



China Insurance Market Today

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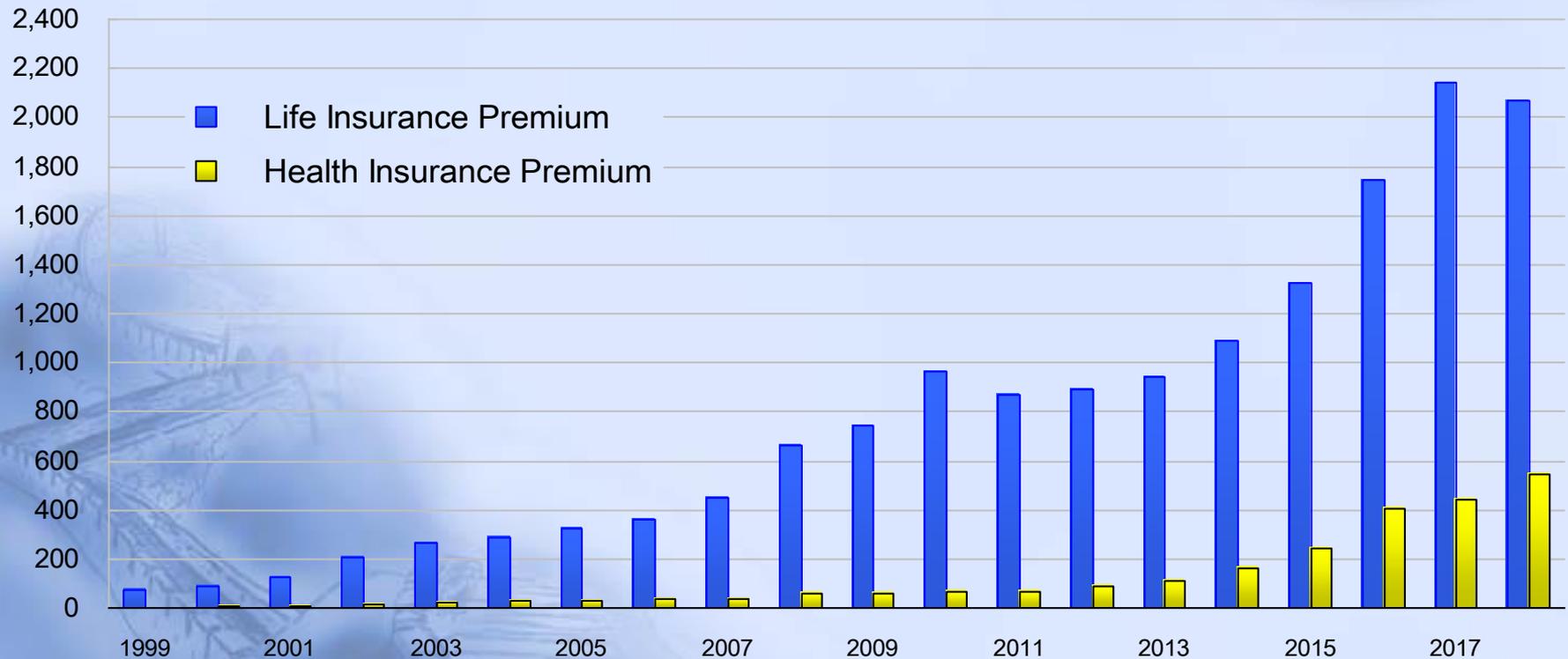
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Life and Health Insurance

GPI Life and Health Insurance in Bln CNY



Life and Health Insurance

- Margin turning point of life insurance along with decreasing of investment returns (4.33%).
- Regulator is driving life insurance market from saving towards protection.
- Increasing requirement of life and health insurance along with increasing of income and improvement of life standard.
- Health and pension insurance with tax incentives.
- Online policy sales and claim settlement.
- Investment and operating aging communities for the seniors.
- Foreign insurers have 8.1% market share.

