

China Pacific Insurance (Group) Co., Ltd. 2013 Interim Results Presentation

26 August 2013

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Delivering Sustainable Value Growth

- ◆ Solid revenue growth across the board
- ◆ Sustained value enhancement
- ◆ Continued customer demand oriented initiatives

Performance Highlights(1/2)

(RMB mn)		1H13	1H12	Change(%)
Revenue	Revenue ⁽¹⁾	104,068	92,295	12.8
	GWP	98,662	90,511	9.0
	Life	56,270	55,229	1.9
	P&C	42,354	35,246	20.2
AuM		30.06.2013	31.12.2012	Change(%)
	AuM	736,180	687,205	7.1
	Group in-house AuM	661,939	627,328	5.5
	3 rd party AuM	74,241	59,877	24.0
Solvency	Group	282%	312%	(30pt)
	Life	193%	211%	(18pt)
	P&C	157%	188%	(31pt)

(1) Based on PRC GAAP.

Performance Highlights(2/2)

(RMB mn)		1H13	1H12	Change(%)
Value Creation	Embedded value of the Group ⁽¹⁾	139,723	135,280	3.3
	VNB of life insurance	4,254	4,061	4.8
	Combined ratio	97.7%	94.2%	3.5pt
	Growth rate of investments' net value ⁽²⁾	4.3%	5.3%	(1.0pt)
	Net income of the Group ⁽³⁾	5,464	2,638	107.1
	Life	3,462	1,059	226.9
	P&C	1,740	1,568	11.0
	EPS(RMB) ⁽³⁾	0.60	0.31	93.5
	Net assets ⁽¹⁾⁽³⁾	96,306	96,177	0.1
	ROE	5.6%	3.3%	2.3pt

(1) As at 30.06.2013 and 31.12.2012.

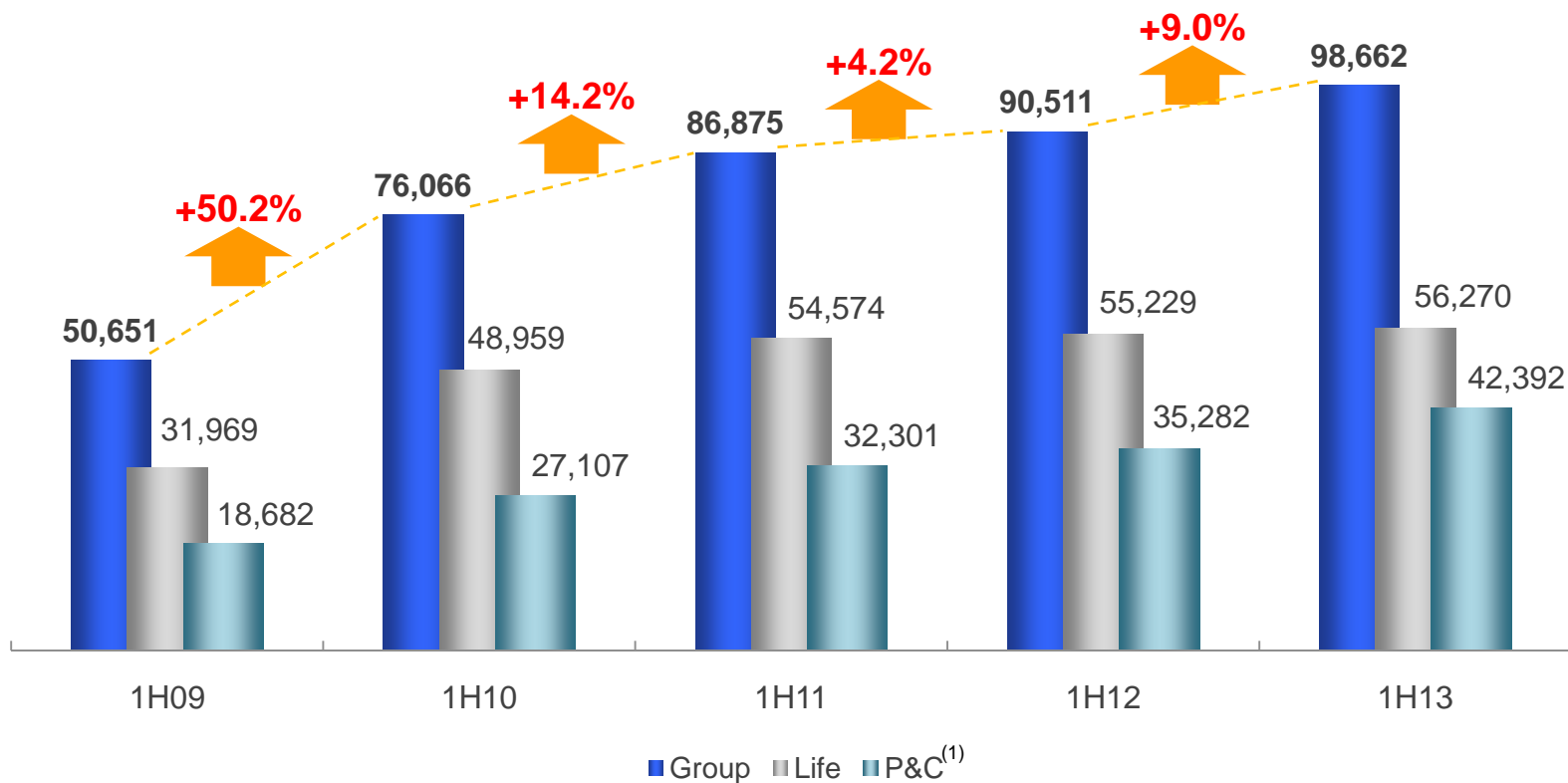
(2) Stated on an annualized basis.

(3) Attributable to equity holders of the parent.

