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#### 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 are 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 including 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.

Readers should be cautioned that a variety of factors, many of which are 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 report 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.

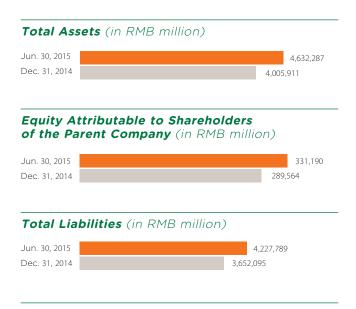
### Introduction

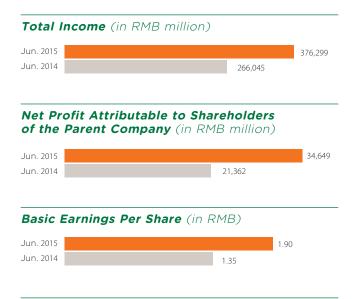
Ping An is dedicated to becoming a world-leading personal financial services provider. Backed by our integrated financial structure, local expertise and best practices in corporate governance with international standards, we provide insurance, banking and investment services to over 90 million individual customers.

- Net profit attributable to shareholders of the parent company reached RMB34,649 million in the first half of 2015, up by 62.2% over the same period last year.
- Total assets of the Group reached RMB4.63 trillion with strengthening overall competitiveness.
- Ping An Life's written premiums reached RMB172,745 million, new business of individual life insurance recorded robust growth. Ping An Property & Casualty realized premium income of RMB81,443 million, and the business quality remained sound. The annuity business of Ping An Annuity maintained its leading position in the industry. Seizing market opportunities, total investment yield of insurance funds achieved its highest record.



- Ping An Trust maintained a stable and health growth and actively promoted strategic transformation. Ping An Securities' net profit reached a record high in the first half of 2015, which saw significant results in the Company's strategic transformation.
- Internet finance achieved significant effects of mode innovation and steady growth in scale and user base, with total internet users achieving 167 million. The transaction volumes of Lufax and Wanlitong soared and led the industry. PA Haofang and PA Haoche rapidly raised their market influence.





## **Corporate Information**

#### **REGISTERED NAMES**

Full name of the Company (Chinese/English) 中國平安保險(集團)股份有限公司 Ping An Insurance (Group) Company of China, Ltd.

#### Short name of the Company (Chinese/English)

Ping An of China

#### **LEGAL REPRESENTATIVE**

MA Mingzhe

#### TYPE OF SECURITY AND LISTING PLACE

A share The Shanghai Stock Exchange H share The Stock Exchange of Hong Kong Limited

#### SECURITY NAME AND STOCK CODE

A share Ping An of China 601318 H share Ping An of China 2318

#### **AUTHORIZED REPRESENTATIVES**

SUN Jianyi YAO Jun

#### SECRETARY OF THE BOARD OF DIRECTORS

JIN Shaoliang

#### **COMPANY SECRETARY**

YAO Jun

#### REPRESENTATIVE OF SECURITIES AFFAIRS

LIU Chena

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#### REGISTERED ADDRESS/PLACE OF BUSINESS

Offices at 15, 16, 17, 18 Floors, Galaxy Development Center, Fu Hua No. 3 Road, Futian District, Shenzhen, Guangdong Province, PRC

#### **POSTAL CODE**

518048

#### **COMPANY WEBSITE**

www.pingan.com

#### DESIGNATED NEWSPAPERS FOR INFORMATION **DISCLOSURE OF A SHARE**

China Securities Journal, Shanghai Securities News, Securities Times and Securities Daily

#### WEBSITES FOR THE PUBLICATION OF THE **REGULAR REPORTS OF THE COMPANY**

www.sse.com.cn www.hkexnews.hk

#### LOCATION OF REGULAR REPORTS AVAILABLE FOR INSPECTION

Board Office of the Company

#### **CONSULTING ACTUARIES**

PricewaterhouseCoopers Consultants (Shenzhen) Limited

#### **AUDITORS AND PLACES OF BUSINESS**

#### **Domestic Auditor**

PricewaterhouseCoopers Zhong Tian LLP 11/F, PricewaterhouseCoopers Center, 2 Corporate Avenue, 202 Hu Bin Road, Huangpu District, Shanghai, PRC

#### Name of Certified Public Accountants

Charles Chow CHEN Angiang

#### **International Auditor**

PricewaterhouseCoopers 22/F Prince's Building, Central, Hong Kong

#### **LEGAL ADVISOR**

DLA Piper Hong Kong 17th Floor, Edinburgh Tower, The Landmark, No. 15 Queen's Road, Central, Hong Kong

#### **H SHARE REGISTRAR**

Computershare Hong Kong Investor Services Limited 17M Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong

#### AMERICAN DEPOSITARY SHARES REGISTRAR

The Bank of New York Mellon

#### REGISTERED INFORMATION FOR THE FIRST TIME **Date of Registration**

March 21, 1988

#### **Place of Registration**

Shenzhen Administration for Industry and Commerce

#### **Corporate Name**

Shenzhen Ping An Insurance Company

Please visit the website of the Market Supervision Administration of Shenzhen Municipality (www.szscjg.gov.cn) for details of the Company's registered information for the first time.

#### REGISTERED INFORMATION AT THE END OF THE REPORTING PERIOD

#### Place of Registration

State Administration for Industry and Commerce of the PRC

#### Registration Number of the Business License of the Legal Entity

10000000012314

#### **Tax Registration Number**

Shen Shui Deng Zi No. 440300100012316

#### Organization Code

10001231-6

#### The above registered information had no change during the reporting period.

#### CHANGES IN MAIN BUSINESS SINCE LISTING

The main business scope has not been changed since the listing of the Company on the Shanghai Stock Exchange on March 1, 2007.

#### CHANGES OF CONTROLLING SHAREHOLDER SINCE LISTING

The shareholding structure of the Company is relatively scattered and there is no controlling shareholder.

## **Financial Highlights**

	For the six months ended June 30, 2015/ As at	For the six months ended June 30, 2014/ As at
(in RMB million)	June 30, 2015	December 31, 2014
GROUP		
Total income	376,299	266,045
Net profit  Net profit attributable to shareholders of the parent company	39,911 34,649	25,864 21,362
Basic earnings per share <sup>(1)</sup> (in RMB)	1.90	1.35
Total assets	4,632,287	4,005,911
Total liabilities	4,227,789	3,652,095
Total equity	404,498	353,816
Equity attributable to shareholders of the parent company	331,190	289,564
Investment portfolio of insurance funds Net investment yield of insurance funds (%)	1,639,215 5.1	1,474,098 5.0
Total investment yield of insurance funds (%)	7.7	4.3
Embedded value	529,408	458,812
Group solvency margin ratio (%)	197.4	205.1
INSURANCE BUSINESS		
Life Insurance Business		
Written premiums	172,745	148,310
Premium income	130,691	110,543
Net profit	15,490	9,296
Net investment yield (%) Total investment yield (%)	5.1 7.9	5.0 4.2
Embedded value	302,370	264,223
Solvency margin ratio - Ping An Life (%)	215.4	219.9
Property and Casualty Insurance Business		
Premium income	81,584	68,852
Net profit	8,730	4,496
Net investment yield (%)	5.9	5.4
Total investment yield (%)	7.2	5.3
Combined ratio (%) Solvency margin ratio - Ping An Property & Casualty (%)	93.6 153.6	94.4 164.5
BANKING BUSINESS <sup>(2)</sup>		
Net interest income	31,118	24,554
Net profit	11,585	10,072
Net interest spread (%)	2.57	2.32
Net interest margin (%)	2.71	2.50
Cost/income ratio (%)	32.22	37.59
Total deposits Loans and advances	1,655,112 1,187,834	1,533,183 1,024,734
Capital adequacy ratio (%) <sup>(3)</sup>	1,167,634	10.86
Non-performing loan ratio (%)	1.32	1.02
Provision coverage ratio (%)	183.03	200.90
Loan loss provision ratio (%)	2.42	2.06
INVESTMENT BUSINESS		
Trust Business <sup>(4)</sup>	2 227	2 202
Total income  Net profit	3,327 1,000	2,392 748
Assets held in trust	388,098	399,849
Securities Business		
Total income	5,189	1,538
Net profit	1,606	506

<sup>(1)</sup> On June 30, 2014, December 31, 2014 and June 30, 2015, the share capital of the Company was 7,916 million, 8,892 million and 9,140 million shares, respectively. On August 4, 2015, the Company completed the conversion of the capital reserve into share capital in the proportion of 10 shares for every 10 shares held, and the latest total share capital is 18,280 million. According to "IAS 33-Earnings per Share", the Company recalculated the weighted average number of ordinary shares in the first half of 2015 and the same period last year. The basic earnings per share for the two reporting periods were recalculated accordingly.

<sup>(2)</sup> The figures of banking business came from Ping An Bank's interim reports of 2015.

<sup>(3)</sup> The capital adequacy ratio was calculated under the "Capital Rules for Commercial Banks (Provisional)" enforced by the CBRC.

<sup>(4)</sup> Trust business includes Ping An Trust and its subsidiaries which carry on the business of investment and asset management.

<sup>(5)</sup> Certain comparative figures have been reclassified or restated to conform to relevant period's presentation.

### Chairman's Statement





- In July 2015, Ping An Life launched the "New Life Movement" to promote healthy lifestyles and physical exercise among the public through the activity of "Keeping Fit with Ping An", and began high-frequency interaction with the public through its app E-Service to assist people to manage health, wealth, and daily lives.
- In 2015, the automobile insurance business of Ping An was ranked first by the China Brand Power Index (C-BPI) for the 5th consecutive time, and was awarded "1st Brand". It was also ranked 1st among automobile insurers in the Chinese customer satisfaction survey for 2015 for the 4th consecutive year and over 25% of private vehicle owners in China had chosen Ping An's auto insurance service.

In the first half of 2015, China's economy initiated a "twin-engine" mode combining a "new engine" and "traditional engine", to support its structural upgrade and transformation. New strategies, such as "One Belt, One Road" and "Internet Plus", injected tremendous vigor and energy into various industries, including financial industry. Ping An closely tracks the developments of the country and keeps up with the trend, and makes every effort to drive the development of its core finance business and Internet finance business in a synergistic manner. It has achieved steady growth along with phased results in its transformation and initially explored an innovative "Internet + integrated finance" model. New trends, patterns and models bring new competition and challenges, Ping An will continue to pursue its goal of becoming a "World-leading personal financial services provider". It will strive to be a nimble business with a keen sense of urgency and responsibility, embracing an ambitious vision balanced with practical measures. Ten thousand years are too long, seize the day, seize the hour.

Looking back at the past half year, Ping An has generally achieved rapid and steady business development in its three business pillars of insurance, banking and asset management, with further improvements in the business quality of all professional subsidiaries. The "One Customer, One Account, Multiple Products, and One-Stop Service" model has made further steps to enhance the customer experience. Meanwhile, after eight years of layouts and exploration, Ping An has achieved multiple breakthroughs in the innovation of Internet financial models. It saw improvements in all business indicators, a greater array of diversified application scenarios, rapid expansion of user scale and continuously growing customer activity, gradually realizing synergies with its core businesses.

Specifically, Ping An achieved outstanding operating results in the first half of 2015 in the following areas:

The Company achieved significant growth in its overall performance. Due to its rapid business growth and excellent performance of its insurance funds investment, the Company's net profit attributable to shareholders of the parent company for the first half of 2015 reached RMB34,649 million, up by 62.2% over the same period last year. As at June 30, 2015, equity attributable to shareholders of the parent company was RMB331,190 million, up by 14.4% over the beginning of the year. Total assets reached RMB4.63 trillion, up by 15.6% over the beginning of the year.

New business of life insurance recorded robust growth, while the quality of our property and casualty insurance business remained sound. Annuity business maintained its market leadership. The investment yield from insurance funds rose steadily. In the first half of the year, written premiums of the life insurance business reached RMB172,745 million, up by 16.5% over the same period last year. The value of new business of life insurance in the first half of the year grew by 44.3% over the same period last year. Written premiums for individual life insurance business reached RMB155,128 million, up by 18.1% over the same period last year, of which the new business achieved written premiums of RMB48,200 million, up by 54.2% over the same period last year. As at June 30, 2015, the number of individual life insurance agents increased to nearly 800 thousand, up by 25.5 % from the beginning of the year. Agent productivity substantially increased with first-year written premiums per agent per month up by 23.6% over the same period last year. Ping An Property & Casualty ran its business under the "customer-centric" management concept, promoting business to grow steadily through collaborative development and a meticulous approach to management. Its premium income reached RMB81,443 million in the first half of the year, rose by 18.5% over the same period last year with a market share of 19.1%, placing it in second position in the market. It maintained a sound level of business quality and profitability, with a combined ratio of 93.6%. Annuity entrusted and assets under investment management of Ping An Annuity reached RMB114,074 million and RMB122,741 million respectively, up by 27.8% and 13.5% over the beginning of the year. Annuity insurance business grew by 24.8% over the same period last year to RMB11,158 million. Ping An Annuity maintained its leading position in all its businesses.

The Company kept fixed income asset as a critical part of its insurance funds allocation and seized opportunities in the equity market in the first half of the year, achieved a new high in its total investment yield. As at June 30, 2015, investment portfolio of insurance funds reached RMB1,639,215 million. Annualized net investment yield was 5.1% in the first half of the year, up by 0.1 percentage points over the same period last year. Annualized total investment yield rose by 3.4 percentage points to 7.7% over the same period last year.



Banking business grew steadily with improved operational efficiency, its asset quality stayed at a manageable level with accelerating business transformation. In the first half of the year, Ping An Bank realized net profit of RMB11,585 million, up by 15.0% over the same period last year. Net fees and commission income grew by 76.6% over the same period last year to RMB13,722 million. As at June 30, 2015, Ping An Bank's total assets reached RMB2,570,508 million, up by 17.6% over the beginning of the year. The deposit and loan business developed in a synergetic manner. Loans and advances and deposits rose by 15.9% and 8.0%, respectively over the beginning of the year. The non-performing loan ratio was 1.32% and overall asset quality stayed at a manageable level. The provision coverage ratio was 183.03%.

Ping An Bank has continuously promoted transformation and innovation of products and business models, and made full use of the advantages from integrated finance and Internet finance to build online portal platforms such as "Orange-e-Platform" and "Hang-E-Tong". It launched the Internet of things (IoT) finance to reshape the credit environment of movable property financing business. Ping An Bank has launched the first bank-sponsored index in China and developed innovative mobile payment technologies to put photon-based payment into commercial use. It also has built new business brands such as "Dai Dai Ping An" and "Gold Orange Club" to provide customers with value propositions and service experience beyond their expectations.

• Investment and asset management business maintained rapid growth with initial effect of transformation emerging. Ping An Trust promoted its business transformation, setting the strategic goal of "becoming China's

largest trust company". Leveraging its four core business sectors of "private wealth management business' private investment banking and institutional asset management business", "interbank business" and "private equity investment business" Ping An Trust offered whole-lifecycle. whole-process and comprehensive financial solutions to corporate and individual clients. While accelerating its strategic transformation, Ping An Trust maintained steady business growth. For the first half of 2015, the trust business generated net profit of RMB1,000 million and management fees income of RMB1,986 million. The assets held in trust stood at RMB388,098 million as at June 30, 2015. Additionally, Ping An Trust was committed to building an overall risk management framework and achieving refined risk control management.

Ping An Securities promoted its strategic transformation and achieved a remarkable progress of its effective transformation. Seizing market opportunities in the first half of the year, it realized net profit of RMB1,606 million, up by 217.4% over the same period last year. The number of new brokerage customers reached 1.72 million, which led the industry, among which the percentage of internetbased customers grew steadily. In its fixed-income business, Ping An Securities placed 4th in terms of the number of underwritten debentures. Its equity business facilitated the transformation of its business mode, with significant growth in various incomes and securing an industryleading in the number of IPO projects. Assets under management rose by 14.8% over the beginning of the year to RMB180,761 million.

Internet finance achieved significant effects of mode innovation and achieved steady growth in scale and user base. Ping An further implemented its internet





- In January 2015, the conference to release "the Report on Company Employee Benefit Index for Large and Mediumsized Cities of China for 2014" was held in Beijing, which was co-sponsored by the Insurance Association of China, the Employment Relation Research Center under the All-China Federation of Trade Unions, the World Social Seciences and Ping An Annuity. The Report showed that the Company Employee Benefit Index for large and medium-sized cities of China was 66.5, stayed at a basic level.
- 4. In June 2015, Ping An Bank launched another innovative technology in Shanghai the loT Finance. Currently, this new technology has been applied to the auto industry and the iron and steel industry. It can endow movable property with the characteristics of immovable property, which reforms the model of supply chain finance, and induces the intelligent development of movable property financing business.
- 5. In the first half of 2015, new opportunity for China's private equity industry existed in an era of great asset management. In May, Ping An Trust held the Private Equity Summit Forum of 2015 in Shenzhen, and launched the "Winner of Private Equity Plus" Platform, which provides private equity institutions with comprehensive services with the fastest product issuance, the most diverse product strategies, and the most professional product services.

### Chairman's Statement







- 6. As the largest online investment and wealth management platform in China, Lufax com was officially launched in early 2012 and has over 10 million registered users with only three years' development; it is the first online investment and wealth management platform with over 100 million users. In the future, Lufax will accelerate its transformation into a platform, develop diverse products and services that combine liquidity, risk and return to meet the demand of investors, and build a comprehensive financial service ecosystem.
- 7. As at the end of June, 2015, the number of registered users of Ping An Pay's app Yiwallet exceeded 16 million; the function of Yiwallet has expanded from basic payment service to financial wealth management, innovative insurance benefits, and daily life services.
- 8. Twenty-one years ago, Ping An began to donate money to construct Hope Primary Schools. Seven years ago, Ping An started to support the education of Hope Primary Schools. Currently, Ping An has constructed 111 Hope Primary Schools, and 3,474 volunteers have participated in the action of supporting the education of Hope Primary Schools. In 2015, Ping An continued the action of supporting the education of Hope Primary Schools, and has provided training for teachers at 111 Hope Primary Schools across China in June, 2015.

finance strategy. As at the end of June 2015, the number of internet users reached 167 million, and active users in the first half of the year reached RMB57.45 million. Each major internet finance subsidiaries saw a rapid growth in business. Lufax met multiple financial demands of customers through its financial asset trading platform. Since establishment, the accumulated trading volume reached RMB801.5 billion, among which RMB201.3 billion was generated from individual retail transactions and RMB600.2 billion from institutional transactions. The accumulated registered internet users of Lufax exceeded 10 million. In the first half of 2015, financial asset trading volume increased rapidly to RMB512.2 billion, of which RMB113.9 billion was generated from individual retail transactions and RMB398.3 billion from institutional transactions, retaining the industry leading position. Focused on individual financial innovation, Ping An Pay is dedicated to provide high-quality payment services to customers. The number of registered users of Yiwallet exceeded 16 million, while the trading volume of individual users exceeded RMB70 billion in the first half of the year. Wanlitong, which aims to be the largest loyalty points service platform in China, had more than 80 million registered users and more than 1 million participating merchants. Trading volume of loyalty points grew by 387.7% over the same period last year. Ping An Health Cloud, which focuses on health management, facilitated the construction of networks for hospitals, medicine and information. A multi-layered doctor network was preliminarily formed. Its B2C and O2O medicine distribution platforms have been established. The Ping An Doctor App offered health management services to over 7.5 million users, with a peak daily consultations of 50 thousand. PA Haofang established the first real estate crowd funding alliance in China, achieved the model of "Internet Plus" in real estate market. The total users registered in the website exceeded 1 million. The housing trading volume through the platform of PA Haofang exceeded RMB10 billion and homebuyers received RMB600 million loans through this platform. Ping An financial technology focused on asset management with users registered in "One Account Management Services" exceeding 50 million and assets under management of nearly RMB650 billion. Through the "Magic Gate",

users can shift from one APP of Ping An to another without limitation. More than 14 million users enjoyed Ping An's one-stop financial services through the "Magic Gate".

Significant progress was made in customer migration, and cross-selling continued to improve.

Ping An explored the potential demand of customers through its integrated financial product map and big data analysis platform. It developed innovative integrated financial products and services to promote cross-selling and customer migration. In the first half of the year, the total number of migrated customers was 5.99 million, 36.5% of new customers of the subsidiaries of the Group came from customer migration. New customers migrating from the internet finance to core finance business amounted to over 820 thousand. Of the premium income for automobile insurance, 55.2% was from cross-selling, telemarketing and internet marketing. 32.1% of new retail deposit and 33.8% of newly-issued credit cards came from cross-selling.

In the first half of the year, Ping An continued to maintain a leading position in terms of brand value. Our comprehensive strength and efforts in corporate governance, investor relationship and corporate social responsibility have won us numerous accolades and awards at home and abroad from rating agencies and the media.

- First time entered top 100 of "Fortune Global 500", ranked No. 96, advancing 32 places over 2014, and maintained top ranking among mainland Chinese companies in the non-SOE category.
- Qualified in the Forbes Global 2000 list for the 11th time, ranking No. 32, advancing 30 places over 2014. Ping An ranked No. 8 among mainland Chinese enterprises and No. 14 among global financial institutions.
- Ranked No. 68 in the Top 100 Most Valuable Global Brands 2015 by Millward Brown of WPP, a global prestigious brand communications group, up 9 places over the previous year.
- In the 2015 Best China Brands Report released by world-leading brand rating agency Interbrand, Ping An ranked No. 6 and maintained its first place among Chinese insurance brands.



- Ranked No. 4 among "Best Managed Listed Companies in China" in FinanceAsia (HK)'s selection of "Asia's Best Managed Companies".
- Awarded "Asia's Best CEO",
  "Asia's Best CFO" and "Best
  Investor Relations in China" at
  Corporate Governance Asia's
  Asia Excellence Award.
- In the evaluation of "China's Most Respected Companies in China of 2015" by Economic Observer, Ping An was awarded "the Most Respected Company of China" once more, it is the only company which won this prize for the 14th consecutive year.

Looking ahead, slow economic recovery will remain amid various uncertainties in the complex macroeconomic environment. China's economy is expected to maintain a steady growth momentum under the "new normal", with faster paces in transformation of economic structure, deepening system reform, and both opportunities and challenges will exist. Ping An will continue its efforts steadily towards its strategic goal, which is to improve market position and business quality of core financial businesses, further explore the Internet finance model and business innovations, improve customer embrace a promising future.

Finally, on behalf of the Board of Directors and the Executive Committee of Ping An Group, I would like to express my sincere gratitude to our customers, investors, partners and members of society who have supported Ping An Group, as well as our colleagues who have contributed to the Company's strategic targets and aspirations.

3

Chairman and Chief Executive Officer

Shenzhen, PRC August 20, 2015

## Management Discussion and Analysis Overview

- Net profit attributable to shareholders of the parent company reached RMB34,649 million in the first half of 2015, up by 62.2% over the same period last year.
- Insurance business recorded robust growth and kept its sound business quality. Banking business actively transformed its growth mode with overall asset quality staying at a manageable level. Investment business saw the emerging signs of its effective transformation and maintained rapid growth.
- Internet finance business continued to innovate and achieved steady growth in scale and user base. Significant progress was made in customer migration, and cross-selling continued to improve.

We offer various financial products and services to clients under a unified brand name via a multiple distribution network that leverages the capabilities of our major subsidiaries. These are Ping An Life, Ping An Property & Casualty, Ping An Annuity, Ping An Health, Ping An Bank, Ping An Trust, Ping An Securities, Ping An Asset Management, Ping An Asset Management (Hong Kong), and Ping An-UOB Fund.

In the first half of 2015, faced with the complicated economic situation and market environment, Ping An continued to implement the philosophy of prudent operation and took steps to innovate. There was an increasing synergy from Ping An's Internet finance business and core finance business. Its three business pillars, namely insurance, banking and investment, developed steadily and soundly. New business of life insurance grew robustly, while the quality of property and casualty insurance business remained sound. Annuity business maintained its market leadership, while the return on investment of insurance funds rose steadily. Ping An Bank grew steadily and its operating efficiency continued to increase. The asset quality of Ping An Bank remained stable with business transformation speeding up. Ping An Trust promoted business transformation and maintained stable and health development. Ping An Securities

promoted strategic transformation, it seized opportunities in market and its net profit hit a record high during the reporting period. Through continuous efforts to innovate, the scale, user base and customer activity of internet finance business continued to grow. Significant progress was made in customer migration, and cross-selling continued to improve.

Due to its rapid business growth and excellent performance of its insurance funds investment, net profit attributable to shareholders of the parent company for the first half of 2015 reached RMB34,649 million, up by 62.2% compared with the same period last year.

#### **CONSOLIDATED RESULTS**

For the six months ended June 30 (in RMB million)	2015	2014
Total income Total expenses	376,299 (316,756)	266,045 (233,424)
Profit before tax	59,543	32,621
Net profit	39,911	25,864
Net profit attributable to shareholders of the parent company	34,649	21,362

#### **NET PROFIT BY BUSINESS SEGMENT**

For the six months ended June 30 (in RMB million)	2015	2014
Life insurance	15,490	9,296
Property and casualty insurance	8,730	4.496
Banking	11,274	9,882
Trust <sup>(1)</sup>	1,000	748
Securities	1,606	506
Other businesses and elimination <sup>(2)</sup>	1,811	936
Net profit	39,911	25,864

- (1) The figures of trust business include Ping An Trust and its subsidiaries which carry on the business of investment and asset management.
- (2) Other businesses mainly include headquarters and other subsidiaries conducting asset management business and

In the first half of 2015, the Company continued to promote the development of integrated finance business and the optimization of service platforms, aiming to steadily enhance customer experience. It stepped up the application of technology and new internet techniques to boost the innovation and development of the business. In terms of its personal integrated finance business, the Company pursued its "customer-oriented" philosophy, better carried out cross-selling, actively took advantage of internet channels and steadily promoted customer migration, which led to a stable growth in the overall number of customers and business scale. For the group integrated finance business, each subsidiary kept to the philosophy of providing support for corporate customers with one-stop service, and steadily implemented the comprehensive development of integrated finance, which saw significant results in business cooperation and increasing synergies.

#### **CUSTOMERS**

#### **Total Volume of Individual Customers**

As at June 30, 2015, the number of the Company's individual customers reached 96.58 million, up by 8.1% over the beginning of the year, among which 12.93 million were new customers in the first half of 2015.

For the six months ended June 30 (In ten thousand)	2015	2014
Customers at the beginning of the reporting period	8,935	7,903
New customers in		
the reporting period(1)	1,293	959
Including: Ping An Life(2)	273	195
Ping An Property & Casualty	830	655
Retail Banking Business	293	181
Credit Card Business	228	206
Other Businesses	262	28
Customers at the end of the		
reporting period(3)	9,658	8,419

- (1) As customers who purchased multiple financial products are counted more than once, the figures do not add up to the total.
- (2) The number of customers of Ping An Life was counted based on the number of policy holders.
- (3) The number of customers at the end of the reporting period was not equal to the sum of the number of customers at the beginning of the reporting period and new customers in reporting period, due to customer loss.

## Management Discussion and Analysis Overview

#### **Customer Migration**

The Company continued to promote the migration of customers among core finance businesses. In the first half of 2015, the number of migrated customers was approximately 5.99 million, and 36.5% of new customers of subsidiaries were from customer migration. From the initiation of customer migration to the end of June, 2015, the aggregated number of the Company's migrated customers exceeded 17.63 million.

#### Migration of Customers among Core Finance Businesses (in thousand person-time)

	Migration Terminal								
Migration Source	Ping An Life	Ping An Property& Casualty	Retail Banking Business	Credit Card Business	Other Businesses	Total			
Ping An Life	-	1,312	546	464	684	3,006			
Ping An Property& Casualty	285	-	278	267	222	1,052			
Retail Banking Business	217	497	-	233	330	1,277			
Credit Card Business	91	242	178	-	61	572			
Other Businesses	16	33	21	13	3	86			
Total	609	2,084	1,023	977	1,300	5,993			

Other Businesses include Ping An Securities, Ping An Trust and other subsidiaries which carry on traditional finance

The Company actively promoted the migration from internet finance users to core finance customers. In the first half of 2015, new customers who held traditional financial products, through migration from internet finance companies such as Wanlitong, Lufax, Ping An Pay, PA Haofang and PA Haoche, amounted to over 820 thousand.

#### CROSS-SELLING OF PERSONAL INTEGRATED FINANCE

Through years of cultivating and exploration, cross-selling of personal integrated finance has produced remarkable results and the synergy effects of integrated financial services are increasingly visible.

The following table sets out the Company's cross-selling performance of personal integrated finance in the first half of 2015:

#### **New Business Acquired through Cross-selling**

	201	5	2014	
For the six months ended June 30 (in RMB million)	Amount	Business contribution percentage (%)	Amount	Business contribution percentage (%)
Property and casualty insurance business				
Premium income	12,177	15.0	9,830	14.3
Short-term group insurance business of Ping An Annuity				
Sales volume	2,545	41.2	1,931	38.6
Trust business				
Trust schemes	67,055	30.8	95,593	26.9
Banking business Retail deposits (increase of average daily				
balance per year)	11,586	32.1	7,714	27.8
Credit cards (in ten thousand)	91.8	33.8	96.8	38.0

#### **COOPERATION OF GROUP INTEGRATED FINANCE**

The Group continued to promote its group integrated finance. In line with the Group's strategic guideline in integrated finance, the subsidiaries cooperated closely, taking full advantage of the Group's integrated finance, providing integrated investment and financing services for enterprises across the country, which actively promoted the development of the regional real economy.

#### **TECHNOLOGY-DRIVEN FINANCE**

In the first half of 2015, Ping An continued to deepen IT reforms. In the traditional sectors, the Company provided daily IT services such as programing, system maintenance and office services, which helped in stable operations, fast service delivery, cost efficiency and enhancing customer experience, and strongly boosted the business development. In terms of innovation, Ping An emphasized on research and development of new techniques. Leveraging on the mobile internet, cloud computing and other new technologies, Ping An accelerated its customer migration and built up its core competitive advantages. Innovation is one of the key factors for Ping An to achieve success in integrated finance business.

The influence of mobile internet and cloud computing to financial services is increasingly obvious amid the rapid development of technology and the fast-changing market environment. For mobile internet, the "Magic Gate", which is a connection platform to the internet world, has already been embedded into the most popular APPs of Ping An with additional plug-ins. It covers daily living scenarios in terms of health, food, housing. transportation and entertainment. Over 14 million users have enjoyed one-stop services in a rich financial and daily living environment through the "Magic Gate". Ping An launched "Ping An WiFi", the first free WiFi APP in China, offering mobile internet users free Internet access with a better experience and convenience. For cloud computing, the Company strived to build its cloud platform. Through high-density virtual computing, infrastructure clouds reduced energy consumption and guaranteed sufficient resources, enabling the Company to possess continuous computing capabilities for better customer service, and to respond quickly to the requirements of the Group's Internet finance strategy.

In the future, the Company will continue to promote new technology research and external cooperation, and apply modern technology led by mobile internet and cloud computing into every process of business, so as to enhance customer experience, build up distinctive core competitiveness and support business development constantly.

## Management Discussion and Analysis Insurance Business

- The individual life insurance business and the number of sales agents both grew quickly, with a significant increase in agent productivity as compared with the same period last year.
- Premium income from the property and casualty insurance business increased by 18.5% as compared with the same period last year, and business quality and profitability remained sound.
- Assets under management of Ping An Annuity exceeded RMB230 billion.
   All businesses maintained their industry-leading positions.

### LIFE INSURANCE BUSINESS Business Overview

We conduct our life insurance business through Ping An Life, Ping An Annuity and Ping An Health.

The written premiums and the premium income of our life insurance business are as follows:

For the six months ended June 30 (in RMB million)	2015	2014
Written premiums(1)		
Ping An Life	164,909	142,872
Ping An Annuity	7,548	5,183
Ping An Health	288	255
Total written premiums	172,745	148,310
Premium income <sup>(2)</sup>		
Ping An Life	123,056	105,313
Ping An Annuity	7,400	5,038
Ping An Health	235	192
Total premium income	130,691	110,543

Written premiums mean all premiums received from the policies underwritten by the Company, which are prior to the significant insurance risk testing and separating of hybrid contracts.

In the first half of 2015, the central government continued its in-depth reform efforts and sticked to its doctrine of "Growth through Stability". As a result, economic growth was maintained within a reasonable range, accompanied by improved quality and efficiency of economic development and a higher standard of living for the masses. The life insurance industry recorded a faster pace of growth with steady growth in total premiums. Based on the principles of risk prevention and compliance, the Company steadily developed its individual life business with high profitability, diversified its product lines and optimized its product structure. It advocated the protection function of insurance, promoted the sales of product portfolios, and focused on building up a large-scale and efficient sales network. As a result, it achieved steady and valuable business growth and its market competitiveness increased as the year progressed.

In the first half of 2015, life insurance business achieved written premiums of RMB172,745 million, up by 16.5% over the same period last year. The value of new business of life insurance in the first half of the year increased by 44.3% over the same period last year. Written premiums of individual life insurance business amounted to RMB155,128 million, up by 18.1% over the same period last year, of which written premiums of new business reached RMB48,200 million, up by 54.2% over the same period last year.

<sup>(2)</sup> Premium income refers to premiums calculated according to the "Circular on the Printing and Issuing of the Regulations regarding the Accounting Treatment of Insurance Contracts" (Cai Kuai [2009] No.15), which is after the significant insurance risk testing and separating of hybrid contracts.

#### Ping An Life

With a national service network comprising 41 branches(including 6 telephone sales centers) and over 2,900 business outlets, Ping An Life offers life insurance products to individual customers and corporate clients.

The premiums income and the market share of Ping An Life are as follows:

For the six months ended June 30	2015	2014
Premium income (in RMB million) Market share (%)	123,056 13.0	105,313 13.7

Of the total premium income generated by all life insurance companies in China in the first half of 2015, Ping An Life took up a market share of 13.0%, as calculated in accordance with the PRC insurance industry data published by the CIRC. In terms of premium income, Ping An Life is the second largest life insurance company in China.

#### Summary of operating data

	June 30, 2015	December 31, 2014
Number of customers (in thousands)		
Individual	65,132	62,108
Corporate	1,199	1,127
Total	66,331	63,235
Distribution network		
Number of individual life insurance sales agents	797,870	635,551
Number of group sales representatives	4,161	3,913
Bancassurance outlets	69,166	68,455

For the six months ended June 30	2015	2014
Agent productivity		
First-year written premiums per agent per month (in RMB)	10,026	8,110
New individual life insurance policies per agent per month	1.2	1.1
Persistency ratio (%)		
13-month	92.3	92.3
25-month	88.1	88.9

The life insurance products of Ping An Life are primarily distributed through a network that includes approximately 798 thousand individual sales agents, 4,161 group insurance sales representatives, and over 69 thousand commercial bank outlets that have made bancassurance arrangements with Ping An Life.

