PRUDENTIAL PLC Form 6-K March 01, 2010

#### SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

#### FORM 6-K

#### REPORT OF FOREIGN PRIVATE ISSUER

Pursuant to Rule 13a-16 or 15d-16 of the Securities Exchange Act of 1934

For the month of March, 2010

#### PRUDENTIAL PUBLIC LIMITED COMPANY

(Translation of registrant's name into English)

#### LAURENCE POUNTNEY HILL, LONDON, EC4R 0HH, ENGLAND

(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.

Form 20-F X Form 40-F

Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

Yes No X

If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82-

Enclosures: Prudential plc: Acquisition of AIA Pt5

# APPENDIX VI: AIA GROUP UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 NOVEMBER 2009

The following is a summary of certain information that has been derived from AIA Group's unaudited results of operations. This information has not been audited and is subject to completion and issuance of the AIA Group's audited financial statements. In addition, the AIA Group's financial information has not been prepared in accordance with Prudential's accounting policies and is not directly comparable to Prudential's financial information.

## **Consolidated Income Statement**

		Year ended	Year ended	Year ended
		30 November 3	30 November 3	30 November
US\$m	Notes	2007	2008	2009
Revenue				
Turnover				
Premiums and fee income		9,573	10,674	10,433
Premiums ceded to reinsurers		(833)	(392)	(331)
Net premiums and fee income		8,740	10,282	10,102
Investment return	8	6,409	(6,998)	8,843
Other operating revenue	8	77	526	71
Total revenue		15,226	3,810	19,016
Expenses				
Insurance and investment contract benefits		11,016	1,457	13,814
Insurance and investment contract benefits ceded		(653)	(248)	(251)
Net insurance and investment contract benefits		10,363	1,209	13,563
Commission and other acquisition expenses		947	1,563	1,648
Operating expenses		962	1,089	981
Restructuring and separation costs		-	10	89
Investment management expenses		92	103	89
Finance costs		203	159	50
Change in third party interests in consolidated investment				
funds		80	(319)	164

APPENDIX VI: AIA GROUP UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ÆNDED

Total expenses	9	12,647	3,814	16,584
Profit before share of loss from associates and joint ventures		2,579	(4)	2,432
Share of loss from associates and joint ventures  Profit/(loss) before tax		- 2,579	(28) <b>(32)</b>	(21) <b>2,411</b>
Income tax (expense)/credit attributable to policyholders' returns		(70)	90	(137)
Profit before tax attributable to shareholders' profits Tax (expense)/credit Less: tax attributable to policyholders' returns Tax (expense)/credit attributable to shareholders' profits Net profit	10	<b>2,509</b> (651) 70 (581) <b>1,928</b>	58 445 (90) 355 413	<b>2,274</b> (654) 137 (517) <b>1,757</b>
Net profit attributable to:				
Shareholders of AIA Group Limited Non-controlling interests		<b>1,914</b> 14	<b>408</b> 5	<b>1,754</b>
Earnings per share (US\$) Basic and diluted	12	0.16	0.03	0.15

## **Consolidated Statement of Comprehensive Income**

US\$m	Year ended 30 November 2007	Year ended 30 November 2008	Year ended 30 November 2009
Net profit	1,928	413	1,757
Fair value gains/(losses) on available for sale financial assets (net of tax of: 2007: US\$181m; 2008: US\$(22)m; 2009 US\$(139)m)  Fair value (gains)/losses on available for sale financial assets transferred to income on disposal and impairment (net of tax of: 2007:	(1,233)	(4,801)	2,915
nil; 2008: US\$10m; 2009: US\$6m)	(1)	222	223
Foreign currency translation adjustments	344	(796)	764
Other comprehensive income	(890)	(5,375)	3,902
Total comprehensive income	1,038	(4,962)	5,659
Total comprehensive income attributable to:			
Shareholders of AIA Group Limited	1,021	(4,922)	5,611
Non-controlling interests	17	(40)	48

## **Consolidated Statement of Financial Position**

					30
	-	1 December 3	0 November 30	November 1	November
US\$m	Notes	2006	2007	2008	2009
Assets					
Intangible assets	14	185	200	232	233
Investments in associates and joint ventures	15	267	63	47	53
Property, plant and equipment	16	309	352	332	326
Investment property	17, 18	95	190	217	244
Reinsurance assets	19	2,427	2,668	147	284
Deferred acquisition and origination costs	20	8,135	10,044	10,047	10,976
Financial investments:	21, 23				
Loans and receivables		5,006	5,665	4,002	4,648
Available for sale					
Debt securities		27,688	30,955	29,934	37,722
Equity securities - shares in AIG		3,048	2,520	87	62
At fair value through profit or loss		,	,		
Debt securities		11,083	13,449	12,389	14,479
Equity securities		10,755	17,619	8,660	16,116
Derivative financial instruments	22	294	422	252	453
		57,874	70,630	55,324	73,480
Other assets	24	680	1,462	1,499	1,600
Cash and cash equivalents	25	1,035	2,583	4,164	3,405
Assets of disposal groups held for sale	11	-	2,000	1,101	58
Total assets		71,007	88,192	72,009	90,659
Liabilities		71,007	00,132	72,003	30,033
Insurance contract liabilities	26	46,960	57,161	52,158	63,255
modifice contract habilities		TO,000	07,101		00,200
Investment contract liabilities				•	
Investment contract liabilities	27	3,482	6,505	4,898	7,780
Borrowings				•	
Borrowings Obligations under securities lending and	27 29	3,482 812	6,505 1,461	4,898 661	7,780 688
Borrowings Obligations under securities lending and repurchase agreements	27 29 30	3,482 812 3,742	6,505 1,461 5,395	4,898 661 2,718	7,780 688 284
Borrowings Obligations under securities lending and repurchase agreements Derivative financial instruments	27 29 30 22	3,482 812 3,742 30	6,505 1,461 5,395 47	4,898 661 2,718 138	7,780 688 284 71
Borrowings Obligations under securities lending and repurchase agreements Derivative financial instruments Provisions	27 29 30 22 32	3,482 812 3,742 30 135	6,505 1,461 5,395 47 142	4,898 661 2,718 138 166	7,780 688 284 71 250
Borrowings Obligations under securities lending and repurchase agreements Derivative financial instruments Provisions Deferred tax liabilities	27 29 30 22	3,482 812 3,742 30 135 1,343	6,505 1,461 5,395 47 142 1,427	4,898 661 2,718 138 166 547	7,780 688 284 71 250 1,087
Borrowings Obligations under securities lending and repurchase agreements Derivative financial instruments Provisions Deferred tax liabilities Current tax liabilities	27 29 30 22 32 10	3,482 812 3,742 30 135 1,343 221	6,505 1,461 5,395 47 142 1,427 269	4,898 661 2,718 138 166 547 218	7,780 688 284 71 250 1,087 185
Borrowings Obligations under securities lending and repurchase agreements Derivative financial instruments Provisions Deferred tax liabilities Current tax liabilities Other liabilities	27 29 30 22 32 10	3,482 812 3,742 30 135 1,343	6,505 1,461 5,395 47 142 1,427	4,898 661 2,718 138 166 547	7,780 688 284 71 250 1,087 185 2,012
Borrowings Obligations under securities lending and repurchase agreements Derivative financial instruments Provisions Deferred tax liabilities Current tax liabilities Other liabilities Liabilities of disposal groups held for sale	27 29 30 22 32 10	3,482 812 3,742 30 135 1,343 221 1,663	6,505 1,461 5,395 47 142 1,427 269 2,294	4,898 661 2,718 138 166 547 218 1,587	7,780 688 284 71 250 1,087 185 2,012 58
Borrowings Obligations under securities lending and repurchase agreements Derivative financial instruments Provisions Deferred tax liabilities Current tax liabilities Other liabilities Liabilities of disposal groups held for sale Total liabilities	27 29 30 22 32 10	3,482 812 3,742 30 135 1,343 221	6,505 1,461 5,395 47 142 1,427 269	4,898 661 2,718 138 166 547 218	7,780 688 284 71 250 1,087 185 2,012
Borrowings Obligations under securities lending and repurchase agreements Derivative financial instruments Provisions Deferred tax liabilities Current tax liabilities Other liabilities Liabilities of disposal groups held for sale Total liabilities Equity	27 29 30 22 32 10	3,482 812 3,742 30 135 1,343 221 1,663	6,505 1,461 5,395 47 142 1,427 269 2,294	4,898 661 2,718 138 166 547 218 1,587	7,780 688 284 71 250 1,087 185 2,012 58
Borrowings Obligations under securities lending and repurchase agreements Derivative financial instruments Provisions Deferred tax liabilities Current tax liabilities Other liabilities Liabilities of disposal groups held for sale Total liabilities Equity Issued share capital and shares yet to be	27 29 30 22 32 10	3,482 812 3,742 30 135 1,343 221 1,663 58,388	6,505 1,461 5,395 47 142 1,427 269 2,294 - <b>74,701</b>	4,898 661 2,718 138 166 547 218 1,587	7,780 688 284 71 250 1,087 185 2,012 58 <b>75,670</b>
Borrowings Obligations under securities lending and repurchase agreements Derivative financial instruments Provisions Deferred tax liabilities Current tax liabilities Other liabilities Liabilities of disposal groups held for sale Total liabilities Equity Issued share capital and shares yet to be issued	27 29 30 22 32 10 33 11	3,482 812 3,742 30 135 1,343 221 1,663 58,388	6,505 1,461 5,395 47 142 1,427 269 2,294 - <b>74,701</b>	4,898 661 2,718 138 166 547 218 1,587 - <b>63,091</b>	7,780 688 284 71 250 1,087 185 2,012 58 <b>75,670</b>
Borrowings Obligations under securities lending and repurchase agreements Derivative financial instruments Provisions Deferred tax liabilities Current tax liabilities Other liabilities Liabilities of disposal groups held for sale Total liabilities Equity Issued share capital and shares yet to be issued Share premium	27 29 30 22 32 10 33 11	3,482 812 3,742 30 135 1,343 221 1,663 - 58,388 12,000 1,914	6,505 1,461 5,395 47 142 1,427 269 2,294 - <b>74,701</b> 12,000 1,914	4,898 661 2,718 138 166 547 218 1,587 - <b>63,091</b> 12,000 1,914	7,780 688 284 71 250 1,087 185 2,012 58 <b>75,670</b> 12,044 1,914
Borrowings Obligations under securities lending and repurchase agreements Derivative financial instruments Provisions Deferred tax liabilities Current tax liabilities Other liabilities Liabilities of disposal groups held for sale Total liabilities Equity Issued share capital and shares yet to be issued Share premium Other reserves	27 29 30 22 32 10 33 11	3,482 812 3,742 30 135 1,343 221 1,663 58,388 12,000 1,914 (13,376)	6,505 1,461 5,395 47 142 1,427 269 2,294 - <b>74,701</b> 12,000 1,914 (13,215)	4,898 661 2,718 138 166 547 218 1,587 <b>63,091</b> 12,000 1,914 (12,480)	7,780 688 284 71 250 1,087 185 2,012 58 <b>75,670</b> 12,044 1,914 (12,080)
Borrowings Obligations under securities lending and repurchase agreements Derivative financial instruments Provisions Deferred tax liabilities Current tax liabilities Other liabilities Liabilities of disposal groups held for sale Total liabilities Equity Issued share capital and shares yet to be issued Share premium Other reserves Retained earnings	27 29 30 22 32 10 33 11	3,482 812 3,742 30 135 1,343 221 1,663 58,388 12,000 1,914 (13,376) 7,810	6,505 1,461 5,395 47 142 1,427 269 2,294 74,701 12,000 1,914 (13,215) 9,431	4,898 661 2,718 138 166 547 218 1,587 <b>63,091</b> 12,000 1,914 (12,480) 9,494	7,780 688 284 71 250 1,087 185 2,012 58 <b>75,670</b> 12,044 1,914 (12,080) 11,223
Borrowings Obligations under securities lending and repurchase agreements Derivative financial instruments Provisions Deferred tax liabilities Current tax liabilities Other liabilities Liabilities of disposal groups held for sale Total liabilities Equity Issued share capital and shares yet to be issued Share premium Other reserves Retained earnings Fair value reserve	27 29 30 22 32 10 33 11	3,482 812 3,742 30 135 1,343 221 1,663 58,388 12,000 1,914 (13,376)	6,505 1,461 5,395 47 142 1,427 269 2,294 - 74,701 12,000 1,914 (13,215) 9,431 2,969	4,898 661 2,718 138 166 547 218 1,587 <b>63,091</b> 12,000 1,914 (12,480) 9,494 (1,565)	7,780 688 284 71 250 1,087 185 2,012 58 <b>75,670</b> 12,044 1,914 (12,080) 11,223 1,528
Borrowings Obligations under securities lending and repurchase agreements Derivative financial instruments Provisions Deferred tax liabilities Current tax liabilities Other liabilities Liabilities of disposal groups held for sale Total liabilities Equity Issued share capital and shares yet to be issued Share premium Other reserves Retained earnings Fair value reserve Foreign currency translation reserve	27 29 30 22 32 10 33 11	3,482 812 3,742 30 135 1,343 221 1,663 58,388 12,000 1,914 (13,376) 7,810	6,505 1,461 5,395 47 142 1,427 269 2,294 74,701 12,000 1,914 (13,215) 9,431	4,898 661 2,718 138 166 547 218 1,587 <b>63,091</b> 12,000 1,914 (12,480) 9,494	7,780 688 284 71 250 1,087 185 2,012 58 <b>75,670</b> 12,044 1,914 (12,080) 11,223
Borrowings Obligations under securities lending and repurchase agreements Derivative financial instruments Provisions Deferred tax liabilities Current tax liabilities Other liabilities Liabilities of disposal groups held for sale Total liabilities Equity Issued share capital and shares yet to be issued Share premium Other reserves Retained earnings Fair value reserve	27 29 30 22 32 10 33 11	3,482 812 3,742 30 135 1,343 221 1,663 58,388 12,000 1,914 (13,376) 7,810	6,505 1,461 5,395 47 142 1,427 269 2,294 - 74,701 12,000 1,914 (13,215) 9,431 2,969	4,898 661 2,718 138 166 547 218 1,587 <b>63,091</b> 12,000 1,914 (12,480) 9,494 (1,565)	7,780 688 284 71 250 1,087 185 2,012 58 <b>75,670</b> 12,044 1,914 (12,080) 11,223 1,528

Total equity attributable to:

Shareholders of AIA Group Limited		12,542	13,440	8,908	14,938
Non-controlling interests	<i>35</i>	77	51	10	51
Total equity		12,619	13,491	8,918	14,989
Total liabilities and equity		71,007	88,192	72,009	90,659

## **Consolidated Statement of Changes in Equity**

US\$m	lotes	•		Retained earnings	Fair value reserve	Foreign currency translation reserve	Non-controlling interests	Total Equity
Balance at 1	10163		(40.076)	7.040	4 104		77	10.010
December 2006		13,914	(13,376)	7,810	4,194	-		12,619
Net profit		-	-	1,914	-	-	14	1,928
Other		-	-	-	(1,237)	344	3	(890)
comprehensive income								
Capital		_	164	_	_	_	-	164
contributions								
Dividends	13	-	-	(259)	-	-	(2)	(261)
Acquisition of								
non-controlling interest			-	(24)	12	(2)	(41)	(66)
Share based		-	(3)	(34)	12	(3)	(41)	(66) (3)
compensation			(0)					(0)
Balance at 30		12 01/	(13,215)	9,431	2,969	341	51	13,491
November 2007		13,914	(13,213)	•	2,909	341		-
Net profit		-	-	408	- (4 FO 4)	(700)	5 (45)	413
Other comprehensive		-	-	-	(4,534)	(796)	(45)	(5,375)
income								
Capital		-	731	-	-	-	-	731
contributions								
	13	-	-	(345)	-	-	(1)	(346)
Share based		-	4	-	-	-	-	4
compensation  Balance at 30								
November 2008		13,914	(12,480)	9,494	(1,565)	(455)	10	8,918
Net profit		-	-	1,754	-	-	3	1,757
Other		-	-	-	3,093	764	45	3,902
comprehensive								
income		44	394	_	_	_	_	438

Balance at 30 November 2009		13,958 (12	,080)	11,223	1,528	309	51	14,989
compensation								
Share based		_	6	-	-	-	` -	` 6
Disposal of subsidiary		-	_	_	-	-	(51)	(51)
Acquisition of subsidiary		-	-	_	-	-	44	44
Capital contributions Dividends	13	-	_	(25)	-	-	-	(25)

## **Consolidated Statement of Cash Flows**

Cash flows presented in this statement cover all the Group's activities and include flows from both investment-linked contracts and participating funds, and shareholder activities.

		Year ended	Year ended	Year ended
		30	30	30
		November	November	November
US\$m	Notes	2007	2008	2009
Cash flows from operating activities				
Profit/(loss) before tax		2,579	(32)	2,411
Gain on reinsurance recapture	5	-	(447)	, -
Financial instruments	21	(11,934)	10,054	(11,044)
Insurance and investment contract liabilities	26	9,572	(2,974)	10,132
Obligations under securities lending and repurchase	30	-,-	( )- /	-, -
agreements		1,609	(3,162)	(2,505)
Other non-cash operating items, including investment		•	,	
income		(2,190)	(3,709)	(2,619)
Operating cash items:				
Interest received		2,462	2,933	2,798
Dividends received		185	201	147
Interest paid		(203)	(159)	(50)
Tax paid		(446)	(418)	(371)
Net cash (used in)/provided by operating activities		1,634	2,287	(1,101)
Cash flows from investing activities		•	-	
Payments for investments in associates	15	(8)	(48)	(24)
Disposals of investments in associates	15	217	17	1
Acquisitions of subsidiaries, net of cash acquired	4	(207)	-	(28)
Disposal of a subsidiary, net of cash disposed		-	-	(2)
Payments for investment property and property, plant and	16, 17	(61)	(114)	(39)
equipment		(01)	(114)	(39)
Proceeds from sale of investment property and property,		9	15	8
plant and equipment		9	13	0
Payments for intangible assets	14	(22)	(38)	(37)
Proceeds from sale of intangible assets		-	-	23
Net cash used in investing activities		(72)	(168)	(98)

Dividends paid during the year	13	(261)	(346)	(25)
Proceeds from borrowings	<i>2</i> 9	101	50	21
Repayment of borrowings	29	-	(849)	(49)
Purchase of non-controlling interest		(66)	<del>-</del>	-
Capital contributions		164	731	401
Net cash (used in)/provided by financing activities		(62)	(414)	348
Net (decrease)/increase in cash held		1,500	1,705	(851)
Cash and cash equivalents at beginning of the financial year		1,035	2,583	4,164
Effect of exchange rate changes on cash		48	(124)	92
Cash and cash equivalents at the end of the financial year	25	2,583	4,164	3,405

## Notes to the Consolidated Financial Statements and Significant Accounting Policies

The following is a summary of certain information that has been derived from AIA Group's unaudited results of operations. This information has not been audited and is subject to completion and issuance of the AIA Group's audited financial statements. In addition, the AIA Group's financial information has not been prepared in accordance with Prudential's accounting policies and is not directly comparable to Prudential's financial information.