Solid Revenue Growth

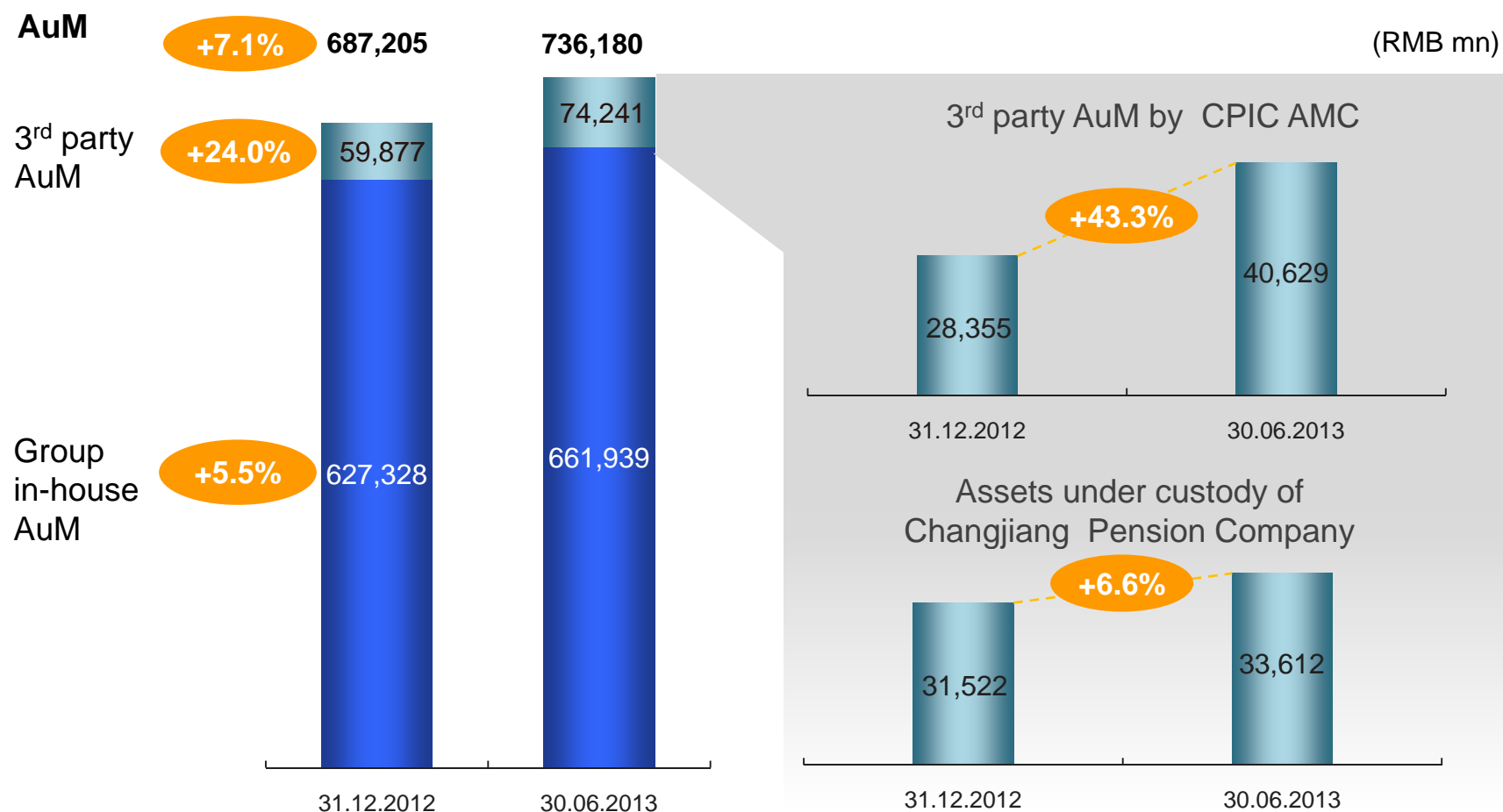
Gross Written Premiums

(RMB mn)



(1) Including GWP from CPIC HK.

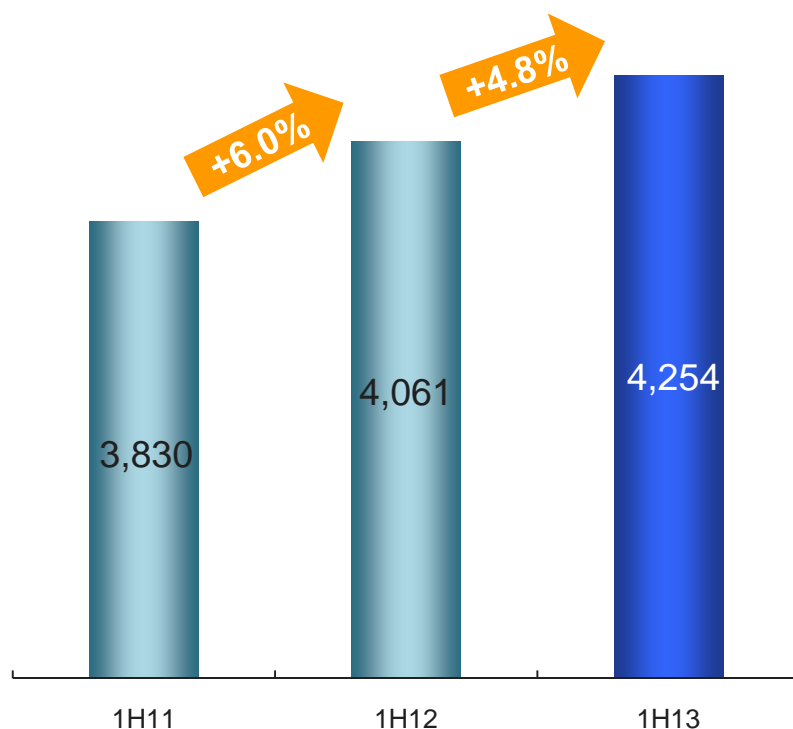
Steady Growth of AuM



Sustained Value Enhancement(1/2)

