

# 中国平安保险(集团)股份有限公司

PING AN INSURANCE (GROUP) COMPANY OF CHINA, LTD. (A joint stock limited company incorporated in the People's Republic of China with limited liability) (Stock Code: 2318)

# ANNOUNCEMENT OF AUDITED RESULTS FOR THE SIX MONTHS ENDED JUNE 30, 2008

# CHAIRMAN'S STATEMENT

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In the first half of 2008, China faced and overcame a number of hardships brought about by unfavorable domestic and international economic environment, and by a number of catastrophic natural disasters. Whilst China's economic development remains promising and continues to grow as forecasted under the current macro-economic policy and control, the number of unfavorable factors that would hinder micro-economic growth has clearly grown. In the face of such complex operating environment, during the first half of the year, the Company has actively tackled the unfavorable factors, such as the heightened combined ratio of the property and casualty insurance business caused by the natural disasters and excessive market competition, the increase in cost driven by inflation and extreme volatility in the global capital market. By focusing on our strategy of profitable growth, we have maintained strong growth momentum of our three key businesses of insurance, banking and asset management.

For the six months ended June 30, 2008, the Company realized premium income of RMB69,228 million, representing an increase of 28.5% when compared with the corresponding period of the previous year. Due to the significant decrease in investment income, our net profit was RMB9,719 million, representing a decrease of 2.5% over the corresponding period of the previous year. Reviewing our operations for the first half of the year, the Company has achieved outstanding performance in the following sectors:

- Our core insurance business continued to sustain a healthy growth. In terms of our life insurance business, we have successfully implemented our "Reaching New Heights" and "Two-Tier Market Development" strategies. Our individual life sales force has maintained its growth momentum, and the number of sales agents has reached 315,000. The market share of our property and casualty insurance business has been steadily increasing with premium income reaching RMB14,671 million, representing an increase of 26.1% when compared with the corresponding period of the previous year. The asset entrusted under our pension annuity and the assets under investment management annuity business have doubled since the end of 2007, placing us No.1 in the market in terms of asset size and pension contribution.
  - Our banking business has enjoyed an excellent start, and we have accelerated the build-out of our nationwide network. Both the corporate and retail businesses have achieved sound and steady growth. The accumulated number of in-force credit cards in Shanghai and Shenzhen has exceeded 700,000. Non-performing loan ratio was controlled at 0.5%, amongst the lowest in the industry. Quanzhou Branch, our first branch in a new region following the bank's merger and re-naming, obtained regulatory approval to operate, marking an important step forward for our cross-region operation. At the same time, we have increased investment in the banking business' infrastructure and developed strategic initiatives to strengthen the headquarters' ability to support a nationwide service network.

- Our third-party asset management business has made good progress. The first batch of domestic QDII accounts entrusted to Ping An Asset Management has entered into the substantive operating stage, the size of assets under management has continued to grow. Ping An Trust has continually developed new and creative wealth management products, both asset size and customer number have increased steadily. Ping An Securities has successfully launched the first collective asset management product. With the backing of an integrated financial service platform, the advantages of our third-party asset management business in terms of customers, channels, products and services are starting to become apparent.
- Our investment business responded vigilantly to fluctuations in the capital markets. We have made timely adjustments to our asset allocation, increased the proportion of investment in fixed income assets, and focused on non-capital markets investments. All our investment projects remain on track. Furthermore, our overseas investment plan and the establishment of our global investment platform are proceeding smoothly. Taking advantage of the cooperation opportunities that brought by our investment in Fortis SA/NV and Fortis N.V. ("Fortis"), we have entered into formal agreement with Fortis Bank NV/SA to acquire an equity stake in Fortis Investment Management NV/SA, in order to accelerate the establishment of our global investment capability and to build a global asset management and QDII platform.
- Cross-selling has achieved remarkable result, and the synergies brought about by an integrated financial platform are becoming increasingly apparent. In the first half of the year, cross-selling accounted for 14.0% of the premium income for the property and casualty insurance business, 9.1% of the bank's new corporate deposits, 55.8% of new credit cards issued, 12.5% of new assets entrusted under the pension annuity and 12.7% of new assets under the investment management annuity business. The above figures demonstrate the efforts that we have endeavored to promote cross-selling for the past few years, through resource sharing and service integration, we have greatly increased the breadth and depth of our cross-selling activities.

May 27, 2008 marked the 20th anniversary of the establishment of Ping An. As a way of expressing our deep condolence for the victims of the Wenchuan earthquake, we had simplified our 20th anniversary celebration. Immediately after the disaster, our Company announced donations of approximately RMB40 million in total for disaster-relief in the disaster-hit areas and the reconstruction and repairment of elementary schools in Wenchuan and Beichuan counties. At the same time, our staff across all levels have made donations totalling over RMB35 million, the largest amount of staff donation amongst all insurance companies in China to date. In the face of this disaster, Ping An has resolutely taken up the sacred duty of helping people in distress and protecting people's livelihoods by taking concrete actions to assist the victims and affected customers to overcome their hardships.

Our Company is dedicated to fulfilling our social responsibility. Our role as a charitable corporate citizen has received widespread attention and high regards from all walks of society. In the fifth "2008 China Charity Ranking Announcement Ceremony", our Company was granted the "China's Top 10 Charitable Enterprises for 2008" award for the first time. In the "China's Most Respected Enterprises" poll jointly sponsored by the Economic Observer Newspaper and the Management Case Study Center of Peking University, our Company was granted the honour of "China's Most Respected Enterprises" for the seventh consecutive year. In the report on the "Assessment of Corporate Governance of Top 100 Chinese Listed Companies for 2008" issued by the Chinese Academy of Social Sciences, our Company was ranked No. 1 amongst 100 elected enterprises. With our outstanding operating results and strong profit growth and having been named twice as a Forbes 500 company, our Company marched into the Fortune 500 for the first time, ranking as No. 1 amongst Chinese private enterprises on the list.

Looking ahead to the second half of 2008, the fundamentals of the Chinese economy are sound and the macro-economic control measures will become more flexible. However, with the woes of the U.S. sub-prime problem yet to dissipate, worldwide economic growth slowing down and the global inflation rising, there will be potential pressure on slowing down the growth of the Chinese economy, our Company's goal of surpassing the annual profit target will be a major challenge. In the second half of the year, our life insurance business will continue to implement the "Two Tier Market Development" strategy and enhance the average productivity per agent through the week unit working system. Our property and casualty insurance business will continue with its strategy to build sales channel aggressively and to control costs of sale effectively so we can achieve our goal of "surpassing targets healthily". For the banking business, various systems and operation platforms will be erected to expedite our development into a nationwide bank. For the investment business, risk management and control will be strengthened, investments will be actively sought in non-capital market, whilst third-party asset management business will be further expanded. Meanwhile, the Company will continue to expand the breadth and depth of cross-selling, ensuring that our synergies will be fully maximized.

Since the fourth quarter of last year, the global economy has suffered from the impact of the subprime issue in the U.S., investor confidence has fallen sharply and stock markets worldwide have experienced deep correction, our Company's share price also experienced significant fluctuations. However, the Company's fundamentals remain sound, and strong growth continues to be recorded across all businesses with the competitive advantages of our integrated financial platform remaining apparent. In the second half of 2008, China will host the Beijing Olympic Games which will draw the attention of the world, and at the same time, it will mark the beginning of Ping An's third decade of operations. Looking at the opportunities and challenges that lie ahead, from the perspective of an enterprise that is striving to be a century-old financial institution, we clearly recognize that the past twenty years has merely been an important stage in our founding and development. Our dream of becoming a century-old enterprise can only be realized through having the ability to maintain sustainable growth, and in this sense, we are fully confident in our Company's long-term investment value.