## Management Discussion and Analysis **Insurance Business**

Ping An Life placed value-focused operations at the core of its business. In particular, it focused on teamwork as the foundation. benevolence as the root, and customer experience and innovation as the driving forces. We promoted the synergistic development of multiple channels such as individual sales agents, bancassurance outlets, telemarketing and internet marketing, striving to achieve the sustainable, healthy and stable development of the business's embedded value and scale. The individual life insurance business strengthened its agencies' team management and built a solid foundation as a result. The number of Ping An Life agents rose by 25.5% from the beginning of the year to approximately 798 thousand, reaching a record high. Agent productivity per capita surged compared with the same period last year. First-year written premiums per agent per month rose by 23.6% over the same period last year to RMB10,026, with new individual life insurance policies per agent per month rising to 1.2. In response to market competition, and to meet channel demands, the bancassurance business adopted an operating model focusing on both value and scale, actively enhanced the internal and external channel development, and optimised the business structure to achieve steady growth in the value of new business. Further, building on the balanced development of existing channels, Ping An Life strove to develop new channels such as telemarketing and internet marketing. Written premiums of telemarketing sales reached RMB6,106 million in the first half of 2015, up by 42.8% over the same period last year. It continued to maintain a high growth rate and gradually raised its market share, which enabled Ping An Life to maintain the first position in the telemarket.

To deliver the best customer experience, Ping An Life focused on customers and used internet technology innovation to integrate both online and offline channels to provide services demonstrating its care for customers. With a wide range of accessible service channels, it continued to upgrade its fundamental services and built a product mix featuring health management, with a view to enhancing the "simple, convenient, friendly and safe" customer experience. It also put in more effort in the operations of the protective insurance market. Through product upgrades, it boosted its market competitiveness to better meet customers' needs. At the same time, Ping An Life launched the new App platform and planned for an online product operating model to gradually build an O2O product operating model. As at June 30, 2015, Ping An Life had approximately 65.13 million individual customers and 1.2 million corporate customers. For our individual life insurance customers, we managed to maintain the 13-month and 25-month persistency ratio at a high level of 92.3% and 88.1%, respectively.

Integrating the concept of "Internet Plus", Ping An Life launched the "Ping An Life App" as a bridge to customers, and continued to expand the functions to build affinity with customers and sales agents. The App functions include customer policy management, online event participation, insurance and wealth management product purchase, as well as online doctor consultation. Since its launch last year, Ping An Life App had built up a registered user base of 15 million with an activity rate of 28.3%. As the first company to launch its health management platform in the industry, Ping An Life offers one-stop and unique health management services ranging from family doctor consultation, health habits, health assessment and health profile in an attempt to create a brand-new one-on-one health service experience for customers. During the launch period from April 2015 to the end of June 2015, we had 3.38 million users of health management services, 1.88 million users with designated family doctors and 540 thousand users of medical consultation services with a satisfaction rate of 98%

With its efficient operating service platform, Ping An Life strove to provide accurate services to customers and actively honored its service commitment. It focused on operating flexibility to improve service quality and gradually enhanced customer satisfaction. In the first half of 2015, 940 thousand claims were settled and approximately RMB6 billion were given to 900 thousand customers. It achieved a fulfilment rate of 94% for "settlement within 48 hours for standard cases with full documentation" and provided house call claim service for 810 thousand customers. It also introduced priority claims for serious illnesses, pre-claim services for special cases and advance claim payment. As for the counter channel, 60 thousand customers enjoyed the "No Waiting" appointment service. Ping An Life was the first among its peers to introduce the "Premium Store". As for value-added services, it optimized the high-end customer service projects and procedures and enhanced its brand during the period of Customer Service Festival. Through the Ping An Life App, it endeavored to create an online interactive eco-circle. We had 7.21 million participants in various services, up by 4.8 times over the same period of the previous year, with a customer satisfaction of 96%.

#### Ping An Annuity

Ping An Annuity was set up on December 13, 2004 and is the first professional annuity company in China. Its business scope includes pension insurance, health insurance, accident insurance, insurance fund investment management, annuity, asset management products for pension and entrusted pension management, with business outlets throughout the country.

Ping An Annuity recorded a net profit of RMB975 million in the first half of 2015, up by 79.2% as compared with the same period last year. Long-term and short-term insurance business reached RMB3,584 million and RMB7,574 million, respectively, whose market shares maintained leading positions in the industry. As at June 30, 2015, corporate annuity entrusted assets reached RMB114,074 million, corporate annuity assets under investment management amounted to RMB122,741 million, and other entrusted management business assets was RMB20,042 million. These three figures above firmly cemented Ping An Annuity's leading position amongst domestic professional annuity companies.

#### Ping An Health

In the first half of 2015, Ping An Health achieved stable growth in its business with an increase of 22.4% in premium income over the same period last period. While maintaining a leading position in the high-end medical market, Ping An Health endeavored to promote product and service innovation and launched mid-end group medical insurance. It took the lead to include appointment service for family doctors and renowned doctors for health management services under the insurance coverage, which strengthened the integration of health insurance and health management. Through improving its operating services and customer satisfaction, Ping An Health continued to expand its operational strengths in the mid-tohigh-end medical market.

## Management Discussion and Analysis **Insurance Business**

#### **Financial Analysis**

Other than those specified, the financial data in this section include that of Ping An Life, Ping An Annuity and Ping An Health.

Results of operation For the six months ended June 30 (in RMB million)	2015	2014
Written premiums Less: Written premiums on products not passing significant insurance	172,745	148,310
risk testing Less: Premium deposits for universal life products and investment linked	(1,480)	(1,576)
products	(40,574)	(36,191)
Premium income	130,691	110,543
Net earned premiums	127,632	107,531
Investment income	70,801	19,437
Other income	4,422	3,652
Total income	202,855	130,620
Claims and policyholders' benefits Commission expenses of	(134,981)	(93,794)
insurance operations	(18,377)	(11,471)
Foreign currency exchange gains or losses  General and administrative	(109)	35
expenses	(15,557)	(9,832)
Finance cost	(864)	(723)
Other expenses	(5,159)	(4,092)
Total expenses	(175,047)	(119,877)
Income tax	(12,318)	(1,447)
Net profit	15,490	9,296

Jointly affected by the factors including rapid business growth and substantial increase in investment income, life insurance business recorded a net profit of RMB15,490 million in the first half of 2015, representing an increase of 66.6% from RMB9,296 million over the same period in 2014.

#### Written premiums and premium income

The following is the breakdown of written premiums and premium income for our life insurance business by distribution channel:

For the six months ended	Written pr	Written premiums		Premium income	
June 30 (in RMB million)	2015	2014	2015	2014	
Individual life					
New business					
First-year regular					
premiums	46,174	29,740	39,186	25,798	
First-year single premiums	1,021	348	95	84	
Short-term accident and health premiums	1,005	1,168	1,512	1,625	
	•		<u> </u>		
Total new business	48,200	31,256	40,793	27,507	
Renewal business	106,928	100,134	73,197	67,120	
Total individual life	155,128	131,390	113,990	94,627	
Bancassurance					
New business					
First-year regular					
premiums	791	906	782	903	
First-year single premiums	5,253	6,411	5,273	6,434	
Short-term accident and health premiums	2	2	2	2	
Total new business	6,046	7,319	6,057	7,339	
Renewal business	2,991	3,108	2,949	3,067	
Total bancassurance	9,037	10,427	9,006	10,406	
Group insurance					
New business					
First-year regular					
premiums	17	13	-	-	
First-year single premiums	928	1,212	95	291	
Short-term accident and health premiums	7,614	5,229	7,592	5,209	
Total new business	8,559	6,454	7,687	5,500	
Renewal business	0,559 21	39	7,007	3,300	
Total group insurance	8,580	6.493	7,695	5,510	
		-,			
Total	172,745	148,310	130,691	110,543	

Individual life insurance. Written premiums for our individual life insurance business increased by 18.1% to RMB155.128 million in the first half of 2015 from RMB131,390 million in the same period in 2014. There was a 54.2% increase in written premiums of new business for individual life insurance to RMB48,200 million in the first half of 2015 from RMB31.256 million in the same period in 2014, mainly due to the increase in the number of individual life insurance sales agents and rise in productivity per capita. Meanwhile, the persistency ratios kept high levels. As a result, the renewal written premiums for our individual life insurance business increased by 6.8% to RMB106,928 million in the first half of 2015 from RMB100,134 million in the same period in 2014.

Bancassurance. Written premiums for our bancassurance business decreased by 13.3% to RMB9.037 million in the first half of 2015 from RMB10,427 million in the same period in 2014. In response to the market environment, Ping An Life adhered to the core of value and enhanced the business structure of its bancassurance business by gradually increasing the proportion of high-value regular premium products.

Group insurance. Written premiums for our group insurance business increased by 32.1% to RMB8,580 million in the first half of 2015 from RMB6,493 million in the same period in 2014. This increase was primarily because the Company strengthened product innovation and focused on the development of multiple sales channels. The Company continued to reinforce direct selling and cross-selling, while launching internet sales channel. Written premiums for our short-term group accident and health insurance increased by 45.6% to RMB7,614 million in the first half of 2015 from RMB5,229 million in the same period in 2014.

The following is the breakdown of written premiums for our life insurance business by product type:

For the six months ended June 30 (in RMB million)	2015	2014
Participating	80,909	74,465
Universal life	46,753	41,744
Traditional life	17,820	13,060
Long-term health	13,903	9,205
Accident and short-term health	10,771	7,327
Investment-linked	1,495	1,472
Annuity	1,094	1,037
Total written premiums for life insurance business	172,745	148,310

The Company continued to reinforce the sales of products with insurance protection function and high coverage features as well as to optimize product structure. The portion of sales contribution from products with insurance protection function continued to increase.

#### Written premiums by product type **2015** (2014)



- Participating 46.8 (50.2)
- Universal life 27.1 (28.2)
- Traditional life 10.3 (8.8)
- Long-term health 8.1 (6.2)
- Accident and short-term health 6.2 (4.9)
- Investment-linked 0.9 (1.0)
- Annuity 0.6 (0.7)

## Management Discussion and Analysis Insurance Business

The following is the breakdown of firstyear written premiums for our individual life insurance business by product type:

For the six months ended June 30 (in RMB million)	2015	2014
Participating	22,143	15,537
Universal life	9,040	5,509
Long-term health	8,182	4,854
Traditional life	6,135	3,111
Accident and short-term		
health	2,337	1,837
Annuity	191	386
Investment-linked	172	22
Total first-year written premiums for individual		
life insurance business	48,200	31,256

## First- year written premiums for individual life insurance business by product type

**2015** (2014)



The following is the breakdown of written premiums for our life insurance business by region:

For the six months ended June 30 (in RMB million)	2015	2014
Guangdong	29,077	24,078
Beijing	11,185	10,367
Shandong	10,184	8,961
Liaoning	10,065	8,655
Jiangsu	10,036	9,188
Subtotal	70,547	61,249
Total written premiums	172,745	148,310

#### Written premiums by region

**2015** (2014)



#### Total investment income For the six months ended June 30 (in RMB million) 2015 2014 Net investment income<sup>(1)</sup> 34,780 27,709 Net realized and unrealized gains(2) 37,900 (874)Impairment losses (2,094)(7,603)Total investment income 70,586 19,232 Net investment yield (%)(3) 5.1 5.0 Total investment yield (%)(3) 7.9 4.2

- Net investment income includes interest income from bonds and deposits, dividend income from equity investments, and operating lease income from investment properties.
- (2) Net realized and unrealized gains include realized gains from security investments and profit or loss through fair value change.
- (3) Net foreign currency gains or losses on investment assets denominated in foreign currencies are excluded in the calculation of the above yields. Average investment assets used as the denominator are computed based on the Modified Dietz method in principle.

Net investment income for our life insurance business increased by 25.5% to RMB34,780 million in the first half of 2015 from RMB27,709 million in the same period in 2014. This was primarily due to the increase of interest income from fixed maturity investments and the increase of dividend income from equity investments. Net investment yield rose to 5.1% in the first half of 2015 from 5.0% in the same period in 2014. The main reason was that the Company optimized the allocation of investment portfolio, equity asset was dynamically allocated and the dividend yield of equity investment rose.

Benefitting from the excellent performance of the domestic capital market, net realized and unrealized investment gains increased from a loss of RMB874 million in the first half of 2014 to a profit of RMB37,900 million in the same period in 2015.

Due to the combination of the above factors. total investment income for life insurance business increased largely to RMB70,586 million in the first half of 2015 from RMB19,232 million in the same period in 2014, and total investment yield was substantially increased to 7.9% from 4.2%.

#### Claims and policyholders' benefits For the six months ended

June 30 (in RMB million)	2015	2014
Surrenders	11,173	5,053
Claims	7,550	5,124
Annuities	2,728	2,583
Maturities and survival benefits	10,836	10,737
Policyholder dividends	4,776	3,361
Interest credited to policyholder contract deposits	14,004	6,359
Net increase in policyholders' reserves	83,914	60,577
Total claims and policyholders' benefits	134,981	93,794

Payments for surrenders were largely increased to RMB11.173 million in the first half of 2015 from RMB5,053 million in the same period in 2014. This was primarily due to the rise in payments for surrenders of high cash value products and certain participating products, in view of the market environment and our larger business scale.

Payments for claims rose by 47.3% to RMB7,550 million in the first half of 2015 from RMB5,124 million in the same period in 2014. This was primarily due to the continuous growth in our accident and health insurance business.

Payments for policyholder dividends increased by 42.1% to RMB4,776 million in the first half of 2015 from RMB3,361 million in the same period in 2014. This was primarily attributable to the growth of the scale of participating insurance and the higher dividend yield of participating insurance policies compared with the same period last year.

Payments for interest credited to policyholder contract deposits increased largely to RMB14,004 million in the first half of 2015 from RMB6,359 million in the same period in 2014. This was primarily due to the increase in interest payments resulting from the growth in our universal life products.

Net increase in policyholders' reserves increased by 38.5% to RMB83,914 million in the first half of 2015 from RMB60,577 million in the same period in 2014. This was mainly due to a combination of factors such as growth of business scale, restructuring of business and changes in assumptions of the yield curve for the measurement of insurance contract liabilities.

#### Commission expenses of insurance operations

June 30 (in RMB million)	2015	2014
Health insurance	4,508	2,321
Accident insurance	1,772	1,024
Life insurance and others	12,097	8,126
Total commission expenses		
of insurance operations	18,377	11,471

Commission expenses of insurance operations which are mainly paid to our sales agents increased by 60.2% to RMB18,377 million in the first half of 2015 from RMB11,471 million in the same period in 2014. This was primarily due to the growth of premiums and the adjustment of product structure.

## Management Discussion and Analysis Insurance Business

#### General and administrative expenses

General and administrative expenses increased by 58.2% to RMB15,557 million in the first half of 2015 from RMB9,832 million in the same period in 2014. This increase was primarily due to the growth of the business scale and the increase in fixed operating costs such as labour costs and office expenses.

#### Income tax

Income tax increased significantly, primarily due to an increase in taxable profit as compared with the same period last year and the change of deferred tax assets.

### PROPERTY AND CASUALTY INSURANCE BUSINESS

#### **Business Overview**

The Company conducts property and casualty insurance business mainly through Ping An Property & Casualty, while Ping An Hong Kong also offers this insurance service in the Hong Kong market. As at June 30, 2015, Ping An Property & Casualty had a registered capital of RMB21 billion, which was sufficient. Ping An Property & Casualty laid a strong foundation for its steady and sustainable development by enhancing its operational and management capabilities, as well as service levels.

In the first half of 2015, the property and casualty insurance industry maintained a fast pace of growth. Automobile insurance is still the mainstay of the property and casualty insurance business. The promulgation of the new "Ten National Rules" created favorable external conditions to boost the mid-to-long-term rapid growth of the industry. Reforms for commercial automobile insurance rates and the emergence of internet insurance brought new growth opportunities to the industry, while also tested the entire industry's operations and service capabilities.

Ping An Property & Casualty has long adopted the customer-centric approach by taking customer experience as the cornerstone of operation. Taking a bold approach towards innovation and reform, it endeavors to build its brand as the "choice of users for best experience" by offering a full range of personalized insurance products and services to customers. Ping An Property & Casualty continued to regard risk filtering as the foundation of its operations, enhanced its capabilities in risk filtering, optimized its cost structure and improved its resources utilization efficiency. As its business grew steadily, it also gained a strong market reputation by providing customers with quality services, and raised its level of service for six consecutive years. Apart from screening big data for customers' needs, it took the lead to introduce a series of measures including real-time payment of compensation, easy claim settlement without survey, and claim service via Wechat. By fully implementing the "online+offline" claim service model, it offered customers the most convenient, transparent, dedicated and secure claim service.

In the first half of 2015, the premium income of Ping An Property & Casualty was RMB81,443 million, up by 18.5% over the same period last year, among which premium income from cross-selling, telemarketing and internet marketing reached RMB35,402 million, up by 22.8% over the same period last year, with the percentage of contribution via this channel increased to 43.5%. Premium income from car dealers reached RMB15,680 million, up by 14.3% over the same period last year. According to China's insurance industry statistics published by the CIRC, the premium income of Ping An Property & Casualty accounted for approximately 19.1% of total premium income for Chinese property and casualty insurance companies. Ping An Property & Casualty is the second-largest property insurance company in China in terms of premium income.

#### Market share

The premium income and market share of Ping An Property & Casualty are as follows:

For the six months ended June 30	2015	2014
Premium income (in RMB million)	81,443	68,705
Market share (%) <sup>(1)</sup>	19.1	18.0

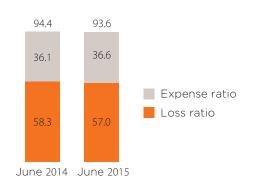
(1) Calculated in accordance with the PRC insurance industry data published by the CIRC.

#### **Combined ratio**

In the first half of 2015, the property and casualty insurance market in China maintained its good order while competition intensified. Ping An Property & Casualty persisted with innovative developments and constantly enhanced professional technical standards. maintaining sound profitability. The combined ratio was 93.6%.

#### Combined ratio

(%)



#### Summary of operating data

	•	
	June 30, 2015	December 31, 2014
Number of customers (in thousands)		
Individual	35,078	31,787
Corporate	2,144	1,782
Total	37,222	33,569
Distribution network		
Number of direct sales representatives	7,518	7,589
Number of insurance agents <sup>(1)</sup>	56,092	49,616

<sup>(1)</sup> The number of insurance agents includes individual agents, professional agents and ancillary agents.

Ping An Property & Casualty distributes its products mainly through its network of 41 branches and over 2,200 sub-branches across China. Main distribution channels include inhouse sales representatives, sales agents, insurance brokers, telemarketing and crossselling.

#### Reinsurance arrangement

In the first half of 2015, Ping An Property & Casualty's outward reinsurance premiums amounted to RMB10,055 million in total, among which RMB6.473 million and RMB3.569 million were from the automobile and non-automobile insurance businesses, respectively, while RMB13 million came from the accident and health insurance division. Ping An Property & Casualty's gross inward reinsurance premiums amounted to RMB4.71 million, all of which were from the non-automobile insurance business.

Ping An Property & Casualty continued to be actively engaged in reinsurance arrangements that helped to enhance its underwriting capabilities, diversify its operational risks and ensure its long-term healthy and steady growth. It has endeavoured to widen the scope of collaboration by stepping up efforts to work with reinsurers to expand reinsurance channels. Ping An Property & Casualty has gained strong support from the world's major reinsurance markets including Europe, the United States, Bermuda and Asia and so on. Currently, it has established extensive and close partnerships with nearly 100 reinsurance companies and reinsurance brokers worldwide. Its major reinsurance partners include China Property & Casualty Reinsurance Company Ltd., Swiss Re, Munich Re and Hannover Re Group, etc.

## Management Discussion and Analysis Insurance Business

#### **Financial Analysis**

The financial data in this section include that of Ping An Property & Casualty together with Ping An Hong Kong.

Results of operation For the six months ended		
June 30 (in RMB million)	2015	2014
Premium income	81,584	68,852
Net earned premiums	64,230	51,833
Reinsurance commission	2 444	2.070
income	3,444 6,839	3,870
Investment income Other income	322	3,134 222
Other income	322	
Total income	74,835	59,059
Claim expenses	(36,607)	(30,215)
Commission expenses	(0.410)	(7.226)
of insurance operations  Foreign currency gains	(9,418)	(7,336)
or losses	(5)	4
General and administrative		
expenses	(17,672)	(15,258)
Including: investment- related general and administrative		
expenses	(154)	(33)
Finance costs	(16)	(82)
Other expenses	(103)	(83)
Total expenses	(63,821)	(52,970)
Income tax	(2,284)	(1,593)
Net profit	8,730	4,496

Our property and casualty insurance business kept its stable growth, as it maintained business quality and seized opportunities on the capital markets, its net profit increased by 94.2% from RMB4,496 million in the first half of 2014 to RMB8,730 million in the same period in 2015.

#### Premium income

In the first half of 2015, all three principal lines of our property and casualty insurance business recorded steady growth.

For the six months ended June 30 (in RMB million)	2015	2014
Automobile insurance	61,944	52,142
Non-automobile insurance Accident and health	17,667	15,051
insurance	1,973	1,659
Total premium income	81,584	68,852

#### Premium income by product type

(%) **2015** (2014)



Automobile insurance. Premium income was RMB61,944 million in the first half of 2015, representing an increase of 18.8% from RMB52,142 million in the same period in 2014. The main reason is that, leveraging on the favourable market environment, Ping An Property & Casualty strengthened the business development, achieving rapid growth in premium income of automobile insurance from the cross-selling, telemarketing and car dealer channels

Non-automobile insurance. Premium income was RMB17,667 million in the first half of 2015, representing an increase of 17.4% from RMB15,051 million in the same period in 2014. Of this amount, premium income of guarantee insurance was up by 31.3% to RMB8,900 million in the first half of 2015 from RMB6,778 million

in the same period in 2014, The main reason is that Ping An Property & Casualty implemented customer segmentation strategy in guarantee insurance business, and conducted product line enrichment, achieving rapid growth in premium income. Premium income of liability insurance was RMB2,129 million in the first half of 2015, representing an increase of 22.4% from RMB1,739 million in the same period in 2014.

Accident and health insurance. The business of accident and health insurance achieved stable growth. Its premium income was RMB1,973 million in the first half of 2015, representing an increase of 18.9% from RMB1,659 million in the same period in 2014.

The following is the breakdown of premium income for our property and casualty insurance business by region:

For the six months ended June 30 (in RMB million)	2015	2014
Guangdong	13,045	10,822
Jiangsu	5,781	5,110
Sichuan	4,911	4,323
Shanghai	4,678	3,982
Zhejiang	4,572	3,966
Subtotal	32,987	28,203
Total premium income	81,584	68,852

#### Premium income by region

(%) **2015** (2014)



#### Total investment income

For the six months ended June 30 (in RMB million)	2015	2014
Net investment income <sup>(1)</sup> Net realized and unrealized	4,958	3,224
gains <sup>(2)</sup> Impairment losses	1,835 -	(85) (5)
Total investment income	6,793	3,134
Net investment yield (%) <sup>(3)</sup> Total investment yield (%) <sup>(3)</sup>	5.9 7.2	5.4 5.3

- (1) Net investment income includes interest income from bonds and deposits, dividend income from equity investments, and operating lease income from investment properties, etc.
- (2) Net realized and unrealized gains include realized gains from security investments and profit or loss through fair
- (3) Net foreign currency gains or losses on investment assets denominated in foreign currencies are excluded in the calculation of the above yields. Average investment assets used as the denominator are computed based on the Modified Dietz method in principle.

Net investment income for our property and casualty insurance business increased by 53.8% to RMB4.958 million in the first half of 2015 from RMB3,224 million in the same period in 2014, mainly due to the growth of the interest income from fixed maturity investments and dividend income from equity investment. Net investment yield increased to 5.9% in the first half of 2015 from 5.4% in the same period in 2014. The main reason was that equity asset was dynamically allocated with the optimization of the allocation of investment portfolio and the dividend yield of equity investment rose.

Benefitting from the excellent performance of the capital market, net realized and unrealized investment gains increased from a loss of RMB85 million in the first half of 2014 to a profit of RMB1,835 million in the same period in 2015.

As a result, total investment income of property and casualty insurance business increased by 116.8% from RMB3,134 million in the first half of 2014 to RMB6,793 million in the same period in 2015, and its total investment yield increased to 7.2% in the first half of 2015 from 5.3% in the same period in 2014.

## Management Discussion and Analysis **Insurance Business**

Claims expenses For the six months ended		
June 30 (in RMB million)	2015	2014
Automobile insurance	32,038	26,331
Non-automobile insurance Accident and health	3,864	3,301
insurance	705	583
Total claims expenses	36,607	30,215

Claims attributable to automobile insurance business increased by 21.7% to RMB32,038 million in the first half of 2015 from RMB26,331 million in the same period in 2014. This was primarily due to the growth in automobile insurance business.

Claims attributable to non-automobile insurance business increased by 17.1% to RMB3,864 million in the first half of 2015 from RMB3,301 million in the same period in 2014. This was primarily due to the growth in nonautomobile insurance business.

Claims attributable to accident and health insurance business increased by 20.9% to RMB705 million in the first half of 2015 from RMB583 million in the same period in 2014. This was primarily due to the growth in premium income during the past twelve months.

#### Commission expenses of insurance operations

June 30 (in RMB million)	2015	2014
Automobile insurance	6,580	4,935
Non-automobile insurance Accident and health	2,477	2,087
insurance	361	314
Total commission expenses	9,418	7,336
Commission expenses as a percentage of premium		
income (%)	11.5	10.7

Commission expenses of our property and casualty insurance business increased by 28.4% to RMB9,418 million in the first half of 2015 from RMB7,336 million in the same period in 2014. Commission expenses as a percentage of premium income was 11.5% in the first half of 2015, higher than the 10.7% in the same period in 2014. This was primarily due to the increase in premium income and more intensive market competition.

#### General and administrative expenses

General and administrative expenses increased by 15.8% to RMB17,672 million in the first half of 2015 from RMB15,258 million in the same period in 2014. This increase was primarily due to the growth in insurance business and the increasing inputs in customer services and strategic initiatives

#### Income tax

Income tax was RMB2,284 million in the first half of 2015, 43.4% higher than the amount of RMB1,593 million for the same period of last year, which was mainly due to an increase in the taxable profits.

#### **INVESTMENT PORTFOLIO OF INSURANCE FUNDS**

Insurance is the core business of the Group, the insurance funds are formed by the funds from the Company and its subsidiaries engaged in the insurance business which is available for investment. The investment of insurance funds is subject to relevant laws and regulations. The investment portfolio of insurance funds represents a majority of the investment assets of the Group. This section analyzes the investment portfolio of insurance funds.

In the first half of 2015, the global economic situation was relatively complex and regained its foothold in general. While the PRC economy grew within a reasonable range, the commodity index remained low with further progress in reforms taking place. As for the capital market, the equity market experienced a strong upside as a result of the expected boost from reforms and quantitative easing policies. The shortterm yield of the bond market plunged while its long-term yield began to stabilize, reflecting a steep yield curve. While looking into the macroeconomic changes and policies, the Company steadily increased its high-yield fixed income investments, seized the upside potential of the equity market, and dynamically adjusted the allocation of equity assets to effectively boost investment income.

#### **Investment Income**

For the six months ended June 30 (in RMB million)	2015	2014
Net investment income <sup>(1)</sup> Net realized and unrealized	40,622	31,894
gains <sup>(2)</sup>	39,771	(957)
Impairment losses	(2,094)	(7,608)
Total investment income	78,299	23,329
Net investment yield (%)(3)	5.1	5.0
Total investment yield $(\%)^{(3)}$	7.7	4.3

- (1) Net investment income includes interest income from deposits and bonds, dividend income from equity investments, and operating lease income from investment properties, etc.
- (2) Net realized and unrealized gains include realized gains from security investments and profit or loss through fair value change.
- (3) Net foreign currency gains/losses on investment assets denominated in foreign currencies 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.

Net investment income increased by 27.4% to RMB40,622 million in the first half of 2015 from RMB31.894 million in the same period in 2014, mainly due to the growth of the interest income from fixed maturity investments and dividend income from equity investment. Net investment yield increased to 5.1% in the first half of 2015 from 5.0% in the same period in 2014. This was mainly due to that the Company optimized the asset allocation, dynamically adjusted the allocation of equity assets and the dividend yield of equity investment rose.

Benefitting from the excellent performance of the capital market, net realized and unrealized investment gains increased from a loss of RMB957 million in the first half of 2014 to a profit of RMB39.771 million in the same period in 2015. Meanwhile, impairment losses of insurance funds portfolio were substantially decreased from RMB7.608 million in the first half of 2014 to RMB2,094 million in the same period in 2015.

As a result, total investment income for investment portfolio of insurance funds increased by 235.6% to RMB78,299 million in 2015 from RMB23,329 million in the same period in 2014, and total investment yield increased significantly to 7.7% from 4.3%.

#### **Investment Portfolio**

The Company has proactively optimized the asset allocation of the investment portfolio in order to respond effectively to the new economic environment. It dynamically allocated equity assets, the percentage of equity investments increased from 14.1% to 17.5%. The percentage of fixed income investments decreased from 79.7% as at December 31, 2014 to 77.1% as at June 30, 2015.

## Management Discussion and Analysis Insurance Business

The following table presents the Company's investment portfolio allocations of insurance funds:

	June 30, 2015		December 31, 2014	
	Carrying		Carrying	
(in RMB million)	value	%	value	%
By category				
Fixed income investments				
Term deposits	245,759	15.0	235,760	16.0
Bond investments	715,227	43.6	691,723	46.9
Debt schemes investment	121,995	7.4	117,683	8.0
Wealth management products(1)	102,333	6.3	80,412	5.5
Other fixed income investments(2)	78,345	4.8	49,633	3.3
Equity investments				
Equity investment funds	61,776	3.8	35,051	2.4
Equity securities	180,547	11.0	146,633	10.0
Wealth management products(1)	36,566	2.2	16,860	1.1
Other equity investments	8,577	0.5	8,611	0.6
Investment properties	23,170	1.4	20,301	1.4
Cash, cash equivalents and others	64,920	4.0	71,431	4.8
Total investments	1,639,215	100.0	1,474,098	100.0
By purpose				
Carried at fair value				
through profit or loss	19,644	1.2	19,022	1.3
Available-for-sale	397,548	24.3	307,613	20.9
Held-to-maturity	584,699	35.7	574,193	38.9
Loans and receivables	605,578	36.9	544,358	36.9
Others	31,746	1.9	28,912	2.0
Total investments	1,639,215	100.0	1,474,098	100.0

<sup>(1)</sup> Wealth management products include trust schemes of trust companies, wealth management products of commercial banks, etc

#### Investment portfolio

(%)

June 30, 2015 (December 31, 2014)



When formulating the strategic asset allocation of insurance funds, the Company has taken into account the asset and liability features based on its risk tolerance. The allocation proposal with the best risk-adjusted return is chosen to ensure that each account has the best strategic asset allocation. In addition, it will state the range of volatility according to the percentage of major asset allocation, and the asset allocation proposal based on a stress test must comply with the risk tolerance requirement of the Company. In the first half of 2015, the capital market became more volatile. Our insurance funds generated steady investment income under the comprehensive asset allocation and investment risk management

<sup>(2)</sup> Other fixed income investments include assets purchased under agreements to resell, policy loans, statutory deposits for insurance operations, etc.

system. While risks were under control, the Company continued to actively promote its investments in financial products, preferred shares and overseas assets, to further diversify the investment portfolio of insurance funds and increase the stability of returns. Regarding the risk management of insurance funds investment, the Company actively implemented special risk management projects adhering to the rules set up by the China Risk Oriented Solvency System ("C-ROSS"), five-category asset classification and "two ways of strengthening and two ways of restraining", thus further improved the quantitative risk management system of market risks and credit risks, and enhanced the timeliness and effectiveness of risk precaution and monitoring for insurance funds investment. At the same time, the Company established an investment risk management system that covers all assets across the Group and promoted the establishment of standardized internal credit rating instruments. In addition to optimizing the credit rating systems and counterparty management systems, the Company strengthened risk management procedures before, during and after investment to ensure the risk of insurance funds investment fell within the Company's tolerance range, as well as to safeguard the safety and profitability of insurance funds.

#### **Solvency Margin**

The solvency margin ratio is a measurement of capital adequacy for insurance companies. It is calculated by dividing the actual capital by the statutory minimum capital.

The following table sets out the solvency margin ratios for Ping An Life and Ping An Property & Casualty:

	Ping A	\n Life	Ping An P Cası	•
(in RMB million)	June 30, 2015	December 31, 2014	June 30, 2015	December 31, 2014
Actual capital	118,284	107,231	31,485	30,243
Minimum capital	54,926	48,771	20,498	18,385
Solvency margin ratio (regulatory requirement >=100%)	215.4%	219.9%	153.6%	164.5%

Ping An Life's solvency margin ratio fell compared to the end of 2014, which was mainly due to dividend distribution and business development. The solvency margin ratio of Ping An Property & Casualty also declined compared to the end of 2014, this was mainly due to the redemption of RMB2,500 million subordinated bonds in 2015.

According to the "Measure of Management of Solvency on Insurance Companies" enforced by the CIRC, an insurance company is required to have a level of capital commensurate with its risk and business scale, to ensure that the solvency margin ratio is not less than 100%. As at June 30, 2015, the solvency margin ratios of Ping An Life and Ping An Property & Casualty were well above the regulatory requirements.

# Management Discussion and Analysis Banking Business

- Ping An Bank maintained the steady growth of its scale and profitability while accelerating its transformation and innovation.
- With the continuous optimization of the business structure, Ping An Bank's operational efficiency improved and the asset quality stayed at a manageable level.
- Outlets establishment of Ping An Bank was rapidly promoted, with the number of outlets increasing by 108 over the beginning of the year.

The Company runs its banking business through Ping An Bank, which is a national joint-stock commercial bank headquartered in Shenzhen and listed on Shenzhen Stock Exchange under the stock name "Ping An Bank" and stock code "000001". As at June 30, 2015, Ping An Bank had total assets of RMB2.57 trillion, and share capital of RMB14,309 million. It provides a broad range of financial services to corporate, retail, and government customers, through a network of 855 branches and sub-branches across the country.

In the first half of 2015, Chinese government kept the tone of improving with stability, and deepened the reforms in an all-round way with maintaining the continuity and stability of macro policies. The central bank continued to implement its prudent monetary policy, enriched the tools of regulation, optimized the portfolio of policies, to maintain the rational growth of the monetary credit. Meanwhile, the deposit insurance system was officially implemented, and the interest rate marketization was further accelerated. The increasingly stringent regulations, rapid development of private-owned banks and continuous expansion of internet finance brought more challenges to the banking industry.