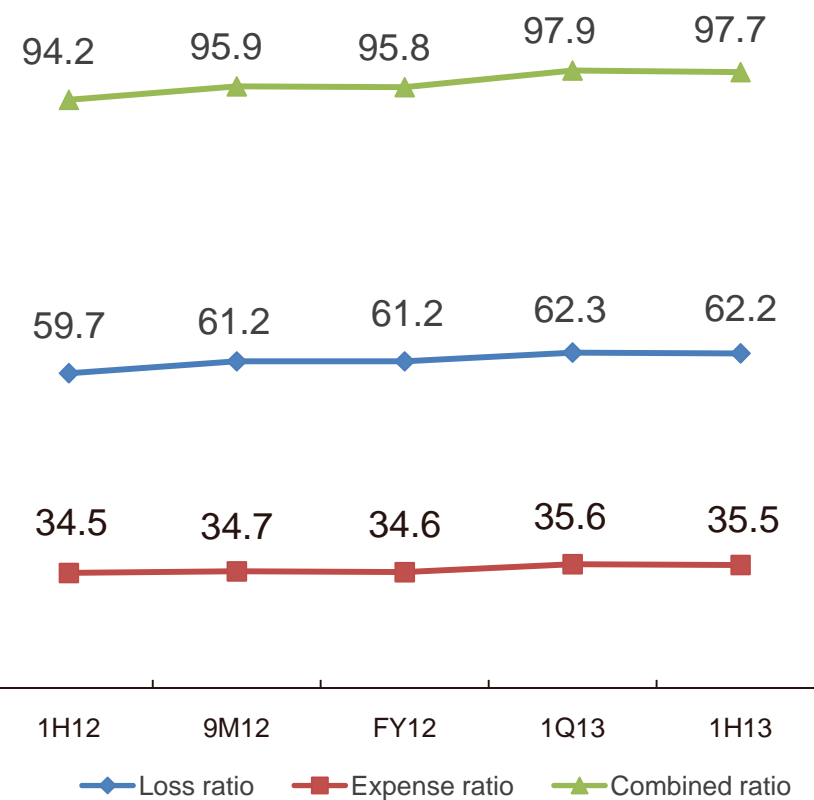
Life VNB Growth

(RMB mn)

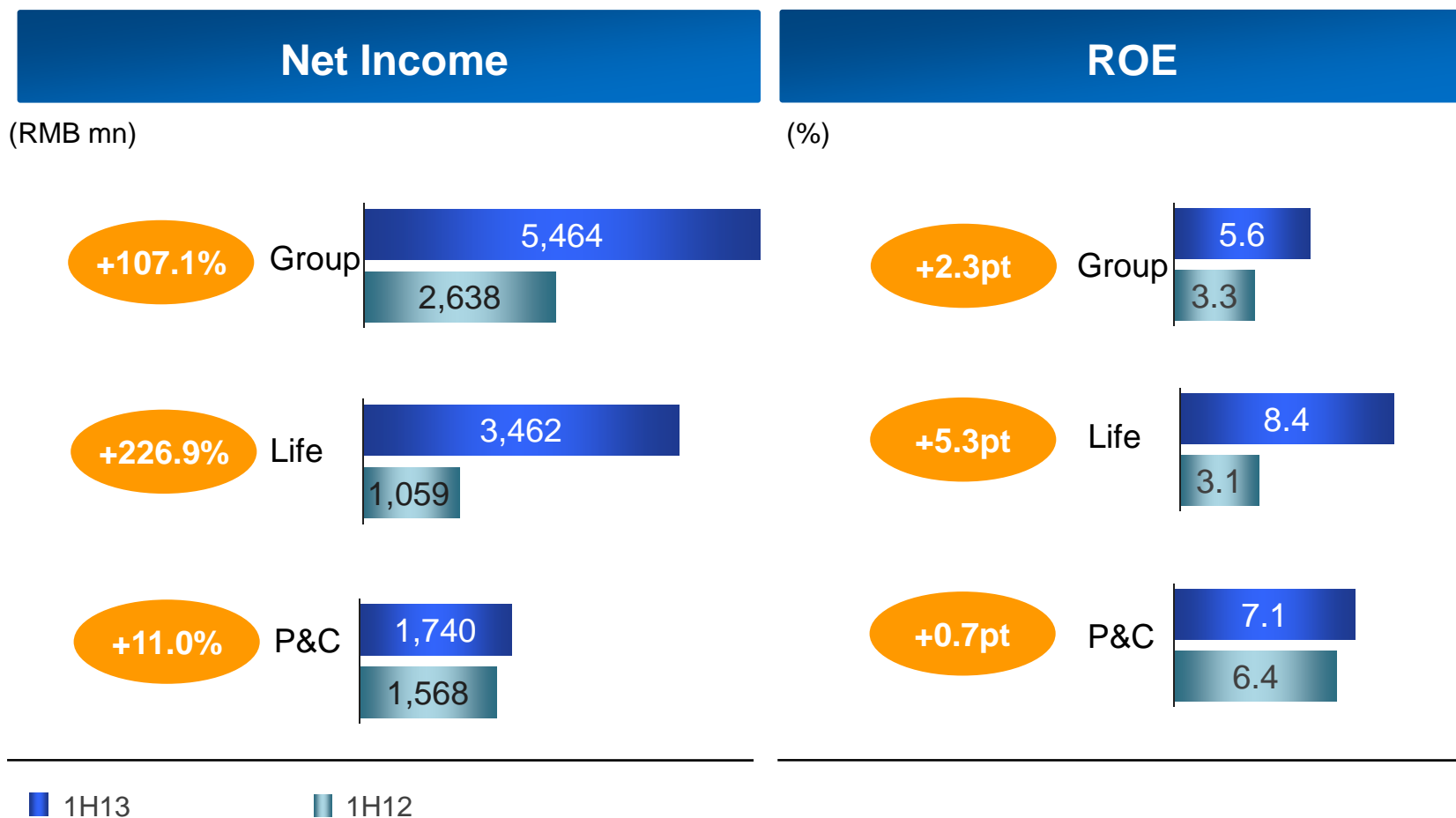


P&C Underwriting Profitability

(%)



Sustained Value Enhancement(2/2)



Competitiveness-enhancing Initiatives Bear Fruits



- ◆ All life policies from agency are issued by “*Shenxing Taibao*” (“神行太保”), a tablet-based smart mobile insurance platform.



- ◆ With P&C’s “3G Claim Management System”, the proportion of claims settled within 24 hours increased substantially and average auto claims turnaround reduced by 26.5%.