We firmly believe that, with the advantages of our Company's integrated financial platform, prudent investment and financial policies, strong customer base and centralized operation, Ping An is ready for all kinds of challenges that lie ahead, and each of our businesses will strive to achieve "sustainable, valuable and superior" growth in order to deliver long-term sustainable value to our clients, shareholders and society.

# **KEY FINANCIAL AND OPERATION INFORMATION**

# Group's consolidated performance

The following is a summary of the consolidated results of the Group:

For the six months ended June 30, (in RMB million)	2008	2007
Total income Total expenses	63,633 (53,289)	69,819 (59,003)
Operating profit before tax	10,344	10,816
Net profit	9,719	9,969

The following table sets forth the breakdown of our net profit by business segment:

For the six months ended June 30, (in RMB million)	2008	2007
Life insurance	8,325	6,018
Property and casualty insurance	339	760
Banking	795	1,086
Securities	401	676
Other businesses <sup>(1)</sup>	(141)	1,429
Net profit	9,719	9,969

(1) Other businesses mainly include corporate, trust business and asset management business.

Consolidated net profit decreased 2.5% to RMB9,719 million in the six months ended June 30, 2008 from RMB9,969 million in the same period in 2007. This decrease was primarily due to the decrease in both investment returns and profit from our investment business, as a result of fluctuations in the capital markets.

In the first half of 2008, the occurrence of natural disasters such as heavy snow storm, earthquakes and rain storm, as well as the decrease in premium rates of compulsory third party liability insurance for automobiles, have led to an increase in combined ratio and exerted pressure on the profitability of our property and casualty insurance business.

For our banking business, if taken out the one-off benefits of non-performing package assets disposal and reversals of litigation provisions from the first half results of 2007 (RMB409 million in total), the net profit in the six months ended June 30, 2008 in fact increased even though significant capital expenditure and investments for future has been made.

The significant decrease in net profit of other businesses was primarily due to the significant decrease in net profit of our corporate business to RMB-339 million in the six months ended June 30, 2008 from RMB1,140 million in the same period in 2007, as a result of the decrease in investment income.

# **Consolidated investment income**

## For the six months ended June 30, (in RMB million, except percentages)

(In Kill Innion, except percentages)	2000	2007
Net investment income	10,259	9,893
Net realized and unrealized gains	601	15,844
Impairment losses	(1,585)	
Total investment income	9,275	25,737
Net investment yield <sup>(1)</sup>	3.8%	4.3%
Total investment yield <sup>(1)</sup>	3.6%	8.5%

2008

2007

In the first half of 2008, our domestic and overseas investments were affected by the negative factors from both domestic and overseas capital markets. In the face of the market fluctuations, we proactively managed to adjust asset allocation for stable investment returns, and achieved the objectives in different phases of our investment business. However, the significant decrease in total investment income definitely has certain negative impact on our net profit.

Our certain available-for-sale equity investments have incurred relatively significant and prolonged unrealized losses. We have impaired those available-for-sale equity investments which met objective evidence of impairment criteria as at June 30, 2008. Our holding of Fortis shares are classified as available-for-sale equity investments. According to our long term holding strategy and relevant accounting policies, impairment provision on Fortis shares was not considered to be necessary as at June 30, 2008.

<sup>(1)</sup> Lease income from investment properties and interest income from cash and cash equivalents are included in the calculation of the above yields. Net foreign currency gains/losses on investment assets denominated in foreign currencies and investment income from banking business are excluded in the calculation of the above yields. Average investment assets used as the denominator are computed based on Modified Dietz method in principle.

We managed to improve the asset allocation of our investment portfolio in response to fluctuations in the capital markets. As a result, our fixed maturity investments as a percentage of our total investment assets increased to 64.2% as at June 30, 2008 from 47.7% as at December 31, 2007, while our equity investments decreased to 15.6% as at June 30, 2008 from 24.7% as at December 31, 2007.

The following table presents our investment portfolio allocations among the major categories of our investments:

(in RMB million, except	As at Jun Carrying	e 30, 2008	As at December 31, 2007 Carrying		
percentages)	Value	% of Total	Value	% of Total	
Fixed maturity investments					
Term deposits <sup>(1)</sup>	49,622	11.1%	33,188	7.0%	
Bond investments <sup>(1)</sup>	235,184	52.4%	191,023	40.2%	
Other fixed maturity investments <sup>(1)</sup>	2,946	0.7%	2,411	0.5%	
Equity investments					
Equity investment fund <sup>(1)</sup>	15,379	3.4%	15,792	3.3%	
Equity securities	51,390	11.4%	100,015	21.1%	
Investment in associates	3,401	0.8%	1,472	0.3%	
Investment properties	3,608	0.8%	3,812	0.8%	
Cash, cash equivalents and others	86,999	19.4%	127,174	26.8%	
Total investments <sup>(2)</sup>	448,529	100.0%	474,887	100.0%	

(1) These figures exclude items that are classified as cash and cash equivalents.

(2) Investment assets exclude banking business.

# Life insurance business

The following tables set forth certain financial and operating data for our life insurance business:

For the six months ended June 30, (in RMB million)	2008	2007
Gross written premiums and policy fees	39,521	32,203
Individual life insurance	32,991	27,705
Bancassurance	1,112	367
Group insurance	5,418	4,131
Premium deposits	15,036	10,045
Individual life insurance	9,293	6,528
Bancassurance	5,743	3,517
Gross written premiums, policy fees and premium deposits	54,557	42,248
	As at	As at
	<b>June 30,</b>	December 31,
	2008	2007
Market share of gross written premiums, policy fees and premium deposits <sup>(1)</sup>	12.8%	16.0%
Number of customers:		
Individual (in thousands)	35,048	33,808
Corporate (in thousands)	399	351
Total (in thousands)	35,447	34,159
Persistency ratio:		
13-month	92.5%	90.4%
25-month	84.1%	81.2%

(1) Based on our financial data and the PRC insurance industry data calculated in accordance with the PRC Accounting Standards and published by the CIRC.

Market share as at June 30, 2008 was computed based on gross written premiums, policy fees and premium deposits accumulated over a period of six months.

Market share as at December 31, 2007 was computed based on gross written premiums, policy fees and premium deposits accumulated over a period of one year.

# Property and casualty insurance business

The following tables set forth certain financial and operating data for our property and casualty insurance business:

For the six months ended June 30, (in RMB million)	2008	2007
Automobile insurance Non-automobile insurance Accident and health insurance	10,225 3,650 796	7,801 3,254 582
Total gross written premiums	14,671	11,637
	As at June 30, 2008	As at December 31, 2007
Market share of gross written premiums <sup>(1)</sup>	10.7%	10.3%
Number of customers: Individual (in thousands) Corporate (in thousands) Total (in thousands)	8,680 2,036 10,716	7,140 1,617 8,757
	For the six months ended June 30, 2008	For the year ended December 31, 2007
Combined ratio: Expense ratio Loss ratio	36.5% 69.6%	36.5% 61.1%
Combined ratio	106.1%	97.6%

(1) Based on our financial data and the PRC insurance industry data calculated in accordance with the PRC Accounting Standards and published by the CIRC.

Market share as at June 30, 2008 was computed based on gross written premiums accumulated over a period of six months.

Market share as at December 31, 2007 was computed based on gross written premiums accumulated over a period of one year.

# **Banking business**

The following tables set forth certain financial and operating data for our banking business:

For the six months ended June 30, (in RMB million, except percentages)	2008	2007
Interest income Interest expenses	3,376 (1,391)	2,257 (798)
Net interest income	1,985	1,459
Net interest spread <sup>(1)</sup>	2.9%	2.4%

(1) Net interest spread represents the difference between the average yield on interest earning assets (excluding recovery of interest income on non-performing loans) and the average cost on interest bearing liabilities.

