name of ACE Family with over HK\$300m in FYC. Her team embraced the power of technology early on to improve work processes, drive business, enhance its professional image and add value to clients.

Ms Wong has been an early advocate for digitalisation and going paperless at AIA Hong Kong and Macau and was involved in the development of iEngage, a web-based portal with a chatbot function designed for AIA agents to get the latest market news, trends and opportunities, as well as to track their sales performance. She also provided insights and advice in crafting content for the company's WeChat channels in mainland China to cater to the specific needs of MCV customers.

Ms Wong has set up personal accounts on social media platforms and have been active in sharing workplace stories and sales techniques via Vlog. Her vlog page has more than 1,000 followers and over 10,000 likes on its videos and is included in Baidu.

She engages in various social initiatives for the community and founded a charitable organisation, Future Together Foundation and organised 12 charitable activities in 2023. Among these activities were a mentorship programme with the Hang Seng University of Hong Kong and a beach cleaning event jointly organised with JD.com where some 20 bloggers and KOLs were invited to spread the word on their social platforms to invite public participation. These community activities have made good use of social media and helped enhance the team's image, which in turn would foster customer confidence and helped in agency recruitment.

INSPIRATIONAL AGENT/LEADER OF THE YEAR

MR KENT LAW WING KIN
SUN LIFE HONG KONG



Mr Kent Law is an inspirational and altruistic agency leader, who has created positive, widespread impacts on people in the insurance industry and underserved communities over the 38 years of his insurance career.

Through his personal coaching, Mr Law inspires his 228 agents to bring out their best. In 2023, 34 of them achieved MDRTs/COTs/TOT.

Mr Law has been a trailblazer of promoting community stewardship in the industry and has relentlessly engaged himself in social service and has inspired thousands of practitioners and different insurance companies to make charitable work part of their business. Influenced by him, Sun Life Hong Kong has become the best performer in the policy donation programme, collecting HK\$56m for charities as of 2023.

LUA LifeCare Charity Run, created by Mr Law, has raised over HK\$3m for charities since 2016. He has been actively involved in the voluntary service at LUAHK, a non-profit organisation of professional insurance intermediaries destined for the sustainable development of insurance industry in Hong Kong.

Mr Law serves as the compliance in-charge at Seiwa Jyuku Hong Kong, responsible for monitoring the code of practice of the successful life formula and has introduced his learnings from the organisation to business owners and his agency members.

He was the vice-president of LUAHK from 2019 to 2023 and founder of the social service department, leading the public relations department (2021-2022) and membership department (2022-2023).

He is one of the expert adviser panel members appointed by the Insurance Authority of Hong Kong to assist the regulator in giving technical advice when necessary, during investigations, providing input on the level of sanction required to deter specific types of misconduct. The panel is also a valuable source of market intelligence and knowledge.

DIGITAL TRANSFORMATION OF THE YEAR

AIA MALAYSIA



**HEALTHIER, LONGER,
BETTER LIVES**

AIA was the first insurer in Malaysia to incorporate AI into its agency recruitment process. The company has launched an AI interview feature on the AIA Recruiter platform, enabling AIA to conduct virtual interviews with candidates interested to join AIA as an agent.

The AI interview has significantly accelerated the agent recruitment process. Available 24/7, candidates can complete their interview at their convenience, anytime and from anywhere. This flexibility has reduced the average turnaround time for interviews, with candidates taking only one day to complete the interview, compared to the previous average of eight days. Moreover, agency leaders can view the interview result within one hour of completion, enabling them to make informed decision about the potential candidate quickly.

The AI Interview also benefits leaders in identifying and selecting quality recruits. The AI technology used in the recruitment process involves an analysis of extensive datasets to provide informed recommendations to AIA's agency leaders on their candidate's likelihood of success in the programme they have applied for. The AI Interview assesses candidates based on a comprehensive set of criteria, including motivation level, adaptability to diverse environments, networking abilities, competencies, body language and other soft skills. This approach moves beyond the conventional CV evaluation of demographic information, education and experience. Furthermore, the AI Interview has been instrumental in removing unconscious human bias present in face-to-face interviews, allowing for a neutral, impartial, and holistic candidate assessment.

