

中国平安 PINGAN

保险 · 银行 · 投资

2014 Third Quarter Results

October, 2014



Cautionary Statements Regarding Forward-Looking Statements

To the extent any statements made in this report 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.

Reader 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. None of the Company, or any of its employees or affiliates is responsible for, or is making, any representations concerning the future performance of the Company.



Overview

Insurance
Business

Banking
Business

Investment
Business

Internet Finance
Business

Overview

Overview

In the third quarter of 2014, China's economic growth stabilized while external demand and the country's development made steady progress under a stable and loose macroeconomic policy, paving the way for the smooth implementation of structural adjustments. The Company continued to execute its strategy of placing equal emphasis on safety and efficiency, advancing both its traditional and internet finance businesses. The Company maintained a stable and healthy growth in terms of its overall performance.

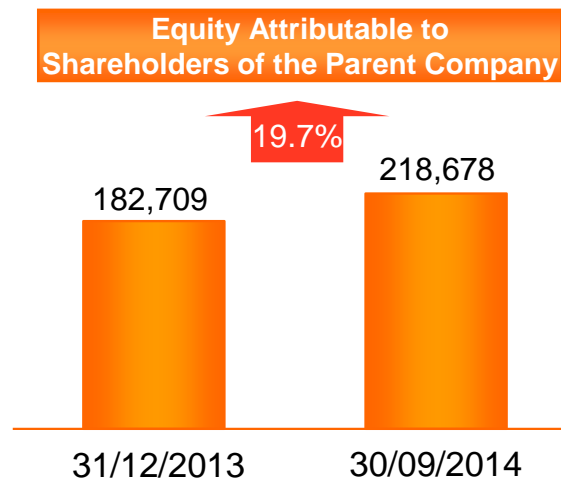
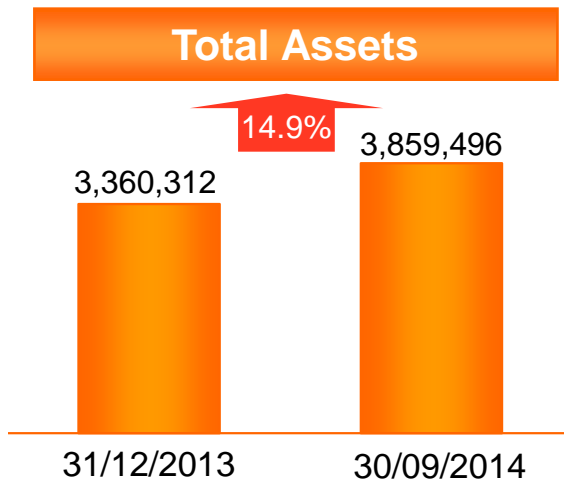
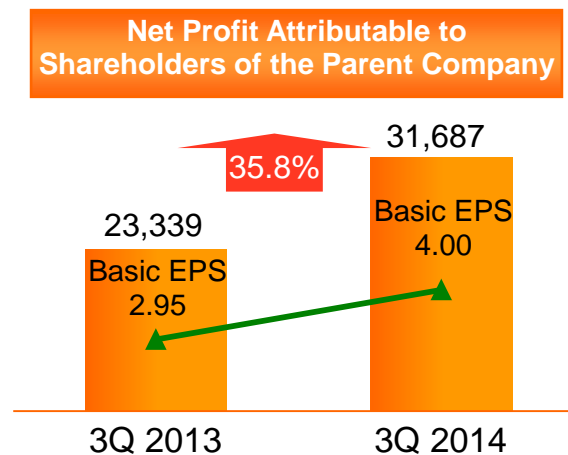
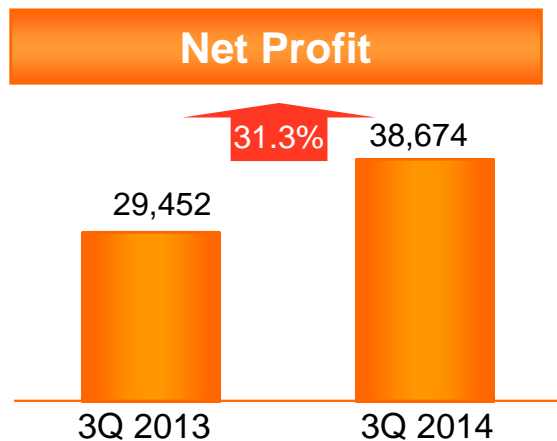
The Company will endeavor to build Ping An into a “world-leading personal financial services provider” by closely monitoring changes in the external economic environment, continuously implementing the “Ping An Chariot” corporate governance and management model, promoting synergy throughout the Group's subsidiaries, and constantly promoting the deep integration of modern science and technology with traditional finance.

Business Overview

Traditional Business	Insurance	<ul style="list-style-type: none">✓ Life insurance business maintained stable and healthy growth. Individual life business realized rapid growth in both scale and value.✓ Property and casualty insurance business grew steadily and maintained sound profitability.
	Banking	<ul style="list-style-type: none">✓ Business scale maintained steady growth along with an improving asset and liability structure.✓ Profitability rose significantly and asset quality risks were at a manageable level.
	Investment	<ul style="list-style-type: none">✓ The net investment yield of our insurance funds grew steadily.✓ Ping An Trust's private wealth management business grew steadily; closely managed risks associated with financing trust schemes.
Internet Finance		<ul style="list-style-type: none">✓ The number of Lufax's registered users showed rapid growth, and P2P transaction volume jumped to the first place in the domestic P2P market.✓ The service platform of Wanlitong Loyalty Points Program developed rapidly. The registered users and transaction volume grew substantially.