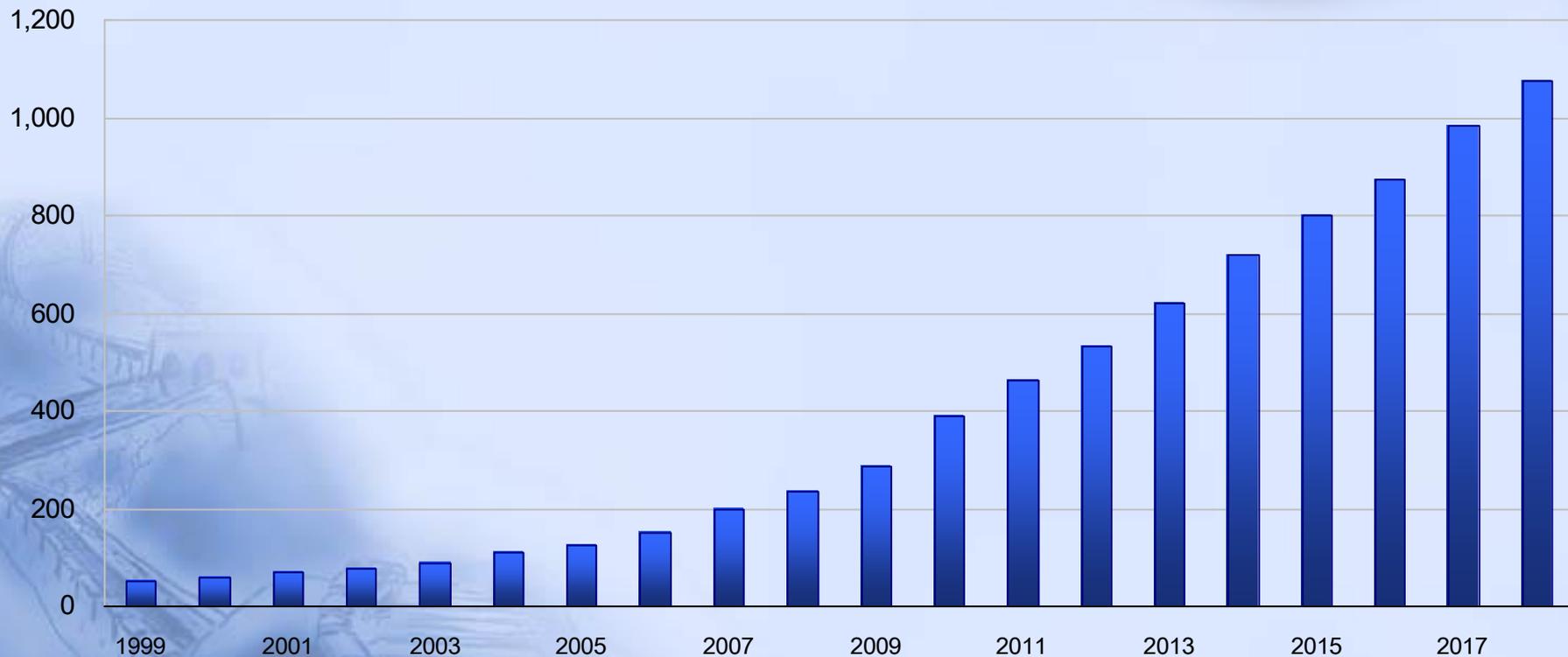
Life and Health Insurance

91 Companies. Top 5 have market share 57%.

- China Life with 21%
- Ping An Life with 17%
- CPIC Life with 8%
- New China Life Insurance with 6%
- China Taiping Life with 5%

Property and Casualty Insurance

GPI P&C Insurance in Bln CNY



Property and Casualty Insurance

- Motor Insurance has 75%+ market share.
- De-tariff is on-going.
- 2018 is the first year with negative UW result (-0.13%) since 2009. 2/3 P&C companies are loss-making in 2018.
- Decreasing investment returns (4.33%).
- Very high expense ratio (40.7% in 2018) leads by overlapping of broker and company markets
- A perfect competition market
- Online policy sales and claim settlement
- Foreign insurers have 1.8% market share.

Property and Casualty Insurance

88 companies. Top 5 has market 74% share.

