

**中国平安 PINGAN**

保险 · 银行 · 投资

# 2015 Third Quarterly Results

October, 2015



# Cautionary Note Regarding Forward-looking Statements

To the extent any statements made in this presentation containing information that is not historical are essentially forward-looking. These forward-looking statements include but not limited to projections, targets, estimates and business plans that the Company expects or anticipates will or may occur in the future. These forward-looking statements are subject to known and unknown risks and uncertainties that may be general or specific. Certain statements, such as those include the words or phrases "potential", "estimates", "expects", "anticipates", "objective", "intends", "plans", "believes", "will", "may", "should", and similar expressions or variations on such expressions may be considered forward-looking statements.

Readers should be cautioned that a variety of factors, many of which may be beyond the Company's control, affect the performance, operations and results of the Company, and could cause actual results to differ materially from the expectations expressed in any of the Company's forward-looking statements. These factors include, but are not limited to, exchange rate fluctuations, market shares, competition, environmental risks, changes in legal, financial and regulatory frameworks, international economic and financial market conditions and other risks and factors beyond our control. These and other factors should be considered carefully and readers should not place undue reliance on the Company's forward-looking statements. In addition, the Company undertakes no obligation to publicly update or revise any forward-looking statement that is contained in this presentation as a result of new information, future events or otherwise. Neither the Company nor any of its employees or affiliates is responsible for, or is making, any representations concerning the future performance of the Company.



Overview

Core Finance Business

Internet Finance Business

# Overview

# Overview

In the third quarter of 2015, China's economy entered into the New Normal phase. Investment growth slowed down and consumption growth remained stable. The economy environment was still complex. Ping An continued to implement its strategy to emphasize both its core finance business and the internet finance business, and maintained a stable and healthy growth in terms of its overall performance.

Looking ahead, China's economy initiated a “twin-engine” mode to support its structural upgrade and transformation. The financial and internet industries will witness the new revolution and integration, while opportunities and challenges will co-exist. We will closely monitor the changes of external economic environment, continue to maintain the steady growth of our core business, and further explore the internet finance model and business innovations, striving to become “a world-leading personal financial services provider”.

# Operating Highlights

## Core Finance Business

### Insurance

- Life insurance business maintained steady and healthy growth, while individual life insurance recorded robust growth in new business with a stable increase in agent productivity.
- Ping An Property & Casualty steadily grew its market share, recording excellent business quality and profitability.
- The net investment yield of our insurance funds rose steadily.

### Banking

- The scale kept increasing and profitability maintained stable.
- Operating efficiency continued to improve, and asset quality stayed at a manageable level.

### Investment

- Trust business maintained stable growth, actively promoted the restructuring of business model, and strictly controlled risk.
- Securities business kept on the implementation of the strategic transformation and kept pace with market development, with business performance recording new high.
- Ping An Asset Management continuously explored its third-party business and strengthened risk management system.

## Internet Finance Business

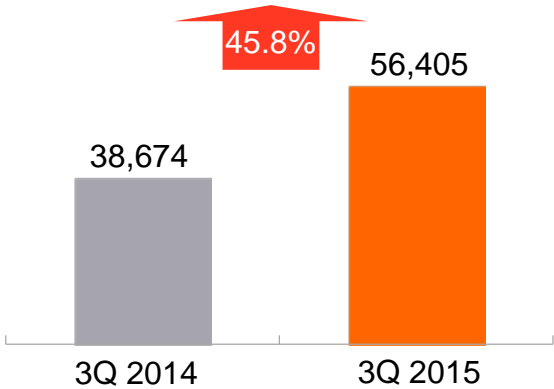
### Internet Finance

- Internet finance business recorded rapid growth. Total number of internet users of Ping An reached nearly 197 million, while the number of users of internet finance business reached 145 million, among which 48.90 million users held traditional financial products, accounting for 33.7%.
- Actively promote business integration with synergy effects gradually emerging.

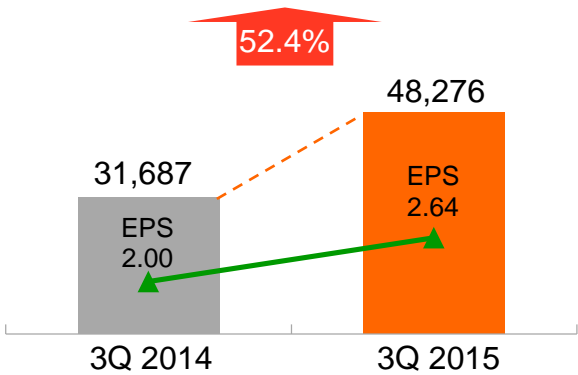
# Financial Highlights

(in RMB million/in RMB)

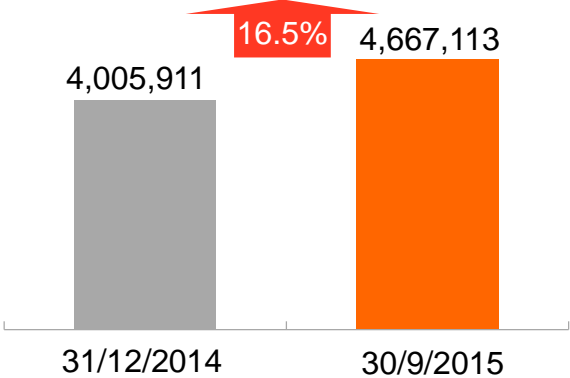
## Net Profit



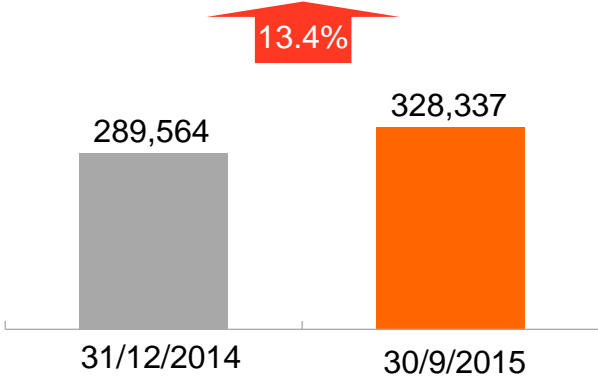
## Net Profit attributable to Shareholders of the Parent Company / EPS



## Total Assets



## Equity attributable to Shareholders of the Parent Company



Note: EPS for the previous period has been adjusted based on the latest share capital.