## 1. Corporate information and group reorganisation

AIA Group Limited ('the Company') was established as a company with limited liability incorporated in Hong Kong on 24 August 2009. The address of its registered office is 35/F, AIA Central, 1 Connaught Road, Central, Hong Kong.

AIA Group Limited and its subsidiaries (collectively 'the AIA Group' or 'the Group') is a life insurance based financial services provider operating in 15 jurisdictions throughout the Asia Pacific region. The Group's principal activity is the writing of life insurance business, providing life, pensions and accident and health insurance throughout Asia, and distributing related investment and other financial services products to its customers.

The AIA Group was formed following several steps in the reorganisation of the Asia Pacific life insurance operations of American International Group, Inc. ('AIG'). These included the reorganisation steps required under the purchase agreement dated 25 June 2009 between AIG, American International Reinsurance Company, Ltd ('AIRCO'), the Company's immediate parent company prior to the completion of the reorganisation and a fellow subsidiary of AIG, and the Federal Reserve Bank of New York (the 'FRBNY') ('the FRBNY Agreement') under which AIG agreed to contribute the equity of American International Assurance Company, Limited ('AIA') to a special purpose vehicle, AIA Aurora LLC, the details of which are set out in Note 44, Immediate and ultimate controlling party. The main steps in the reorganisation are summarised as follows:

on 19 February 2009, AIA entered into a series of agreements with AIRCO in respect of the transfer of American International Assurance Company (Bermuda) Limited ('AIA-B'), AIA Australia Limited (previously known as American International Assurance Company (Australia) Limited) and AIA Pension and Trustee Co. Ltd (including, as of the transaction date, all of their subsidiaries, joint ventures and associates, and other investments) to AIA. These transactions completed on 28 February 2009;

Notes to the Consolidated Financial Statements and Significant Accounting Policies

on 1 June 2009, American Life Insurance Company ('ALICO'), a fellow subsidiary of AIG, transferred its Taiwan branch together with the branch's life insurance and related business to AIA-B;

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n 13 August 2009, AIA-B entered into an agreement with AIG in respect of the transfer of AIG Global Investment Corporation (Asia) Limited to AIG. This transaction completed on 25 November 2009:

on 24 August 2009, AIA entered into an agreement with AIG and ALICO in respect of the transfer of The Philippine American Life and General Insurance Company ('Philam') (including, as of the date of acquisition, all of its subsidiaries, joint ventures and associates, and other investments) to AIA. Philam's shares were transferred to AIA in exchange for a promissory note issued by AIA, with a principal amount of US\$586m ('the AIA promissory note'). The AIA promissory note was transferred by AIG and ALICO to AIA's then immediate parent company, AIRCO, which contributed the AIA promissory note to AIA in exchange for shares in AIA, following which the AIA promissory note was extinguished. This transaction completed on 3 November 2009.

on 24 August 2009, AIA Group Limited was formed by AIA Aurora LLC pursuant to the terms of the FRBNY Agreement;

n 23 September 2009. TH Central Holdings Limited, a wholly-owned subsidiary of AIA, entered into an agreement with AIRCO to acquire certain ownership interests in fellow subsidiaries of AIG. These entities perform service functions and hold property in Thailand. These transactions completed on 15 October 2009.

on 27 November 2009, AIA Group Limited entered into an agreement with AIG and AIRCO, which completed on 30 November 2009, in respect of the transfer of AIA (including, as of the transaction date, all of its subsidiaries, joint ventures and associates, and other investments) to AIA Group Limited. AIRCO transferred AIA to AIA Group Limited in exchange for a promissory note issued by AIA Group Limited, with a principal amount of US\$13,964m ('the AIG Group promissory note'). AIRCO transferred the AIA Group promissory note to AIA Aurora LLC, which contributed the note to AIA Group Limited in exchange for shares (comprising issued share capital of US\$12,000m and share premium of US\$1,914m) and a further US\$50m promissory note from AIA Group Limited, upon receipt of which the first AIA Group promissory note was extinguished.

#### Corporate information and group reorganisation (continued) 1.

The group reorganisation and business combinations arising from transfers of interests in entities that are under the common control of AIG throughout all periods presented in these consolidated financial statements, have been accounted for as if they had occurred at the beginning of the earliest period presented. The components of equity of the acquired entities are added to the same components within consolidated equity, except that any share capital of the acquired entities is recognised as part of other reserves.

Accordingly, the consolidated financial statements present the results of operations of the Group as if it had been in existence throughout the period from 1 December 2006 to date. All entities now comprising the Group, including joint ventures and associates, have adopted 30 November as their financial year end date for AIA Group reporting purposes.

The components of the Group previously produced published financial statements on a variety of different bases, including Hong Kong Financial Reporting Standards ('HKFRS'), International Financial Reporting Standards ('IFRS') and Philippines Financial Reporting Standards ('PFRS'). For the purposes of the group reorganisation and business combinations arising from transfers of entities under common control, the Directors of the Company have prepared consolidated financial statements of the Group for the three years ended 30 November 2007, 2008 and 2009 ('the relevant periods') in accordance with IFRS, as issued by the International Accounting Standards Board, and HKFRS, as issued by the Hong Kong Institute of Certified Public Accountants ('HKICPA'), based on the previously published financial statements of the component entities for the relevant periods, after making such adjustments as are appropriate to comply with the Group's IFRS and HKFRS accounting policies.

## 2. Significant accounting policies

#### 2.1 Basis of preparation and statement of compliance

The consolidated financial statements have been prepared in accordance with IFRS, HKFRS and the Hong Kong Companies Ordinance and the applicable disclosure provisions of the rules governing the listing of securities on the Hong Kong Stock Exchange ('the Listing Rules'). HKFRS is substantially consistent with IFRS and the accounting policy selections that the Group has made in preparing these consolidated financial statements are such that the Group is able to comply with both IFRS and HKFRS. References to IFRS, IAS and IFRIC in these consolidated financial statements should be read as referring to the equivalent HKFRS, HKAS and HKFRIC as the case may be. Accordingly, there are no differences of accounting practice between IFRS and HKFRS affecting these consolidated financial statements. IFRS 1.

First Time Adoption of International Financial Reporting Standards

has been applied in preparing the consolidated financial statements. These consolidated financial statements are the first set of the Group's consolidated financial statements prepared in accordance with IFRS.

The consolidated financial statements have been prepared using the historical cost convention, as modified by the revaluation of available for sale financial assets, certain financial assets and liabilities designated at fair value through profit or loss and derivative financial instruments, all of which are carried at fair value.

The Group has applied all IFRS standards and interpretations effective for accounting periods starting on or after 1 December 2008 consistently from the date of transition to IFRS and HKFRS on 1 December 2006, unless otherwise stated.

The following new standards, amendments to standards and interpretations have been early adopted by the Group and applied consistently in preparing the consolidated financial statements:

Revised IAS 1,

Presentation of Financial Statements

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The components of the Group previously produced published financial statements on a variety of different gases, in

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IFRS 8,
Operating Segments
; and
Revised IAS 23R,
Borrowing Costs
The following new standards, amendments and interpretations which are not effective for the year ended
30 November 2009 have not been adopted in these financial statements:
IFRS 9.
Financial Instruments
Amendment to IFRS 7,
Financial Instruments: Disclosures:
Revised IFRS 3,
Business Combinations
Amendment to IAS 27,
Consolidated and Separate Financial Statements
; and
Amendments to IFRS 1.
First-time Adoption of International Financial Reporting Standards: Limited Exemption from Comparative
IFRS 7 Disclosures for First-time Adopters.
The following new interpretations have not been applied because they have no material impact for the
Group:
IFRIC 9,
Reassessment of Embedded Derivatives
IFRIC 12,
Service Concession Arrangements
IFRIC 13,
Customer Loyalty Programmes
IFRIC 14,
IAS19, The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction
IFRIC 15,
Agreements for the Construction of Real Estate
```

```
IFRIC 16,
Hedges of a Net Investment in a Foreign Operation;
.
IFRIC 17,
Distributions of Non-cash Assets to Owners;
.
IFRIC 18,
Transfers of Assets from Customers; and
```

IFRIC 19,

Extinguishing Financial Liabilities with Equity Instruments

IFRIC 16 can only be applied by the Group prospectively and hence has no impact for the Group in the current period.

## 2. Significant accounting policies (continued)

## The following amendments to standards have no material impact for the Group:

