

Fact Sheet for Investors (As at June 30, 2012)

Introduction

Strategic Positioning

Vision

Company Network

Business Structure

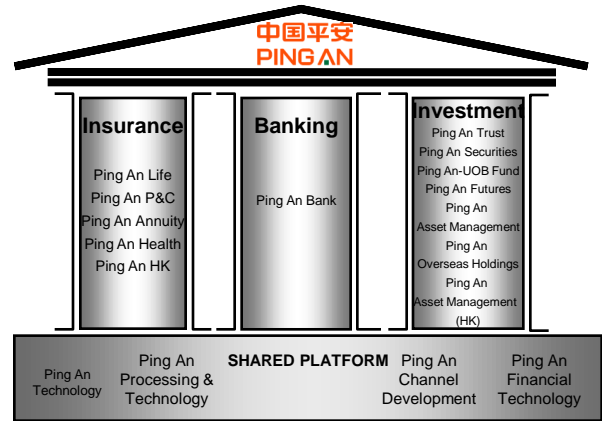
Businesses Highlights

Investment Value

Ratings

Since its inception in 1988, thanks to innovation and hard work, Ping An has grown from its roots as a property and casualty insurance company to become one of the foremost providers of diversified financial services and products in China. Our seamless structure allows us to serve the insurance, banking and investment needs of more than 74 million customers. We do this by combining local knowledge with high international standards of corporate governance. we achieved a net profit attributable to shareholders of the parent company of RMB13,959 million.

Establish a core business structure with the insurance, banking and investment businesses of the Group. Build an integrated financial services platform with a model of "one customer, one account, multiple products and one-stop services"; Grow our customer base and assets to be the market leader; Achieve a sustainable growth of profits and provide shareholders with stable returns on a long-term basis.



Insurance

Maintain the healthy and steady development of our property and casualty insurance and life insurance businesses while promoting their competitiveness and steady expansion in market share; Increase efforts in new business areas such as corporate annuity and health insurance.

The Group's life insurance business continued to develop in a steady manner with written premiums amounting to RMB114,837 million. Written premiums from the more profitable individual life insurance business amounted to RMB102,367 million, representing an increase of 7.9% year-on-year. The number of sales agents of individual life insurance business was nearly 494 thousands, representing an increase of 1.4% as compared with the end of 2011. As at June 30, 2012, more than 95% life insurance agents used the Mobile Integrated Terminal (MIT) system, and the total number of customers insured through MIT exceeded 5 million. Ping An Property & Casualty achieved stable business growth and recorded premium income of RMB48,750 million in the first half of the year, representing an increase of 19.7% year-on-year; its market share was 17.4%, maintaining its second-largest position in the market. Of this, premium income from cross-selling and telephone marketing increased by 31.7%, with contribution of these channels to the business increasing to 41.9%. Ping An Property & Casualty's combined ratio maintained at 93.1%. Our annuity business also achieved healthy and rapid growth.

Banking

Develop an integrated banking business by fully utilizing existing advantages such as customer base, products, channels and platforms to produce synergies across our businesses and to create win-win partnerships; Turn the banking business into a core one-stop service platform to provide the Group's customers with integrated financial services.

On April 2012, CBRC approved SDB's absorption merger with the original Ping An Bank. The deregistration of the original Ping An Bank was completed on June 12, 2012. On July 27, 2012, SDB formally changed its name to "Ping An Bank Co., Ltd.". SDB and the original Ping An Bank officially became one legal entity. In the first half of 2012, the banking business achieved a profit contribution of RMB3,467 million to the Group. Total assets of the bank amounted to approximately RMB1.5 trillion, demonstrating the expanding scale of the bank's business and greater overall strength. Total deposits amounted to RMB949,578 million, a year-on-year increase of 11.6%. Total loans amounted to RMB682,906 million, up 10.0% as compared with the end of 2011. The trade finance business maintained rapid growth, while trade finance facilities balance amounted to RMB277.5 billion, representing an increase of 18.9% as compared with the end of 2011. In the area of credit card business, the system, products and processes achieved comprehensive integration, while the cumulative number of credit cards in circulation as at the end of June 2012 reached 9,890 thousand.

Investment

Strive to develop an investment platform that are unequalled in the industry; Strengthen the asset-liability-management capability while building on a solid and comprehensive risk management system; Improve and enhance third-party asset management business by providing a full array of premium investment products with the aim of becoming a leader in China's wealth management market.

Ping An Trust private wealth management business grew steadily with the number of high net worth customers exceeding 15,000, representing an increase of 21.3% compared with the end of 2011; the volume of its assets held in trust amounted to RMB236,242 million, representing an increase of 20.4% compared with the end of last year. Ping An Securities has successfully sponsored 11 IPOs and two refinancing projects as lead underwriter, and was ranked No. 3 and No. 4 in terms of the number of deals and underwriting revenues for IPO transactions, respectively. We also sponsored 22 bond projects as lead underwriter, and the total number of deals increased by 14 as compared with the same period of last year. Investment portfolio of insurance funds were rebalanced and optimized. Net investment yield and total investment yield were 4.5% and 3.7%, respectively.