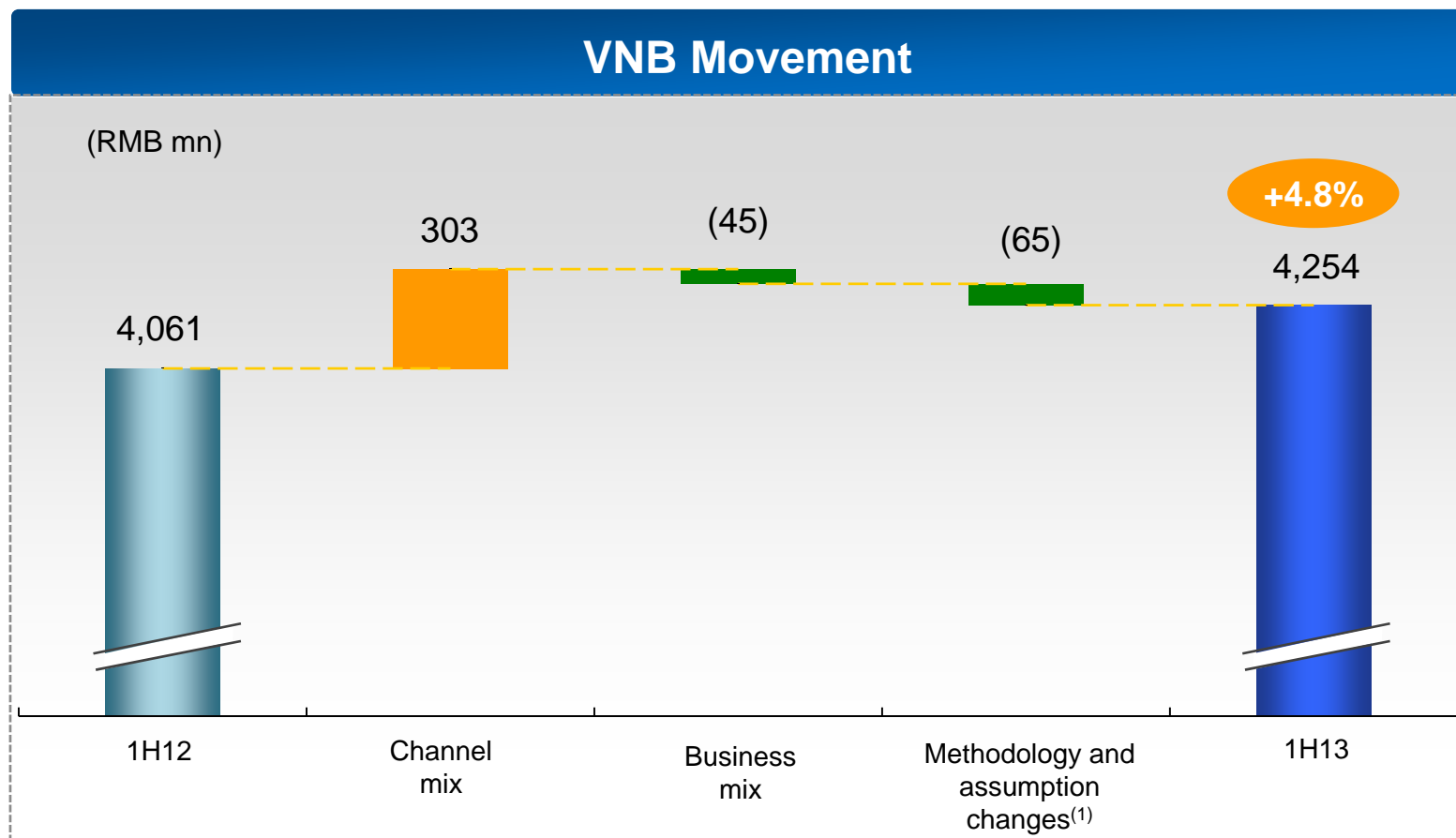


- ◆ P&C GWP from telemarketing and internet sales showed strong momentum of growth, up 47.4% to RMB 6.62 billion.

Business Performance

Life(1/4)

VNB increased by 4.8%



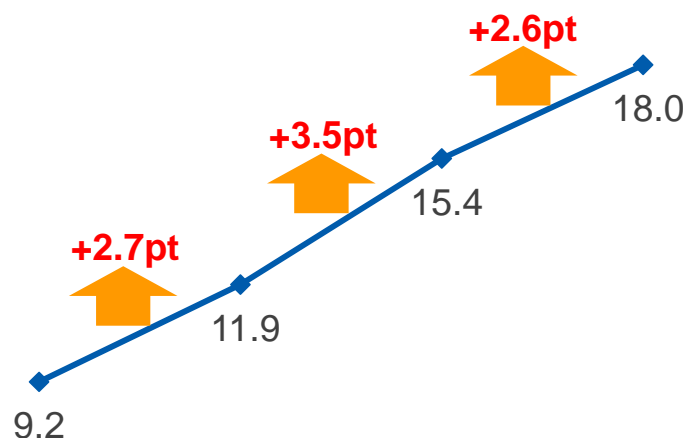
(1) Adjusted over the period from 01.07.2012 to 30.06.2013.

Life(2/4)

New business margin up 2.6pt; Agency's share of VNB increased to 80.3%

New business margin

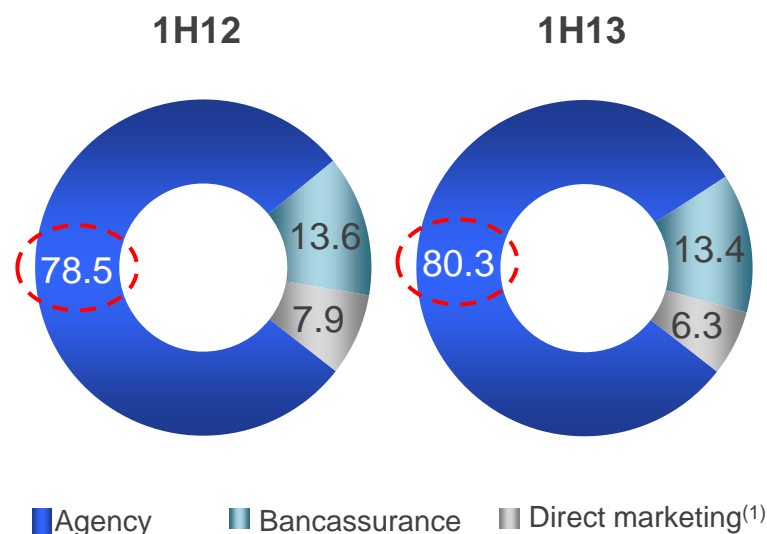
(%)



