

# 10<sup>TH</sup> ASIA TRUSTED LIFE AGENTS & ADVISERS AWARDS



**2025**  
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 **Asia Advisers Network**  
Member: Beacon International Group, Ltd.

**ASIA**  
**INSURANCE REVIEW**  
Member: Beacon International Group, Ltd.

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INSURANCE AND FINANCIAL  
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## PATRON MESSAGE

Ladies and gentlemen, colleagues, partners and friends, good evening and a very warm welcome to the 10th Asia Trusted Life Agents and Advisers Awards.

I want to begin by congratulating the 50 finalists, the nominated agents and the advisers from 47 different companies and 13 markets across the region whose great achievements led to their selection today. And of course, I want to recognise the winners. Your awards speak to the excellence with which you carry out your responsibilities, going above and beyond the norm to serve and look after your customers.

These awards range from Rookie Insurance Agent of the Year to Inspirational Agent Leader of the year, putting a spotlight on both experienced colleagues and those who have just recently joined the insurance industry. What we celebrate tonight is the valuable and important work each one of you do. Helping people, their families and communities through different stages of life and development. You do so with dedication, exceptional professionalism and immense competence, all of which gain in both significance and impact, particularly during the period of deep and profound change we have experienced over the last few years.

Ever evolving geopolitical and geo economic dynamics are constantly at play, which leads to increased economic uncertainty. But as the globalised world is reconfigured, Asia stands to greatly benefit, leveraging the accelerating growth that we see within the region and also the compelling inter-regional linkages, which are expanding exponentially. As Asia continues to grow, so do the opportunities that you have to help your customers. What really matters are the trusted relationships that you have built with your customers, supporting them through the many twists and turns, the good and the bad.

The insurance industry exists to protect people from risk, and the last five years have taught us the importance of managing risk during periods of significant uncertainty. Trusting relationships are truly what sets you and the insurance industry apart. Underlying it all, are you the talented frontline contributors, the agents and advisers who bring the insurance ecosystem to life?

In closing, I want to thank Asia Insurance Review and Asia Advisers Network for their leadership and congratulate them on this milestone 10th anniversary, since the launch of this important recognition event. I'm also very grateful to the esteemed panel of judges. It is with immense appreciation that we once again recognise the outstanding achievements of our highly valued frontline colleagues. Many, many congratulations to each of you. I hope you all have a wonderful evening.



**SIR MARK TUCKER**

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

## CEO'S MESSAGE

### A DECADE MILESTONE OF AWARDING EXCELLENCE TO AGENTS!

What a grand and satisfying accolade for the Asia Trusted Life Agents and Advisers Awards to have reached its tenth anniversary of awarding excellence and honouring the crème de la crème of life insurance agents in Asia.

On behalf of Asia Advisers Network (AAN) and Asia Insurance Review (AIR), we are truly grateful to have stood firm in not only recognising the deserving candidates over a decade, but in maintaining the sanctity of the trophy – the integrity, and watertight scrutiny that have shielded the prestige of the Awards trophy to this day.

To celebrate this milestone, we are looking forward to a grand night of celebration, culminating in watching who takes the trophy! What a magnificent night this will be as we witness and congratulate those that made it through such vigorous testing via the stringent judging process. The night is to celebrate not only the winners, but also the finalists for your unrelenting commitment and tenacity in serving your clients year in and year out, without wavering. Truly, we at AAN and AIR are privileged and humbled to know and honour such amazing lights from our industry! The X factor you possess is over and beyond and you all truly inspire us to reach beyond our comfort zone, to push for greater heights and overcome unbelievable challenges every year with a smile!

With each and every year, we see new achievements, higher bars in magnetic star quality, and both finalists and winners alike have awed us with their dedication in breaking new records.

It is these leading lights that ensure the cog of the industry continues to turn. They continue to fly the flag as ambassadors working tirelessly and selflessly to promote the good of insurance. The qualifying period for this year's awards truly did test them – not only did they have to pick up pieces from the pandemic aftershock, we also saw them push through economic, financial, health and geopolitical strains their clients have had to endure and yet, their never-give-up spirit prevailed.

So this year, as we celebrate 10 years, we at AAN and AIR are humbled that the Trusted Agents and Advisers Award trophy remains THE one to win! The competition was tough, as the judges will agree, and especially with the bar set so high, the judges had a tough time choosing the winners. We had more than 50 entries across 13 countries vying for this trophy and of this, 46 finalists from 47 companies from 13 markets made it through to the final judging round.

We are most grateful to the panel of 15 judges for their hardwork and commitment to this cause. The benchmark of integrity remained, not only from the quality of the judging panel but also the transparent and stringent process throughout, from launch of nominations to presentation of the awards tonight. Nobody knew the result until the announcements tonight. The stamp of approval of the process was reinforced by the independent scrutiny of KPMG.

I would like to take this opportunity to thank Sir Mark Tucker, the patron of these awards since its inauguration. Sir Tucker stood with us throughout the journey, encouraging us since day one to continue to hold the flame alive for the agents. Our sincere gratitude goes to him. I would also like to thank our strategic partner AIA and co-organisier LIMRA, as well as all the regional associations that have lent their support, not only this year, but for the last decade. These awards would not have been possible without your dedication and support.

To all the finalists, you are all winners. Celebrate your achievements for making it thus far. To our winners, heartiest congratulations – your role is to continue to carry the torch of your win to be a role model for the industry and your peers. The baton has been passed to you – do good, continue to raise the service bar for your clients, and carry the glory of your achievements as mentors for your sales force and future young leaders, to promote the good the insurance industry does.

Thank you to our team at AAN and AIR for their hardwork, dedication and commitment as always. Nobody sees the sheer hard work that goes on behind the scenes to bring this spectacular night to you.

All the best! Live life with passion and health!