```
Amendments to IAS 24,
Related Party Disclosure: Revised definition of Related Parties;
.
Amendments to IFRS 2,
Share Based Payments, Vesting Conditions and
Cancellations
;
.
Amendments to IFRS 5,
Non-Current Assets Held for Sale and Discontinued Operations
: Disclosures of non-current assets (or disposal groups) classified as held for sale or discontinued operations;
.
Amendments to IFRS 7,
Financial Instruments: Disclosures, Reclassifications of Financial Asset s and IAS 39,
Financial Instruments;
;
.
```

Amendments to IAS 32,

and IAS 1,

Financial Instruments: Presentation

Presentation of Financial Instruments, Puttable Financial Instruments and Obligations Arising on Liquidation

s;

.

Amendments to IAS 39,

Financial Instruments: Recognition and Measurement, Eligible Hedged Items (see note 2.6.4):

.

Amendments to IAS 38,

Intangible Assets

: Additional consequential amendments arising from revised IFRS 3 and measuring the fair value of an intangible asset acquired in a business combination;

Amendments to IAS 7,

Statement of Cash Flows

: Classification of expenditure on unrecognised assets;

Amendments to IAS 17,

Leases

: Classification of leases of land and buildings; and

Amendments to IAS 36,

Impairment of Assets

: Unit of accounting for goodwill impairment test.

Items included in the consolidated financial statements of each of the Group's entities are measured in the currency of the primary economic environment in which that entity operates (the functional currency). The consolidated financial statements are presented in millions of US Dollars (US\$m) unless otherwise stated, which is the Company's functional currency, and the presentation currency of the Group.

The significant accounting policies adopted in the preparation of the Group's consolidated financial statements are set out below. These policies have been applied consistently in all periods presented.

#### 2.2 Operating profit

The long term nature of much of the Group's operations means that, for management's decision making and internal performance management purposes, the Group evaluates its results and its operating segments using a financial performance measure referred to as 'operating profit'. The Group defines operating profit before and after tax respectively as profit excluding the following non-operating items:

investment experience (which consists of realised gains and losses, foreign exchange gains and losses, impairments and unrealised gains and losses on investments held at fair value through profit or loss);

investment income related to investment-linked contracts (consisting of dividends, interest income and rent income);

investment management expenses related to investment-linked contracts;

corresponding changes in insurance and investment contract liabilities in respect of investment-linked and pension contracts and participating funds (see note 2.3) and changes in third party interests in consolidated investment funds resulting from the above; and

other significant items that management considers to be non-operating income and expenses.

The following amendments to standards have no materialimpact for the Group:

Whilst these excluded non-operating items are significant components of the Group's profit, the Group considers that the presentation of operating profit enhances the understanding and comparability of its performance and that of its operating segments. The Group considers that trends can be more clearly identified without the fluctuating effects of these non-operating items, many of which are largely dependent on market factors.

Operating profit is provided as additional information to assist in the comparison of business trends in different reporting periods on a consistent basis and enhance overall understanding of financial performance.

In the notes to the financial statements, investment-linked contracts are presented together with pensions contracts for disclosure purposes.

## 2. Significant accounting policies (continued)

#### 2.3 Critical accounting policies and the use of estimates

#### Critical accounting policies

The preparation of consolidated financial statements requires the Group to select accounting policies and make estimates and assumptions that affect items reported in the consolidated income statement, consolidated statement of financial position, other primary statements and notes to the consolidated financial statements. The Group considers its critical accounting policies to be those where a diverse range of accounting treatments is permitted by IFRS and significant judgments and estimates are required.

#### **Product classification**

IFRS 4,

#### **Insurance Contracts**

, requires contracts written by insurers to be classified either as insurance contracts or investment contracts, depending on the level of insurance risk. Insurance contracts are those contracts that transfer significant insurance risk, while investment contracts are those contracts without significant insurance risk. Some insurance and investment contracts, referred to as participating business, have discretionary participation features, or DPF, which may entitle the customer to receive, as a supplement to guaranteed benefits, additional non-guaranteed benefits, such as policyholder dividends or bonuses. The Group applies the same accounting policies for the recognition and measurement of obligations arising from investment contracts with DPF as it does for insurance contracts.

Accordingly, the Group performs a product classification exercise covering its portfolio of contracts to determine the classification of contracts to these categories. Product classification requires the exercise of significant judgment to determine whether there is a scenario (other than those lacking commercial substance) in which an insured event would require the Group to pay significant additional benefits to its customers. In the event the Group has to pay significant additional benefits to its customers, the contract is accounted for as an insurance contract. For investment contracts that do not contain DPF, IAS 39,

Financial Instruments: Measurement and Recognition

, and, if the contract includes an investment management element, IAS 18,

#### Revenue Recognition

, are applied. IFRS 4 permits the continued use of previously applied accounting policies for insurance contracts and investment contracts with DPF, and this basis has been adopted by the Group in accounting for such contracts.

2.2 Operating profit 13

The judgments exercised in determining the level of insurance risk deemed to be significant in product classification affect the amounts recognised in the consolidated financial statements as insurance and investment contract liabilities and deferred acquisition and origination costs.

## Insurance contract liabilities (including liabilities in respect of investment contracts with DPF)

IFRS 4 permits a wide range of accounting treatments to be adopted for the recognition and measurement of insurance contract liabilities, including liabilities in respect of insurance and investment contracts with DPF. The Group calculates insurance contract liabilities

for traditional life insurance using a net level premium valuation method, whereby the liability represents the present value of estimated future policy benefits to be paid, less the present value of estimated future net premiums to be collected from policyholders. This method uses best estimate assumptions adjusted for a provision for the risk of adverse deviation for mortality, morbidity, expected investment yields, policyholder dividends (for other participating business), surrenders and expenses set at the policy inception date. These assumptions remain locked in thereafter, unless a deficiency arises on liability adequacy testing. Interest rate assumptions can vary by geographical market, year of issuance and product. Mortality, surrender and expense assumptions are based on actual experience by each geographical market, modified to allow for variations in policy form. The Group exercises significant judgment in making appropriate assumptions.

For

contracts with an explicit account balance, such as

universal life and investment-linked contracts, insurance contract liabilities represent the accumulation value, which represents premiums received and investment returns credited to the policy less deductions for mortality and morbidity costs and expense charges. Significant judgment is exercised in making appropriate estimates of gross profits, which are also regularly reviewed by the Group.

## 2.

## Significant accounting policies (continued)

Participating business, consisting of

contracts with DPF, is distinct from other insurance and investment contracts as the Group has discretion as to either the amount or the timing of the benefits declared. In some geographical markets, participating business is written in a participating fund which is distinct from the other assets of the operating unit or branch. The allocation of benefits from the assets held in such participating funds is subject to minimum policyholder participation mechanisms which are established by applicable regulations. The extent of such policyholder participation may change over time.

The Group accounts for insurance contract liabilities for participating business written in participating funds by establishing a liability for the present value of guaranteed benefits less estimated future net premiums to be collected from policyholders. In addition, an insurance liability is recorded for the proportion of the net assets of the participating fund that would be allocated to policyholders assuming all relevant surplus at the date of the consolidated statement of financial position were to be declared as a policyholder dividend based upon applicable regulations. Establishing these liabilities requires the exercise of significant judgment. In addition, the assumption that all relevant performance is declared as a policyholder dividend may not be borne out in practice. The Group accounts for other participating business by establishing a liability for the present value of guaranteed benefits and non-guaranteed participation, less estimated future

Product classification 14

net premiums to be collected from policyholders.

The judgments exercised in the valuation of insurance contract liabilities (including contracts with DPF) affect the amounts recognised in the consolidated financial statements as insurance contract benefits and insurance contract liabilities.

## Deferred policy acquisition and origination costs

The costs of acquiring new insurance contracts, including commission, underwriting and other policy issue expenses which vary with and are primarily related to the production of new business or renewal of existing business, are deferred as an asset.

Deferred acquisition costs are assessed for recoverability in the year of policy issue to ensure that these costs are recoverable out of the estimated future margins to be earned on the policy. Deferred acquisition costs are assessed for recoverability at least annually thereafter.

Future investment income is also taken into account in assessing recoverability.

To the extent that acquisition costs are not considered to be recoverable at inception or thereafter, these costs are expensed in the consolidated income statement.

Deferred acquisition costs for traditional life insurance and annuity policies are amortised over the expected life of the contracts as a constant percentage of expected premiums.

Expected premiums are estimated at the date of policy issue and are applied consistently throughout the life of the contract unless a deficiency occurs when performing liability adequacy testing.

Deferred acquisition costs

for universal life and investment-linked contracts are amortised over the expected life of the contracts in a majority of cases based on a constant percentage of the present value of estimated gross profits expected to be realised over the life of the contract. Estimated gross profits include expected amounts for mortality, administration, investment and surrenders, less benefit claims in excess of policyholder balances, administrative expenses and interest credited.

The interest rate used to compute the present value of estimates of expected gross profits is based on the Group's estimate of the investment performance of the assets held to match these liabilities.

Estimates of gross profits are revised regularly. Deviations of actual results from estimated experience are reflected in earnings. The

expensing of acquisition costs is accelerated following adverse investment performance. Likewise, in periods of favourable investment performance, previously expensed acquisition costs are reversed, not exceeding the amount initially deferred.

The costs of acquiring investment contracts with investment management services, including commissions and other incremental expenses directly related to the issue of each new contract, are deferred and amortised over the period that investment management service provided. Such deferred origination costs are tested for recoverability at each reporting date. The costs of acquiring investment contracts without investment management services are included as part of the effective interest rate used to calculate the amortised cost of the related investment contract liabilities.

The judgments exercised in the deferral and amortisation of acquisition and origination costs affect amounts recognised in the consolidated financial statements as deferred acquisition and origination costs and insurance and investment contract benefits.

## 2.

## Significant accounting policies (continued)

## Liability adequacy testing

The Group

evaluates the adequacy of its insurance and investment contract liabilities at least annually. Liability adequacy is assessed by portfolio of contracts in accordance with the Group's manner of acquiring, servicing and measuring the profitability of its insurance contracts. The Group performs liability adequacy testing separately for each geographical market in which it operates.

For traditional life insurance contracts, insurance contract liabilities, reduced by deferred acquisition costs and value of business acquired on acquired insurance contracts are compared with the gross premium valuation calculated on a best estimate basis, as of the valuation date. If there is a deficiency, the unamortised balance of deferred acquisition costs and value of business acquired on acquired insurance contracts are written down to the extent of the deficiency. If, after writing down deferred acquisition costs for the specific portfolio of contracts to nil, a deficiency still exists, the net liability is increased by the amount of the remaining deficiency.

For universal life and investment contracts, deferred acquisition costs, net of unearned revenue liabilities, are compared to estimated gross profits. If a deficiency exists, deferred acquisition costs are written down. Significant judgment is exercised in determining the level of aggregation at which liability adequacy testing is performed and in selecting best estimate assumptions.

The judgments exercised in liability adequacy testing affect amounts recognised in the consolidated financial statements as commission and other acquisition expenses, deferred acquisition costs and insurance contract benefits and insurance and investment contract liabilities.

## Financial assets at fair value through profit or loss

The Group designates financial assets at fair value through profit or loss if this eliminates or reduces an accounting mismatch between the recognition and measurement of its assets and liabilities, or if the related assets and liabilities are actively managed on a fair value basis. This is the case for:

financial assets held to back investment-linked contracts and held by participating funds;

financial assets managed on a fair value basis; and

compound instruments containing an embedded derivative which would otherwise require bifurcation.

#### Available for sale financial assets

The available for sale category of financial assets is used where the relevant investments are not managed on a fair value basis. These assets principally consist of the Group's holding of shares of AIG and the Group's portfolio of debt securities (other than those backing participating fund liabilities and investment-linked contracts). Available for sale financial assets are initially recognised at fair value plus attributable transaction costs and are subsequently measured at fair value. Changes in the fair value of available for sale securities, except for impairment losses and foreign exchange gains and losses on monetary items, are recorded in a separate fair value reserve within total equity, until such securities are disposed of.

The classification and designation of financial assets, either as at fair value through profit or loss, or as available for sale, determines whether movements in fair value are reflected in the consolidated income statement or in the consolidated statement of comprehensive income respectively.

#### Fair values of financial assets

The Group determines the fair values of financial assets traded in active markets using quoted bid prices as of each reporting date. The fair values of financial assets that are not traded in active markets are typically

determined using a variety of other valuation techniques, such as prices observed in recent transactions and values obtained from current bid prices of comparable investments. More judgment is used in measuring the fair value of financial assets for which market observable prices are not available or are available only infrequently.

Changes in the fair value of financial assets held by the Group's participating funds affect not only the value of financial assets, but are also reflected in corresponding movements in insurance and investment contract liabilities. This is due to an insurance liability being recorded for the proportion of the net assets of the participating funds that would be allocated to policyholders if all relevant surplus at the date of the consolidated statement of financial position were to be declared as a policyholder dividend based on current local regulations. Both of the foregoing changes are reflected in the consolidated income statement.

## 2. Significant accounting policies (continued)

Changes in the fair value of financial assets held to back the Group's investment-linked contracts result in a corresponding change in insurance and investment contract liabilities. Both of the foregoing changes are also reflected in the consolidated income statement.

## Impairment of

#### financial assets

Financial assets, other than those at fair value through profit or loss, are assessed for impairment regularly. This requires the exercise of significant judgment. A financial investment is impaired if its carrying value exceeds the estimated recoverable amount and there is objective evidence of impairment to the investment.

#### Use of estimates

All estimates are based on management's knowledge of current facts and circumstances, assumptions based on that knowledge and predictions of future events and actions. Actual results can always differ from those estimates, possibly significantly.

The table below sets out those items we consider particularly sensitive to changes in estimates and assumptions, and the relevant accounting policy.

Item	Accounting policy
Insurance and investment contract liabilities	2.5
Deferred acquisition and origination costs	2.5
Liability adequacy testing	2.5.1
Impairment of financial instruments classified as available for sale	2.6.3
Fair value of financial instruments not traded in active markets	2.6.2

Further details of estimation uncertainty in respect of the valuation and impairment of financial instruments are given in Notes 23 and 31 respectively. Further details of the estimation of amounts for insurance and investment contract liabilities and deferred acquisition and origination costs are given in Notes 26, 27, 28 and 20 respectively.

## 2.4 Basis of consolidation

#### **Subsidiaries**

Subsidiaries are those entities (including special purpose entities) over which the Group, directly or indirectly, has power to exercise control over financial and operating policies in order to gain economic

benefits. Subsidiaries are consolidated from the date on which control is transferred to the Group and are excluded from consolidation from the date at which the Group no longer has control. Intercompany transactions are eliminated.

From 1 December 2006, the date of transition to IFRS, the Group is required to use the purchase method of accounting to account for the acquisition of subsidiaries, unless the acquisition forms part of the Group reorganisation of entities under common control (see Note 1). Under this method, the cost of an acquisition is measured as the fair value of consideration payable, shares issued or liabilities assumed at the date of acquisition. The excess of the cost of acquisition over the fair value of the net assets of the subsidiary acquired is recorded as goodwill (see 2.11 below). Any surplus of the acquirer's interest in the subsidiary's net assets over the cost of acquisition is credited to the consolidated income statement.

The consolidated financial statements of the Group include the assets, liabilities and results of the Company and subsidiaries in which AIA Group Limited has a controlling interest, using accounts drawn up to 30 November.

## 2. Significant accounting policies (continued)

#### **Investment funds**

In several countries, the Group has invested in investment funds, such as mutual funds and unit trusts. These invest mainly in equities, debt securities and cash and cash equivalents. The Group's percentage ownership in these funds can fluctuate from day to day according to the Group's and third party participation in them. Where the Group is deemed to control such funds, with control determined based on an analysis of the guidance in IAS 27 and SIC 12, they are consolidated, with the interests of parties other than the Group being classified as liabilities because there is a contractual obligation for the issuer to repurchase or redeem units in such funds for cash. These are presented as 'Third party interests in consolidated investment funds' within other liabilities in the consolidated statement of financial position. In instances where the Group's ownership of investment funds declines marginally below 50% and, based on historical analysis and future expectations, the decline in ownership is expected to be temporary, the funds continue to be consolidated as subsidiaries under IAS 27. Likewise, marginal increases in ownership of investment funds above 50% which are expected to be temporary are not consolidated. Where the Group does not control such funds, they are not accounted for as associates and are, instead, carried at fair value through profit or loss within financial investments in the consolidated statement of financial position.

Non-controlling interests are presented within equity except when they arise through the minority's interest in puttable liabilities such as the unit holders' interest in consolidated investment funds, when they are recognised as a liability, reflecting the net assets of the consolidated entity.

Acquisitions and disposals of non-controlling interests, except when they arise through the minority's interest in puttable liabilities, are treated as transactions between equity holders. As a result, any difference between the acquisition cost or sale price of the non-controlling interest and the carrying value of the non-controlling interest is recognised as an increase or decrease in equity.