Confronted with challenges, Ping An Bank adapted to market changes. It gradually developed the operating characteristics of "Specialization, Intensification, Integrated Finance, and Internet Finance", to achieve its strategic goal of becoming the "Best Bank" with its business focuses on corporate banking, retail banking, inter-bank business and investment banking and serve the real economy through professional operations. Ping An Bank adopted a differentiated asset-liability

operation model to grow its deposits and strengthen liquidity management. It accelerated business innovation and created distinctive brand by launching unique platforms and products such as "Orange-e-Platform" and "Hang-E-Tong". Meanwhile, Ping An Bank provided more specialized services to enhance the customer experience.

For the first half of 2015, Ping An Bank realized a net profit of RMB11,585 million, up by 15.0% over the same period last year. As at June 30, 2015, Ping An Bank had RMB1,655,112 million in customer deposits, up by 8.0% over the beginning of 2015, and RMB1,187,834 million in loans and advances to customers, up by 15.9% over the beginning of 2015. Ping An Bank achieved coordinated development for both its deposits and loans business, with a leading growth rate in the market.

### Business structure was continuously optimized, while operating efficiency was improved. Ping

An Bank continuously optimized its assets and liability structure, strictly controlled high-cost liabilities, enhanced its pricing management, and its net interest spread and net interest margin increased by 0.25 and 0.21 percentage points over the same period last year respectively. By raising its level of refined cost management capability to improve efficiency, the cost/income ratio of Ping An Bank achieved 32.22% in the first half of 2015, down by 5.37 percentage points compared with the same period in 2014. It realized RMB15,457 million in net non-interest income, up by 51.9% over the same period in 2014. The ratio of net non-interest income to operating income reached 33.19%, up by 5.45 percentage points over 2014, hit a historic high, and surpassed the industry average level.

Transformation and innovation were continuously promoted, and the development of incremental business accelerated. Ping An Bank continuously promoted transformation and innovation and accelerated to develop its businesses and platforms such as "Internet of Things Finance", "Orange-e-Platform", "Pocket Bank", and "Hang-E-Tong". Integrating the advantages of the Internet of Things and finance, "Internet of Things Finance" effectively solved the management problems in chattel financing business. The number of registered users of "Orange-e-Platform" exceeded 500 thousand. The online factoring service was launched on the "Orange-e-Financing" platform. Ping An "Pocket Bank" launched the first smart O2O platform - "Pocket Community" in the industry and promoted it in 10 pilot cities, and initiated whole process optimization of "Pocket Bank" with adding 48 new functions such as smart voice service and preferential policy adjustment. As at the end of June 2015, the total users of "Pocket Bank" reached 9.37 million, up by 73.6% over the beginning of the year. The total number of institutional clients and interbank clients cooperating with Ping An bank by "Hang-E-Tong" reached over 70 and over 400, respectively. The business department grew steadily with the improving "name-list-based" customer management, leveraging the advantage of integrated finance and supply chain finance to explore innovative business model.

Comprehensive risk management was implemented, and asset quality remained at a manageable level. Ping An Bank proactively tackled various challenges, implemented comprehensive risk management to support the real economy and adhered to the principle of "Risk Control at the Heart of Operation" to ensure stable operation. In the first half of 2015, due to external factors and continuous industry structural adjustments, Ping An Bank's asset quality was affected. As at the end of June 2015, the non-performing loan was RMB15,729 million, up by 49.8% compared with the beginning of 2015. The non-performing loan ratio had increased to 1.32% by 0.30 percentage points from the beginning of 2015. The provision coverage ratio was 183.03%, down by 17.87 percentage points over the beginning of the year. Ping An Bank had adopted a series of measures to dissolve and dispose of non-performing assets. In the first half of 2015, Ping An Bank made a sound performance on recovery, with total recovered non-performing

assets of RMB3,174 million. Ping An Bank also increased its provisions and write-offs to raise its risk resistance capacity with a loan loss provision ratio of 2.42%, up by 0.36 percentage points from the beginning of 2015. Overall asset quality stayed at a manageable level. Ping An Bank will further strengthen its credit structure to avoid and resolve potential risks that may arise in connection with existing loans, exercise strict control over new non-performing loans, strengthen efforts to dispose of non-performing loans, and maintain relatively stable sound asset quality.

Capital strength was increased with outlets establishment expanding to create a strong foundation for its development. In the first half of 2015, Ping An Bank completed an ordinary shares private placement of about RMB10 billion to support its future business growth, and all the funds were used to supplement its capital base. The issuance of preferred shares has entered into the regulatory review and approval procedural stage. As at June 30, 2015, the capital adequacy ratio of Ping An Bank was 10.96%, with a Tier-1 capital adequacy ratio of 8.85%, and a core tier-1 capital adequacy ratio of 8.85%, in accordance with the "Capital Rules for Commercial Banks (Provisional)" enforced by the CBRC. All these ratios met the regulatory requirements. It continued to accelerate its network expansion and opened two Tier-1 branches in Taiyuan and Tianjing Free Trade Area. It also obtained independent licenses for its Credit Card Center and Treasury Operations Center, and opened 104 new sub-branches. Ping An Bank had a total of 855 outlets. It constantly raised its efficiency as it stepped up its network expansion.

#### **RESULTS OF OPERATION**

Pursuant to the accounting standards, the identifiable assets and liabilities acquired upon the merger with original SDB were to be recognised and measured at fair value on the date of merger. As a result, the figures of original SDB in the consolidated financial statements of the Group were the results of subsequent measurement on the basis of the fair value of its assets and liabilities on the date of merger. Therefore, there were differences between the data of the segment operating results of the Group's banking business in the financial statements and those of the results of operations of Ping An Bank as disclosed in its interim report.

## Management Discussion and Analysis **Banking Business**

This section is the analysis about the operating result of Ping An Bank. The data came from its interim report of 2015.

2015	2014
31,118	24,554
13,722 2.104	7,771 2,173
85	68
(515)	80
61	87
46,575	34,733
(3,380)	(2,681)
(15,005)	(13,055)
(12,923)	(5,652)
(31,308)	(21,388)
(8) (3,674)	(17) (3,256)
11,585	10,072
	31,118  13,722 2,104  85 (515) 61 46,575 (3,380) (15,005) (12,923) (31,308)  (8) (3,674)

Ping An Bank steadily maintained its profitability. In the first half of 2015, it realized a net profit of RMB11,585 million, up by 15.0% compared with the same period last year.

#### **NET INTEREST INCOME**

For the six months ended June 30 (in RMB million)	2015	2014
Interest income		
Due from the PBOC	2,067	1,860
Due from financial		
institutions	6,311	11,090
Loans and advances		
to customers	42,127	33,000
Interest income from		40.00=
investment	15,136	10,827
Others	223	173
Total interest income	65,864	56,950
Interest expenses		
Due to the PBOC	(26)	(18)
Due to financial		
institutions	(10,701)	(15,125)
Customer deposits	(21,940)	(16,706)
Bonds payable	(2,079)	(547)
Total interest expenses	(34,746)	(32,396)
Net interest income	31,118	24,554
Average balance of		
interest-earning assets	2,319,291	1,984,241
Average balance of interest-bearing		
liabilities	2,214,600	1,885,375
Net interest spread (%)(1)	2.57	2.32
Net interest margin (%)(2)	2.71	2.50
(1) Net interest spread (NIS) re	fers to the differ	ence

- (1) Net interest spread (NIS) refers to the difference between the average yield of interest-earning assets and the average cost rate of interest-bearing liabilities.
- (2) Net interest margin (NIM) refers to net interest income/ average balance of interest-earning assets.

Net interest income increased by 26.7% to RMB31,118 million for the six months ended June 30, 2015 from RMB24,554 million for the same period in 2014, mainly due to the expanded scale of interest-earning assets, improved business structure and enhanced pricing capability.

Both net interest spread and net interest margin increased compared with last year, due to the continuous efforts in adjustment of the asset and liability structure and risk pricing management, and the improvement of assets utilization.

#### **NET FEES AND COMMISSION INCOME**

June 30 (in RMB million)	2015	2014
Fees and commission		
income		
Settlement fees		
income	1,045	828
Wealth management		
fees income	1,584	820
Agency commissions	2,409	1,220
Bank card fees income	4,030	3,096
Consultancy fees		
income	3,676	1,699
Account management		
fees income	78	116
Asset custodian fees		
income	1,519	590
Others	620	572
Total fees and		
commission income	14,961	8,941
Fees and commission		
expenses		
Agency expense	(468)	(190)
Bank card fees		
expenses	(661)	(923)
Others	(110)	(57)
Total fees and		
commission expenses	(1,239)	(1,170)
Net fees and commission		
income	13,722	7,771

Benefitting from the significantly increased intermediary income arising from the rapid growth of investment banking and depository business, as well as the excellent performance of the wealth management business, settlement business and credit card business, net fees and commission income rose by 76.6% to RMB13,722 million in the first half of 2015, from RMB7,771 million in the same period in 2014.

#### **GENERAL AND ADMINISTRATIVE EXPENSES**

For the six months ended June 30 (in RMB million)	2015	2014
General and administrative expenses	15,005	13,055
Cost/income ratio(1)	32.22	37.59

<sup>(1)</sup> Cost/income ratio refers to general and administrative expenses divided by operating income.

General and administrative expenses rose by 14.9% to RMB15,005 million in the first half of 2015 from RMB13,055 million for the same period in 2014, which was mainly due to the increasing input in outlets, expansion of business, as well as continued investment in the optimization of management workflow and the IT system. Cost/ income ratio decreased by 5.37 percentage points to 32.22% for the first half of 2015 from 37.59% for the same period last year.

#### **ASSET IMPAIRMENT LOSSES**

Asset impairment losses rose 128.6% from RMB5,652 million for the first half of 2014 to RMB12,923 million for the same period in 2015, mainly because Ping An Bank increased the loan loss provisions.

## Management Discussion and Analysis

## **Banking Business**

#### **DEPOSIT**

(in RMB million)	June 30, 2015	December 31, 2014
Corporate deposits	1,384,798	1,280,430
Retail deposits	270,314	252,753
Total deposits	1,655,112	1,533,183

#### Deposit

**June 30, 2015** (December 31, 2014)



The total deposits increased by 8.0% to RMB1,655,112 million as at June 30, 2015 from RMB1,533,183 million as at December 31, 2014. Both types of deposits maintained stable growth.

#### LOANS AND ADVANCES

(in RMB million)	June 30, 2015	December 31, 2014
Corporate loans	768,570	639,739
Retail Ioans	295,014	282,096
Accounts receivable on credit cards	124,250	102,899
Total loans and advances	1,187,834	1,024,734

#### Loans and advances

June 30, 2015 (December 31, 2014)



Total loans increased by 15.9% to RMB1,187,834 million as at June 30, 2015 from RMB1,024,734 million as at December 31, 2014.

#### **LOAN QUALITY**

(in RMB million)	June 30, 2015	December 31, 2014
Pass	1,119,173	977,284
Special mention	52,932	36,949
Sub-standard	6,444	4,374
Doubtful	3,789	2,146
Loss	5,496	3,981
Total loans	1,187,834	1,024,734
Total non-performing loans	15,729	10,501
Non-performing loan ratio (%)	1.32	1.02
Impairment provision balance	(28,789)	(21,097)
Loan loss provision ratio (%)	2.42	2.06
Provision coverage ratio (%)	183.03	200.90

As at June 30, 2015, the carrying amount of non-performing loans was RMB15,729 million, up by RMB5,228 million; the non-performing loan ratio was 1.32%, up by 0.3 percentage point from the beginning of the year; the loan loss provision ratio was 2.42%, up by 0.36 percentage point from the beginning of the year; the provision coverage ratio was 183.03%, decreased by 17.87 percentage points from the beginning of the year.

#### Loan quality by region

	June 3	June 30, 2015		December 31, 2014	
(in RMB million)	Balances	Non- performing loan ratio	Balances	Non- performing loan ratio	
East	357,478	1.20	312,713	1.10	
South	264,280	0.97	250,483	0.58	
West	157,383	0.99	123,455	0.48	
North	225,576	1.11	184,213	0.57	
Headquarter	183,117	2.63	153,870	2.59	
Total	1,187,834	1.32	1,024,734	1.02	

In the first half of 2015, affected by the external environment and continuous industry structural adjustments, some companies experienced difficulties in operations, shortage of funds and insolvency, which affected the asset quality of Ping An Bank to a certain extent. Ping An Bank has adopted a series of measures to dissolve and dispose of non-performing assets, as well as increased provisions and write-offs to resist the worsen of asset quality. It will also further strengthen the credit structure to avoid and resolve potential risks that may arise in connection with existing loans, exercise strict control over new non-performing loans, strengthen efforts to dispose of nonperforming loans and maintain relatively stable asset quality.

#### **CAPITAL ADEQUACY RATIO**

Calculated under the "Capital Rules for Commercial Banks (Provisional)" enforced by the CBRC:

(in RMB million)	June 30, 2015	December 31, 2014
Net core tier 1 capital	139,365	119,241
Net tier 1 capital	139,365	119,241
Net capital	172,541	149,951
Total risk weighted assets  Core tier 1 capital adequacy ratio (regulatory requirement>=7.5%)	1,574,128 8.85	1,380,432
Tier 1 capital adequacy ratio (regulatory requirement>=8.5%)	8.85	8.64
Capital adequacy ratio (regulatory requirement>=10.5%)	10.96	10.86

Note: Capital requirement in regard to credit risk, market risk and operation risk was measured in weighted method. standard method and basic index method respectively.

As at June 30, 2015, calculated under the "Capital Rules for Commercial Banks (Provisional)" enforced by the CBRC, capital adequacy ratio of Ping An Bank was 10.96%, with both tier 1 capital adequacy ratio and core tier 1 capital adequacy ratio of 8.85%, all of which were in compliance with the regulatory requirements.

## Management Discussion and Analysis Investment Business

- Ping An Trust maintained a stable and health growth and actively promoted restructuring and transformation of business mode.
- Ping An Securities' net profit reached a record high in the first half of 2015, which saw significant results in the Company's strategic transformation.
- The third-party asset management business of Ping An Asset Management grew rapidly.

#### **TRUST BUSINESS**

Through Ping An Trust, the Company provides the whole-process all-dimensional and whole-lifecycle financial services to high net worth individuals, institutional customers, fellow customers and Ping An's subsidiaries. As at June 30, 2015, Ping An Trust had the registered capital of RMB6,988 million.

In the first half of 2015, global economic growth was uneven while the gap in rates of recovery widened across various economies. Currently, China's economy will continue its slow and steady growth trend. However, facing a weak real economy and more challenges in non-capital market investments, the trust business will be affected to a certain extent. With the slowing industry growth, emerging risks associated with the trust business, intensifying competition in the asset management market and the phasing out of traditional operating models, the trust business will face tremendous challenges in the course of its development and transformation.

To actively counter the market challenges, Ping An Trust kicked off its transformation in the first half of 2015 towards the strategic objective of building itself into "China's largest trust company". To achieve this, it has established four major core business segments, namely "private wealth management business", "private

equity investment banking and institutional asset management business", "interbank business" and "private equity investment business". Leveraging on Ping An Group's integrated financial strategies, Ping An trust fully capitalized on the strengths of resources acquisition, asset management, investment consulting and risk management, with a view to providing whole-lifecycle, whole-process and all-dimensional financial solutions to institutional and individual customers.

As for our private wealth management business, Ping An Trust targets at high net-worth customers and offers a full range of financial products and services including wealth management, trust products and even personalized wealth management solutions comprising family trusts. In terms of private equity investment banking and institutional asset management business, Ping An Trust focuses on corporate customers with "high quality assets, high quality projects and high quality credibility". It offers customers comprehensive financial solutions including loans, private equity financing, Merger & Acquisition (M&A), IPO and New Third Board, directional add-issuance and refinancing, asset securitization and wealth management investments. In terms of interbank, Ping An Trust offers a variety of products and services that meet the differentiated needs of the

other banks and financial institutions, namely the three major services including interbank asset management, asset securitization and trade finance. In terms of private equity investment business, Ping An Trust actively seizes opportunities arising from the structural adjustment of China's economy, industry upgrading and the reform of mixed ownership of state-owned enterprises and focuses on potential sectors under Ping An Group's eco-circle to conduct its private equity investment business. In terms of innovation in service channels, with the promotion of Ping An's "Caifubao" App, the App channel has gradually become one of the key customer service channels. The six major e-service channels including website, telephone, messaging, email, Wechat and App has been formed, providing 24-hour multi-channel professional services to customers. While strengthening the traditional service platforms, Ping An Trust also introduced new technologies and functions such as video verification and mobile terminal service platform, building the "air service team" to achieve diversification, differentiation and efficiency of customer services.

While advancing its transformation, our trust business maintained steady business growth. In the first half of 2015, the trust business recorded trust product management fee income of RMB1,986 million, up by 24.6% over the same period last year. It recorded a net profit of RMB1,000 million, up by 33.7% over the same period last year.

#### **Business Structure**

	Trust I	ndustry	Ping An Trust		
(In RMB million)	June 30, 2015	December 31, 2014	June 30, 2015	December 31, 2014	
Total assets held in trust	15,865,837	13,979,910	388,098	399,849	
The percentage of single fund trust and property trust	64.6%	69.3%	30.9%	30.0%	
The percentage of collective trust	35.4%	30.7%	69.1%	70.0%	

#### **Assets Held in Trust**

(in RMB million)	June 30, 2015	December 31, 2014
Investment category		
Capital market investments	106,872	95,664
Private equity investments	28,812	27,863
Other investments	65,751	73,721
Total investment category	201,435	197,248
Financing category		
Real estate industry		
financing	52,419	71,642
Infrastructure industry		
financing	30,360	32,152
Corporate loans	70,769	56,086
Pledged financing(1)	15,459	19,997
Other financing <sup>(2)</sup>	17,656	22,724
Total financing category	186,663	202,601
Total	388,098	399,849

- (1) The main subjects of pledged financing are stocks, beneficiary rights of trust schemes and accounts receivable, etc.
- (2) Other financing refers to the financing methods other than aforementioned, which include credit card assets, lease receivable and other debt based financing business.

As at 30 June 2015, assets held in trust of Ping An Trust reached RMB388.098 million, among which, the scale of collective trust, which demonstrated active management capabilities, reached RMB268,139 million, accounting for 69.1% of total assets held in trust, placing Ping An Trust in a market-leading position in terms of business structure. The scale of trust asset within the investment category reached RMB201,435 million, up by 2.1% over the beginning of the year. Affected by the economic slowdown, the real economy was sluggish and industry risk redemption cases gradually increased. Ping An Trust actively reduced the percentage of financing category business to avoid credit risks. The scale of trust asset within the financing category reached RMB186,663 million, which accounted for 48.1% of total assets held in trust, down by 2.6 percentage points over the end of 2014, among which, the scale of trust asset within the real estate financing category was RMB52,419 million, down by 26.8% over the beginning of the vear, accounting for 13.5% of total assets held in trust, down by 4.4 percentage points over the beginning of the year.

# Management Discussion and Analysis Investment Business

#### **Comprehensive Risk Management**

In the first half of 2015, Ping An Trust faced a challenging economic environment. Adhering to the risk management principle of "winning with market-leading risk control", Ping An Trust established a risk management framework marked by "full participation, whole-process control and full business coverage". At the same time, it targeted key customers, sectors, regions and products to formulate differentiated risk strategies and risk management models to promote the steady development of its business.

Full participation: Ping An Trust implemented the speedy internal deployment of the business risk management functions, and further extended risk management to frontline functions to achieve full participation of risk management from the front desk to the back office. By introducing industry accreditation among staff, implementing differentiated authorization, strengthening tracking management and the accountability system, it enhanced the awareness of all staff on risks, especially among frontline staff.

Whole-process control: Prior to investing in a project, the frontline staff will implement double due diligence and product design where an independent audit opinion will be jointly issued by the audit manager and statutory audit manager of the risk management centre, to realise the three wheel-driven developments of products, risk management and legal compliance. During the investment, the "double verification and centralized audit" will be implemented where the procedures including stamp collection, underwriting, contract signing, collateral registration and certificate collection will be jointly completed by the frontline staff and the approving officers. In addition, centralized management will be implemented in loan reviews. After investment, the "categorized management and whole-process monitoring' will be implemented. A risk asset categorized management system will be created to explicitly state the person-in-charge in detail. This will provide a timely report on risk-related events and make periodic provision proposals according to the asset category, to ensure sound operations.

Full business coverage: Ping An Trust focused on key customers, sectors, regions and products. On the selection of counterparties, Ping An Trust mainly deal with large counterparties, and require counterparties to be of high quality, in sound operating condition and with abundant cash flow. By carrying out industry research and exploring industry characteristics, it selects key industries by taking into account the macro environment and state policies, and then formulates differentiated risk strategies for key industries such as real estate, infrastructure and government-trust cooperate business according to the risk profiles. Depending on the level of economic development and the characteristics of the economic structure of different regions, it designs a set of differentiated standards with respect to the business categories and access requirements for each of the regions. Meanwhile, three major regional assessment centres were established according to the principle of territory, to assess business locally and promote the business development of various regions. It offers customers a full range of financial products including equities, bonds, mezzanine financing, wealth management and asset management. It has also built a professional risk management team based on the business characteristics and risk parameters of different products. to work directly with the frontline staff to achieve pre-risk management and embedded management and enhance the professionalism and accuracy of risk management.

As at June 30, 2015, the net capital of Ping An Trust was RMB12,298 million, far exceeding the regulatory requirement of RMB200 million. The ratio of net capital to the sum of risk assets of various businesses was 136.1%, higher than the regulatory requirement of 100%. Net capital to net asset ratio was 59.0%, which complied with regulatory requirement.

	June 30, 2015	December 31, 2014
Net capital (in RMB million) (regulatory requirement >=200)	12,298	14,587
Net capital/sum of risk assets of various businesses (regulatory requirement >=100%)	136.1%	170.6%
Net capital/net asset (regulatory requirement >=40%)	59.0%	74.2%

In the first half of 2015, Ping An Trust won four authoritative awards within the industry due to its resounding results, outstanding performance and good reputation. It won the "Annual Outstanding Trust Company Award" for the sixth consecutive year, which was jointly organized by Shanghai Securities News and cnstock.com, and the "Annual Outstanding Wealth Management Brand Award" for the first time. It also won the title of "Excellent Trust Company in China" and the "Annual Best Family Trust Scheme" by Securities Times.

#### **Results of Operation**

For the six months ended June 30 (in RMB million)	2015	2014
Net fees and commission income	2,080	1,654
Investment income	978	536
Other income	269	202
Total operating income	3,327	2,392
Fees and commission expenses	(238)	(247)
Finance costs	(243)	(355)
General, administrative and other expenses	(1,437)	(811)
Total operating expenses	(1,918)	(1,413)
Income tax	(409)	(231)
Net profit	1,000	748

Note: The above figures are presented at segment level of trust business, including Ping An Trust and its subsidiaries which carry on investment and asset management business.

In the first half of 2015, our trust business realized a net profit of RMB1,000 million, up by 33.7% from RMB748 million in the same period last year, mainly due to a substantial increase in net fees and commission income and investment income.

#### **Net Fees and Commission Income**

June 30 (in RMB million)	2015	2014
Fees and commission income		
Management fees income of		
trust products	1,986	1,594
Others	94	60
Total fees and commission		
income	2,080	1,654
Fees and commission expenses		
Handling charges of trust		
products	(238)	(247)
Total fees and commission		
expenses	(238)	(247)
Net fees and commission income	1,842	1,407

Net fees and commission income for the first half of 2015 was RMB1,842 million, representing an increase of 30.9% from RMB1,407 million over the same period in 2014. This was primarily due to a substantial increase in floating management fees income in the first half of 2015

#### **Total Investment Income**

For the six months ended June 30 (in RMB million)	2015	2014
Net investment income <sup>(1)</sup>	235	478
Net realized and unrealized gains <sup>(2)</sup> Impairment losses of investment	743 -	88 (30)
Total investment income	978	536

- (1) Net investment income includes interest income from deposits, loans and bonds, and dividend income from equity investments and operating lease income from investment properties.
- (2) Net realized and unrealized gains include realized gains from security investments, profit or loss through fair value change, and equity investment income excluding dividends, etc.

# Management Discussion and Analysis Investment Business

In the first half of 2015, total investment income of trust business increased by 82.5% to RMB978 million as compared with the same period last year, which is mainly due to the withdraw from equity projects and the growth of the profit distribution from trust product.

#### **SECURITIES BUSINESS**

The Company conducts securities business through Ping An Securities, providing brokerage, investment banking, asset management, and financial advisory services. In 1996, Ping An Securities formed a subsidiary, Ping An Futures, which conducts futures brokerage business. It became an innovative securities company in 2006. In 2008, it formed a wholly-owned subsidiary, Ping An Caizhi, which conducts direct investment business. In 2009, it set up another subsidiary in Hong Kong, Ping An Securities (Hong Kong). In 2012, it formed a wholly-owned subsidiary, Ping An Pioneer Capital, to conduct alternative investment business. As at June 30, 2015, Ping An Securities had the registered capital of RMB7,064 million.

In the first half of 2015, the A share stock market was volatile with a bullish trend in the first five months followed by a significant downward in late June. This represented a furnace for securities firms and investors amid growth. In terms of statistics, the volume of stock financing in the primary market increased by 99.5% over the same period last year. In the secondary market, the CSI300 reached a new high which was up by 52.3% from the beginning of 2015. After the stock market tumble in late June, the CSI300 still increased by 26.6% from the beginning of 2015, with single-day transaction volumes frequently reaching new heights. This led to a substantial growth in the net income of securities trading agency services. The margin trading and securities lending and share pledge market dropped following the bull runs, but their respective volumes still rose 99.8% and 71.1% from the beginning of 2015.

Focusing on the implementation of Project "5+1", Ping An Securities kept pace with market developments and made headway in its strategic transformation. With the team's hard efforts, key performance indicators of Ping An Securities reached new high. In the first half of 2015, Ping An Securities generated a net profit

of RMB1,606 million, up by 217.4% over the same period last year, exceeding the historical record for annual results. The weighted return on net assets in the first half of the year reached 12.6%, creating abundant returns for shareholders. Ping An Securities saw rapid development of its three engines of business which are brokerage, fixed income and equity investment businesses, in contrast to its reliance on a single business which is fixed income business in the past. As lead underwriter it ranked No. 4 by the number of bonds underwritten, and No. 3 by the number of IPO projects. Its yield of bond arbitrage and strategic stock trading in the first half of the year reached 18.4% and 20.6%, respectively. The scale of asset management business exceeded RMB180 billion while the size of its investment advisory business for banks and financial institutions soared to RMB50,564 million, up by 233.7% over the same period last year. As for the margin trading and securities lending business, it innovatively completed the first asset securitization trade worth RMB2,500 million in the industry.

Due to the capital injection of RMB5,270 million from its shareholders in the first half of 2015 and its own growing profit, Ping An Securities' net assets reached RMB17,185 million as at June 30, 2015, up by 68.5% over the beginning of the year. Its liabilities achieved RMB97,583 million, up by 88.8% over the beginning of the year. Ping An Securities has been issuing corporate bonds, subordinated bonds, perpetual bonds and commercial papers, which further boosts its long-term capital and short-term liquidity, and strengthens the foundation for the balance-sheet-based business, including FICC, market making, industrial funds and credit business.

Acquisition of Internet-based customers has been the strong impetus to the rapid growth of the brokerage business. The number of new clients of the brokerage business reached 1.72 million in the first half of the year, exceeding the total number of historical customers. The market share of new clients is about 5%, keeping its leading position in the industry. The percentage of customers acquired from the Internet channel rapidly increased to 50% from 14% at the end of 2014. Lifted by the significant increase in customer base, retail brokerage transaction volume kept strong growth.

Ping An Securities has always placed top priority on risk management and compliance. With its sophisticated risk management platform, sound risk budgeting system, and relatively sound proprietary business strategies and margin trading policies, Ping An Securities made a significant profit when the market was active in the first half of the year, and successfully replied to the market volatility in late June.

In June 2015, Ping An Securities ranked 1st in "China Internet Weekly's List of Top 100 Chinese Securities Firms Websites for 2015", and was awarded "the Outstanding Investment Bank and Securities Firm" by the Economic Observer at "the awards ceremony for the Most Innovative Finance Business List". Moreover, Ping An Securities was awarded "the Best Investment Bank of Bond Financing in China for 2015" by Securities Times in "the selection of the Best Investment Banks in China for 2015".

#### **Results of Operation**

For the six months ended June 30 (in RMB million)	2015	2014
Net fees and commission income	3,288	857
Investment income	1,872	668
Other income	29	13
Total operating income	5,189	1,538
Fees and commission expenses	(416)	(60)
Finance costs	(283)	-
General, administrative and other expenses	(2,515)	(882)
Total operating expenses	(3,214)	(942)
Income tax	(369)	(90)
Net profit	1,606	506

In the first half of 2015, net profit from our securities business increased by 217.4% to RMB1,606 million from the same period last year, which was mainly due to the increasing volume and price in A share market and the growth of margin trading and securities lending business which resulted in higher net fees and commission income.

#### **Net Fees and Commission Income**

For the six months ended June 30 (in RMB million)	2015	2014
Fees and commission income		
Brokerage fees income	2,178	426
Underwriting commission		
income	679	252
Others	431	179
Total fees and commission		
income	3,288	857
Fees and commission expenses		
Brokerage fees expenses	(412)	(52)
Others	(4)	(8)
Total fees and commission		
expenses	(416)	(60)
Net fees and commission income	2,872	797

In the first half of 2015, our brokerage fees income increased by 411.3% to RMB2,178 million, the main reason is that transaction volume in the secondary market of A share market increased sharply and margin trading and securities lending business of Ping An Securities developed rapidly.

As a result of the active IPO market, the underwriting commission income from IPO and refinance increased by 169.4% to RMB679 million in the first half of 2015 from RMB252 million in the same period in 2014.

#### **Total Investment Income**

For the six months ended June 30 (in RMB million)	2015	2014
Net investment income <sup>(1)</sup>	1,588	681
Net realized and unrealized gains <sup>(2)</sup> Impairment losses	284 -	(12) (1)
Total investment income	1,872	668

- (1) Net investment income includes interest income from deposits and bonds, and dividend income from equity investments, etc.
- (2) Net realized and unrealized gains include realized gains from security investments, profit or loss through fair value change and income from equity investment excluding dividend, etc.

# Management Discussion and Analysis Investment Business

In the first half of 2015, Ping An Securities stepped up its investment in bonds, stock and funds, and enlarged the scale of margin trading and securities lending business, achieving sound net investment yield, among which, interest income from margin trading and securities lending business increased by RMB578 million over the same period in 2014, dividends from equity investment increased by RMB379 million over the same period last year. Total investment income grew substantially to RMB1,872 million in the first half of 2015 from RMB668 million in the same period in 2014.

#### **INVESTMENT MANAGEMENT BUSINESS**

The Company provides investment management services primarily through two subsidiaries of the Group, Ping An Asset Management and Ping An Asset Management (Hong Kong).

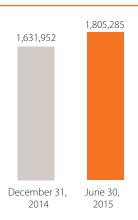
Ping An Asset Management is responsible for domestic investment management business. It is entrusted to manage the insurance funds of the Group as well as the investment assets of other subsidiaries under the Group. It also provides investment products and third-party asset management services to other investors through various channels. As at June 30, 2015, Ping An Asset Management had RMB500 million registered capital.

In the first half of 2015, China's macro-economic growth was stable on the whole. As reforms and restructuring continued, the economic growth stayed within a reasonable range. China's economy continued to experience weak growth momentum and downward pressure, despite the launch of a series of "Steady Growth" policies adopted by the State Council, the People's Bank of China, and the Ministry of Finance, etc. Chinese stocks market soared in early 2015 as a result of interest rate reductions policy of the central bank, national strategies such as "One Belt, One Road" and various other "Steady Growth" policies. However, they subsequently underwent a significant correction and declining. As at the end of June, the Shanghai Composite Index

had risen by 32.2%, the Shenzhen Component Index up by 30.2%, and the ChiNext Index by 94.2%. Chinese bonds climbed slowly in the first half of 2015, with declining yield rates and non-government-issued bonds outperforming government-issued ones. As at the end of June, the ChinaBond Composite Index had risen by 3.11%, the ChinaBond Treasury Bond Aggregate Index by 2.9%, and the ChinaBond Corporate Bond Index by 4.6%.

Ping An Asset Management leveraged its professional investment know-how and seized opportunities in the movements in the domestic bond and stock market. It tapped the Company's advantages in the fixed income investment and seized investment opportunities in individual stocks to enhance investment returns. The third-party business developed well as service standards were enhanced and sales support was strengthened. Confronted with volatile environment in the market, Ping An Asset Management still placed top priority on risk management, continuously strengthening the development of its risk control system and risk control team to bring stable and reliable investment returns to investors. At the same time, the Company continuously reformed and upgraded its system platforms, and optimized its workflows, establishing a solid foundation for its domestic and foreign investments as well as business expansion. After nearly ten years of development, Ping An Asset Management has become the third largest asset management company in China. As at June 30, 2015, assets under management of Ping An Asset Management amounted to RMB1.805.285 million. representing an increase of 10.6% over the beginning of the year; among which, the scale of its third-party asset management business reached RMB215,005 million, up by 27.0% over the beginning of the year. In the first half of 2015, Ping An Asset Management realized net profit of RMB820 million, up by 128.4% over the same period last year, and its third-party asset management business fees income was RMB801 million, up by 167.0% over the same period last vear

### Assets under investment management



Ping An Asset Management (Hong Kong) operates the overseas investment management business of the Company. Apart from managing investments for other subsidiaries under the Group, it also provides a range of overseas investment products, third-party investment management and investment consulting services to institutions and individual clients in China and overseas. Ping An Asset Management (Hong Kong) possesses a professional team with strong capability in international investment, and portfolios management which is responsible for overseeing research on global macroeconomics, investment in Hong Kong stocks, overseas stocks, fixed income investments and other core functions. The team also built an international investment platform, introducing products from overseas to achieve innovation in service and product offerings. In the first half of 2015, Ping An Asset Management (Hong Kong) developed its investment advisory business for institutional clients in mainland China and Hong Kong, and built extensive overseas client relationships through the business. As at June 30, 2015, the assets denominated in foreign currency under management of Ping An Asset Management (Hong Kong) amounted to HK\$43,712 million.

In the future, the Company will closely monitor developments in laws, regulations and policies, continuously deepen its understanding of the macro-economy and industry trends to identify market opportunities, strengthen its offshore stock and bond analysis capabilities to develop

innovative investment products, and constantly enhance its risk management, to become the best offshore investment service provider among Chinese insurance asset management companies.