Overview

Core Finance Business

Internet Finance Business

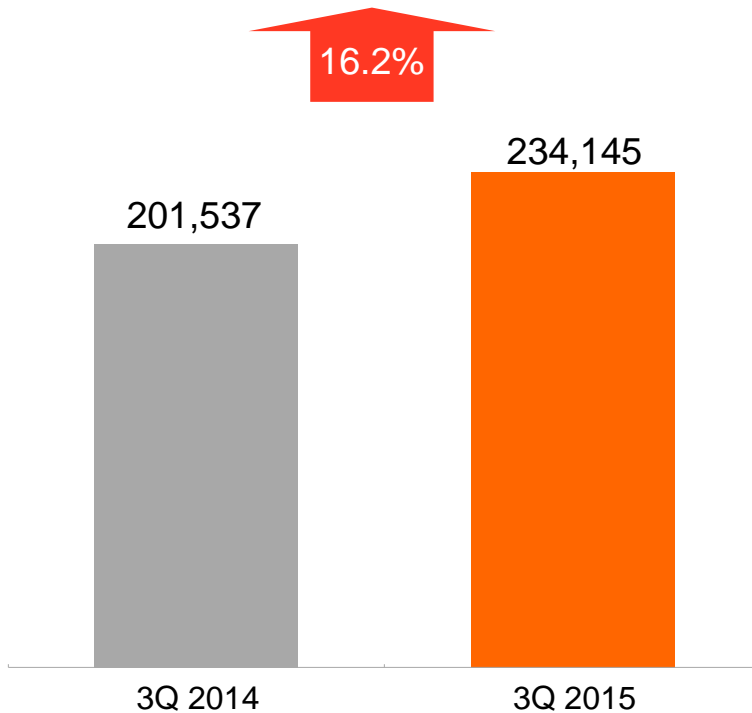
# Core Finance Business



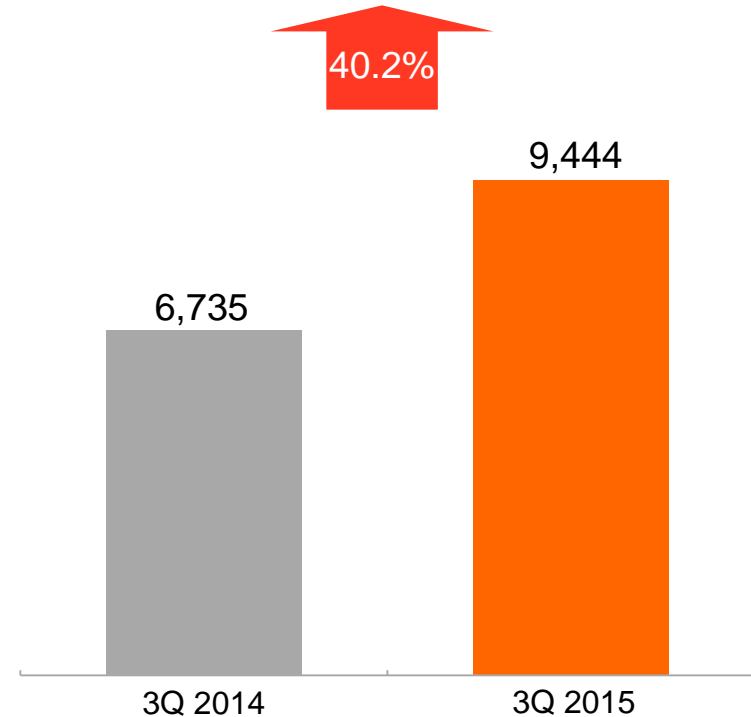
# Life Insurance Business (1/3)

Written premiums increased steadily with a leading market share in telemarketing  
(in RMB million)

Written Premiums



Written Premiums of Telemarketing



Notes:

(1) Written premiums mean all premiums received from the policies underwritten by the Company, which is prior to the significant insurance risk testing and separating of hybrid risk contracts.

(2) Life insurance includes business conducted through Ping An Life, Ping An Annuity and Ping An Health.

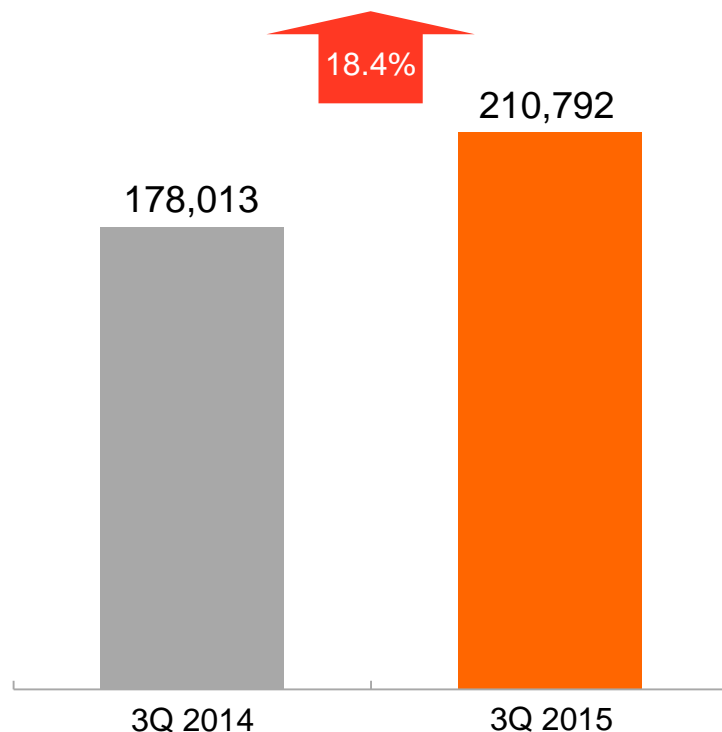


# Life Insurance Business (2/3)

New business of individual life insurance recorded robust growth

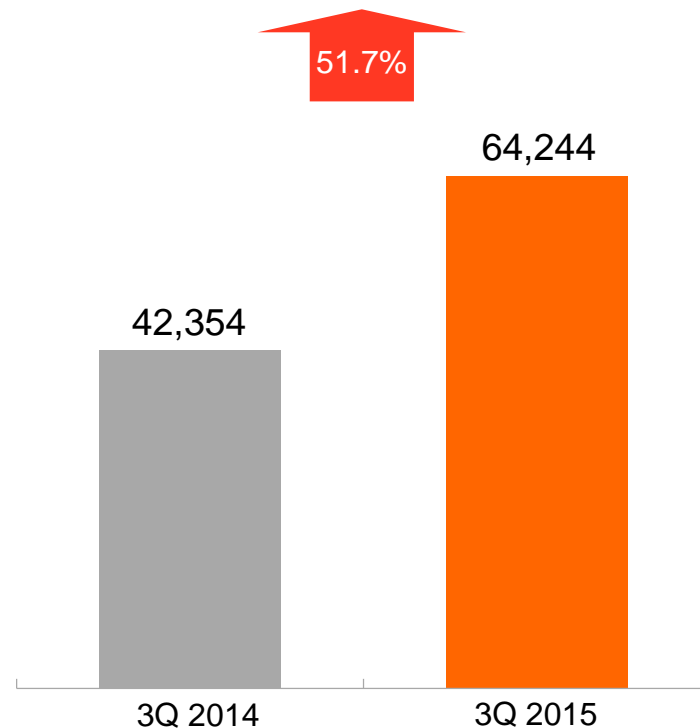
## Individual Life Written Premiums

(in RMB million)