Financial Highlights

(In RMB million/in RMB)



Overview

Insurance
Business

Banking
Business

Investment
Business

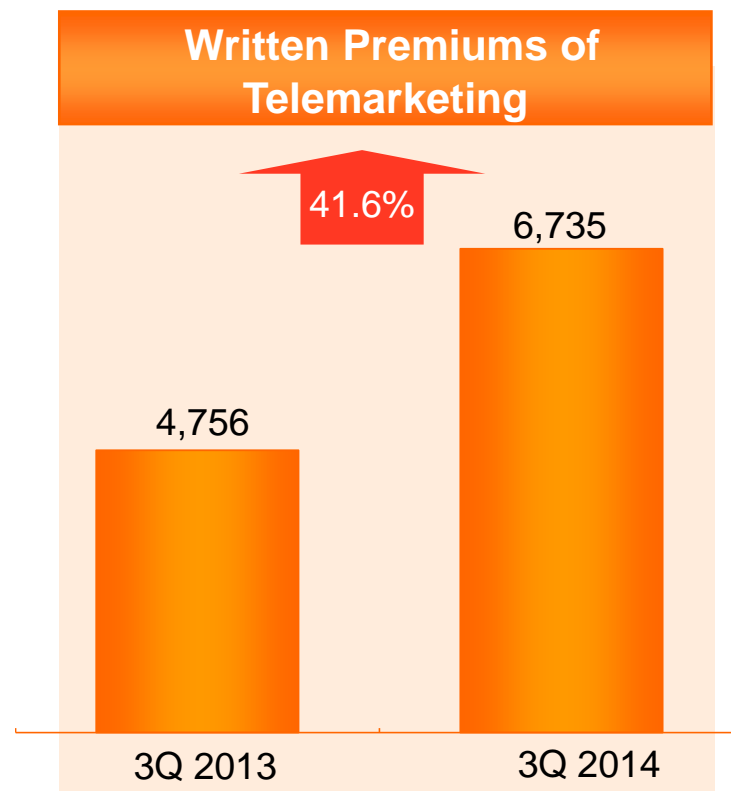
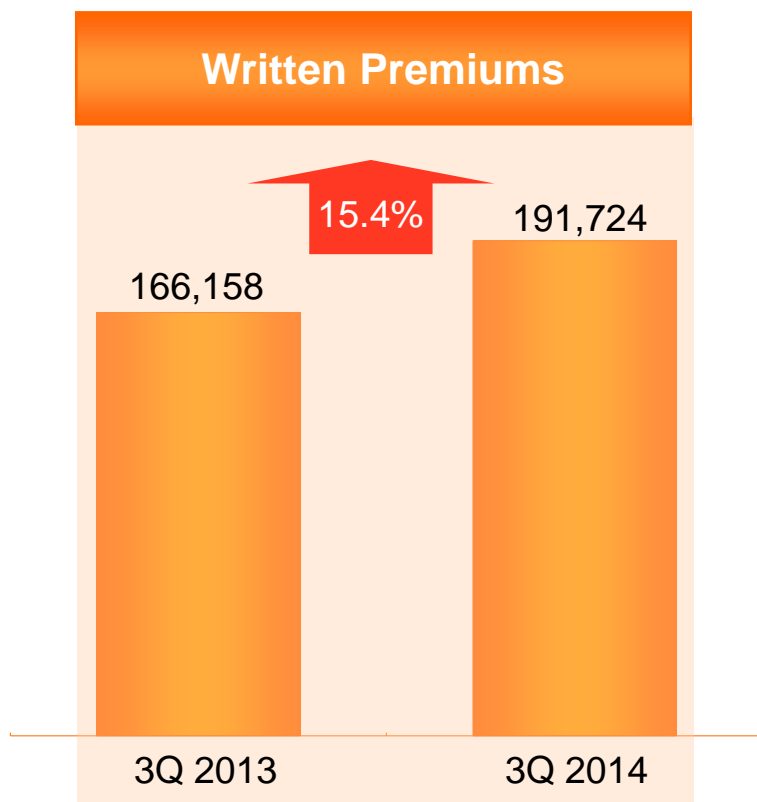
Internet Finance
Business

Insurance Business

Life Insurance Business (1/2)

Written premiums increased steadily with telemarketing ranking first in the industry

(in RMB million)

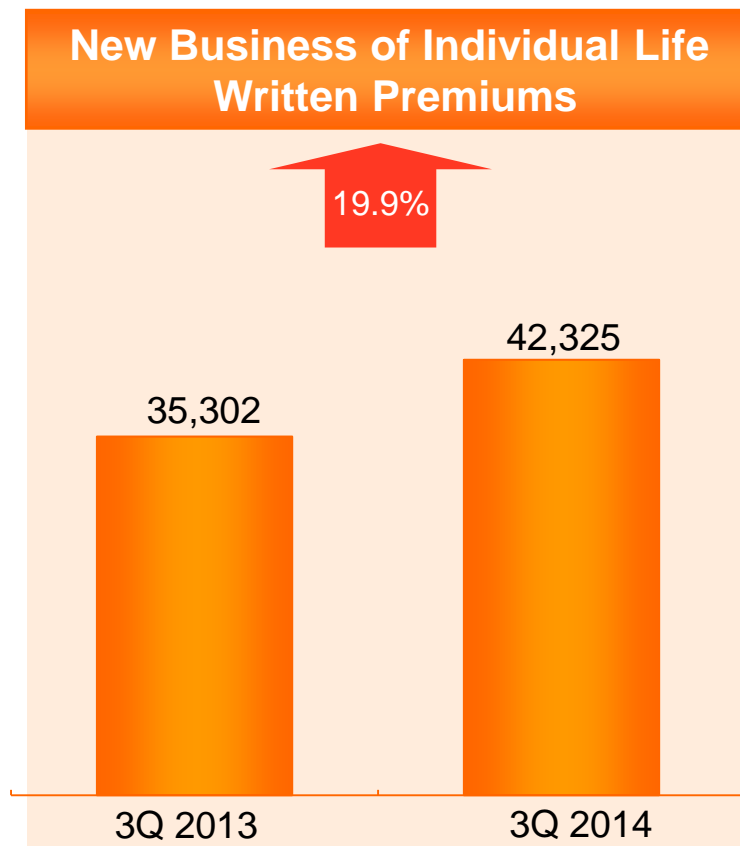
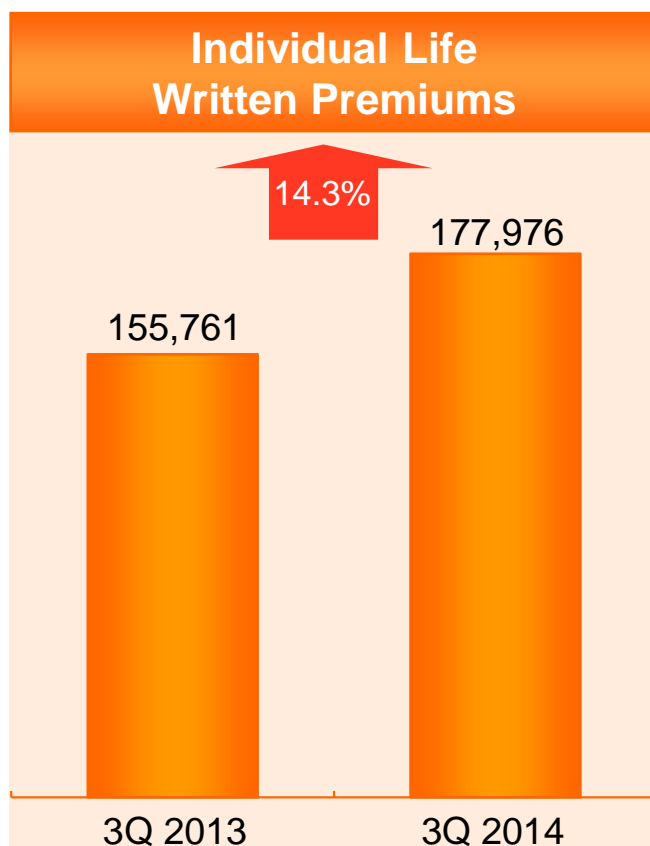