To date, the AI Interview has achieved a 100% adoption rate among leaders.

HEALTH INSURANCE AGENT OF THE YEAR

MS LEE YUEH-TI
NAN SHAN LIFE,
TAIWAN



Ms Lee Yueh-Ti was born into a family of doctors which led her to develop deep feelings about the impermanence of life, the insufficient health insurance benefits and the consequences of lack of money for medical treatment. She joined Nan Shan in 2004, as she believed that insurance could solve people's life, old age, illness, death and disability problems.

Ms Lee is the youngest director team that Nan Shan life has had in 60 years, and has helped develop three communications offices since 2011, with a team of nearly 300 people. She believes that health should be the first priority in life and so insurance services should move from post-claim settlement to prior prevention.

Ms Lee helps young sales partners develop their A&H capabilities and has become the training model for the A&H situational workshop in Nan Shan Taipei District. She has become a role model for young people in Nan Shan who are starting businesses and helping society and is also committed to cultivating young talent. She promotes health awareness among young people, allows the concept of insurance literacy and education to further take root, and uses new thinking to unleash the power of insurance.

EMPLOYEE BENEFITS CONSULTANT OF THE YEAR



MR WESLEY KO
AIA HONG KONG

With a stellar track record in the insurance industry since 2015, Mr Wesley Ko has also been honoured with MDRT and COT qualifications and has excelled consistently as a member of AIA's Group Achiever Club.

In 2023, he took his business to impressive heights with over HKD72m in premiums and a 100% corporate client retention rate, serving over 8,000 members across diverse sectors. His expertise in customised and innovative solutions has addressed unique industry challenges, enhanced employee wellbeing and supported companies in talent acquisition and cost management.

Committed to social welfare and sustainable development, Mr Ko actively engages in charitable initiatives, fostering a culture of giving back and amplifying community impact.

In 2023, he achieved substantial growth while maintaining a perfect 100% corporate client retention rate and achieving significant growth.

His initiatives have led to the successful transition of over 100 group insurance members to individual plans.

He tailored benefit plans to resonate with each corporate client's company culture and strategic goals. This includes designing programmes that address mental health support and financial wellness, aligning with the unique demographics of the corporate clients whose employees are navigating the stresses of a rapidly changing work and economic environment.

Mr Koh also advocates for comprehensive wellness programmes that holistically address mental, physical, and financial health. These programmes have contributed to reducing absenteeism and improving productivity, directly benefiting clients' profitability.

He also affirm the company's investment in their overall wellbeing and lives his commitment of giving back to the society, both in letter and spirit.

EMPLOYEE BENEFITS PROVIDER OF THE YEAR

AIA HONG KONG



AIA Hong Kong has provided employee benefits solutions to companies of all sizes in the Region for over 60 years. The company's one-stop solution goes beyond traditional group insurance to combine employee benefits, workforce wellness and a comprehensive range of portable health protection and wealth management solutions to support its corporate clients' HR strategies while helping Hong Kong workers achieve their financial, protection and retirement goals.

Today, as an industry leader in employee benefits, AIA Hong Kong has over 16,000 financial planners serving over 78,000 corporate clients and 1.8m members. Its comprehensive employee benefits solutions cover group insurance, employee voluntary protection and pension with over \$16bn pension assets under management.

The company maintained its number one market position with >25% market share in employee benefits in 2023, with >10% growth in total weighted premium income, although 2023 was a challenging year for group medical business because of the dramatic increase in outpatient claims since the lifting of the mask mandate in March.

Despite experiencing a surge in claims ratio, the company maintained robust investments to deliver superior corporate wellness solutions to its clients. It utilises advanced data analytics to identify the specific wellness needs of its corporate clients to craft targeted solutions that resonate with their unique requirements to achieve meaningful impact.