#### Group reorganisations and business combinations

Group reorganisations and business combinations arising from transfers of interests in entities that are under common control throughout all periods presented are accounted for as if they had occurred at the beginning of the earliest period presented in these consolidated financial statements. The assets and liabilities acquired are measured at the carrying amounts recognised previously in AIG's consolidated financial statements, converted, where appropriate, to the Group's IFRS accounting policies. The components of equity of the acquired entities are added to the same components within equity, except that

Subsidiaries 18

any share capital of the acquired entities is recognised as part of other reserves. **Associates and joint ventures** 

Associates are entities over which the Group has significant influence, but which it does not control. Generally, it is presumed that the Group has significant influence if it has between 20% and 50% of voting rights. Joint ventures are entities whereby the Group and other parties undertake an economic activity which is subject to joint control arising from a contractual agreement.

Gains on transactions between the Group and its associates and joint ventures are eliminated to the extent of the Group's interest in the associates and joint ventures. Losses are also eliminated, unless the transaction provides evidence of an impairment of an asset transferred between entities.

Investments in associates and joint ventures are accounted for using the equity method of accounting. Under this method, the cost of the investment in an associate or joint venture, together with the Group's share of that entity's post acquisition changes to equity, is included as an asset in the consolidated statement of financial position. Cost includes goodwill arising on acquisition. The Group's share of post acquisition profits or losses is recognised in the consolidated income statement and its share of post acquisition movement in equity is recognised in equity. Equity accounting is discontinued when the Group no longer has significant influence over the investment. If the Group's share of losses in an associate or joint venture equals or exceeds its interest in the undertaking, additional losses are provided for, and a liability recognised, only to the extent that the Group has incurred legal or constructive obligations or made payments on behalf of the associate or joint venture.

## 2. Significant accounting policies (continued)

#### The Company's investments

In the Company statement of financial position, subsidiaries, associates and joint ventures are stated at cost, unless impaired. No such impairment has arisen during the reporting period. The Company's interests in investment funds such as mutual funds and unit trusts are designated at fair value through profit or loss.

## 2.5 Insurance and investment contracts

Consistent accounting policies for the measurement and recognition of insurance and investment contracts have been adopted throughout the Group to substantially all of its business with effect from the date of adoption of IFRS. As permitted by IFRS 4, the Group has revised its previous accounting policies prior to the adoption of IFRS for certain insurance and investment contracts in order to make the consolidated financial statements more relevant and no less reliable to the economic decision making needs of users than the accounting policies previously adopted, primarily through the adoption of a consistent accounting basis for the Group.

In a limited number of cases, the Group measures insurance contract liabilities with reference to statutory requirements in the applicable jurisdiction, without deferral of acquisition costs.

#### **Product classification**

Insurance contracts are those contracts that transfer significant insurance risk. These contracts may also transfer financial risk. Significant insurance risk is defined as the possibility of paying significantly more in a scenario where the insured event occurs than in a scenario in which it does not. Scenarios considered are those with commercial substance.

Investment contracts are those contracts without significant insurance risk.

Once a contract has been classified as an insurance or investment contract no reclassification is subsequently performed, unless the terms of the agreement are later amended.

Certain contracts with DPF

supplement the amount of guaranteed benefits due to policyholders. These contracts are distinct from other insurance and investment contracts as the Group has discretion in the amount and/or timing of the benefits declared, and how such benefits are allocated between groups of policyholders. Customers may be entitled to receive, as a supplement to guaranteed benefits, additional benefits or bonuses:

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hat are likely to be a significant portion of the total contractual benefits;

whose amount or timing is contractually at the discretion of the Group; and

that are contractually based on:

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the performance of a specified pool of contracts or a specified type of contract;

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realised and/or unrealised investment returns on a specified pool of assets held by the issuer; or

the profit or loss of the company, fund or other entity that issues the contract.

The Group applies the same accounting policies for the recognition and measurement of obligations and the deferral of acquisition costs arising from investment contracts with DPF as it does to insurance contracts.

The Group refers to such contracts as participating business.

In some jurisdictions participating business is written in a participating fund which is distinct from the other assets of the company or branch. The allocation of benefits from the assets held in such participating funds is subject to minimum policyholder participation mechanisms which are established by regulation. The extent of such policy participation may change over time. The current policyholder participation in declared dividends for locations with participating funds is set out below

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Country	Current policyholder participation
Singapore	90%
Malaysia	90%
China	70%
Australia	80%
Brunei	80%

In some jurisdictions participating business is not written in a distinct fund and the Group refers to this as other participating business.

#### 2. Significant accounting policies (continued)

The Group's products may be divided into the following main categories:

Policy type Description of benefits Basis of accounting for:

payable

Insurance contract liabilities Investment contract liabilities

Traditional Participating Participating productsInsurance contract liabilities make Not applicable, as participating funds combine protection with aprovision for the present value of IFRS 4 permits savings element. Theguaranteed benefits less contracts with with DPF basic sum assured, estimated future net premiums to DPF to be

Product classification 20

payable on death orbe collected from policyholders. maturity, may beln addition, an insurance liability in surance enhanced by dividends oris recorded for the proportion of bonuses, the aggregatethe net assets of the participating amount of which isfund that would be allocated to determined by the policyholders, assuming all performance of a distinct performance would be declared fund of assets and as a dividend based upon local liabilities regulations

accounted for as contracts

The timing of dividend and bonus declarations is at the discretion of the insurer. Local regulations generally prescribe a minimum proportion of policyholder participation in declared dividends

Other business

Participating productsInsurance contract liabilities make Not applicable, as participating combine protection with aprovision for the present value of IFRS 4 permits savings element. Theguaranteed benefits and contracts with basic sum assured, non-quaranteed participation less DPF to be payable on death orestimated future net premiums to accounted for as maturity, may bebe collected from policyholders insurance enhanced by dividends or contracts

> bonuses, the timing or amount of which are at the discretion of the insurer taking into account factors such as investment experience

Non-participating life assurance, annuities and other protection products

Benefits payable are not Insurance contract liabilities Investment at the discretion of thereflect the present value of future contract liabilities insurer policy benefits to be paid less the are measured at

present value of estimated future amortised cost

net premiums to be collected from policyholders. In addition,

deferred profit liabilities for limited payment contracts are recognised

Universal life

Benefits are based on anInsurance contract liabilities account balance, creditedreflect the accumulation value. with interest at a rate setrepresenting premiums received by the insurer, and aand investment return credited. death benefit, which mayless deductions for front end be varied by the customer loads, mortality and morbidity

Not applicable as such contracts generally contain significant insurance risk

costs and expense charges. In addition, liabilities for unearned revenue and additional insurance

benefits are recorded

Investment-linked

These may be primarilyInsurance contract liabilities savings products or mayreflect the accumulation value. combine savings with anrepresenting premiums received are measured at

Investment contract liabilities

element of protection.

and investment return credited. less deductions for front end loads, mortality and morbidity costs and expense charges. In addition, liabilities for unearned revenue and additional insurance

fair value (determined with reference to the accumulation value)

benefits are recorded

The basis of accounting for insurance and investment contracts is discussed in Notes 2.5.1 and 2.5.2 below.

#### Significant accounting policies (continued) 2.

#### Insurance contracts and investment contracts with DPF 2.5.1 **Premiums**

Premiums from life insurance contracts, including participating policies and annuity policies with life contingencies, are recognised as revenue when due from the policyholder. Benefits and expenses are provided in respect of such revenue so as to recognise profits over the estimated life of the policies. For single premium and limited pay contracts, premiums are recognised in profit or loss when due, with any excess profit deferred and recognised in income in a constant relationship to the insurance in-force or, for annuities, the amount of expected benefit payments.

Amounts collected as premiums from insurance contracts with investment features but with sufficient insurance risk to be considered insurance contracts, such as universal life, and certain investment-linked contracts, are accumulated as deposits. Revenue from these contracts consists of policy fees for the cost of insurance, administration, and surrenders during the period. Premiums and policy fees on such contracts are reported as turnover and are determined as amounts received and receivable in the reporting period.

Upfront fees are recognised over the estimated life of the contracts to which they relate. Policy benefits and claims that are charged to expenses include benefit claims incurred in the period in excess of related policyholder contract deposits and interest credited to policyholder deposits.

#### **Unearned revenue liability**

Unearned revenue liability arising from insurance contracts representing upfront fees and other non-level charges is deferred and released to the consolidated income statement over the estimated life of the business.

#### **Deferred acquisition costs**

The costs of acquiring new business, including commissions, underwriting and other policy issue expenses. which vary with and are primarily related to the production of new business, are deferred. Deferred acquisition costs are subject to the testing of recoverability when issued and at least annually thereafter. Future investment income is taken into account in assessing recoverability.

Deferred acquisition costs for life insurance and annuity policies are amortised over the expected life of the contracts as a constant percentage of expected premiums. Expected premiums are estimated at the date of policy issue and are consistently applied throughout the life of the contract unless a deficiency occurs when performing liability adequacy testing (see below).

Deferred acquisition costs for universal life and investment-linked contracts are amortised over the expected life of the contracts in the majority of cases based on a constant percentage of the present value of estimated gross profits expected to be realised over the life of the contract. Estimated gross profits include expected amounts to be assessed for mortality, administration, investment and surrenders, less benefit claims in excess of policyholder balances, administrative expenses and interest credited. Estimated gross profits are revised regularly. The interest rate used to compute the present value of revised estimates of expected gross profits is the latest revised rate applied to the remaining benefit period. Deviations of actual results from estimated experience are reflected in earnings.

Unamortised acquisition costs associated with internally replaced contracts that are, in substance, contract modifications, continue to be deferred and amortised. Any remaining unamortised balance of deferred acquisition costs associated with internally replaced contracts that are, in substance, new contracts, are expensed.

## 2. Significant accounting policies (continued)

#### **Deferred sales inducements**

Deferred sales inducements, consisting of day one bonuses, persistency bonuses and enhanced crediting rates are deferred and amortised using the same methodology and assumptions used to amortise acquisition costs when:

the sales inducements are recognised as part of insurance contract liabilities;

they are explicitly identified in the contract on inception;

they are incremental to amounts credited on similar contracts without sales inducements; and

they are higher than the expected ongoing crediting rates for periods after the inducement. **Unbundling** 

The deposit component of an insurance contract is unbundled when both of the following conditions are met:

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he deposit component (including any embedded surrender option) can be measured separately (i.e. without taking into account the insurance component); and

the Group's accounting policies do not otherwise require the recognition of all obligations and rights arising from the deposit component.

#### Bifurcation

To the extent that certain

of the Group's insurance contracts include embedded derivatives that are not clearly and closely related to the host contract, these are bifurcated from the insurance contracts and accounted for as derivatives.

Benefits and claims

Insurance contract benefits reflect the cost of all maturities, surrenders, withdrawals and claims arising during the year, including claims handling costs, as well as policyholder dividends accrued in anticipation of dividend declarations.

Accident and health claims incurred include all losses occurring during the year, whether reported or not, related handling costs, a reduction for recoveries, and any adjustments to claims outstanding from previous years.

Claims handling costs include internal and external costs incurred in connection with the negotiation and settlement of claims, and are included in operating expenses.

#### Insurance contract liabilities (including liabilities in respect of investment contracts with DPF)

These represent the estimated future policyholder benefit liability for life insurance policies.

Future policy benefits for life insurance policies are calculated using a net level premium valuation method which represents the present value of estimated future policy benefits to be paid, less the present value of estimated future net premiums to be collected from policyholders. The method uses best estimate assumptions set at the policy inception date, adjusted for a provision for the risk of adverse deviation for mortality, morbidity, expected investment yields, dividends (for other participating business), surrenders and expenses, which remain locked in thereafter, unless a deficiency arises on liability adequacy testing (see below).

Interest rate assumptions can vary by country, year of issuance and product. Mortality assumptions are based on actual experience by geographic area and are modified to allow for variations in policy form. Surrender assumptions are based on actual experience by geographic area and are modified to allow for variations in policy form.

For contracts with an explicit account balance, such as universal life and investment-linked contracts, insurance contract liabilities are equal to the accumulation value, which represents premiums received and investment returns credited to the policy less deductions for mortality and morbidity costs and expense charges.

Settlement options are accounted for as an integral component of the underlying insurance or investment contract unless they provide annuitisation benefits, in which case an additional liability is established to the extent that the present value of expected annuitisation payments at the expected annuitisation date exceeds the expected account balance at that date. Where settlement options have been issued with guaranteed rates less than market interest rates, the insurance or investment contract liability does not reflect any provision for subsequent declines in market interest rates unless a deficiency is identified through liability adequacy testing.

## 2. Significant accounting policies (continued)

The Group accounts for participating policies within participating funds by establishing a liability for the present value of guaranteed benefits less estimated future net premiums to be collected from policyholders. In addition, an insurance liability is recorded for the proportion of the net assets of the participating fund that would be allocated to policyholders assuming all performance were to be declared as a dividend based upon local regulations. The Group accounts for other participating business by establishing a liability for the present value of guaranteed benefits and non-guaranteed participation, less estimated future net premiums to be collected from policyholders.

#### Liability adequacy testing

The adequacy of liabilities is assessed by portfolio of contracts, in accordance with the Group's manner of acquiring, servicing and measuring the profitability of its insurance contracts. Liability adequacy testing is performed for each geographic market.

For traditional life insurance contracts, insurance contract liabilities reduced by deferred acquisition costs and value of business acquired on acquired insurance contracts, are compared to the gross premium valuation calculated on a best estimate basis, as of the valuation date. If there is a deficiency, the unamortised balance of deferred acquisition cost and value of business acquired on acquired insurance contracts are written down to the extent of the deficiency. If, after writing down the unamortised balance for the specific portfolio of contracts to nil, a deficiency still exists, the net liability is increased by the amount of the remaining deficiency.

For universal life and investment contracts, deferred acquisition costs, net of unearned revenue liabilities, are compared to estimated gross profits. If a deficiency exists, deferred acquisition costs are written down.

#### Financial guarantees

Financial guarantees are regarded as insurance contracts. Liabilities in respect of such contracts are recognised as incurred.

#### 2.5.2 Investment contracts

Investment contracts do not contain sufficient insurance risk to be considered insurance contracts and are accounted for as a financial liability, other than investment contracts with DPF which are excluded from the scope of IAS 39 and are accounted for as insurance contracts.

Revenue from these contracts consists of various charges (policy fees, handling fees, management fees and surrender charges) made against the contract for the cost of insurance, expenses and early surrender. First year charges are amortised over the life of the contract as the services are provided.

## 2. Significant accounting policies (continued)

#### Investment contract fee revenue

Customers are charged fees for policy administration, investment management, surrenders or other contract services. The fees may be fixed amounts or vary with the amounts being managed, and will generally be charged as an adjustment to the policyholder's account balance. The fees are recognised as revenue in the period in which they are received unless they relate to services to be provided in future periods, in which case they are deferred and recognised as the service is provided.

Origination and other 'upfront' fees (fees that are assessed against the account balance as consideration for origination of the contract) are charged on some non-participating investment and pension contracts. Where the investment contract is recorded at amortised cost, these fees are amortised and recognised over the expected term of the policy as an adjustment to the effective yield. Where the investment contract is measured at fair value, the front end fees that relate to the provision of investment management services are amortised and recognised as the services are provided.

#### **Deferred origination costs**

The costs of acquiring investment contracts with investment management services, including commissions and other incremental expenses directly related to the issue of each new contract, are deferred and amortised over the period that services are provided. Deferred origination costs are tested for recoverability at each reporting date.

The costs of acquiring new investment contracts without investment management services are included as part of the effective interest rate used to calculate the amortised cost of the related investment contract liabilities.

#### **Investment contract liabilities**

Deposits received in respect of investment contracts are not accounted for through the consolidated income statement, except for the investment income and fees attributable to those contracts, but are accounted for directly through the consolidated statement of financial position as an adjustment to the investment contract liability, which reflects the account balance.

The majority of the Group's contracts classified as investment contracts are investment-linked contracts. These represent investment portfolios maintained to meet specific investment objectives of policyholders who generally bear the credit and market risks on those investments. The liabilities are carried at fair value determined with reference to the accumulation value (current unit value) with changes recognised in income. The costs of policy administration, investment management, surrender charges and certain policyholder taxes assessed against customers' account balances are included in revenue, and accounted for as described under Investment contract fee revenue above.

Financial quarantees 25

Non investment-linked investment contract liabilities are carried at amortised cost, being the fair value of consideration received at the date of initial recognition, less the net effect of principal payments such as transaction costs and front end fees, plus or minus the cumulative amortisation using the effective interest rate method of any difference between that initial amount and the maturity value, and less any write down for surrender payments. The effective interest rate equates the discounted cash payments to the initial amount. At each reporting date, the unearned revenue liability is determined as the value of the future best estimate cash flows discounted at the effective interest rate. Any adjustment is immediately recognised as income or expense in the consolidated income statement.

The amortised cost of the financial liability is never recorded at less than the amount payable on surrender, discounted for the time value of money where applicable, if the investment contract is subject to a surrender option.