**SHEELA SUPPIAH**

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



## STRATEGIC PARTNER'S MESSAGE

### 10 YEARS OF TRUST: CELEBRATING EXCELLENCE IN LIFE ADVISORY

Congratulations to all agents and advisors honoured in the 10th edition of the Asia Trusted Life Agents & Advisers Awards.

This year marks a significant milestone - a decade of recognising excellence, resilience, and dedication in life advisory across Asia. You are being celebrated not only for your achievements, but for the values you embody: trust, perseverance, adaptability, and a relentless commitment to your customers.

Over the past ten years, you have transformed the way we engage with customers. By embracing growth and innovation, you've elevated the standards of service and professionalism, helping individuals and families secure their futures with confidence.

Your role in this transformation is pivotal. By understanding your customers deeply and responding with empathy and expertise, you ensure that every interaction is meaningful, every piece of advice is personalised, and every solution is aligned with their financial and protection needs.

As we celebrate this 10th edition, let us also look forward. The journey doesn't end here. Continue to strive for excellence in every aspect of the customer experience. Uphold the high standards that have earned you this recognition and remain committed to making a positive impact in the lives of those you serve.

You are not just award winners - you are leaders, changemakers and the future of our industry. Your work safeguards lives, promotes financial wellbeing, and strengthens communities across Asia.

Once again, congratulations to all nominees and winners. Let us continue to lead with purpose and empower millions to live Healthier, Longer, Better lives.



**CAI WEI BING**

CEO, GROUP AGENCY  
DISTRIBUTION, AIA GROUP

## JUDGES



### AHMAD ZAKI YAHYA

EDITORIAL DIRECTOR,  
ASIA INSURANCE REVIEW  
AND MIDDLE EAST  
INSURANCE REVIEW

Ahmad Zaki Yahya is currently the Editorial Director, overseeing editorial content for both Asia Insurance Review and Middle East Insurance Review. Having been with Asia Insurance Review for nine years, serving as a Journalist and most recently, Deputy Editor for Asia Insurance Review, he now takes the lead in shaping the editorial direction for both titles.



### BONNIE GODSMAN

PRESIDENT & CEO,  
GAMA GLOBAL

Bonnie Godsmann is currently serving as the President of Finseca, and CEO of GAMA Global where she made history as the first and youngest female President and CEO. Both Finseca and GAMA Global are committed to Financial Security for All. As the home of the top financial security professionals, the organization's sole focus is on creating an environment that enables people to protect and enhance financial well-being — for themselves, their families, and their businesses. Simply put, financial security for all. With over 35,000 members worldwide, Finseca and GAMA represent and serve the entire financial security profession, regardless of role, marketplace, or experience. Finseca members provide life insurance and retirement planning solutions that protect the dreams and promote the prosperity of the American people.

Bonnie brings a distinguished background in political affairs and finance. Her exceptional achievements were honored when she was named the 2018 Finance CEO of the Year by CEO Monthly Magazine. In her current role she sits as the Chief Revenue Officer for her \$20m organization. This requires her to stay up to date with the constantly evolving world of insurance, investment, and financial services domestically and internationally. Previously Ms. Godsmann held roles under NYC Mayor Rudy Giuliani and President George W. Bush. She is an internationally recognized financial expert speaking in over 32 countries and has appeared on various international TV finance programs. Ms. Godsmann has a personal passion for empowering female leaders and for educating the next generation of our youth on the power of financial freedom.

Ms. Godsmann spends her weekdays in Washington, D.C. with her team and lawmakers, and enjoys her relaxing weekends in Mount Joy, Pennsylvania, with her husband, Mike.



### CAI WEI BING

CEO, GROUP AGENCY  
DISTRIBUTION, AIA GROUP

Cai Wei Bing is currently serving as CEO of Group Agency Distribution, where he is responsible for the Group's Agency Distribution Function, a key pillar of AIA's strategy to scale and strengthen its competitive edge. He has more than 28 years of experience in the insurance industry.

Mr. Cai 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 AVP of Agency Development to lead agency recruitment across Mainland China. Over the years, he has held a variety of senior roles, including AIA Shenzhen Director of Agency and General Manager; during his eight-year tenure of the Shenzhen Branch, he oversaw a seven-fold VONB growth.

In 2018, he was appointed as a Special Assistant to the CEO of AIA China responsibilities for the Group Agency Distribution strategy development, implementation and best practice promotion across China, Malaysia, Vietnam, and Myanmar. From 2019 – 2023, acting as the General Manager of AIA Shanghai Branch, Deputy General Manager of AIA China in charge of Shanghai Business Unit, he led the AIA Shanghai to achieve the best branch of AIA China for three consecutive years, various recognitions from social media and leading local market position.



## JUDGES



### EDWIN SI

MANAGING DIRECTOR,  
LIMRA LOMA GLOBAL  
SERVICE OF CHINA

Edwin Si joined China's life insurance industry in 1992, experiencing the introduction of insurance agent system in China, creation and the reform of marketing system, sales system transformation and other major industry practices. Having served as China's foreign, domestic and joint venture insurance company training, marketing management, provincial branch and regional management, Mr Si has intensive practical and theoretical exploration in the design and improvement of marketing system, the construction of agent business and management system, and the construction of training system.

Since 2016, he has been appointed as the Managing Director of LIMRA LOMA Global (LLG) China, focusing on the fields of financial education, training and consulting. He has a unique perspective and research in distribution channel management, marketing team management, organizational psychology, leadership development, strategic management and other fields.



### GALEN WOO

CEO, FINANCIAL PLANNING  
ASSOCIATION OF SINGAPORE  
(FPAS)

Galen Woo is the CEO of the Financial Planning Association of Singapore (FPAS), where he leads the association's strategic development, regulatory engagement, and the promotion of the Certified Financial Planner (CFP) accreditation in Singapore. With over a decade of leadership experience, Mr Woo has a strong track record in business management, corporate governance, and stakeholder collaboration.

