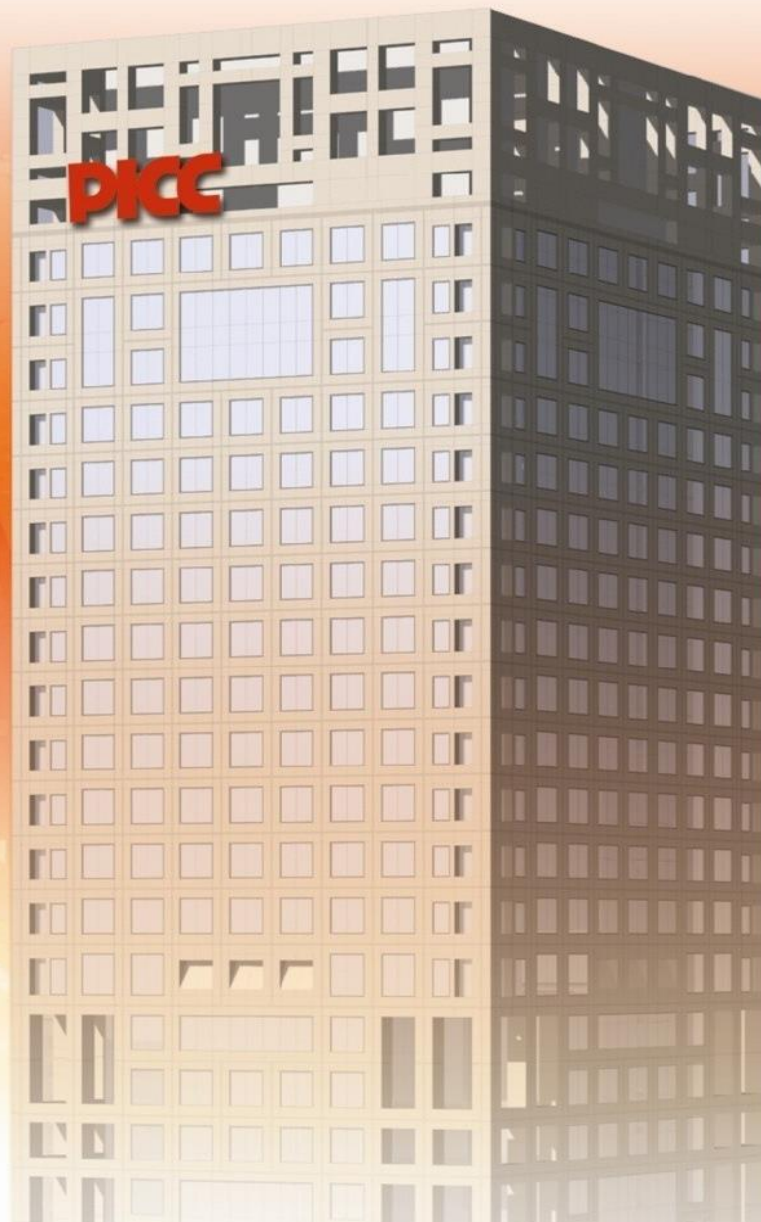


PICC P&C (2328.HK) 2015 Interim Results

做人民满意的保险公司



Disclaimer

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2015 Interim Performance Highlights

1

1

Net Profit of RMB14.42bn, a YoY growth of 85.1%; EPS of RMB0.973, a YoY increase of RMB0.4



2

Turnover of RMB146.23bn, a YoY growth of RMB14.11bn or 10.7%



3

Underwriting profit of RMB6.19bn, with a combined ratio of 94.7%, consistently outperforming the industry



4

Investment income of RMB13.52bn, a YoY growth of 142.6%; annualized total investment yield of 8.6%



5

Total assets and net assets increased by 16.6% and 16.2%, respectively, from the beginning of the year; solvency margin ratio of 226%



Consistently Enhanced Business Development Capabilities, Consolidated Leading Market Position

1

Strengthened market benchmarking, adopted active market strategies and promoted business growth

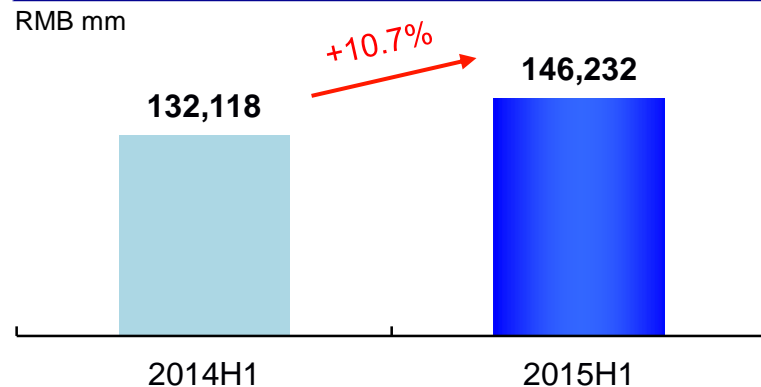
2

Strengthened the development of existing business; intensified the efforts in product and sales innovation, actively explored business in new areas