Note: The data above are operating results of Ping An Life.

Life Insurance Business (2/2)

Individual life business achieved rapid growth in both scale and value

(in RMB million)

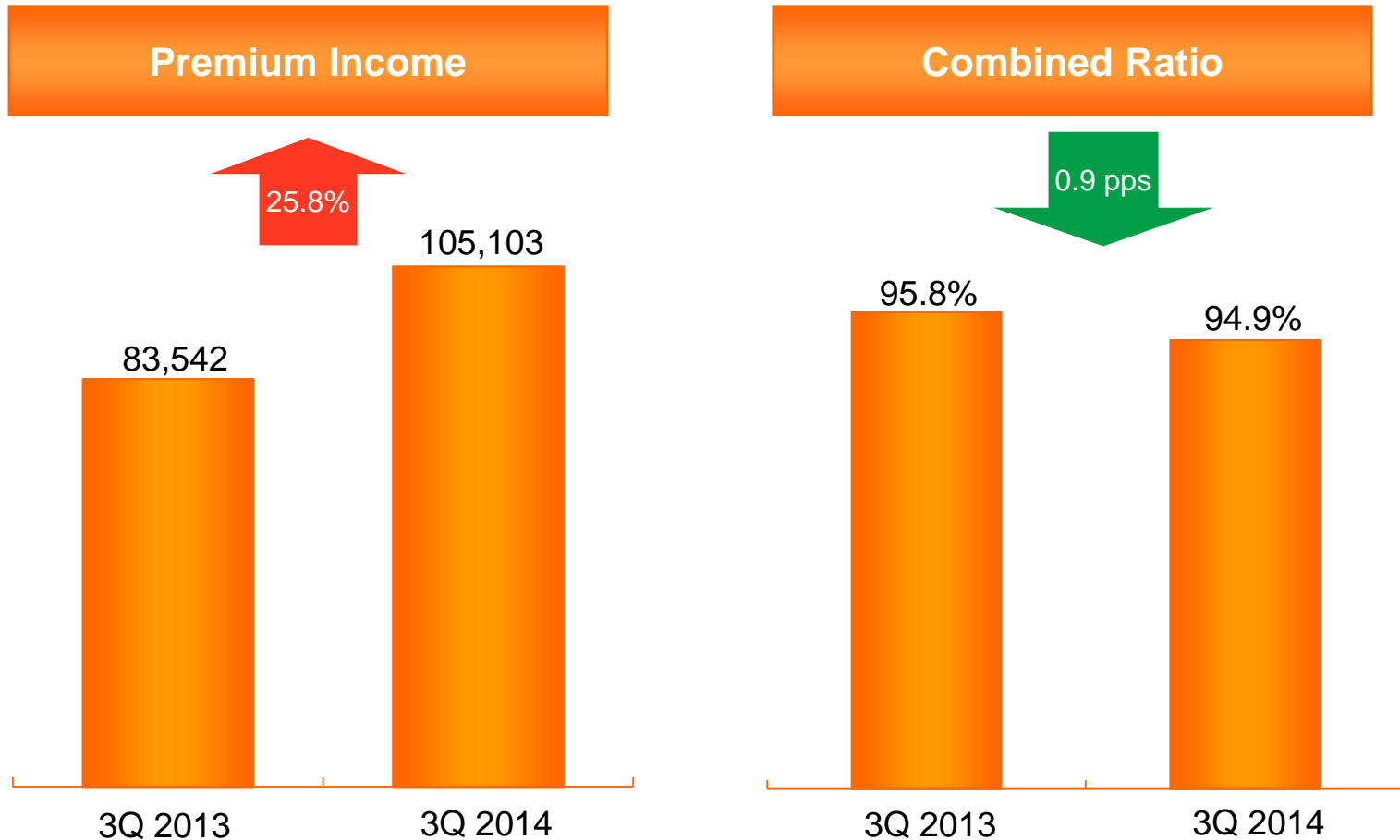


Note: The data above are operating results of Ping An Life.

Property and Casualty Business (1/2)

Premium income maintained stable growth with sound profitability

(in RMB million)