Before his current role, he held senior leadership positions, including General Manager and Head of Department, where he spearheaded transformation initiatives, strengthened compliance frameworks, and aligned operations with strategic goals to drive sustainable growth. His leadership is grounded in a deep understanding of the financial services industry and regulatory landscape.

Mr Woo holds a Master of Laws (LLM) in International Business Law from Birmingham City University, a Graduate Diploma in Commercial Law from the University of London, and a Bachelor of Business Administration from the University of Canberra. His multidisciplinary academic background integrates legal knowledge with practical business insight.

He is also an accredited mediator, certified by the Singapore Mediation Centre (SMC) and an appointed mediator with the Singapore International Mediation Institute (SIMI). Mr Woo applies mediation techniques to facilitate constructive dialogue, resolve disputes effectively, and promote collaborative outcomes across various settings.

He is dedicated to advancing ethical practices, operational excellence, and client-focused solutions in Singapore's financial services landscape.



### KENNY SIU

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

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 experience spanning general insurance, reinsurance and life insurance.

Prior to joining the CII, Mr Siu held key positions, both local and regional, in various insurance companies in Hong Kong. He also has more than 30 years of charitable service experience, having chaired a long-established charity organization in Hong Kong during the period of 2011-2014. After handing his chairmanship down to his successor, he remains actively engaged in charity management and activities by continuing to serve as the organization's Executive Director to guide community outreach towards building a warm and caring society and sustaining philanthropic efforts.

Mr Siu enjoys meeting people, developing relationships at all levels, and 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.



## JUDGES



### **LASITHA WIMALARATNE**

EXECUTIVE DIRECTOR/  
CEO, HNB ASSURANCE PLC,  
PRESIDENT, INSURANCE  
ASSOCIATION OF SRI LANKA  
(IASL)

Lasitha Wimalaratne currently functions as the Executive Director and CEO at HNB Assurance PLC, Sri Lanka and has more than 27 years of experience in Insurance Operations, Underwriting, Sales, Marketing, Product Development, Reinsurance and Project Management. He has gained the exposure from both leading multinational and local insurers such as Aviva, AIA, Union Assurance, Softlogic Life and HNB Assurance.

He has participated in several leadership and insurance technical programs including Leadership at the Peak at the Center for Creative Leadership (CCL) in Colorado Springs, USA, Insurance product Development program, FALIA Japan and the Life Insurance Technical Program, Munich Re, Germany.

Mr Wimalaratne also volunteered as a Speaker/Panelist in many International and local Summits/Seminars whilst serving as an honorary member in many senior positions in the industry including being the current President of the Insurance Association in Sri Lanka (IASL), 18th President of the Sri Lanka Insurance Institute (SLII), Founder Secretary General of the Chartered Insurance Professionals in Sri Lanka (ACIP) and a Board Director of the Biodiversity Sri Lanka.

He is a Chartered Insurer and a Fellow Member (FCII) of the Chartered Insurance Institute, UK and also a Fellow of the Australian and New Zealand Institute of the Insurance and Finance (ANZIIF) and an Associate Member of the Chartered Institute of Marketing, UK. He holds an MBA (Specialized in Marketing) from the University of Wales, UK and a B.A.(Hons) degree in Business Studies from the University of Sunderland, UK.



### **MATTHEW KANG**

IMMEDIATE PAST CHAIRMAN  
OF ASIA PACIFIC FINANCIAL  
SERVICES ASSOCIATION  
(APFINSAs)  
AND SENIOR VICE-  
PRESIDENT OF FINANCIAL  
SERVICES, MANULIFE  
ADVISORY GROUP

Matthew Kang is a Senior Vice-President of Financial Services at Manulife Advisory Group, leading an agency of financial services consultants and 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 (IFPAS), formerly known as the Life Underwriters Association of Singapore (LUA Singapore) from 1999 to 2001.

He served as a member of the task force at the 1st Asia Pacific Life Insurance Congress (APLIC) in 1991; Honorary Secretary of the Asia Pacific Financial Services Association (APFinSA) from 2001 to 2003; Chairman of the CEO panel at 11th APLIC 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 (2021-2025).

Mr Kang is currently serving as the Immediate Past Chairman of APFinSA and continues to sit in its Board for the current term.



### **NG ENG BEOW**

PRESIDENT, INSURANCE AND  
FINANCIAL PRACTITIONERS  
ASSOCIATION OF SINGAPORE  
(IFPAS)

With 18 years of industry experience, 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, Mr Ng is a strong proponent of teamwork, advocating for an inclusive environment where leaders and planners can share ideas and solutions to improve individuals' financial well-being.

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



### NIHARIKA YADAV

PRESIDENT DIRECTOR & CEO,  
AXA FINANCIAL INDONESIA

Niharika Yadav is the President Director and CEO of AXA Financial Indonesia since 2019. She has been with AXA for the past 15 years.

Prior to relocating to Indonesia, she held various positions at AXA Asia from 2010 to 2019, including Regional Development Director, Finance business partner and Regional Head of Strategy.

Her career began at Bharti Enterprises in 1999, which later formed a joint venture with AXA in 2006. Her final role in India in 2009 was as Deputy General Manager of Business Planning and Analysis.

Ms Yadav graduated from Sophia College with a Bachelor of Arts and holds a Postgraduate degree in Business Management with a focus on Finance from the Fore School of Management.

Selected in 2024 as Indonesia's Best Foreign CEO by Warta Ekonomi, recognized as one of the top 500 Outstanding Women in the Financial Sector & SOEs by Infobank, and consistently for the past three years recognized as Indonesia Best CEO from employee's choice by The Economics.



### ORCHIS LI

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

Orchis Li is the General Manager of Gen Re's Hong Kong Branch. Since joining Gen Re in 2015, she has been responsible for managing the Hong Kong branch and maintaining relationships with multinational clients.

Ms Li also leads the InsurTech strategy and the analytics & development of Critical Illness products for Asia. With over 30 years of experience in the insurance industry, she has previously worked with several multinational insurance companies. She is a Councillor of the Life Insurance Council of the Hong Kong Federation of Insurers (HKFI), where she served as Chairman for the 2023-2024 term. She holds several appointed positions, including membership in 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.