3

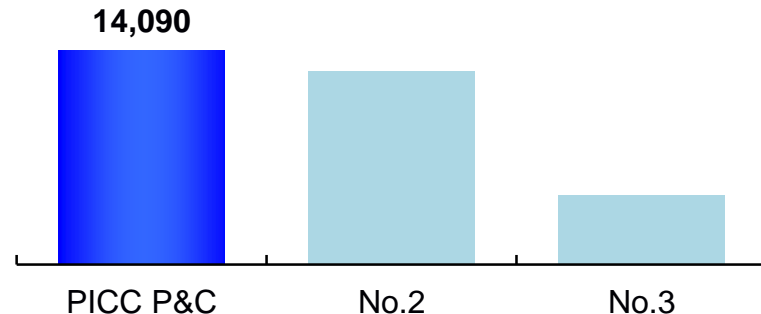
Innovated service system, strengthened customer-orientation, improved customer experience, further shortened claims cycle, customer satisfaction increased

Turnover of RMB146.23bn



Incremental Premiums Ranked No.1 in the Industry

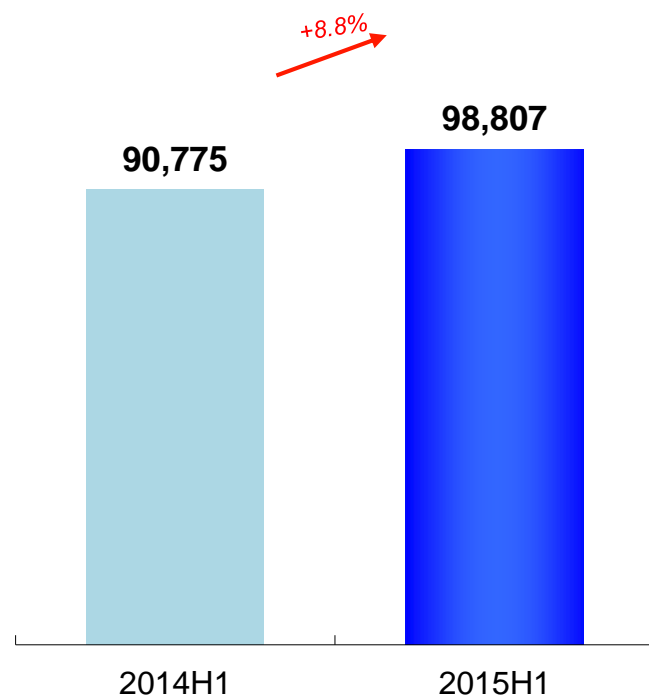
2015H1 Original premium income – 2014H1 Original premium income, RMB mm