#### **FUND MANAGEMENT**

Ping An-UOB Fund mainly engages in raising securities investment funds, sales, assets management business, and provides professional investment products and related services to retail and institutional investors.

Funds under the Ping An-UOB Fund performed well overall, and the long-term performance of investment in shares was remarkable. According to data from Wind, all equity funds managed by Ping An-UOB Fund Management Co., Ltd. ranked among the top 33% of the industry in terms of absolute returns for the past three years. Investment income of money market funds ranked front in the market, and the scale was increasing. In the first half of 2015, the two money market funds managed by Ping An-UOB Fund attracted over RMB70,000 million funds, providing strong support for Ping An Group's internet finance strategy.

#### **FINANCIAL LEASING BUSINESS**

The Company conducts financial leasing business through Ping An Financial Leasing. Ping An Financial Leasing was formed in September 2012. Leveraging on the Group's solid capital strength, outstanding brand influence and synergies of the full financial licenses, as well as the integrated financial services platform, Ping An Financial Leasing strives to become the specialized leader in the fields of SME customer and professional market with unique commercial vitality and extension capabilities in the industry, providing customers with more flexible and diversified financial products and more comprehensive value-added services. As at the end of June 2015, Ping An Financial Leasing has accumulated total assets of over RMB63,787 million while maintaining a high level of asset quality, which was in the forefront among foreign-funded financial leasing companies.

# Management Discussion and Analysis Internet Finance

- Ping An had 167 million internet users and nearly 45 million APP users.
- The transaction volumes of Lufax and Wanlitong soared and led the industry.
- PA Haofang and PA Haoche rapidly raised their market influence.

With the rapid development of technology and the fast-changing market environment, the influence of mobile internet and cloud computing to financial services is increasingly obvious. In the first half of 2015, the Company focused on "health, food, housing, transportation and entertainment", integrating its services into the very fabric of daily life of its internet users, continued to implement its internet finance strategies and explored its business scope with emerging effects.

Through financial innovation, Lufax recorded remarkable achievements in the online asset trading industry. Wanlitong strives to become the largest general loyalty points platform in China with increasing numbers of merchants partnering in loyalty points consumption. The Asset Management platform placed "One Account Management Service" at its core and the Health Management took the health e-portfolio and "Ping An Doctor" mobile platform as its core, which promoted the mining, analysis and application of big data of Asset and Health Management and played a crucial role in the development of each internet finance business. PA Haofang officially entered into the real estate finance market with launching a variety of financial products, which gained widespread recognition from customers and the market. PA Haoche developed rapidly and has been the largest online second-hand vehicles trading platform in China.

#### INTERNET USER SCALE

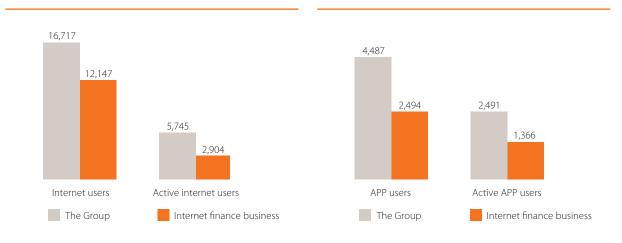
Ping An has been expanding its internet finance business rapidly in the first half of 2015 and has been well-recognized by users for integrating its financial services into the very fabric of life. As at June 30, 2015, the number of internet users of Ping An reached 167 million, with 57.45 million active users in the first half of the year. Total users of Lufax, Wanlitong, Ping An Pay, PA Haofang, PA Haoche and Ping An Financial Technology reached 121 million, with 29.04 million active users in the first half of the year, of which 45.55 million held traditional financial products, accounting for 37.5%. In the first half of 2015, Ping An mobile internet service business developed rapidly, Ping An APP users reached 44.87 million, with 24.91 million active users, among which total APP users of internet finance companies reached 24.94 million, with 13.66 million active users.

#### Number of internet users

in 10 thousand)

#### Number of APP users

(in 10 thousand)



Note: Overall internet users and APP users of the Group include users of internet finance business and core finance business, with the elimination of repeated users.

#### **Migration of Internet Users**

Driven by the personal integrated finance strategy of the Group, there was an increasing synergy between Ping An's Internet finance companies and core finance companies. The Company focused on "health, food, housing, transportation and entertainment", promoting a great number of its users to migrate. The following tables display the migration of internet users between our core finance business and internet finance business in the first half of 2015.

#### Migration of internet users from internet finance business to core finance business (in thousand person-time)

				Migration	n Terminal			
Migration Source	Ping An Life	Ping An Property & Casualty	Ping An Annuity	Ping An Bank	Ping An Securities	Ping An Trust	Other traditional finance companies	Total
Lufax	161	132	12	26	35	28	35	429
Wanlitong	192	425	22	73	59	19	35	825
Ping An Pay	147	160	33	40	52	27	96	555
One Account								
Management Services	539	297	20	87	74	31	111	1,159
Other internet finance companies	100	91	25	64	45	12	28	365
Total	1,139	1,105	112	290	265	117	305	3,333

#### Migration of internet users from core finance business to internet finance business (in thousand person-time)

			Migratio	n Terminal		
Migration Source	Lufax	Wanlitong	Ping An Pay	One Account Management Services	Other internet finance companies	Total
Ping An Life	182	301	608	455	308	1,854
Ping An Property & Casualty	200	3,519	735	589	184	5,227
Ping An Annuity	4	6	11	2	10	33
Ping An Bank	56	122	134	8	264	584
Ping An Securities	17	33	40	39	40	169
Ping An Trust	32	19	70	21	24	166
Other traditional						
finance companies	39	46	35	69	38	227
Total	530	4,046	1,633	1,183	868	8,260

<sup>(1)</sup> Other internet finance companies refer to companies such as PA Haoche, PA Haofang and Ping An Technology, while other traditional finance companies refer to companies such as Ping An Direct.

<sup>(2)</sup> Internet users of core finance business refer to the users of Ping An Life, Ping An Property & Casualty, Ping An Bank and Ping An Securities, etc. which were captured from internet marketing channels or internet service platforms, as well as from mobile APPs.

# Management Discussion and Analysis Internet Finance

### OPERATING RESULTS OF INTERNET FINANCE BUSINESS

Leveraged on advanced technologies and concept of internet, Lufax strived to meet the demand for investment and financing and become the best internet finance service platform in China. With the internet as a bridge between supply and demand, Lufax strived to increase the value of customers' wealth, provide sufficient liquidity and meet various investing and financing demands through its financial asset trading platforms for all financial institutions, cooperations and individual clients. Lufax is comprehensively transforming to an opened finance product trading platform to explore the opportunity of group business, cross-regional business, cross-industry business, international business and the transaction channels of insurance business. As at the end of June 2015, Lufax had over 10 million registered users, up by 102.2% over the beginning of the year. It has become the first professional internet finance service platform with more than 10 million users. Lufax strives to become a platform with one-stop investment services for investors. In the first half of 2015, it launched new products such as "Ling Huo Bao", "Bian Xian Tong" and "Fuying Zengzhang" to promote investor base to grow rapidly. In the first half of the year, the number of new investment users increased by over 600 thousand, up by six times over the same period last year. As at the end of June 2015, the number of active investment users was around 1 million, up by 179.3% over the beginning of the year. Lufax maintained strong momentum in its financial asset transaction volume. The cumulative trading volume reached RMB801.5 billion since establishment, of which RMB201.3 billion was generated from individual retail transactions and RMB600.2 billion from institutional transactions. In the first half of the year, Lufax kept its leading position in the industry with a total trading volume of RMB512.2 billion, representing 10 times increase over the same period last year, among which, individual retail transactions contributed RMB113.9 billion, increased more than 4 times, among which the volume of P2P transactions is RMB13.5 billion, while institutional transactions grew by more than 15 times to RMB398.3 billion, maintaining its leading position in the industry. In addition, Lufax has become a convenient wealth management platform favored by internet users with its transactions via mobile terminal accounting for nearly 50% of the total.

Ping An Pay is committed to providing payment and clearing services with a focus on the demand of financial payments, and customer services which concentrated on individual innovative finance. In the first half of 2015, the payment and clearing volume of Ping An Pay amounted to over RMB500 billion, up by 20 times over the same period last year. Concentrated on individual innovative finance with the focus on the mobile internet and internet finance, Yiwallet strives to offer the public with qualified internet finance and payment services. As at the end of June 2015, the number of registered users of Yiwallet exceeded 16 million, up by 97% from the beginning of the year. In the first half of 2015, the cumulative trading volume of individual users was more than RMB70 billion, up by 19.6 times over the same period last year. Additionally, it launched the innovative interest-yielding e-account, period-fixed wealth management products with a low threshold, and health insurance with social networking and sharing functions. In the future, Yiwallet will further enhance the integration of innovative internet finance businesses, establishing a closed loop of wealth management, consumption and credit loan to provide customers with one-stop financial services in terms of earning money, borrowing money and saving money, and offer a secure, convenient and interesting internet financing experience to customers.

Wanlitong strives to become the largest general loyalty points platform in China. Based on the mobile internet and big data technology, Wanlitong provides partnering companies with brand-new customer loyalty solutions and precise marketing services, and customers with the best points consumption experience. In the first half of 2015, Wanlitong issued loyalty points worth RMB1,539 million, up by 162.0% over the same period last year. Transaction volume grew by 387.7% over the same period last year to RMB5,624 million, approximately RMB3 billion of which was contributed by mobile channels, taking up 52.0%. As at the end of June 2015, Wanlitong had more than 81.94 million registered users, covering 1.05 million online and offline merchants cooperating in loyalty points consumption.

PA Haoche aims to become the largest automobile e-commerce services platform in China. It has established a primary framework comprising three main services: credit guarantee for second-hand vehicle, database of automobiles and automobile finance supermarket. In the first half of 2015, PA Haoche expanded its business scope to B2C business, with the bidding and transaction amount of over RMB6 billion, up by almost 200% over the same period last year. It launched the first second-hand vehicle guarantee plan in China, setting service standard in the

PA Haofang established the first real-estate crowd funding alliance in China, integrating its online and offline resources and created the model of "Internet Plus" in real estate market, which will promote PA Haofang into the most important trading platform for real estate and finance asset in China. Meanwhile, PA Haofang and Ping An-UOB Fund jointly established the first crowd funding fund in China to provide capital for innovation in real-estate crowd funding. PA Haofang rapidly enlarged the platform to expand market share. It focused on the new and second-hand housing business, launching a series of financing products such as "Haofang Bao", "Haofang Loan", "Ping An E-fang" and "Zufang Bao", which garnered strong market recognition. In the first half of 2015, the housing trading volume through PA Haofang's platform exceeded RMB10 billion and homebuyers received RMB600 million loans through this platform.

Ping An Health Cloud aims to be the largest health management platform in China, providing online and offline healthcare services to clients. In the first half of 2015, it accelerated the construction of networks for hospitals. medicine and information. A multi-layered doctor network was preliminarily formed. Additionally, it has established B2C and O2O medicine distribution platforms. Since launching online in October 2014, the "Ping An Doctor APP" accumulated customers rapidly, achieving frequent interaction with its users. As at the end of June 2015, "Ping An Doctor APP" provided health management services for over 7.50 million users, with a peak daily consultations of more than 50 thousand.

Ping An Financial Technology is striving to be the first intelligent wealth management platform in China through its asset cloud and big data analysis. Leveraging the feature of the internet, which is transparent, easy, efficient and fair, Ping An Financial Technology lowered the thresholds and offered the public with high-end private banking services. As at the end of June 2015, the number of registered One Account Management Services users achieved nearly 55 million, including nearly 13 million new users, of which 47% were acquired externally. It managed assets of about RMB650 billion for users and integrated accounts of 19 subsidiaries of Ping An such as Ping An Life, Ping An Property & Casualty, Ping An Bank, Ping An Securities and Wanlitong, and about 150 external bank accounts, autos and property, as well as 11 life services accounts. Moreover, One Account Management Services enables users to manage multiple accounts, offering various services such as property valuation, card package custody, wealth reviewing (assets and liabilities), intelligent reminder, one-click loss reporting and fast track to credit card repayment, significantly improved the function of account management. With the aim to become the first intelligent wealth management platform in China, Ping An Financial Technology laid a solid foundation for the Group's internet finance strategy.

In the future, Ping An will continue to offer daily financial services focused on health, food, housing, transportation and entertainment, and build a world-leading personal finance internet service platform with the support of big data from the asset management and health management.

## **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 inforce 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.

In accordance with the related provisions of the Rules for the Compilation of Information Disclosures by the Companies Offering Securities to the Public (No. 4) - Special Provisions on Information Disclosures by Insurance Companies, the Company has engaged PricewaterhouseCoopers Consultants (Shenzhen) Limited to review the reasonableness of the methodology, the assumptions and the calculation results of the Company's embedded value as at June 30, 2015.

The calculation of embedded value relies on 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 construed as a direct reflection of the actual market value.

On May 15, 2012, the Ministry of Finance and the State Administration of Taxation issued the "Notice on Corporate Income Tax Deduction of Reserves for Insurance Companies" (Cai Shui [2012] No. 45). Based on this notice, during the preparation of 2015 interim embedded value report, the contract liabilities of life insurance business related to distributable profit were measured according to the assessment standards of the liabilities pursuant to the current solvency regulations, but those related to the income tax were measured according to "Regulations regarding the Accounting Treatment of Insurance Contracts" (Cai Kuai [2009] No. 15).

#### COMPONENTS OF ECONOMIC VALUE

(in RMB million)	June 30, 2015	December 31, 2014
Risk discount rate	Earned rate/	Earned rate/
	11.0%	11.0%
Adjusted net asset value	323,744	284,418
Including: Adjusted net asset value of life insurance business	96,706	89,829
Value of in-force insurance business written prior to June 1999	(6,291)	(7,342)
Value of in-force insurance business written since June 1999	250,026	215,626
Cost of holding the required solvency margin	(38,071)	(33,890)
Embedded value	529,408	458,812
Including: Embedded value of life insurance business	302,370	264,223
(in RMB million)	June 30, 2015	December 31, 2014
Risk discount rate	11.0%	11.0%
Value of one year's new business	31,402	25,190
Cost of holding the required solvency margin	(4,204)	(3,224)
Value of one year's new business after cost of solvency	27,198	21,966
Value of first half year's new business after cost of solvency	17,046	11,814
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Notes: (1) Figures may not match totals due to rounding.

<sup>(2)</sup> In the table above, the assumptions and method used to calculate the value of first half year's new business in 2014 are the same with current assumptions and method used to calculate the new business value. If the 2014 mid-year valuation's assumptions and method were used, the value of first half year's new business in 2014 would be RMB11,792 million.

The adjusted net asset value of life insurance business was based on the unaudited shareholders net asset value of the relevant life insurance business of the Company as measured on the PRC statutory basis. This unaudited shareholders net asset value was calculated based on the shareholders net asset value in accordance with CAS by adjusting the relevant differences, such as reserves. The adjusted net asset value of other business was based on the shareholders net asset value of the relevant business of the Company in accordance with CAS. The relevant life insurance business includes business conducted through Ping An Life, Ping An Annuity and Ping An Health. The values placed on certain assets have been adjusted to the market value.

#### **KEY ASSUMPTIONS**

The key assumptions used in the embedded value calculation as at June 30, 2015 have been the same as those used in 2014 year-end valuation.

#### **VALUE OF NEW BUSINESS**

The new business volumes measured by first year premium (FYP) and first half year's new business value

	FYP used to calculate value of new business Value of					of new business	
For the six months ended June 30 (in RMB million)	2015	2014	Change (%)	2015	2014	Change (%)	
Individual	41,985	27,957	50.2%	16,512	11,186	47.6%	
Group	11,156	9,019	23.7%	357	472	(24.4%)	
Bancassurance	6,038	7,316	(17.5%)	178	157	13.4%	
Total	59,179	44,293	33.6%	17,046	11,814	44.3%	

Figures may not match totals due to rounding. Notes: (1)

In the table above, the assumptions and method used to calculate the value of first half year's new business in 2014 are the same with current assumptions and method used to calculate the new business value. If the 2014 mid-year valuation's assumptions and method were used, the value of first half year's new business in 2014 would be RMB11,792 million.

The profit margin of new business by segment was:

	By FYP	By ANP		
For the six months ended June 30	2015	2014	2015	2014
Individual	39.3%	40.0%	39.8%	40.0%
Group	3.2%	5.2%	4.5%	8.6%
Bancassurance	2.9%	2.1%	13.5%	10.1%
Total	28.8%	26.7%	33.6%	33.8%

Note: ANP (Annualised new premium) is calculated as the sum of 100 per cent of annualised first year premiums and 10 per cent of single premiums.

## **Embedded Value**

#### **SENSITIVITY ANALYSIS**

The Company has investigated the effect, on the value of in-force business and the value of one year's new business, of certain independently varying assumptions regarding future experience. Specifically, the following changes in assumptions have been considered:

- Risk discount rate
- Investment return increased by 50 basis points every year
- Investment return decreased by 50 basis points every year
- A 10% reduction in mortality and morbidity rates
- A 10% reduction in policy discontinuance rates
- A 10% reduction in maintenance expenses
- A 5% increase in the policyholders' dividend payout ratio
- Solvency margin at 150% of the regulatory level

(in RMB million) Risk Discount Rate

	Earned Rate/10.5%	Earned Rate/11.0%	Earned Rate/11.5%	11.0%
Value of in-force business	215,066	205,664	196,833	205,736
	10.5%	11.0%	11.5%	Earned Rate/11.0%
Value of one year's new business	29,280	27,198	25,271	27,481

Assumptions (in RMB million)	Value of in-force business	Value of one year's new business
Central case	205,664	27,198
Investment return increased by 50bp every year	227,810	30,013
Investment return decreased by 50bp every year	183,117	24,383
10% reduction in mortality and morbidity rates	209,960	28,129
10% reduction in policy discontinuance rates	209,883	28,426
10% reduction in maintenance expense	207,704	27,497
5% increase in the policyholders' dividend payout ratio	198,166	26,505
Solvency margin at 150% of the regulatory level	186,435	25,096

Note: Risk discount rates were earned rate/11.0% and 11.0% for in-force business and new business, respectively.

## Liquidity and Financial Resources

- The Company manages its liquidity and financial resources from the perspective of the Group as a whole.
- As at June 30, 2015, the solvency of the Group was adequate.

#### **GENERAL PRINCIPLES**

Liquidity refers to the availability of cash assets or cash supply to meet the financial requirements of the Company whenever needed. The aim of the Group's liquidity management is to meet the liquidity requirements of operations, investment and financing activities of the Group while continuously refining its financial resources allocation and capital structure to maximise shareholders' return.

The Company manages its liquidity and financial resources from the perspective of the Group as a whole. The Budget Management Committee, Risk Management Execution Committee, and Investment Management Committee under the Group Executive Committee are overseeing these essentials at group level. In addition, as the Group's liquidity management execution unit, the Treasury Division is responsible for the management of cash, liquidity, funding and capital and so forth.

The liquidity management of the Group comprises capital planning and cash flow management. The Group has put in place a comprehensive capital management and decision-making mechanism. As part of this process, the Group's subsidiaries put forward their capital requirements based on their own business development needs. The parent company then submits its recommendations on the overall capital planning for the Group, based on the overall situation of its subsidiaries' business development. The Group Executive Committee then determines a final capital planning scheme based on the strategic planning of the entire group before allocating capital accordingly.

All operations, investment and financing activities should follow the requirements of liquidity management. Ping An Group and its insurance subsidiaries implement separate management on their operating cash inflow and outflow. Through the pooling of cash inflow and outflow, allocation and deployment of funds are centralized. The Company and its subsidiaries are therefore able to monitor cash flow status timely. In the first half of 2015, the Group maintained net cash inflows in its operating cash flows.

#### **CAPITAL STRUCTURE**

The Group's long-term capital stability stems from the profit continuously generated by its various businesses. Further, the Group ensured capital adequacy by using capital market and debt market tools, issuing equity securities, subordinated debts, hybrid capital bonds and tier-2 capital bonds to raise capital. Adjustments were made to surplus capital through dividend distribution.

As at June 30, 2015, equity attributable to shareholders of the parent company was RMB331,190 million, up by 14.4% over the end of 2014.

As at June 30, 2015, the parent company's capital structure mainly comprised contributions from shareholders, proceeds from issuance of A shares and H shares.

## Liquidity and Financial Resources

## AVAILABLE CAPITAL OF THE PARENT COMPANY

The available capital of the parent company includes bonds, equity securities, bank deposits and cash equivalents that the parent company holds. It can be invested into subsidiaries or used in daily operations. As at June 30, 2015, the parent company's available capital was RMB42,285 million, down by RMB7,506 million over the end of the previous year.

(in RMB million)	June 30, 2015	December 31, 2014
Available capital	42,285	49,791

The change of available capital in the first half of 2015 was primarily due to the equity investment in subsidiaries. As at June 30, 2015, the parent company had a sufficient level of available capital.

#### **GEARING RATIO**

	June 30, 2015	December 31, 2014
Gearing ratio (%)	92.9	92.8

The gearing ratio is computed by dividing the sum of total liabilities and non-controlling interests by total assets.

#### LIQUIDITY RISK MANAGEMENT

On July 18, 2013, International Association of Insurance Supervisors ("IAIS") and Financial Stability Board ("FSB") jointly issued the first list of Global Systemically Important Insurers (G-SIIs). The Group was the only emerging market insurer in the list. In the "G-SIIs: Policy and Measures" and "Liquidity Management and Planning Guidelines" issued by IAIS, clear requirements are stated for liquidity risk management. On February 17, 2015, CIRC promulgated the Notice of Solvency Regulatory Rules for Insurance Companies, demanding higher requirements on liquidity management of insurers. With respect to these regulatory requirements imposed locally and abroad, the Group formulated Ping An Insurance (Group) Company of China, Ltd.'s Liquidity Risk Management Plan (LRMP) and Ping An Group Liquidity Management System to build a comprehensive liquidity risk management

system covering liquidity daily monitoring, contingency management, stress test and assessment of accountability.

The Group developed the fundamental framework and principles of liquidity risk management. The subsidiaries considered regulating policies, industry practice and characteristics of its own business to develop corresponding risk preferences, quotas and liquidity risk indicators. The indicators used to monitor liquidity risk are categorized under core indicators, limit indicators and forward-looking indicators. Subsidiaries assess liquidity risk internally based on the monitoring results of core indicators, and make management decisions using the assessment results. The Group and the subsidiaries have established a robust liquidity risk information reporting system, which connects the business department of subsidiaries, liquidity risk management department of subsidiaries, liquidity risk management department of the Group, as well as the management and Board of Ping An Group. This facilitates the effective flow of information on the liquidity risk of subsidiaries from the bottom up.

The Group has developed a series of safe, diversified, compliant and viable liquidity contingency plans, including the three levels of self-aids of subsidiaries, support between subsidiaries and aids from the Group's parent Company. The Group also established a liquidity reserve system to ensure relatively sufficient liquid assets and to maintain stable, convenient and diversified financing channels which could fill liquidity gaps that emerge at any time. The Group has also set up a firewall mechanism to prevent the spread of liquidity risk among subsidiaries.

The Group conducts regular cash flow stress tests with subsidiaries and performs forward-looking analysis of the Company's future liquidity risk under normal and stress scenarios. The Group also regularly evaluates and tests its overall current assets and liabilities that are due, controls its overall liability, and arranges assets to repay liabilities that become due in a prudent manner.

#### **CASH FLOW ANALYSIS**

For the six months ended June 30 (in RMB million)	2015	2014
Net cash flows from operating activities	247,896	134,266
Net cash flows from investing activities	(135,515)	(148,887)
Net cash flows from financing activities	105,935	51,170

Net cash inflows from operating activities increased by 84.6% to RMB247,896 million in the first half of 2015 from RMB134,266 million over the same period in 2014. This was mainly affected by the increase of deposits from customers and other banks of Ping An Bank.

Net cash inflows from financing activities increased by 107.0% to RMB105,935 million in the first half of 2015 from RMB51,170 million over the same period in 2014. This was mainly due to the significant increase in cash inflow from interbank deposit business of Ping An Bank.

#### CASH AND CASH EQUIVALENTS

(in RMB million)	June 30, 2015	December 31, 2014
Cash Bonds of original	217,080	192,924
maturities within 3 months	9,912	4,668
Assets purchased under repurchase agreements within 3 months	255,085	66.368
Total cash and cash	233,003	
equivalents	482,077	263,960

The Company believes that the liquid assets currently held, together with net cash generated from future operations and the availability of short-term borrowings, can sufficiently meet the expected liquidity requirements of the Group.

#### **GROUP SOLVENCY MARGIN**

The insurance group solvency margin represents the consolidated solvency margin calculated as if the parent company and its subsidiaries, joint ventures and associates were a single reporting entity. The group solvency margin ratio is an important regulatory measure of an insurance group's capital adequacy, calculated by dividing the actual capital of the insurance group by its minimum capital requirement.

According to the "Measure of Management of Solvency on Insurance Companies" enforced by the CIRC, an insurance company is required to have a level of capital commensurate with its risk and business scale, to ensure the solvency margin ratio no less than 100%. As at June 30, 2015, the Group's solvency margin ratio was 197.4%, maintaining at an adequate level.

The following table sets out the relevant data in relation to the solvency of the Group:

(in RMB million)	June 30, 2015	December 31, 2014
Actual capital	403,991	369,995
Minimum capital	204,630	180,381
Solvency margin ratio (regulatory requirement >=100%)	197.4%	205.1%

The Group's solvency margin ratio declined compared with the end of 2014, mainly because of business development and the distribution of dividend.

## Changes in the Share Capital and Shareholders' Profile

#### SHAREHOLDINGS DISCLOSED UNDER A SHARES REGULATORY REQUIREMENTS **Changes in Share Capital**

Statement of changes in share capital

			January	1, 2015	Change during the Reporting Period			June 30, 2015			
Unit	t: share	es	Number of shares	Percentage (%)	Issue of new shares	Bonus issue	Transfer from reserve	Others	Sub-total	Number of shares	Percentage (%)
l.	Selli	ng-restricted shares	-	-	-	-	-	-	-	-	-
II.	Selli	ng-unrestricted shares									
	1.	RMB ordinary shares	5,168,381,436	58.12	-	-	-	+247,950,813(1)	+247,950,813	5,416,332,249	59.26
	2.	Domestically listed foreign share	s -	-	-	-	-	-	-	-	-
	3.	Overseas listed foreign shares	3,723,788,456	41.88	=	=	Ē	=	=	3,723,788,456	40.74
	4.	Others	-	-	-	-	-	-	-	-	-
	Tota	al .	8,892,169,892	100	-	-	-	+247,950,813 <sup>(1)</sup>	+247,950,813	9,140,120,705	100
.	Tota	al number of shares	8,892,169,892	100	-	-	-	+247,950,813(1)	+247,950,813	9,140,120,705	100

The additional 247,950,813 A shares during the Reporting Period resulted from the conversion of A Share Convertible Corporate Bonds (including subordinated terms) ("Ping An Convertible Bonds") issued by the Company in 2013.

#### Share issuance and listing

#### Share issuance of the Company

There was no public issuance of shares during the reporting period.

#### Timetable for listing and circulation of selling-restricted shares

As at the end of the reporting period, the Company had no selling-restricted shares.

#### Total number of shares and changes in shareholding structure of the Company

During the reporting period, the total number of A shares of the Company increased by 247,950,813 due to the conversion of the Ping An Convertible Bonds. As at June 30, 2015, the total share capital of the Company was 9,140,120,705 shares, of which 5,416,332,249 were A shares and 3,723,788,456 were H shares.

As at the date of publication of the interim report, total share capital of the Company increased to 18,280,241,410 shares due to the completed conversion of the capital reserve into share capital in the proportion of 10 shares for every 10 shares held, of which 10,832,664,498 are A shares and 7,447,576,912 are H shares.

#### Existing staff shares

As at the end of the reporting period, the Company had no staff shares.

#### **Shareholders' Information**

#### Number of shareholders and their shareholdings

#### Total number of shareholders as at the end of the reporting period

364,203 shareholders (of which there were 359,550 domestic shareholders)

#### Shareholdings of top ten shareholders

Name of shareholder	Nature of shareholder	Shareholding percentage (%)	Total number of shares held	Type of shares	Change during the reporting period (+, -)	Number of selling- restricted shares held	Number of pledged or frozen shares
Shenzhen Investment Holdings Co., Ltd.	State	5.27	481,359,551	A Share	-	-	190,030,000 Pledged shares
All Gain Trading Limited	Overseas legal person	4.32	394,500,996	H Share	-	-	394,500,996 Pledged shares
Bloom Fortune Group Limited	Overseas legal person	2.77	252,886,317	H Share	-	-	252,886,317 Pledged shares
Business Fortune Holdings Limited	Overseas legal person	2.46	224,929,005	H Share	-	-	67,153,879 Pledged shares
Shum Yip Group Limited	State-owned legal person	1.41	128,864,004	A Share	-	-	-
Huaxia Life Insurance Co., Ltd Universal Insurance Products	Others	1.19	108,874,883	A Share	+108,874,883	-	-
Ge Weidong	Domestic natural person	0.87	79,935,440	A Share	+75,165,754	-	23,800,000 Pledged shares
CITIC Securities Co., Ltd.	Others	0.71	64,633,677	A Share	+17,052,201	-	-
TEMASEK FULLERTON ALPHA PTE LTD	Others	0.65	59,816,356	A Share	-31,443,157	-	-
Shenzhen Liye Group Co., Ltd.	Domestic non-state-owned legal person	0.48	43,518,830	A Share	-	-	43,500,000 Pledged shares

Explanation of the connected relationship or acting in concert relationship of the above shareholders:

All Gain Trading Limited, Bloom Fortune Group Limited and Business Fortune Holdings Limited are the indirect wholly-owned subsidiaries of CP Group Ltd., and they are of acting in concert relationship since they are under common control.

Save as the above, the Company is not aware of any connected relationship or acting in concert relationship among the above-mentioned shareholders.

## Changes in the Share Capital and Shareholders' Profile

#### Particulars of controlling shareholder and de facto controller

The shareholding structure of the Company is relatively scattered. There is no controlling shareholder, nor de facto controller.

#### PING AN CONVERTIBLE BONDS

As approved by the CIRC and CSRC, on November 22, 2013, the Company issued Ping An Convertible Bonds with the principal amount of RMB26 billion, and Ping An Convertible Bonds were listed on the SSE on December 9, 2013. For the 30 consecutive trading days during the period from November 11, 2014 to December 22, 2014, the closing price of the Company's A shares was not less than 130% of the conversion price of the Ping An Convertible Bonds on the relevant days (the conversion price being RMB40.63 per share from November 11, 2014 to December 9, 2014, and RMB41.22 per share since December 10, 2014) for 15 trading days (December 2, 2014 to December 22, 2014), and according to the Prospectus in Relation to the Public Issuance of A share Convertible Corporate Bonds (including subordinated terms) of Ping An Insurance (Group) Company of China, Ltd., the redemption conditions of the Ping An Convertible Bonds have been satisfied

The board of directors of the Company (the "Board of Directors") is authorized by the general meeting of the Company, and the Board of Directors then further delegated the authority to the Executive Directors of the Company to handle entirely, individually or jointly, the matters related to the Ping An Convertible Bonds. The resolution had been passed by all the Executive Directors of the Company to exercise the Company's right of early redemption of the Ping An Convertible Bonds, and to redeem all the outstanding Ping An Convertible Bonds held by holders who were registered on the redemption record date (i.e. January 9, 2015).

As at the close of trading on January 9, 2015, a total of RMB25,965,569,000 of Ping An Convertible Bonds were converted into 629,922,613 A shares, accounting for 7.95744% of the total number of 7,916,142,092 issued shares before conversion of Ping An Convertible Bonds. The total redemption value of the Ping An Convertible Bonds amounts to RMB34,431,000, accounting for 0.13243% of the total value of RMB26 billion of Ping An Convertible Bonds.

Starting from January 12, 2015, the Ping An Convertible Bonds ceased to be traded or converted; and starting from January 15, 2015, Ping An Convertible Bonds (113005) and Ping An Converted Shares (191005) were delisted from the SSE.