New business margin= VNB/First year annualized premiums

VNB contribution by channel

(%)



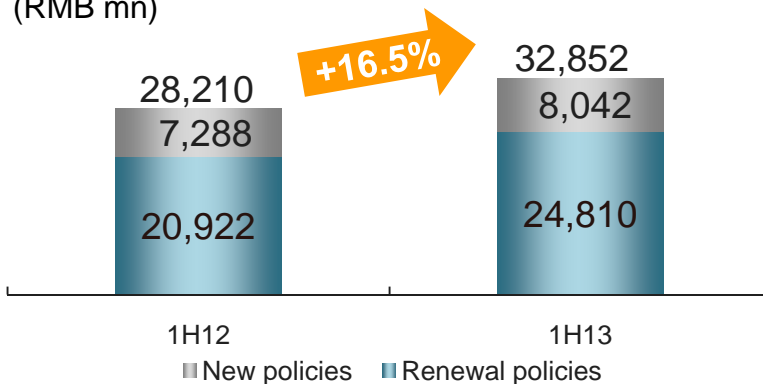
(1) Including telemarketing and internet sales

Life(3/4)

Agency new premiums increased by 10.3%; Productivity up 7.4%

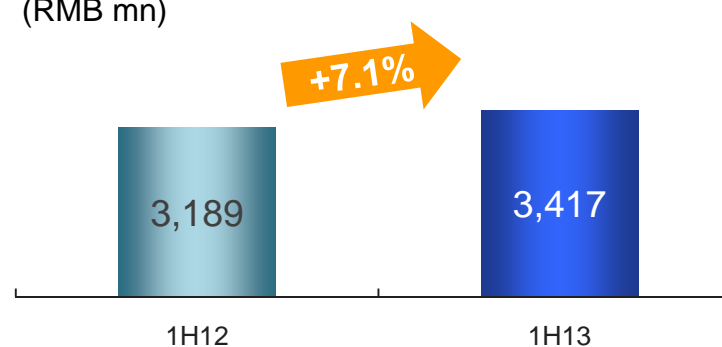
GWP from agency channel

(RMB mn)



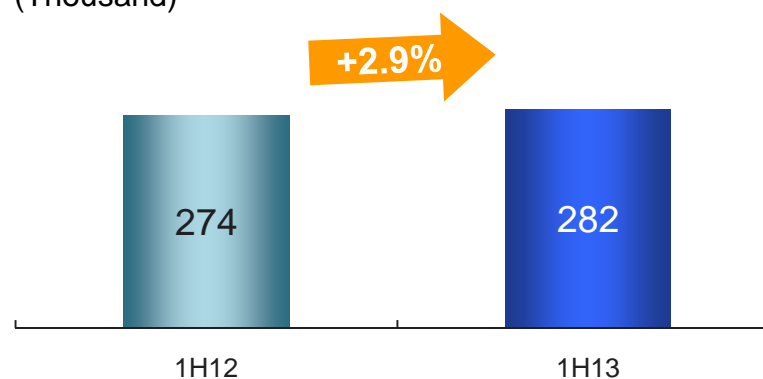
VNB from agency channel

(RMB mn)



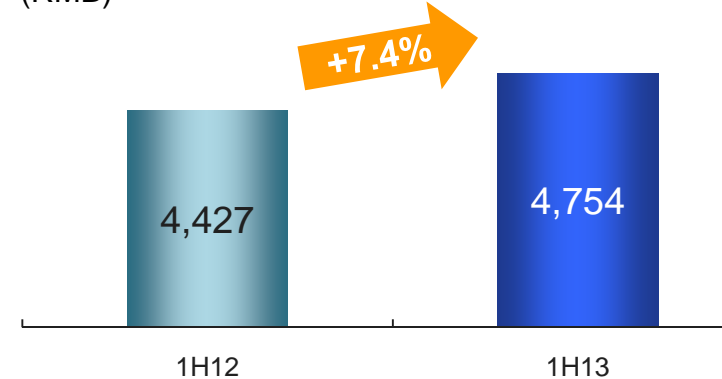
Monthly average number of agents

(Thousand)



Monthly average agent productivity

(RMB)

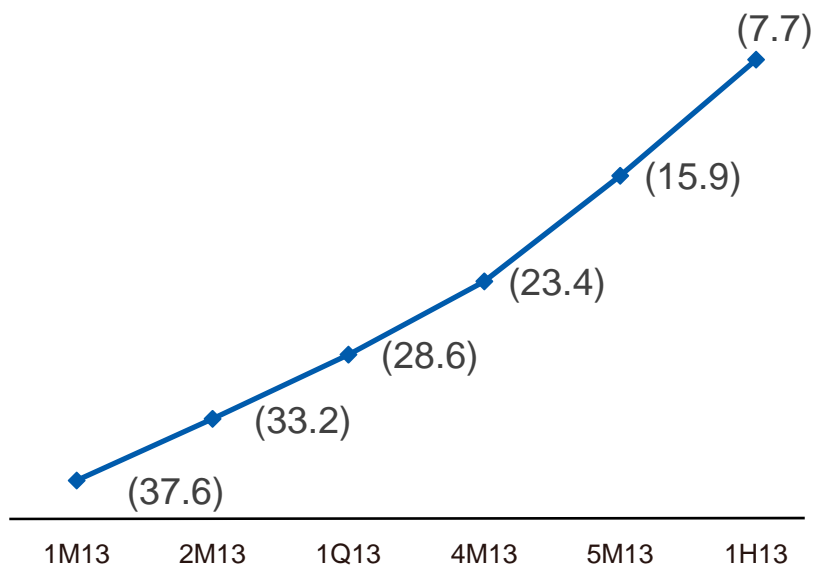


Life(4/4)