Source: CIRC

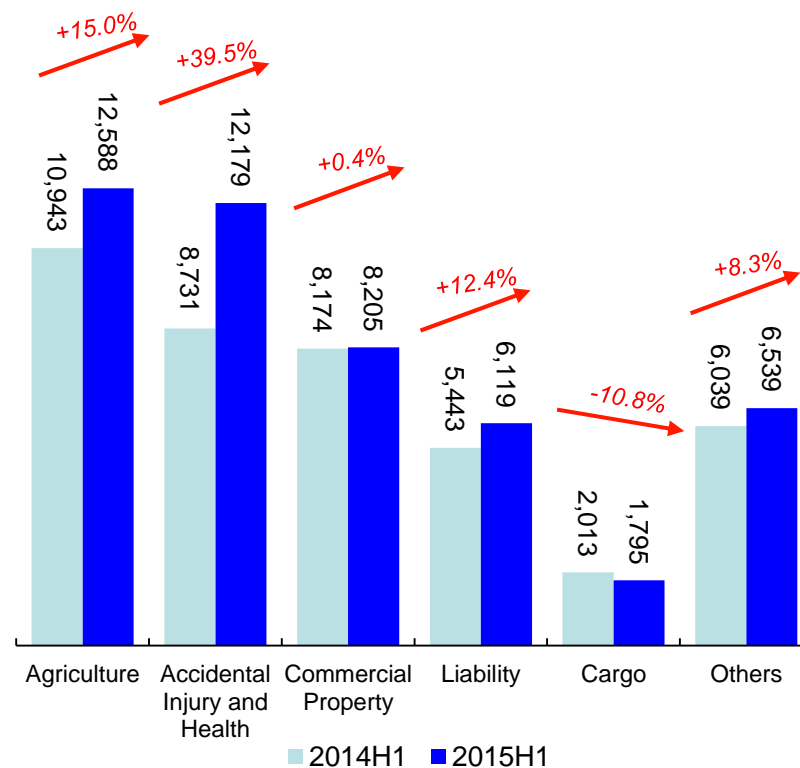
Motor Vehicle Insurance

Turnover, RMB mm



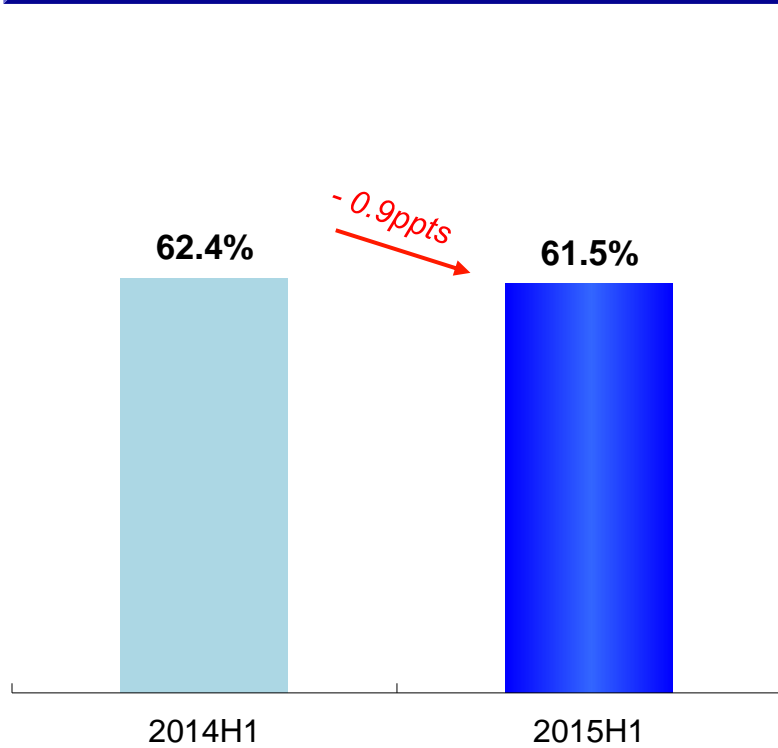
Non-motor Insurance

Turnover, RMB mm

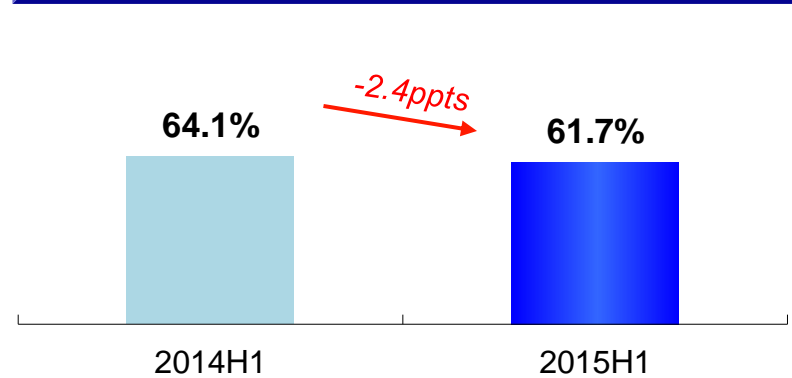


Strictly Control of Claims Cost, Loss Ratio Decreased