#### INFORMATION DISCLOSED UNDER H SHARES REGULATORY REQUIREMENTS Substantial Shareholders' and Other Persons' Interests and Short Positions in Shares and Underlying **Shares of the Company**

As far as is known to any Director or Supervisor of the Company, as at June 30, 2015, the following persons (other than the Directors, Supervisors and chief executive of the Company) who had interests or short positions in the shares or underlying shares of the Company which would fall to be disclosed to the Company pursuant to the provisions of Divisions 2 and 3 of Part XV of the SFO, or which were recorded in the register required to be kept by the Company pursuant to Section 336 of the SFO:

#### Interests and short positions of substantial shareholders who are entitled to exercise or control the exercise of 10% or more of the voting power at any general meeting of the Company

Name of substantial shareholder	H/A Shares	Capacity	Notes	Number of H/A Shares	Nature of interest	Percentage of total number of H/A shares in issue (%)	Percentage of total shares in issue (%)
Charoen Pokphand Group Company Limited	Н	Interest of controlled corporations		1,174,978,613	Long position	31.55	12.85
("CP Group Ltd.")		Party to s317 agreement		50,000,000	Long position	1.34	0.55
		Total:	(1), (2),(3)	1,224,978,613		32.90	13.40
		Interest of controlled corporations	(1)	302,662,295	Short position	8.13	3.31
Dhanin Chearavanont	Н	Party to s317 agreement		1,174,978,613	Long position	31.55	12.85
		Interest of controlled corporations		50,000,000	Long position	1.34	0.55
		Total:	(1), (2),(3)	1,224,978,613		32.90	13.40
		Party to s317 agreement	(3)	302,662,295	Short position	8.13	3.31
King Ace International Limited	Н	Party to s317 agreement		1,174,978,613	Long position	31.55	12.85
		Interest of controlled corporation		50,000,000	Long position	1.34	0.55
		Total:	(1), (2),(3)	1,224,978,613		32.90	13.40
		Party to s317 agreement	(3)	302,662,295	Short position	8.13	3.31

# Changes in the Share Capital and Shareholders' Profile

#### Interests and short positions of other substantial shareholders

Name of substantial shareholder	H/A Shares	Capacity	Notes	Number of H/A Shares	Nature of interest	Percentage of total number of H/A shares in issue (%)	Percentage of total shares in issue (%)
All Gain Trading Limited	Н	Beneficial owner	(1), (2)	394,500,996	Long position	10.59	4.32
Easy Boom Developments Limited	Н	Beneficial owner	(1), (2)	302,662,295 302,662,295	Long position Short position	8.13 8.13	3.31 3.31
Business Fortune Holdings Limited	Н	Beneficial owner	(1), (2)	224,929,005	Long position	6.04	2.46
Bloom Fortune Group Limited	Н	Beneficial owner	(1), (2)	252,886,317	Long position	6.79	2.77
JPMorgan Chase & Co.	Н	Beneficial owner		118,170,671	Long position	3.17	1.29
-		Investment Manager		58,025,732	Long position	1.56	0.63
		Trustee		668	Long position	0.00	0.00
		Custodian		122,728,509	Lending Pool	3.30	1.34
		Total:	(4)	298,925,580		8.03	3.27
		Beneficial owner	(4)	77,448,140	Short position	2.08	0.85
UBS AG	Н	Beneficial owner		332,071,949	Long position	8.92	3.63
		Person having a security interest in shares		51,437,975	Long position	1.38	0.56
		Interest of controlled corporations	(5)	47,099,859	Long position	1.26	0.52
		Total:	(5)	430,609,783		11.56	4.71
		Beneficial owner		587,902,737	Short position	15.79	6.43
		Interest of controlled corporations	(5)	82,500	Short position	0.00	0.00
		Total:		587,985,237		15.79	6.43
UBS Group AG	Н	Person having a security interest in shares		51,437,975	Long position	1.38	0.56
		Interest of controlled corporations	(6)	379,171,808	Long position	10.18	4.15
		Total:	(6)	430,609,783		11.56	4.71
		Interest of controlled corporations	(6)	587,985,237	Short position	15.79	6.43
Shenzhen Investment Holdings Co., Ltd.	А	Beneficial owner		481,359,551	Long position	8.89	5.27

#### Notes:

- All Gain Trading Limited, Easy Boom Developments Limited, Business Fortune Holdings Limited and Bloom Fortune Group Limited (1) were the indirect wholly-owned subsidiaries of CP Group Ltd. and their respective interests in 394,500,996 H shares (Long position), 302,662,295 H shares (Long position), 224,929,005 H shares (Long position) and 252,886,317 H shares (Long position) of the Company were deemed to be the interest of CP Group Ltd. The entire interests of CP Group Ltd. in the Company included 302,662,295 H shares (Short position) which were held through derivatives, the category of which was through physically settled unlisted securities. In addition, CP Group Ltd. was also deemed to be interested in 50,000,000 H shares (Long position) by virtue of Section 317 of the SFO.
- All Gain Trading Limited, Easy Boom Developments Limited, Business Fortune Holdings Limited and Bloom Fortune Group Limited were wholly owned by Chia Tai Primrose Investment Limited, which was in turn a wholly-owned subsidiary of Chia Tai Primrose Holdings Limited. Chia Tai Primrose Holdings Limited was wholly owned by Chia Tai Giant Far Limited, which was in turn a whollyowned subsidiary of Chia Tai Resources Holdings Limited. Chia Tai Resources Holdings Limited was wholly owned by CPG Overseas Company Limited, which was in turn wholly owned by CP Group Ltd.
- Boom Dragon Limited and Long Growth Global Limited each held 25,000,000 H shares (Long position) in the Company, which were wholly owned by King Ace International Limited, which was in turn a wholly-owned subsidiary of Dhanin Chearavanont. In addition, King Ace International Limited and Dhanin Chearavanont were also deemed to be interested in 1,174,978,613 H shares (Long position) by virtue of Section 317 of the SFO.
- JPMorgan Chase & Co. was deemed to be interested in a total of 298,925,580 H shares (Long position) and 77,448,140 H shares (Short position) in the Company by virtue of its control over several corporations.

According to the disclosure form filed by JPMorgan Chase & Co. on May 4, 2015, the following interests in H shares were held by JPMorgan Chase & Co. through its controlled corporations, the details of which are as follows:

Name of controlled corporation	Name of controlling shareholder	% control	Direct interest	Nature of interest	Number of shares
J.P. Morgan Securities LLC	J.P. Morgan Broker-Dealer Holdings Inc	100.00	Υ	Long position	10,130,142
				Short position	137,847
J.P. Morgan Clearing Corp	J.P. Morgan Securities LLC	100.00	Υ	Long position	1,203,309
				Short position	8,600
JF International Management Inc.	JPMorgan Asset Management (Asia) Inc.	100.00	Υ	Long position	1,608,500
				Short position	0
JF Asset Management Limited	JPMorgan Asset Management (Asia) Inc.	100.00	Υ	Long position	31,269,000
				Short position	0
JPMorgan Asset Management	JPMorgan Asset Management (Asia) Inc.	100.00	Υ	Long position	1,037,500
(Japan) Limited				Short position	0
JPMorgan Asset Management	JPMorgan Asset Management (Asia) Inc.	100.00	Υ	Long position	1,878,500
(Taiwan) Limited				Short position	0
J.P. Morgan Investment	JPMorgan Asset Management Holdings Inc	100.00	Υ	Long position	9,911,106
Management Inc.				Short position	0
J.P. Morgan Trust Company of	CMC Holding Delaware Inc.	100.00	Υ	Long position	3,360
Delaware				Short position	0
J.P. Morgan International Inc.	JPMorgan Chase Bank, N.A.	100.00	Ν	Long position	106,837,220
				Short position	77,301,693
J.P. Morgan Chase International	J.P. Morgan Chase (UK) Holdings Limited	100.00	Ν	Long position	53,450,175
Holdings				Short position	37,416,809
CMC Holding Delaware Inc.	J.P. Morgan Equity Holdings, Inc.	100.00	Ν	Long position	3,360
				Short position	0
J.P. Morgan Whitefriars Inc.	J.P. Morgan Overseas Capital Corporation	100.00	Υ	Long position	53,387,045
				Short position	39,884,883
J.P. Morgan Securities plc	J.P. Morgan Capital Financing Limited	0.69	Υ	Long position	53,450,175
				Short position	37,416,809
J.P. Morgan Securities plc	J.P. Morgan Chase International Holdings	99.31	Υ	Long position	53,450,175
				Short position	37,416,809
JPMorgan Chase Bank, N.A.	JPMorgan Chase & Co.	100.00	Υ	Long position	124,666,531
				Short position	0
JPMorgan Asset Management	JPMorgan Asset Management Holdings	100.00	Υ	Long position	7,975,000
(UK) Limited	(UK) Limited			Short position	0

# Changes in the Share Capital and Shareholders' Profile

Name of controlled corporation	Name of controlling shareholder	% control	Direct interest	Nature of interest	Number of shares
China International Fund	JPMorgan Asset Management	49.00	Υ	Long position	1,845,000
Management Co Ltd	(UK) Limited			Short position	0
JPMorgan Funds Management, Inc.	JPMorgan Distribution Services, Inc.	100.00	Υ	Long position	104,412
				Short position	0
JPMorgan Asset Management	JPMorgan Asset Management (Asia) Inc.	100.00	Υ	Long position	456,000
(Singapore) Limited				Short position	0
J.P. Morgan Capital Financing	JPMorgan Chase & Co.	100.00	Ν	Long position	53,450,175
Limited				Short position	37,416,809
J.P. Morgan Securities LLC	J.P. Morgan Broker-Dealer Holdings Inc	100.00	Ν	Long position	1,203,309
				Short position	8,600
J.P. Morgan Broker-Dealer	JPMorgan Chase & Co.	100.00	Ν	Long position	11,333,451
Holdings Inc				Short position	146,447
J.P. Morgan Capital Holdings	J.P. Morgan International Finance Limited	100.00	Ν	Long position	53,450,175
Limited	-			Short position	37,416,809
JPMorgan Asset Management	JPMorgan Chase & Co.	100.00	Ν	Long position	55,980,606
Holdings Inc	_			Short position	0
JPMorgan Asset Management	JPMorgan Asset Management	100.00	Ν	Long position	36,249,500
(Asia) Inc.	Holdings Inc			Short position	0
J.P. Morgan Chase (UK)	J.P. Morgan Capital Holdings Limited	100.00	Ν	Long position	53,450,175
Holdings Limited				Short position	37,416,809
JPMorgan Asset Management	JPMorgan Asset Management	100.00	Ν	Long position	9,820,000
Holdings (UK) Limited	International Limited			Short position	0
J.P. Morgan Overseas Capital	J.P. Morgan International Finance Limited	100.00	Ν	Long position	53,387,045
Corporation				Short position	39,884,883
JPMorgan Asset Management	JPMorgan Asset Management	100.00	Ν	Long position	9,820,000
International Limited	Holdings Inc			Short position	0
JPMorgan Chase Bank, N.A.	JPMorgan Chase & Co.	100.00	Ν	Long position	106,837,220
_	_			Short position	77,301,693
J.P. Morgan Equity Holdings, Inc.	JPMorgan Chase & Co.	100.00	Ν	Long position	3,360
				Short position	0
J.P. Morgan International Finance	Bank One International Holdings	100.00	Ν	Long position	106,837,220
Limited	Corporation			Short position	77,301,693
JPMorgan Asset Management	JPMorgan Asset Management Holdings	100.00	Ν	Long position	1,845,000
(UK) Limited	(UK) Limited			Short position	0
JPMorgan Distribution Services, Inc.	JPMorgan Chase & Co.	100.00	Ν	Long position	104,412
<u> </u>	3			Short position	0
Bank One International Holdings	J.P. Morgan International Inc.	100.00	N	Long position	106,837,220
Corporation	zgan meanacanar mar		. ,	Short position	77,301,693

The entire interests and short positions of JPMorgan Chase & Co. in the Company included a lending pool of 122,728,509 H shares (Long position). Besides, 47,978,321 H shares (Long position) and 77,439,539 H shares (Short position) were held through derivatives as follows:

- 19,300,294 H shares (Long position) and 11,102,500 H shares (Short position)
- through physically settled listed securities
- 1,546,000 H shares (Long position) and 13,830,000 H shares (Short position)
- through cash settled listed securities
- 432,048 H shares (Long position) and 4,792,325 H shares (Short position)
- through physically settled unlisted securities
- 26,699,979 H shares (Long position) and 47,714,714 H shares (Short position)
- through cash settled unlisted securities

UBS AG was deemed to be interested in a total of 47,099,859 H shares (Long position) and 82,500 H shares (Short position) in the Company through a number of its direct wholly-owned subsidiaries.

According to the disclosure form filed by UBS AG on July 3, 2015, the following interests in H shares were held by UBS AG through its controlled corporations, the details of which are as follows:

Name of controlled corporation	Name of controlling shareholder	% control	Direct interest	Nature of interest	Number of shares
UBS Fund Management (Switzerland) AG	UBS AG	100.00	Υ	Long position	6,383,500
				Short position	0
UBS Fund Services (Luxembourg) S.A.	UBS AG	100.00	Υ	Long position	9,729,483
			.,	Short position	0
UBS Global Asset Management (Americas) Inc.	UBS AG	100.00	Υ	Long position	1,367,500
LIDC Clabal Assat Marasasasat (Assatuslia) Ltd	LIDCAC	100.00	Υ	Short position	0
UBS Global Asset Management (Australia) Ltd	UBS AG	100.00	Y	Long position	193,500 0
UBS Global Asset Management (Canada) Inc.	UBS AG	100.00	Υ	Short position Long position	2,220,000
OBS Global Asset Management (Canada) IIIC.	OBS AG	100.00	1	Short position	2,220,000
UBS Global Asset Management (Hong Kong) Limited	UBS AG	100.00	Υ	Long position	5,693,468
OBS Global Asset Hallagement (Holig Kolig) Elimited	0B3 A0	100.00	1	Short position	82,500
UBS Global Asset Management (Japan) Ltd	UBS AG	100.00	Y	Long position	935,052
obe elegal, leset hanagement (capan) Eta	0207.0			Short position	0
UBS Global Asset Management (Singapore) Ltd	UBS AG	100.00	Υ	Long position	12,179,500
				Short position	0
UBS Global Asset Management Trust Company	UBS AG	100.00	Υ	Long position	26,000
				Short position	0
UBS Global Asset Management (UK) Ltd	UBS AG	100.00	Υ	Long position	7,726,500
				Short position	0
UBS Global Asset Management (Deutschland) GmbH	UBS AG	100.00	Υ	Long position	14,500
				Short position	0
UBS Financial Services Inc.	UBS AG	100.00	Υ	Long position	34,356
				Short position	0
UBS Bank (Canada)	UBS AG	100.00	Υ	Long position	19,500
				Short position	0
UBS Swiss Financial Advisers AG	UBS AG	100.00	Υ	Long position	255,000
			.,	Short position	0
UBS Global Asset Management Life Ltd	UBS AG	100.00	Υ	Long position	6,000
LIDC O' Common Limited	LIDCAC	100.00	Υ	Short position	0
UBS O' Connor Limited	UBS AG	100.00	Y	Long position	19,000
UBS Switzerland AG	UBS AG	100.00	Υ	Short position Long position	0 297,000
ODS SWILZERIANU AU	UDS AG	100.00	1	Short position	297,000
				SHOLL POSITION	U

Besides, 319,526,970 H shares (Long position) and 548,323,266 H shares (Short position) were held through derivatives as follows:

- 4,503,913 H shares (Long position) and 4,130,000 H shares (Short position)
- through physically settled listed securities
- 1,116,000 H shares (Long position) and 18,097,534 H shares (Short position)
- through cash settled listed securities
- 89,784,295 H shares (Long position) and 23,479,234 H shares (Short position)
- through physically settled unlisted securities
- 224,122,762 H shares (Long position) and 502,616,498 H shares (Short position)
- through cash settled unlisted securities

# Changes in the Share Capital and Shareholders' Profile

(6) UBS Group AG was deemed to be interested in a total of 379,171,808 H shares (Long position) and 587,985,237 H shares (Short position) in the Company by virtue of its control over several corporations.

According to the disclosure form filed by UBS Group AG on July 3, 2015, the following interests in H shares were held by UBS Group AG through its controlled corporations, the details of which are as follows:

Name of controlled corporation	Name of controlling shareholder	% control	Direct interest	Nature of interest	Number of shares
UBS AG	UBS Group AG	98.02	Y	Long position	332,071,949
0B3 A0	OBS Group AG	90.02		Short position	587,902,737
UBS Fund Services (Luxembourg) S.A.	UBS Group AG	98.02	Υ	Long position	9,729,483
220 1 4114 201 11000 (24.011120413) 211 11	020 01000 710	70.02		Short position	0
UBS Global Asset Management (Americas) Inc.	UBS Group AG	98.02	Υ	Long position	1,367,500
				Short position	0
UBS Global Asset Management (Australia) Ltd	UBS Group AG	98.02	Υ	Long position	193,500
				Short position	0
UBS Global Asset Management (Canada) Inc.	UBS Group AG	98.02	Υ	Long position	2,220,000
				Short position	0
UBS Global Asset Management (Hong Kong) Limited	UBS Group AG	98.02	Y	Long position	5,693,468
				Short position	82,500
UBS Global Asset Management (Japan) Ltd	UBS Group AG	98.02	Υ	Long position	935,052
				Short position	0
UBS Global Asset Management (Singapore) Ltd	UBS Group AG	98.02	Υ	Long position	12,179,500
				Short position	0
UBS Global Asset Management Trust Company	UBS Group AG	98.02	Υ	Long position	26,000
				Short position	0
UBS Global Asset Management (UK) Ltd	UBS Group AG	98.02	Υ	Long position	7,726,500
LIBC Clabal Assat Managarat (Daytashland) Cashii	LIDC Corres A.C.	00.00		Short position	0
UBS Global Asset Management (Deutschland) GmbH	UBS Group AG	98.02	Υ	Long position	14,500 0
UBS Financial Services Inc.	UBS Group AG	00.00	Υ	Short position Long position	34,356
OBS FINANCIAL Services IIIC.	OBS Group AG	98.02	T	Short position	34,330
UBS Bank (Canada)	UBS Group AG	98.02	Υ	Long position	19,500
OBS Balik (Caliada)	OBS Group AG	70.02		Short position	0
UBS Swiss Financial Advisers AG	UBS Group AG	98.02	Υ	Long position	255,000
obe emiss i maneiar navisore ne	020 01000 710	70.02		Short position	0
UBS O' Connor Limited	UBS Group AG	98.02	Υ	Long position	19,000
				Short position	0
UBS Fund Management (Switzerland) AG	UBS Group AG	98.02	Υ	Long position	6,383,500
				Short position	0
UBS Global Asset Management Life Ltd	UBS Group AG	98.02	Υ	Long position	6,000
				Short position	0
UBS Switzerland AG	UBS Group AG	98.02	Υ	Long position	297,000
				Short position	0

Besides, 319,526,970 H shares (Long position) and 548,323,266 H shares (Short position) were held through derivatives as follows:

- 4,503,913 H shares (Long position) and 4,130,000 H shares (Short position)
- through physically settled listed securities
- 1,116,000 H shares (Long position) and 18,097,534 H shares (Short position)
- through cash settled listed securities
- 89,784,295 H shares (Long position) and 23,479,234 H shares (Short position)
- through physically settled unlisted securities
- 224,122,762 H shares (Long position) and 502,616,498 H shares (Short position)
- through cash settled unlisted securities
- (7) Percentage figures may not add up to the totals due to rounding.

Save as disclosed above, the Directors and Supervisors of the Company are not aware of any other person (other than the Directors, Supervisors and chief executive of the Company) having any interest or short position in the shares and underlying shares of the Company as at June 30, 2015 which would fall to be disclosed to the Company pursuant to the provisions of Divisions 2 and 3 of Part XV of the SFO or which were recorded in the register required to be kept by the Company pursuant to Section 336 of the SFO.

## Directors, Supervisors and Senior Management

#### CHANGES IN THE NUMBER OF SHARES, SHARE OPTIONS AND RESTRICTED SHARES HELD BY DIRECTORS, SUPERVISORS AND SENIOR MANAGEMENT IN THE COMPANY OR ASSOCIATED CORPORATIONS OF THE COMPANY DURING THE REPORTING PERIOD

As at June 30, 2015, the interests of the current and resigned Directors, Supervisors and Senior Management of the Company during the reporting period in the shares of the Company which shall be disclosed pursuant to the "Standard No. 3 Concerning the Contents and Formats of Information Disclosure by Listed Companies - The Contents and Formats of Interim Report (Revised in 2014)" issued by CSRC; and the interests and short positions of the Directors, Supervisors and chief executive of the Company in the shares, underlying shares and debentures of the Company and its associated corporations (within the meaning of Part XV of the SFO) which shall have been notified to the Company and HKEx pursuant to Divisions 7 and 8 of Part XV of the SFO, including interests and short positions which the Directors, Supervisors or chief executive of the Company are taken as or deemed to have under such provisions of the SFO, or which are recorded in the register required to be kept by the Company pursuant to Section 352 of the SFO or as otherwise required to be notified by the Directors, Supervisors and chief executive to the Company and HKEx pursuant to the Model Code, were as follows:

#### Changes in the number of shares, share options and restricted shares held in the Company

Name	Position	Capacity	H/A shares	Number of shares held at the beginning of the period	Number of shares held at the end of the period	Change	Reason for the change	Nature of interest	Percentage of total issued H/A shares (%)	Percentage of total issued shares (%)
Ma Mingzhe	Chairman, Chief Executive Officer	Interest of his spouse	Н	10,000	10,000	-	-	Long position	0.00027	0.00011
Sun Jianyi	Vice Chairman and Executive Vice President	Beneficial owner	А	1,898,280	1,898,280	-	-	Long position	0.03505	0.02077
Ren Huichuan	Executive Director and President	Beneficial owner	А	100,000	100,000	-	-	Long position	0.00185	0.00109
Yao Jason Bo	Executive Director, Senior Vice President, Chief Financial Officer and Chief Actuary	Beneficial owner Interest of his spouse	H H	12,000 12,000	12,000 12,000	-	-	Long position Long position	0.00032 0.00032	0.00013 0.00013
Peng Zhijian	Independent Supervisor	Beneficial owner	Α	6,600	6,600	-	-	Long position	0.00012	0.00007
Lin Li	Retired Shareholder Representative Supervisor	Interest of controlled corporation <sup>(1)</sup>	А	43,518,830	43,518,830	-	-	Long position	0.80347	0.47613
Zhao Fujun	Retired Employee Representative Supervisor	Interest of his spouse	А	1,700	1,700	-	-	Long position	0.00003	0.00002
Jin Shaoliang	Secretary of the Board	Beneficial owner	Н	10,000	10,000	-	-	Long position	0.00027	0.00011

Mr. Lin Li, by virtue of his control over Shenzhen Liye Group Co., Ltd., a shareholder of the Company, was deemed to be interested in the shares of the Company held by Shenzhen Liye Group Co., Ltd..

During the reporting period, there were no share options held by or restricted shares granted to the current and resigned Directors, Supervisors and Senior Management of the Company.

#### Change in the number of shares, share options and restricted shares held in associated corporations of the Company

As at June 30, 2015, there were no shares, share options held and restricted shares granted in associated corporations of the Company by Directors, Supervisors and chief executive of the Company.

# Directors, Supervisors and Senior Management

Save as disclosed above, as at June 30, 2015, none of the Directors, Supervisors and chief executive held or was deemed to hold any interests or short positions in the shares, underlying shares or debentures of the Company or any of its associated corporations (as defined in the SFO), which are recorded in the register required to be kept under Section 352 of the SFO, or otherwise required to be notified by the Directors, Supervisors and chief executive to the Company and the HKEx pursuant to the Model Code, nor have they been granted the right to acquire any interests in shares or debentures of the Company or any of its associated corporations.

## APPOINTMENT OR REMOVAL OF DIRECTORS, SUPERVISORS AND SENIOR MANAGEMENT DURING THE REPORTING PERIOD

- 1. The election of the new session of the Board of Directors was passed at the 2014 Annual General Meeting of the Company held on June 15, 2015. According to the resolution, the 10th session of the Board of Director was composed of 17 Directors. Ms. Li Zhe did not stand for re-election as Director of the Company due to personal work arrangement, and Mr. Tang Yunwei and Mr. Lee Carmelo Ka Sze did not stand for re-election as Directors of the Company due to expiration of their terms of office of 6 years as Independent Non-executive Directors. The term of office of Ms. Li Zhe expired on June 15, 2015. According to the resolution passed at the general meeting, Mr. Ge Ming was elected as an Independent Non-executive Director of the 10th Session of the Board of Directors of the Company. The qualification of Mr. Ge Ming as a Director of the Company was obtained from CIRC on June 30, 2015, on which day the appointment of Mr. Ge Ming and the resignation of Mr. Tang Yunwei and Mr. Lee Carmelo Ka Sze became effective.
- 2. The election of the new session of the supervisory committee of the Company (the "Supervisory Committee") was passed at the 2014 Annual General Meeting of the Company held on June 15, 2015. According to the resolution, the 8th session of the Supervisory Committee was composed of 5 Supervisors. Mr. Lin Li, Mr. Sun Jianping and Mr. Zhao Fujun did not stand for re-election as Supervisors due to personal work arrangement. The term of office of Mr. Lin Li expired on June 15, 2015. According to the resolution passed at the employees' representatives meeting of the Company held on January 23, 2015, Mr. Gao Peng was elected as an Employee Representative Supervisor of the 8th session of the Supervisory Committee of the Company. The qualification of Mr. Gao Peng as a Supervisor of the Company was obtained from CIRC on June 30, 2015, on which day the appointment of Mr. Gao Peng and the resignation of Mr. Sun Jianping and Mr. Zhao Fujun became effective.
- 3. As considered and approved at the 17th meeting of the 9th session of the Board of Directors held on March 19, 2015, Ms. Tan Sin Yin was appointed as the Senior Vice President of the Company. Ms. Tan Sin Yin was granted the qualifications to act as the Senior Vice President by CIRC on May 28, 2015 and officially served as the Senior Vice President of the Company since June 1, 2015.

#### CHANGES IN INFORMATION OF DIRECTORS AND SUPERVISORS

Pursuant to the disclosure requirement under Rule 13.51B(1) of the HKEx Listing Rules, the changes in information of Directors and Supervisors are as follows:

- Mr. Ren Huichuan, the Executive Director of the Company, has been the Chairman and CEO of Shenzhen Wanlitong Internet & Information Technology Co., Ltd. since February 2015.
- Ms. Cai Fangfang, the Executive Director of the Company, has been re-designated as the Chief Human Resource Officer of the Company (formerly as the Vice Chief Human Resource Officer) since March 2015.

Save for the information disclosed above, there is no other information required to be disclosed pursuant to Rule 13.51B(1) of the HKEx Listing Rules.

## **Significant Events**

#### **CORPORATE GOVERNANCE**

The Company is committed to implementing the relevant requirements in relation to corporate governance issued by the regulatory authorities, in strict compliance with the Company Law of the People's Republic of China and continues to improve the corporate governance structure and enhance the level of corporate governance based on the actual conditions of the Company.

During the reporting period, two general meetings, i.e. the First Extraordinary General Meeting of 2015 and the 2014 Annual General Meeting, were held by the Company; three meetings were held by the Board of Directors; and two meetings were held by the Supervisory Committee. The general meeting, the Board of Directors, the Supervisory Committee and senior management performed their respective rights and obligations in accordance with the Articles of Association, and no irregularities or breaches were identified.

The Company discloses various important information in a timely, accurate, true and complete manner in strict compliance with the requirements of the laws, regulations and the Articles of Association, which is aimed to ensure that all shareholders have the same chance of obtaining such information. The Company endeavors to maintain a high level of corporate governance and believes that a sound corporate governance can further enhance the effectiveness and reliability of the management of the Company and such is crucial to the maximization of the shareholders' value of the Company.

During the reporting period, thanks to its regulated, systematic and highly transparent corporate governance, the Company won the titles of "Best CEO", "Best CFO" and "Best IR Company in China" at the Asia Excellence Award ceremony held by Corporate Governance Asia. In FinanceAsia's voting of "Asia's Best Managed Company", Ping An placed 4th among "Best Managed Listed Companies" in China.

## CASH DIVIDEND POLICY AND IMPLEMENTATION OF PROFIT DISTRIBUTION PROPOSAL DURING THE REPORTING PERIOD

Pursuant to Article 213 of the Articles of Association, the Company shall attach importance to the reasonable investment returns of investors in terms of its profit distribution. The profit distribution policy of the Company shall maintain its continuity and stability. The accumulated profit to be distributed in cash for any three consecutive years shall not be less than 30% of the average annual distributable profit realized in the three years, provided that the annual distributable profits of the Company (namely profits after tax of the Company after covering the losses and making contributions to the revenue reserve) are positive in value and such distributions are in compliance with the prevailing laws and regulations and the requirements of regulatory authorities for solvency ratio. In determining the specific ratio of distribution of cash dividend, the Company shall take into account its profit, cash flow, solvency and its operation and business development requirements. The Board of Directors shall be responsible for formulating and implementing a distribution plan according to the provisions of the Articles of Association.

The profit distribution proposal of the Company for 2014 was approved at the 2014 Annual General Meeting held on June 15, 2015, according to which the 2014 final cash dividend of RMB0.50 (tax inclusive) per share was proposed to be distributed to all shareholders based on 9,140,120,705 shares, in a total amount of RMB4,570,060,352.50. The remaining profit would be carried forward to 2015. In addition, the Company also proposed to convert the capital reserve into share capital in the proportion of 10 shares for every 10 shares held. The total share capital increased due to the conversion would be RMB9,140,120,705. The implementation of the distribution proposal has been completed.

#### INTERIM RESULTS AND PROFIT DISTRIBUTION

The Group's interim results in 2015 are set out in the section titled "FINANCIAL STATEMENTS". The Board of Directors declared that an interim dividend of RMB0.18 (tax inclusive, equivalent to HK\$0.2182) per share for the six months ended June 30, 2015, in a total amount of RMB3,290,443,453.80, based on the total 18,280,241,410 shares, will be distributed to the shareholders.

According to the Articles of Association, dividends will be denominated and declared in Renminbi. Dividends on A shares will be paid in Renminbi and dividends on H shares will be paid in Hong Kong dollar. The relevant exchange rate is the average middle exchange rate of Renminbi to Hong Kong dollar as announced by PBOC for the week prior to the date of declaration of interim dividend (RMB0.8251 equivalent to HK\$1.00).

The decision-making procedure and mechanism of the above profit distribution proposals were complete, and the dividend payout standard and proportion were clear. The above profit distribution proposals were in line with the Articles of Association and relevant deliberation procedures and had fully protected the legitimate interests of medium and small investors. The Independent Non-executive Directors of the Company made independent opinion to agree with the deliberation procedures.

The expected timetable for, inter alia, the distribution of cash dividend as set out below is indicative only. The expected timetable is subject to change, and any such change will be announced in a separate announcement by the Company as and when appropriate:

Record date for the A shareholders

Tuesday, September 8, 2015

Payment of cash dividend for A shares

Wednesday, September 9, 2015

Latest time for lodging transfers of the H shares to qualify for the entitlement of the cash dividend

4:30 p.m., Tuesday, September 8, 2015

Closure of register for the H shareholders

Wednesday, September 9, 2015 to Monday, September 14, 2015 (both days inclusive)

Record date for the H shareholders

Monday, September 14, 2015

Payment of cash dividend for H shares

Tuesday, September 29, 2015

During the period from Wednesday, September 9, 2015 to Monday, September 14, 2015 (both days inclusive), no transfer of H Shares will be registered. To qualify for the cash dividend, all properly completed transfer documents together with the relevant share certificates must be lodged for registration with the H share registrar of the Company, Computershare Hong Kong Investor Services Limited, at Shops 1712-1716, 17th Floor, Hopewell Center, 183 Queen's Road East, Wanchai, Hong Kong, at or before 4:30 p.m., Tuesday, September 8, 2015.

## Significant Events

#### MATERIAL LITIGATIONS, ARBITRATIONS AND ISSUES OF MEDIA INTEREST

During the reporting period, the Company had no material litigations, arbitrations and negative material issues attracting media interest.

#### **GENERAL ANALYSIS OF INVESTMENT**

Ping An is an integrated financial services group, and the investment business is one of our core businesses. The investment portfolio of insurance funds represents a majority of the equity investment assets of the Group. The investment of insurance funds is subject to relevant laws and regulations.

#### Securities Investments Classified as Held for Trading Financial Assets

No.	Туре	Code	Short name	Initial investment cost (RMB million)	Number of shares or pieces at the end of the period (million shares)	Carrying amount at the end of the period (RMB million)	Percentage to total securities investments at the end of the period (%)	Profit or loss for the reporting period (RMB million)
1	Stock	600016	CMBC	351	37.7	375	15.8	23
2	Stock	300232	Chau Ming Technology	108	7.1	198	8.4	90
3	Stock	002396	Star-net Ruijie	194	5.2	167	7.1	(27)
4	Stock	002388	Sunyes Electronic	75	3.9	113	4.8	38
5	Stock	002289	Success Electronics	45	2.3	104	4.4	59
6	Stock	000939	Kaidi Electric Power	91	6.5	95	4.0	5
7	Stock	000501	Wuhan Department Store A	107	4.0	82	3.5	(23)
8	Stock	000915	Shanda Wit	77	1.1	60	2.5	(16)
9	Stock	300237	Meichen Science	40	1.2	40	1.7	-
10	Stock	000800	Faw Car	38	1.5	38	1.6	-
	er securities the period	investments	held at the end	985	-	1,093	46.2	146
	it or loss up r the report		f securities investments	-	-	-	-	785
Tota	I			2,111	-	2,365	100.0	1,080

<sup>(1)</sup> Securities investments listed in the table include stocks, warrants and convertible bonds.

<sup>(2)</sup> Other securities investments refer to securities investments other than the above top ten securities.

<sup>(3)</sup> Profit or loss for the reporting period includes dividend income and gains or losses from fair value change during the reporting period.

#### Top Ten Equity Investments in Other Listed Companies

No.	Stock code	Short name	Initial investment cost (RMB million)	Carrying amount at the end of the period (RMB million)	Percentage of shareholding in such companies (%)	Profit or loss for the reporting period (RMB million)	Change in shareholders' equity for the reporting period (RMB million)	Accounting item
1	HK1398	ICBC	551	605	1.2	35	38	AFS
I	601398	ICBC	18,570	23,377	1.3	-	1,449	AFS
2	HK0939	CCD	589	651	0.0	36	54	AFS
2	601939	CCB	9,561	14,035	0.8	-	(1,038)	AFS
3	000538	Yunnan Baiyao	1,407	8,411	9.4	-	2,254	AFS
4	HK3328	Bank Comm	175	215	1.1	8	9	AFS
4	601328	Dalik Cullilli	3,586	6,127	1.1	227	793	AFS
5	HK2007	Country Garden	4,983	6,014	9.9	330	1,031	AFS
6	BE0974264930	Ageas (original name: Fortis)	23,874	2,872	5.2	116	211	AFS
7	600900	China Yangtze Power	2,749	2,480	1.2	76	(271)	AFS
8	HK3968	СМВ	133	171	0.5	6	-	AFS
0	600036	CIMID	1,956	2,229	0.5	-	(43)	AFS
9	601166	CIB	1,984	2,160	0.7	158	(260)	AFS
10	600887	YILI	1,758	1,902	1.6	60	81	AFS

<sup>(1)</sup> (2) (3) (4) Profit or loss for the reporting period refers to dividend income.

Percentage of shareholding in such companies is calculated using the total shares we held.

The aforesaid shares were acquired from the primary and secondary markets, non-public directed issuance or bonus issue, etc. AFS means available-for-sale investment.

## Significant Events

#### **Equity Investments in Non-Listed Financial Enterprises**

No.	Name	Initial investment cost (RMB million)	Number of shares (million shares)	companies	Carrying amount at the end of the period (RMB million)	Profit or loss for the reporting period (RMB million)	shareholders' equity for the reporting period (RMB million)	Accounting item	Source
1	Taizhou City Commercial Bank Co., Ltd.	361	186	10.33	1,290	60	-	AFS	held through Ping An Life and Ping An Trust
2	China Trust Industry Security Fund Co., Ltd.	1,500	1,500	13.04	1,500	-	-	AFS	held through Ping An Trust
3	China UnionPay Co., Ltd.	74	64	3.91	74	4	-	AFS	held through Ping An Bank
4	CHINA ZHESHANG BANK CO., LTD.	59	10	0.10	59	-	-	AFS	held through Ping An Bank
5	E-Capital Transfer Co., Ltd.	25	25	1.24	25	-	-	AFS	held through Ping An Securities

Change in

#### **ASSET TRANSACTION**

#### Subscription of Ping An Bank Non-public Share Issuance

On July 15, 2014, the 14th meeting of the 9th Session of the Board of Directors considered and approved the Resolution regarding the Subscription of Ping An Bank Non-public Share Issuance and the Resolution regarding the Subscription of Ping An Bank Non-public Preference Share Issuance by Ping An Asset Management. It was decided that the proprietary fund of the Company would be used for the subscription of ordinary shares issued under Ping An Bank's non-public issuance, and the subscription ratio would be 45%-50% of the ordinary shares issued under the non-public issuance of Ping An Bank. Ping An Asset Management, a subsidiary of the Company, will subscribe for the preference shares issued under Ping An Bank's non-public issuance through insurance funds under its management. The subscription ratio would be 50%-60% of the preference shares issued under the non-public issuance of Ping An Bank. The specific subscription ratio of preference shares is subject to the approval of relevant regulatory authorities.