The following tables set forth loans and advances mix and loan quality for our banking business:

(in RMB million)	As at June 30, 2008	As at December 31, 2007
Corporate loans Discounted bills	43,398 4,956	36,142 5,976
Retail loans	20,689	19,782
Total loans and advances	69,043	61,900
	As at June 30,	As at December 31,
(in RMB million, except percentages)	2008	2007
Pass Special mention	64,712 3,999	58,370 3,019
Substandard Doubtful	204 84	296 167
Loss	44	48
Total loans and advances	69,043	61,900
Total non performing loans Non-performing loans ratio	332 0.5%	511 0.8%
Impairment provisions balance Provisions coverage ratio	422 127.1%	420 82.2%

# FINANCIAL STATEMENTS

# A. Prepared in accordance with International Financial Reporting Standards ("IFRSs")

# **Consolidated Income Statement** For the six months ended June 30, 2008

For the six months ended June 30, (in RMB million)	Notes	2008	2007
Gross written premiums and policy fees Less: Premiums ceded to reinsurers	4	54,192 (3,344)	43,840 (2,600)
Net written premiums and policy fees Change in unearned premium reserves		50,848 (2,734)	41,240 (2,191)
Net earned premiums Reinsurance commission income Interest income of banking operations Fees and commission income of non-insurance operations Investment income Share of profits of associates	5 s 6	48,114 760 3,369 1,282 9,275 41	39,049 675 2,257 1,357 25,737
Other income Total income		<u> </u>	744 69,819
Change in deferred policy acquisition costs Claims and policyholders' benefits Commission expenses of insurance operations Interest expenses of banking operations	5	5,316 (40,619) (7,257) (1,265)	4,136 (47,849) (5,673) (689)
Fees and commission expenses of non-insurance operations Loan loss provisions, net of reversals Foreign exchange losses General and administrative expenses		(118) (16) (525) (8,805)	(213) 105 (335) (8,485)
Total expenses		(53,289)	(59,003)
Profit before tax Income taxes	7 8	10,344 (625)	10,816 (847)
Net profit		9,719	9,969
Attributable to: – Equity holders of the parent – Minority interests		9,487 232	9,690 279
		9,719	9,969
		RMB	RMB
Earnings per share attributable to equity holders of the parent:			
<ul> <li>– basic</li> <li>– diluted</li> </ul>	10 10	1.29 1.29	1.39 1.39

# **Consolidated Balance Sheet**

As at June 30, 2008

(in RMB million)	June 30, 2008	December 31, 2007
ASSETS		
Balances with central bank and statutory deposits Cash and amounts due from banks and	19,781	20,794
other financial institutions Fixed maturity investments	93,384 284,469	87,859 274,241
Equity investments Derivative financial assets	83,673 121	128,931 177
Loans and advances to customers Investments in associates	70,806 3,401	63,125 1,472
Premium receivables Reinsurers' share of insurance liabilities	6,172 7,077	4,434 4,880
Policyholder account assets in respect of insurance contracts	32,554	4,880 34,871
Policyholder account assets in respect of investment contracts	4,120	4,622
Deferred policy acquisition costs Investment properties	46,621 3,677	41,305 3,882
Property and equipment	8,516	8,165
Intangible assets Deferred tax assets	10,583 1,985	4,400 87
Other assets	11,833	8,977
Total assets	688,773	692,222
EQUITY AND LIABILITIES		
<b>Equity</b> Share capital Reserves Retained profits	7,345 52,324 28,259	7,345 81,322 23,155
Equity attributable to equity holders of the parent Minority interests	87,928 2,492	111,822 2,029
Total equity	90,420	113,851
Liabilities Due to banks and other financial institutions Assets sold under agreements to repurchase Derivative financial liabilities Customer deposits and payables to brokerage customers Insurance contract liabilities Investment contract liabilities for policyholders Policyholder dividend payable Income tax payable Deferred tax liabilities Other liabilities	13,784 16,356 120 90,090 433,658 6,936 10,635 725 967 25,082	$14,644 \\ 13,556 \\ 189 \\ 91,925 \\ 416,474 \\ 5,421 \\ 7,006 \\ 807 \\ 6,369 \\ 21,980$
Total liabilities	598,353	578,371
Total equity and liabilities	688,773	692,222

# **Consolidated Statement of Changes in Equity** *For the six months ended June 30, 2008*

		Equity attributable to equity holders of the parent								
					Reserves					
(in RMB million)	Notes	Share capital	Capital reserve	Surplus reserve fund	General reserve	•	Foreign currency translation differences	Retained profits	Minority interests	Total
As at January 1, 2008		7,345	51,907	7,629	1,939	19,889	(42)	23,155	2,029	113,851
Net profit for the six months ended June 30, 2008 Net losses on available-for-sale		-	-	-	-	-	-	9,487	232	9,719
investments		-	-	-	-	(39,362)	-	-	(395)	(39,757)
Net gains on available-for-sale investments removed from equity and reported in net profit Impairment charges reclassified to		-	-	-	-	(9,140)		-	(91)	(9,231)
the income statement	6	-	-	-	-	1,569	-	-	16	1,585
Deferred tax recognized, net		-	-	-	-	7,532	-	-	75	7,607
Dividends declared	9	-	-	-	-	-	-	(3,673)	-	(3,673)
Appropriations to statutory reserve		-	-	710	-	-	-	(710)	-	-
Changes in subsidiaries		-	-	-	-	-	-	-	577	577
Currency translation adjustments		-	-	-	-	-	(28)	-	-	(28)
Dividends for minority interests		-	-	-	-	-	-	-	(49)	(49)
Shadow accounting adjustment						9,721			98	9,819
As at June 30, 2008		7,345	51,907	8,339	1,939	(9,791)	(70)	28,259	2,492	90,420

# For the six months ended June 30, 2007

		Equity attributable to equity holders of the parent										
	Reserves											
(in RMB million)	in RMB million) Notes	Notes		Share capital	Capital reserve	Surplus reserve fund	General reserve	Net unrealized gains	Foreign currency translation differences	Retained profits	Minority interests	Total
As at January 1, 2007		6,195	14,835	6,126	517	8,250	(25)	10,477	1,375	47,750		
Issue of new shares in the PRC		1,150	37,720	_	-	-	-	-	_	38,870		
Share issue expenses		-	(648)	-	-	-	-	-	_	(648)		
Net profit for the six months ended June 30, 2007		_	_	_	_	_	_	9,690	279	9,969		
Net gains on available-for-sale investments		-	_	_	-	15,397	_	-	154	15,551		
Net gains on available-for-sale investments removed from equity												
and reported in net profit		-	-	-	-	(8,727)		-	(88)	(8,815)		
Deferred tax recognized, net		-	-	-	-	(2,422)	-	-	(24)	(2,446)		
Dividends declared	9	-	-	-	-	-	-	(1,616)	-	(1,616)		
Appropriations to statutory reserve		-	-	808	-	-	-	(808)	-	-		
Transfer of surplus reserve fund		-	-	(6)	-	-	-	6	-	-		
Changes in subsidiaries		-	-	-	-	-	-	-	(113)	(113)		
Currency translation adjustments		-	-	-	-	-	(23)	-	-	(23)		
Dividends for minority interests		-	-	-	-	-	-	-	(34)	(34)		
Shadow accounting adjustment						(863)			(9)	(872)		
As at June 30, 2007		7,345	51,907	6,928	517	11,635	(48)	17,749	1,540	97,573		

## **Supplementary information**

#### 1. Organization and principal activities

Ping An Insurance (Group) Company of China, Ltd. (the "Company") was incorporated in Shenzhen, the People's Republic of China (the "PRC") on March 21, 1988. Its business scope includes investing in insurance enterprises, supervising and managing various domestic and overseas businesses of subsidiaries, and utilizing insurance funds. The Company's principal subsidiaries are mainly engaged in the provision of life insurance, property and casualty insurance, banking and other financial services.