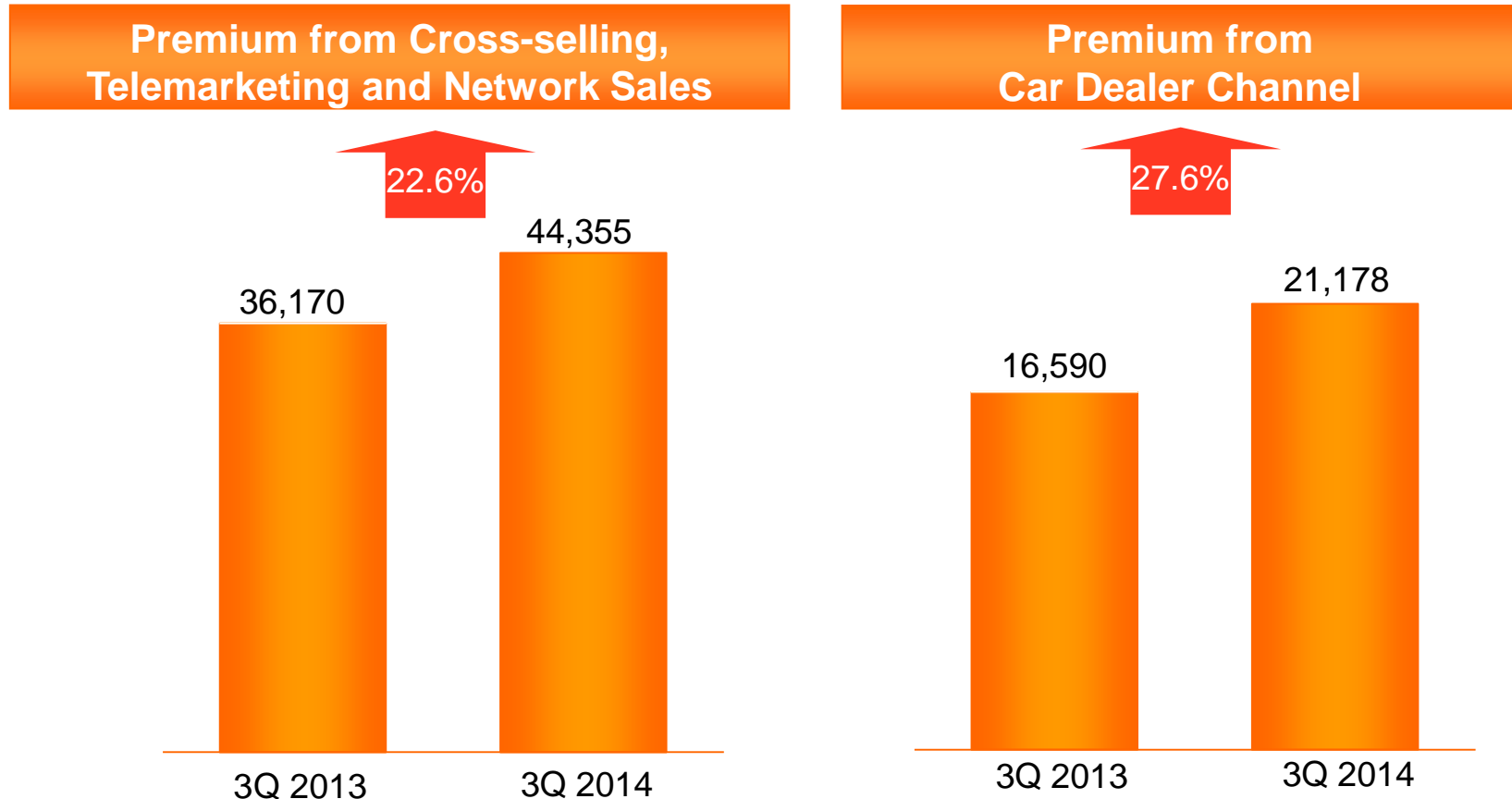


Note: The data above are operating results of Ping An Property and Casualty.

Property and Casualty Business (2/2)

Premium income from each sales channel grew continuously

(in RMB million)

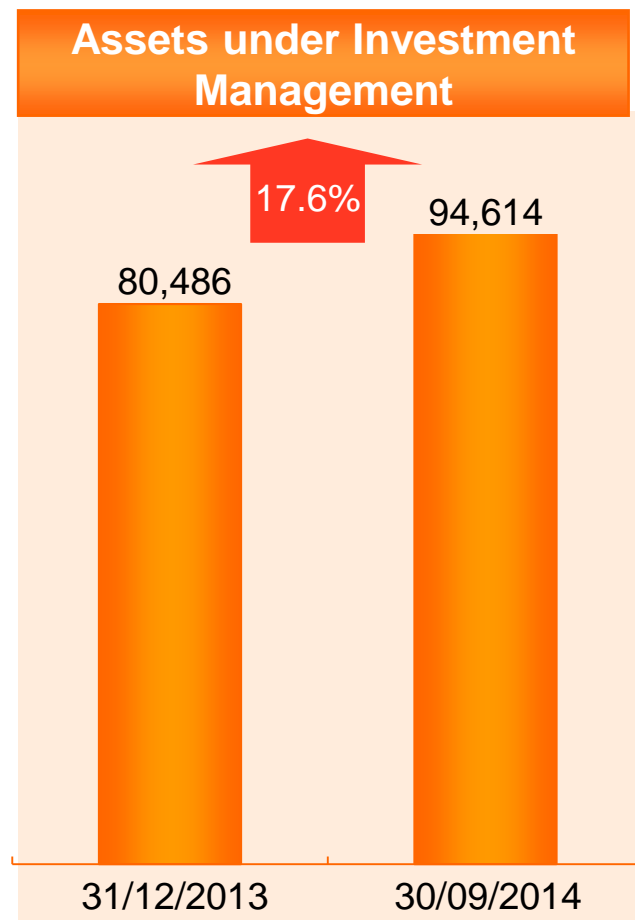
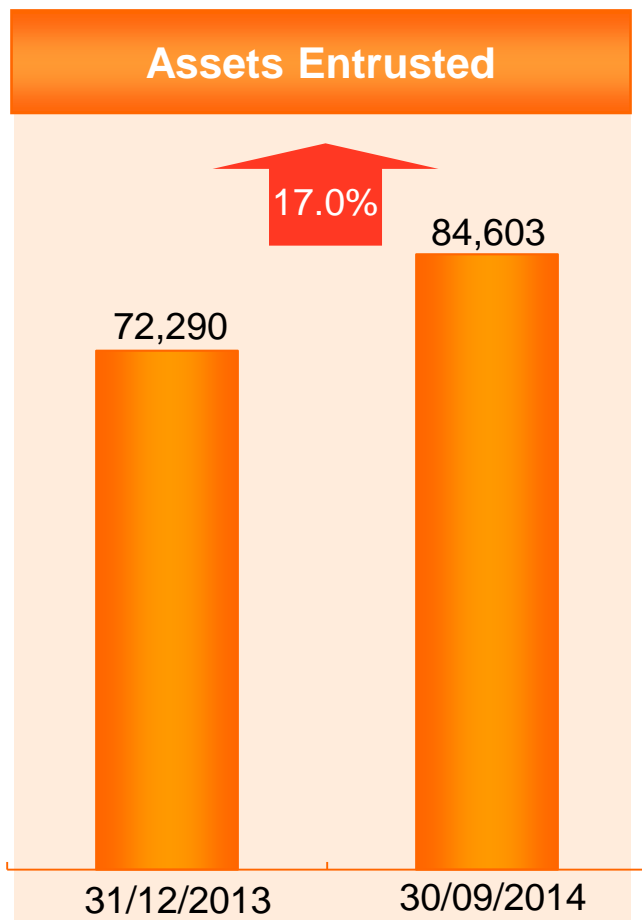


Note: The data above are operating results of Ping An Property and Casualty.