On May 20, 2015, the Company had already subscribed 210,206,652 A shares issued by Ping An Bank under the non-public issuance at the issue price RMB16.70 per share. Upon completion of the subscription, the Company will directly and indirectly hold 8,299,032,160 A shares of Ping An Bank, representing approximately 58% of the issued shares of Ping An Bank as enlarged by the non-public issuance.

As at the date of the Report, Ping An Asset Management's subscription for the preference shares issued under Ping An Bank's non-public issuance is still subject to the approval of relevant regulatory authorities.

#### **MAJOR CONNECTED TRANSACTIONS**

On July 1, 2015, as mentioned in the announcement of the Company, the Resolution on Granting RMB6.5 Billion Credit Limit to Guosen Securities Companies Ltd. was considered and approved by the 14th Meeting of the 9th session of the board of directors of Ping An Bank, according to which Ping An Bank would grant RMB6.5 billion credit limit to Guosen Securities Companies Ltd. with a term of one year.

Since Mr. Fan Mingchun, the Non-Executive Director of the Company, is also a Non-Executive Director of Guosen Securities Companies Ltd., according to Articles 10.1.3 and 10.1.5 of the SSE Listing Rules, Guosen Securities Companies Ltd. is a connected party of the Company as defined by the SSE Listing Rules, and the transaction between Ping An Bank and Guosen Securities Companies Ltd. would be regarded as a connected transaction of the Company as defined under the SSE Listing Rules, but would not regarded as a connected transaction of the Company as defined under the HKEx Listing Rules.

The pricing of the abovementioned connected transaction was determined on an arm's length basis, with conditions not superior to those of transactions with non-connected parties. The abovementioned connected transaction is a normal credit granting business of Ping An Bank, and will not generate any material impact on the normal operations and financial conditions of the Company and Ping An Bank.

Please refer to the related announcements published on the websites of SSE and HKEx, and in China Securities Journal, Shanghai Securities News, Securities Times and Securities Daily on July 1, 2015 for detailed information.

#### MATERIAL CONTRACTS AND THEIR IMPLEMENTATION Guarantee

	External guarantee of the Company
(in RMB million)	(excluding the guarantee in favor of its subsidiaries)

with gearing ratio over 70% (As at June 30, 2015)

Total guarantee incurred during the reporting period	_
Total guarantee balance as at the end of the reporting period	-
Guarantee of the Company in favor of its subsidiaries	
Total guarantee in favor of its subsidiaries incurred during the reporting period	3,072
Total guarantee balance in favor of its subsidiaries as at the end of the reporting period	36,651
Total guarantee of the Company (including the guarantee in favor of its subsidiaries)	
Total guarantee	36,651
Total guarantee as a percentage of the Company's net assets (%) Including: Direct and indirect guarantee for the companies	11.1

Note: The data set out in the table above does not include those arising from financial guarantee businesses conducted by Ping An Bank (the controlling subsidiary) and other subsidiaries of the Company in strict compliance with the scope of operation approved by relevant regulatory authorities.

33,827

## Significant Events

Entrustment, Underwriting, Lease, Asset Under Management, Entrusted Loan and Other Material Contracts No matters relating to entrustment, underwriting, lease, asset under management, entrusted loan or other material contracts of the Company were required to be disclosed during the reporting period.

#### **FOREIGN CURRENCY RISK**

Foreign currency-denominated assets held by the Group are exposed to foreign currency risk. 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 the risk as a result of fluctuations in exchange rates. These liabilities include monetary liabilities, such as borrowings, customer's deposits and claim reserves denominated in foreign currencies and non-monetary liabilities measured at fair value.

The Group adopts sensitivity analysis to assess its risk exposure. The sensitivity of foreign currency risk is calculated 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 non-monetary liabilities measured at fair value as illustrated in the table below:

As at June 30, 2015 (in RMB million)	Decrease in profit before tax	Decrease in equity before tax
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	618	2,218

#### **FULFILLMENTS OF UNDERTAKINGS**

### Undertakings in Respect of the Major Asset Restructuring with Shenzhen Development Bank

- (1) The Company undertakes that, after the completion of the major asset restructuring with Shenzhen Development Bank and during the period when the Company remains as the controlling shareholder of Shenzhen Development Bank, and in respect of the businesses or commercial opportunities similar to those of Shenzhen Development Bank that the Company and the enterprises under its control intend to carry out or have substantially obtained whereby the assets and businesses arising from such businesses or commercial opportunities may form potential competition with those of Shenzhen Development Bank, the Company and the enterprises under its control shall not be engaged in the businesses identical or similar to those carried out by Shenzhen Development Bank, so as to avoid direct or indirect competition with the operations of Shenzhen Development Bank.
- (2) The Company undertakes that, after the completion of the major asset restructuring with Shenzhen Development Bank and in respect of the transactions between the Company and the enterprises under its control and Shenzhen Development Bank which constitute the connected transactions of Shenzhen Development Bank, the Company and the enterprises under its control shall enter into transaction with Shenzhen Development Bank following the principle of "openness, fairness and justness" at fair and reasonable prices, and shall go through the decision-making process according to the requirements of the relevant laws and regulations and regulatory documents and perform their obligations of information disclosure as required by law. The Company undertakes that the Company and the enterprises under its control shall not procure any illegal interests or let Shenzhen Development Bank undertake any illicit obligations through the transactions with Shenzhen Development Bank.
- (3) The Company undertakes that, after the completion of the major asset restructuring and during the period when the Company remains as the controlling shareholder of Shenzhen Development Bank, the Company shall maintain the independence of Shenzhen Development Bank and ensure that Shenzhen Development Bank is independent from the Company and the enterprises under its control in respect of personnel, assets, finance, organization and business.

As at June 30, 2015, the above undertakings were still in the process of performance and there was no violation of the above undertakings.

#### Undertaking in Respect of the Issuance of Ping An Convertible Bonds

During the period of issuing Ping An Convertible Bonds by the Company, in terms of certain subsidiaries which are engaged in construction of private properties and community for the elderly, the Company undertakes that, nowadays and in the future, it will strictly comply with relevant regulations in relation to the insurance funds used in real estate investment and the principle that the insurance funds should only be applied to specific property without property speculations or sale in an inappropriate form. It will not develop or sell commercial housing by means of investment in annuity and private real estate.

As at June 30, 2015, the above undertaking was still in the process of performance and there was no violation of the above undertaking.

### **Significant Events**

### Undertaking in Respect of the Subscription for 1,323,384,991 New Shares of Ping An Bank through Non-public Issuance

In relation to the subscription for 1,323,384,991 new shares of Ping An Bank through non-public issuance, the Company undertakes that it shall not transfer the shares within 36 months since the date of listing of the new shares (January 9, 2014), excluding the transfer between the Company and its connected organizations (i.e. any parties directly or indirectly controlling the Company or under the direct or indirect control of the Company or under the control of the same controller as that of the Company) to the extent permitted by the applicable laws. Upon expiry of the above-mentioned term, the Company will be free to dispose of such newly-issued shares pursuant to the requirements of the CSRC and Shenzhen Stock Exchange.

As at June 30, 2015, the above undertaking was still in the process of performance and there was no violation of the above undertaking.

### Undertaking in Respect of the Placing of New H Shares under General Mandate

The Company has undertaken to its H shares placing agent that, except for (1) the issuance of the 594,056,000 placing shares and save pursuant to (2) the issuance of shares or other securities (including rights or options) that are issued, offered or granted to employees (including Directors) of the Company or any of its subsidiaries or any associated company of the Company pursuant to any share option scheme of the Company; or (3) bonus or scrip dividend or similar arrangements which provide for the allotment of shares in lieu of the whole or part of a dividend on shares in accordance with the Articles of Association; or (4) conversion of outstanding convertible bonds already issued by the Company, neither the Company nor any of its affiliates nor any person acting on its behalf will:

- (a) issue, offer, sell, pledge, contract to sell or otherwise dispose of or grant options, issue warrants or offer rights entitling persons to subscribe or purchase any interest in any shares or other securities of the Company or any securities convertible into, exchangeable for or which carry rights to subscribe or purchase any shares or other securities of the Company or other instruments representing interests in any Shares or other securities of the Company; or
- (b) enter into any swap or other agreement that transfers, in whole or in part, any of the economic consequences of the ownership of any shares or other securities of the Company; or
- (c) enter into any transaction with the same economic effect as, or which is designed to, or which may reasonably be expected to result in, or agree to do, any of the foregoing, whether any such transaction of the kind described in (a), (b) or (c) above is to be settled by delivery of shares or other securities of the Company, in cash or otherwise; or
- (d) announce or otherwise make public an intention to do any of the foregoing,

in any such case without the prior written consent of the H shares placing agent from November 30, 2014 until the earlier of the date of termination of the placing agreement and the expiry of 180 days from December 8, 2014.

As at June 30, 2015, the above undertaking had been fulfilled and there was no violation of the above undertaking.

### Undertaking in Respect of the Subscription for 210,206,652 New Shares of Ping An Bank through

In relation to the subscription for 210,206,652 new shares of Ping An Bank through non-public issuance, the Company undertakes that it shall not transfer the shares within 36 months since the date of listing of the new shares (May 21, 2015). Such shares shall not be disposed of and transferred among its non-related parties during the lock-up period, nor transferred and disposed of among its related parties. In addition, no arrangement of any other disposal of interests shall be entered into with respect to such shares subject to lock-up period.

As at June 30, 2015, the above undertaking was still in the process of performance and there was no violation of the above undertaking.

#### IMPLEMENTATION OF SHARE INCENTIVE SCHEME OF THE COMPANY AND ITS EFFECTS

During the reporting period, the Company has not implemented any share incentive scheme.

### IMPLEMENTATION OF THE KEY EMPLOYEE SHARE PURCHASE PLAN OF THE COMPANY

As considered at the 16th Meeting of the 9th Session of the Board of Directors held on October 28, 2014 and approved at the First Extraordinary General Meeting of 2015 held on February 5, 2015, The Key Employee Share Purchase Plan of Ping An Insurance (Group) Company of China, Ltd. (the "Plan") was officially implemented. The first phase of the Plan was duly implemented with target participants including 839 key personnel of the Company and its subsidiaries comprising the directors, employee supervisors and senior management of the Company. The sources of funding were comprised of legitimate salary and performance bonus of the employees. Upon establishment, China Merchants Securities Co., Ltd. was engaged to manage the current stock option plan. Share purchase was completed on March 26, 2015 through the secondary market. 4,050,253 A shares of the Company were purchased in aggregate at a total consideration of RMB312,047,645 (inclusive of expenses), accounting for 0.044% of the then total issued share capital of the Company. During the reporting period, there was no change in equity as a result of disposal by holders of the stock option plan, nor any change in the asset management entity. For details of the share purchase, please refer to the Announcement regarding the Completion of Share Purchase Under the 2015 Key Employee Share Purchase Scheme dated March 27, 2015 published by the Company on the SSE and HKEx, respectively.

### **USE OF PROCEEDS**

An aggregate of 594,056,000 new H Shares have been successfully allotted and issued by the Company under general mandate on December 8, 2014 and the gross proceeds raised from the placing were HK\$36,831,472,000. The proceeds raised from the placing were used to develop the main business and replenish the equity and working capital of the Company, and the use of the proceeds raised is consistent with the use that was passed by the meeting of the Board of Directors. As at June 30, 2015, HK\$18,721 million from the placing is kept in the fund-raising account, and the rest had been used as intended.

#### **APPOINTMENT OF AUDITORS**

At the 2014 Annual General Meeting, PricewaterhouseCoopers Zhong Tian LLP and PricewaterhouseCoopers were appointed as auditors of the Company's financial statements under CAS and IFRS, respectively for the year 2015. The interim financial statements of the Company are unaudited.

### **Significant Events**

# PUNISHMENTS IMPOSED ON THE COMPANY AND ITS DIRECTORS, SUPERVISORS, SENIOR MANAGEMENT, SHAREHOLDERS HOLDING MORE THAN 5% OF EQUITY INTEREST OF THE COMPANY AND RECTIFICATIONS

During the reporting period, the Company and its Directors, Supervisors, senior management, shareholders holding more than 5% of equity interest of the Company were not subject to the inspection, administrative penalties, punishment notice by CSRC, and the public condemnation by the stock exchanges.

Because of the failure to handle investment planning issues prudently during his term as the Chairman of Ping An Asset Management, Mr. Chan Tak Yin, the Company's Chief Investment Officer, received the Decision on Administrative Punishment of the CIRC (Bao Jian Fa [2015], No.2) in February 2015, which gave him a warning and imposed a penalty of RMB10,000.

#### PURCHASE, SALE OR REDEMPTION OF LISTED SECURITIES OF THE COMPANY

Save for the information disclosed under the paragraph headed "Ping An Convertible Bonds" as set out in "Changes in the Share Capital and Shareholders' Profile", neither the Company, nor any of its subsidiaries, had purchased, sold or redeemed any of the Company's listed securities from January 1, 2015 to June 30, 2015.

#### **AUDIT AND RISK MANAGEMENT COMMITTEE**

The Company has established the Audit and Risk Management Committee in compliance with the Corporate Governance Code.

The primary duties of the Audit and Risk Management Committee are to review and supervise the Company's financial reporting process and conduct risk management. The Audit and Risk Management Committee is also responsible for reviewing any matters relating to the appointment or removal, and remuneration of the external auditors. In addition, the Audit and Risk Management Committee also examines the effectiveness of the Company's internal controls, which involves regular reviews of the internal controls of various corporate structures and business processes, and takes into account their respective potential risk and urgency, to ensure the effectiveness of the Company's business operations and the realization of its corporate objectives and strategies. The scope of such examinations and reviews includes finance, operations, regulatory compliance and risk management. The Audit and Risk Management Committee also reviews the Company's internal audit plan and submits relevant reports and recommendations to the Board of Directors on a regular basis.

As at the date of this report, the Audit and Risk Management Committee comprised four Independent Non-executive Directors and one Non-executive Director and is chaired by Mr. Ge Ming, an Independent Non-executive Director, who possesses the professional qualifications of accounting and related financial management expertise.

The Audit and Risk Management Committee 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.

The Company has also established the Strategy and Investment Committee, the Remuneration Committee and the Nomination Committee. Further details of the roles and functions, and summary of the work of these committees under the Board of Directors were set out under the paragraph headed "The specialized committees under the Board" in the Corporate Governance Report on pages 96 to 100 of the Company's 2014 annual report of A shares and on pages 111 to 115 of the Company's 2014 annual report of H shares. The terms of reference and modus operandi of the Audit and Risk Management Committee, the Remuneration Committee and the Nomination Committee have been published on the Company's website and the HKEx's website.

#### COMPLIANCE WITH THE CORPORATE GOVERNANCE CODE BY THE COMPANY

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 Corporate Governance Code for any part of the period from January 1, 2015 to June 30, 2015 save as disclosed below:

Code provision A.2.1 of the Corporate Governance Code provides that the roles of Chairman and Chief Executive Officer should be separate and should not be performed by the same individual. Mr. Ma Mingzhe has occupied the positions of both the Chairman of the Board of Directors and the Chief Executive Officer of the Company. However, the Board of Directors is of the opinion that the Company has built up a structure of the Board of Directors 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 integrated 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 recognized 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 of Directors and the management set out in the Articles of Association.

Based on the above reasons, the Board of Directors 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 all 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 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 "Our Compliance with the Corporate Governance Code" in the Corporate Governance Report on pages 122 to 123 of the Company's 2014 annual report of H shares.

### COMPLIANCE WITH THE MODEL CODE BY DIRECTORS AND SUPERVISORS OF THE COMPANY

In August 2007, the Company adopted a code of conduct regarding securities transactions by Directors and Supervisors of the Company (the "Code of Conduct"), which was amended in April 2014, on terms no less exacting than the required standard set out in the Model Code. Specific enquiry has been made to all Directors and Supervisors of the Company who have confirmed that they had complied with the required standard set out in the Model Code and the Code of Conduct for the period from January 1, 2015 to June 30, 2015.

## Significant Events

#### **INCOME TAX WITHHOLDING**

#### **Enterprise Income Tax Withholding of Overseas Non-Resident Enterprises**

Pursuant to the applicable provisions of the Enterprise Income Tax Law of the People's Republic of China which came into effect on January 1, 2008 and its implementing rules, the Company shall be obligated to withhold 10% enterprise income tax when it distributes 2015 interim dividend to non-resident enterprise holders of H shares, including Hong Kong Securities Clearing Company Nominees Limited, as listed on the Company's register of members of H shares on Monday, September 14, 2015 (the "Record Date"); after the legal opinion is provided by the resident enterprise shareholders within the stipulated time frame and upon the Company's confirmation of such opinion with tax authorities, the Company will not withhold any enterprise income tax when it distributes 2015 interim dividend to resident enterprise holders of H shares listed on the Company's register of members of H shares on the Record Date.

If any resident enterprise (as defined in the Enterprise Income Tax Law) listed on the Company's register of members of H shares which is duly incorporated in the PRC or under the laws of a foreign country (or a region) but with a PRC-based de facto management body, does not desire the Company to withhold the said 10% enterprise income tax, it shall submit to Computershare Hong Kong Investor Services Limited at or before 4:30 p.m. on Tuesday, September 8, 2015 a legal opinion, issued by a PRC mainland qualified lawyer (inscribed with the seal of the applicable law firm), that verifies its resident enterprise status.

### Individual Income Tax Withholding of Overseas Individual Shareholders

The Circular on the Questions Concerning Tax on the Profits Earned by Enterprises with Foreign Investment, Foreign Enterprises and Individual Foreigners from the Transfer of Stocks (Stock Rights) and on Dividend Income (Guo Shui Fa [1993] No. 045) was repealed on January 4, 2011, therefore individual holders of H shares who hold the Company's H shares and whose names appear on the register of members of H shares of the Company can no longer be exempted from PRC individual income tax. Upon the confirmation of the Company after having made consultation with the relevant tax authorities, and pursuant to the applicable provisions of the Individual Income Tax Law of the People's Republic of China and its implementation regulations, the individual resident shareholders outside the PRC shall pay individual income tax upon their receipt of the distributed dividends and bonus in respect of the shares issued by domestic non-foreign investment enterprises in Hong Kong, which shall be withheld by obligors on behalf of such individual shareholders by law. Those individual resident shareholders outside the PRC may, however, enjoy relevant preferential treatments in accordance with the provisions of applicable tax agreements signed between the countries where they belong to by virtue of residential identification and the PRC as well as the tax arrangements made between the Mainland China and Hong Kong (Macau).

Pursuant to the aforesaid tax regulations and the Notice of the State Administration of Taxation on Matters Concerning the Levy and Administration of Individual Income Tax after the Repeal of Guo Shui Fa [1993] No. 045 (Guo Shui Fa [2011] No. 348), the Company shall generally be obligated to withhold individual income tax at the tax rate of 10% when it distributes 2015 interim dividend to individual holders of H shares that appear on the Company's register of members of H shares on the Record Date. However, if stated in the tax regulations and relevant tax agreements otherwise, the Company will withhold individual income tax based on the amount of the dividend at the relevant tax rate and in accordance with the procedures as stipulated.

If individual holders appear on the Company's register of members of H shares, and who are citizens from the countries applying a tax rate of less than 10% under tax agreements, are not applicable to be withheld individual tax at the rate of 10% by the Company, the Company may handle applications on their behalf for preferential treatments as stipulated in relevant agreements pursuant to the Notice of the State Administration of Taxation on Issues about the Administrative Measures for Non-residents to Enjoy the Treatments of Tax Treaties (for Trial Implementation) (Guo Shui Fa [2009] No. 124). Qualified shareholders are required to submit to Computershare Hong Kong Investor Services Limited at or before 4:30 p.m. on Tuesday, September 8, 2015 a written authorization and relevant evidencing documents, which shall be handed on by the Company to the applicable tax authorities for approval, and then excess portion of the tax amounts withheld can be refunded.

The Company will withhold the enterprise income tax as well as the individual income tax for shareholders as required by law on the basis of the Company's register of members of H shares on the Record Date. The Company assumes no liability and will not deal with any dispute over income tax withholding triggered by failure to submit proof materials within the stipulated time frame, and holders of H shares of the Company shall either personally or appoint a representative to attend to the procedures in accordance with the applicable tax regulations and relevant provisions of the PRC.

The Company will withhold the income tax for the southbound trading shareholders as required by the Notice on Tax Policies for Pilot Mechanism of Shanghai-Hong Kong Stock Connect Program (Cai Shui [2014] No. 81) on the basis of the Company's register of members of H shares on the Record Date.

All investors are requested to read this report carefully. Shareholders are recommended to consult their taxation advisors regarding their holding and disposing of H shares of the Company for the PRC, Hong Kong and other tax effects involved.

### OTHER SIGNIFICANT EVENTS

No further significant events of the Company were required to be disclosed during the reporting period.

# Report on Review of Interim Condensed Consolidated Financial Information

To the shareholders of **Ping An Insurance (Group) Company of China, Ltd.** (Incorporated in mainland China with limited liability)

### INTRODUCTION

We have reviewed the interim condensed consolidated financial information set out on pages 79 to 125, which comprises the interim consolidated statement of financial position of Ping An Insurance (Group) Company of China, Ltd. (the "Company") and its subsidiaries (together, the "Group") as at 30 June 2015 and the related interim consolidated statements of income, comprehensive income, changes in equity and cash flows for the six-month period then ended, and a summary of significant accounting policies and other explanatory notes. The Rules Governing the Listing of Securities on the Stock Exchange of Hong Kong Limited require the preparation of a report on interim financial information to be in compliance with the relevant provisions thereof and International Accounting Standard 34 "Interim Financial Reporting" ("IAS 34"). The directors of the Company are responsible for the preparation and presentation of this interim condensed consolidated financial information in accordance with IAS 34. Our responsibility is to express a conclusion on this interim condensed consolidated financial information based on our review and to report our conclusion solely to you, as a body, in accordance with our agreed terms of engagement and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

### **SCOPE OF REVIEW**

We conducted our review in accordance with Hong Kong Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Hong Kong Institute of Certified Public Accountants. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Hong Kong Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### CONCLUSION

Based on our review, nothing has come to our attention that causes us to believe that the interim condensed consolidated financial information is not prepared, in all material respects, in accordance with IAS 34.

#### **PricewaterhouseCoopers**

Certified Public Accountants

Hong Kong 20 August 2015

# Interim Consolidated Statement of Income

For the six-month period ended 30 June 2015

For the six-month period ended 30 June (in RMB million)	Notes	2015 (Unaudited)	2014 (Unaudited)
Gross written premiums	5	212,275	179,395
Less: Premiums ceded to reinsurers		(12,911)	(13,875)
Net written premiums	5	199,364	165,520
Change in unearned premium reserves		(7,502)	(6,156)
Net earned premiums		191,862	159,364
Reinsurance commission income		3,888	4,367
Interest income from banking operations	6	66,171	57,191
Fees and commission income from non-insurance operations	7	20,431	11,194
Investment income	8	83,174	27,087
Share of profits and losses of associates and jointly controlled entities		(230)	(208)
Other income	9	11,003	7,050
Total income		376,299	266,045
Gross claims and policyholders' benefits	10	(178,774)	(130,665)
Less: Reinsurers' share and policyholders' benefits	10	7,186	6,656
Claims and policyholders' benefits		(171,588)	(124,009)
Commission expenses on insurance operations		(25,810)	(17,361)
Interest expenses on banking operations	6	(34,317)	(31,758)
Fees and commission expenses on non-insurance operations	7	(1,903)	(1,438)
Loan loss provisions, net of reversals	11, 20	(12,634)	(5,301)
Foreign exchange (losses)/gains		(440)	97
General and administrative expenses		(61,204)	(46,396)
Finance costs		(2,416)	(2,833)
Other expenses		(6,444)	(4,425)
Total expenses		(316,756)	(233,424)
Profit before tax	11	59,543	32,621
Income tax	12	(19,632)	(6,757)
Profit for the period		39,911	25,864
Attributable to:			
- Owners of the parent		34,649	21,362
- Non-controlling interests		5,262	4,502
		39,911	25,864
		RMB	RMB
Earnings per share attributable to ordinary equity holders of the parent:			
- Basic	15	1.90	1.35
- Diluted	15	1.90	1.28

Details of the interim dividends proposed and paid for the period are disclosed in Note 14 to the financial information.

# Interim Consolidated Statement of Comprehensive Income

For the six-month period ended 30 June (in RMB million)	Note	2015 (Unaudited)	2014 (Unaudited)
Profit for the period		39,911	25,864
Other comprehensive income			
Items that may be reclassified subsequently to profit or loss:			
Available-for-sale financial assets		3,307	7,901
Shadow accounting adjustments		(3,769)	289
Exchange differences on translation of foreign operations		(50)	15
Share of other comprehensive income of associates and jointly controlled entities		54	1
Income tax relating to components of other comprehensive income		529	(2,073)
Other comprehensive income for the period, net of tax	13	71	6,133
Total comprehensive income for the period		39,982	31,997
Attributable to:			
- Owners of the parent		34,508	27,323
- Non-controlling interests		5,474	4,674
		39,982	31,997

# Interim Consolidated Statement of Financial Position

(in RMB million)	Notes	30 June 2015 (Unaudited)	31 December 2014 (Audited)
Assets			
Cash and amounts due from banks and other financial institutions	16	453,837	398,485
Balances with the Central Bank and statutory deposits	17	305,934	313,728
Fixed maturity investments	18	1,891,061	1,608,736
Equity investments	19	318,166	241,690
Derivative financial assets		5,133	4,311
Loans and advances to customers	20	1,204,178	1,053,882
Premium receivables	21	36,310	30,740
Accounts receivable	22	13,243	14,983
Reinsurers' share of insurance liabilities		16,892	15,587
Finance lease receivable	23	47,411	37,908
Policyholder account assets in respect of insurance contracts	24	52,055	42,673
Policyholder account assets in respect of investment contracts	24	4,951	4,577
Investments in associates and jointly controlled entities	25	15,566	12,898
Investment properties		20,628	17,170
Property and equipment		30,046	28,341
Intangible assets		42,094	43,032
Deferred tax assets		16,440	12,354
Other assets	26	158,342	124,816
Total assets		4,632,287	4,005,911
Equity			
Share capital Reserves	27 28	9,140 193,121	8,892 181,597
Share capital		9,140 193,121 128,929	
Share capital Reserves Retained profits	28	193,121 128,929	181,597 99,075
Share capital Reserves Retained profits Equity attributable to owners of the parent	28	193,121 128,929 331,190	181,597 99,075 289,564
Share capital Reserves Retained profits	28 28	193,121 128,929	181,597 99,075
Share capital Reserves Retained profits Equity attributable to owners of the parent Non-controlling interests	28 28	193,121 128,929 331,190 73,308	181,597 99,075 289,564 64,252
Share capital Reserves Retained profits  Equity attributable to owners of the parent Non-controlling interests  Total equity	28 28	193,121 128,929 331,190 73,308	181,597 99,075 289,564 64,252
Share capital Reserves Retained profits  Equity attributable to owners of the parent Non-controlling interests  Total equity  Liabilities Due to banks and other financial institutions Other financial liabilities held for trading	28 28 28	193,121 128,929 331,190 73,308 404,498 654,354 5,627	181,597 99,075 289,564 64,252 353,816 456,153 4,747
Share capital Reserves Retained profits  Equity attributable to owners of the parent Non-controlling interests  Total equity  Liabilities  Due to banks and other financial institutions Other financial liabilities held for trading Assets sold under agreements to repurchase	28 28 28	193,121 128,929 331,190 73,308 404,498 654,354 5,627 109,886	181,597 99,075 289,564 64,252 353,816 456,153 4,747 99,672
Share capital Reserves Retained profits  Equity attributable to owners of the parent Non-controlling interests  Total equity  Liabilities  Due to banks and other financial institutions Other financial liabilities held for trading Assets sold under agreements to repurchase Derivative financial liabilities	28 28 28 30	193,121 128,929 331,190 73,308 404,498 654,354 5,627 109,886 3,572	181,597 99,075 289,564 64,252 353,816 456,153 4,747 99,672 2,770
Share capital Reserves Retained profits  Equity attributable to owners of the parent Non-controlling interests  Total equity  Liabilities  Due to banks and other financial institutions Other financial liabilities held for trading Assets sold under agreements to repurchase Derivative financial liabilities Customer deposits and payables to brokerage customers	28 28 28 30	193,121 128,929 331,190 73,308 404,498 654,354 5,627 109,886 3,572 1,663,896	181,597 99,075 289,564 64,252 353,816 456,153 4,747 99,672 2,770 1,510,448
Share capital Reserves Retained profits  Equity attributable to owners of the parent Non-controlling interests  Total equity  Liabilities  Due to banks and other financial institutions Other financial liabilities held for trading Assets sold under agreements to repurchase Derivative financial liabilities Customer deposits and payables to brokerage customers Accounts payable	28 28 28 30 31	193,121 128,929 331,190 73,308 404,498 654,354 5,627 109,886 3,572 1,663,896 2,369	181,597 99,075 289,564 64,252 353,816 456,153 4,747 99,672 2,770 1,510,448 2,721
Share capital Reserves Retained profits  Equity attributable to owners of the parent Non-controlling interests  Total equity  Liabilities Due to banks and other financial institutions Other financial liabilities held for trading Assets sold under agreements to repurchase Derivative financial liabilities Customer deposits and payables to brokerage customers Accounts payable Income tax payable	28 28 28 30 31 32	193,121 128,929 331,190 73,308 404,498 654,354 5,627 109,886 3,572 1,663,896 2,369 14,215	181,597 99,075 289,564 64,252 353,816 456,153 4,747 99,672 2,770 1,510,448 2,721 10,643
Share capital Reserves Retained profits  Equity attributable to owners of the parent Non-controlling interests  Total equity  Liabilities Due to banks and other financial institutions Other financial liabilities held for trading Assets sold under agreements to repurchase Derivative financial liabilities Customer deposits and payables to brokerage customers Accounts payable Income tax payable Insurance payables	28 28 28 30 31 32	193,121 128,929 331,190 73,308 404,498 654,354 5,627 109,886 3,572 1,663,896 2,369 14,215 56,037	181,597 99,075 289,564 64,252 353,816 456,153 4,747 99,672 2,770 1,510,448 2,721 10,643 65,660
Share capital Reserves Retained profits  Equity attributable to owners of the parent Non-controlling interests  Total equity  Liabilities  Due to banks and other financial institutions Other financial liabilities held for trading Assets sold under agreements to repurchase Derivative financial liabilities Customer deposits and payables to brokerage customers Accounts payable Income tax payable Insurance payables Insurance contract liabilities	28 28 28 30 31 32	193,121 128,929 331,190 73,308 404,498 654,354 5,627 109,886 3,572 1,663,896 2,369 14,215 56,037 1,350,787	181,597 99,075 289,564 64,252 353,816 456,153 4,747 99,672 2,770 1,510,448 2,721 10,643 65,660 1,206,816
Share capital Reserves Retained profits  Equity attributable to owners of the parent Non-controlling interests  Total equity  Liabilities  Due to banks and other financial institutions Other financial liabilities held for trading Assets sold under agreements to repurchase Derivative financial liabilities Customer deposits and payables to brokerage customers Accounts payable Income tax payable Insurance payables Insurance contract liabilities Investment contract liabilities for policyholders	28 28 28 30 31 32 33	193,121 128,929 331,190 73,308 404,498 654,354 5,627 109,886 3,572 1,663,896 2,369 14,215 56,037 1,350,787 40,492	181,597 99,075 289,564 64,252 353,816 456,153 4,747 99,672 2,770 1,510,448 2,721 10,643 65,660 1,206,816 38,330
Share capital Reserves Retained profits  Equity attributable to owners of the parent Non-controlling interests  Total equity  Liabilities  Due to banks and other financial institutions Other financial liabilities held for trading Assets sold under agreements to repurchase Derivative financial liabilities Customer deposits and payables to brokerage customers Accounts payable Income tax payable Insurance payables Insurance contract liabilities Investment contract liabilities for policyholders Policyholder dividend payable	28 28 28 30 31 32 33	193,121 128,929 331,190 73,308 404,498 654,354 5,627 109,886 3,572 1,663,896 2,369 14,215 56,037 1,350,787 40,492 30,850	181,597 99,075 289,564 64,252 353,816 456,153 4,747 99,672 2,770 1,510,448 2,721 10,643 65,660 1,206,816 38,330 28,673
Share capital Reserves Retained profits  Equity attributable to owners of the parent Non-controlling interests  Total equity  Liabilities Due to banks and other financial institutions Other financial liabilities held for trading Assets sold under agreements to repurchase Derivative financial liabilities Customer deposits and payables to brokerage customers Accounts payable Income tax payable Insurance payables Insurance contract liabilities Investment contract liabilities for policyholders Policyholder dividend payable Bonds payable	28 28 28 30 31 32 33	193,121 128,929 331,190 73,308 404,498 654,354 5,627 109,886 3,572 1,663,896 2,369 14,215 56,037 1,350,787 40,492 30,850 143,778	181,597 99,075 289,564 64,252 353,816 456,153 4,747 99,672 2,770 1,510,448 2,721 10,643 65,660 1,206,816 38,330 28,673 88,119
Share capital Reserves Retained profits  Equity attributable to owners of the parent Non-controlling interests  Total equity  Liabilities  Due to banks and other financial institutions Other financial liabilities held for trading Assets sold under agreements to repurchase Derivative financial liabilities Customer deposits and payables to brokerage customers Accounts payable Income tax payable Insurance payables Insurance contract liabilities Investment contract liabilities for policyholders Policyholder dividend payable Bonds payable Deferred tax liabilities	28 28 28 30 31 32 33	193,121 128,929 331,190 73,308 404,498 654,354 5,627 109,886 3,572 1,663,896 2,369 14,215 56,037 1,350,787 40,492 30,850 143,778 11,338	181,597 99,075 289,564 64,252 353,816 456,153 4,747 99,672 2,770 1,510,448 2,721 10,643 65,660 1,206,816 38,330 28,673 88,119 6,160
Share capital Reserves Retained profits  Equity attributable to owners of the parent Non-controlling interests  Total equity  Liabilities  Due to banks and other financial institutions Other financial liabilities held for trading Assets sold under agreements to repurchase Derivative financial liabilities Customer deposits and payables to brokerage customers Accounts payable Income tax payable Insurance payables Insurance contract liabilities Investment contract liabilities for policyholders Policyholder dividend payable Bonds payable Deferred tax liabilities Other liabilities	28 28 28 30 31 32 33	193,121 128,929 331,190 73,308 404,498 654,354 5,627 109,886 3,572 1,663,896 2,369 14,215 56,037 1,350,787 40,492 30,850 143,778 11,338 140,588	181,597 99,075 289,564 64,252 353,816 456,153 4,747 99,672 2,770 1,510,448 2,721 10,643 65,660 1,206,816 38,330 28,673 88,119 6,160 131,183
Share capital Reserves Retained profits  Equity attributable to owners of the parent Non-controlling interests  Total equity  Liabilities  Due to banks and other financial institutions Other financial liabilities held for trading Assets sold under agreements to repurchase Derivative financial liabilities Customer deposits and payables to brokerage customers Accounts payable Income tax payable Insurance payables Insurance contract liabilities Investment contract liabilities for policyholders Policyholder dividend payable Bonds payable Deferred tax liabilities	28 28 28 30 31 32 33	193,121 128,929 331,190 73,308 404,498 654,354 5,627 109,886 3,572 1,663,896 2,369 14,215 56,037 1,350,787 40,492 30,850 143,778 11,338	181,597 99,075 289,564 64,252 353,816 456,153 4,747 99,672 2,770 1,510,448 2,721 10,643 65,660 1,206,816 38,330 28,673 88,119 6,160