## Individual Life New Business Written Premiums

(in RMB million)

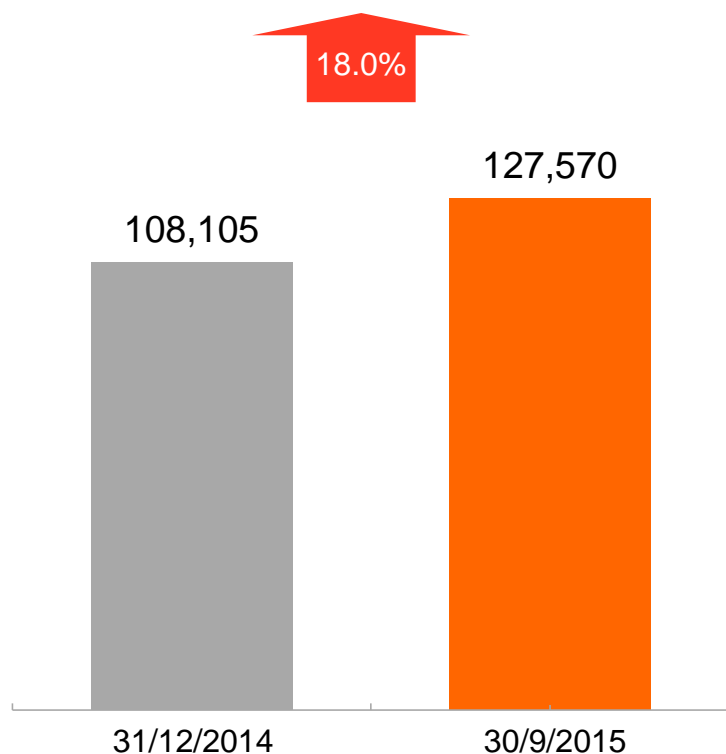


# Life Insurance Business (3/3)

Ping An Annuity remained a leader in the annuity market

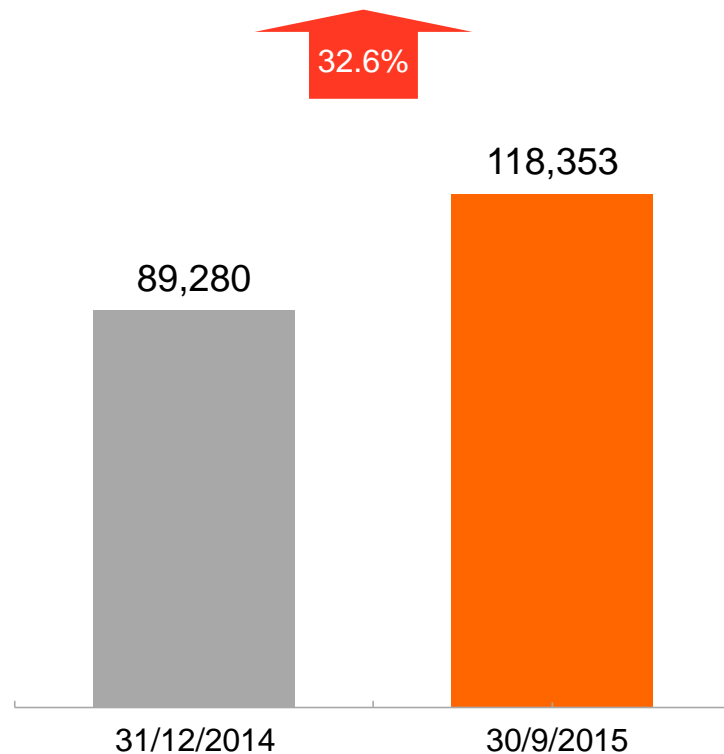
## Assets under Investment Management

(in RMB million)



## Assets Entrusted

(in RMB million)

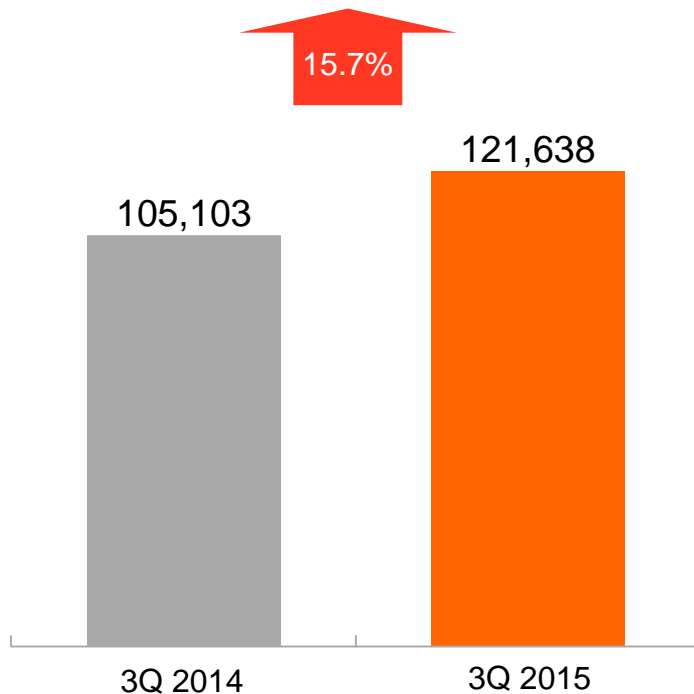


# Property and Casualty Insurance Business (1/2)

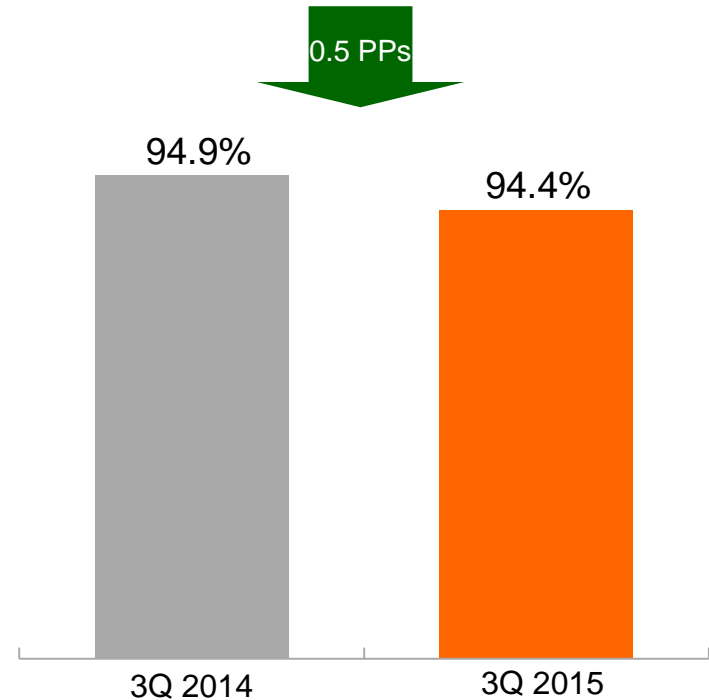
## Premium income of Ping An P&C maintained stable growth with sound business quality and profitability