Amidst the challenges of the 2023 post-pandemic environment, the company's dynamic, transparent communication ensured client regional offices could manage well. Additionally, its close collaboration with the claims department enabled it to swiftly identify new trends and related issues to handle claims effectively while providing prompt insights to its clients. A team of designated business development executives provides comprehensive support to consultants from benefit review and quotation to underwriting and onboarding communications.

BANK PARTNER OF THE YEAR

NDB-AIA BANCASSURANCE PARTNERSHIP



The enduring collaboration between National Development Bank (NDB) and AIA Insurance in Sri Lanka stands as a beacon of success, resilience and strategic vision. This partnership, which is over a decade old, in the year 2023, established new benchmarks for excellence, driving sustainable growth in the industry.

In the year 2023, it played a pivotal role in optimising value for clients and stakeholders alike. The partnership generated an annualised new premium (ANP) of LKR552m, the highest ANP contribution in its history.

With 2,348 life policies issued and a premium persistency rate of 85%, the partnership demonstrated its ability to deliver consistent value and retain customer trust over the long term, further solidifying its position as a market leader in the bancassurance space.

A distinguishing feature of the NDB-AIA partnership in 2023 was its success in producing four Court of the Table members and 23 MDRT members.

In 2023, NDB introduced a reward recognition scheme for bank staff members, aptly named the CEO's Club, to acknowledge the top contributors to the bancassurance business. The year witnessed record-high staff participation, with over 200 staff members qualifying as CEO's Club members.

Another significant achievement in 2023 was the implementation of data propensity models, enhancing its ability to anticipate customer needs and tailor solutions accordingly. These models enabled leveraging data analytics and AI to gain deeper insights into customer behaviour and preferences.

YOUNG EXECUTIVE OF THE YEAR

MR HUANG PO-HSUN
CATHAY LIFE INSURANCE
TAIWAN



Mr Huang has been involved in Taiwan's insurance industry since graduation, with 11 years of experience in a major life insurance company. With complete rotation experience, he is one of the very few professionals in the industry who has practical sales experience across multiple areas such as market research, channel management strategy, product marketing and digital tool design/development/operation.

He started his career by researching Taiwan's insurance market. He is familiar with the overall industry trends and the dynamics of various insurance companies. He has formulated annual goals and important measures for Cathay Life Insurance's sales agent channel and bancassurance channel for many years and is familiar with channel operations. He served as the coordinator of the business marketing group with respect to Cathay Life Insurance's acquisition of Kuopao Life Insurance (國寶人壽) and Hsingfu Life Insurance (幸福人壽) in 2015.

Subsequently, he was involved in the areas of product marketing and education, strengthened professional knowledge of products, and volunteered to join the sales agent channel at the end of 2017 as a district supervisor, managing a business team of eight people. Since 2019, he has actively participated in Cathay Life Insurance's digital transformation project, using agile development models to promote the digital transformation of the sales agent channel, and served as a product owner to participate in the construction of multiple large-scale digital functions and platforms. In early 2024, he was promoted to manager of the digital support department of Cathay Life Insurance's digital development division, leading a team of 18 people to focus on the development of digital sales assistance tools for the sales agent channel.

EXECUTIVE CHAMPION OF THE YEAR



MR SARA LAMSAM
MUANG THAI LIFE ASSURANCE

Mr Sara Lamsam believes that everyone has unique desires and aspirations for stability in life. Utilising storytelling to make clients aware of the importance of life insurance enhances sales opportunities and effectively addresses client needs. The emphasis has primarily been on shield life products, offering comprehensive protection. The term “Shield” not only signifies protection but also resonates with the Thai word for ‘chill out’, symbolising ease and comfort.

In the past year, a pioneering health insurance product for the silver age demographic was launched in Thailand. This product offers full-scale nursing home care coverage, aligning with the needs of Thailand’s aging society seeking financial security in retirement. This initiative, guided by his vision, has seen tremendous success, supported by partnerships with leading nursing homes nationwide. As a result, the health and CI rider segment witnessed a 12% YoY growth, ranking second in the business sector.