MA Mingzhe **SUN Jianyi YAO Jason Bo** Director Director Director

# Interim Consolidated Statement of Changes in Equity

		_						
For the six-month period ended 30 June 2015 (in RMB million)	Share capital (Unaudited)	Capital reserves (Unaudited)	Surplus reserve funds (Unaudited)	General reserves (Unaudited)	Exchange differences on translation of foreign operations (Unaudited)	Retained profits (Unaudited)	Non-controlling interests (Unaudited)	Total equity (Unaudited)
As at 1 January 2015	8,892	154,779	7,470	19,196	152	99,075	64,252	353,816
Profit for the period Other comprehensive	-	-	-	-	-	34,649	5,262	39,911
income for the period	-	(91)	-	-	(50)	-	212	71
Total comprehensive income for the period	-	(91)	-	-	(50)	34,649	5,474	39,982
Conversion of convertible bonds	248	8,871	-	-	-	-	-	9,119
Dividend declared (Note 14)	-	-	-	-	-	(4,570)	-	(4,570)
Appropriations to surplus reserves	-	-	124	-	-	(124)	-	-
Appropriations to general reserves	-	-	-	101	-	(101)	-	-
Dividend paid to non-controlling interests	-	-	-	-	-	-	(1,144)	(1,144)
Equity transactions with non-controlling interests	-	(746)	-	-	-	-	(1,091)	(1,837)
Contributions from non-controlling interests	-	953	-	-	-	-	5,874	6,827
Share purchase scheme	-	(217)	-	-	-	-	-	(217)
Others	-	2,579	-	-	-	-	(57)	2,522
As at 30 June 2015	9,140	166,128	7,594	19,297	102	128,929	73,308	404,498

_		Equ	ity attributable to	owners of the par	ent		_	
For the six-month period ended 30 June 2014 (in RMB million)	Share capital (Unaudited)	Capital reserves (Unaudited)	Surplus reserve funds (Unaudited)	General reserves (Unaudited)	Exchange differences on translation of foreign operations (Unaudited)	Retained profits (Unaudited)	Non-controlling interests (Unaudited)	Total equity (Unaudited)
As at 1 January 2014	7,916	82,679	6,982	14,680	111	70,341	56,996	239,705
Profit for the period Other comprehensive	-	-	-	-	-	21,362	4,502	25,864
income for the period	-	5,946	-	-	15	-	172	6,133
Total comprehensive income for the period	-	5,946	-	-	15	21,362	4,674	31,997
Dividend declared (Note 14)	-	-	-	-	-	(3,562)	-	(3,562)
Appropriations to general reserves	-	-	-	274	-	(274)	-	-
Dividend paid to non-controlling interests	-	-	-	-	-	-	(942)	(942)
Equity transactions with non-controlling interests	-	21	-	-	-	-	(468)	(447)
Contributions from non-controlling interests	-	(6)	-	-	-	-	298	292
Others	-	3	-	-	-	-	92	95
As at 30 June 2014	7,916	88,643	6,982	14,954	126	87,867	60,650	267,138

# Interim Consolidated Statement of Cash Flows

For the six-month period ended 30 June 2015

For the six-month period ended 30 June (in RMB million) No.	2015 ote (Unaudited)	2014 (Unaudited)
Net cash flows from operating activities	247,896	134,266
Cash flows from investing activities		
Purchases of investment properties, property and	(5.167)	(( (12)
equipment, and intangible assets  Proceeds from disposal of investment properties,	(5,167)	(6,613)
property and equipment, and intangible assets	124	373
Proceeds from disposal of investments	636,850	486,946
Purchases of investments	(800,686)	(653,028)
Term deposits placed, net	(9,641)	(10,023)
Acquisition of non-controlling interests in subsidiaries	(1,837)	(447)
Acquisition and disposal of subsidiaries, net	(116)	(556)
Interest received	45,010	36,974
Dividends received	8,805	3,828
Rentals received	803	861
Others	(9,660)	(7,202)
Net cash flows used in investing activities	(135,515)	(148,887)
Cash flows from financing activities		
Capital injected into subsidiaries by non-controlling interests	6,887	210
Proceeds from bonds issued	124,280	27,478
Decrease in assets sold under agreements to repurchase of		
insurance operations, net	32,994	31,724
Proceeds from borrowed funds	21,864	9,972
Repayment of borrowed funds	(72,479)	(9,746)
Interest paid	(4,907)	(6,800)
Dividends paid	(1,144)	(2,827)
Others	(1,560)	1,159
Net cash flows from financing activities	105,935	51,170
Net increase in cash and cash equivalents	218,316	36,549
Net foreign exchange differences	(199)	884
Cash and cash equivalents at beginning of the period	263,960	244,877
Cash and cash equivalents at end of the period	39 <b>482,077</b>	282,310

For the six-month period ended 30 June 2015

#### 1. CORPORATE INFORMATION

Ping An Insurance (Group) Company of China, Ltd. (the "Company") was registered in Shenzhen, the People's Republic of China (the "PRC") on 21 March 1988. The business scope of the Company includes investing in financial and insurance enterprises, as well as supervising and managing various domestic and overseas businesses of subsidiaries, and controlled funds. The Company and its subsidiaries are collectively referred to as the Group. The Group mainly provides integrated financial products and services and is engaged in life insurance, property and casualty insurance, trust, securities, banking and other businesses.

The registered office address of the Company is 15/F, 16/F, 17/F and 18/F, Galaxy Development Center, Fu Hua No.3 Road, Futian District, Shenzhen, Guangdong Province, China.

#### 2. BASIS OF PREPARATION

This interim condensed consolidated financial information has been prepared in accordance with IAS 34 "Interim Financial Reporting". This interim condensed consolidated financial information does not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the audited annual financial statements of the Group for the year ended 31 December 2014.

### 3. SIGNIFICANT ACCOUNTING POLICIES

#### (1) CHANGES IN ACCOUNTING POLICIES

Except as described below, the accounting policies applied are consistent with those of the annual financial statements for the year ended 31 December 2014, as described in those annual financial statements.

Amendment to IAS 19 - This narrow scope amendment applies to contributions from employees or third parties to defined benefit plans.

Annual improvements 2012 - These amendments include the following changes from the 2010-2012 cycle of the annual improvements project:

- IFRS 2, 'Share-based payment' The amendment clarifies the definition of a 'vesting condition' and separately defines 'performance condition' and 'service condition'.
- IFRS 3, 'Business combinations' and consequential amendments to IFRS 9, 'Financial instruments', IAS 37, 'Provisions, contingent liabilities and contingent assets', and IAS 39, 'Financial instruments Recognition and measurement'.
- IFRS 8, 'Operating segments' The standard is amended to require disclosure of the judgements made by management in aggregating operating segments and a reconciliation of segment assets to the entity's assets when segment assets are reported.

### 3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (1) CHANGES IN ACCOUNTING POLICIES (CONTINUED)

- IAS 16, 'Property, plant and equipment' and IAS 38, 'Intangible assets' Both standards are amended to clarify how the gross carrying amount and the accumulated depreciation are treated where an entity uses the revaluation model.
- IAS 24, 'Related Party Disclosures' The reporting entity is not required to disclose the compensation paid by the management entity (as a related party) to the management entity's employee or directors, but it is required to disclose the amounts charged to the reporting entity by the management entity for services provided.

Annual improvements 2013 - The amendments include the following changes from the 2011-2013 cycle of the annual improvements project:

- IFRS 3, 'Business combinations' It clarifies that IFRS 3 does not apply to the accounting for the formation of any joint arrangement under IFRS 11 in the financial statements of the joint arrangement.
- IFRS 13, 'Fair value measurement' It clarifies that the portfolio exception in IFRS 13, which allows an entity to measure the fair value of a group of financial assets and financial liabilities on a net basis, applies to all contracts (including non-financial contracts) within the scope of IAS 39 or IFRS 9.
- IAS 40, 'Investment property' Preparers also need to refer to the guidance in IFRS 3 to determine whether the acquisition of an investment property is a business combination.

The adoption of the above amendments/interpretations has had no significant effect on the condensed interim financial statements for the period ended 30 June 2015.

### (2) CHANGES IN ACCOUNTING ESTIMATES

Material judgment is required in determining insurance contract liabilities and in choosing discount rates/investment return, mortality, morbidity, lapse rates, policy dividend, and expenses assumptions relating to long term life insurance contracts. Such assumptions should be determined based on current information available at the end of the reporting period. The Group has changed the above assumptions based on current information available as at 30 June 2015 (mainly decreased tax and liquidity premium in the assumption of discount rates), and updated the estimate of future cash flows, with the corresponding impact on insurance contract liabilities taken into the current period's statement of income. As a result of such changes in assumptions, long term life insurance policyholders' reserves were increased by RMB12,384 million as at 30 June 2015 and the profit before tax for the six-month period ended 30 June 2015 was decreased by RMB12,384 million.

For the six-month period ended 30 June 2015

### **SEGMENT REPORTING**

The composition of the Group's operating segments for the six-month period ended 30 June 2015 is consistent with that for the year ended 31 December 2014.

The segment analysis for the six-month period ended 30 June 2015 is as follows:

(in RMB million)	Life insurance (Unaudited)	Property and casualty insurance (Unaudited)	Banking (Unaudited)	Securities (Unaudited)	Trust (Unaudited)	Corporate (Unaudited)	Others (Unaudited)	Eliminations (Unaudited)	Total (Unaudited)
Gross written premiums	130,691	81,584	-	-	-	-	-	-	212,275
Less: Premiums ceded to reinsurers	(2,809)	(10,102)	-	-	-	-	-	-	(12,911)
Change in unearned premium reserves	(250)	(7,252)	-	-	-	-	-	-	(7,502)
Net earned premiums	127,632	64,230	-	-	-	-	-	-	191,862
Reinsurance commission income	444	3,444	-	-	-	-	-	-	3,888
Interest income from banking operations	-	-	66,126	-	-	-	-	45	66,171
Fees and commission income from									
non-insurance operations	-	-	15,463	3,288	2,080	-	1,364	(1,764)	20,431
Including: Inter-segment fees and commission income from									
non-insurance operations	-	-	247	38	115	-	1,364	(1,764)	-
Investment income	70,801	6,839	1,909	1,872	978	819	1,735	(1,779)	83,174
Including: Inter-segment investment income	1,252	92	-	258	6	5	166	(1,779)	-
Share of profits and losses of associates and jointly controlled entities	14	-	35	-	(7)	-	(272)	-	(230)
Other income	3,964	322	44	29	276	232	13,122	(6,986)	11,003
Including: Inter-segment other income	2,830	7	3	-	-	225	3,921	(6,986)	-
Total income	202,855	74,835	83,577	5,189	3,327	1,051	15,949	(10,484)	376,299
Claims and policyholders' benefits Commission expenses on	(134,981)	(36,607)	-	-	-	-	-	-	(171,588)
insurance operations	(18,377)	(9,418)	-	-	-	-	-	1,985	(25,810)
Interest expenses on banking operations	-	-	(35,496)	-	-	-	-	1,179	(34,317)
Fees and commission expenses on									
non-insurance operations	-	-	(1,239)	(416)	(238)	-	(291)	281	(1,903)
Loan loss provisions, net of reversals	-	-	(12,624)	-	-	-	(10)	-	(12,634)
Foreign exchange (losses)/gains	(109)	(5)	(515)	-	(4)	87	106	-	(440)
General and administrative expenses	(15,557)	(17,672)	(18,703)	(2,506)	(1,145)	(429)	(8,135)	2,943	(61,204)
Finance costs	(864)	(16)	-	(283)	(243)	(210)	(915)	115	(2,416)
Other expenses	(5,159)	(103)	(147)	(9)	(288)	-	(4,628)	3,890	(6,444)
Total expenses	(175,047)	(63,821)	(68,724)	(3,214)	(1,918)	(552)	(13,873)	10,393	(316,756)
Profit before tax	27,808	11,014	14,853	1,975	1,409	499	2,076	(91)	59,543
Income tax	(12,318)	(2,284)	(3,579)	(369)	(409)	(44)	(629)	-	(19,632)
Profit for the period	15,490	8,730	11,274	1,606	1,000	455	1,447	(91)	39,911

### 4. SEGMENT REPORTING (CONTINUED)

The segment analysis for the six-month period ended 30 June 2014 is as follows:

	Life insurance	Property and casualty insurance	Banking	Securities	Trust	Corporate	Others	Eliminations	Total
(in RMB million)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Gross written premiums	110,543	68,852	-	-	-	-	-	-	179,395
Less: Premiums ceded to reinsurers	(2,486)	(11,389)	-	-	-	-	-	-	(13,875)
Change in unearned premium reserves	(526)	(5,630)	-	-	-	-	_	-	(6,156)
Net earned premiums	107,531	51,833	-	-	-	-	-	-	159,364
Reinsurance commission income	497	3,870	-	-	-	-	-	-	4,367
Interest income from banking operations	-	-	57,194	-	-	-	-	(3)	57,191
Fees and commission income from non-insurance operations	_	_	8,941	857	1,654	_	1,134	(1,392)	11,194
Including: Inter-segment fees and commission income from			0,511	037	1,031		1,131	(1,572)	11,131
non-insurance operations	-	-	75	-	625	-	692	(1,392)	-
Investment income	19,437	3,134	1,930	668	536	914	1,771	(1,303)	27,087
Including: Inter-segment investment income	975	25	-	10	20	2	271	(1,303)	-
Share of profits and losses of associates and jointly controlled entities	(16)	_	9	-	(69)	1	(133)	_	(208)
Other income	3,171	222	88	13	271	182	8,094	(4,991)	7,050
Including: Inter-segment other income	2,165	6	-	-	-	177	2,643	(4,991)	-
Total income	130,620	59,059	68,162	1,538	2,392	1,097	10,866	(7,689)	266,045
Claims and policyholders' benefits	(93,794)	(30,215)	-	-	-	-	-	-	(124,009)
Commission expenses on insurance operations	(11,471)	(7,336)	-	-	-	-	-	1,446	(17,361)
Interest expenses on banking operations	-	-	(32,604)	-	-	-	-	846	(31,758)
Fees and commission expenses on non-insurance operations	-	-	(1,170)	(60)	(247)	-	(53)	92	(1,438)
Loan loss provisions, net of reversals	-	_	(5,294)	-	-	-	(7)	-	(5,301)
Foreign exchange (losses)/gains	35	4	80	_	_	_	(22)	_	97
General and administrative expenses	(9,832)	(15,258)	(16,068)	(881)	(807)	(252)	(5,719)	2,421	(46,396)
Finance costs	(723)	(82)	-	-	(355)	(732)	(999)	58	(2,833)
Other expenses	(4,092)	(83)	(24)	(1)	(4)	(4)	(2,895)	2,678	(4,425)
Total expenses	(119,877)	(52,970)	(55,080)	(942)	(1,413)	(988)	(9,695)	7,541	(233,424)
Profit before tax	10,743	6,089	13,082	596	979	109	1,171	(148)	32,621
Income tax	(1,447)	(1,593)	(3,200)	(90)	(231)	-	(196)	-	(6,757)
Profit for the period	9,296	4,496	9,882	506	748	109	975	(148)	25,864

The segment assets as at 30 June 2015 and 31 December 2014 are as follows:

(in RMB million)	Life insurance	and casualty insurance	Banking	Securities	Trust	Corporate	Others	Eliminations	Total
At 30 June 2015 (Unaudited)	1,551,760	219,952	2,578,496	114,768	36,388	58,896	156,563	(84,536)	4,632,287
At 31 December 2014 (Audited)	1,382,327	192,351	2,202,449	61,878	36,761	62,197	130,136	(62,188)	4,005,911

For the six-month period ended 30 June 2015

### 5. GROSS AND NET WRITTEN PREMIUMS

For the six-month period ended 30 June (in RMB million)	2015 (Unaudited)	2014 (Unaudited)
Gross written premiums and premium deposits	254,329	217,162
Less: Premium deposits of policies without significant insurance risk		
transfer	(1,480)	(1,576)
Premium deposits separated out from universal life and	444 43	(26.404)
investment-linked products	(40,574)	(36,191)
Gross written premiums	212,275	179,395
Long term life business gross written premiums	121,556	103,706
Short term life business gross written premiums	9,135	6,837
Property and casualty business gross written premiums	81,584	68,852
Gross written premiums	212,275	179,395
Gross written premiums		
Life insurance		
Individual life insurance	113,990	94,627
Bancassurance	9,006	10,406
Group life insurance	7,695	5,510
	130,691	110,543
Property and casualty insurance		
Automobile insurance	61,944	52,142
Non-automobile insurance	17,667	15,051
Accident and health insurance	1,973	1,659
	81,584	68,852
Gross written premiums	212,275	179,395
Net of reinsurance premiums ceded		
Life insurance		
Individual life insurance	111,256	92,347
Bancassurance	8,990	10,386
Group life insurance	7,636	5,324
	127,882	108,057
Property and casualty insurance		
Automobile insurance	55,455	44,335
Non-automobile insurance	14,068	11,487
Accident and health insurance	1,959	1,641
	71,482	57,463
Net written premiums	199,364	165,520
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### 6. NET INTEREST INCOME FROM BANKING OPERATIONS

For the six-month period ended 30 June (in RMB million)	2015 (Unaudited)	2014 (Unaudited)
Interest income from banking operations		
Due from the Central Bank	2,067	1,860
Due from financial institutions	6,310	11,086
Loans and advances to customers		
Corporate loans and advances to customers	22,014	17,604
Individual loans and advances to customers	20,103	15,497
Discounted bills	258	115
Bonds	15,150	10,856
Others	269	173
Subtotal	66,171	57,191
Interest expenses on banking operations		
Due to the Central Bank	26	18
Due to financial institutions	10,701	15,084
Customer deposits	21,511	16,116
Bonds payable	2,079	540
Subtotal	34,317	31,758
Net interest income from banking operations	31,854	25,433

# 7. NET FEES AND COMMISSION INCOME FROM NON-INSURANCE OPERATIONS

For the six-month period ended 30 June	2015	2014
(in RMB million)	(Unaudited)	(Unaudited)
Fees and commission income from non-insurance operations		
Fees and commission income from banking business	15,370	8,866
Trust service fees income	1,879	1,402
Brokerage fees	2,178	426
Underwriting commission income	679	252
Others	325	248
Subtotal	20,431	11,194
Fees and commission expenses on non-insurance operations		
Fees and commission expenses on banking business	1,234	1,167
Brokerage fees paid	413	51
Others	256	220
Subtotal	1,903	1,438
Net fees and commission income from non-insurance operations	18,528	9,756

For the six-month period ended 30 June 2015

### 8. INVESTMENT INCOME

For the six-month period ended 30 June (in RMB million)	2015 (Unaudited)	2014 (Unaudited)
Net investment income	42,483	33,466
Realized gains	42,677	1,339
Unrealized gains	374	222
Impairment losses	(2,360)	(7,940)
Total investment income	83,174	27,087
(1) NET INVESTMENT INCOME		
For the six-month period ended 30 June (in RMB million)	2015 (Unaudited)	2014 (Unaudited)
Interest income from non-banking operations on fixed maturity investments		
Bonds and debt schemes		
- Held-to-maturity	13,972	13,465
- Available-for-sale	3,143	2,939
- Carried at fair value through profit or loss	119	116
- Loans and receivables	7,026	4,489
Term deposits		
- Loans and receivables	6,157	5,841
Current accounts		
- Loans and receivables	243	160
Others		
- Available-for-sale	495	638
- Carried at fair value through profit or loss	11	105
- Loans and receivables	3,093	1,806
Dividend income on equity investments		
Equity investment funds		
- Available-for-sale	6,220	1,521
- Carried at fair value through profit or loss	769	743
Equity securities		
- Available-for-sale	2,131	2,395
- Carried at fair value through profit or loss	64	15
Operating lease income from investment properties	809	817
Interest expenses on assets sold under agreements to repurchase		
and replacements from banks and other financial institutions	(1,769)	(1,584)
	42,483	33,466

### 8. INVESTMENT INCOME (CONTINUED)

### (2) REALIZED GAINS

For the six-month period ended 30 June	2015	2014
(in RMB million)	(Unaudited)	(Unaudited)
Fixed maturity investments		
- Available-for-sale	895	(268)
- Carried at fair value through profit or loss	421	(3)
- Loans and receivables	150	(10)
Equity investments		
- Available-for-sale	39,148	(484)
- Carried at fair value through profit or loss	427	(244)
- Subsidiaries, associates and jointly controlled entities (i)	39	87
Derivative financial instruments		
- Carried at fair value through profit or loss	(109)	169
Gain on disposal of bills	1,024	1,883
Income from precious metal transactions	682	209
	42,677	1,339

(i) This refers to gains from disposals of subsidiaries, associates and jointly controlled entities.

### (3) UNREALIZED GAINS

For the six-month period ended 30 June	2015	2014
(in RMB million)	(Unaudited)	(Unaudited)
Fixed maturity investments		
- Carried at fair value through profit or loss	(17)	199
Equity investments		
- Carried at fair value through profit or loss	499	8
Derivative financial instruments		
- Carried at fair value through profit or loss	(108)	15
	374	222

### (4) IMPAIRMENT LOSSES

For the six-month period ended 30 June	2015	2014
(in RMB million)	(Unaudited)	(Unaudited)
Fixed maturity investments		
- Held-to-maturity	(1)	-
- Loan and receivables	(2,259)	(300)
Equity investments		
- Available-for-sale	(100)	(7,640)
	(2,360)	(7,940)

For the six-month period ended 30 June 2015

### 9. OTHER INCOME

For the six-month period ended 30 June (in RMB million)	2015 (Unaudited)	2014 (Unaudited)
Sales of goods of Shanghai Jahwa (Group) Company Ltd.		
("Shanghai Jahwa")	2,939	2,556
Management income from investment-linked products and		
income from investment contracts	402	314
Expressway toll fee income	532	529
Annuity management fee income	332	180
Consulting income	1,093	538
Finance leasing income	1,745	837
Income from financial guarantees	1,145	357
Income from customer loyalty program	293	303
Account management fees	1,129	548
Others	1,393	888
	11,003	7,050

### 10. CLAIMS AND POLICYHOLDERS' BENEFITS

(1)

	2015		
For the six-month period ended 30 June (in RMB million)	Gross (Unaudited)	Reinsurers' share (Unaudited)	Net (Unaudited)
Claims and claim adjustment expenses	51,144	(6,987)	44,157
Surrenders	11,173	-	11,173
Annuities	2,728	-	2,728
Maturities and survival benefits	10,836	-	10,836
Policyholder dividends	4,776	-	4,776
Increase in policyholders' reserves	84,113	(199)	83,914
Interest credited to policyholder contract deposits	14,004	-	14,004
	178,774	(7,186)	171,588

		2014	
For the six-month period ended 30 June (in RMB million)	Gross (Unaudited)	Reinsurers' share (Unaudited)	Net (Unaudited)
Claims and claim adjustment expenses	41,832	(6,493)	35,339
Surrenders	5,053	-	5,053
Annuities	2,583	-	2,583
Maturities and survival benefits	10,737	-	10,737
Policyholder dividends	3,361	-	3,361
Increase in policyholders' reserves	60,740	(163)	60,577
Interest credited to policyholder contract deposits	6,359	_	6,359
	130,665	(6,656)	124,009

### 10. CLAIMS AND POLICYHOLDERS' BENEFITS (CONTINUED)

(2)

For the six-month period ended 30 June (in RMB million)	Gross (Unaudited)	Reinsurers' share (Unaudited)	Net (Unaudited)
Long term life insurance contract benefits	133,032	(2,074)	130,958
Short term life insurance claims	4,175	(156)	4,019
Property and casualty insurance claims	41,567	(4,956)	36,611
	178,774	(7,186)	171,588
		2014	
For the six-month period ended 30 June (in RMB million)	Gross (Unaudited)	Reinsurers' share (Unaudited)	Net (Unaudited)
Long term life insurance contract benefits	92,861	(1,666)	91,195
Short term life insurance claims	2,863	(262)	2,601
Property and casualty insurance claims	34,941	(4,728)	30,213
	130,665	(6,656)	124,009

2015

### 11. PROFIT BEFORE TAX

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

For the six-month period ended 30 June	2015	2014
(in RMB million)	(Unaudited)	(Unaudited)
Employee costs	26,767	19,070
Interest expenses on policyholder contract deposits and		
investment contract reserves	15,233	7,033
Depreciation of investment properties	423	335
Depreciation of property and equipment	1,290	816
Amortization of intangible assets	744	936
Provision for doubtful debts, net	376	166
Provision for loans, net	12,634	5,301
Cost of sales of Shanghai Jahwa	1,184	915

### 12. INCOME TAX

For the six-month period ended 30 June (in RMB million)	2015 (Unaudited)	2014 (Unaudited)
Current income tax	18,011	10,232
Deferred income tax	1,621	(3,475)
	19,632	6,757

As at 30 June 2015, the Group reviewed the carrying amount of deferred tax assets. Based on current information available and the tax planning strategies, the Group believed it is probable that future taxable profit will not be adequate against deferred tax assets, resulting in the reversal of the deferred tax assets recognised in 2008 related to the impairment provision of the investment in Fortis ("Ageas" now). It led to a decrease of deferred tax assets by RMB5,251 million as at 30 June 2015, a decrease of net profit by RMB5,697 million and an increase of other comprehensive income by RMB446 million for the six-month period ended 30 June 2015.

For the six-month period ended 30 June 2015

### 13. OTHER COMPREHENSIVE INCOME

For the six-month period ended 30 June (in RMB million)	2015 (Unaudited)	2014 (Unaudited)
Items that may be reclassified subsequently to profit or loss:		
Available-for-sale financial assets:		
Changes in fair value	42,791	(491)
Reclassification adjustments for (losses)/gains included in the statement of income	•	
- (Losses)/gains on disposal	(39,584)	752
- Impairment losses	100	7,640
Income tax effect	(413)	(2,001)
	2,894	5,900
Shadow accounting adjustments	(3,769)	289
Income tax effect	942	(72)
	(2,827)	217
Exchange differences on translation of foreign operations	(50)	15
Share of other comprehensive income of associates and		
jointly controlled entities	54	1
	71	6,133
14. DIVIDENDS		
For the six-month period ended 30 June (in RMB million)	2015 (Unaudited)	2014 (Audited)
In respect of previous year:		
2014 final dividend		
- RMB0.5 (2013: RMB0.45) per ordinary share (i)	4,570	3,562
In respect of current year:		

<sup>(</sup>i) On 19 March 2015, the Board of Directors of the Company approved the Resolution of the Profit Appropriation Plan for 2014, agreeing to declare a final cash dividend in the amount of RMB0.50 per share based on the total shares of 9,140,120,705. The amount of the cash dividend for 2014 was RMB4,570 million accordingly. It also agreed to convert capital reserves to share capital, in a proportion of 10 shares for every 10 shares held. On 15 June 2015, the above profit appropriation plan was approved by the shareholders of the Company at the annual general meeting.

2015 interim dividend

- RMB0.18 (2014: RMB0.25) per ordinary share (ii)

3,290

1,979

<sup>(</sup>ii) On 4 August 2015, the conversion of capital reserve into share capital was completed and the total number of shares of the Company altered to 18,280,241,410 shares. On 20 August 2015, the Board of Directors of the Company approved the Resolution of the Profit Appropriation Plan for Interim Dividend of 2015, agreeing to declare an interim cash dividend of RMB0.18 per share for 2015. The amount of the interim cash dividend for 2015 would be RMB3,290 million, based on the number of shares after conversion. It was not recognized as a liability as at 30 June 2015.

### 15. EARNINGS PER SHARE

### (1) BASIC

Basic earnings per share is calculated by dividing the profit attributable to owners of the parent by the weighted average number of ordinary shares in issue during the six-month period ended 30 June 2015 excluding ordinary shares purchased by the Company and held as treasury shares.

The Company completed the conversion of capital reserves to share capital in a proportion of 10 shares for every 10 shares held after the balance sheet date (Note 43) but before the date that financial statements are approved to issue. The basic and diluted earnings per share figures for the current period and for prior periods have been presented on the basis of the new number of shares according to "IAS 33-Earnings per Share".

	2015	2014
For the six-month period ended 30 June	(Unaudited)	(Unaudited)
Profit attributable to owners of the parent (in RMB million)	34,649	21,362
Weighted average number of ordinary shares in issue (million shares)	18,263	15,832
Basic earnings per share (in RMB)	1.90	1.35

### (2) DILUTED

Diluted earnings per share is calculated by dividing the adjusted profit attributable to owners of the parent by adjusting the weighted average number of ordinary shares outstanding to assume conversion of all dilutive potential ordinary shares. For the six-month period ended 30 June 2015, the shares granted by the Company under the share purchase scheme (Note 29) and convertible bonds have potential dilutive effect on the earnings per share. (Six-month period ended 30 June 2014: one category of dilutive potential ordinary shares: convertible bonds).

2015	2014
(Unaudited)	(Unaudited)
34,649	21,362
11	433
34,660	21,795
18,263	15,832
4	-
13	1,258
18,280	17,090
1.90	1.28
	(Unaudited)  34,649 11 34,660  18,263 4 13

For the six-month period ended 30 June 2015

### 16. CASH AND AMOUNTS DUE FROM BANKS AND OTHER FINANCIAL INSTITUTIONS

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Cash on hand	4,681	4,168
Term deposits	223,375	211,107
Due from banks and other financial institutions	156,514	137,369
Placements with banks and other financial institutions (i)	69,267	45,841
	453,837	398,485

(i) Details of placements with banks and other financial institutions are as follows:

(in RMB million)	30 June 2015 (Unaudited)	31 December 2014 (Audited)
		· · · · · · · · · · · · · · · · · · ·
Placements with banks	68,656	43,708
Placements with other financial institutions	635	2,157
Gross	69,291	45,865
Less: Provision for placements with banks and other financial institutions	(24)	(24)
Net	69,267	45,841

As at 30 June 2015, cash and amounts due from banks and other financial institutions of RMB314 million (31 December 2014: RMB233 million) were restricted from use.

### 17. BALANCES WITH THE CENTRAL BANK AND STATUTORY DEPOSITS

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Statutory reserve deposits with the Central Bank for banking operations - RMB	233,786	244,744
Statutory reserve deposits with the Central Bank for banking operations - Foreign Currency	5,686	6,221
Statutory reserve deposits with the Central Bank for banking operations (i)	239,472	250,965
Unrestricted deposits with the Central Bank	52,763	49,238
Other deposits with the Central Bank	1,710	1,936
Statutory deposits for insurance operations (ii)	11,989	11,589
	305,934	313,728

(i) In accordance with relevant regulations, bank operations are required to place mandatory reserve deposits with the People's Bank of China for customer deposits in both RMB and foreign currencies. As at 30 June 2015, the mandatory deposits are calculated at 16.5% (31 December 2014: 18%) of customer deposits denominated in RMB and 5% (31 December 2014: 5%) of customer deposits denominated in foreign currencies. Mandatory reserve deposits are not available for use by the Group in its day to day operations.

### 17. BALANCES WITH THE CENTRAL BANK AND STATUTORY DEPOSITS (CONTINUED)

(ii) Details of statutory deposits for insurance operations are as follows:

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Ping An Life Insurance Company of China, Ltd. ("Ping An Life")	6,760	6,760
Ping An Property & Casualty Insurance Company of China, Ltd. ("Ping An Property & Casualty")	4,200	3,800
Ping An Annuity Insurance Company of China, Ltd.	872	872
Ping An Health Insurance Company of China, Ltd.	157	157
	11,989	11,589

Statutory deposits for insurance operations are placed with PRC banks in accordance with the PRC Insurance Law and relevant regulations based on 20% of the registered capital for the insurance company subsidiaries and 5% of the registered capital for insurance sales agency subsidiaries within the Group, respectively.

### 18. FIXED MATURITY INVESTMENTS

(in RMB million)	30 June 2015 (Unaudited)	31 December 2014 (Audited)
Bonds	1,038,203	952,032
Asset management schemes	245,637	167,142
Debt schemes and trust schemes	193,646	182,607
Policy loans	47,573	37,886
Assets purchased under reverse repurchase agreements	334,710	197,177
Wealth management products	31,292	71,892
	1,891,061	1,608,736

### (1) BONDS:

(in RMB million)	30 June 2015 (Unaudited)	31 December 2014 (Audited)
Held-to-maturity	832,078	783,497
Available-for-sale, at fair value	154,052	130,126
Held-for-trading	42,825	30,834
Loans and receivables	9,248	7,575
	1,038,203	952,032
Government bonds	231,176	189,757
Finance bonds	448,487	442,059
Corporate bonds	358,540	320,216
	1,038,203	952,032
Listed	125,018	111,362
Unlisted	913,185	840,670
	1,038,203	952,032

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### 18. FIXED MATURITY INVESTMENTS (CONTINUED)

### (2) ASSETS PURCHASED UNDER REVERSE REPURCHASE AGREEMENTS:

30 June	2015	31 December 2014
(in RMB million) (Unauc	lited)	(Audited)
Trust beneficial right 75	,148	124,702
Bonds 241	,767	15,625
Bills 13	,322	50,807
Finance lease receivable	268	323
Others 4	,232	5,748
Gross 334	,737	197,205
Less: Provision for impairment losses	(27)	(28)
<u>Net</u> 334	,710	197,177

During 2013, the Group's subsidiary Ping An Bank Co., Ltd. ("Ping An Bank") reclassified bonds with a fair value of RMB91,675 million from available-for-sale financial investments to held-to-maturity financial assets reflecting its positive intention and ability to hold them until maturity. As at 30 June 2015, the carrying amount of these bonds was RMB83,728 million (31 December 2014: RMB88,294 million) while the corresponding fair value was RMB83,711 million (31 December 2014: RMB87,850 million). If these bonds were not reclassified, unrealized gains of RMB487 million would have been recognized in the available-for-sale financial assets reserves for the period ended 30 June 2015. During the period, other comprehensive income in the amount of RMB369 million recognized prior to the reclassification was reversed.