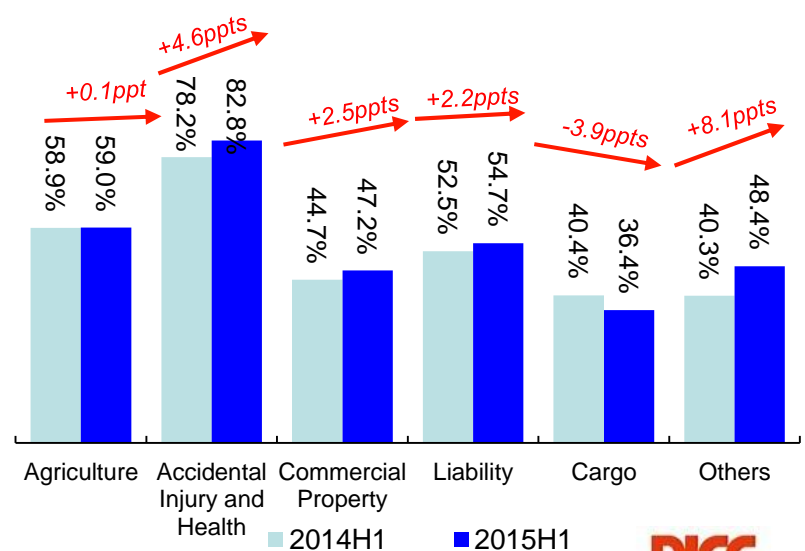
Overall Loss Ratio



Loss Ratio for Motor Vehicle Insurance



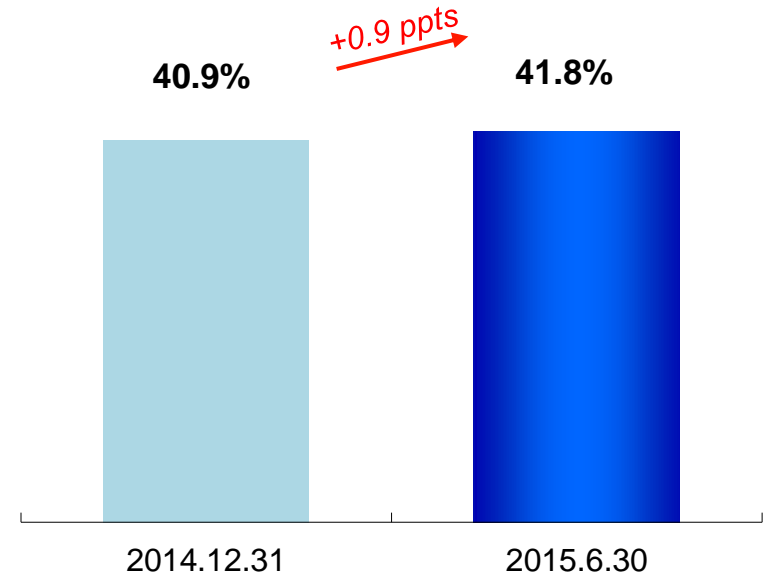
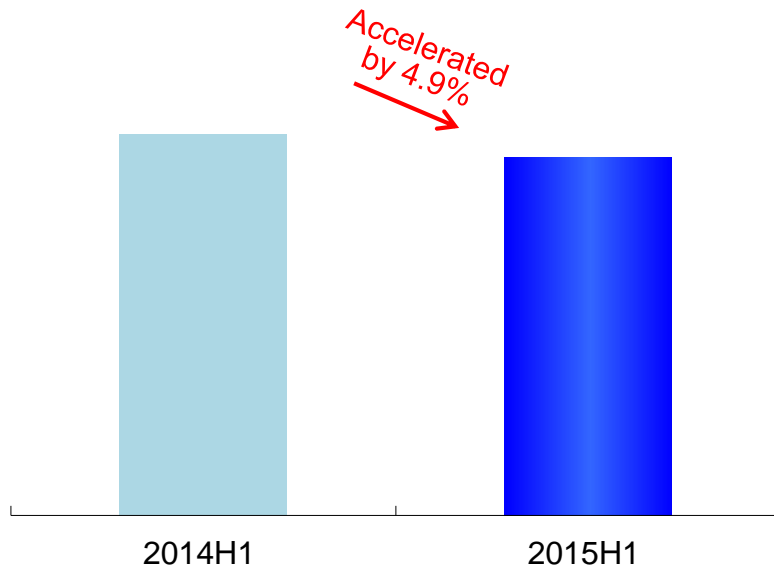
Loss Ratio for Non-motor Insurance