The registered address of the Company is Ping An Building, Ba Gua No. 3 Road, Shenzhen, the PRC.

#### 2. Changes in accounting policies

The Group has revised certain accounting policies following the adoption of the following revised IFRSs which management considers being most relevant to its current operations:

#### • IFRIC 11 IFRS 2 – Group and Treasury Share Transactions

This interpretation requires arrangements whereby an employee is granted rights to an entity's equity instruments, to be accounted for as an equity-settled scheme, even if the entity buys the instruments from another party, or the shareholders provide the equity instruments needed. The adoption of this interpretation did not have significant impact on the financial position or performance of the Group.

#### • IFRIC 12 Service Concession Arrangements

This interpretation requires an operator under public-to-private service concession arrangements to recognize the consideration received or receivable in exchange for the construction services as a financial asset and/or an intangible asset, based on the terms of the contractual arrangements. This interpretation also addresses how an operator shall apply existing IFRSs to account for the obligations and the rights arising from service concession arrangements by which a government or a public sector entity grants a contract for the construction of infrastructure used to provide public services and/or for the supply of public services. The adoption of this interpretation did not have significant impact on the financial position or performance of the Group.

# • IFRIC 14 IAS 19 – The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction

This interpretation provides guidance on how to assess the limit on the amount of surplus in a defined benefit scheme that can be recognized as an asset under IAS 19 Employee Benefits. As the Group had no significant defined benefit schemes currently, this interpretation had no significant impact on the financial position or performance of the Group.

The above revised accounting policies have no significant impact on these financial statements, and the Group considers other new or revised IFRSs and related pronouncements effective during the reporting period do not have significant impact on these financial statements either.

### 3. Segment reporting

The Group's business segment information is currently divided into life insurance business, property and casualty insurance business, banking business, securities business, corporate and other business. Segment net profit represents revenue less expenses directly attributable to a segment and the relevant portion of enterprise revenue less expenses that can be allocated on a reasonable basis to a segment, whether from external transactions or from transactions with other segments of the Group.

The segment analysis for the six months ended June 30, 2008 is as follows:

(in RMB million)	Life insurance	Property and casualty insurance	Banking	Securities	Corporate	Others	Elimination	Total
Income statement								
Gross written premiums and policy fees	39,521	14,671	-	-	-	-	-	54,192
Less: Premiums ceded to reinsurers	(605)	(2,739)	-	-	-	-	-	(3,344)
Change in unearned premium reserves	(421)	(2,313)						(2,734)
Net earned premiums	38,495	9,619	-	-	-	-	-	48,114
Reinsurance commission income	103	657	-	-	-	-	-	760
Interest income of banking operations Fees and commission income of	-	-	3,376	-	-	-	(7)	3,369
non-insurance operations	-	-	101	912	-	288	(19)	1,282
Investment income	8,768	990	(127)	103	(624)	345	(180)	9,275
Share of profits of associates	27	-	-	-	-	14	-	41
Other income	659	29	14	3		339	(252)	792
Total income	48,052	11,295	3,364	1,018	(624)	986	(458)	63,633
Change in deferred policy acquisition costs	4,966	350	-	-	-	-	-	5,316
Claims and policyholders' benefits	(33,922)	(6,697)	-	-	-	-	-	(40,619)
Commission expenses of insurance operations	(5,934)	(1,405)	-	-	-	-	82	(7,257)
Interest expenses of banking operations Fees and commission expenses of	-	-	(1,391)	-	-	-	126	(1,265)
non-insurance operations	_	-	(14)	(58)	_	(46)	-	(118)
Loan loss provisions, net of reversals	-	-	(9)	-	-	(7)		(16)
Foreign exchange losses	(403)	(37)	(1)	(4)	(62)	(18)		(525)
General and administrative expenses	(3,837)	(3,177)	(986)	(456)	48	(636)	239	(8,805)
Total expenses	(39,130)	(10,966)	(2,401)	(518)	(14)	(707)	447	(53,289)
Profit before tax	8,922	329	963	500	(638)	279	(11)	10,344
Income taxes	(597)	10	(168)	(99)	299	(70)		(625)
Net profit	8,325	339	795	401	(339)	209	(11)	9,719

The segment analysis for the six months ended June 30, 2007 is as follows:

(in RMB million)	Life insurance	Property and casualty insurance	Banking	Securities	Corporate	Others	Elimination	Total
Income statement								
Gross written premiums and								
policy fees	32,203	11,637	-	-	-	-	-	43,840
Less: Premiums ceded to reinsurers	(476)	(2,124)	-	-	-	-	-	(2,600)
Change in unearned								
premium reserves	(277)	(1,914)						(2,191)
Net earned premiums	31,450	7,599	-	-	_	-	_	39,049
Reinsurance commission income	111	564	-	-	-	-	-	675
Interest income of banking operations	-	-	2,257	-	-	-	-	2,257
Fees and commission income of								
non-insurance operations	-	-	68	1,046	-	258	(15)	1,357
Investment income	22,038	957	35	491	1,870	454	(108)	25,737
Other income	259	12	455		34	209	(225)	744
Total income	53,858	9,132	2,815	1,537	1,904	921	(348)	69,819
Change in deferred policy								
acquisition costs	3,727	409	-	-	-	-	-	4,136
Claims and policyholders' benefits	(43,045)	(4,804)	_	-	-	-	-	(47,849)
Commission expenses of								
insurance operations	(4,601)	(1,124)	-	-	-	-	52	(5,673)
Interest expenses of								
banking operations	-	-	(798)	-	-	-	109	(689)
Fees and commission expenses of								
non-insurance operations	-	-	(16)	(71)	-	(126)	-	(213)
Loan loss provisions, net of reversals	-	-	111	-	-	(6)	-	105
Foreign exchange losses	(316)	(11)	22	(2)	(25)	(3)	) –	(335)
General and administrative expenses	(3,649)	(2,551)	(892)	(605)	(560)	(393)	165	(8,485)
Total expenses	(47,884)	(8,081)	(1,573)	(678)	(585)	(528)	326	(59,003)
Profit before tax	5,974	1,051	1,242	859	1,319	393	(22)	10,816
Income taxes	44	(291)	(156)	(183)	(179)	(82)		(847)
Net profit	6,018	760	1,086	676	1,140	311	(22)	9,969

# 4. Gross written premiums and policy fees

5.