He aspires for Thai life insurance agents to achieve global qualification standards, such as the MDRT, showcasing sales excellence or income, and the GAMA, highlighting team management and team-building skills. This elevates agents to financial consultants and encourages participation in MDRT Thailand and GAMA Thailand, fostering a community of knowledge sharing and sales strategy exchange. In 2023, MTL had 325 MDRTs, marking a 16% YoY growth, and 152 certified GAMA agents. This shows an increasing proportion of qualified agents and a significant improvement in the NPS or customer engagement score, reaching 58 points—a 17-point increase from the previous year, representing a 23% growth. His leadership has significantly improved agent performance overall.

INSURANCE COMPANY OF THE YEAR

TATA AIA LIFE INSURANCE COMPANY



The 156-years old Tata group brand is synonymous with trust. Tata AIA Life Insurance in the 23rd year of its establishment is known to offer the best and simplest life and health insurance solutions, which are coordinated with the customer's individual needs and life goals.

The company has a protection-focused product strategy, maintaining the industry-leading position in protection mix among top players. It is at the third rank amongst top private players, making it the largest non-bank promoted private life insurer in India.

The company grew faster than the industry, with 13% growth for the year vs 7% growth in overall industry. The organisation has the fastest growing agency channel amongst the top private players at 51%. It contributed 2204 MDRTs for the calendar year 2023 as against 1700 in the year 2022 – a jump of 29%.

Its market share amongst private players grew to 10.4% in financial year 2023-24 from 8.1% in financial year 2022-23.

During 2023, the company won the prestigious Kincentric Best Employer Award, for the 8th consecutive year and maintained its leadership position in retail sum assured with an increase of 32% while now being the largest player in retail sum assured.

The organisation follows a multi-channel distribution model with balanced portfolios. Both proprietary and partnership distribution channels have managed to grow at healthy double-digit growth rate. Tata AIA's agency channel is amongst the most productive in the private industry.

Tata AIA Life Insurance Company dedicates 2% of the average net profits made during the three preceding financial years for fuelling undertakings that are relevant to the communities of its ecosystem and also works to create impact in the rural communities, particularly in the verticals of health and sanitation.

INSURANCE COMPANY OF THE YEAR

AIA SINGAPORE



**HEALTHIER, LONGER,
BETTER LIVES**

AIA Singapore is a life insurance company that has an agency force that sets the professional standards for other insurers to measure against and continues to invest in and support it to thrive in the changing multi-channel environment.

With the largest network of close to 5,716 and 201 insurance representatives in Singapore and Brunei respectively, it targets to help millions of people live healthier, longer, better lives.

With compulsory Institute of Banking & Finance (IBF) endorsed training, the company has 1,315 (23%) IBF certified representatives as of now and is targeting 3,500 (61%) by 31 December 2024.

AIA holds the highest number of MDRTs in Singapore for the ninth year with 1,380 qualifiers. Through its MDRT ambassadors, the company motivates, trains and grows its MDRT community. With one in four representatives as MDRT qualifiers, AIA leads the industry in high productivity and commitment to excellence.

Recognising the evolving landscape of customer engagement across multiple channels, the company has equipped its representatives with the best-in-class digital tools to provide personalised high-tech and high-touch advice. In 2023, the company upgraded its technological tools. iSMART+ and iPOS+ platforms.

The AIA Health360 brings offerings under four major pillars – plan well, protect well, be well and live well – which together, addresses the facets of holistic wellness and provides individuals with a tangible framework in planning for their well-being.

In 2023, AIA representatives conducted over 800 worksites in companies and organisations promoting healthy living, health screening and AIA Vitality. It also launched think well in 2023, the region's first insurer-backed digital mental health solution, in collaboration with WhiteCoat.