Improving Claims Efficiency, Sufficient Appropriation of Loss Reserves

Claims Cycle

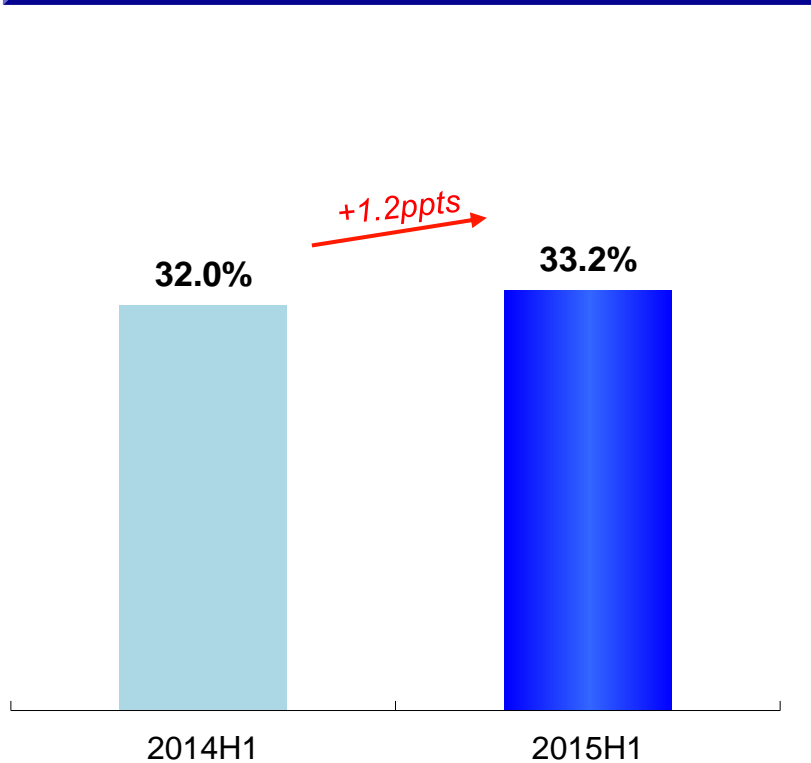
Net Loss Reserves Ratio



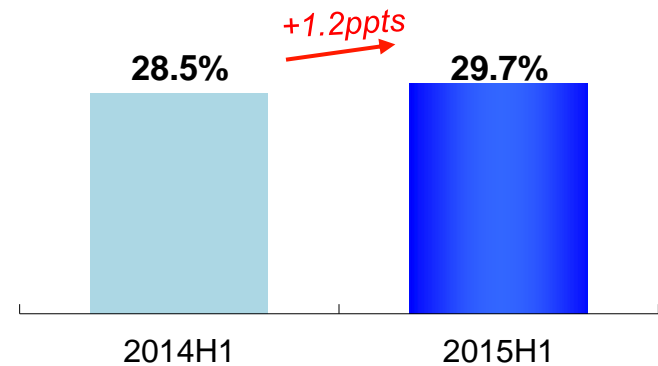
Note: Net Loss Reserves ratio = Net Loss and Loss Adjustment Expense Reserves by the end of the period / net premiums earned in the past 12 months

Increased Sales Resources Input, Expense Ratio Rose

Overall Expense Ratio

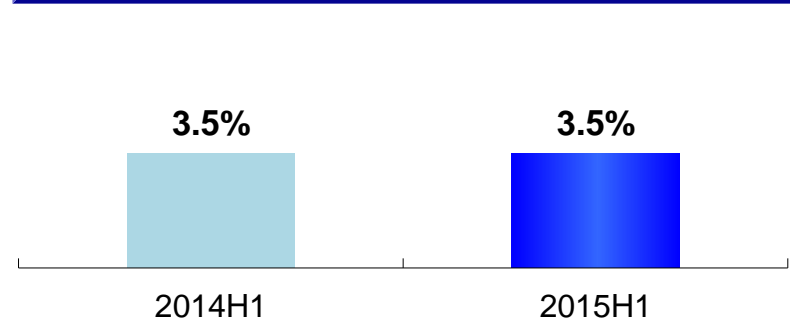


Underwriting Expense Ratio



Note: Underwriting expense ratio = (Policy Acquisition costs + Other underwriting expenses) / Net premiums earned