For the six months ended June 30, (in RMB million)	2008	2007
Gross written premiums, policy fees and premium deposits		
(as reported in accordance with PRC Accounting Standards)	69,228	53,885
Less: Premium deposits allocated to policyholder contract deposits	(10,272)	(8,372)
Premium deposits allocated to policyholder accounts	(4,764)	(1,673)
Gross written premiums and policy fees	54,192	43,840
Long term life business gross written premiums and policy fees	36,540	29,626
Short term life business gross written premiums	2,981	2,577
Property and casualty business gross written premiums	14,671	11,637
Gross written premiums and policy fees	54,192	43,840
Net interest income of banking operations		
For the six months ended June 30, (in RMB million)	2008	2007
Interest income of banking operations		
Loans and advances to customers	2,274	1,348
Balances with central bank	146	73
Bonds	633	541
Cash and amounts due from banks and other financial institutions	316	295
Total	3,369	2,257
Interest expenses of banking operations		
Customer deposits	996	532
Due to banks and other financial institutions	269	157
Total	1,265	689
Net interest income of banking operations	2,104	1,568

#### 6. Investment income

# (1) Net investment income

	For the six months ended June 30, (in RMB million)	2008	2007
	Interest income on fixed maturity investments Bonds		
	– Held-to-maturity	2,488	2,526
	– Available-for-sale	1,929	1,170
	- Carried at fair value through profit or loss	296	205
	Term deposits		
	<ul> <li>Loans and receivables</li> </ul>	1,223	1,277
	Current accounts		
	<ul> <li>Loans and receivables</li> </ul>	401	397
	Others		
	<ul> <li>Loans and receivables</li> </ul>	184	126
	Dividend income on equity investments		
	Equity investment funds		
	<ul> <li>Available-for-sale</li> </ul>	2,250	2,975
	<ul> <li>Carried at fair value through profit or loss</li> </ul>	508	1,364
	Equity securities		
	– Available-for-sale	955	96
	<ul> <li>Carried at fair value through profit or loss</li> </ul>	68	35
	Operating lease income from investment properties	139	151
	Interest expenses on assets sold under		
	agreements to repurchase	(182)	(429)
	Total	10,259	9,893
(2)	Realized gains		
(-)	Reunzeu gums		
	For the six months ended June 30, (in RMB million)	2008	2007
	Fixed maturity investments		
	– Available-for-sale	3	98
	- Carried at fair value through profit or loss	18	117
	Equity investments		
	– Available-for-sale	9,228	8,717
	- Carried at fair value through profit or loss	1,023	6,303
	Derivative financial instruments		
	- Carried at fair value through profit or loss	248	3
	Total	10,520	15,238
(3)	Unrealized gains/(losses)		
	For the six months ended June 30, (in RMB million)	2008	2007
		2000	2007
	Fixed maturity investments		
	- Carried at fair value through profit or loss	(126)	(188)
	Equity investments		
	- Carried at fair value through profit or loss	(9,526)	684
	Derivative financial instruments		
	- Carried at fair value through profit or loss	(267)	110
	Total	(0.010)	(0)
	Total	(9,919)	606

#### (4) Impairment losses

For the six months ended June 30, (in RMB million)	2008	2007
Equity investments – Available-for-sale	(1,585)	
Total investment income		
For the six months ended June 30, (in RMB million)	2008	2007
Net investment income	10,259	9,893
Realized gains	10,520	15,238
Unrealized gains/(losses)	(9,919)	606
Impairment losses	(1,585)	
Total	9,275	25,737

#### 7. **Profit before tax**

(2)

(5)

#### (1) **Profit before tax is arrived at after charging/(crediting) the following items:**

For the six months ended June 30, (in RMB million)	2008	2007
Employee costs (Note 7(2))	2,444	4,301
Provision for insurance guarantee fund	219	176
Depreciation of investment properties	77	76
Depreciation of property and equipment	273	324
Amortization of intangible assets	211	81
Gains on disposal of non-performing assets	_	(284)
Loss on disposal of investment properties, property and		
equipment	3	1
Impairment losses on property and equipment, and		
intangible assets	1	9
Provision for doubtful debts, net	(63)	76
Auditor's remuneration-review and audit fee	15	12
Operating lease payments in respect of land and buildings	398	283
Employee costs		
For the six months ended June 30, (in RMB million)	2008	2007
Wages, salaries and bonuses	1,722	3,829
Retirement benefits, social security contributions and		
welfare benefits	722	472
Total	2,444	4,301

The employee costs reversed for the scheme of share appreciation rights during the Period are RMB1,068 million due to the decrease in stock price of the Company's H share (Six months ended June 30, 2007: expense accrued of RMB777 million).

#### 8. Income taxes

For the six months ended June 30, (in RMB million)	2008	2007
Current income tax Deferred income tax	644 (19)	666 181
Total	625	847

On March 16, 2007, the National People's Congress approved the *Corporate Income Tax Law of the People's Republic of China* (the new "CIT Law"). The new CIT Law reduces the domestic corporate income tax rate from 33% to 25% with effect from January 1, 2008. For subsidiaries and branches of the Group located in Special Economic Zones that were entitled to preferential income tax, the applicable CIT rate will be transited to 25% in five years. During the transitional period, the applicable CIT rate for applicable subsidiaries and branches will be 18%, 20%, 22%, 24% and 25% for year 2008, 2009, 2010, 2011 and 2012, respectively. For other subsidiaries and branches of the Group, the CIT rates are reduced from 33% to 25% from January 1, 2008.

Subsidiaries of the Group located in the Hong Kong Special Administrative Region are subject to Hong Kong profits tax. The tax rate of Hong Kong profits tax is reduced from 17.5% to 16.5% for the year from April 1, 2008 to March 31, 2009.

Reconciliation between tax expense and the product of accounting profit multiplied by the main applicable tax rate of 18% is as follows:

For the six months ended June 30, (in RMB million)	2008	2007
Profit before tax	10,344	10,816
Tax computed at the main applicable tax rate of 18% (2007:15%) Tax effect of expenses not deductible in determining taxable income Tax effect of income not taxable in determining taxable income Tax effect of changes in tax rate Tax effect of higher tax rate on branches and entities	1,862 225 (1,435) 58	1,622 573 (1,558) 5
(in the PRC) located outside Special Economic Zones Tax refund	18 (103)	205
Income taxes per consolidated income statement	625	847

The Group's tax position is subject to assessment and inspection of the tax authorities.

#### 9. Dividends

For the six months ended June 30, (in RMB million)	2008	2007
Final dividend on ordinary shares approved and paid for the previous year: Final dividend for 2007: RMB0.50 per share (2006: RMB0.22 per share)	3,673	1,616
Interim dividends on ordinary shares approved (not recognized as a liability as at 30 June): Interim dividend for 2008: RMB0.20 per share (2007: RMB0.20 per share)	1,469	1,469

#### **10.** Earnings per share

Earnings per share is calculated by dividing the Company's net profit attributable to ordinary shareholders by the weighted average number of outstanding shares.

For the six months ended June 30,	2008	2007
Net profit attributable to ordinary shareholders (in RMB million) Weighted average number of outstanding shares of	9,487	9,690
the Company (million shares)	7,345	6,962
Basic earnings per share (in RMB)	1.29	1.39
Diluted earnings per share (in RMB)	1.29	1.39

#### 11. Contingent liabilities

#### (1) Litigation

Owing to the nature of the insurance and financial service business, the Group is involved in estimates, contingencies and legal proceedings in the ordinary course of business, including but not limited to being the plaintiff or the defendant in litigation and arbitration. Legal proceedings mostly involve claims on the Group's insurance policies and other claims. Provision has been made for probable losses to the Group, including those claims where management can reasonably estimate the outcome of the lawsuits taking into account of any legal advice.

No provision has been made for pending assessments, lawsuits or possible violations of contracts when the outcome cannot be reasonably estimated or management believes the probability is low or remote. For pending lawsuits, management also believes that any resulting liabilities will not have a material adverse effect on the financial position or operating results of the Group or any of its subsidiaries.

#### (2) Tax inspection

In March 2008, the State Tax Bureau commenced regular inspection of the Group's tax filing positions for fiscal years ended 31 December 2004, 2005 and 2006. The Group has made relevant tax provision based on the understanding of the current tax laws. However, the inspection results would not be finalized in a short period of time and, currently, it is not feasible to make a reliable estimate of all under-provisions for the said fiscal years.

#### 12. Post balance sheet events

On August 15, 2008, the directors approved 2008 interim dividend distribution of RMB0.20 per ordinary share totaling RMB1,469 million.