Bancassurance VNB up 3.1%

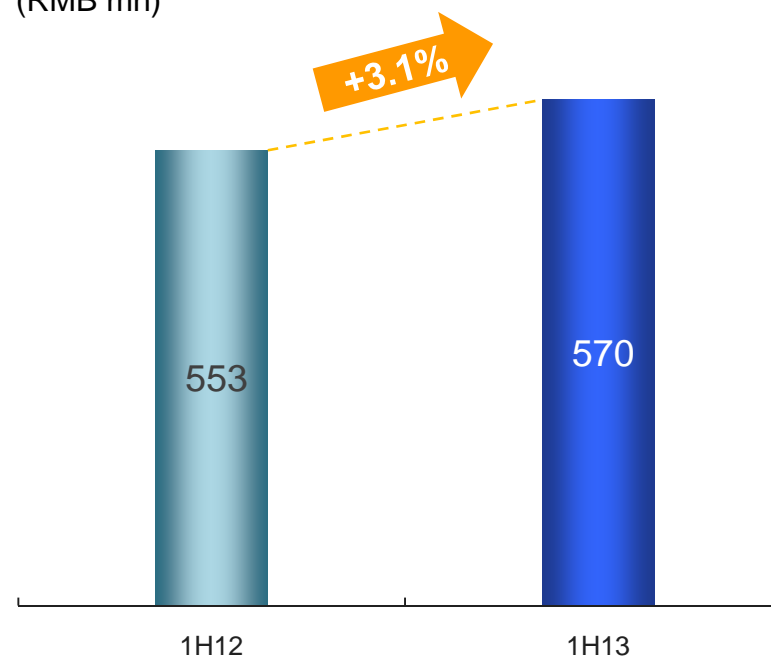
Growth rate of bancassurance GWP

(%)



VNB from bancassurance

(RMB mn)

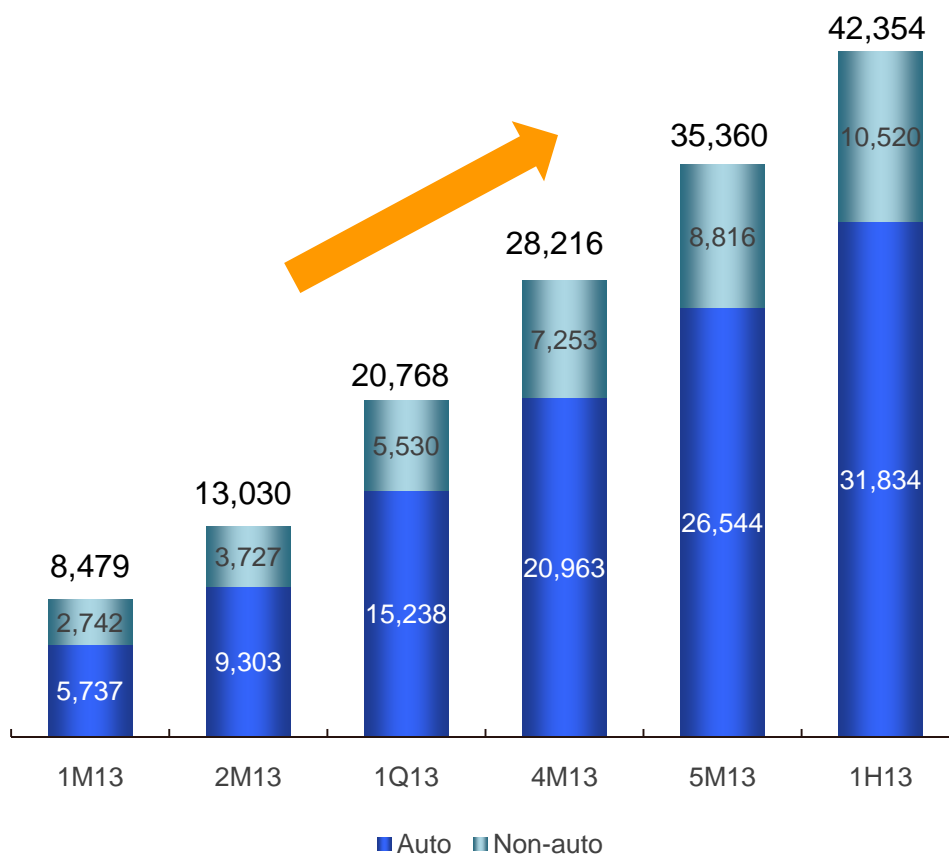


P&C(1/3)

GWP up 20.2% with combined ratio at 97.7%

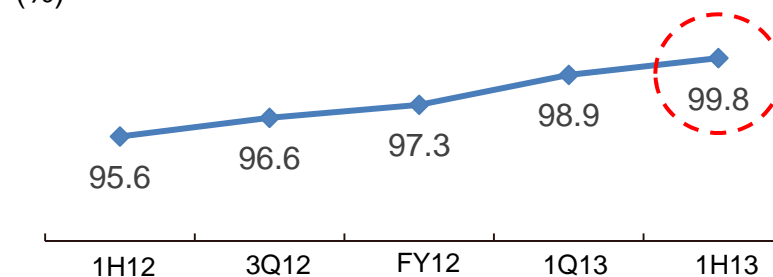
P&C GWP

(RMB mn)



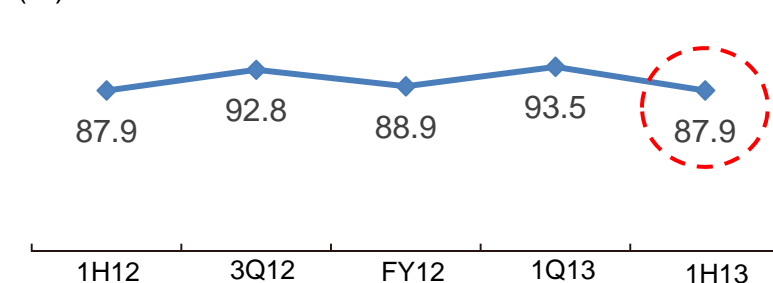
Auto combined ratio

(%)



Non-auto combined ratio

(%)



P&C(2/3)

Non-auto GWP increased to RMB 10.52 billion, with growth rate up by 9.9pt

(RMB mn)