Additionally, she is a member of the Financial Services Development Council's (FSDC) Working Group on Mobilizing Insurance Capital to Foster Sustainable Economic and Social Development in Hong Kong. She is also a judge for the Asia Trusted Life Agents & Advisors Award for 2024 and 2025.

Ms Li frequently speaks at industry conferences and serves as a mentor for the Hong Kong Science and Technology Parks and the "She Inspires" mentorship programme organized by the Home and Youth Affairs Bureau. She is a Fellow of the Institute and Faculty of Actuaries and the Actuarial Society of Hong Kong.

She actively participates in various committees within the Actuarial Society of Hong Kong and is a member of the Academy of Finance.



### RAHUL HORA

PRESIDENT & CEO, MANULIFE  
PHILIPPINES

Rahul Hora is President and CEO of Manulife Philippines.

As President and CEO, Mr Hora is responsible for the development and execution of Manulife's strategy in the Philippines, supercharging the business so we can continue making every day better for more Filipinos.

He is an insurance industry veteran, having taken on various sales and distribution leadership roles in operations, agency, and bancassurance across geographies. He joins Manulife from another multinational insurance company, where he held distribution roles at market and regional levels, and most recently led their life and non-life insurance operations in the Philippines.



## JUDGES



### **RICHARD WYBER**

MANAGING DIRECTOR, ASIA,  
LIMRA, LOMA, LL GLOBAL

Richard Wyber joined LLG in January of 2023 focusing on the development and distribution of LLG programs 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 & Wellness. Prior to AIA, Mr Wyber 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

Shalini Pavithran is the CEO 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. 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 the Chairperson of the ASEAN Insurance Education Committee. SCI also serves as the Secretariat for the Asia-Pacific Risk & Insurance Association (APRIA).

Prior to SCI, Ms Pavithran was the CEO of The Malaysian Insurance Institute (MII), the professional body and education institution for the Malaysian insurance industry. 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 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.

Ms Pavithran 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.



### **STEVEN ONG**

CEO, PROPEL WITH SINGLIFE

As CEO, Steven Ong leads PROPEL with Singlife with a strategic vision to drive operational excellence and commercial performance of the shared services centre for financial advisers. Prior to joining Singlife, he headed DBS Treasures Singapore and was responsible for its Onshore and Offshore businesses. He has a proven track record in driving results in Bancassurance business and has nearly three decades of experience in banking, investment and private wealth management across Citibank, United Overseas Bank and Standard Chartered Bank.

Mr Ong holds a Bachelor of Business (Banking) from Nanyang Technological University, Singapore

## ROOKIE INSURANCE AGENT OF THE YEAR



**MR SHAO DAN PETER**  
CTF LIFE

Shao Dan Peter, senior agency manager of CTF Life, redefined rookie success in 2024, his first year in insurance. Joining CTF Life in January 2024 after relocating to Hong Kong via the Top Talent Pass Scheme, he achieved a historic feat by qualifying for Top of the Table and breaking the record of highest FYC of New Rookie in the company. This milestone, paired with recruiting 12 Life Planners and earning a promotion to senior agency manager, underscores his exceptional drive.

Peter's expertise stems from a diverse background: a bachelor's degree in mathematics and a master's degree in economics from Lomonosov Moscow State University, he spent a decade in Mainland China's internet sector and 8 years as a financial regulatory official. This blend of tech agility and regulatory rigor equips him to address client needs — such as the financial needs of Mainland China visitors — with empathy and precision.

His philosophy centers on client-centricity, professionalism, and integrity, prioritizing long-term value over short gains. A digital innovator, he uses social media to educate the importance of insurance. Awarded CTF Life's 2024 Rookie of the Year (Champion) and shortlisted for regional honors, Peter also mentors peers, fostering compliance and service excellence.

At 40, his career shift reflects courage: "Life is about experiences; change when it's time."

Peter isn't just a rising star — he's a model of how cross-industry insight and ethics redefine insurance success.



## FINANCIAL ADVISER OF THE YEAR



### MS CHING-WAN CHIU

NAN SHAN LIFE  
INSURANCE CO., LTD.

Ching-Wan Chiu holds the record for the most championships in Nan Shan's sales competitions. She is the author of two practical books and has delivered hundreds of seminars as a speaker.

In 2023, she experienced personal loss, including the passing of her mother, the sudden death of a VIP client, and major transitions among her team. These challenges led her to contemplate leaving the insurance industry. However, a phrase at the 2024 MDRT Annual Meeting rekindled her belief: "Happiness is fulfilling your responsibilities in the present moment." She believes a financial advisor is not just a planner but a stabilizing presence in clients' lives. This responsibility helped her achieve the 2025 TOT qualification, with premiums twice the standard requirement.

She divides the financial planning process into four core frameworks: basic protection, cash flow planning, tax and asset optimisation, and asset inheritance and family responsibility planning. It has been applied in serving 7,500 families, accompanying them through different life stages, also helped her achieve a double TOT record in 2024 premium (FYP, \$1.6m) and maintain the top position in Nan Shan's sales.

She has consistently earned the trust of her clients. As their needs evolve, she has observed growing demand for comprehensive financial plans integrating protection, retirement, taxation, and inheritance. She introduced five core solutions for high-net-worth individuals and business owners. Her commitment to the values of "Integrity, Altruism, Warmth, and Courage" is reflected in her daily interactions, company culture, and community work.

## INSURANCE AGENT OF THE YEAR

**MS JESSIE MENG**  
AIA HONG KONG



With a decade of proud service in insurance, Jessie Meng stands out not just for her professional achievements but for her commitment to protecting families through patience, persistence, and sincerity. Her greatest pride comes from the safety nets she's woven for hundreds of families – safeguarding their health and wealth while earning their unwavering trust.