Corporate Annuity Business

Assets entrusted and assets under investment management as a total maintained a market-leading position

(in RMB million)



Overview

Insurance
Business

Banking
Business

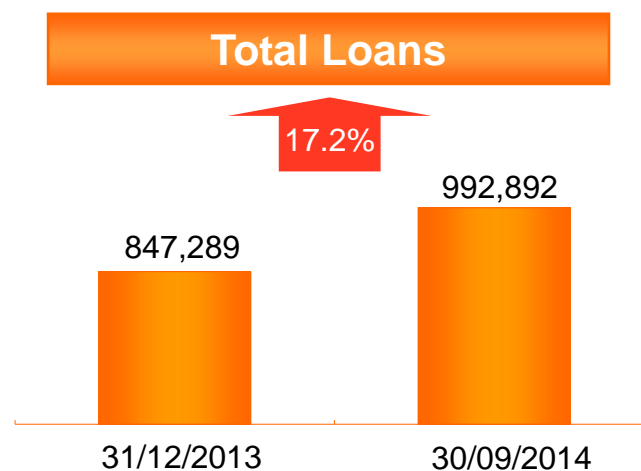
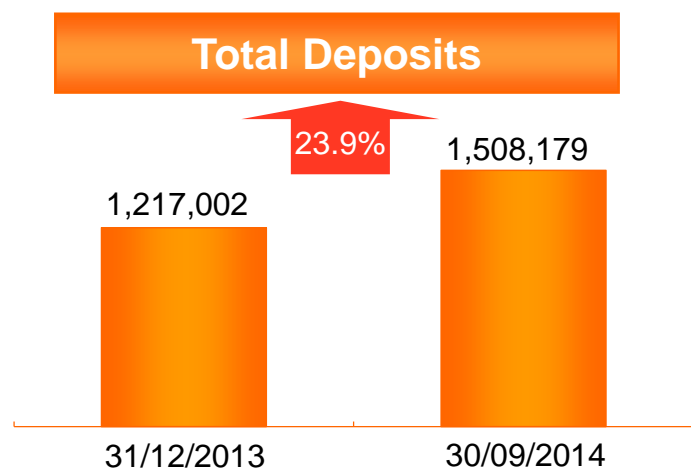
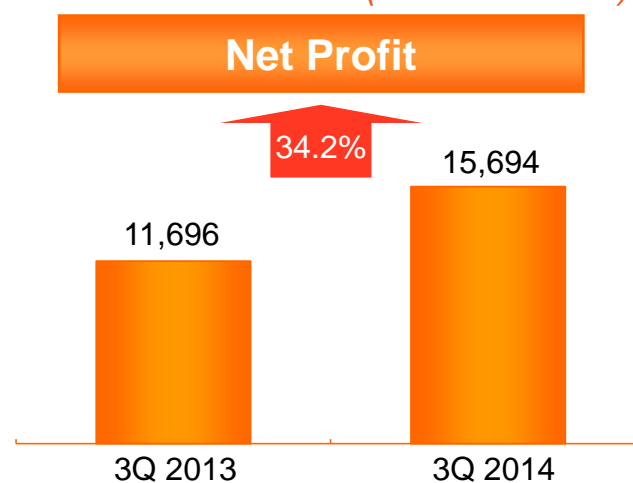
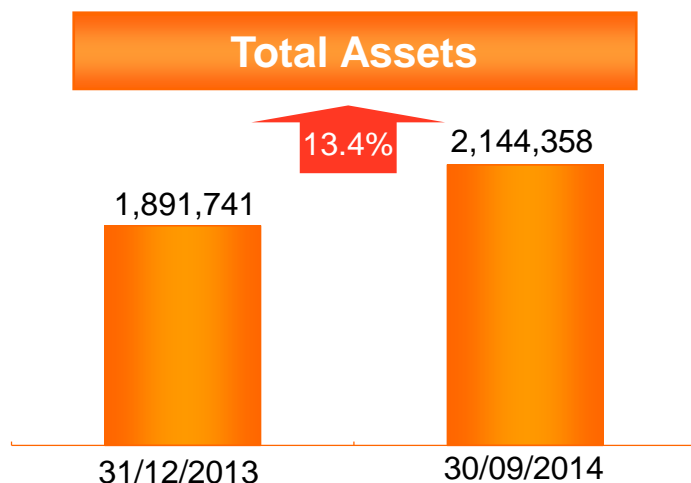
Investment
Business

Internet Finance
Business

Banking Business

Business Scale Increased Steadily with Growing Profitability

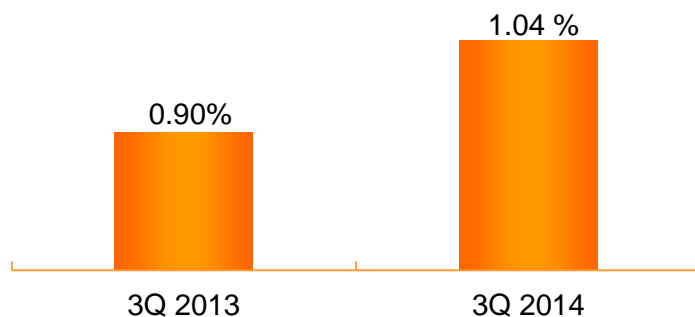
(In RMB million)



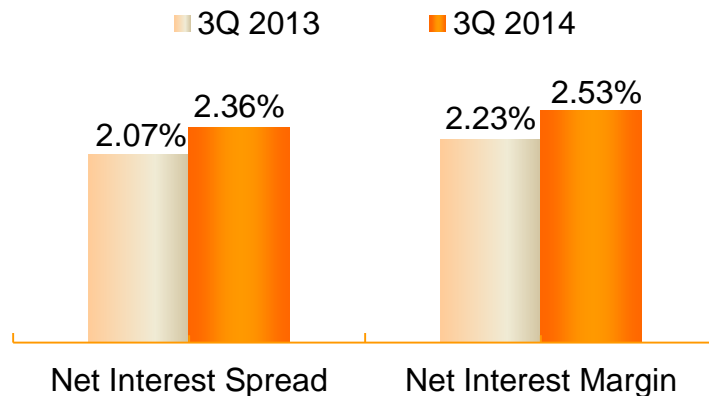
Note: The above figures are extracted from the third quarterly report of Ping An Bank.