### Premium Income

(in RMB million)



### Combined Ratio

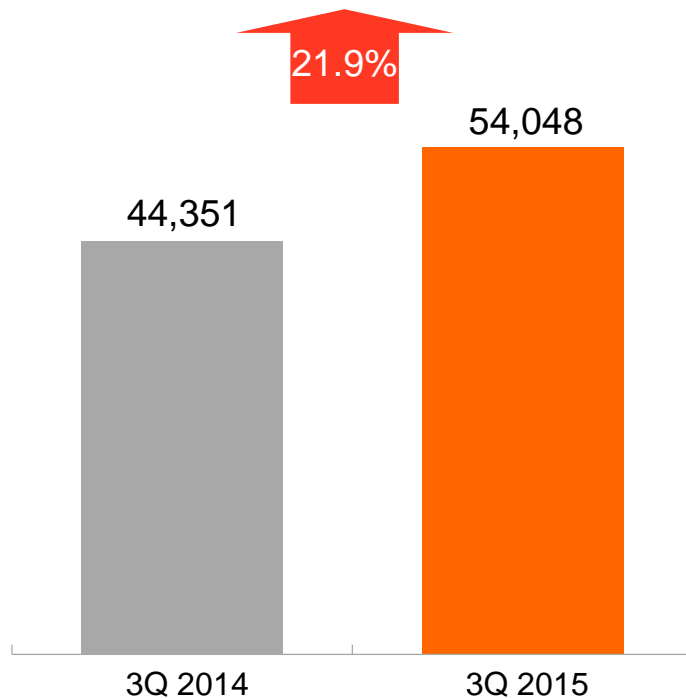


# Property and Casualty Insurance Business (2/2)

Sustained growth of premium from all sales channels

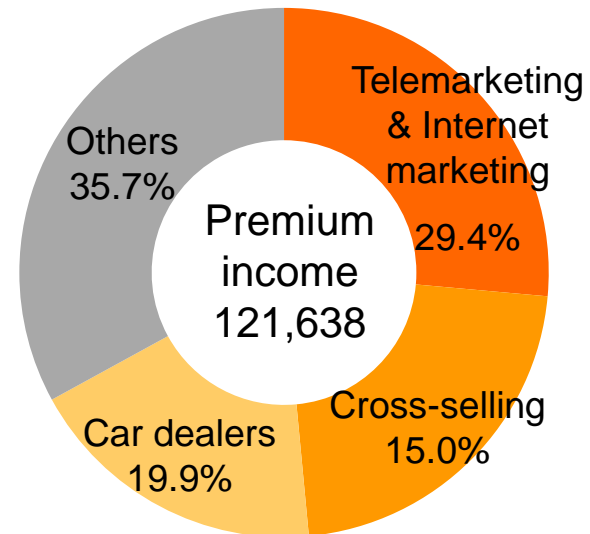
## Premium Income from Cross-selling and Telemarketing

(in RMB million)



## Channel Contribution

(in RMB million)

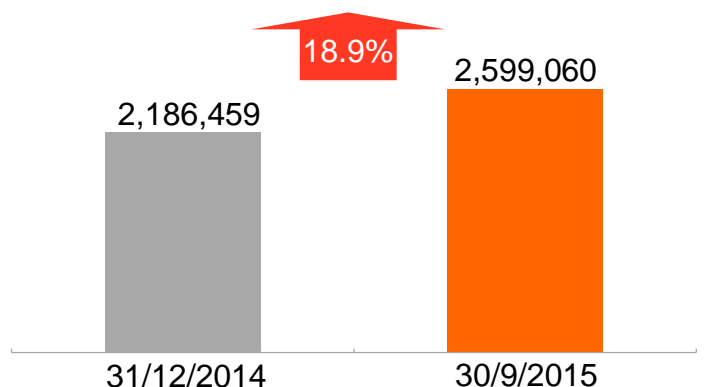


# Banking Business (1/3)

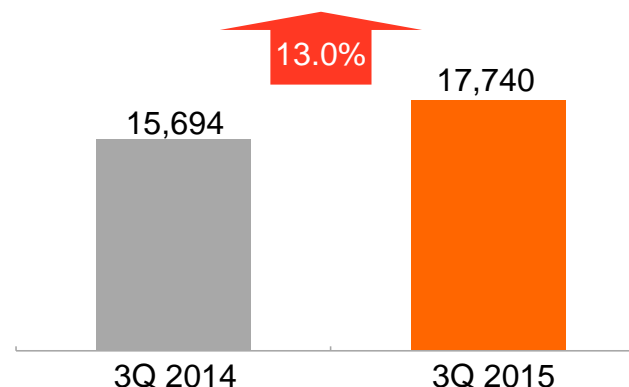
Business scale increased steadily with stable profitability

(in RMB million)

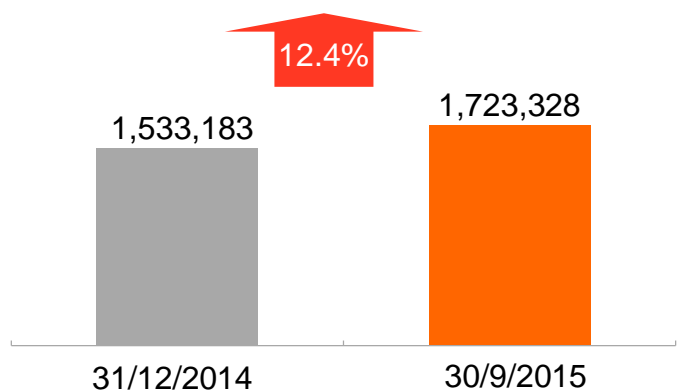
## Total Assets



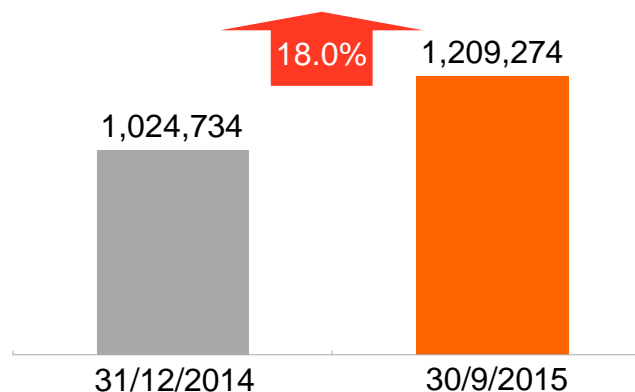
## Net Profit



## Total Deposits



## Loans and Advances

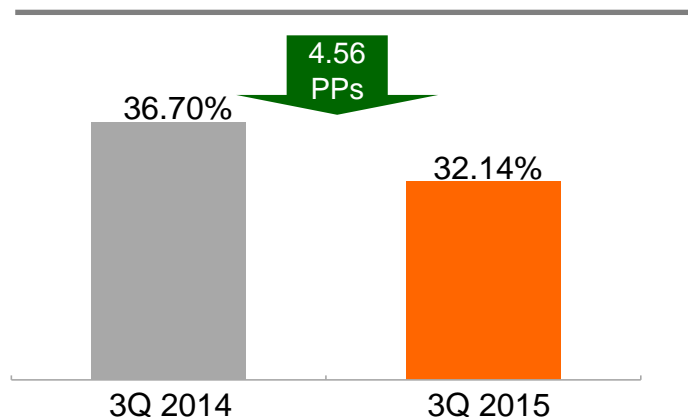


Note: The data is from the third quarterly report of Ping An Bank.