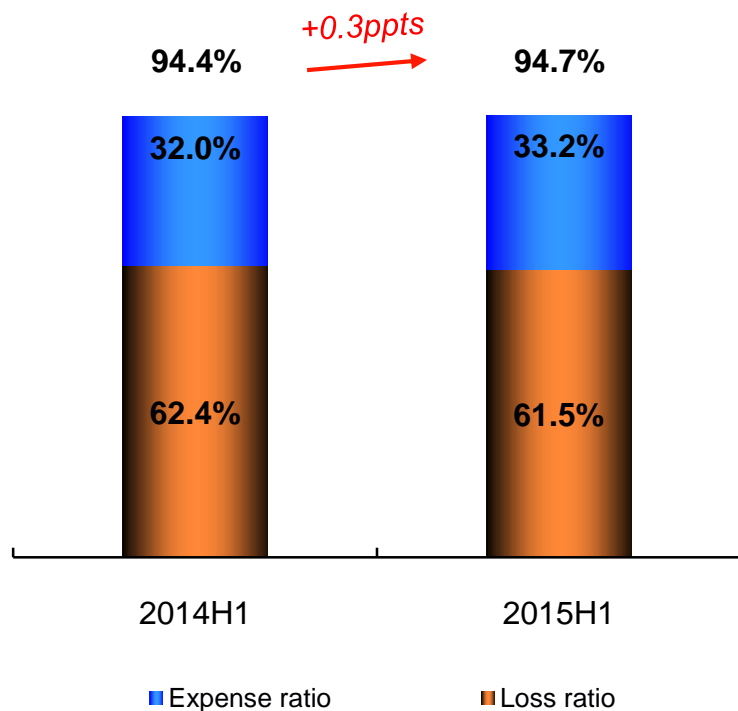
Administrative Expense Ratio



Note: Administrative expense ratio = Administrative expenses/Net premiums earned

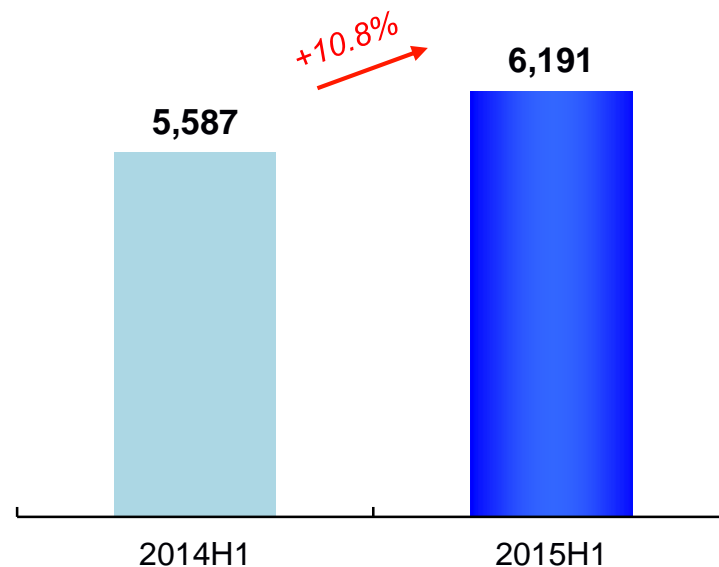
Underwriting Profit Increased Steadily and Outperformed the Industry