Key Operation Ratios



ROA

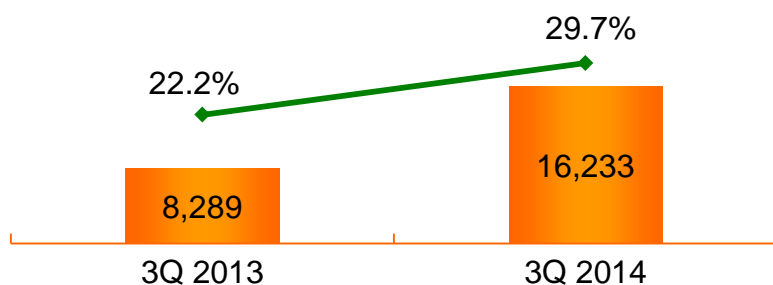


NIS and NIM

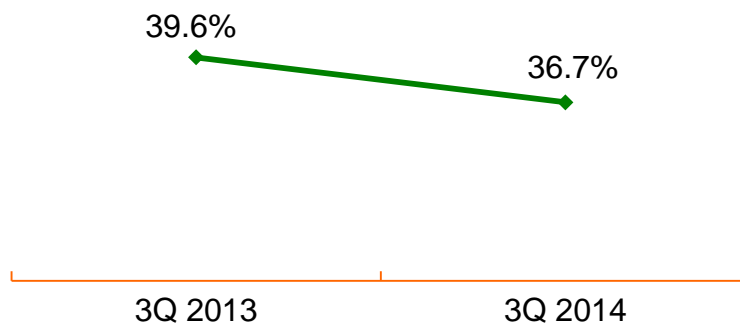


Net Non-interest Income

(in RMB million)  Net non-interest income
 Percentage of net non-interest income



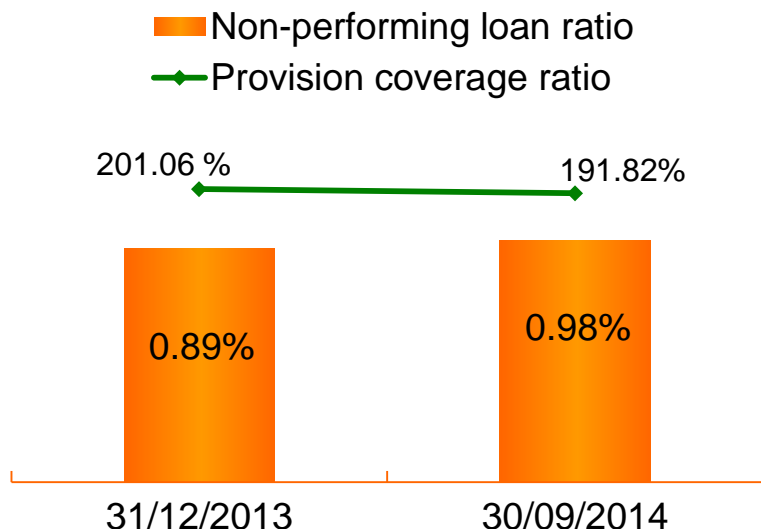
Cost/income Ratio



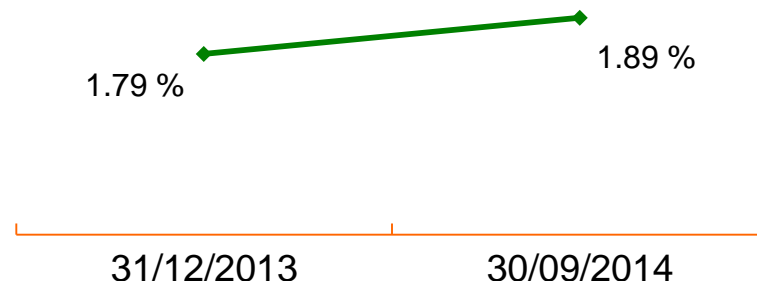
Note: The above figures are extracted from the third quarterly report of Ping An Bank.

Asset Quality

Non-performing Loan Ratio and Provision Coverage Ratio



Loan Loss Provision Ratio



- Ping An Bank stepped up its efforts to recover and dispose the non-performing assets through a variety of methods, further optimized the credit structure to avoid and minimize potential risks that may arise in connection with existing loans, and exercised strict control over new non-performing loans, to keep sound asset quality.