# B. Prepared in accordance with PRC Accounting Standards

# **Consolidated Income Statement**

For the six months ended June 30, 2008

For the six months ended June 30, (in RMB million)	2008	2007
Operating income		
Premium income	69,228	53,885
Including: reinsurance premium income	59	47
Less: Premium ceded to reinsurers	(3,344)	(2,600)
Change in unearned premium reserves	(2,535)	(2,105)
Net earned premiums	63,349	49,180
Interest income of banking operations	3,369	2,257
Interest expense of banking operations	(1,265)	(689)
Net interest income from banking operations	2,104	1,568
Fees and commission income of non-insurance operations	1,282	1,357
Fees and commission expense of non-insurance operations	(118)	(213)
Net fees and commission income of		
non-insurance operations	1,164	1,144
Investment income	23,445	29,108
Fair value gains and losses	(18,759)	3,094
Foreign exchange losses	(525)	(335)
Other income	707	292
Total operating income	71,485	84,051
Operating expenses		
Surrenders	(6,840)	(5,919)
Claims paid	(17,505)	(11,791)
Less: Reinsurers' share of claims paid	1,106	1,167
Change in insurance contract liabilities	(21,776)	(44,949)
Less: Reinsurers' share of insurance contract liabilities	1,311	348
Policyholder dividends	(4,162)	(897)
Expenses for reinsurance accepted	(11)	(7)
Commission expenses of insurance operations	(7,246)	(5,666)
Business tax and surcharges	(1,702)	(1,742)
General and administrative expenses	(6,013)	(6,571)
Less: Reinsurers' share of expenses	760 (696)	675
Other expenses Impairment losses	(1,539)	(195) (17)
impariment losses		(17)
Total operating expenses	(64,313)	(75,564)

For the six months ended June 30, (in RMB million)	2008	2007
<b>Operating profit</b> Add: Non-operating income Less: Non-operating expenses	7,172 27 (80)	8,487 435 (50)
Profit before tax	7,119	8,872
Less: Income taxes	191	(546)
Net profit	7,310	8,326
Attributable to: Equityholders of the parent Minority interests	7,102 208	8,063 263
	7,310	8,326
Earnings per share	RMB	RMB
Basic earnings per share Diluted earnings per share	0.97 0.97	1.16 1.16

# **Consolidated Balance Sheet**

As at June 30, 2008

(in RMB million)	June 30, 2008	December 31, 2007
ASSETS		
Cash on hand and at bank	69,127	72,740
Balances with clearing companies	3,648	2,027
Placements with banks and other financial institutions	532	1,192
Held-for-trading financial assets	76,070	84,938
Derivative financial assets	127	177
Financial assets purchased under agreements to resell	8,911	36,457
Interest receivables	6,011	4,187
Premium receivables	6,377	4,568
Due from reinsurers	1,967	2,452
Reinsurers' share of insurance liabilities	7,077	4,931
Policy loans	2,946	2,411
Loans and advances to customers	70,806	63,125
Refundable deposits	167	887
Term deposits	49,178	41,731
Available-for-sale financial assets	177,647	178,539
Held-to-maturity investments	126,397	127,736
Long-term equity investments	3,554	2,207
Goodwill	722	610
Statutory deposits	1,560	1,560
Investment properties	3,843	4,051
Fixed assets	8,223	7,894
Intangible assets	9,695	3,621
Deferred tax assets	4,022	87
Other assets	4,999	3,216
Total assets	643,606	651,344

	June 30,	December 31,
(in RMB million)	2008	2007

# LIABILITIES AND EQUITY

Guarantee deposits6,320Placements from banks and other financial institutions128Derivative financial liabilities120Financial assets sold under agreements to repurchase16,936Customer deposits72,949Payables to brokerage customers10,821Premiums received in advance996Commission payable1,387Due to reinsurers3,392Salaries and welfare payable3,486Taxes payable1,431Interest payable644Claims payable10,635Investment contract liabilities for policyholders6,856Insurance contract liabilities396,27438Long-term borrowings3,954Deferred tax liabilities641Other liabilities560,22854EQUITYShare capital7,345	3,719 7,532 5,398 175 189 3,980 72,133 4,394 2,981 1,104 2,656 4,732 1,907 574 5,161 7,006 5,287
Due to banks and other financial institutions5,883Guarantee deposits6,320Placements from banks and other financial institutions128Derivative financial liabilities120Financial assets sold under agreements to repurchase16,936Customer deposits72,949Payables to brokerage customers10,821Premiums received in advance996Commission payable1,387Due to reinsurers3,392Salaries and welfare payable1,431Interest payable644Claims payable6,005Policyholder dividends payable10,635Investment contract liabilities396,274Jorder du a liabilities3,954Deferred tax liabilities641Other liabilities641Other liabilities560,228EQUITY560,228Share capital7,345	7,532 5,398 175 189 3,980 2,133 4,394 2,981 1,104 2,656 4,732 1,907 574 5,161 7,006
Guarantee deposits6,320Placements from banks and other financial institutions128Derivative financial liabilities120Financial assets sold under agreements to repurchase16,936Customer deposits72,949Payables to brokerage customers10,821Premiums received in advance996Commission payable1,387Due to reinsurers3,392Salaries and welfare payable3,486Taxes payable1,431Interest payable644Claims payable10,635Investment contract liabilities for policyholders6,856Insurance contract liabilities396,274Deferred tax liabilities641Other liabilities641Other liabilities560,228EQUITY545Share capital7,345	5,398 175 189 3,980 2,133 4,394 2,981 1,104 2,656 4,732 1,907 574 5,161 7,006
Placements from banks and other financial institutions128Derivative financial liabilities120Financial assets sold under agreements to repurchase16,936Customer deposits72,949Payables to brokerage customers10,821Premiums received in advance996Commission payable1,387Due to reinsurers3,392Salaries and welfare payable3,486Taxes payable14,431Interest payable644Claims payable644Claims payable6,005Policyholder dividends payable10,635Insurance contract liabilities for policyholders6,856Insurance contract liabilities396,274Deferred tax liabilities641Other liabilities7,551Total liabilities560,228EQUITYShare capitalShare capital7,345	175 189 3,980 2,133 4,394 2,981 1,104 2,656 4,732 1,907 574 5,161 7,006
Derivative financial liabilities120Financial assets sold under agreements to repurchase16,9361Customer deposits72,9497Payables to brokerage customers10,8211Premiums received in advance9961,387Due to reinsurers3,3923Salaries and welfare payable1,431Interest payable644Claims payable6,005Policyholder dividends payable10,635Investment contract liabilities for policyholders6,856Insurance contract liabilities396,274Deferred tax liabilities3,954Deferred tax liabilities641Other liabilities7,551Total liabilities560,228Share capital7,345	189 3,980 2,133 4,394 2,981 1,104 2,656 4,732 1,907 574 5,161 7,006
Financial assets sold under agreements to repurchase16,9361Customer deposits72,9497Payables to brokerage customers10,8211Premiums received in advance996Commission payable1,387Due to reinsurers3,392Salaries and welfare payable3,486Taxes payable1,431Interest payable644Claims payable6,005Policyholder dividends payable10,635Investment contract liabilities for policyholders6,856Insurance contract liabilities396,274Deferred tax liabilities641Other liabilities7,551Total liabilities560,228Share capital7,345	3,980 (2,133 (4,394) 2,981 1,104 2,656 (4,732) 1,907 574 5,161 7,006
Customer deposits72,9497Payables to brokerage customers10,8211Premiums received in advance996Commission payable1,387Due to reinsurers3,392Salaries and welfare payable3,486Taxes payable1,431Interest payable644Claims payable6,005Policyholder dividends payable10,635Investment contract liabilities for policyholders6,856Insurance contract liabilities396,274Jage Contract liabilities396,274Deferred tax liabilities641Other liabilities7,551Total liabilities560,228Share capital7,345	22,133 4,394 2,981 1,104 2,656 4,732 1,907 574 5,161 7,006
Payables to brokerage customers10,8211Premiums received in advance996Commission payable1,387Due to reinsurers3,392Salaries and welfare payable3,486Taxes payable1,431Interest payable644Claims payable6,005Policyholder dividends payable10,635Investment contract liabilities for policyholders6,856Insurance contract liabilities396,274Deferred tax liabilities641Other liabilities7,551Total liabilities560,228EQUITY540Share capital7,345	4,394 2,981 1,104 2,656 4,732 1,907 574 5,161 7,006
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Due to reinsurers3,392Salaries and welfare payable3,486Taxes payable1,431Interest payable644Claims payable6,005Policyholder dividends payable10,635Investment contract liabilities for policyholders6,856Insurance contract liabilities396,274Long-term borrowings3,954Deferred tax liabilities641Other liabilities7,551Total liabilities560,228EQUITY Share capital7,345	2,656 4,732 1,907 574 5,161 7,006
Salaries and welfare payable3,486Taxes payable1,431Interest payable644Claims payable6,005Policyholder dividends payable10,635Investment contract liabilities for policyholders6,856Insurance contract liabilities396,274Long-term borrowings3,954Deferred tax liabilities641Other liabilities7,551Total liabilities560,228EQUITY Share capital7,345	4,732 1,907 574 5,161 7,006
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Deferred tax liabilities641Other liabilities7,551Total liabilities560,228EQUITY Share capital7,345	3,218
Other liabilities7,551Total liabilities560,228EQUITY Share capital7,345	4,822
Total liabilities560,22854EQUITY Share capital7,345	4,022
EQUITY Share capital 7,345	7,211
Share capital 7,345	2,126
Share capital 7,345	
±,	7,345
	2,111
± ,	7,629
General reserve 1,939	1,939
	8,252
Foreign currency translation differences (70)	(42)
Equity attributable to equityholders of the parent <b>80,955</b> 10	07,234
Minority interests 2,423	1,984
<b>Total equity</b> 83,378 10	9,218
Total liabilities and equity643,60665	51,344