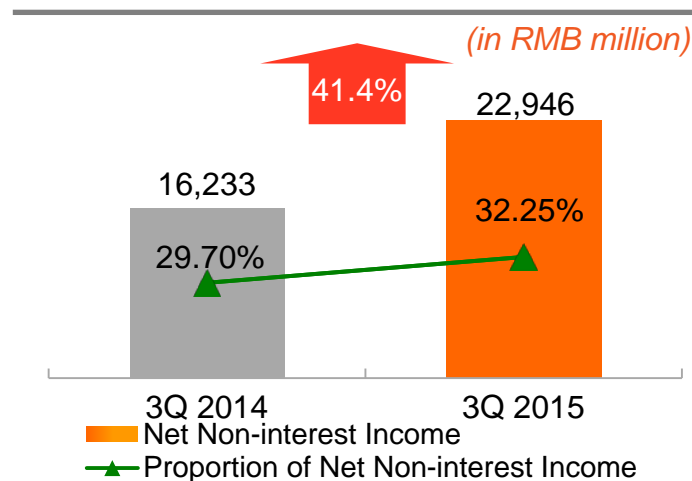
# Banking Business (2/3)

Business structure optimized, and operating efficiency improved continuously

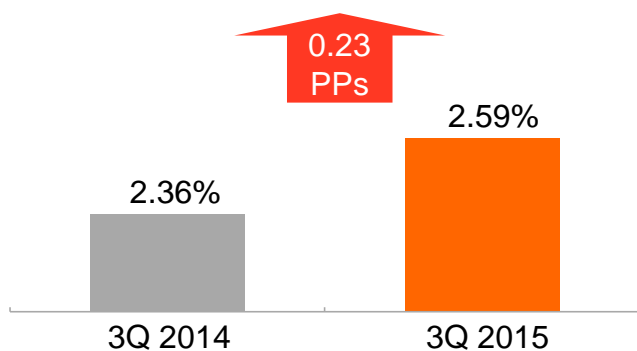
## Cost/income Ratio



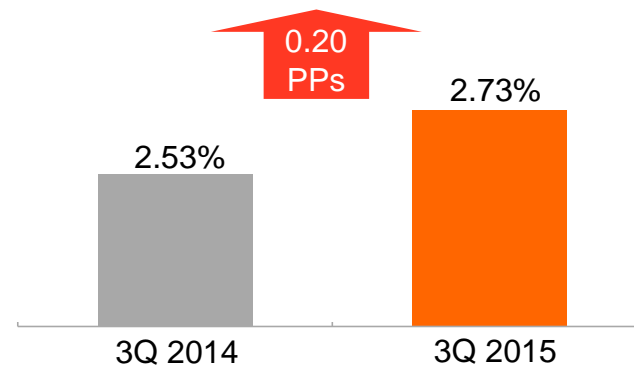
## Net Non-interest Income



## NIS



## NIM



Note: The data came from the third quarterly report of Ping An Bank.

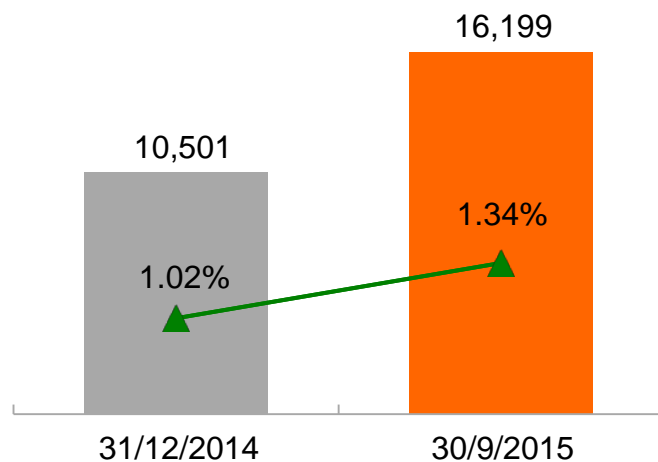
# Banking Business (3/3)

Increased provisions continuously while keeping the overall asset quality at a manageable level

## Non-performing Loans

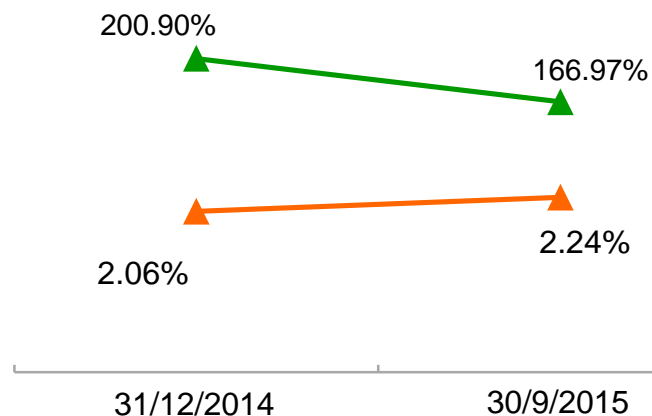
(in RMB million)