## 2. Significant accounting policies (continued)

## 2.5.3 Insurance and investment contracts Reinsurance

The Group cedes reinsurance in the normal course of business, with retentions varying by line of business. The cost of reinsurance is accounted for over the life of the underlying reinsured policies, using assumptions consistent with those used to account for such policies.

Premiums ceded and claims reimbursed are presented on a gross basis in the consolidated income statement and statement of financial position.

Reinsurance assets consist of amounts receivable in respect of ceded insurance liabilities. Amounts recoverable from reinsurers are estimated in a manner consistent with the reinsured insurance or investment contract liabilities or benefits paid and in accordance with the relevant reinsurance contract.

To the extent that reinsurance contracts principally transfer financial risk (as opposed to insurance risk) they are accounted for directly through the consolidated statement of financial position and are not included in reinsurance assets or liabilities. A deposit asset or liability is recognised, based on the consideration paid or received less any explicitly identified premiums or fees to be retained by the reinsured.

If a reinsurance asset is impaired, the Group reduces the carrying amount accordingly and recognises that impairment loss in the consolidated income statement. A reinsurance asset is impaired if there is objective evidence, as a result of an event that occurred after initial recognition of the reinsurance asset, that the Group may not receive all amounts due to it under the terms of the contract, and the impact on the amounts that the Group will receive from the reinsurer can be reliably measured.

Value of business acquired ('VOBA')

The value of business acquired ('VOBA') in respect of a portfolio of long term insurance and investment contracts, either directly or through the purchase of a subsidiary, is recognised as an asset. If this results from the acquisition of an investment in a joint venture or an associate, the VOBA is held within the carrying amount of that investment. In all cases, the VOBA is amortised over the estimated life of the contracts in the acquired portfolio on a systematic basis. The rate of amortisation reflects the profile of the value of in-force business acquired. The carrying value of VOBA is reviewed annually for impairment and any reduction is charged to the consolidated income statement.

#### Shadow accounting

Shadow accounting is applied to insurance and certain investment contracts where financial assets backing insurance and investment contracts liabilities are classified as available for sale. Shadow accounting is applied to deferred acquisition costs, VOBA, deferred origination costs and the contract liabilities for investment contracts with DPF to take into account the effect of unrealised gains or losses on insurance

liabilities or assets that are recognised in equity in the same way as for a realised gain or loss recognised in the consolidated income statement. Such assets or liabilities are adjusted with corresponding charges or credits recognised directly in shareholders' equity as a component of the related unrealised gains and losses.

#### Other assessments and levies

The Group is potentially subject to various periodic insurance related assessments or guarantee fund levies. Related provisions are established where there is a present obligation (legal or constructive) as a result of a past event. Such amounts are not included in insurance or investment contract liabilities but are included under 'Provisions' in the consolidated statement of financial position.

## 2. Significant accounting policies (continued)

#### 2.6 Financial instruments

## 2.6.1 Classification of and designation of financial instruments Financial instruments at fair value through profit or loss

Financial instruments at fair value through profit or loss comprise two categories:

financial assets designated at fair value through profit or loss; and

derivative assets and liabilities.

Management designates financial assets at fair value through profit or loss if this eliminates a measurement inconsistency or if the related assets and liabilities are actively managed on a fair value basis, including:

financial assets held to back investment-linked contracts and participating funds;

other financial assets managed on a fair value basis; consisting of the Group's equity portfolio (other than its holding of shares of AIG which are now managed on a fair value basis) and investments held by the Group's fully consolidated investment funds; and

compound instruments containing an embedded derivative, where the embedded derivative would otherwise require bifurcation.

Dividend income from equity instruments designated at fair value through profit or loss is recognised in investment income in the consolidated income statement, generally when the security becomes ex-dividend. Interest income is recognised on an accrued basis. For all financial assets designated at fair value through profit or loss, changes in fair value are recognised in investment experience.

Transaction costs in respect of financial instruments at fair value through profit or loss are expensed as they are incurred.

#### Available for sale financial assets

Financial assets, other than those at fair value through profit or loss, and loans and receivables, are classified as available for sale.

The available for sale category is used where the relevant investments backing insurance and investment contract liabilities and shareholders' equity are not managed on a fair value basis. These principally consist of the Group's debt securities (other than those backing participating funds and investment-linked contracts) and the Group's holding of shares in AIG. Available for sale financial assets are initially

Shadow accounting 27

recognised at fair value plus attributable transaction costs. For available for sale debt securities, the difference between their cost and par value is amortised. Available for sale financial assets are subsequently measured at fair value. Interest income from debt securities classified as available for sale is recognised in investment income in the consolidated income statement using the effective interest method. Unrealised gains and losses on securities classified as available for sale are analysed between differences resulting from foreign currency translation, and other fair value changes. Foreign currency translation differences on monetary available for sale investments, such as debt securities, are recognised in the consolidated income statement as investment experience. For impairments of available for sale financial assets reference is made to the section 'Impairment of other financial assets'.

Changes in the fair value of securities classified as available for sale, except for impairment losses and relevant foreign exchange gains and losses, are recorded in a separate fair value reserve within equity.

Realised gains and losses on financial assets

Realised gains and losses on available for sale financial assets are determined as the difference between the sale proceeds and amortised cost. Cost is determined by specific identification.

Recognition of financial instruments

Purchases and sales of financial instruments are recognised on the trade date, which is the date at which the Group commits to purchase or sell the assets.

## 2. Significant accounting policies (continued)

#### Derecognition and offset of financial assets

Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or where the Group has transferred substantially all risks and rewards of ownership. If the Group neither transfers nor retains substantially all the risks and rewards of ownership of a financial asset, it derecognises the financial asset if it no longer has control over the asset. In transfers where control over the asset is retained, the Group continues to recognise the asset to the extent of its continuing involvement. The extent of continuing involvement is determined by the extent to which the Group is exposed to changes in the fair value of the asset.

Financial assets and liabilities are offset and the net amount reported in the consolidated statement of financial position only when there is a legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis, or realise the asset and settle the liability simultaneously.

#### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are initially recognised at fair value plus transaction costs. Subsequently, they are carried at amortised cost using the effective interest rate method less any impairment losses. Interest income from loans and receivables is recognised in investment income in the consolidated income statement using the effective interest rate method.

#### Term deposits

Deposits include time deposits with financial institutions which do not meet the definition of cash and cash equivalents as their maturity at acquisition exceeds three months. Certain of these balances are subject to regulatory or other restriction as disclosed in Note 21 Loans and Receivables. Deposits are stated at face value.

#### Cash and cash equivalents

Cash and cash equivalents include cash in hand, deposits held at call with banks, and other short term highly liquid investments with maturities at acquisition of three months or less, which are held for cash management purposes. Cash and cash equivalents also include cash received as collateral for securities lending as well as cash and cash equivalents held for the benefit of policyholders in connection with investment-linked products. Cash and cash equivalents are stated at face value.

2.6.2. Fair values of non-derivative financial assets

The fair value of a financial instrument is the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date, having regard to the specific characteristics of the asset or liability concerned, assuming that the transfer takes place in the most advantageous market to which the Group has access. The fair values of financial instruments traded in active markets (such as financial instruments at fair value through profit or loss and available for sale securities) are based on quoted market prices at the date of the consolidated statement of financial position. The quoted market price used for financial assets held by the Group is the current bid price. The fair values of financial instruments that are not traded in active markets are determined using valuation techniques. The Group uses a variety of methods and makes assumptions that are based on market conditions at the date of each consolidated statement of financial position. The objective of using a valuation technique is to estimate the price at which an orderly transaction would take place between market participants at the date of the consolidated statement of financial position.

Financial instruments carried at fair value are measured using a fair value hierarchy described in Note 23. The degree of judgment used in measuring the fair value of financial instruments generally correlates with the level of pricing observability. Pricing observability is affected by a number of factors, including the type of financial instrument, whether the financial instrument is new to the market and not yet established, the characteristics specific to the transaction and general market conditions.

#### 2. Significant accounting policies (continued)

#### 2.6.3. Impairment of financial assets General

Financial assets are assessed for impairment on a regular basis. A financial asset is impaired if its carrying value exceeds the estimated recoverable amount and there is objective evidence of impairment to the financial asset.

The Group assesses at each reporting date whether there is objective evidence that a financial asset or group of financial assets is impaired. A financial asset or group of financial assets is impaired and impairment losses are incurred only if there is objective evidence of impairment as a result of one or more events that have occurred after the initial recognition of the asset (a 'loss event') and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated.

Objective evidence that a financial asset or group of assets is impaired includes observable data that comes to the attention of the Group about the following events:

significant financial difficulty of the issuer or debtor;

a breach of contract, such as a default or delinquency in payments;

it becomes probable that the issuer or debtor will enter bankruptcy or other financial reorganisation;

the disappearance of an active market for that financial asset because of financial difficulties; or

observable data, including market prices, indicating that there is a potential decrease in the estimated future cash flows since the initial recognition of those assets, including:

adverse changes in the payment status of issuers

national or local economic conditions that correlate with increased default risk.

The Group first assesses whether objective evidence of impairment exists for financial assets that are individually significant. If the Group determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognised are not included in a collective assessment of impairment.

#### Available for sale financial instruments

When a decline in the fair value of an available for sale asset has been recognised in shareholders' equity and there is objective evidence that the asset is impaired, the cumulative loss already recognised directly in shareholders' equity is recognised in current period profit or loss. The Group generally considers an available for sale equity instrument for evidence of impairment if the fair value is significantly below cost or has been below cost for a prolonged period. If such assets are considered to be impaired, the amount of the cumulative loss that is removed from shareholders' equity and recognised in current period profit or loss is the difference between acquisition cost (net of any principal repayment and amortisation) and current fair value, less any impairment loss on that asset previously recognised.

If the fair value of a debt instrument classified as available for sale increases in a subsequent period, and the increase can be objectively related to an event occurring after the impairment loss was recognised in income, the impairment loss is reversed through profit or loss. Impairment losses recognised in profit or loss on equity instruments classified as available for sale are not reversed.

Where, following the recognition of an impairment loss in respect of an available for sale debt security, the asset suffers further falls in value, such further falls are recognised as an impairment only in the case when objective evidence exists of a further impairment event to which the losses can be attributed.

## 2. Significant accounting policies (continued)

#### Loans and receivables

For loans and receivables impairment is considered to have taken place if it is probable that the Group will not be able to collect principal and/or interest due according to the contractual terms of the instrument. When impairment is determined to have occurred, the carrying amount is decreased through a charge to profit or loss. The carrying amount of mortgage loans or receivables is reduced through the use of an allowance account, and the amount of any allowance is recognised as an impairment loss in profit or loss. The allowance is determined using an analytical method based on knowledge of each loan group or receivable. The method is usually based on historical statistics, adjusted for trends in the group of financial assets or individual accounts.

#### 2.6.4. Derivative financial instruments

Derivative financial instruments include foreign exchange contracts and interest rate swaps that derive their value mainly from underlying foreign exchange rates and interest rates. All derivatives are initially recognised in the consolidated statement of financial position at their fair value, which represents their cost excluding transaction costs, which are expensed, giving rise to a day one loss. They are subsequently

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remeasured at their fair value, with movements in this value recognised in profit or loss. Fair values are obtained from quoted market prices or, if these are not available, by using valuation techniques such as discounted cash flow models or option pricing models. All derivatives are carried as assets when the fair values are positive and as liabilities when the fair values are negative.

#### Derivative instruments for economic hedging

Whilst the Group enters into derivative transactions to provide economic hedges under the Group's risk management framework, it does not currently apply hedge accounting to these transactions. This is either because the transactions would not meet the specific IFRS rules to be eligible for hedge accounting or the documentation requirements to meet hedge accounting criteria would be unduly onerous. These transactions are therefore treated as held for trading and fair value movements are recognised immediately in investment experience.

#### **Embedded derivatives**

Embedded derivatives are derivatives embedded within other non-derivative host financial instruments to create hybrid instruments. Where the economic characteristics and risks of the embedded derivatives are not closely related to the economic characteristics and risks of the host instrument, and where the hybrid instrument is not measured at fair value with changes in fair value recognised in profit or loss, the embedded derivative is bifurcated and carried at fair value as a derivative in accordance with IAS 39.

#### 2.7 Segment reporting

An operating segment is a component of the Group that engages in business activity from which it earns revenues and incurs expenses and, for which, discrete financial information is available, and whose operating results are regularly reviewed by the Group's chief operating decision maker, considered to be the Executive Committee of the Group ('Exco').

#### 2.8 Foreign currency translation

Income statements and cash flows of foreign entities are translated into the Group's presentation currency at average exchange rates for the year as this approximates to the exchange rates prevailing at the transaction date. Their statements of financial position are translated at year or period end exchange rates. Exchange differences arising from the translation of the net investment in foreign operations, are taken to the currency translation reserve within equity. On disposal of a foreign operation such exchange differences are transferred out of this reserve and are recognised in the consolidated income statement as part of the gain or loss on sale. As permitted by IFRS 1, the cumulative translation differences were deemed to be nil at the transition date to IFRS.

Foreign currency transactions are accounted for at the exchange rates prevailing at the date of the transactions. Gains and losses resulting from the settlement of such transactions, and from the translation of monetary assets and liabilities denominated in foreign currencies into functional currency, are recognised in the consolidated income statement.

## 2. Significant accounting policies (continued)

Translation differences on financial assets designated at fair value through profit or loss are included in investment experience. For monetary financial assets classified as available for sale, translation differences are calculated as if they were carried at amortised cost and so are recognised in the consolidated income statement. Foreign exchange movements on non-monetary equities that are accounted for as available for sale are included in the fair value reserve.

Loans and receivables 31

#### 2.9 Property, plant and equipment

Property, plant and equipment is stated at historical cost less accumulated depreciation and any accumulated impairment losses. Historical cost includes expenditure that is directly attributable to the acquisition of the items. Depreciation is calculated using the straight line method to allocate cost less any residual value over the estimated useful life, generally:

Furniture, fixtures and office equipment 5 years
Buildings 20-40 years
Other assets 3-5 years
Freehold land No depreciation

Subsequent costs are included in the carrying amount or recognised as a separate asset, as appropriate, when it is probable that future economic benefits will flow to the Group. Repairs and maintenance are charged to the consolidated income statement during the financial period in which they are incurred.

Residual values and useful lives are reviewed and adjusted, if applicable, at each reporting date. An asset is written down to its recoverable amount if the carrying value is greater than the estimated recoverable amount.

Any gain and loss arising on disposal of property, plant and equipment is measured as the difference between the net sale proceeds and the carrying amount of the relevant asset, and is recognised in the consolidated income statement.

The Government of the Hong Kong Special Administrative Region owns all the land in Hong Kong and permits its use under leasehold agreements. Where the cost of such leasehold is known, or can be reliably determined at the inception of the lease, the Group records its interest in leasehold land and land use rights separately as operating leases. These leases are recorded at original cost and amortised over the term of the lease (see 2.19).

#### 2.10 Investment properties

Property held for long term rental that is not occupied by the Group is classified as investment property, and is carried at cost less accumulated depreciation and any accumulated impairment losses.

Investment property comprises freehold land and buildings. Buildings located on land held on an operating lease are classified as investment property if held for long term rental and not occupied by the Group. Where the cost of the land is known, or can be reliably determined at the inception of the lease, the Group records its interest in leasehold land and land use rights separately as operating leases (see 2.19). These leases are recorded at original cost and amortised over the term of the lease.

Buildings that are held as investment properties are amortised on a straight line basis over their estimated useful lives of 20-40 years.

If an investment property becomes held for use, it is reclassified as property, plant and equipment. Where a property is partly used as an investment property and partly for the use of the Group, these elements are recorded separately within property, plant and equipment and investment property respectively, where the component used as investment property would be capable of separate sale or finance lease.

## 2. Significant accounting policies (continued)

#### 2.11 Goodwill and other intangible assets

#### Goodwill

Goodwill represents the excess of the cost of an acquisition over the fair value of the Group's share of the net identifiable assets of the acquired subsidiary, associate or joint venture at the date of acquisition.

Goodwill on acquisitions prior to 1 December 2006 (the date of transition to IFRS) is carried at book value (original cost less cumulative amortisation) on that date, less any impairment subsequently incurred. Goodwill arising on the Group's investment in subsidiaries since that date is shown as a separate asset, whilst that on associates and joint ventures is included within the carrying value of those investments. Other intangible assets

Other intangible assets consist primarily of acquired computer software and contractual relationships, such as access to distribution networks, and are amortised over their estimated useful lives.