**Income Statement of the Company** For the six months ended June 30, 2008

For the six months ended June 30, (in RMB million)	2008	2007
Operating income		
Investment income	6,584	4,974
Fair value gains and losses	(2,090)	359
Foreign exchange losses	(62)	(25)
Other income		34
Total operating income	4,432	5,342
Operating expenses		
Business tax and surcharges	(18)	(54)
General and administrative expenses	109	(504)
Impairment losses	(228)	
Total operating expenses	(137)	(558)
Operating profit	4,295	4,784
Less: Non-operating expenses	(43)	(1)
Profit before tax	4,252	4,783
Less: Income taxes	299	(179)
Net profit	4,551	4,604

# **Balance Sheet of the Company** As at June 30, 2008

(in RMB million)	June 30, 2008	December 31, 2007
ASSETS		
Cash on hand and at bank	14,058	40,858
Held-for-trading financial assets	19,655	8,176
Derivative financial assets	1	_
Financial assets purchased under		
agreements to resell	200	1,700
Interest receivables	349	75
Refundable deposits	2	_
Term deposits	287	289
Available-for-sale financial assets	18,637	4,311
Long-term equity investments	17,868	17,868
Fixed assets	94	85
Intangible assets	33	24
Deferred tax assets	603	10
Other assets	561	16
Total assets	72,348	73,412
LIABILITIES AND EQUITY		
LIABILITIES		
Salaries and welfare payable	914	1,325
Taxes payable	131	380
Other liabilities	75	219
Total liabilities	1,120	1,924
EQUITY		
Share capital	7,345	7,345
Capital reserve	51,368	52,506
Surplus reserve fund	6,110	5,655
General reserve	395	395
Retained profits	6,010	5,587
Total equity	71,228	71,488
Total liabilities and equity	72,348	73,412

# C. Reconciliation of GAAP differences between PRC Accounting Standards and IFRS

The material GAAP differences between PRC Accounting Standards and IFRS in preparing financial statements are as follows:

For the six months ended June 30, (in RMB million) Consolidated net profit	Notes	2008	2007
Prepared in accordance with PRC Accounting Standards		7,102	8,063
Unearned premium reserves	<i>(i)</i>	(199)	(86)
Policyholders' reserves	(ii)	(1,888)	(2,106)
Deferred policy acquisition costs	(iii)	5,316	4,136
Deferred tax	(iv)	(816)	(301)
Minority interests and others	-	(28)	(16)
Prepared in accordance with IFRS		9,487	9,690
(in RMB million) Consolidated equity	Notes	June 30, 2008	December 31, 2007
Prepared in accordance with PRC Accounting Standards		80,955	107,234
Unearned premium reserves	<i>(i)</i>	_	199
Policyholders' reserves	(ii)	(37,150)	(35,262)
Deferred policy acquisition costs	(iii)	46,621	41,305
Deferred tax	(iv)	(2,363)	(1,547)
Minority interests and others		(135)	(107)
Prepared in accordance with IFRS		87,928	111,822

Minority interests have been deducted from the above amounts.

Notes:

- (i) Under PRC Accounting Standards, unearned premium reserves of life insurance subsidiaries are provided using actuarial valuation results (1/365 method), and should be no less than 50% of the retained premium for the current period (1/2 method). Under IFRS, unearned premium reserves are provided using actuarial valuation results (1/365 method).
- (ii) Under PRC Accounting Standards, policyholders' reserves are provided in accordance with related actuarial regulations promulgated by CIRC. Under IFRS, policyholders' reserves are provided in accordance with IFRS 4 Insurance Contracts and by reference to US GAAP.
- (iii) Under PRC Accounting Standards, handling costs and commission expenses of acquiring new policies are recognized in the income statement when incurred. Under IFRS, handling costs and commission expenses of acquiring new policies are deferred and amortized over the expected life of the insurance contracts at a constant percentage of expected premiums or at a constant percentage of the present value of estimated gross profits expected to be realized over the life of the insurance contracts by product type, in accordance with IFRS 4 Insurance Contracts and by reference to US GAAP.
- (iv) The above differences between PRC Accounting Standards and IFRS are temporary differences in accordance with IAS 12 Income Taxes. The Group recognizes deferred tax assets and liabilities on the basis of the above differences and the tax rates expected to be applied to taxable income in the years in which those temporary differences are expected to be recovered or settled.

The financial figures above in respect of the Announcement of Audited Results for the Six Months Ended June 30, 2008 ("Announcement") have been agreed by the Group's auditors, Ernst & Young, to the amounts set out in the Group's audited financial statements for the six months ended June 30, 2008. The work performed by Ernst & Young in this respect did not constitute an assurance engagement in accordance with Hong Kong Standards on Auditing, Hong Kong Standards on Review Engagements or Hong Kong Standards on Assurance engagements issued by the HKICPA and consequently no assurance has been expressed by Ernst & Young on the Announcement.

# LIQUIDITY AND FINANCIAL RESOURCES

The following table summarizes the carrying amount of liquid assets held by the Group:

(in RMB million)	As at June 30, 2008	As at December 31, 2007
Cash and cash equivalents Held-for-trading investments	67,514 31,614	94,058 36,568
Total liquid assets	99,128	130,626

The Group utilizes short-term borrowings and assets sold under agreements to repurchase as part of the liquidity management for our daily operations. The following table summarizes the carrying amount of these arrangements:

(in RMB million)	As at June 30, 2008	As at December 31, 2007
Short-term borrowings	3,947	3,894
Assets sold under agreements to repurchase	16,356	13,556

The management believes that the liquid assets currently held, together with net cash generated from future operations, and the availability of short-term borrowings will enable the Group to meet its foreseeable cash requirements.