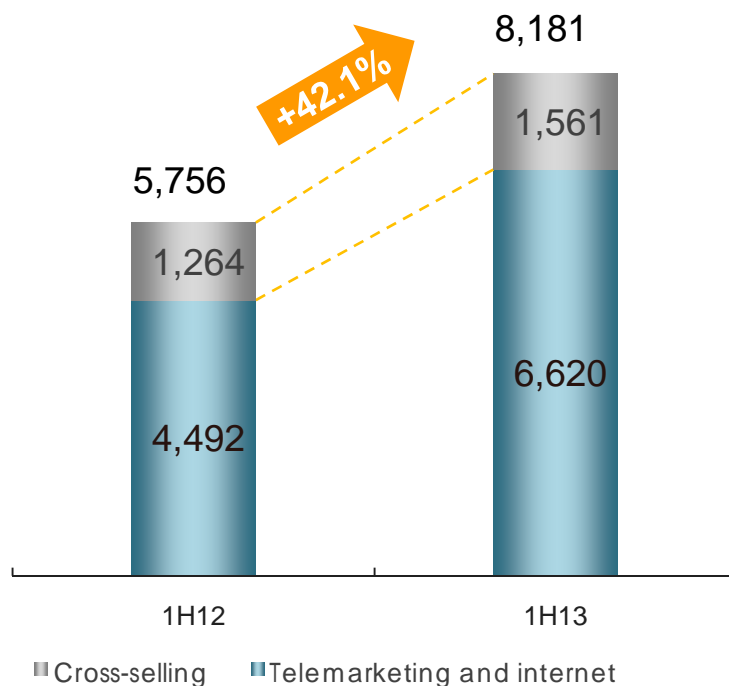
By product lines	1H13	1H12	Change(%)
Property	3,486	3,051	14.3
Liability	1,610	1,328	21.2
Accident	1,325	970	36.6
Cargo	993	951	4.4
Others	3,106	2,720	14.2
Total	10,520	9,020	16.6

P&C(3/3)

GWP from telemarketing, internet and cross-selling up 42.1% , with its share of total GWP up by 3pt

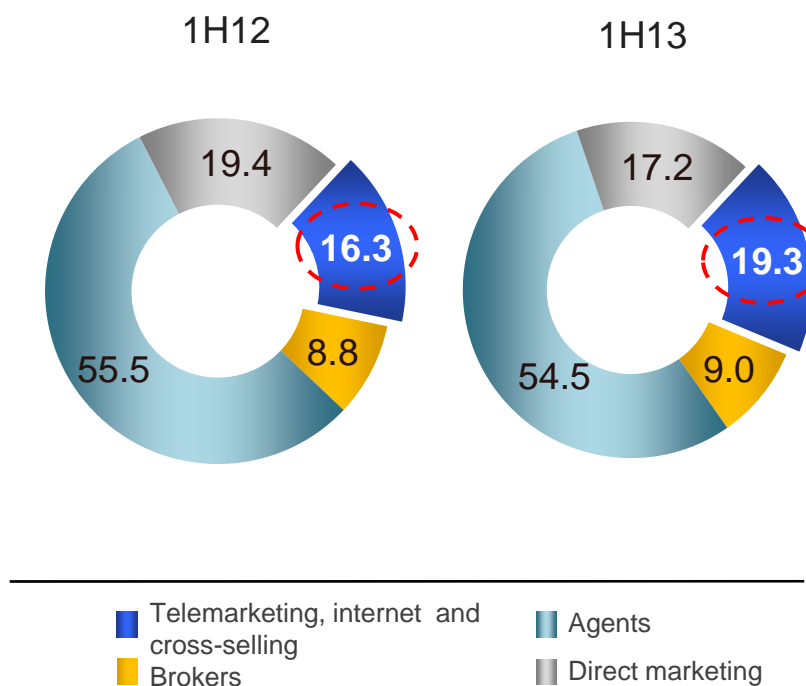
GWP from telemarketing, internet and cross-selling

(RMB mn)



Channel mix

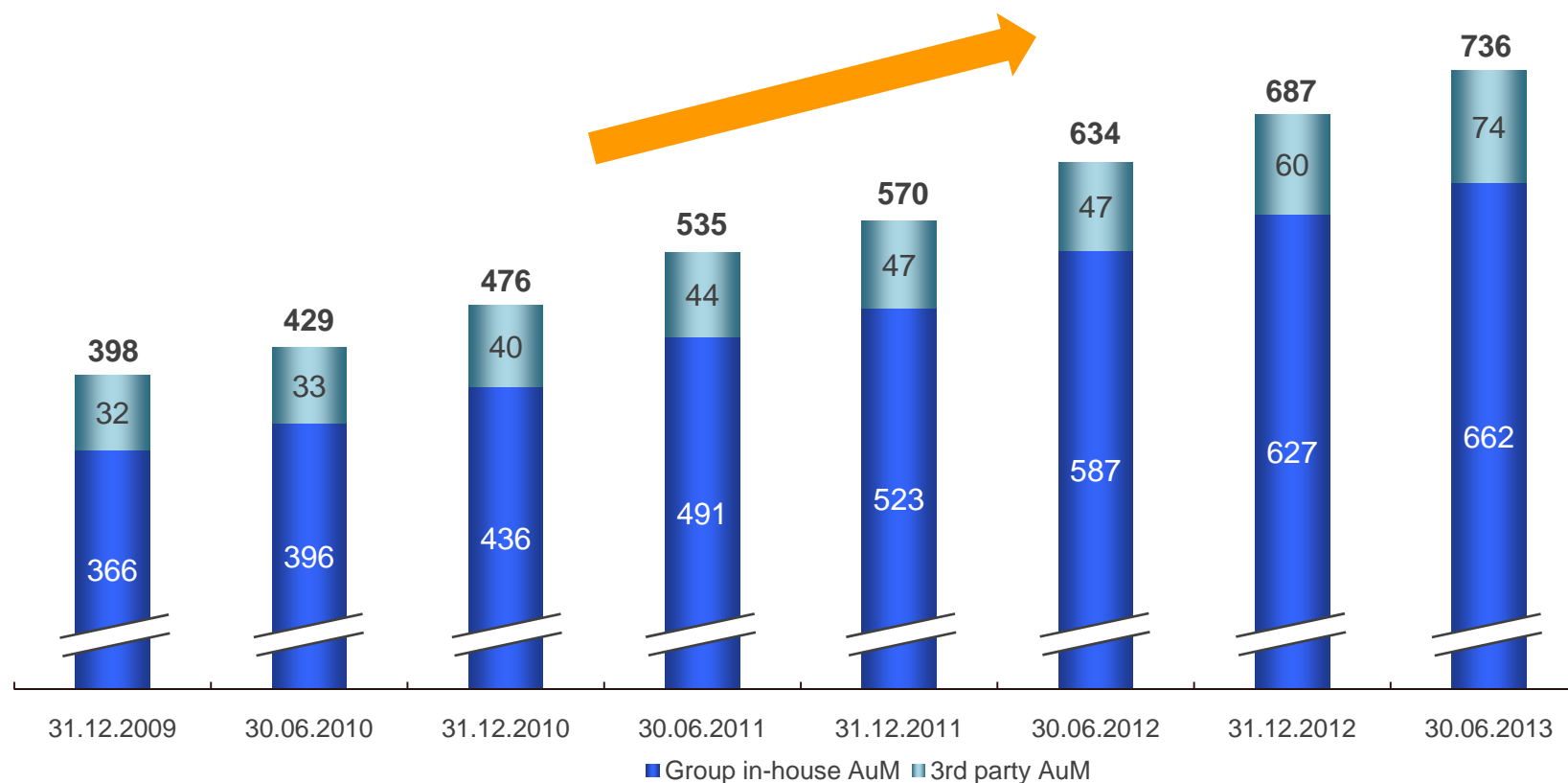
(%)