Jessie's resilience shines in her ability to turn challenges into triumphs. In 2024, she fulfilled a five-year promise to a thyroid cancer survivor, securing his high-end medical coverage after years of tireless support. This victory, which led to referrals from over a dozen families, reaffirms that sincerity is her greatest asset.

A paragon of perseverance, Jessie mirrors her professional grit in personal pursuits. An avid marathoner, she conquered her first vertical run in 2024, proving that every hard-won step upward, no matter how steep, paves the way to success. Her relentless drive propelled her to Number 1 in personal production among over 17,000 agents at AIA, followed by prestigious industry honours like MDRT, TOT, IDA Platinum, and a Top 10 My Favourite Advisers award.

The year 2024 also marked another milestone as Jessie expanded her impact, building a 10-member team with one-third qualified for MDRT in their first year – a testament to her leadership.

Beyond business accolades and honours, Jessie champions education in rural China, having built schools, funded supplies, and served as a teaching assistant for six consecutive years. Her dedication extends to personally adopting 20 village children, providing them with education and life opportunities.





HEALTHIER, LONGER,  
BETTER LIVES

**AIA ONE BILLION**  
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 ADRIAN CHEONG**

ALLIANZ LIFE INSURANCE  
MALAYSIA BERHAD

Formerly a banker, Adrian Cheong Lit Seng made a strategic career move and joined Allianz in 2018. Leveraging his industry experience and insights, he quickly became a standout in recruitment—particularly in attracting and transitioning full-time agents from the banking sector.

Beyond recruitment, he has also demonstrated exceptional strength in team management. With the support of key leaders, he now leads and mentors a dynamic group of over 100 agents.

In just six years, under his leadership, the group has grown into a MYR13.9m (\$3.08m) group in 2024, nurturing 7 Million Dollar Group Builders, 2 COTs and 16 MDRTs – a testament to his vision, strategy, and ability to empower others.



## DIGITAL AGENT/AGENCY LEADER OF THE YEAR

**DR. LING-PO SHIU**  
AIA HONG KONG



With a PhD in Cognitive Psychology and an early career in tertiary education, Dr Ling-Po Shiu brings deep expertise into how people connect, learn and grow. Since joining AIA in 2017, he has reimagined the role of digital within insurance—proving that technology can enhance rather than replace human connection.

His strategic thinking and clear communication have driven exceptional performance: MDRT every year of his career, with six TOTs. He leads a 39-member team, comprising university graduates from diverse backgrounds, and champions a culture of excellence and continuous learning.

By transforming digital tools into strategic assets, Dr Shiu has delivered remarkable results: 90% and 40% production growth in 2023 and 2024 respectively, 12 MDRTs and 22 new recruits. His digital-first approach strengthens outreach, deepens client engagement, and streamlines operations.

Realising that platforms such as iEngage, iSay, and CRM systems enable agents to learn, serve, capture business, and track success, Dr Shiu has ensured mastery of proprietary AIA tools in his team through cross-generational mentoring. Digital fluency is achieved through connection and engagement on multiple platforms, including WeChat and Douyin, where agents share vlogs and blogs containing snapshots of their personal lives, company news, and educational content. By transforming agents into digital ambassadors for the award-winning AIA+ app, he has minimised policy lapses and solidified client trust.

Through his pioneering efforts, Dr Shiu has elevated the public image of insurance—boosting transparency and improving customer satisfaction. He even inspired 12 clients to join his team as new agents in 2024!

## INSURANCE AGENCY LEADER OF THE YEAR



**MS LINDA CHOW KIN MAN**  
AIA HONG KONG

With nearly three decades of dedication to the insurance industry, Linda Chow Kin Man has built a legacy that combines professional excellence with profound altruism.

Founder of the CHAMP VIP family in 2011, Linda has grown it into a 2,000-strong powerhouse, cultivating an extraordinary leadership lineage: 2 premier senior district directors, 6 senior district directors, and 15 district directors. As AIA Hong Kong's second-ever female executive district director, she now oversees 24 districts and 225 managers.

Linda's distinctive leadership philosophy – rooted in respect, love and altruism – has transformed her team into a thriving incubator for talent. By recruiting diverse elites, including Top Talent Pass Scheme professionals, she has strengthened her team while championing social diversity. The results speak volumes: in 2024 alone, her team attracted nearly 1,000 new members and set an astonishing record of over HK\$700m (USD89m) in first year commission, with one in three qualified for MDRT (including 122 COTs and 53 TOTs).

Recognised with the GAMA Global Award and featured in Capital CEO as an industry visionary, Linda's influence extends beyond business. Her son, senior district director Chow Pak Hei (a past ATLAA winner), embodies her success in fostering cross-generational passion for the profession and solidifying lifelong trust with clients.

Embracing an entrepreneurial long-term vision, Linda leads a professional team that thrives in an open, progressive and success-driven environment, accentuating collaboration and mutual growth. Guided by a strong sense of responsibility and purpose, she and her team are committed to delivering tailored solutions in wealth planning, family legacy, and comprehensive protection for their clients.





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## INSPIRATIONAL AGENT/LEADER OF THE YEAR

**MS MASITAH  
BINTI RAMLI**  
AIA MALAYSIA



Masitah binti Ramli is a dedicated life planner with over five years of experience helping individuals and families achieve financial security through strategic, personalised planning. As a 4-time MDRT achiever and top life planner in my district, she is committed to guiding clients in protecting their income, building wealth, and planning confidently for the future.

Masitah believes that real success lies in empowering others. As a moderator for MACC (MDRT Aspirant Circle Club), she has mentored new advisors and helped 7 qualify for MDRT for the first time—a milestone that reflects her belief in collective growth. She also serves as coordinator for HM Faculty Training, where she ensures that each month, agencies are equipped with a strong and conducive lineup of internal and external speakers. Its goal is to nurture more competent, ethical, and purpose-driven Advisory Life Planners across the board.