DISTINCTIVE COMPETITIVE ADVANTAGES

Maintained healthy and stable development across the Group's businesses on the back of China's robust economic development; An active promoter of reform and **innovation** in various areas, Ping An remains a trailblazer in the industry; Leveraging a solid integrated financial platform, our performance in the **cross-selling** of a multitude of financial products and services continues to improve alongside customer loyalty and brand awareness; Growing cost advantages and synergies supported by a powerful and **centralized** back office operating platform; A nationally leading **integrated financial services** group with the most number of operating licenses in the industry, the widest range of business offerings, and the most closely guarded governance structure.

SOUND CORPORATE GOVERNANCE SYSTEM

Corporate duties in a comprehensive system: ensures the independent operation of our three parties (i.e. the Board of Directors, the Supervisory Committee and the General Meeting), with the Professional Committees and the Executive Committee under the Board of Directors respectively responsible for decision-making and execution; A clear development strategy, a unique corporate culture, and an international and professional management team; A pioneering and comprehensive risk management system; A disclosure mechanism characterized by truthfulness, accuracy, completeness, timeliness and fairness; An investor relations function that operates with rigor, enthusiasm and effectiveness.

FULL COMMITMENT TO SOCIAL CORPORATE RESPONSIBILITY

Commitment to **shareholders**: increase asset value and generate stable returns; Commitment to **clients**: first class customer service that can be depended on; Commitment to **employees**: career opportunities that promise a balanced home and work life; Commitment to **communities**: give back to society to strengthen the foundation of our nation; Commitment to **business partners**: forge partnerships that are beneficial to all parties involved

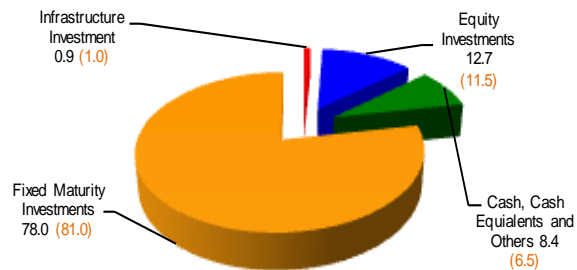


■ Cities where the branches of the principal businesses of Ping An are located.

[AAA]: China Chengxin International Credit Rating Co., Ltd.  
[AAA]: Dagong Global Credit Rating Co., Ltd



## Fact Sheet for Investors (Updated as at Jun 30, 2012)



Jun 30, 2012 (31 Dec, 2011)

(RMB Million)	2012 Jun 30	2011 Dec 31	Change
Total assets	2,644,999	2,285,424	15.7%
Total liabilities	2,451,318	2,114,082	16.0%
Total equity	193,681	171,342	13.0%
Embedded value	259,005	235,627	9.9%
Group solvency margin ratio (%)	176.7	166.7	10pp

For the six months ended Jun 30 (RMB Million)	2012	2011	Change
Total income	179,003	133,810	33.8%
Net profit attributable to shareholder of the parent company	13,959	12,757	9.4%
Basic earnings per share (in RMB)	1.76	1.67	5.4%
Net investment yield (%)	4.50	4.30	0.2pp
Total investment yield (%)	3.70	4.20	(0.5pp)

Note: financial figures shown in this document are prepared according to the Company's accounting policies after adoption of No.2 interpretation

**Total Market Cap: RMB 377,121 million (Jun 30, 2012)**

H Shares Outstanding 3,130 million (39.54%)

HKEx Stock Code: 2318  
**52 Week Range**  
 Low – HK\$50.35 (Jan 9, 2012)  
 High – HK\$68.35 (Feb 22, 2012)

A Shares Outstanding 4,786 million (60.46%)

SSE Stock Code: 601318  
**52 Week Range**  
 Low – RMB33.85 (Jan 6, 2012)  
 High – RMB46.12 (Jun 18, 2012)

Source: Bloomberg

(RMB million)	For the Six months ended Jun 30, 2012/ June 30, 2012	For the Six months ended Jun 30, 2011/ Dec. 31, 2011	Change
<b>Life Insurance Business</b>			
Written premiums	114,837	112,630	2.0%
Net profit	7,031	6,762	4.0%
Embedded value	156,198	144,400	8.2%
Solvency margin ratio – Ping An Life (%)	167.3	156.1	11.2pp
<b>P&amp;C Insurance Business</b>			
Premium income	48,914	40,922	19.5%
Net profit	2,746	2,693	2.0%
Combined ratio (%)	93.1	92.9	0.2pp
Solvency margin ratio – Ping An P&C (%)	164.5	166.1	(1.6pp)
<b>Banking Business</b>			
Net interest income <sup>(1)</sup>	16,286	3,308	392.3%
Net profit <sup>(1)</sup>	6,731	2,397	180.8%
Net interest spread (%) <sup>(1)</sup>	2.22	2.28	(0.06pp)
Capital adequacy ratio (%) <sup>(2)</sup>	11.40	11.51	(0.11pp)
Non-performing loan ratio (%) <sup>(2)</sup>	0.73	0.53	0.2pp
<b>Securities Business</b>			
Total income	1,724	1,779	(3.1%)
Net profit	663	715	(7.3%)
<b>Trust Business</b>			
Total income	982	877	12.0%
Net profit	409	343	19.2%

- (1) These figures in the first half of 2012 relate to SDB after merger with the Original Ping An Bank. In the first half of 2011, SDB was an associate of Ping An, so net profit of banking business included the share of profit from SDB based on the equity method and profit from the Original Ping An Bank, and other data related to the Original Ping An Bank.  
 (2) These figures all refer to SDB after merger with the Original Ping An Bank.