Asset Management(1/3)

AuM increased by 7.1% to RMB 736 billion

(RMB bn)



Asset Management(2/3)

Portfolio of Group in-house AuM

	30.06.2013(%)	31.12.2012(%)	Change(pt)
Fixed income investments ⁽¹⁾	84.3	85.0	(0.7)
Debt securities	54.5	52.8	1.7
Term deposits	23.3	26.2	(2.9)
Debt investment plans	4.9	4.5	0.4
Others ⁽²⁾	1.6	1.5	0.1
Equity investments	10.3	10.0	0.3
Investment funds	4.4	4.6	(0.2)
Equity securities	4.3	4.3	-
WMP	0.3	-	0.3
Others ⁽³⁾	1.3	1.1	0.2
Real estate	1.1	1.0	0.1
Cash & cash equivalents	4.3	4.0	0.3

(1) Including debt securities, term deposits, debt investment plans, statutory deposits, policy loans and wealth management products, etc.

(2) Including statutory deposits, policy loans and wealth management products, etc.

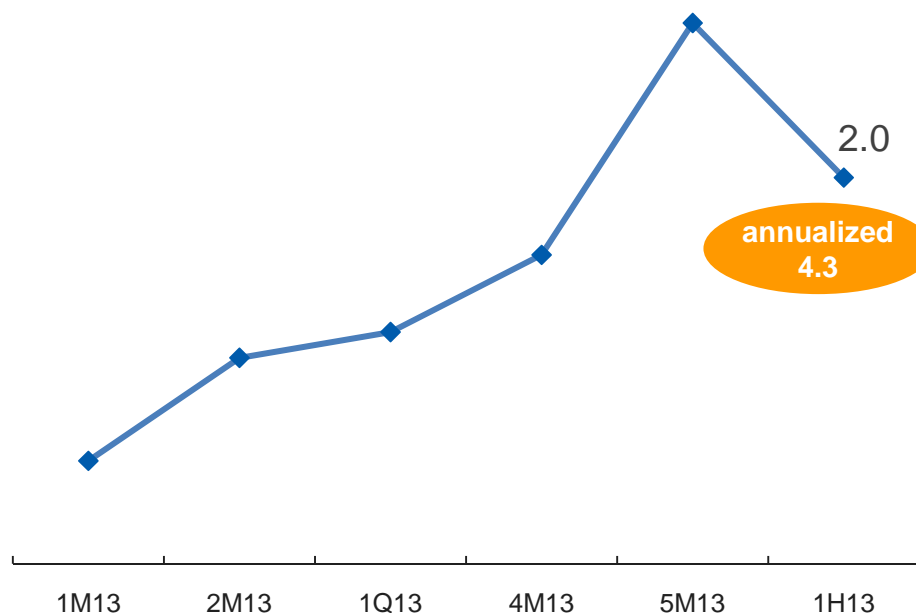
(3) Including unlisted equity securities.

Asset Management(3/3)

Investment yield improved

Growth rate of investment's net value

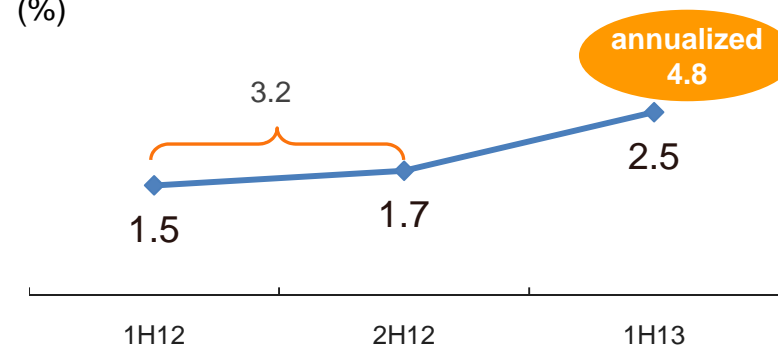
(%)



Figures are stated on an unannualized basis unless otherwise specified.

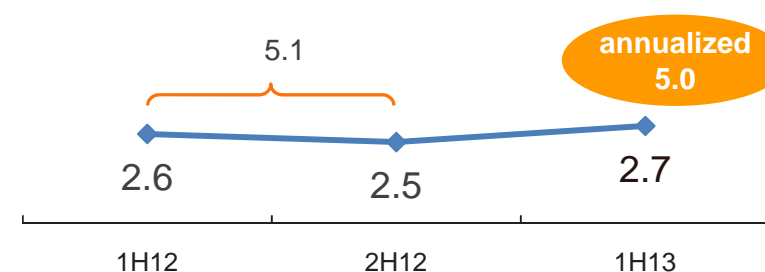
Total investment yield

(%)



Net investment yield

(%)



Q & A