■ Balance of Non-performing Loans  
▲ Non-performing Loan Ratio



## Provision Coverage Ratio / Loan Loss Provision Ratio

▲ Provision Coverage Ratio  
▲ Loan Loss Provision Ratio

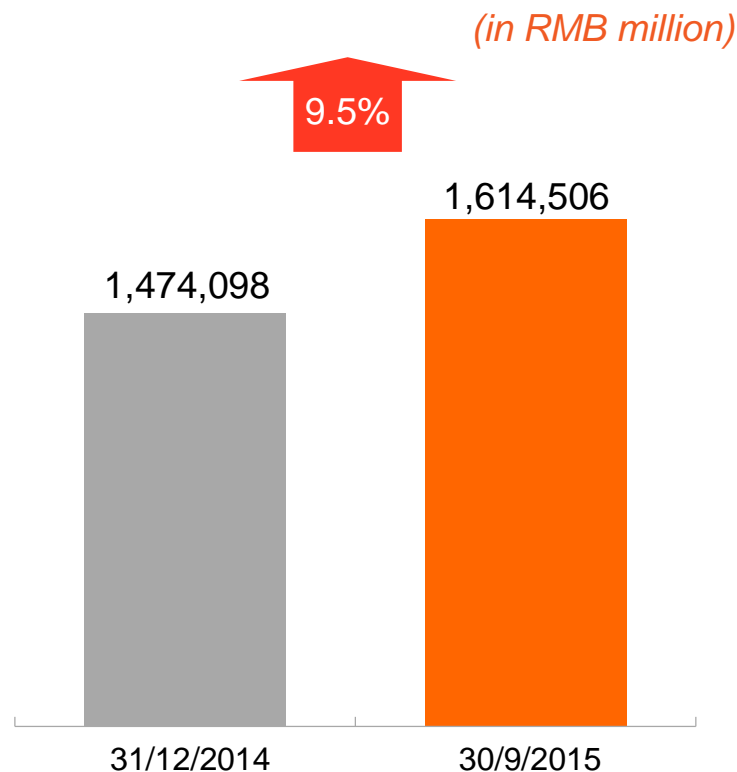


- As the domestic economy continued to descend this year, the pressure on banks' asset quality increased because some enterprises encountered difficulties and their financing capabilities declined. Ping An Bank has attached great importance to risk control, tackled various challenges proactively, implemented comprehensive risk management, enhanced the ability to handle risks, strengthened disposal of non-performing loans, and increased provisions and write-offs, keeping the overall asset quality under control.

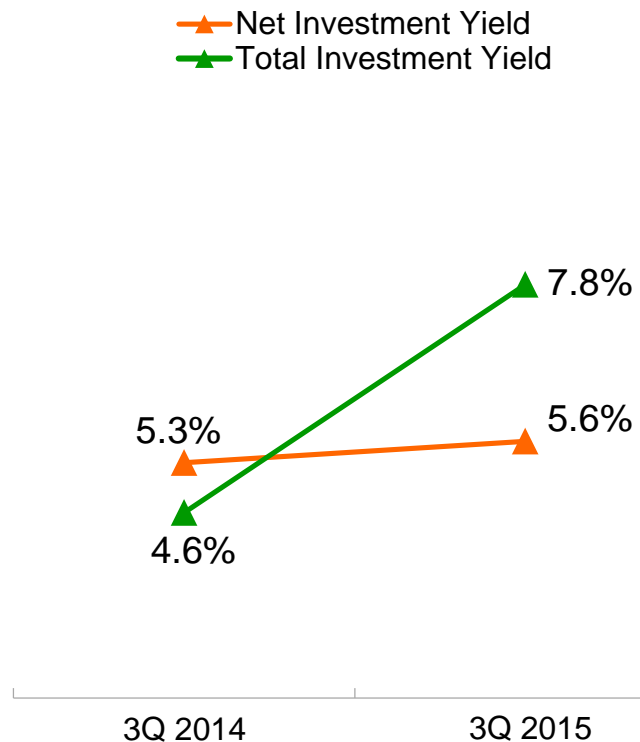
# Investment Business (1/4)

The allocation of insurance funds was optimized continuously with the net investment yield rising steadily

## Investment Assets



## Investment Yield (annualized)



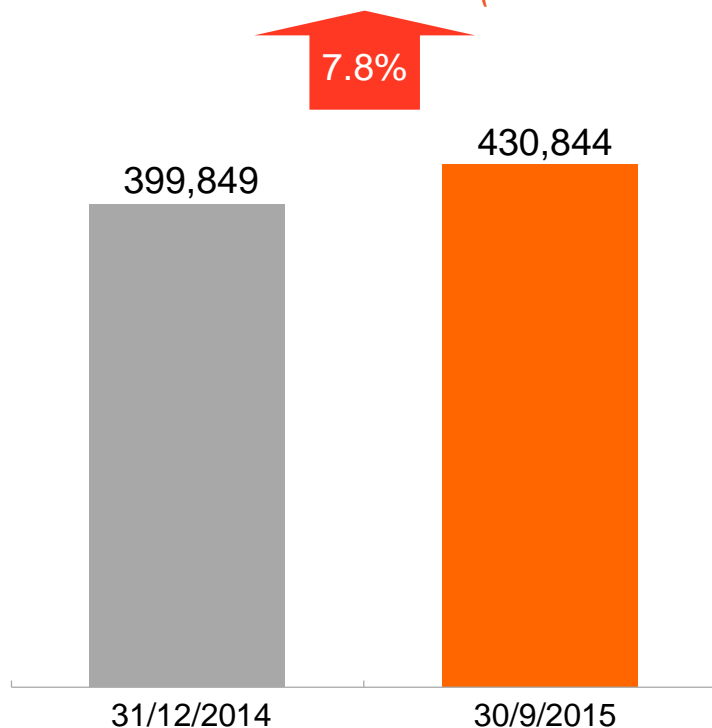


# Investment Business (2/4)

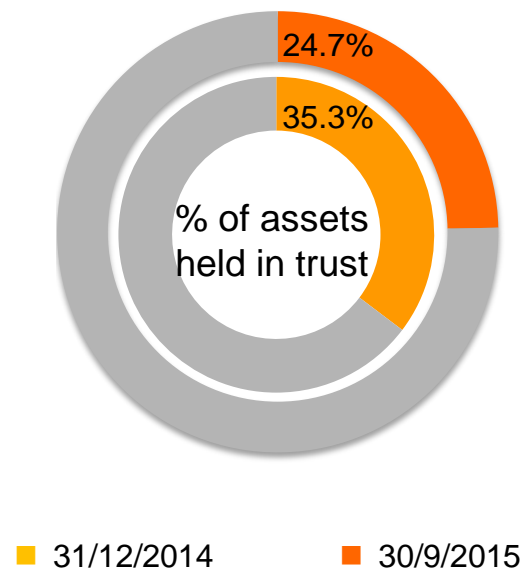
Trust business grew steadily, actively promoted the transformation and strictly controlled risk

## Assets held in Trust

(in RMB million)



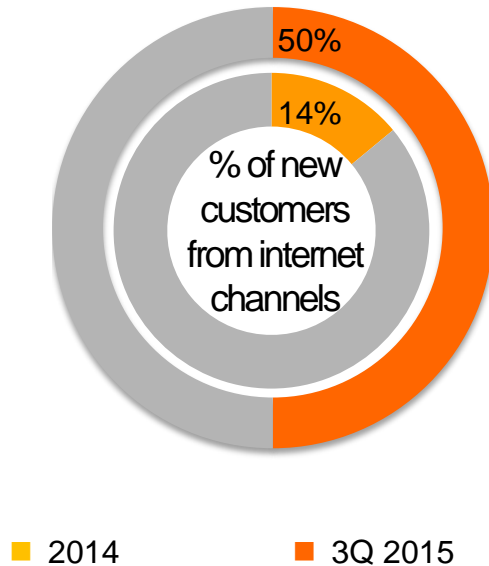
## Proportion of Financing Collective Trusts