Her mission goes beyond policies and numbers. As a mother to a special needs child, Masitah deeply understands the emotional and financial challenges that come with this journey. That is why she actively supports and advocates for single parents and special needs families, offering financial guidance, encouragement, and a safe space to share and grow.

Whether it's in finance, family, or community, she leads with heart, listens deeply, and takes action with integrity.



# DIGITAL TRANSFORMATION OF THE YEAR

NAN SHAN LIFE



南山人壽  
Nan Shan Life

Since 2023, Nan Shan Life Insurance has driven digital transformation with dual engines of 'service empowerment' and 'digital empowerment', establishing a digital governance and enterprise architecture framework aligned with international standards. This positions Nan Shan as a leader in Taiwan's insurance digitalization. The company adopted The Open Group's TOGAF and IT4IT methodologies to enhance organizational agility and project efficiency through systematic management and process optimization, integrating product innovation, operations, sustainability, and technology.

To accelerate transformation, Nan Shan formed the cross-functional 'DX Union', integrating IT, digital, cybersecurity, and user experience teams. Using the IT4IT framework, it restructured the IT lifecycle from planning to operations, ensuring high standards and promoting deep business-technology integration and innovation. Embracing emerging technologies like generative AI, Nan Shan promotes AI, machine learning, robotic process automation (RPA), and big data analytics in risk assessment, claims, marketing, and sales, improving decision-making and customer experience. The company also built a FinTech talent platform to nurture future digital finance leaders.

## HEALTH INSURANCE AGENT OF THE YEAR

**MS ZHANG JISI**  
AIA CHINA



Zhang Jisi (Judy), a Peking University and University of Pennsylvania alumna, transitioned from a successful marketing career to become AIA China's Health Insurance Agent of the Year. Her journey took a pivotal turn in 2019 when she was diagnosed with breast cancer at age 33. Thanks to early detection and her comprehensive AIA health insurance coverage, she received timely treatment and recovered fully. This transformative experience inspired her to join AIA Beijing as an insurance agent during the pandemic, shifting from beneficiary to advocate.

In 2024, Judy achieved national recognition by securing 185 policies and protecting CNY380m (\$53m) in insured value, earning her the TOT award and a top ranking in AIA China. She has consistently maintained MDRT membership for four years. Leveraging digital platforms like Bilibili and WeChat, she educated nearly 2,400 individuals through free consultations and reached millions via educational content. Her outreach led to 238 policies and RMB 1.795m in premiums, primarily from Gen Z clients.

Judy also served as a product ambassador in 2024, delivering impactful training sessions to thousands of agents and presenting at AIA's Sales Congress. Beyond insurance, she advocates for cancer survivors' psychological rehabilitation and workplace integration, using her voice to promote broader awareness of insurance's protective role. Recognized as an AIA Hero, Judy exemplifies resilience, innovation, and purpose-driven service.



## EMPLOYEE BENEFITS CONSULTANT OF THE YEAR

**MS ERICA WAN**  
AIA MALAYSIA



Since 2004, Erica Wan Lee Heong has been a dedicated and inspiring force in the insurance industry, earning trust through unwavering commitment to her clients and fellow advisors.

A consistent MDRT producer since 2004 and COT qualifier for five consecutive years, Erica is also a respected Million Dollar Agency leader. Her success reflects not just professional discipline and excellence but also the deep relationships and impact she has cultivated across her journey.

Her guiding motto, 'Nurture Your Future with Erica', is more than a tagline—it's a mission to empower individuals and businesses with protection that brings peace of mind and long-term resilience.

Erica's mission is twofold:

- To raise awareness of the vital role insurance plays in holistic life planning, especially in an uncertain and fast-changing world;
- To mentor and nurture insurance advisors, helping them grow into confident, compassionate, and purpose-driven professionals.

Grounded in honesty, integrity, and optimism, Erica is now expanding her expertise into corporate employee benefits—offering custom protection solutions to businesses that prioritize their people's well-being.

## EMPLOYEE BENEFITS PROVIDER OF THE YEAR

### AIA HONG KONG & MACAU, CORPORATE SOLUTIONS



AIA Hong Kong & Macau remains the number one employee benefits provider in both Hong Kong and Macau, serving half of the region's working population (1.9m customers) with award-winning group insurance, pension, wellness programs, and individual voluntary solutions (IVS).

It serves corporate clients of diverse backgrounds, including MNCs, state-owned enterprises, family business and SMEs, with employees ranging from over 2,000 to less than 10.

In 2024, it grew its market-leading group insurance business by 20%, delivered the highest MPF returns in Hong Kong, won over 50% CPF market share in Macau, and launched innovative IVS products such as 'Shield Up Cancer Protection Plan', an exclusive portable cancer coverage for employees. The company prioritises sustainable group medical plans, optimising benefit design to address the evolving needs of employers and employees. It empowers its EB consultants with continuous and systematic customer feedback mechanism, regular training on products and services, and collaborative team-work environment

AIA Hong Kong & Macau gives back to society through various initiatives, including the AIA Creator Fund and over 100 free wellness programs to corporates of different sizes. Backed by over 10,000 elite consultants and the AIA+ insurance app, it helps employers optimise benefit design while giving employees effective and smart health and wealth protection.



## BANK PARTNER OF THE YEAR

SIAM COMMERCIAL BANK

SCB



The partnership between Siam Commercial Bank (SCB) and FWD Life Insurance is a transformative force in Thailand's financial and social landscape. SCB, Thailand's first commercial bank since 1906, and FWD, a pan-Asia insurance innovator since 2013, joined hands in 2019 with a shared mission to deliver protection and financial wellness through a modern, digitally enabled Bancassurance model.

This collaboration is rooted in a mutual commitment to innovation, customer-centricity, and social impact. SCB and FWD aimed to make insurance simpler, more personal, and more empowering. By combining SCB's trusted financial network with FWD's innovative approach, the partnership has created a seamless experience that helps customers take control of their financial futures.