LIFETIME ACHIEVEMENT AWARD

MS IVY TONG PO PO
AIA HONG KONG



When Ms Tong started her insurance life in 1976, she was just a 19-year-old girl. Her diminutive look does not speak of her ambition. Instead of confining herself comfortably as a secretary, she took no time to seize the opportunity to become an insurance agent. As history unfolds, she would become a trailblazer in the insurance industry, creating a legacy that would inspire thousands of young women and men.

To her, the sky is the limit. She has been applauded for many firsts she created throughout her decades-long career. No sooner than she celebrated her 21st birthday, she was named supervisor. In 1985, she was promoted district manager, the first female agent at AIA Hong Kong to have reached this highest agency rank at the time.

She went on to become its first female district director, senior district director and executive district director in 2011. On top of her stellar record at AIA, she was highly recognised in the industry as she was the first female insurance practitioner in Hong Kong to receive Master Agency Award (MAA) from GAMA in 1997 – she has since won MAA for 26 years. She was also the first lady to be awarded the Hall of Honor in 2018.

It doesn't do her justice to say that her achievements are commendable due to her gender. Her achievements are especially impressive despite her gender. In the late 1970s, females were still facing gender inequality in terms of pay and job opportunities in Hong Kong. She was one to deny the barrier, charting a new path for generations of aspiring young women.

THE FINALISTS

ROOKIE INSURANCE AGENT OF THE YEAR



**TAN CHEU FONG
ASHLEY**
AIA Singapore



HO JIE-YU
Allianz Taiwan Life
Insurance Co Ltd



**PANCHAT
KITTIAKSORNSIT**
Krungthai-AXA Life
Insurance PCL

INSURANCE AGENT OF THE YEAR



HUANG WEI CHEN
AIA Hong Kong



JASLYN NG
Prudential Assurance
Company Singapore



LE HOANG TRUNG
AIA Vietnam



**MINASA
BOONMALERST**
Muang Thai Life Assurance
Public Company Limited

FINANCIAL ADVISER OF THE YEAR



WANG YAXIANG
AIA FA Singapore



**W D SHAMALI
DILRUKSHI**
AIA Insurance
Lanka Limited



**KORNTINUN
DAMRONGWETWANIT**
Muang Thai Life
Assurance PCL

THE FINALISTS

ROOKIE INSURANCE AGENCY LEADER OF THE YEAR



LIDA VORN
AIA Cambodia



MANISH GUPTA
Tata AIA Life
Insurance Co Ltd



**THANINNAT
ANANTAJARIYAPOL**
Allianz Ayudhya
Assurance Thailand

INSURANCE AGENCY LEADER OF THE YEAR



CHEN LEI
AIA China
(Beijing Branch)



**HASSAN BIN
MUHAMAD**
AIA Malaysia



PRANAY SHAH
Tata AIA Life
Insurance Co Ltd

EMPLOYEE BENEFITS CONSULTANT OF THE YEAR



DOROTHY TAN
AIA Malaysia



**CHOO KHOON HIAN
TERENCE**
AIA Singapore



WESLEY KO
AIA Hong Kong

THE FINALISTS

EMPLOYEE BENEFITS PROVIDER OF THE YEAR



健康长久好生活

AIA CHINA
CORPORATE SOLUTION



AIA HONG KONG



HEALTHIER, LONGER,
BETTER LIVES

AIA SINGAPORE



國泰人壽

Cathay Life Insurance

CATHAY LIFE INSURANCE

DIGITAL AGENT/AGENCY LEADER OF THE YEAR



DUAN HAOJIE

AIA China
(Tianjin Branch)



ELIJAH TAN

Prudential Assurance
Company Singapore



WONG YING CISSY

AIA Hong Kong



ZHU JUWEI

AIA China
(Beijing Branch)

INSPIRATIONAL AGENT/LEADER OF THE YEAR



WATCHARA
INTARACHAT

Krungthai-AXA Life
Insurance PCL



KENT LAW WING KIN

Sun Life Hong Kong



YANG MING-DE

Cathay Life Insurance

THE FINALISTS

HEALTH INSURANCE AGENT OF THE YEAR



CHEN DALIN
AIA China
(Guangdong Branch)