# Investment Business (3/4)

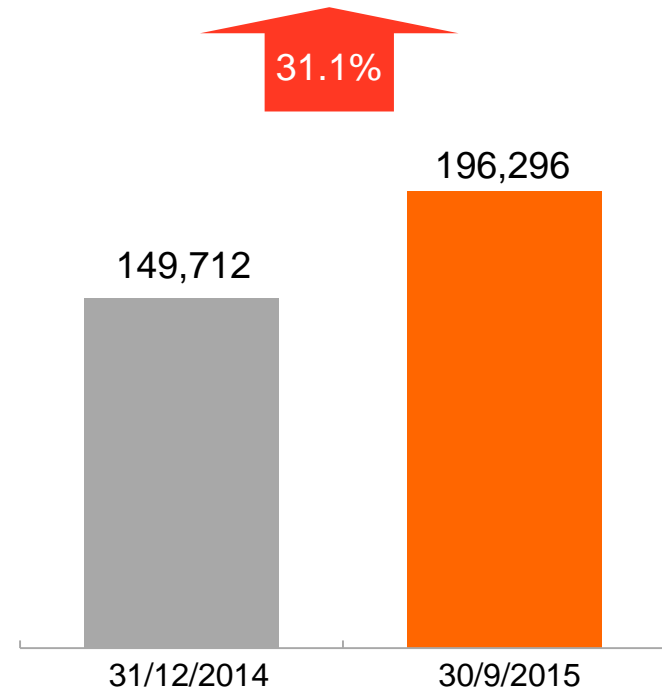
Strategic transformation of securities business saw significant results

## Percentage of New Customers Acquired from Internet Channels



## Scale of Asset Management Business

(in RMB million)

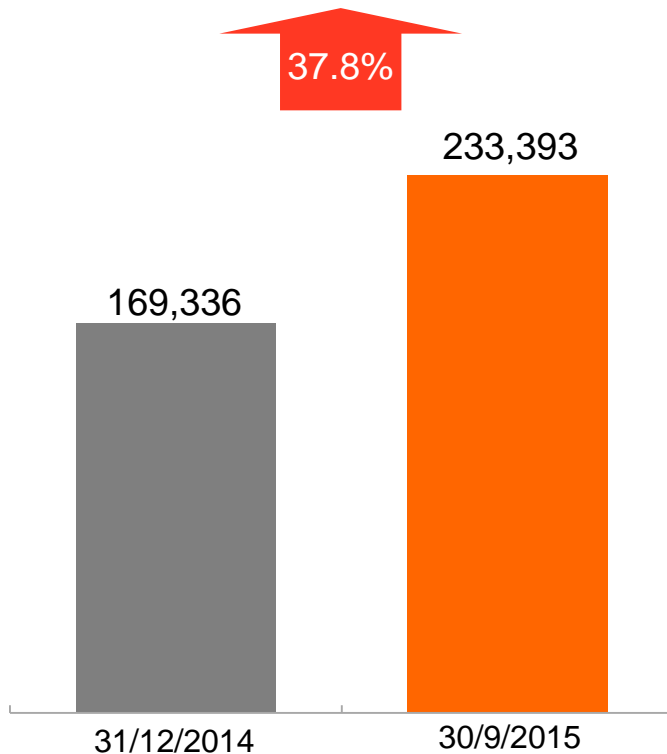


# Investment Business (4/4)

Ping An Asset Management further expanded its third-party business

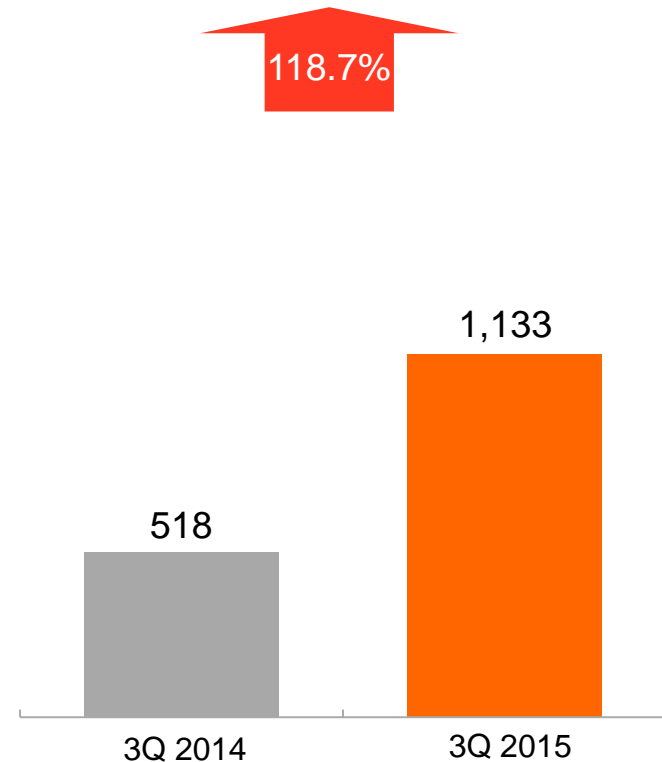
## Assets under Management

(in RMB million)



## Management Fees Income

(in RMB million)