The success of this partnership lies in its ability to integrate advanced technology with deep customer insight. Through streamlined operations, real-time service, and personalized product offerings, SCB and FWD have redefined insurance accessibility and engagement. The collaboration efforts have resulted in the leader position in Bancassurance distribution in the Kingdom of Thailand for the five consecutive years since the start of the partnership.

This enabled the SCB and FWD Bancassurance partnership to be the undisputed market leader in Thailand, setting a benchmark for excellence and trust. Together, SCB and FWD continue to lead with purpose, reshaping the insurance landscape and building a better future for Thai people and changing the way people feel about insurance.

## YOUNG EXECUTIVE OF THE YEAR



**DR. LIN, MIN-HAU**

CATHAY LIFE INSURANCE  
CO., LTD.

Dr Min-Hau Lin is a project manager at the Health Services Research & Development Team of Cathay Life Insurance in Taiwan. He holds a Ph.D in Health Policy and Management from National Taiwan University, with a specialization in health insurance, health behavior, and community health.

With close to a decade of experience in the insurance and public health sectors, Dr Lin focuses on leveraging data-driven insights to inform health policy, improve preventive care strategies, and promote sustainable healthcare financing. His recent work includes developing Cathay Life Insurance Annual Health Reports that have received recognition from media and policymakers alike. He is committed to advancing the role of the insurance industry in population health management and promoting partnerships between academia, industry, and government.



## EXECUTIVE CHAMPION OF THE YEAR



**MS MELITA TEO**  
AIA PHILIPPINES

Melita Teo is the CEO of AIA Philippines.

Prior to her appointment, Melita was chief customer and digital officer at AIA Singapore, where she was responsible for advancing the customer, brand, integrated health strategy, and wealth propositions, accelerating the delivery of an integrated digital and analytics value creation for customers and distribution.

She also previously served as COO, chief corporate solutions officer, chief business development officer for Vitality, and head of planning and strategy. She was the driving and collaborative force behind the transformation of operations, digital, and healthcare, introducing many policy controls and new growth initiatives, as well as thought leadership, which differentiated AIA Singapore from the market. Under her leadership, AIA Singapore received many industry accolades in digital, healthcare, and customer service excellence.

Melita holds a degree in Bachelor of Commerce degree majoring in Economics and Finance from Curtin University of Technology – Western Australia.

# INSURANCE COMPANY OF THE YEAR

## AIA SINGAPORE



**HEALTHIER, LONGER,  
BETTER LIVES**

At the heart of AIA Singapore's leadership in the financial services sector is their impressive network of close to 6,000 highly qualified professional AIA consultants. The organisation invests significantly in their growth, providing rigorous training and advanced digital tools to ensure they deliver not just service excellence, but holistic wellness solutions that truly benefit customers. This is mirrored by the deep commitment of AIA Singapore's dedicated staff, whose collective efforts ensure AIA consultants are always at their best.

This unwavering commitment to developing a productive, ethical, and expert team has solidified AIA Singapore's reputation as an industry trailblazer. A defining achievement of this dedication is its remarkable streak: for an incredible 11th year in 2025, AIA Singapore achieved the highest number of Million Dollar Round Table qualifiers in Singapore, underscoring its relentless pursuit of excellence, ethical conduct, and client-centric service. At the core of all these efforts lies AIA Singapore's purpose of enabling people to live healthier, longer, better lives, which is the driving force behind their initiatives and strategies.



## LIFETIME ACHIEVEMENT AWARD

**TONY MAK**  
AIA HONG KONG



Witnessing the industry's evolution since the 1970s, Tony Mak has remained steadfast to insurance's fundamental purpose: protecting and supporting people when they need it most. His decades-long career is defined by his unwavering commitment to integrity, professionalism and education, cultivating a workforce grounded in both technical expertise and strong values.

As chairman of the Insurance Training Board for the Vocational Training Council (1995–2007), he oversaw the provision of diploma and postgraduate programmes that set industry benchmarks with solid ethical foundations. His contributions extended to regulatory frameworks, including his pivotal role on the Insurance Intermediaries Quality Assurance Scheme Steering Committee, establishing licensing standards for Hong Kong's Mandatory Provident Fund. Currently, as convenor of the Insurance Industry Regulatory and Development Concern Group, Tony advises on such critical issues as the Code of Conduct and product reforms.

His leadership extended beyond the city. As the Life Underwriters Association of Hong Kong Limited (LUA), Tony launched the first LUA Convention in 1988. He also helped establish China's first Certified Financial Planners (CFP). During his Institute of Financial Planners Hong Kong (IFPHK) presidency, he introduced bilingual CFP exams to broaden accessibility for aspiring financial planners.

Tony's numerous accolades, including AIA's Hall of Fame, LUA's Industry Achievement Award and Master Agency Awards, reflect his exceptional contributions. Yet his greatest legacy lies in the generations of agents he has mentored and inspired, professionals who put clients first and uphold ethical practices as their highest calling. Through five decades of dedication, he has demonstrated that integrity and professionalism are not just insurance's core principles, but the very foundation of its sustainable growth.