- PICC P&C with 33%
- Ping An P&C with 21%
- CPIC P&C with 10%
- China Life P&C with 6%
- China Continental with 4%

2018 Result of P&C Insurers

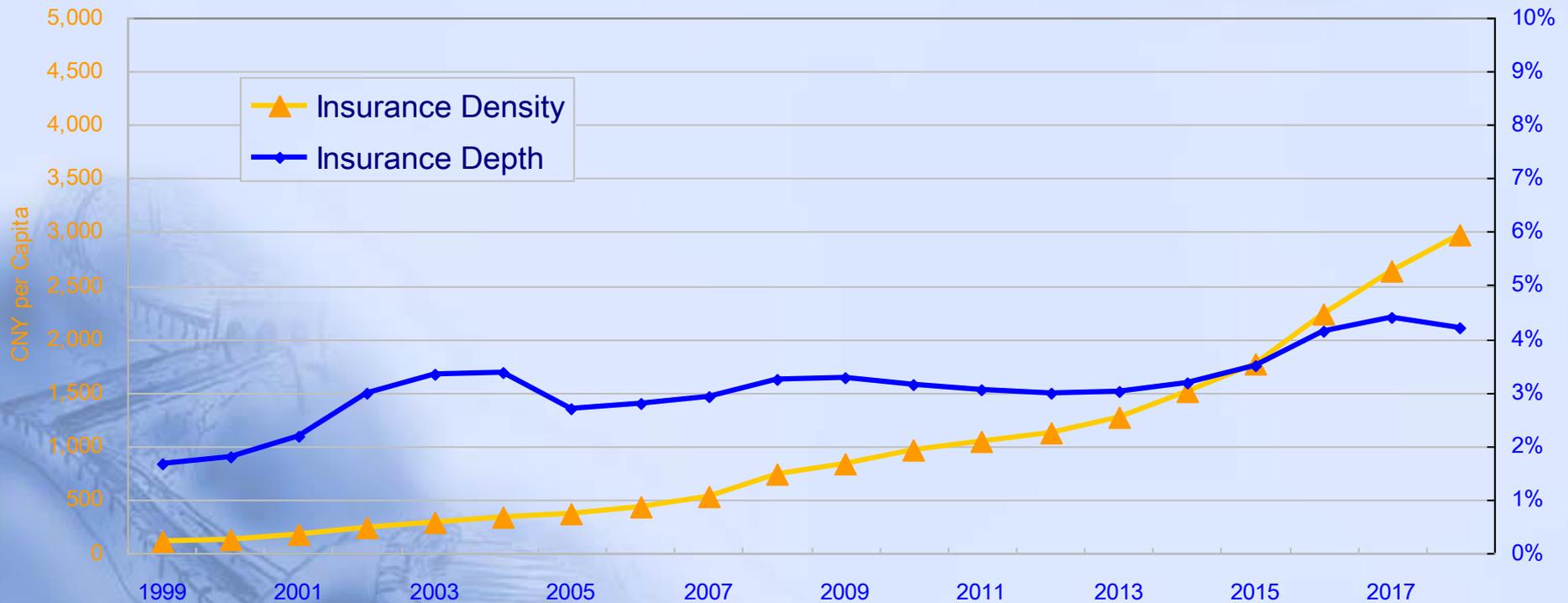
Line of Business	UW Result [Bln CNY]	Profit
Motor	1.053	0.14%
Industrial Property	-0.186	-0.78%
Household Property	0.121	1.70%
Engineering	-0.471	-9.75%
Casualty	0.163	0.37%
Credit	-1.558	-11.33%
Bond & Surety	1.816	4.76%
Marine Hull	-0.515	-21.16%
Cargo	0.114	1.27%
Specialty	0.499	25.12%
Agricultural	1.738	3.89%
Accidental	-1.110	-3.18%
Health	-2.038	-4.22%
Total P&C	-1.359	-0.13%

Politics for the foreign (Re)insurance

- 5 3 2 Rules
- From 2019: up to 51% share-holding in JV
- No limit of share-holding in 3 years

Develop. of Insurance Penetration

Insurance Penetration



Outlook

- Bigger and stronger
- Introduction Hi-Tech
- Strengthening market orders
- Market opening further to foreign investors
- Service for B&R projects and Chinese Interest Aboard

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Thanks for Your Attention!