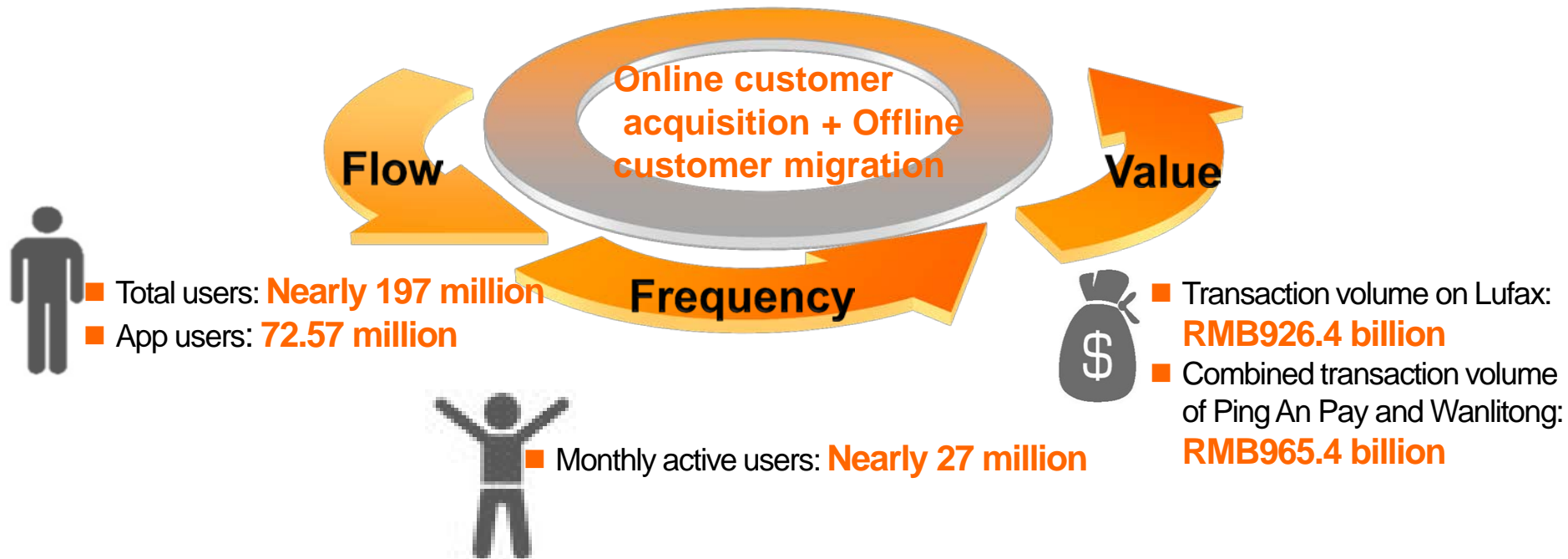
Overview

Core Finance Business

Internet Finance Business

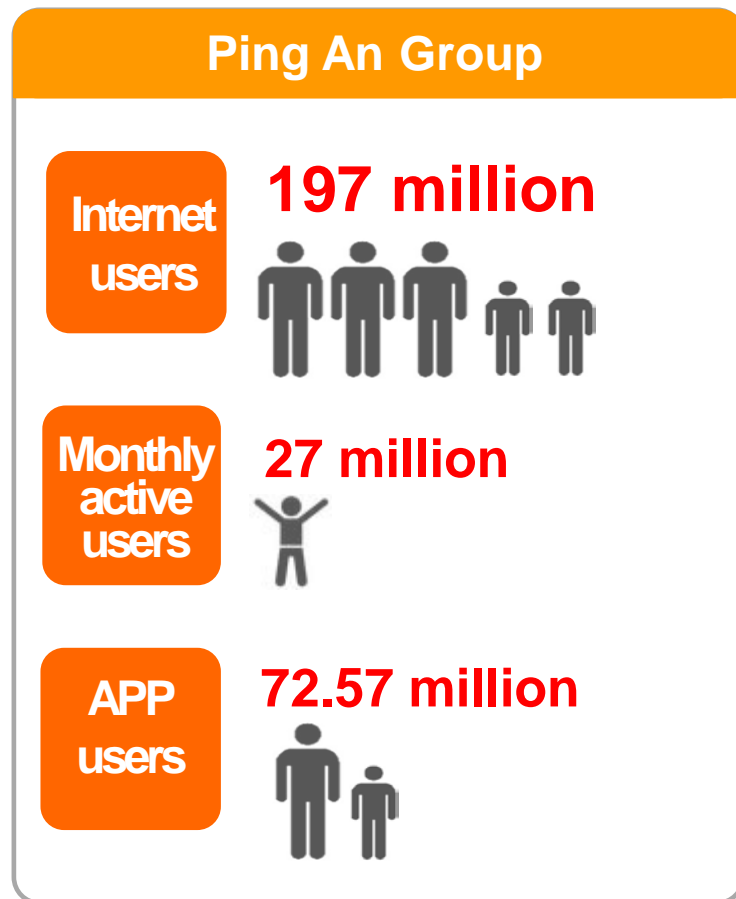
# Internet Finance Business

# The Internet Finance Business Grew Rapidly



# Internet Users: Nearly 197 million

## Monthly active Users: Nearly 27 million



Note: Ping An Group's total internet users and APP users include users of internet finance business and core finance business, adjusted for overlap.

# Integrated Lufax with Ping An Puhui, "Big Lufax" was formed



Lufax

Ping An Puhui

LU 陆金所  
.com  
中国平安集团成员

"Big Lufax"

Registered  
users



14.29 million

Up by 179.2%

Active  
investment  
users



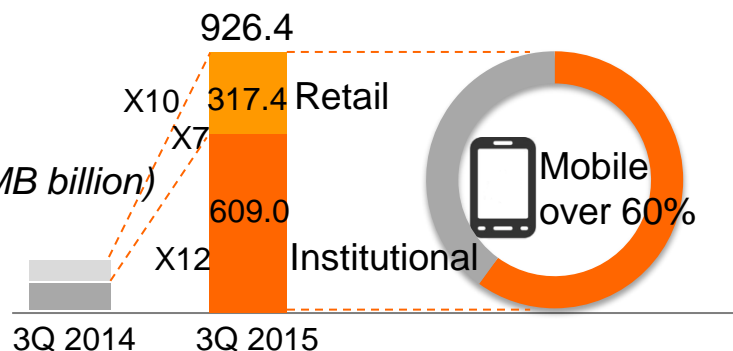
2.04 million

Up by nearly 5 times

Transaction  
volume

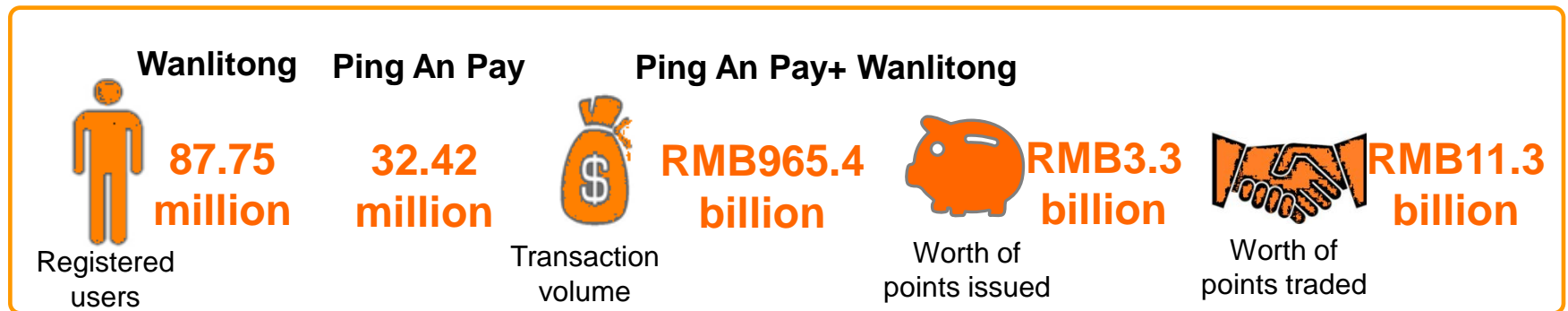


(in RMB billion)



Among retail transactions,  
volume of P2P transactions  
was RMB29.9 billion, up by  
more than 2 times over the  
same period last year

# Integration of Ping An Pay with Wanlitong boosted user traffic





# Expertise Creates Value



**Fortune**

No.96 among Fortune Global 500 companies



**Forbes**

No.32 among Forbes Global 2000 public companies



**Interbrand**

No.6 2015 Best China Brands



**Millward Brown, WPP**

No.68 among BrandZ Top 100 Most Valuable Global Brands



**Corporate Governance Asia**

“Asia’s Best CEO”,  
“Asia’s Best CFO” and “Best  
Investor Relations in China”



**The Economic Observer**

The Most Respected Chinese  
Company

中国平安 PINGAN

保险 · 银行 · 投资

Thank you