Overview

Insurance
Business

Banking
Business

Investment
Business

Internet Finance
Business

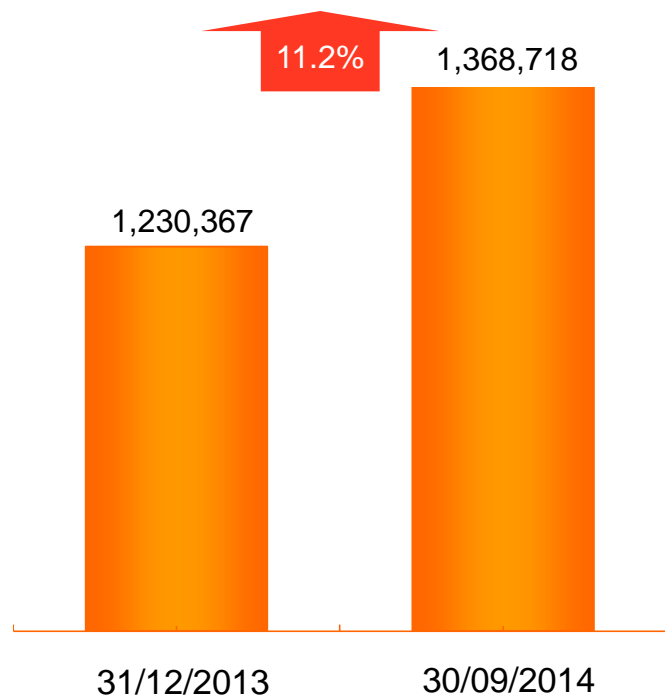
Investment Business

Investment Portfolio

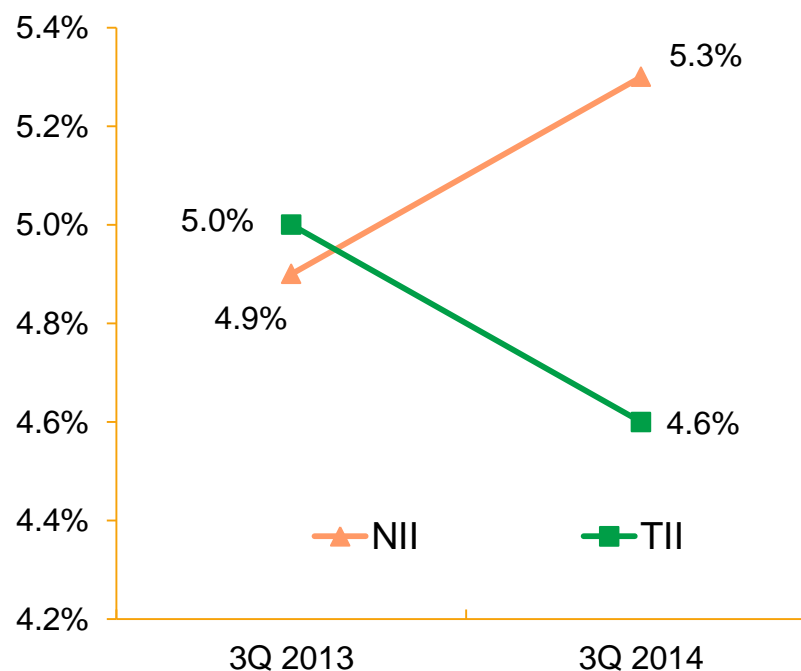
Net investment yield grew steadily, while total investment yield decreased due to impairment losses

Scale of Insurance Fund

(in RMB million)



Investment Yield

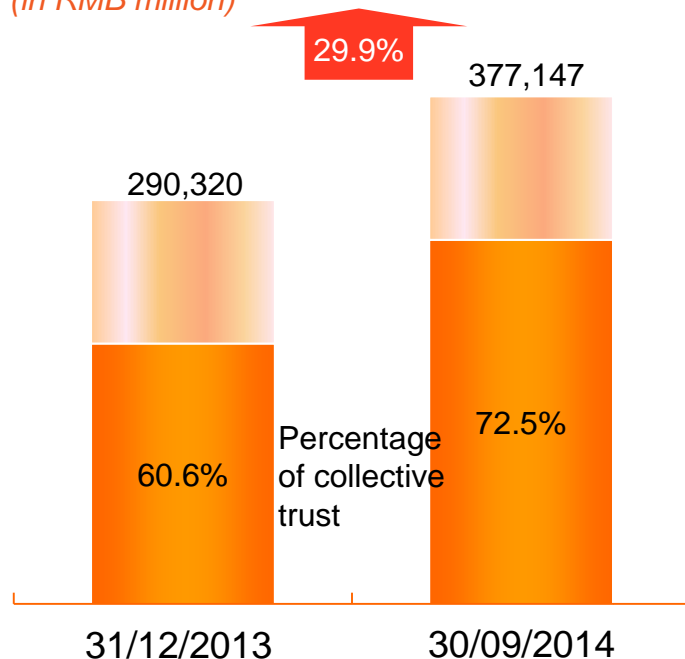


Trust Business (1/2)

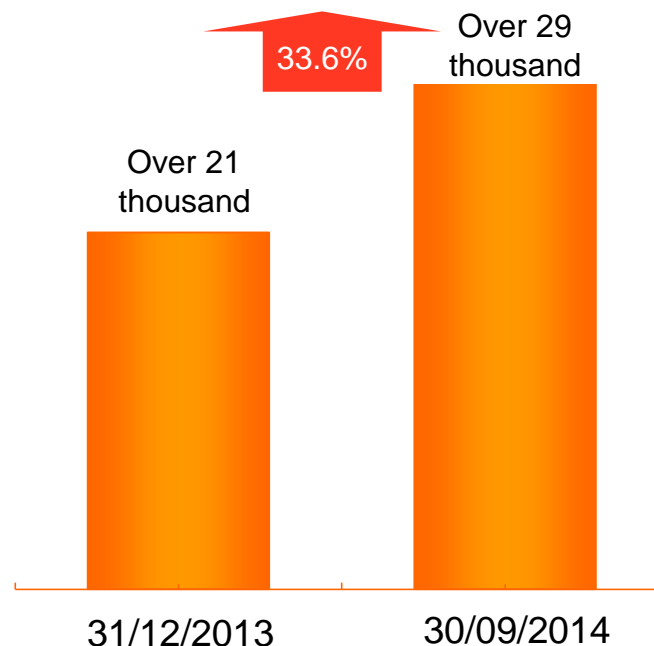
Focused on private wealth management business with a more favorable business structure than peers

Assets Held in Trust

(in RMB million)

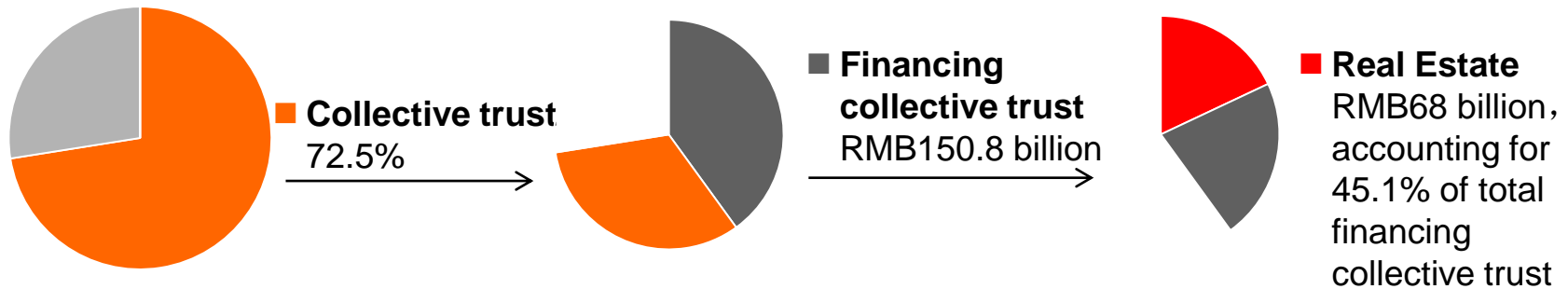


Number of High Net Worth Customers



Trust Business (2/2)