CHIU SSU-CHI
Cathay Life Insurance



LEE YUEH-TI
Nan Shan Life
Insurance Co, Ltd



**KWOK YIN LAI
STEPHEN**
AIA Hong Kong

BANK PARTNER OF THE YEAR



DBS BANK, SINGAPORE



**NATIONAL DEVELOPMENT
BANK PLC, SRI LANKA**

DIGITAL TRANSFORMATION OF THE YEAR



AIA MALAYSIA



AIA SINGAPORE



**PERFIOS-MANULIFE
VIETNAM**

YOUNG EXECUTIVE OF THE YEAR



HUANG PO-HSUN
Cathay Life Insurance



**JIRAWAT
LALITKITTIKUL**
Krungthai-AXA Life
Insurance PCL



KANYARAT YOMMANA
Muang Thai Life
Assurance PCL

THE FINALISTS

EXECUTIVE CHAMPION OF THE YEAR



SARA LAMSAM
Muang Thai Life
Assurance PCL



STEVEN ZHANG
AIA China



WONG SZE KEED
AIA Singapore

INSURANCE COMPANY OF THE YEAR



AIA SINGAPORE



**MUANG THAI LIFE
ASSURANCE PCL**



**TATA AIA LIFE INSURANCE
COMPANY**

LIFETIME ACHIEVEMENT AWARD



**ONG CHEE WAI
DAVID**
AIA Singapore



SUSAN DE GUZMAN
Sun Life Grepa Financial



TONG PO PO IVY
AIA Hong Kong

 **Asia Advisers Network**

Member: Beacon International Group, Ltd. 

**ASIA
INSURANCE REVIEW**

Member: Beacon International Group, Ltd. 

CONGRATULATES

THE

WINNERS

OF THE

**9TH ASIA TRUSTED
LIFE AGENTS & ADVISERS
AWARDS**



2024 ROLL OF HONOUR

ROOKIE INSURANCE AGENT OF THE YEAR

Ms Ho Jie-Yu

Allianz Taiwan Life Insurance Co Ltd

INSURANCE AGENT OF THE YEAR

Ms Jaslyn Ng

Prudential Assurance Company Singapore

FINANCIAL ADVISER OF THE YEAR

Mr Korntinun Damrongwetwanit

Muang Thai Life Assurance

ROOKIE INSURANCE AGENCY LEADER OF THE YEAR

Mr Thaninnat Anantajariyapol

Allianz Ayudhya Assurance Thailand

INSURANCE AGENCY LEADER OF THE YEAR

Mr Hassan bin Muhamad

AIA Malaysia

DIGITAL AGENT/AGENCY LEADER OF THE YEAR

Ms Cissy Wong Ying

AIA Hong Kong

INSPIRATIONAL AGENT/LEADER OF THE YEAR

Mr Kent Law

Sun Life Hong Kong

DIGITAL TRANSFORMATION OF THE YEAR

AIA Malaysia

HEALTH INSURANCE AGENT OF THE YEAR

Ms Yueh-Ti Lee

Nan Shan Life, Taiwan

EMPLOYEE BENEFITS CONSULTANT OF THE YEAR

Mr Wesley Ko

AIA Hong Kong

EMPLOYEE BENEFITS PROVIDER OF THE YEAR

AIA Hong Kong

BANK PARTNER

NDB-AIA Bancassurance Partnership

YOUNG EXECUTIVE OF THE YEAR

Mr Po Hsun Huang

Cathay Life Insurance Taiwan

EXECUTIVE CHAMPION OF THE YEAR

Mr Sara Lamsam

Muang Thai Life Assurance

INSURANCE COMPANY OF THE YEAR (TIED)

Tata AIA Life Insurance Company

AIA Singapore

LIFETIME ACHIEVEMENT AWARD

Ms Ivy Tong Po Po

AIA Hong Kong