Acquired computer software licences are capitalised on the basis of the costs incurred to acquire and bring to use the specific software. Costs directly associated with the internal production of identifiable and unique software by the Group that will generate economic benefits exceeding those costs over a period greater than a year, are recognised as intangible assets. All other costs associated with developing or maintaining computer software programmes are recognised as an expense as incurred. Costs of acquiring computer software licences and incurred in the internal production of computer software are amortised using the straight line method over the estimated useful life of the software, which does not generally exceed a period of 3-15 years.

The amortisation charge for the year is included in the consolidated income statement under 'Other operating expenses'.

#### 2.12 Impairment of non-financial assets

Property, plant and equipment, goodwill and other non-financial assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised to the extent that the carrying amount of the asset exceeds its recoverable amount, which is the higher of the asset's net selling price and value in use. For the purposes of assessing impairment, assets are grouped into cash generating units at the level of the Group's operating segments, the lowest level for which separately identifiable cash flows are reported. The carrying value of goodwill and intangible assets with indefinite useful lives is reviewed at least annually or when circumstances or events indicate that there may be uncertainty over this value.

#### 2.13 Securities lending including repurchase agreements

The Group is party to various securities lending agreements under which securities are loaned to third parties on a short term basis. The loaned securities are not derecognised and so they continue to be recognised within the appropriate investment classification.

Assets sold under repurchase agreements (repos)

Assets sold under repurchase agreements continue to be recognised and a liability is established for the consideration received. The Group may be required to provide additional collateral based on the fair value of the underlying assets, and such collateral assets remain on the consolidated statement of financial position.

Assets purchased under agreements to resell (reverse repos)

The Group enters into purchases of assets under agreements to resell (reverse repos). Reverse repos are initially recorded at the cost of the loan or collateral advanced within the caption 'Loans and Receivables' in the consolidated statement of financial position. In the event of failure by the counterparty to repay the loan the Group has the right to the underlying assets.

Goodwill 33

## 2. Significant accounting policies (continued)

#### Collateral

The Group receives and pledges collateral in the form of cash or non-cash assets in respect of securities lending transactions, and repo and reverse repo transactions, in order to reduce the credit risk of these transactions. The amount and type of collateral depends on an assessment of the credit risk of the counterparty. Collateral received in the form of cash, which is not legally segregated from the Group, is recognised as an asset in the consolidated statement of financial position with a corresponding liability for the repayment. Non-cash collateral received is not recognised on the consolidated statement of financial position unless the Group either sells or repledges these assets in the absence of default, at which point the obligation to return this collateral is recognised as a liability. To further minimise credit risk, the financial condition of counterparties is monitored on a regular basis.

Collateral pledged in the form of cash which is legally segregated from the group is derecognised from the consolidated statement of financial position and a corresponding receivable established for its return. Non-cash collateral pledged is not derecognised (except in the event of default) and therefore continues to be recognised in the consolidated statement of financial position within the appropriate financial instrument classification.

#### 2.14 Borrowings

Borrowings are recognised initially at their issue proceeds less transaction costs incurred. Subsequently, borrowings are stated at amortised cost, and any difference between net proceeds and redemption value is recognised in the consolidated income statement over the period of the borrowings using the effective interest rate method. All borrowing costs are expensed as they are incurred, except for borrowing costs directly attributable to the development of investment properties and other qualifying assets, which are capitalised as part of the cost of the asset.

#### 2.15 Income taxes

The current tax expense is based on the taxable profits for the year, including any adjustments in respect of prior years. Tax is allocated to profit or loss before taxation and amounts charged or credited to equity as appropriate.

Deferred tax is recognised in respect of temporary differences between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements, except as described below.

The principal temporary differences arise from the basis of recognition of insurance and investment contract liabilities, revaluation of certain financial assets and liabilities including derivative contracts, deferred acquisition costs and the future taxes arising on the surplus in life funds where the relevant local tax regime is distributions based. The rates enacted or substantively enacted at the date of the consolidated statement of financial position are used to determine deferred tax.

Deferred tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised. In countries where there is a history of tax losses, deferred tax assets are only recognised in excess of deferred tax liabilities if there is evidence that future profits will be available.

Deferred taxes are not provided in respect of temporary differences arising from the initial recognition of goodwill or from goodwill for which amortisation is not deductible for tax purposes, or from the initial recognition of an asset or liability in a transaction which is not a business combination and which affects neither accounting nor taxable profit or loss at the time of the transaction.

Deferred tax related to fair value re-measurement of available for sale investments and other amounts taken directly to equity, is recognised initially within the applicable component of equity. It is subsequently recognised in the consolidated income statement, together with the gain or loss arising on the underlying item.

In addition to paying tax on shareholders' profits, certain of the Group's life insurance businesses pay tax on policyholders' investment returns ('policyholder tax') at policyholder tax rates. Policyholder tax is accounted for as an income tax and is included in the total tax expense and disclosed separately.

## 2. Significant accounting policies (continued)

#### 2.16 Revenue

#### Investment return

Investment income consists of dividends, interest and rents receivable for the reporting period. Investment experience comprises realised gains and losses, impairments and unrealised gains and losses on investments held at fair value through profit or loss. Interest income is recognised as it accrues, taking into account the effective yield on the investment. Rental income on investment property is recognised on an accruals basis. Investment return consists of investment income and investment experience.

The realised gain or loss on disposal of an investment is the difference between the proceeds received, net of transaction costs, and its original cost or amortised cost as appropriate. Unrealised gains and losses represent the difference between the carrying value at the year end and the carrying value at the previous year end or purchase price if purchased during the year, less the reversal of previously recognised unrealised gains and losses in respect of disposals made during the year.

#### Other fee and commission income

Other fee and commission income consists primarily of fund management fees, income from any incidental non-insurance activities, distribution fees from mutual funds, commissions on reinsurance ceded and commission revenue from the sale of mutual fund shares. Reinsurance commissions receivable are deferred in the same way as acquisition costs. All other fee and commission income is recognised as the services are provided.

#### 2.17 Employee benefits

#### Annual leave and long service leave

Employee entitlements to annual leave and long service leave are recognised when they accrue to employees. A provision is made for the estimated liability for annual leave and long service leave as a result of services rendered by employees up to the reporting date.

#### Post retirement benefit obligations

The Group operates a number of funded and unfunded post retirement employee benefit schemes, whose members receive benefits on either a defined benefit basis (generally related to salary and length of service) or a defined contribution basis (generally related to the amount invested, investment return and annuity rates), the assets of which are generally held in separate trustee administered funds. The defined benefit plans provide life and medical benefits for employees after retirement and a lump sum benefit on cessation of employment, and the defined contribution plans provide post retirement pension benefits.

For defined benefit plans, the costs are assessed using the projected unit credit method. Under this method, the cost of providing benefits is charged to the consolidated income statement so as to spread the regular cost over the service lives of employees, in accordance with the advice of qualified actuaries. The obligation is measured as the present value of the estimated future cash outflows, using a discount rate based on market yields for high quality corporate bonds that are denominated in the currency in which the benefits will be paid and that have terms to maturity approximating to the terms of the related liability. The resulting scheme surplus or deficit appears as an asset or liability in the consolidated statement of financial

2.15 Income taxes 35

position.

For each plan, AIA Group recognises a portion of its actuarial gains and losses in income or expense if the unrecognised actuarial net gain or loss at the end of the previous reporting period exceeds the greater of:

10% of the projected benefit obligations at that date; or

10% of the fair value of any plan assets at that date.

Any recognised actuarial net gain or loss exceeding the greater of these two values is generally recognised in the consolidated income statement over the expected average remaining service periods of the employees participating in the plans. On adoption of IFRS on 1 December 2006 cumulative actuarial gains and losses were deemed to be nil as permitted by IFRS 1.

## 2. Significant accounting policies (continued)

For defined contribution plans, the Group pays contributions to publicly or privately administered pension plans. Once the contributions have been paid, the Group, as employer, has no further payment obligations. The Group's contributions are charged to the consolidated income statement in the reporting period to which they relate and are included in staff costs.

Share based compensation and cash incentive plans

The Group has various share based compensation and cash incentive plans sponsored by AIG.

The Group accounts for options and awards under equity settled share based compensation plans, which were granted after 7 November 2002, until such time as they are fully vested, using the fair value based method of accounting (the 'fair value method').

Under AIG's equity settled share based compensation plans, the fair value of the employee services received in exchange for the grant of shares and/or options is recognised as an expense in profit or loss over the vesting period, with a corresponding amount recorded in equity. Any amounts recharged from AIG clearly related to equity settled share based payment arrangements are offset against the amount recorded in equity.

The total amount to be expensed over the vesting period is determined by reference to the fair value of the shares and/or options granted. Non-market vesting conditions (for example, profitability and premium income growth targets) are included in assumptions about the number of shares and/or options that are expected to be issued or become exercisable. At each period end, the Group revises its estimates of the number of shares and/or options that are expected to be issued or become exercisable. It recognises the impact of the revision to original estimates, if any, in profit or loss with a corresponding adjustment to equity. However, no subsequent adjustment to total equity is made after the vesting date.

Where awards of share based payment arrangements vest in stages, each vesting tranche is recognised as a separate award, and therefore the fair value of each tranche is recognised over the applicable vesting period.

As the fair value of the options which AIG uses for its employee schemes cannot be compared to options available in the market, the Group estimates the fair value using a binomial lattice model. This model requires inputs such as share price, exercise price, implied volatility, risk free interest rate, expected dividend rate and the expected life of the option.

Where modification or cancellation of an equity settled share based compensation plan occurs, the grant date fair value continues to be recognised, together with any incremental value arising on the date of modification if non-market conditions are met.

### 2.18 Provisions and contingencies

Provisions are recognised when the Group has a present legal or constructive obligation as a result of past events, it is probable that an outflow of economic resources will be required to settle the obligation, and a reliable estimate of the amount of the obligation can be made. Where the Group expects a provision to be reimbursed, for example under an insurance contract held, the reimbursement is recognised as a separate asset only when the reimbursement is virtually certain.

The Group recognises a provision for onerous contracts when the expected benefits to be derived from a contract are less than the unavoidable costs of meeting the obligations under the contract.

Contingencies are disclosed if material and if there is a possible future obligation as a result of a past event, or if there is a present obligation as a result of a past event, but either a payment is not probable or the amount cannot be reliably estimated.

#### 2.19 Leases

Leases, where a significant portion of the risks and rewards of ownership is retained by the Group as a lessor, are classified as operating leases. Assets subject to such leases are included in property, plant and equipment, and are depreciated to their residual values over their estimated useful lives. Rentals from such leases are credited to the consolidated income statement on a straight line basis over the period of the relevant lease. Payments made by the Group as lessee under operating leases (net of any incentives received from the lessor) are charged to the consolidated income statement on a straight line basis over the period of the relevant lease. The Group classifies amounts paid to acquire leasehold land as an operating lease prepayment.

# 2. Significant accounting policies (continued)

There are no freehold land interests in Hong Kong. Accordingly, all land in Hong Kong is considered to be held under operating leases. The Group classifies the amounts paid to acquire leasehold land as operating lease prepayments. Such amounts are included within 'Other Assets'. Amortisation is calculated to write off the cost of the land on a straight line basis over the terms of the lease, which are generally between 19 and 886 years.

### 2.20 Share capital

Issued capital represents the nominal value of shares issued plus any share premium received from the issue of share capital.

Share issue costs

Incremental external costs directly attributable to the issue of new shares are shown in equity as a deduction, net of tax, from the proceeds of the issue.

**Dividends** 

Dividends on ordinary shares are recognised when they have been approved by shareholders.

### 2.21 Disposal groups classified as held for sale

Disposal groups are classified as held for sale if their carrying amounts will be principally recovered through a sale transaction rather than through continuing use. This requires that the disposal group must be available for immediate sale in its present condition and its sale must be highly probable. The appropriate level of management must be committed to a plan to sell the disposal group and the sale should be expected to qualify for recognition as a completed sale within one year from the date of classification.

Disposal groups classified as held for sale are measured at the lower of carrying amount and fair value less costs to sell. Any subsequent increase in the fair value less costs to sell is recognised as a gain but not in excess of the cumulative impairment loss that has been previously recognised.

### 2.22 Presentation of the consolidated statement of financial position

The Group's insurance and investment contract liabilities and related assets are realised and settled over periods of several years, reflecting the long term nature of the Group's products. Accordingly, the Group presents the assets and liabilities in its consolidated statement of financial position in approximate order of liquidity, rather than distinguishing current and non-current assets and liabilities. The Group regards its intangible assets, investments in associates and joint ventures, property plant and equipment, investment property and deferred acquisition and origination costs as non-current assets as these are held for the longer term use of the Group.

### 2.23 Earnings per share

Basic earnings per share is calculated by dividing net income available to ordinary shareholders by the weighted average number of ordinary shares in issue during the year.

Earnings per share has also been calculated on the operating profit before adjusting items, after tax, attributable to ordinary shareholders, as the Directors believe this figure provides a better indication of operating performance.

For diluted earnings per share, the weighted average number of ordinary shares in issue is adjusted to assume conversion of all dilutive potential ordinary shares, such as share options granted to employees.

Potential or contingent share issuances are treated as dilutive when their conversion to shares would decrease net earnings per share.

### 2.24 Fiduciary activities

Assets and income arising from fiduciary activities, together with related undertakings to return such assets to customers, are excluded from these consolidated financial statements where the Group has no contractual rights to the assets and acts in a fiduciary capacity such as nominee, trustee or agent.

# 2. Significant accounting policies (continued)

#### 2.25 Consolidated cash flow statement

The consolidated cash flow statement presents movements in cash and cash equivalents as shown in the consolidated statement of financial position.

Purchases and sales of financial investments are included in operating cash flows as the purchases are funded from cash flows associated with the origination of insurance and investment contracts, net of payments of related benefits and claims. Purchases and sales of investment property are included within investing cash flows.

### 2.26 Related party transactions

Transactions with related parties are recorded at amounts mutually agreed and transacted between the parties to the arrangement.

### 2.27 IFRS 1 - Adoption of IFRS

The Group is required to determine its IFRS accounting policies and apply them retrospectively to establish its opening consolidated statement of financial position under IFRS. However, IFRS 1 (revised),

First-Time Adoption of International Financial Reporting Standards

allows a number of exceptions and exemptions on adoption of IFRS for the first time. The date of adoption to IFRS for the Group is 1 December 2006. The Group has not previously published consolidated financial

statements because the parent company of the Group was only established on 29 August 2009 and the group it heads has not previously published consolidated financial statements and therefore there are no previously published consolidated financial statements on which the effect of the impact of transition to IFRS can be disclosed.

The Group has taken advantage of the following exceptions and exemptions as permitted by IFRS 1: Cumulative translation differences

Cumulative translation differences of foreign operations have not been restated on an IFRS basis and are deemed to be nil at the date of adoption.

### Share based payment plans

The provisions of IFRS 2,

### **Share Based Payments**

, have not been applied to options and awards granted on or before 7 November 2002 which had not vested by 1 December 2006.

#### **Employee post retirement benefits**

As permitted by IFRS 1, the Group has elected to recognise all cumulative actuarial gains and losses as at 1 December 2006, notwithstanding that the Group has elected to use the corridor approach for later actuarial gains and losses. This election has been applied consistently to all plans.

#### Designation of previously recognised financial instruments

The Group has designated the following previously recognised financial instruments at fair value through profit or loss on the date of adoption of IFRS:

investments held to back investment-linked contracts and participating funds;

assets that are actively managed on a fair value basis, such as the majority of the Group's equity portfolio and financial instruments held by consolidated investment funds; and

compound instruments containing an embedded derivative that would otherwise require to be bifurcat ed.

### 3. Exchange rates

The Group's principal overseas operations during the reporting period were located within the Asia Pacific region. The results and cash flows of these operations have been translated into US Dollars at the following average rates:

US dollar exchange rates						
	•					
Year ended	Year ended	Year ended				
30 November	30 November	30 November				
2007	2008	2009				
7.80	7.79	7.75				
34.69	33.21	34.47				
1.52	1.42	1.46				
3.46	3.31	3.53				
7.65	6.99	6.83				
	Year ended 30 November 2007 7.80 34.69 1.52 3.46	7.80 7.79 34.69 33.21 1.52 1.42 3.46 3.31				

Korea 929.37 1,047.12 1,287.00

Assets and liabilities have been translated at the following year end rates:

US dollar exchange rates

	As at	As at	As at
	30 November	30 November	30 November
	2007	2008	2009
Hong Kong	7.79	7.75	7.75
Thailand	33.85	35.52	33.24
Singapore	1.45	1.51	1.38
Malaysia	3.36	3.62	3.39
China	7.39	6.83	6.83
Korea	920.81	1,468.43	1,162.79

Exchange rates are expressed in units of local currency per US\$1.

### 4. Changes in group composition

This note provides details of the acquisitions and disposals of subsidiaries that the Group has made during the reporting period, together with details of businesses held for sale. Principal subsidiary companies are listed in Note 43.

### Acquisitions

On 27 November 2009, the Group acquired 51% of the share capital of Ayala Life Assurance Incorporated (subsequently renamed BPI-Philam Life Assurance Corporation ('BPLAC')), a company carrying on life insurance business in the Philippines, and entered a distribution agreement with Bank of the Philippine Islands ('BPI') to distribute BPLAC's products, for consideration of US\$39m of which US\$10m is deferred and expected to be settled in 2010. This amount is subject to a purchase price adjustment based on the final adjusted net worth as at the date of acquisition. The Group has initially estimated this purchase price adjustment to be US\$7m which is expected to be settled during 2010.