Closely managed risks associated with financing trust schemes, with successful redemption of all the projects reaching maturity



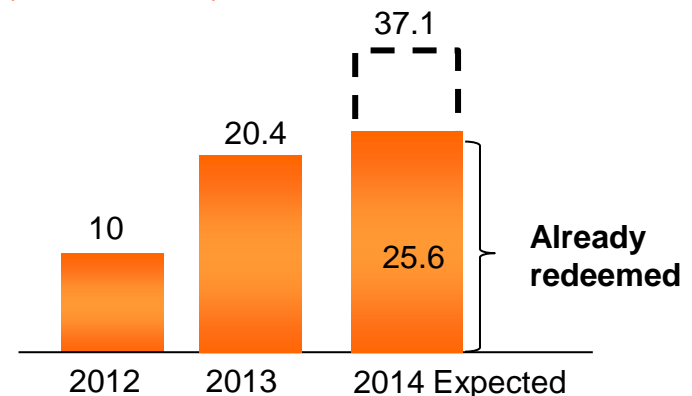
Strict Risk Control Mechanism on Real Estate Trust Schemes

- **Assessment of counterparties:** mid-to-large scale counterparties accounted for over 90%; projects in first- and second-tier cities accounted for over two-thirds of the total; products with a remaining term of less than two years accounted for over 80%.
- **Project selection:** third party evaluation; due diligence on collaterals; reexamination from valuation advisors.
- **Post-investment project management:** delegated personnel to monitor the construction.
- **Daily management:** quantifying risk indicators to monitor investment risk.



Successful Redemption of Real Estate Projects

(in RMB billion)



Overview

Insurance
Business

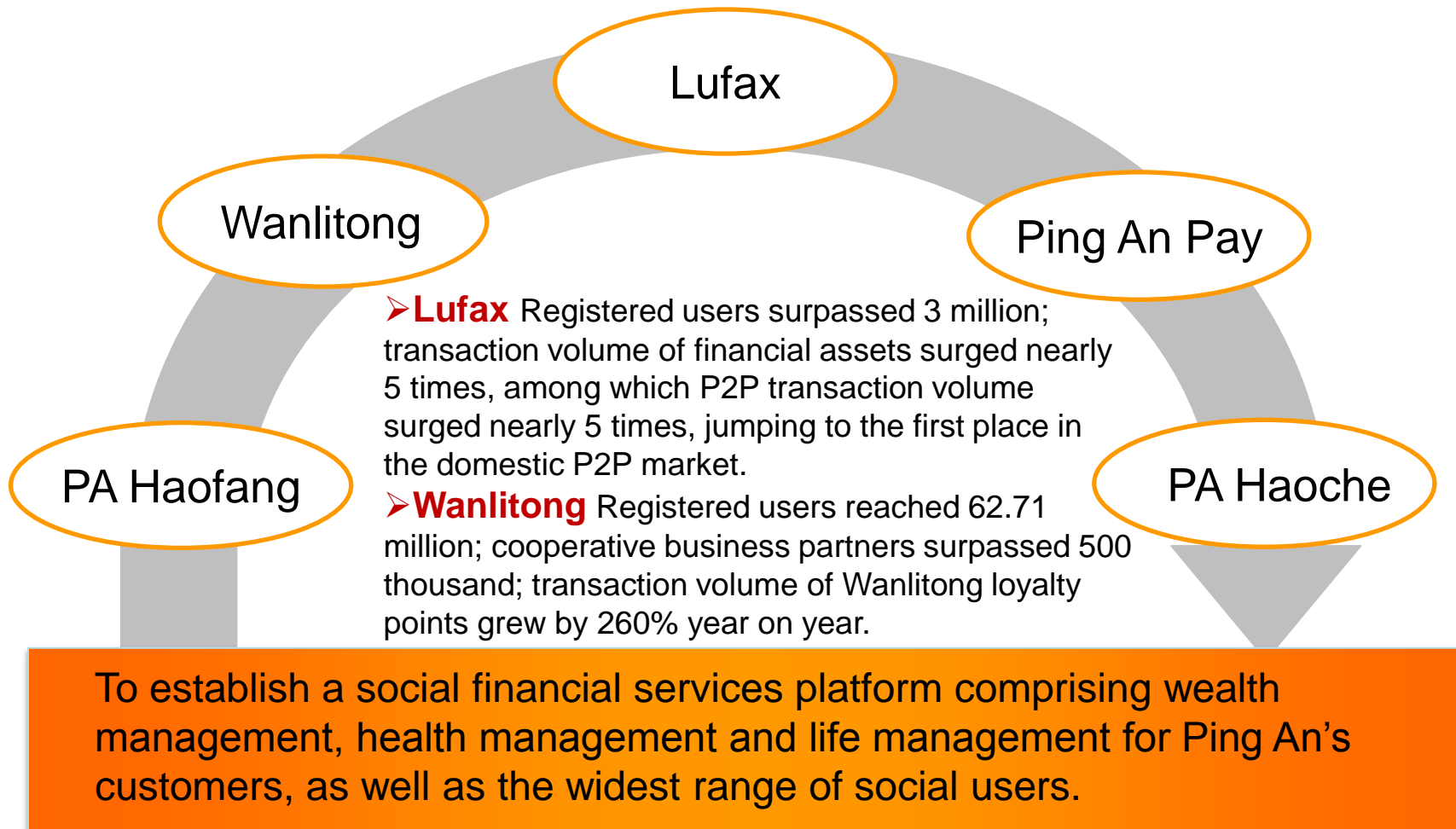
Banking
Business

Investment
Business

Internet Finance
Business

Internet Finance Business

Internet Finance Business Showed Rapid Growth



Expertise Creates Value



Fortune

Ranked 128th in “Fortune 500”, maintained top ranking among mainland Chinese enterprises in the non-SOE category



Forbes(US)

Ranked 62nd in “Forbes Global 2000”



Euromoney

“Best Managed Insurance Company in Asia”



Millward Brown, WPP

Ranked 77th in “BrandZ Top 100 Global Brands”



FinanceAsia(HK)

“Asia’s Best Managed Company”



Economic Observer

“Low Carbon Emission Role Model Company in China”



Sina Finance

“Listed Company with the Best Brand Image”
“Best Blue-Chip Company on the Main Board”



Shanghai Security News and cnstock.com

“Best Insurance Brand Award”

中国平安 PINGAN

保险 · 银行 · 投资

Thank you