## THE FINALISTS

### ROOKIE INSURANCE AGENT OF THE YEAR



**SHAO DAN PETER**

Chow Tai Fook Life  
Insurance Company  
Limited



**CHEN, CHING-LUN**

Cathay Life Insurance

### INSURANCE AGENT OF THE YEAR



**JESSIE MENG**

AIA Hong Kong



**YI-JEAN LIN**

Nan Shan Life



**DATO' IRENE GAN  
AI LING**

Great Eastern Life  
Assurance (Malaysia)  
Berhad

### FINANCIAL ADVISER OF THE YEAR



**CHING-WAN CHIU**

Nan Shan Life Insurance  
Co., Ltd



**WEN ZILONG**

AIA Singapore



**A L THILINI MADUSHIKA  
LIYANAGE**

Sri Lanka Insurance Life

### ROOKIE INSURANCE AGENCY LEADER OF THE YEAR



**SOPHIA GAO**

AIA Hong Kong



**ADRIAN CHEONG**

Allianz Life Insurance  
Malaysia Berhad



**THAKSHILA  
KORALAGE**

AIA Sri Lanka



## THE FINALISTS

### INSURANCE AGENCY LEADER OF THE YEAR



**LINDA CHOW  
KIN MAN**  
AIA Hong Kong



**HUNG, SHU-TUAN**  
Cathay Life Insurance



**VORAKORN  
THEDRATANAWONG**  
AIA Thailand

### DIGITAL AGENT/AGENCY LEADER OF THE YEAR



**HENG KWANG  
YONG DANIEL**  
AIA FA Singapore



**PROFESSOR LING-  
PO SHIU**  
AIA Hong Kong and  
Macau



**BUDSAYARAT  
PEERAPATCHARIN**  
Muang Thai Life Assurance  
Public Company Limited

### INSPIRATIONAL AGENT/LEADER OF THE YEAR



**TOMMY  
KHOERNIAWAN**  
AIA Singapore



**MASITAH BINTE  
RAMLI**  
AIA Malaysia



**APRILIANA**  
Allianz Life Indonesia

### DIGITAL TRANSFORMATION OF THE YEAR



**NAN SHAN LIFE INSURANCE  
CO., LTD.**



**TATA AIA LIFE INSURANCE  
COMPANY LIMITED**



**FWD LIFE INSURANCE  
PUBLIC COMPANY LIMITED**

## THE FINALISTS

### HEALTH INSURANCE AGENT OF THE YEAR



**ZHANG JISI(JUDY)**  
AIA China



**FANG-CHUN LAN**  
Nan Shan Life Insurance  
Co., Ltd.



**JULIA PEI**  
AIA Hong Kong

### EMPLOYEE BENEFITS CONSULTANT OF THE YEAR



**ERICA WAN**  
AIA Malaysia



**JENNIFER LIM**  
AIA Malaysia



**CHOO KHOON HIAN  
TERENCE**  
AIA Singapore

### EMPLOYEE BENEFITS PROVIDER OF THE YEAR



**AIA CHINA  
CORPORATE SOLUTIONS**



**AIA HONG KONG & MACAU,  
CORPORATE SOLUTIONS**



**HEALTHIER, LONGER,  
BETTER LIVES**

**AIA SINGAPORE**

### BANK PARTNER OF THE YEAR



**SIAM COMMERCIAL BANK**



**BANK OF THE PHILIPPINE  
ISLANDS (BPI)**



**THE BANK OF EAST ASIA,  
LIMITED**





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## THE FINALISTS

### YOUNG EXECUTIVE OF THE YEAR



**SUCHANUN MITCHUEACHART**  
Muang Thai Life Assurance  
Public Company Limited



**DR. LIN, MIN-HAU**  
Cathay Life Insurance

### EXECUTIVE CHAMPION OF THE YEAR



**MELITA TEO**  
AIA Philippines



**NAMALEE A SILVA**  
Sri Lanka Insurance Life



**WONG SZE KEED**  
AIA Singapore

### INSURANCE COMPANY OF THE YEAR



HEALTHIER, LONGER,  
BETTER LIVES

**AIA SINGAPORE**



MUANG THAI LIFE

**MUANG THAI LIFE  
ASSURANCE PCL**



**SRI LANKA INSURANCE  
LIFE**

### LIFETIME ACHIEVEMENT AWARD



**TONY MAK**  
AIA Hong Kong



**DR. APOLLO LAU**  
CTF Life



**DAVID ONG**  
AIA Singapore



 **Asia Advisers Network**

Member: Beacon International Group, Ltd.



**ASIA**  
INSURANCE REVIEW

Member: Beacon International Group, Ltd.



**CONGRATULATES**  
**THE**  
**WINNERS**  
**OF THE**

**10<sup>TH</sup> ASIA TRUSTED**  
**LIFE AGENTS & ADVISERS**  
**AWARDS**



# 2025 ROLL OF HONOUR

## ROOKIE INSURANCE AGENT OF THE YEAR

Mr SHAO Dan Peter  
Chow Tai Fook Life Insurance Company Limited

## INSURANCE AGENT OF THE YEAR

Ms Jessie Meng  
AIA Hong Kong

## FINANCIAL ADVISER OF THE YEAR

Ms Ching-Wan Chiu  
Nan Shan Life Insurance Co., Ltd

## ROOKIE INSURANCE AGENCY LEADER OF THE YEAR

Mr Adrian Cheong  
Allianz Life Insurance Malaysia Berhad

## INSURANCE AGENCY LEADER OF THE YEAR

Ms Linda Chow Kin Man  
AIA Hong Kong

## DIGITAL AGENT/AGENCY LEADER OF THE YEAR

Dr. Ling-Po Shiu  
AIA Hong Kong

## INSPIRATIONAL AGENT/LEADER OF THE YEAR

Ms Masitah Binte Ramli  
AIA Malaysia

## DIGITAL TRANSFORMATION OF THE YEAR

Nan Shan Life Insurance Co., Ltd.

## HEALTH INSURANCE AGENT OF THE YEAR

Ms Zhang Jisi(Judy)  
AIA China

## EMPLOYEE BENEFITS CONSULTANT OF THE YEAR

Ms Erica Wan  
AIA Malaysia

## EMPLOYEE BENEFITS PROVIDER OF THE YEAR

AIA Hong Kong & Macau, Corporate Solutions

## BANK PARTNER

Siam Commercial Bank

## YOUNG EXECUTIVE OF THE YEAR

Dr. Lin, Min-Hau  
Cathay Life Insurance

## EXECUTIVE CHAMPION OF THE YEAR

Ms Melita Teo  
AIA Philippines

## INSURANCE COMPANY OF THE YEAR

AIA Singapore

## LIFETIME ACHIEVEMENT AWARD

Mr Tony Mak  
AIA Hong Kong