# **EXPOSURE TO FLUCTUATIONS IN EXCHANGE RATES**

Foreign currency denominated assets held by the Group are exposed to foreign currency risks. These assets include monetary assets such as deposits and bonds held in foreign currencies, and non-monetary assets measured at fair value such as our stocks and funds held in foreign currencies. The Group's foreign currency denominated liabilities are also exposed to fluctuations in exchange rates. These liabilities include monetary liabilities, such as loans, customer's deposits and claim reserves denominated in foreign currencies and non-monetary liabilities measured at fair value. The exposures to fluctuations in exchange rates from the above assets and liabilities offset each other.

The Group uses sensitivity analysis to estimate its risk exposure. Foreign currency risk sensitivity is estimated by assuming a simultaneous and uniform 5% depreciation, against the Renminbi, of all foreign currency denominated monetary assets and monetary liabilities as well as the non-monetary assets and liabilities measured at fair value.

As at June 30, 2008 (in RMB million)	Decrease in profit	Decrease in equity
Net exposure to fluctuations in exchange rates assuming a simultaneous and uniform 5% depreciation of all foreign currency denominated monetary assets and monetary liabilities as well as all non-monetary assets and non-monetary liabilities		
measured at fair value against the Renminbi	597	1,638

## **EMBEDDED VALUE**

In order to provide investors with an additional tool to understand our economic value and business performance results, the Company has disclosed information regarding embedded value in this section. The embedded value represents the shareholders' adjusted net asset value plus the value of the Company's in-force life insurance business adjusted for the cost of regulatory solvency margin deployed to support this business. The embedded value excludes the value of future new business sales.

The calculation of embedded value necessarily makes a number of assumptions with respect to future experience. As a result, future experience may vary from that assumed in the calculation, and these variations may be material. The market value of the Company is measured by the value of the Company's shares on any particular day. In valuing the Company's shares, investors take into account a variety of information available to them and their own investment criteria. Therefore, these calculated values should not be constructed as a direct reflection of the actual market value.

# **Components of Economic Value**

(in RMB million)	June 30, 2008	December 31, 2007
Risk discount rate	Earned Rate/11.5%	Earned Rate/11.5%
Adjusted net asset value	80,938	107,032
Adjusted net asset value of life insurance business	6,201	30,128
Value of in-force insurance business written prior to		
June 1999	(5,997)	(9,058)
Value of in-force insurance business written since		
June 1999	66,255	61,921
Cost of holding the required solvency margin	(11,207)	(9,585)
Embedded value	129,989	150,311
Embedded value of life insurance business	55,252	73,407
(in RMB million)	<b>June 30</b> ,	December 31,
	2008	2007
Risk discount rate	11.5%	11.5%
Value of one year's new business	9,465	8,254
Cost of holding the required solvency margin	(1,262)	(1,067)
Value of one year's new business after		
cost of solvency	8,202	7,187
Value of first half year's new business after	,	
cost of solvency	4,911	3,896
-		

*Note:* Figures may not be additive due to rounding.

# **OTHER INFORMATION**

# Purchase, sale, or redemption of listed shares

Neither the Company, nor any of its subsidiaries, has purchased, sold or redeemed any of the Company's listed shares from January 1, 2008 to June 30, 2008.

# Audit committee

The Company has established an audit committee in compliance with the Code on Corporate Governance Practices (the "Code on Corporate Governance Practices") contained in Appendix 14 to the Listing Rules. The primary duties of the audit committee are to review and supervise the Company's financial reporting process, internal audit and control procedures. The audit committee, comprising five Independent Non-executive Directors, namely Mr. Kwong Che Keung Gordon, Mr. Zhang Honyi, Mr. Chen Su, Mr. Cheung Wing Yui and Mr. Chow Wing Kin Anthony and one Non-executive Director, namely Mr. Ng Sing Yip, has reviewed with the management the accounting principles and practices adopted by the Company and discussed the internal controls and financial reporting matters including a review of the interim accounts of the Company.

# Compliance with the Code on Corporate Governance Practices of the Listing Rules

None of the Directors of the Company is aware of any information that would reasonably indicate that the Company did not meet the applicable Code Provisions set out in the Code on Corporate Governance Practices for any part of the period from January 1, 2008 to June 30, 2008 except that Mr. Ma Mingzhe has occupied the positions of both the Chairman of the Board of Directors and Chief Executive Officer of the Company.

Code Provision A.2.1 of the Code on Corporate Governance Practices provides that the roles of Chairman and Chief Executive Officer should be separate and should not be performed by the same individual. However, the Board is of the opinion that the Company has built up a board structure of international standard and has developed a very structured and strict operation system and a set of procedural rules for meeting of the Board of Directors. The Chairman does not have any special power different from that of other directors in relation to the decision making process. Also, in the day-to-day operation of the Company, the Company has in place an established management system and structure. Decisions on all material matters will be subject to complete and stringent deliberation and decision making procedures in order to ensure that the Chief Executive Officer can perform his duties diligently and effectively. Further, the current management model of the Company has been recognised in the industry and this model proves to be reliable, efficient and successful, therefore the continuous adoption of this model will be beneficial to the future development of the Company. There is also clear delineation in the responsibilities of the Board and the management set out in the articles of association of the Company.

Therefore, the Board is of the opinion that the Company's management structure is able to provide the Company with efficient management and at the same time, protect shareholders' rights to the greatest extent. The Company therefore does not currently intend to separate the roles of the Chairman of the Board of Directors and the Chief Executive Officer of the Company.

Further details of the Company's arrangements and considered reasons for the Company's intention not to separate the roles of the Chairman of the Board of Directors and the Chief Executive Officer of the Company were set out under the paragraph headed "Code on Corporate Governance Practices contained in Appendix 14 to the Listing Rules" in the Corporate Governance Report on pages 37 to 38 of the Company's 2007 annual report dated March 19, 2008.

# Interim dividend

The Board approved that an interim dividend of RMB0.20 per share for the six months ended June 30, 2008 be paid to shareholders of the Company. According to the Articles of Association of the Company, dividends will be denominated in Renminbi. Dividends on A shares will be paid in Renminbi and dividends on H shares will be paid in Hong Kong dollars. The relevant exchange rate, record date and arrangements in relation to the entitlements of holders of H shares to receive the interim dividends for the period ended June 30, 2008 will be separately announced according to the regulatory requirements and the Articles of Association of the Company.

# Disclosure of information on the Stock Exchange's website and the Company's website

The interim results announcement and the interim report of the Company containing all information required by paragraphs 46(1) to 46(9) of Appendix 16 to the Listing Rules will be published on the website of the Stock Exchange (http://www.hkexnews.hk) and the website of the Company (http://www.pingan.com.cn) respectively in due course.

By order of the Board of Directors **Ma Mingzhe** Chairman and Chief Executive Officer

Shenzhen, PRC, August 15, 2008

As of the date of this announcement, the Executive Directors of the Company are Ma Mingzhe, Sun Jianyi and Cheung Chi Yan Louis, the Non-executive Directors are Lin Yu Fen, Cheung Lee Wah, Clive Bannister, Fan Gang, Lin Lijun, Hu Aimin, Chen Hongbo, Wong Tung Shun Peter and Ng Sing Yip, the Independent Non-executive Directors are Bao Youde, Kwong Che Keung Gordon, Cheung Wing Yui, Chow Wing Kin Anthony, Zhang Hongyi, Chen Su and Xia Liping.