Combined Ratio Remained Stable



Underwriting Profit Grew Steadily

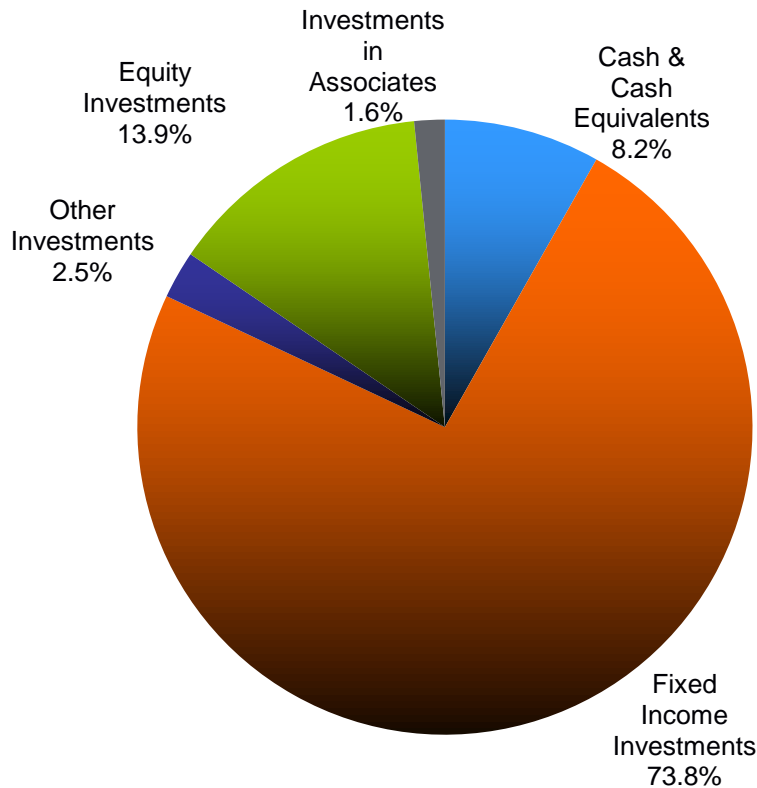
RMB mm



Investment Strategy Maintained Prudent, Investment Portfolio Further Optimized

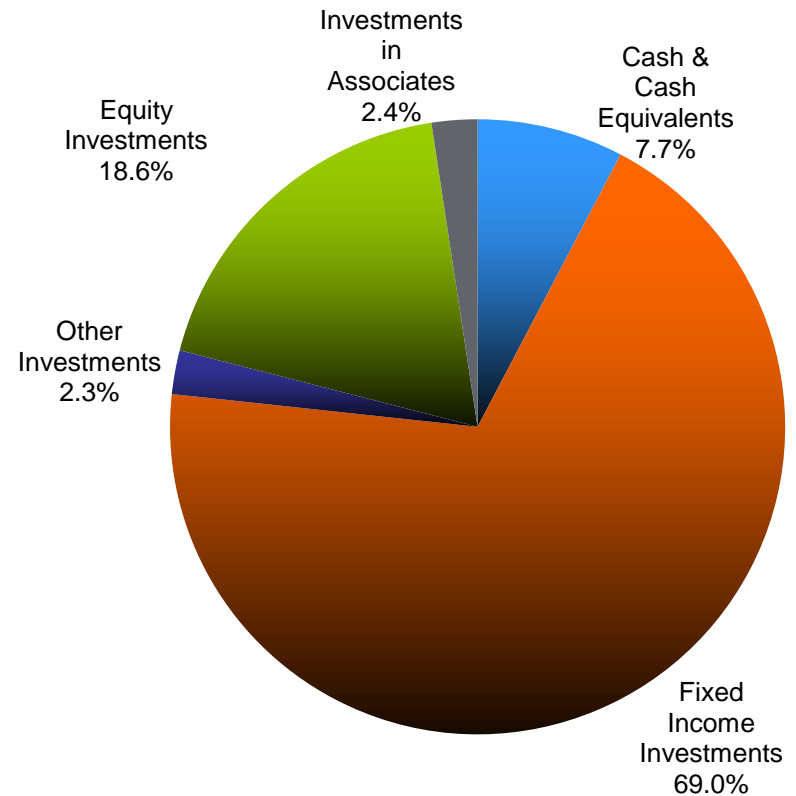
As of December 31, 2014

Total Investment Assets: RMB295.13bn



As of June 30, 2015

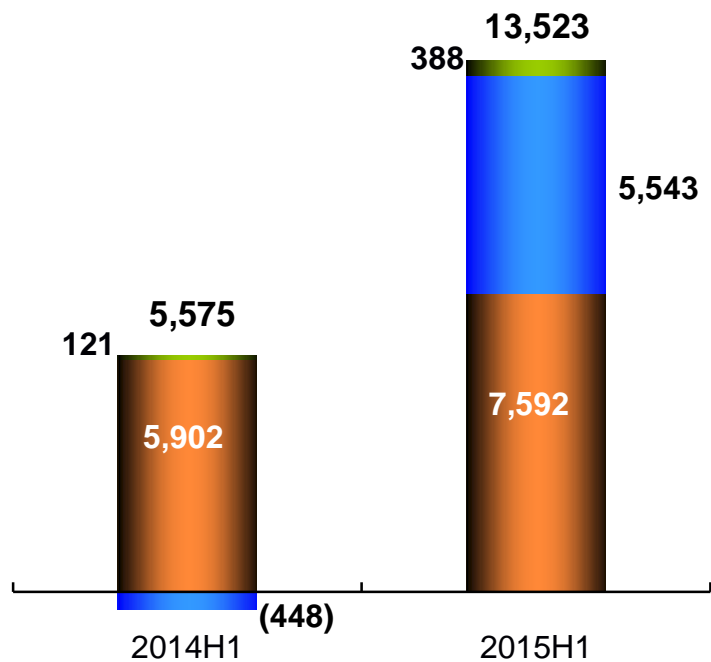
Total Investment Assets: RMB332.44bn



Note: Figures may not add up due to rounding; cash and cash equivalents are mainly denominated in RMB and exclude deposits from banks and other financial institutions with original maturities > 3 months and structured deposits in banks and other financial institutions; "other investments" include investment properties, derivative financial assets, statutory deposits, etc.

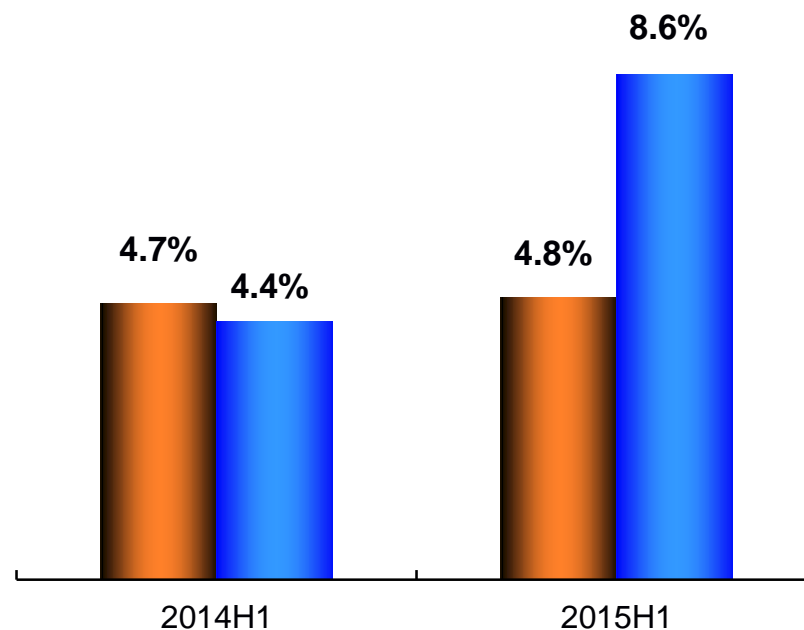
Investment Income Mix

RMB mm



- Share of Profits of Associates
- Realized and Unrealized Net Investment Income
- Interest, Dividend and Rental Income