The profit after tax contributed by BPLAC for the year ended 30 November 2009 is insignificant as a consequence of the transaction completing at the end of the Group's financial year. Revenue and profit as though the acquisition had occurred on 1 December 2008 are not material to the AIA Group.

Details of the fair value of the assets and liabilities acquired and the goodwill arising, which have been provisionally determined in view of the time available, are as follows:

US\$m Fair value Carrying amount

# **BPLAC**Intangib

Intangible assets	15	-
Deferred acquisition costs (value of business acquired)	31	-
Property, plant and equipment	8	9
Investment property	13	13
Loans and receivables	67	65
Investment securities	246	246
Other assets	5	5
Cash and cash equivalents	2	2
Insurance and investment contract liabilities	(281)	(281)
Deferred tax assets / (liabilities)	(17)	3
Other liabilities	(6)	(6)
Total net assets acquired	83	56
Less: non-controlling interests acquired	(44)	
Net assets acquired	39	

Fair value of purchase consideration	46
Acquisition costs	1
Total purchase consideration	47
Goodwill arising on acquisition	8
Fair value of purchase consideration	47
Less: deferred consideration and purchase price adjustment	(17)
Less: cash and cash equivalents in acquired subsidiary	(2)
Net cash outflow	28

# 4. Changes in group composition (continued) *Acquisitions (continued)*

On 30 November 2007, the Group acquired a further 50% of the share capital of Grand Design Development Limited ("Grand Design") for cash consideration of US\$233m. Grand Design is a holding company with a 90% interest in the share capital of Bayshore Development Group Limited ("Bayshore"), which owns a property in Hong Kong. Prior to the acquisition of this interest, the Group held a 50% interest in Grand Design. After such acquisition, the Group held a 100% interest in Grand Design. Prior to 30 November 2007, the Group had accounted for its interest in the share capital and shareholder loans of Grand Design as an associate. As a consequence of the acquisition of the further 50% interest in Grand Design, the Group consolidated Grand Design and Bayshore.

Also on 30 November 2007, Bayshore obtained banking refinancing of US\$539m, which enabled Bayshore to repay certain shareholder loans, including accrued interest. The Group received US\$204m for its share of these shareholder loans, which exceeded the Group's carrying value of Grand Design of US\$191m. As this refinancing occurred concurrent with the Group's acquisition of the further 50% of the share capital of Grand Design, the Group did not recognise a gain on this repayment, considering it to be a reduction in the purchase consideration payable for the further 50% interest in Grand Design. During 2008, a final purchase price adjustment of US\$1m was received by the Group.

Details of the fair value of the assets and liabilities acquired and the goodwill arising are as follows: US\$m Fair value Carrying amount

Grand Design		
Property, plant and equipment	19	17
Investment property	89	78
Loans and receivables	3	7
Other assets	639	383
Cash and cash equivalents	26	26
Borrowings	(544)	(544)
Deferred tax liabilities	(2)	-
Other liabilities	(11)	(11)
Net assets acquired	219	(44)
Repayment of shareholders' loans	14	
Fair value of purchase consideration	233	
Less: cash and cash equivalents in acquired subsidiaries	(26)	
Net cash outflow	207	

During 2008, the Group acquired a further 50% of the share capital of AIG Consulting Services Company Limited. The fair value of the net assets acquired and purchase consideration are considered immaterial. Prior to the acquisition of this interest, the Group held a 50% interest in AIG Consulting Services Company Limited. After such acquisition, the Group held a 100% interest in AIG Consulting Services Company Limited.

### Disposal

In October 2009, the Group sold its 60% interest in PT Asuransi AIA Indonesia for US\$65m. The loss on sale was US\$29m before tax. The Group continues to operate in Indonesia through its wholly owned subsidiary PT AIA Financial.

### 5. Operating profit

Operating profit may be reconciled to net profit as follows:

US\$m	Note	Year ended 30 November 2007	Year ended 30 November 2008	Year ended 30 November 2009
Operating profit	7	1,742	1,943	1,835
Non-operating investment return:     Investment experience     Investment income related to investment-linked contracts     Investment management expenses related to investment-linked contracts     Corresponding changes in insurance and investment contract liabilities for investment-linked contracts     Corresponding changes in insurance contract liabilities for participating funds     Corresponding changes in third party interests in consolidated investment funds  Non-operating investment return  Other non-operating items:     Gain on recapture of reinsurance from former parent company     Restructuring and separation costs  Non-operating items		3,640 63 (9) (2,469) (308) (80) 837	(10,222) 80 (10) 5,919 1,502 319 <b>(2,412)</b> 447 (10) <b>(1,975)</b>	5,716 68 (16) (4,166) (773) (164) <b>665</b>
Profit/(loss) before tax		2,579	(32)	2,411
Tax on operating profit Tax on non-operating investment return Other non-operating tax items:		(461) (190)	(348) 518	(392) (262)
Release of withholding tax provision Tax (expense)/credit Net profit		(651) <b>1,928</b>	275 445 <b>413</b>	(654) <b>1,757</b>
Operating profit Tax on operating profit Operating profit after tax Operating profit after tax attributable to:		<b>1,742</b> (461) <b>1,281</b>	<b>1,943</b> (348) <b>1,595</b>	<b>1,835</b> (392) <b>1,443</b>

Shareholders of AIA Group Limited	1,270	1,588	1,438
Non-controlling interests	11	7	5

In 2009, non-operating items consist of restructuring and separation costs of US\$89m.

Restructuring costs represent costs related to restructuring programmes and are primarily comprised of redundancy and contract termination costs. Separation costs are those significant and identifiable costs related to the Group's separation from AIG.

During 2008, the Group paid US\$190m to its then immediate parent, AIRCO, in full and final settlement of the recapture of a portfolio of reinsured risks and the transfer of a related portfolio of financial assets. The fair value of financial assets received exceeded the insurance and investment contract liabilities, deferred acquisition and origination costs, and this fee, resulting in a gain on recapture of US\$447m. Other items in 2008 considered to be non-operating in nature consist of restructuring and separation costs of US\$10m and the release of a provision for withholding tax, as

a tax treaty was clarified during 2008 which resulted in the release of tax liabilities for withholding tax on profits to be remitted to Hong Kong in the amount of US\$275m.

### 6. Total weighted premium income

For management decision making and internal performance management purposes, the Group measures business volumes using a performance measure referred to as total weighted premium income (TWPI). Total weighted premium income consists of 100% of renewal premiums, 100% of first year premiums and 10% of single premiums and includes deposits and contributions for contracts that are accounted for as deposits in accordance with the Group's accounting policies.

Management considers that total weighted premium income provides an indicative volume measure of transactions undertaken in the reporting period that have the potential to generate profits for shareholders. The amounts shown are not intended to be indicative of premium and fee income recorded in the consolidated income statement.

US\$m	Year ended 30 November 2007	Year ended 30 November 2008	Year ended 30 November 2009
Total weighted premium income by geography			
Hong Kong	2,845	2,916	2,861
Thailand	2,164	2,351	2,373
Singapore	1,514	1,641	1,524
Malaysia	667	727	707
China	806	934	1,018
Korea	2,178	2,268	1,759
Other Markets	1,184	1,366	1,390
Total	11,358	12,203	11,632
First year premiums by geography			
Hong Kong	482	414	357
Thailand	301	326	337
Singapore	115	139	111
Malaysia	78	91	93
China	161	160	166
Korea	683	664	322
Other Markets	296	325	358

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Total	2,116	2,119	1,744
Single premiums by geography			
Hong Kong	893	475	175
Thailand	99	158	121
Singapore	1,187	952	400
Malaysia	107	93	32
China	380	193	166
Korea	740	457	77
Other Markets	273	247	119
Total	3,679	2,575	1,090

# 6. Total weighted premium income (continued)

US\$m	Year ended 30 November 2007	Year ended	Year ended 30 November 2009
Renewal premiums by geography			
Hong Kong	2,274	2,455	2,487
Thailand	1,853	2,009	2,024
Singapore	1,280	1,407	1,373
Malaysia	578	627	611
China	607	755	835
Korea	1,421	1,559	1,429
Other Markets	861	1,015	1,020
Total	8,874	9,827	9,779

### 7.

# **Segment information**

The Group's operating segments, based on the reporting received by the Group's Exco are each of the geographical markets in which the Group operates. Each of the reportable segments, other than the 'Corporate and Other' segment, writes life insurance business, providing life, pensions, and accident and health products to customers in its local market, and distributes related investment and other financial services products. The reportable segments, as required to be disclosed separately under IFRS 8, are Hong Kong, Thailand, Singapore, Korea, Malaysia, China, Other Markets and Corporate and Other. The Group's Hong Kong reportable segment includes Macau. The Group's Singapore reportable segment includes Brunei. Other Markets primarily includes the Group's operations in the Philippines, Indonesia, Vietnam, India, Australia, New Zealand and Taiwan. The activities of the Corporate and Other segment consist of the AIA Group's corporate functions, shared services and eliminations of intragroup transactions.

Because each reportable segment other than the Corporate and Other segment focuses on serving the life insurance needs of its local market there are limited transactions between reportable segments.

The key performance indicators reported in respect of each segment are:

total weighted premium income;

investment income (excluding investment income in respect of investment-linked contracts);

operating expenses;

operating profit; (see Note 5);

expense ratio; measured as operating expenses divided by total weight premium income;

operating margin; measured as operating profit (see above) expressed as a percentage of total weighted premium income; and

operating return on allocated segment equity, measured as operating profit after tax attributable to shareholders of AIA Group Limited expressed as a simple average of opening and closing allocated segment equity (being the segment assets less segment liabilities in respect of each reportable segment less non-controlling interests, fair value and foreign currency translation reserves, and adjusted for subordinated intercompany debt).

In presenting net capital in/(out) flows to reportable segments, capital outflows consist of dividends and profit distributions to the Corporate and Other segment and capital inflows consist of capital injections into reportable segments by the Corporate and Other segment. For the Group, net capital in/(out) flows reflect the net amount received from shareholders by way of capital contributions less amounts distributed by way of dividends.

Business volumes in respect of the Group's five largest customers are less than 30 per cent of premiums and fee income.

# 7. Segment information (continued)

Key markets									
	Hong						Other	Corporate	
US\$m	Kong	Thailand	Singapore	Malaysia	China	KoreMal	arkets	and Other	Total
Year ended 30 November									
2009									
Total weighted premium									
income	2,861	2,373	1,524	707	1,018	1,759	1,390	-	11,632
Net premiums, fee income									
and other operating revenue									
(net of reinsurance ceded)	2,232	2,374	1,506	656	999	1,367	1,055	(16)	10,173
Investment income <sup>1</sup>	779	640	609	223	201	217	400	(10)	3,059
Total revenue	3,011	3,014	2,115	879	1,200	1,584	1,455	(26)	13,232
Net insurance and									
investment contract									
benefits <sup>2</sup>	1,700	2,107	1,495	597	872	1,027	843	(17)	8,624
Commission and other									
acquisition expenses	398	391	160	70	55	371	204	(1)	1,648

Segment information 45

Operating expenses Investment management expenses and finance	163	135	9	91	58	181	101	170	82	981
costs <sup>3</sup>	52	23		13	5	3	4	25	(2)	123
Total expenses Share of profit/(loss) from associates and joint	2,313	2,656	1,7	59	730	1,111	1,503	1,242	` '	11,376
ventures	-	-		-	1	-	-	(22)	-	(21)
Operating profit/(loss)	698	358	3	56	150	89	81	191	(88)	1,835
Tax on operating profit	(43)	(111)	(9	2)	(44)	(21)	(16)	(47)	(18)	(392)
Operating profit/(loss)										
after tax	655	247	20	64	106	68	65	144	(106)	1,443
Operating profit/(loss) after tax attributable to:										
Shareholders of AIA	6EO	051	2	2.4	106	60	GE	127	(106)	1 420
Group Limited	653	251	20	64	106	68	65	137	(106)	1,438
Non-controlling interests	2	(4)		-	-	-	-	7	-	5
Key operating ratios:										
Expense ratio		5.7%	5.7%	6.0%	8.2%	17.8%	5.7%	12.2%	- 8.4%	
Operating margin		24.4%	15.1% 2	3.4%	21.2%	8.7%	4.6%	13.7%	- 15.8%	
Operating return on allocated	dequity	16.9%	9.4% 2	1.1%	22.5%	11.2%	5.3%	10.9%	- 12.0%	
Operating profit includes:										

Finance costs 43 2 6 2 - - 3 (6) 50 Depreciation and amortisation 4 8 8 8 13 10 9 6 66

Strategic initiative expenses 10 6 14 2 3 - 9 18 62

Note: (1) Excludes investment income related to investment-linked contracts

Note: (2) Excludes corresponding changes in insurance and investment contract liabilities from investment experience for investment-linked contracts and participating funds and investment income related to investment-linked contracts

Note: (3) Excludes investment management expenses related to investment-linked contracts

# 7. Segment information (continued)

Operating profit may be reconciled to net profit/(loss) as follows:

			Key mark	cets					
	Hong						Other	Corporate	
US\$m	Kong	Thailand	Singapore	Malaysia	China	Korea	Markets	and Other Total	al
30 November 2009			•	•					
Operating									
profit/(loss)	698	358	356	150	89	81	191	(88) 1,83	35
Non-operating items	(32)	563	139	35	30	(80)	(40)	(39) 57	<sup>7</sup> 6
Profit/(loss) before	666	921	495	185	119	1	151	(127) 2,41	11
tax								, , ,	
Tax on operating profit	(43)	(111)	(92)	(44)	(21)	(16)	(47)	(18) (392	2)
Tax on non-operating	. ,	(168)	(75)	(20)	(8)	Ì 15	(3)	(3) (262	2)
items		, ,	` ,	` ,	. ,		` ,	, , ,	,
Tax (expense)/credit	(43)	(279)	(167)	(64)	(29)	(1)	(50)	(21) (654	4)
Net profit/(loss)	623	642	<b>`328</b>	121	` 9Ó	-	101	(148) 1,75	,

Net profit/(loss) attributable to:									
Shareholders of AIA	621	646	328	121 9	90	-	94	(146)	1,754
Group Limited									
Non-controlling interests	2	(4)	-	-	-	-	7	(2)	3
Allocated equity may be an	alysed a	s follows:							
			Key mark	ets					
	Hong						Other	Corporate	
US\$m	Kong	Thailand	Singapore	Malaysia	China	Korelad	larkets	and Other	Total
30 November 2009									
Assets before investments in associates and joint ventures	23,761	16,530	20,690	6,337	6,510	7,498	7,829	1,451	90,606
Investments in associates and joint ventures	-	2	7	4	-	-	40	-	53
Total assets	23,761	16,532	20,697	6,341	6,510	7,498	7,869	1,451	90,659
Total liabilities4	19,023	12,955	18,914	5,787	5,828	6,378	6,090	695	75,670
Total equity	4,738	3,577	1,783	554	682	1,120	1,779	756	14,989
Non-controlling interests Amounts reflected in other comprehensive income:	2	-	-	-	-	-	48	1	51
Fair value reserve	572	463	108	24	(32)	49	375	(31)	1,528
Foreign currency translation reserve	-	195	149	26	54	(156)	40	1	309
Allocated equity	4,164	2,919	1,526	504	660	1.227	1,316	785	13,101
Net capital in/(out) flows	(30)	(175)	220	(54)		11	18	413	419
. ,	, ,	, ,		` ,		ordina	ted inte	rcompany de	ebt

# 7. Segment information (continued)

Segment information may be reconciled to the consolidated income statement as shown below.

				Investment	Related changes in	insurance	
				management	and investment of	contract	Third
			Investment	expenses related	benefits		interes
			income related to	to			consolic
	Segment	Investment	investment-linked	investment-linkedl	nvestment-linkedPa	articipating	invest
US\$m 30 November 2009 Total revenue	information 13,232	experience 5,716	contracts	contracts	contracts -	funds	f
Of which: Net premiums, fee income	10,173	-	-	-	-	-	

provided to Other Markets of US\$63m

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and other operating revenue						
l nvestment return	3,059	5,716	68	-	-	-
Total expenses	11,376	-	-	16	4,166	773
Of which: Net insurance and investment	8,624				4,166	773
contract benefits Restructuring and	0,024	-	-	-	4,100	773
separation costs Investment	-	-	-	-	-	-
management expenses and finance costs Change in	123			16		
third party interests in consolidated investment funds	-	-	-	-	-	-
Share of loss of associates and joint ventures	(21)	-	-	-	-	-
Operating profit	1,835	5,716	68	(16)	(4,166)	(773)
Otner non-operati	ing items in 2	OU9 consist of r	estructuring and sep	aration costs of	US\$89m (see N	vote 5).

# 7. Segment information (continued)

Key markets

Hong Korea Other Corporate
US\$m Korea Other Corporate
Total

Total weighted premium income 2,916 2,351 1,641 727 934 2,268 1,366 - 12,203  Net premiums, fee income and other operating revenue (net of reinsurance
income 2,916 2,351 1,641 727 934 2,268 1,366 - 12,203  Net premiums, fee income and other operating revenue (net of reinsurance
and other operating revenue (net of reinsurance
revenue (net of reinsurance
·
1 1) 0 0 0 0 0 1 0 0 0 1 0 0 0 1 0 0 0 0
ceded) 2,023 2,403 1,658 706 847 1,698 1,032 (6) 10,361
Investment income <sup>1</sup> 767 657 616 230 184 248 397 45 3,144
Total revenue 2,790 3,060 2,274 936 1,031 1,946 1,429 39 13,505
Net insurance and
investment contract
benefits <sup>2</sup> 1,540 2,101 1,551 663 692 1,222 860 1 8,630
Commission and other
acquisition expenses 336 381 238 80 76 307 148 (3) 1,563
Operating expenses 183 132 129 64 172 132 173 104 1,089
Investment management
expenses and finance costs <sup>3</sup> 141 23 24 5 6 4 31 18 252
<b>Total expenses</b> 2,200 2,637 1,942 812 946 1,665 1,212 120 11,534 Share of profit/(loss) from
associates and joint
ventures - 1 1 (1) (29) - (28)
Operating profit/(loss) 590 424 333 123 85 281 188 (81) 1,943
Tax on operating
profit/(loss) (21) (121) (100) (11) 3 (63) (29) (6) (348)
Operating profit/(loss)
after tax 569 303 233 112 88 218 159 (87) 1,595
Operating profit/(loss) after
tax attributable to:
Shareholders of AIA
Group Limited 568 303 233 112 88 218 153 (87) 1,588
Non-controlling interests 1 6 - 7
Key operating ratios:
Expense ratio 6.3% 5.6% 7.9% 8.8% 18.4% 5.8% 12.7% - 8.9%
Operating margin 20.2% 18.0% 20.3% 16.9% 9.1% 12.4% 13.8% - 15.9%
Operating return on allocated equity 18.3% 11.7% 22.7% 27.5% 16.8% 20.2% 13.7% - 15.1%
Operating profit includes:
Finance costs 122 2 21 1 1 - 2 10 159
Depreciation and amortisation 1 13 9 7 14 9 6 5 64 Strategic initiative expenses 4 2 9 1 1 8 25
Strategic initiative expenses 4 2 9 1 1 8 25  Note: (1) Excludes investment income related to investment-linked contracts
Note: (1) Excludes investment income related to investment-linked contracts  Note: (2) Excludes corresponding changes in insurance and investment contract liabilities from

investment experience for investment-linked contracts and participating funds and investment income

Note: (3) Excludes investment management expenses related to investment-linked contracts

related to investment-linked contracts

<sup>7.</sup> Segment information (continued)

# 7. Segment information (continued)

Operating profit may be reconciled to net profit/(loss) as follows: Key markets

			noy man	010					porate	
US\$m 30 November 2008	Hong Kong		Singapore	Malays	sia Chir	na Kor		ther kets	and Other	Total
Operating profit/(loss) Non-operating items Profit/(loss) before tax Tax on operating profit Tax on non-operating	590 (326) <b>26</b> 4 (21)	(738) <b>(314)</b>	<b>333</b> (479) <b>(146)</b> (100) 193	(7 , (1	(4) (5 <b>49</b> (1)	0) (8 <b>35 1</b> 9 3 (6	<b>81</b> 33) (* <b>98</b> 33) 29	<b>188</b> 102) <b>86</b> (29) 9	(81) (123) (204) (6) 3	<b>1,943</b> (1,975) <b>(32)</b> (348) 518
items Other non-operating tax			-		-	-	-	-	275	275
items Tax (expense)/credit Net profit/(loss) Net profit/(loss)	(21) <b>243</b>		93 <b>(53)</b>			,	34) <b>64</b>	(20) <b>66</b>	272 <b>68</b>	445 <b>413</b>
attributable to: Shareholders of AIA Group Limited	243	3 (214)	(53)	:	86 !	53 1	64	62	67	408
Group Limited Non-controlling interests Allocated equity may be			-		-	-	-	4	1	5
US\$m 30 November 2008	Hong Kong T		ey markets		China	Korea	Other Markets		porate Other	Total
Assets before investments in associates and joint ventures Investments in associates and joint ventures  Total assets  Total liabilities <sup>4</sup> Total equity  Non-controlling	- 19,252	13,938 2 13,940 11,030 <b>2,910</b>	15,883 7 15,890 15,003 <b>887</b>	2 5,536		5,055	5,656 36 5,692 4,716 <b>976</b>		1,008 474	71,962 47 72,009 63,091 <b>8,918</b>
interests Amounts reflected in other comprehensive income:	-	-	-	-	-	-	10		-	10
Fair value reserve	(1,737)	457	(112)	27	76	(175)	(118)		17	(1,565)
Foreign currency translation reserve	-	5	21	(3)	53	(410)	(120)		(1)	(455)

Allocated equity	3,573	2,448	978	437	554 1,216	1,204	518 10	,928
Net capital in/(out) flows	684	(74)	(45)	(28)	7 105	118	(377)	390

Corporate and Other and Other Markets adjusted for subordinated intercompany debt Note: (4) provided to Other Markets of US\$68m

#### Segment information (continued) 7.

Segment information may be reconciled to the consolidated income statement as shown below.

Investment Related changes in insurance

				Investment F	Related changes in		
			Investment	•	and investment	contract	Third
			income related to	expenses related	benefits		interes
			investment-linked	to			consolio
	Segment	Investment	contracts	investment-linkedli	nvestment-linkedP	articipating	invest
US\$m	information			contracts	contracts	funds	f
30							
November							
2008							
Total rev	13,505	(10,222)	80				
enue	13,505	(10,222)	00	-	-	-	
Of which:							
Net							
premiums,							
fee income	10,361	-	-	-	-	-	
and other							
operating							
revenue							
I		/					
nvestment	3,144	(10,222)	80	-	-	-	
return							
Total							
expenses	11,534	-	-	10	(5,919)	(1,502)	
ехрепвев							
Of which:							
Net insurance							
and							
investment	8,630	_	-	-	(5,919)	(1,502)	
contract	,				( , , ,	( , , ,	
benefits							
Restructuring							
and							
separation	-						
costs							
Investment	252			10			
management							
expenses							
and finance							

Share of loss of associates and joint ventures Operating	(28) <b>1,943</b>	(10,222)	- 80	(10)	- 5,919	1,502
costs Change in third party interests in consolidated investment	-	-	-	-	-	-

Other non-operating items in 2008 consist of a gain of US\$447m arising on the recapture of a reinsurance treaty and restructuring costs of US\$10m (see Note 5).

### 7. Segment information (continued)

7. Sogment information	-	ucu,	Key ma	rkets					
1100	Hong	<del>-</del>	0.		O	14 14	Other	Corporate	<b>.</b>
US\$m	Kong	Ihailand	Singapore	Malaysia	China	Korelad	arkets	and Other	Total
Year ended 30 November 2007									
Total weighted premium									
income	2,845	2,164	1,514	667	806	2,178	1,184	-	11,358
Net premiums, fee income	,	,	,			,	,		,
and other operating revenue									
(net of reinsurance ceded)	1,401	2,206	1,464	610		1,506	912	(5)	8,817
Investment income <sup>1</sup>	607	557	538	200	147	233	352	72	2,706
Total revenue	2,008	2,763	2,002	810	870	1,739	1,264	67	11,523
Net insurance and	1,124	1,928	1,434	554	551	1,165	829	1	7,586
investment contract									
benefits <sup>2</sup>									
Commission and other									
acquisition expenses	198	293	76	75	68	165	70	2	947
Operating expenses	133	114	95	52	127	136	157	148	962
Investment management									
expenses and finance									
costs <sup>3</sup>	153	26	49	6	2	4	30	16	286
Total expenses	1,608	2,361	1,654	687	748	1,470	1,086	167	9,781
Share of profit/(loss) from									
associates and joint	0	(4)					(0)		
ventures	8	(1)	- 040	400	100	-	(8)	1	- 4 740
Operating profit/(loss)	408	401	348	123	122	269	170	(99)	1,742
Tax on operating profit	(40)	(126)	(68)	(38)	(11)	(77)	(54)	(47)	(461)