Annualized Investment Yields

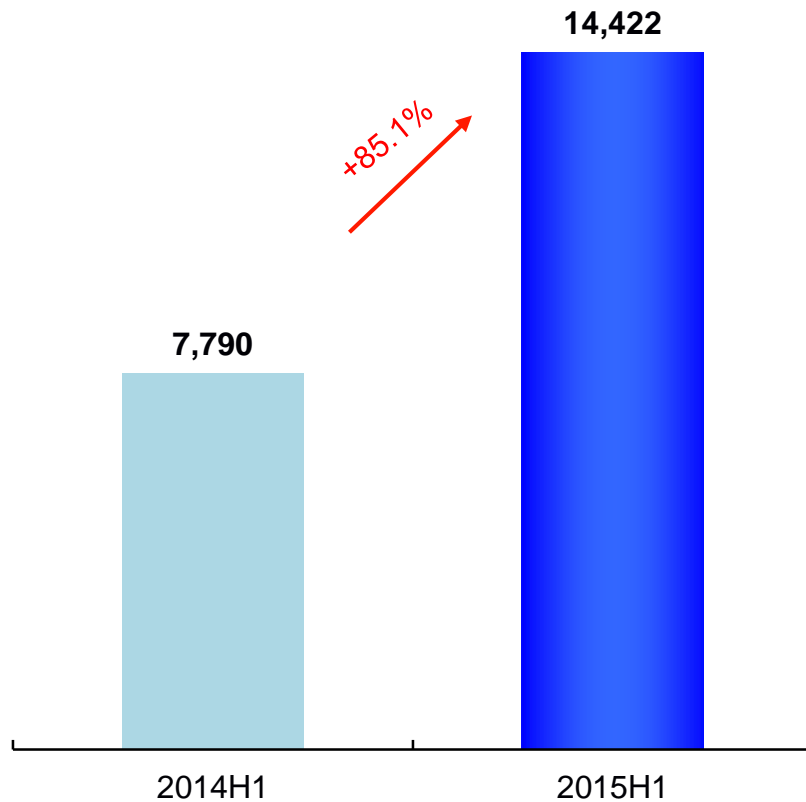


- Net Investment Yield
- Total Investment Yield

Net Profit Hit Record High, Capital Position Further Strengthened

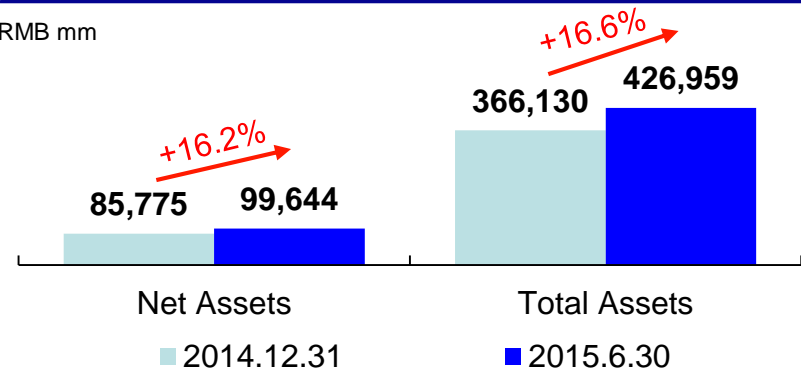
Net Profit Hit Record High

RMB mm

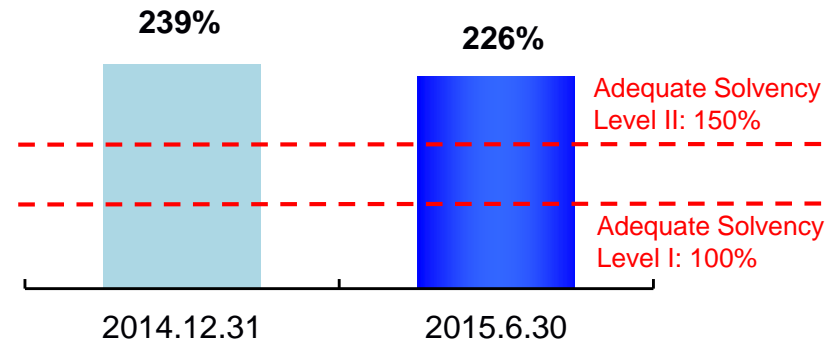


Steady Growth in Total Assets and Net Assets

RMB mm



Stable Solvency Margin Ratio



Key Initiatives in 2015H2

11

1

Continue to benchmark with the industry, improve distribution channel layout, actively capture development opportunities and promote rapid business growth

2

Strengthen underwriting control, improve business quality, proactively react to the commercial motor pricing deregulation

3

Strengthen claims management and operating costs control, enhance disaster and loss prevention

4

Accelerate internet insurance layout, promote transformation on all fronts towards a customer-oriented business mode

5

Adhere to prudent investment strategy, further optimize portfolio, capitalize on market opportunities, steadily increase investment income

6

Continue to improve internal control and compliance system, further enhance risk management capabilities

The logo for PICC, consisting of the letters 'PICC' in a bold, red, sans-serif font.

中国人民财产保险股份有限公司

PICC PROPERTY AND CASUALTY COMPANY LIMITED

Q & A