Operating profit/(loss)	260	075	000	0.5	444	100	446	/1 AC\	1 001
after tax	368	275	280	85	111	192	116	(146)	1,281
Operating profit/(loss) after tax attributable to:									
	368	275	280	85	111	192	105	(146)	1,270
								. ,	•

### **Shareholders of AIA**

**Group Limited** 

Non-controlling interests - - - - - - 11 - 11

**Key operating ratios:** 

Operating profit includes:

Finance costs 141 - 42 2 1 - - 17 203

Depreciation and amortisation 6 8 8 4 7 8 6 5 52

Strategic initiative expenses - - - - - - - - -

Note: (1) Excludes investment income related to investment-linked contracts

Note: (2) Excludes corresponding changes in insurance and investment contract liabilities from investment experience for investment-linked contracts and participating funds and investment income related to investment-linked contracts

Note: (3) Excludes investment management expenses related to investment-linked contracts

### 7. Segment information (continued)

Operating profit may be reconciled to net profit/(loss) as follows:

Key markets

	Hong						Other C	Corporate and	
US\$m	Kong	Thailand	Singapore	Malaysia	China	KoreMa	arkets	Other	Total
30 November 2007									
Operating profit/(loss)	408	401	348	123	122	269	170	(99)	1,742
Non-operating items	203	341	68	55	63	36	42	29	837
Profit/(loss) before tax	611	742	416	178	185	305	212	(70)	2,579
Tax on operating profit	(40)	(126)	(68)	(38)	(11)	(77)	(54)	(47)	(461)
Tax on non-operating	-	(103)	(36)	(28)	(12)	(11)	(1)	1	(190)
items									
Tax (expense)/credit	(40)	(229)	(104)	(66)	(23)	(88)	(55)	(46)	(651)
Net profit/(loss)	571	513	312	112	162	217	157	(116)	1,928
Net profit/(loss)									
attributable to:									
Shareholders of AIA	571	513	312	112	162	217	143	(116)	1,914
Group Limited									
Non-controlling interests	-	-	-	-	-	-	14	-	14

Allocated equity may be analysed as follows:

Key markets

US\$m Other Corporate
US\$m Other Total

**30 November 2007** 

Assets before investments in associates and joint

ventures 23,623 13,730 20,535 5,790 4,544 7,763 6,815 5,329 88,129

Investments in associates and joint ventures  Total assets	23,623	4 13,734	17 20,552	,	4,544	,	23 6,838	19 63 5,348 88,192
Total liabilities Total equity	20,873 <b>2,750</b>	10,715 <b>3,019</b>	19,331 <b>1,221</b>	5,365 <b>425</b>	4,142 <b>402</b>	6,893 <b>870</b>	5,135 <b>1,703</b>	2,247 74,701 <b>3,101 13,491</b>
Non-controlling interests Amounts reflected in other comprehensive income:	-	-	-	-	-	-	51	- 51
Fair value reserve	104	141	70	17	(108)	(85)	558	2,272 2,969
Foreign currency translation reserve <b>Allocated equity</b> Net capital in/(out)	- 2,646	142 <b>2,736</b>	75 <b>1,076</b>	29 <b>379</b>	16 <b>494</b>	8 <b>947</b>	70 <b>1,024</b>	1 341 <b>828 10,130</b>
flows	(7)	(61)	(319)	(51)	-	60	(1)	285 (94)

## 7. Segment information (continued)

Segment information may be reconciled to the consolidated income statement as shown below.

US\$m <b>30</b>	Segment In		investment-linked contracts	management expenses related	benefits	contract	Third interes consolic invest f
November 2007 Total revenue	11,523	3,640	63	-	-	-	
Of which:							
Net premiums, fee income and other operating revenue	8,817	-	-	-	-	-	
nvestment return	2,706	3,640	63	-	-	-	
Total expenses	9,781	-	-	9	2,469	308	
Of which:							

Operating profit	1,742	3,640	63	(9)	(2,469)	(308)
and finance costs Change in third party interests in consolidated investment funds	-	-	-	-	-	-
contract benefits Investment management expenses	286			9		
Net insurance and investment	7,586	-	-	-	2,469	308

### 8. Revenue

### Investment return

			Year ended	
	30	30	30	
1104	November	November	November	
US\$m	2007	2008	2009	
Interest income	2,560	2,958	2,913	
Dividend income	184	203	147	
Rental income	25	63	67	
Investment income	2,769	3,224	3,127	
Available for sale	•	•	ŕ	
Net realised gains/(losses) from debt securities	1	(90)	(162)	
Impairment of debt securities	-	(142)	(67)	
Net gains/(losses) of available for sale financial assets	1	(232)	(229)	
reflected in the consolidated income statement				
At fair value through profit or loss				
Net (losses)/gains of debt securities	(227)	(1,117)	635	
Net gains/(losses) of equity securities	4,030	(8,968)	5,506	
Net fair value movement on derivatives	100	(247)	273	
Net gains/(losses) in respect of financial assets at fair value	3,903	(10,332)	6,414	
through				
profit or loss				
Net foreign exchange (losses)/gains	(262)	300	(426)	
Other realised (losses)/gains	(2)	42	(43)	
Investment experience	3,640	(10,222)	5,716	
Investment return	6,409	(6,998)	8,843	
Other realised (losses)/gains for the year ended 30 November 2009 includes US\$9m of impairment loss				

8. Revenue 55

relating to the disposal group held for sale (see Note 11 for further information) and US\$29m loss before tax relating to the disposal of PT Asuransi AIA Indonesia.

Foreign currency movements resulted in the following (losses)/gains recognised in the income statement (other than gains and losses arising on items measured at fair value through profit or loss):

			Year ended
	Year ended	Year ended	30
	30 November	30 November	November
US\$m	2007	2008	2009
Foreign exchange (loss)/gain	(225)	227	(140)

# 8. Revenue (continued) Other operating revenue

	Year ended 30 November 3		Year ended 30 November		
US\$m	2007	2008	2009		
Gain on recapture of reinsurance from former parent company (see Note 5)	-	447	-		
Other revenue	77	79	71		
Total	77	526	71		
The balance of other operating revenue largely consists of asset management fees.					

### 9. Expenses

	Year ended	Year ended	Year ended
	30 November 3	30 November 3	30 November
US\$m	2007	2008	2009
Inquirance contract benefits	4 555	F 400	E 075
Insurance contract benefits	4,555	5,402	5,375
Change in insurance contract liabilities	5,233	(1,898)	6,275
Investment contract benefits	1,228	(2,047)	2,164
Insurance and investment contract benefits	11,016	1,457	13,814
Insurance and investment contract benefits ceded	(653)	(248)	(251)
Insurance and investment contract benefits, net of ceded reinsurance	10,363	1,209	13,563
	0.000	0.000	1 055
Commissions and other acquisition expenses incurred	2,282	2,269	1,855
Deferral and amortisation of acquisition costs	(1,335)	(706)	(207)
Commission and other acquisition expenses	947	1,563	1,648
Employee benefit expenses	585	639	610
Depreciation	45	61	57
Amortisation	7	3	9
Operating lease rentals	81	94	90
Other operating expenses	244	292	215
Operating expenses	962	1,089	981
Restructuring costs	-	8	11

Investment return 56

Separation costs	-	2	78
Restructuring and separation costs	=	10	89
Investment management expenses	92	103	89
Finance costs	203	159	50
Change in third party interests in consolidated investment funds	80	(319)	164
Total	12,647	3,814	16,584

Other operating expenses include auditors' remuneration of US\$8m (2007: US\$8m; 2008: US\$8m). Operating expenses include strategic initiative expenses of US\$62m (2007: US\$nil; 2008: US\$25m). Strategic initiative expenses consist of expenses for enhancing distribution capability and operational efficiency and are approved by the Group's Strategic Initiative Office.

### 9. Expenses (continued)

Investment management expenses may be analysed as:

	Year ended	Year ended	Year ended
	30 November	30 November	30 November
US\$m	2007	2008	2009
Investment management expenses including fees paid to related			
parties	88	101	87
Depreciation on investment property	4	2	2
Total	92	103	89
Finance costs may be analysed as:			
, ,	Year ended	Year ended	Year ended
	30 November	30 November	30 November
US\$m	2007	2008	2009
Securities lending and repurchase agreements (see Note 30 for			
details)	193	134	44
Bank and other loans	1	18	5
Related party borrowings (see Note 41)	9	7	1
Total	203	159	50

Interest expense includes US\$5m (2007: US\$10m; 2008: US\$25m) on bank loans, overdrafts and related party loans wholly repayable within five years.

Employee benefit expenses consist of:

		•	Year ended
	Year ended	Year ended	30
	30 November	30 November	November
US\$m	2007	2008	2009
Wages and salaries	464	497	477
Share based compensation	11	19	8
Pension costs - defined contribution plans	20	27	30
Pension costs - defined benefit plans	12	12	14
Other employee benefit expenses	78	84	81
Total	585	639	610

9. Expenses 57

### 10. Income tax

Current income tax - overseas

charge; 2008: US\$90m credit).

Deferred income tax on temporary differences

	30 November 30 N	November 30 N	November
US\$m	2007	2008	2009
Tax (credited)/charged in the consolidated income statement			
Current income tax - Hong Kong Profits Tax	39	37	34

Year ended Year ended Year ended

364

(846)

287

333

425

187

Total

The provision for Hong Kong Profits Tax is calculated at 16.5%, starting from the year of assessment 2008/09. In previous periods, the Profits Tax rate in Hong Kong was 17.5%. Taxation for overseas subsidiaries and branches is charged at the appropriate current rates of taxation ruling in the relevant jurisdictions of which the most significant jurisdictions are outlined below. The tax benefit or expense attributable to Singapore, Malaysia, Australia and New Zealand life insurance policyholder returns is included in the tax charge or credit and is analysed separately in the consolidated income statement in order to permit comparison of the underlying effective rate of tax attributable to shareholders from year to year. The tax attributable to policyholders' returns included above is US\$137m charge (2007: US\$70m).

	Year ended	Year ended	Year ended
	30 November	30 November	30 November
	2007	2008	2009
Thailand	30%	30%	30%
Singapore	18%	18%	17%
Korea	27.50%	24.20%	24.2%
Malaysia	27%	26%	25%
China	25%/33%	25%	25%
Hong Kong	17.50%	16.50%	16.50%
Other	20% - 35%	20% - 35%	20% - 30%

The table above reflects the principal rate of corporate income taxes, as at the end of each year. The rate changes reflect changes to the enacted or substantively enacted corporate tax rates throughout the period in each jurisdiction.

The most significant matters affecting the tax charge for the year ended 30 November 2008 are the release of a provision for withholding tax of US\$275m following clarification of a tax treaty with Hong Kong (see Note 5 and below), a tax credit of US\$41m relating to a change of tax law in Malaysia and a reduction in Korea's corporate tax rate which will fall to 22% from 2012.

Hong Kong, where the Group is headquartered, currently has a number of tax treaties providing double tax relief in respect of countries in which the Group operates. The overall benefit of these treaties reduces the tax balances recorded in the consolidated statement of financial position as at 30 November 2009 by US\$358m (2008: US\$290m).

In the analysis that follows, the terms 'life insurance tax' and 'life surplus' have the following meaning:

life insurance tax refers to the permanent differences which arise where the tax regime specific to the life insurance business does not adopt net income as the basis for calculating taxable profit, for example Hong

Kong, where life business taxable profit is derived from life premiums; and

life surplus relates to the temporary difference which arises where the taxable profits are based on actual distributions from the long term fund. This primarily relates to Singapore and Malaysia.

### 10. Income tax (continued)

	Year ended 30		Year ended
US\$m	Novemb <b>e</b> ro 2007	vember3 2008	November 2009
Income tax reconciliation	2007	2006	2009
Profit/(loss) before income tax	2,579	(32)	2,411
Tax calculated at domestic tax rates applicable to profits in the respective	2,575	(32)	2,711
countries	610	5	549
Reduction in tax payable from:	0.0	J	0.10
Release of provision for withholding tax	_	(275)	_
Life insurance tax	_	(108)	_
Exempt investment income	(17)	(33)	(38)
Changes in tax rate and law	(24)	(44)	-
Release of provisions for uncertain tax positions	-	(10)	-
·	(10)		(4)
Amounts over provided in prior years	(10)	(3)	(4)
Unrecognised deferred tax assets	-	-	-
Other	-	(4)	-
	(51)	(477)	(42)
Increase in tax payable from:			
Life insurance tax	19	-	70
Withholding taxes	37	-	12
Disallowed expenses	3	20	43
Unrecognised deferred tax assets	13	7	4
Provisions for uncertain tax positions	3	-	3
Other	17	-	15
	92	27	147
Total income tax expense/(credit)	651	(445)	654
Deferred tax			
Temporary differences not recognised in the consolidated statement of financial position are:			
Tax losses	144	148	148
Insurance contract liabilities	117	89	52
Total	261	237	200

There are no current tax assets recoverable in more than one year. All jurisdictions are either in a net deferred tax liability position or there is no recognition of deferred tax assets.

10. Income tax 59

The Group has unused income tax losses carried forward in China, Indonesia, Vietnam and the Philippines. The losses in China, Vietnam and Indonesia expire if they remain unused five years after being incurred. Losses in the Philippines expire three years after being incurred. All of the tax losses currently carried forward are due to expire by the end of 2014.

### 10. Income tax (continued)

# The movement in deferred tax liabilities in the period may be analysed as set out below:

	Net deferred tax	(Charged)/		income	Net deferred tax
US\$m	asset/(liability) at 1  Decemberi	credited to the ncome statement		Foreign exchange	asset/(liability) at 30 November
30 November 2009					
Revaluation of financial instruments	(415)	(721)	(133)	(161)	(1,430)
Deferred acquisition	(1,244)	(187)	-	(42)	(1,473)
costs Insurance and investment contract liabilities	1,387	711	-	157	2,255
Withholding taxes Provision for	(48) 7	(12) (11)		(3) (2)	(63) (6)
expenses Losses available for offset against future taxable income	4	-	-	-	4
Life surplus	(255)	(118)	-	(26)	(399)
Other	17	5		3	25
Total	(547)	(333)	(133) <sup>1</sup>	(74)	(1,087)
30 November 2008					
Revaluation of financial instruments	(1,226)	755	(12)	68	(415)
Deferred acquisition costs	(1,620)	345	-	31	(1,244)
Insurance and	2,142	(000)	-	(62)	1,387
investment contract liabilities		(693)			
Withholding taxes	(304)	261	-	(5)	(48)
Provision for	59	(48)	-	(4)	7
expenses Losses available for		(10)			
offset against future taxable income	6	(2)	-	-	4

There are no current tax assets recoverable in more than one year. Alljurisdictions are either in a net defeded tax I

Life surplus Other <b>Total</b>	(431) (53) (1,427)	161 67 846	- (12) <sup>1</sup>	15 3 46	(255) 17 (547)
30 November 2007					
Revaluation of financial instruments	(1,379)	(20)	181	(8)	(1,226)
Deferred acquisition costs	(1,484)	(98)	-	(38)	(1,620)
Insurance and investment contract liabilities	1,683	331	-	128	2,142
Withholding taxes Provision for expenses Losses available for	(256) 150	(34) (66)	-	(14) (25)	(304) 59
offset against future taxable income	67	(44)	-	(17)	6
Life surplus Other <b>Total</b>	(36) (88) (1,343)	(285) 29 (187)	- - 181 <sup>1</sup>	(110) 6 (78)	(431) (53) (1,427)

Note: (1) Of the fair value reserve deferred tax charge of US\$133m for 2009, US\$139m (2008: US\$(22)m, 2007: US\$181m) relates to fair value gains and losses on available for sale financial assets and US\$6m (2008: US\$10m, 2007: US\$nil) relates to fair value gains and losses on available for sale financial assets transferred to income on disposal and impairment

# 11. Disposal groups held for sale

On 28 August 2009, AIA-B agreed to sell AIA (Bermuda) Services Inc. and transfer a block of life insurance policies through a business transfer to ALICO for an aggregate consideration of US\$1.

As a result, the assets and liabilities have been presented as held for sale at 30 November 2009. Refer to Note

8

for additional information.

The following table shows the assets and liabilities of the disposal group classified as held for sale.

US\$m 30 November 2009

Available for sale - debt securities	50
Other assets	5
Cash and cash equivalents	3
Total assets	58
Insurance contract liabilities	57
Other liabilities	1
Total liabilities	58

### 12. Earnings per share

#### **Basic**

Basic earnings per share is calculated by dividing the profit attributable to owners of the company by the weighted average number of ordinary shares in issue during the year.

	Year ended 30 November 2007		
Net profit attributable to shareholders of AIA Group Limited (US\$m)	1,914	408	1,754
Weighted average number of ordinary shares in issue (million)  Basic earnings per share (cents per share)  Diluted	12,000 <b>16</b>	12,000 <b>3</b>	12,000 <b>15</b>

Diluted earnings per share is calculated by adjusting the weighted average number of ordinary shares outstanding to assume conversion of all dilutive potential ordinary shares. The Group's only potentially dilutive instruments during the years presented are the shares yet to be issued at 30 November 2009 as described in note 34.

	Year ended	Year ended	Year ended
	30 November 3	30 November 3	0 November
	2007	2008	2009
Net profit attributable to shareholders of AIA Group Limited	1,914	408	1,754
(US\$m)	1,011	100	1,701
Weighted average number of ordinary shares for diluted earnings	12,000	12,000	12,000
per share (million)	12,000	12,000	12,000
Diluted earnings per share (cents per share)	16	3	15
Operating profit per share			

Operating profit (see Note 5) per share is calculated by dividing the operating profit after tax attributable to owners of the company by the weighted average number of ordinary shares in issue during the year. The Group's only potentially dilutive instruments during the years presented are the shares yet to be issued at 30 November 2009 as described in note 34.

		•	Year ended
	Year ended	Year ended	30
	30 November	30 November	November
	2007	2008	2009
Basic and fully diluted (cents per share)  13 Dividends	11	13	12

261	346	25
US\$m	US\$m	US\$m
November 2007	November 2008	2009
Year ended 30	Year ended 30 30	0 November
		Year ended

# Ordinary dividends declared and charged to equity in the period

Dividends declared and charged to equity reflect dividends declared by the subsidiaries of the Group to their former parent companies.

### 14. Intangible assets

US\$m		Computer software	Distribution and other rights	Total
Cost At 1 December 2006	144	81	5	230
Additions	-	22	-	22
Foreign exchange movements	1	-	-	1
At 30 November 2007 Additions	145	103 20	5 18	253 38
Disposals	_	(8)	-	(8)
Foreign exchange movements	(1)	(5)	-	(6)
At 30 November 2008	144	110	23	277
Additions	8	23	5	36
Acquisition of a subsidiary	-	- (4)	15	15
Disposals Disposal of a subsidiary	(23)	(4) (1)	(18)	(22) (24)
Foreign exchange movements	(20)	8	(1)	7
At 30 November 2009	129	136	24	289
Accumulated amortisation				
At 1 December 2006	(6)	(39)	-	(45)
Amortisation charge for the year	-	(7)	-	(7)
Foreign exchange movements At 30 November 2007	(6)	(1) (47)	- -	(1) (53)
Amortisation charge for the year	-	(3)	_	(3)
Disposals	-	8	-	8
Foreign exchange rate movements	-	3	-	3
At 30 November 2008	(6)	(39)	-	(45)
Amortisation charge for the year Disposal of a subsidiary	-	(8)	(1)	(9) 1
Foreign exchange rate movements	- -	(3)	-	(3)
At 30 November 2009	(6)	(49)	(1)	(56)
Net book value				
At 30 November 2007	139	56	5	200
At 30 November 2008	138	71	23	232
At 30 November 2009	123	87	23	233

# 14. Intangible assets (continued)

Of the above, US\$224m (2007: US\$191m; 2008: US\$210m) is expected to be recovered more than 12 months after the end of the reporting period.

13. Dividends 63

Goodwill arises primarily in respect of the Group's insurance businesses. Impairment testing is performed by comparing the carrying value of goodwill with the present value of expected future cash flows plus a multiple of the present value of the new business generated.

15.

## Investments in associates and joint ventures

		•	Year ended
	Year ended	Year ended	30
	30 November	30 November	November
US\$m	2007	2008	2009
Group			
At 1 December	267	63	47
Cash distributions (see Note 4 for details)	(190)	-	-
Additions	8	48	24
Disposals	(27)	(17)	(1)
Share of net (loss)/profit	-	(28)	(21)
Foreign exchange movements	5	(19)	4
At 30 November	63	47	53

The Group's interest in its principal associates and joint ventures is as follows:

				1 61661	naye iineres	LIIGIU
				As at	As at	As at
				30	30	30
				November		November
	Country of	Tune of charge			2008	2009
	Country of	Type of shares		2007	2008	2009
	incorporation	held	Principal activity			
AIG Card (Thailand)	Thailand	Ordinary	Credit card	000/	000/	
Company Limited		•	business	39%	39%	-
AIG Consulting	China	Ordinary	Consultancy			
Services Company			service	50%	-	-
Limited						
AIG Credit Card Co.	Hong Kong	Ordinary	Credit card	50%	_	_
(HK) Limited			business	30 /8		
Beacon Property	Philippines	Ordinary	Property	40%	40%	40%
Ventures, Inc			management	40 /6		
Chelshire	Singapore	Ordinary	Property			
Investments Private			management	50%	50%	50%
Limited			-			
Chelville Investments	Singapore	Ordinary	Property	E00/	E00/	F00/
Private Limited		-	management	50%	50%	50%
Deeptro Private	Singapore	Ordinary	Property	50%	50%	50%
Limited			management	30%	30%	30%
Grange Development	Singapore	Ordinary	Property	23.25%		
Private Limited			development	23.23%	-	-
ICCP Holdings Inc	Philippines	Ordinary	Investment	20%	20%	20%
			holding	20 /6		
Manila Exposition	Philippines	Ordinary	Hotel	10%	10%	10%
Complex, Inc				10 /6	1076	10 /6

Percentage interest held

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NaiLert Park Hotel Co. Limited	Thailand	Ordinary	Property management	20%	20%	20%
Panareno Sendrian Berhad	Malaysia	Ordinary and preference	Property management	35%	35%	35%
Philam Realty	Philippines	Ordinary	Property management	40%	40%	40%
Science Park of the Philippines	Philippines	Ordinary	Property management	17%	17%	17%
Tata AIG Life Insurance Company Limited	India	Ordinary	Insurance	26%	26%	26%
Winfame Investments Private Limited	s Singapore	Ordinary	Property management	50%	50%	50%
Winwave Investment Private Limited	sSingapore	Ordinary	Property management	50%	50%	50%

In 2008, AIG Consulting Services Company Limited in China became a subsidiary. All associates and joint ventures are unlisted.

15.

### Investments in associates and joint ventures (continued)

### Aggregated financial information of associates and joint ventures

			As at
	As at	As at	30
	30 November	30 November	November
US\$m	2007	2008	2009
Share of income	142	65	146
Share of expenses	(142)	(93)	(167)
Share of profit/(loss)	-	(28)	(21)
Share of current assets	265	221	425
Share of long term assets	161	195	186
Share of current liabilities	(239)	(73)	(30)
Share of long term liabilities	(124)	(296)	(528)
Share of net assets	<b>63</b>	<b>47</b>	<b>5</b> 3

Investments in associates and joint ventures are held for their long term contribution to the Group's performance and so all amounts are expected to be realised more than 12 months after the end of the reporting period.

16.

# Property, plant and equipment

Fixtures Computer
Property held for use and fittings hardware Total

US\$m

Cost				
At 1 December 2006	339	194	133	666
Additions	3	27	28	58
Disposals	_	(7)	(7)	(14)
Transfers from investment property	19	-		Ì 19
Foreign exchange movements	24	-	(1)	23
At 30 November 2007	385	214	153	752
Additions	4	45	18	67
Disposals	(10)	(8)	(6)	(24)
Transfers from investment property	` 4	-	-	` 4
Foreign exchange movements	(19)	(19)	(12)	(50)
At 30 November 2008	364	232	153	749
Additions	2	15	20	37
Disposals	-	(19)	(16)	(35)
Transfers to investment property	(10)	` -	· ,	(10)
Acquisition of a subsidiary	7	-	1	` <u> </u>
Disposal of a subsidiary	(1)	(3)	(1)	(5)
Foreign exchange movements	23	15	9	47
At 30 November 2009	385	240	166	791
Accumulated depreciation				
At 1 December 2006	(118)	(135)	(104)	(357)
Depreciation charge	`(11)	`(18)	`(16)	`(45)
Disposals	-	` 4	` 4	` 8
Foreign exchange movements	(7)	-	1	(6)
At 30 November 2007	(136)	(149)	(115)	. ,
Depreciation charge	`(13)	`(26)	(22)	`(61)
Disposals	` ź	` 4	` ź	`14
Transfers from investment property	(1)	-	_	(1)
Foreign exchange movements	8	12	11	31
At 30 November 2008	(137)	(159)	(121)	(417)
Depreciation charge	(11)	(23)	(23)	(57)
Disposals	-	14	15	29
Transfers to investment property	1	-	-	1
Disposal of a subsidiary	-	3	1	4
Foreign exchange movements	(9)	(9)	(7)	(25)
At 30 November 2009	(156)	(174)	(135)	(465)
Net book value				
At 30 November 2007	249	65	38	352
At 30 November 2008	227	73		