### 19. EQUITY INVESTMENTS

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Equity investment funds	81,681	52,096
Equity securities	176,580	142,742
Other equity investments	59,905	46,852
	318,166	241,690

### (1) EQUITY INVESTMENT FUNDS

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Available-for-sale, at fair value	65,304	35,417
Held for trading	16,377	16,679
	81,681	52,096
Listed	16,666	9,058
Unlisted	65,015	43,038
	81,681	52,096

### 19. EQUITY INVESTMENTS (CONTINUED)

### (2) EQUITY SECURITIES

(in RMB million)	30 June 2015 (Unaudited)	31 December 2014 (Audited)
Available-for-sale, at fair value	172,775	141,812
Held for trading	3,805	930
	176,580	142,742
Listed	176,358	142,509
Unlisted	222	233
	176,580	142,742
(3) OTHER EQUITY INVESTMENTS		
(in RMB million)	30 June 2015	31 December 2014

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Available-for-sale, at fair value	54,696	40,016
Available-for-sale, at cost	2,950	4,064
Carried at fair value through profit or loss		
Held-for-trading	1,797	2,291
Designated at fair value through profit or loss	rough profit or loss 462	481
	59,905	46,852
Unlisted	59,905	46,852

### 20. LOANS AND ADVANCES TO CUSTOMERS

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Corporate customers		
Loans	793,292	664,509
Discounted bills	14,232	12,413
Individual customers		
Operating loans	119,955	116,896
Credit cards	128,953	114,445
Property mortgages	50,109	55,365
Vehicle loans	71,125	65,495
Others	55,576	46,114
Gross	1,233,242	1,075,237
Less: Loan loss provisions	(29,064)	(21,355)
Net	1,204,178	1,053,882

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### 20. LOANS AND ADVANCES TO CUSTOMERS (CONTINUED)

Movement of loan loss provisions is as follows:

	For the six-month period ended 30 June 2015			For the year ended 31 December 2014			
(in RMB million)	Individually assessed (Unaudited)	Collectively assessed (Unaudited)	Total (Unaudited)	Individually assessed (Audited)	Collectively assessed (Audited)	Total (Audited)	
As at 1 January	2,220	19,135	21,355	1,933	13,476	15,409	
Acquisition of subsidiaries	-	-	-	29	-	29	
Charge for the period/year	2,371	10,263	12,634	5,640	8,974	14,614	
Write-off and transfer out during the period/year Write-backs during the period/year	(3,736)	(2,873)	(6,609)	(5,420)	(3,681)	(9,101)	
<ul><li>Recovery of loans written off previously</li><li>Interest accrued on impaired</li></ul>	1,648	253	1,901	353	375	728	
loans and advances	(206)	-	(206)	(313)	_	(313)	
Other changes for the period/year	(2)	(9)	(11)	(2)	(9)	(11)	
As at 30 June/31 December	2,295	26,769	29,064	2,220	19,135	21,355	

As at 30 June 2015, no discounted bills were pledged as assets sold under agreements to repurchase (31 December 2014: RMB194 million).

As at 30 June 2015, discounted bills with a carrying amount of RMB2,871 million (31 December 2014: RMB2,709 million) were pledged as collateral for amounts due to the Central Bank.

### 21. PREMIUM RECEIVABLES

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Premium receivables	37,139	31,302
Less: Provision for doubtful receivables	(829)	(562)
Premium receivables, net	36,310	30,740
Life insurance	6,461	6,615
Property and casualty insurance	29,849	24,125
Premium receivables, net	36,310	30,740

The credit terms of premium receivables granted are generally from one to six months, and non-interest bearing.

An aging analysis of premium receivables is as follows:

(in RMB million)	30 June 2015 (Unaudited)	31 December 2014 (Audited)
Within 3 months	35,792	30,482
Over 3 months but within 1 year	998	547
Over 1 year	349	273
	37,139	31,302

### 22. ACCOUNTS RECEIVABLE

(in RMB million)	30 June 2015 (Unaudited)	31 December 2014 (Audited)
Receivables under factoring	10,261	12,261
Others	3,779	3,429
Gross	14,040	15,690
Less: provision for accounts receivable	(797)	(707)
Net	13,243	14,983

### 23. FINANCE LEASE RECEIVABLE

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Finance lease receivable, net of unearned finance income	48,264	38,484
Less: Provision for impairment losses	(853)	(576)
Net	47,411	37,908

### 24. POLICYHOLDER ACCOUNT ASSETS IN RESPECT OF INSURANCE/ **INVESTMENT CONTRACTS**

### (1) POLICYHOLDER ACCOUNT ASSETS IN RESPECT OF INSURANCE CONTRACTS

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Cash and amounts due from banks and other financial institutions	6,453	5,205
Equity investments	35,366	27,622
Fixed maturity investments, at fair value	9,109	8,464
Fixed maturity investments, at amortized cost	709	721
Other assets	418	661
	52,055	42,673

### (2) POLICYHOLDER ACCOUNT ASSETS IN RESPECT OF INVESTMENT CONTRACTS

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Cash and amounts due from banks and other financial institutions	1,220	918
Equity investments	1,924	1,292
Fixed maturity investments, at fair value	1,474	1,988
Fixed maturity investments, at amortized cost	218	252
Other assets	115	127
	4,951	4,577

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### 25. INVESTMENTS IN ASSOCIATES AND JOINTLY CONTROLLED ENTITIES

The Group's investments in major associates and jointly controlled entities as at 30 June 2015 are as follows:

(in RMB million)	30 June 2015 (Unaudited)	31 December 2014 (Audited)
Associates		
Veolia Water (Kunming) Investment Co., Ltd.	220	220
Veolia Water (Yellow River) Investment Co., Ltd.	231	271
Veolia Water (Liuzhou) Investment Co., Ltd.	99	104
Shanxi Taichang Expressway Co., Ltd.	759	781
Beijing-Shanghai High-speed Railway Equity Investment	6,300	6,300
Ping An Pay Intelligence Technology Co., Ltd.	461	522
Others	5,363	2,710
Subtotal	13,433	10,908
Jointly controlled entities		
KunYu Highway Development Co., Ltd.	1,722	1,682
Others	411	308
Subtotal	2,133	1,990
Investment in associates and jointly controlled entities	15,566	12,898

### 26. OTHER ASSETS

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Interest receivable	35,898	35,387
Other receivables	43,879	25,953
Due from reinsurers	8,280	7,520
Foreclosed assets	1,866	1,384
Prepayments	4,085	2,285
Precious metals held for trading	56,914	45,254
Dividend receivable	798	112
Inventories	2,961	2,493
Others	3,661	4,428
	158,342	124,816

### 27. SHARE CAPITAL

	30 June 2015	31 December 2014
(million shares)	(Unaudited)	(Audited)
Number of shares registered, issued and fully paid,		
with a par value of RMB1 each	9,140	8,892

During the period from 1 January 2015 to 9 January 2015, certain convertible bonds were converted to 248 million ordinary A shares, and resulting in an increase of share capital by RMB248 million and share premium by RMB8,876 million. The newly issued capital was verified by PricewaterhouseCoopers Zhong Tian LLP in capital verification report PwC ZT YZ (2015) No. 142.

### 28. RESERVES, RETAINED PROFITS AND NON-CONTROLLING INTERESTS

(in RMB million)	Share premium (Unaudited)	Available- for-sale investment reserve (Unaudited)	Shadow accounting adjustments (Unaudited)	Others (Unaudited)	Surplus reserve funds (Unaudited)	General reserves (Unaudited)	Exchange differences on translation of foreign operations (Unaudited)	Retained profits (Unaudited)	Non-controlling interests (Unaudited)	Total equity (Unaudited)
As at 1 January 2015	127,991	31,798	(6,107)	1,097	7,470	19,196	152	99,075	64,252	344,924
Profit for the period Other comprehensive	-	-	-	-	-	-	-	34,649	5,262	39,911
income for the period	-	2,692	(2,813)	30	•	-	(50)	-	212	71
Total comprehensive income for the period	-	2,692	(2,813)	30	-	-	(50)	34,649	5,474	39,982
Conversion of convertible bonds	10,342	-	-	(1,471)	-	-	-	-	-	8,871
Dividend declared (Note 14)	-	-	-	-	-	-	-	(4,570)	-	(4,570)
Appropriations to surplus reserves	-	-	-	•	124	-	-	(124)	-	-
Appropriations to general reserves	-	-	-	-	-	101	-	(101)	-	-
Dividend paid to non-controlling interests	-	-	-	-	-	-	-	-	(1,144)	(1,144)
Equity transactions with non-controlling interests	(746)	-	-	-	-	-	-	-	(1,091)	(1,837)
Contributions from non-controlling interests	953	-		-	-	-	-	-	5,874	6,827
Share purchase scheme	-	-	-	(217)	-	-	-	-	-	(217)
Others	-	-	-	2,579	-	-	-	-	(57)	2,522
As at 30 June 2015	138,540	34,490	(8,920)	2,018	7,594	19,297	102	128,929	73,308	395,358

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### 28. RESERVES, RETAINED PROFITS AND NON-CONTROLLING INTERESTS (CONTINUED)

(in RMB million)	Share premium (Unaudited)	Available- for-sale investment reserve (Unaudited)	Shadow accounting adjustments (Unaudited)	Others (Unaudited)	Surplus reserve funds (Unaudited)	General reserves (Unaudited)	Exchange differences on translation of foreign operations (Unaudited)	Retained profits (Unaudited)	Non- controlling interests (Unaudited)	Total equity (Unaudited)
As at 1 January 2014	83,868	(5,517)	934	3,394	6,982	14,680	111	70,341	56,996	231,789
Profit for the period Other comprehensive income for the period	-	- 5,709	- 216	- 21	-	-	- 15	21,362	4,502 172	25,864 6,133
Total comprehensive income for the period	-	5,709	216	21	-	-	15	21,362	4,674	31,997
Dividend declared (Note 14)	-	-	-	-	-	-	-	(3,562)	-	(3,562)
Appropriations to general reserves	-	-	-	-	-	274	-	(274)	-	-
Dividend paid to non-controlling interests	-	-	-	-	-	-	-	-	(942)	(942)
Equity transactions with non-controlling interests	19	-	-	2	-	-	-	-	(468)	(447)
Contributions from non-controlling interests	-	-	-	(6)	-	-	-	-	298	292
Others	-	-	-	3	-	-	-	-	92	95
As at 30 June 2014	83,887	192	1,150	3,414	6,982	14,954	126	87,867	60,650	259,222

Out of the Group's retained profits, RMB24,295 million as at 30 June 2015 (31 December 2014: RMB23,900 million) represents the Company's share of its subsidiaries' surplus reserve fund which cannot be used for profit distribution.

### 29. SHARE PURCHASE SCHEME

The Company has adopted an employee share purchase scheme (the "Scheme") for the key employees (including executive Directors and senior management) of the Company and its subsidiaries. Pursuant to the Scheme, the Company utilizes the entitled wages, salaries and/or performance-based remuneration/ bonuses receivable of the participants of the Scheme to purchase the corresponding number of shares of the Company (the "Shares") from the market. The above mentioned Shares shall be vested in the key employees approved for participation in the Scheme, subject to the achievement of certain performance targets.

Movement of reserves relating to the Scheme is as follows:

For the six-month period ended 30 June	Shares held for share purchase scheme	Value of employee services	Total
(in RMB million)	(Unaudited)	(Unaudited)	(Unaudited)
As at 1 January	-	-	-
Purchased (i)	(312)	_	(312)
Share-based compensation expenses (ii)	_	95	95
As at 30 June	(312)	95	(217)

- (i) During the period from 20 March 2015 to 26 March 2015, 4,050,253 ordinary A shares were purchased from the market. The weighted average price of shares purchased was RMB77.02 per share.
- (ii) The share-based compensation expense of the Scheme and the total value of employee services during the six months ended 30 June 2015 was RMB95 million and RMB95 million respectively.

For the six-month period ended 30 June 2015

### 30. DUE TO BANKS AND OTHER FINANCIAL INSTITUTIONS

(in RMB million)	30 June 2015 (Unaudited)	31 December 2014 (Audited)
Deposits from other banks and financial institutions	574,458	395,863
Due to the Central Bank	2,921	2,754
Short term borrowings	27,542	20,901
Long term borrowings	49,433	36,635
	654,354	456,153

### 31. ASSETS SOLD UNDER AGREEMENTS TO REPURCHASE

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Bonds	108,306	96,742
Discounted bills	-	200
Beneficial right in equity	1,580	2,730
	109,886	99,672

As at 30 June 2015, beneficial right in equity of subsidiaries with a carrying amount of RMB1,580 million (31 December 2014: RMB2,730 million) were pledged as collateral for assets sold under agreements to repurchase.

As at 30 June 2015, bonds with par value of RMB76,457 million (31 December 2014: RMB56,364 million) were pledged as collateral for financial assets sold under agreements to repurchase resulted from repurchase transactions entered into by the Group in the inter-bank market.

As at 30 June 2015, no bills (31 December 2014: RMB327 million) were pledged as collateral for financial assets sold under agreements to repurchase resulted from repurchase transactions entered into by the Group in the inter-bank market. The collateral is restricted from trading during the period of the repurchase transaction.

For bonds repurchase transactions through stock exchange, the Group is required to deposit certain exchange traded bonds into a collateral pool and the fair value converted at a standard rate pursuant to stock exchange's regulation which should be no less than the balance of related repurchase transaction.

As at 30 June 2015, the bonds with par value of RMB90,276 million (31 December 2014: RMB90,485 million) were deposited in the collateral pool. The collateral is restricted from trading during the period of the repurchase transaction. The Group can withdraw the exchange-traded bonds from the collateral pool without delay provided that the value of certain bonds is no less than the balance of related repurchase transactions.

## 32. CUSTOMER DEPOSITS AND PAYABLES TO BROKERAGE CUSTOMERS

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Customer deposits		
Current and savings accounts		
- Corporate customers	315,976	280,925
- Individual customers	133,198	116,806
Term deposits		
- Corporate customers	648,362	593,270
- Individual customers	110,608	112,707
Guarantee deposits	323,694	321,045
Term deposits from the Central Bank	45,604	31,460
Fiscal deposits	34,492	37,189
Remittance payables and outward remittance	5,783	2,702
	1,617,717	1,496,104
Payables to brokerage customers		
- Corporate customers	8,393	1,393
- Individual customers	37,786	12,951
	46,179	14,344
	1,663,896	1,510,448

As at 30 June 2015, bonds held-to-maturity with a carrying amount of RMB54,215 million (31 December 2014: RMB36,268 million) were pledged as collateral for term deposits from the Central Bank.

## 33. ACCOUNTS PAYABLE

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Payable under factoring	978	1,883
Others	1,391	838
	2,369	2,721

## 34. INSURANCE CONTRACT LIABILITIES

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Policyholders' reserves	810,851	724,338
Policyholder contract deposits	351,761	319,395
Policyholder account liabilities in respect of insurance contracts	52,055	42,673
Unearned premium reserves	82,060	74,124
Claim reserves	54,060	46,286
	1,350,787	1,206,816

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## 35. BONDS PAYABLE

(in RMB million) Issuer	Туре	30 June 2015 (Unaudited)	31 December 2014 (Audited)
Value Success International Limited	Offshore RMB bonds	5,186	5,183
Value Success International Limited	Offshore Singapore Dollar bonds	1,592	1,704
Ping An Property & Casualty	Subordinated bonds	3,065	5,663
Ping An Life	Subordinated bonds	21,439	21,335
Ping An Bank	Tier-2 capital bonds	15,000	15,000
Ping An Bank	Hybrid capital debt instrument	5,115	5,114
Ping An Bank	Interbank deposits	88,139	21,636
Ping An International Financial Co.,Lt	d Private equity notes	445	357
Ping An Securities Company, Ltd.	Subordinated bonds	2,997	2,996
Ping An Securities Company, Ltd.	Beneficiary certificates	600	_
Ping An International Financial			
Leasing Co., Ltd	Private equity notes	200	-
The Company	Convertible bonds		9,131
		143,778	88,119

## 36. FIDUCIARY ACTIVITIES

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Assets under trust schemes	378,355	382,603
Assets under corporate annuity schemes	114,074	89,280
Assets under asset management schemes	215,691	171,190
Entrusted loans of banking operation	338,282	258,842
Entrusted investments of banking operation	200,234	165,189
	1,246,636	1,067,104

All of the above are off-balance sheet items.

### 37. CLASSIFICATION AND FAIR VALUE OF FINANCIAL INSTRUMENTS

The Group's financial instruments mainly consist of cash and amounts due from banks and other financial institutions, term deposits, bonds, equity investment funds, equity securities, loans, borrowings, deposits from other banks and financial institutions, customer deposits and payables to brokerage customers, etc. The Group holds various other financial assets and liabilities which directly arose from insurance operations, such as premium receivables, reinsurers' share of insurance liabilities, annuity and other insurance payables.

## 37. CLASSIFICATION AND FAIR VALUE OF FINANCIAL INSTRUMENTS (CONTINUED)

## (1) CLASSIFICATION OF FINANCIAL INSTRUMENTS

The following table sets out the carrying values and fair values of the Group's major financial instruments by classification:

	Carrying values		Fair values		
	30 June 2015	31 December 2014	30 June 2015	31 December 2014	
(in RMB million)	(Unaudited)	(Audited)	(Unaudited)	(Audited)	
Financial assets					
Available-for-sale					
Bonds	154,052	130,126	154,052	130,126	
Equity investment funds	65,304	35,417	65,304	35,417	
Equity securities	172,775	141,812	172,775	141,812	
Others	57,646	44,080	57,646	44,080	
Carried at fair value through profit or loss					
Bonds	42,825	30,834	42,825	30,834	
Equity investment funds	16,377	16,679	16,377	16,679	
Equity securities	3,805	930	3,805	930	
Others	2,259	2,772	2,259	2,772	
Derivative financial assets	5,133	4,311	5,133	4,311	
Held-to-maturity					
Bonds	832,078	783,497	846,048	789,332	
Loans and receivables					
Cash and amounts due from banks and					
other financial institutions	453,837	398,485	453,837	398,485	
Balances with the Central Bank and					
statutory deposits	305,934	313,728	305,934	313,728	
Loans and advances to customers	1,204,178	1,053,882	1,204,297	1,054,228	
Bonds	9,248	7,575	9,248	7,575	
Debt schemes	439,283	349,749	439,283	349,489	
Policy loans	47,573	37,886	47,573	37,886	
Assets purchased under reverse					
repurchase agreements	334,710	197,177	334,710	197,177	
Wealth management products	31,292	71,892	31,292	71,892	
Premium receivables	36,310	30,740	36,310	30,740	
Accounts receivable	13,243	14,983	13,243	14,983	
Finance lease receivable	47,411	37,908	47,411	37,908	
Other assets	88,948	68,998	88,948	68,998	
Total financial assets	4,364,221	3,773,461	4,378,310	3,779,382	

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## 37. CLASSIFICATION AND FAIR VALUE OF FINANCIAL INSTRUMENTS (CONTINUED)

## (1) CLASSIFICATION OF FINANCIAL INSTRUMENTS (CONTINUED)

	Carrying	y values	Fair values		
(in RMB million)	30 June 2015 (Unaudited)	31 December 2014 (Audited)	30 June 2015 (Unaudited)	31 December 2014 (Audited)	
Financial liabilities	(Ollaudited)	(Addited)	(Ollaudited)	(Addited)	
Derivative financial liabilities	3,572	2,770	3,572	2,770	
Other financial liabilities					
Due to banks and other financial institutions	654,354	456,153	654,354	456,153	
Other financial liabilities held for trading	5,627	4,747	5,627	4,747	
Assets sold under agreements to repurchase	109,886	99,672	109,886	99,672	
Customer deposits and payables to					
brokerage customers	1,663,896	1,510,448	1,663,896	1,510,448	
Accounts payable	2,369	2,721	2,369	2,721	
Insurance payables	47,584	41,208	47,584	41,208	
Investment contract liabilities for					
policyholders	35,541	33,753	35,541	33,753	
Policyholder dividend payable	30,850	28,673	30,850	28,673	
Bonds payable	143,778	88,119	144,590	90,594	
Other liabilities	95,808	92,588	95,808	92,588	
Total financial liabilities	2,793,265	2,360,852	2,794,077	2,363,327	

The assets and liabilities of the investment-linked business are not included in the above financial assets and liabilities.

## 37. CLASSIFICATION AND FAIR VALUE OF FINANCIAL INSTRUMENTS (CONTINUED)

#### (2) DETERMINATION OF FAIR VALUE AND THE FAIR VALUE HIERARCHY

The methods used to determine fair values of financial assets and liabilities and the breakdown of fair value hierarchy are disclosed in the 2014 annual report of the Group. The Group uses the following hierarchy for determining and disclosing the fair value of financial instruments by valuation techniques:

Level 1: quoted (unadjusted) prices in active markets for identical assets or liabilities. A market is regarded as active if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service, or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis. The primary quoted market price used for financial assets held by the groups is the current bid price. Financial instruments included in Level 1 comprise primarily equity investments, fund investments and bond investments traded on stock exchanges and open-ended mutual funds:

Level 2: other valuation techniques for which all inputs which have a significant effect on the recorded fair value are observable, either directly or indirectly. These valuation techniques maximize the use of observable market data where it is available and rely as little as possible on entity specific estimates;

Level 3: valuation techniques which use any inputs which have a significant effect on the recorded fair value that are not based on observable market data.

The level of fair value calculation is determined by the lowest level input with material significant in the overall calculation. As such, the significance of the input should be considered from an overall perspective in the calculation of fair value.

Valuation methods for Level 2 and Level 3 financial instruments:

For Level 2 financial instruments, valuations are generally obtained from third party pricing services for identical or comparable assets, or through the use of valuation methodologies using observable market inputs, or recent quoted market prices. Valuation service providers typically gather, analyze and interpret information related to market transactions and other key valuation model inputs from multiple sources, and through the use of widely accepted internal valuation models, provide a theoretical quote on various securities. Debt securities are classified as Level 2 when they are valued at recent quoted price from Chinese interbank market or from valuation service providers. The Fair value of debt investments denominated in RMB is determined based upon the valuation results by the China Central Depository & Clearing Co., Ltd. All significant inputs are observable in the market.

For Level 3 financial instruments, prices are determined using valuation methodologies such as discounted cash flow models and other similar techniques. Determinations to classify fair value measures within Level 3 of the valuation hierarchy are generally based on the significance of the unobservable factors to the overall fair value measurement, and valuation methodologies such as discounted cash flow models and other similar techniques.

For the six-month period ended 30 June 2015

## 37. CLASSIFICATION AND FAIR VALUE OF FINANCIAL INSTRUMENTS (CONTINUED)

#### (2) DETERMINATION OF FAIR VALUE AND THE FAIR VALUE HIERARCHY (CONTINUED)

The following table shows an analysis of financial instruments recorded at fair value by level of the fair value hierarchy:

	30 June 2015					
(in RMB million)	Level 1 (Unaudited)	Level 2 (Unaudited)	Level 3 (Unaudited)	Total fair value (Unaudited)		
Financial assets						
Carried at fair value through profit or loss						
Bonds	1,146	41,679	-	42,825		
Equity investment funds	16,265	112	-	16,377		
Equity securities	3,470	335	-	3,805		
Others	144	1,687	428	2,259		
	21,025	43,813	428	65,266		
Derivative financial assets						
Interest rate swaps	-	688	-	688		
Currency forwards and swaps	-	2,381	-	2,381		
Others	-	2,064	-	2,064		
	-	5,133	-	5,133		
Available-for-sale financial assets						
Bonds	36,751	117,301	-	154,052		
Equity investment funds	60,803	4,501	-	65,304		
Equity securities	127,908	44,867	-	172,775		
Others	378	34,815	19,503	54,696		
	225,840	201,484	19,503	446,827		
Total financial assets	246,865	250,430	19,931	517,226		
Financial liabilities						
Derivative financial liabilities						
Interest rate swaps	-	727	-	727		
Currency forwards and swaps	-	2,459	-	2,459		
Others	-	386	-	386		
	-	3,572	-	3,572		
Other financial liabilities held for trading	5,627	-	-	5,627		
Total financial liabilities	5,627	3,572		9,199		

## 37. CLASSIFICATION AND FAIR VALUE OF FINANCIAL INSTRUMENTS (CONTINUED)

## (2) DETERMINATION OF FAIR VALUE AND THE FAIR VALUE HIERARCHY (CONTINUED)

The following table shows an analysis of financial instruments recorded at fair value by level of the fair value hierarchy (continued):

_	31 December 2014				
(in RMB million)	Level 1 (Audited)	Level 2 (Audited)	Level 3 (Audited)	Total fair value (Audited)	
Financial assets					
Carried at fair value through profit or loss					
Bonds	1,996	28,838	_	30,834	
Equity investment funds	16,427	252	_	16,679	
Equity securities	920	10	_	930	
Others	885	1,440	447	2,772	
	20,228	30,540	447	51,215	
Derivative financial assets					
Interest rate swaps	-	515	_	515	
Currency forwards and swaps	-	1,922	_	1,922	
Others	-	1,874	-	1,874	
	-	4,311	-	4,311	
Available-for-sale financial assets					
Bonds	31,757	98,369	_	130,126	
Equity investment funds	33,762	1,655	_	35,417	
Equity securities	122,613	18,885	314	141,812	
Others	50	25,010	14,956	40,016	
	188,182	143,919	15,270	347,371	
Total financial assets	208,410	178,770	15,717	402,897	
Financial liabilities					
Derivative financial liabilities					
Interest rate swaps	-	566	_	566	
Currency forwards and swaps	-	1,882	_	1,882	
Others	_	322	_	322	
	_	2,770	-	2,770	
Other financial liabilities held for trading	4,747	_	_	4,747	
Total financial liabilities	4,747	2,770	-	7,517	

The assets and liabilities of investment-linked business are not included in the above disclosure of the fair value hierarchy.

During the period, there were no significant transfers between Level 1 and Level 2 fair value measurements nor significant transfers into or out of Level 3 fair value measurements.

For the six-month period ended 30 June 2015

#### 38. RISK AND CAPITAL MANAGEMENT

The following depicts the risk and capital management of the Group. There were no significant changes in these regards for the six-month period ended 30 June 2015.

#### (1) INSURANCE RISK

Insurance risk refers to the risk that actual indemnity might exceed expected indemnity due to the frequency and severity of insurance accidents, as well as the possibility that insurance surrender rates are being underestimated. The principal risk the Group faces under such contracts is that the actual claims and benefit payments exceed the carrying amount of insurance liabilities. This could occur due to any of the following factors:

- Occurrence risk the possibility that the number of insured events will differ from those expected.
- Severity risk the possibility that the cost of the events will differ from those expected.
- Development risk the possibility that changes may occur in the amount of an insurer's obligation at the end of the contract period.

The variability of risks is improved by diversification of risk of loss to a large portfolio of insurance contracts as a more diversified portfolio is less likely to be affected across the board by change in any subset of the portfolio. The variability of risks is also improved by careful selection and implementation of underwriting strategies and guidelines.

The business of the Group mainly comprises long term life insurance contracts, property and casualty and short term life insurance contracts. For contracts where death is the insured risk, the significant factors that could increase the overall frequency of claims are epidemics, widespread changes in lifestyles and natural disasters, resulting in earlier or more claims than expected. For contracts where survival is the insured risk, the most significant factor is continuing improvement in medical science and social conditions that would increase longevity. For property and casualty insurance contracts, claims are often affected by natural disasters, calamities, terrorist attacks, etc.

These risks currently do not vary significantly in relation to the location of the risk insured by the Group whilst undue concentration by amounts could have an impact on the severity of benefit payments on a portfolio basis.

There would be no significant mitigating terms and conditions that reduce the insured risk accepted for contracts with fixed and guaranteed benefits and fixed future premiums. However, for contracts with discretionary participation features, the participating nature of these contracts results in a significant portion of the insurance risk being shared with the insured party.

Insurance risk is also affected by the policyholders' rights to terminate the contract, pay reduced premiums, refuse to pay premiums or exercise annuity conversion option, etc. Thus, the resultant insurance risk is subject to policyholders' behaviours and decisions.

## 38. RISK AND CAPITAL MANAGEMENT (CONTINUED)

#### (1) INSURANCE RISK (CONTINUED)

#### Concentration of insurance risks

The Group runs its insurance business primarily within the PRC. Hence the geographical insurance risk is concentrated primarily within the PRC.

The Group's concentration of insurance risk is reflected by its major lines of business as analyzed by insurance contract liabilities in Note 34.

#### **Assumptions**

#### (a) Long term life insurance contracts

Material judgment is required in determining insurance contract reserves and in choosing discount rates/ investment return, mortality, morbidity, lapse rates, policy dividend and expenses assumptions relating to long term life insurance contracts.

#### (b) Property and casualty and short term life insurance contracts

The principal assumptions underlying the estimates includes assumptions in respect of average claim costs, claims handling costs, claims inflation factors and claim numbers for each accident year which are determined based on the Group's past claim experiences. Judgment is used to assess the extent to which external factors such as judicial decisions and government legislation affect the estimates.

Other key assumptions include delays in settlement, etc.

#### (c) Reinsurance

The Group limits its exposure to losses from insurance operations mainly through participation in reinsurance arrangements. The majority of the business ceded is placed on the guota share basis and the surplus basis with retention limits varying by product lines. Amounts recoverable from reinsurers are estimated in a manner consistent with the assumptions used for ascertaining the underlying policy benefits and are presented in the statement of financial position as reinsurers' share of insurance liabilities and due from reinsurers.

Even though the Group may have reinsurance arrangements, it is not relieved of its direct obligations to its policyholders and thus a credit exposure exists with respect to reinsurance ceded, to the extent that any reinsurer is unable to meet its obligations assumed under such reinsurance agreements.

For the six-month period ended 30 June 2015

## 38. RISK AND CAPITAL MANAGEMENT (CONTINUED)

#### (2) MARKET RISK

Market risk is the risk of changes in fair value of financial instruments and future cash flows from fluctuations of market prices, which includes three types of risks from volatility of foreign exchange rates (foreign currency risk), market interest rates (interest rate risk) and market prices (price risk).

#### (a) Foreign currency risk

Foreign currency risk is the risk of loss resulting from changes in foreign currency exchange rates. Fluctuations in exchange rates between the RMB and other currencies in which the Group conducts business may affect its financial position and results of operations. The foreign currency risk facing the Group mainly comes from movements in the USD/RMB, HKD/RMB and EUR/RMB exchange rates. The Group seeks to limit its exposure to foreign currency risk by minimizing its net foreign currency position.

#### (b) Price risk

The Group's price risk exposure relates to financial assets and liabilities whose values will fluctuate as a result of changes in market prices (other than those arising from interest rate risk or foreign currency risk), which mainly include listed equity securities and equity investment funds classified as available-for-sale financial assets and financial assets at fair value through profit or loss.

The above investments are exposed to price risk because of changes in market prices, where changes are caused by factors specific to the individual financial instruments or their issuers, or factors affecting all similar financial instruments traded in the market.

The Group managed price risks by diversification of investments, setting limits for investments in different securities, etc.

### (c) Interest rate risk

Interest rate risk is the risk that the value/future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

Floating rate instruments expose the Group to cash flow interest rate risk, whereas fixed rate instruments expose the Group to fair value interest risk.

The Group's interest rate risk policy requires it to manage interest rate risk by maintaining an appropriate mix of fixed and variable rate instruments. The policy also requires it to manage the maturities of interest bearing financial assets and interest bearing financial liabilities. Interest on floating rate instruments is repriced at intervals of less than one year. Interest on fixed interest rate instruments is priced at inception of the financial instruments and is fixed until maturity.

## 38. RISK AND CAPITAL MANAGEMENT (CONTINUED)

#### (3) CREDIT RISK

Credit risks refer to the risk of losses incurred by the inabilities of debtors or counterparties to fulfill their contractual obligations or by the adverse changes in their credit conditions. The Group is exposed to credit risks primarily associated with its deposit arrangements with commercial banks, loans and advances to customers, investments in bonds, reinsurance arrangements with reinsurers, policy loans, securities financing and direct loans, financial guarantees, loan commitments, etc. The Group uses a variety of controls to identify, measure, monitor and report credit risk.

#### Credit risk of banking business

The bank segment of the Group has formulated a complete set of credit management processes and internal control mechanisms, so as to carry out whole process management of credit business. Credit management procedures for its corporate and retail loans comprise the processes of credit origination, credit review, credit approval, disbursement, post-disbursement monitoring and collection.

Risks arising from financial guarantees and loan commitments are similar to those associated with loans and advances. Transactions of financial guarantees and loan commitments are, therefore, subject to the same requirements on application, post lending monitoring and collateral as loans and advances to customers.

The bank segment of the Group sub-divides credit asset risks into 10 categories based on the five-tier loan classification system promulgated by the China Banking Regulatory Commission, and applies different management policies to the loans in accordance with their respective loan categories. With the introduction of New Capital Accord programs in banking business, the banking business will gradually establish a more scientific rating system that in accordance with the requirements of internal controls.

## Credit risk of investment business

As to debt investments, the Group grades the existing investments according to internal credit rating policies and processes, chooses high credit quality counterparties and establishes strict access standards.

### Credit risk of insurance business

The Group evaluates the credit rating of the reinsurance companies before signing the reinsurance contracts, and chooses the reinsurance companies with higher credit rating to reduce the credit risk.

The limit of policy loans is based on the cash value of valid insurance policy, with an appropriate discount, and the validity period of policy loan is in the validity period of insurance policy. The credit risk associated with policy loans will not cause a material impact on the Group's consolidated financial statements as at 30 June 2015 and 31 December 2014.

## Credit exposure

For on-balance sheet assets, the exposures are based on net carrying amounts as reported in the financial statements taking no account of collateral or other credit enhancements. The Group also assumes credit risk due to credit commitments. The details are disclosed in Note 41 (3).

For the six-month period ended 30 June 2015

## 38. RISK AND CAPITAL MANAGEMENT (CONTINUED)

#### (3) CREDIT RISK (CONTINUED)

#### Collateral and other credit enhancements

The amount and type of collateral required depends on an assessment of the credit risk of the counterparty. Guidelines are implemented regarding the acceptability of types of collateral and the valuation parameters.

The main types of collateral obtained are as follows:

- for policy loans, cash value of policies;
- for assets purchased under reverse repurchase agreements transactions, bills, loans and negotiable securities;
- for commercial lending, charges over real estate properties, inventories, equity investments and trade receivables, etc.;
- for retail lending, residential properties over mortgages.

Management monitors the market value of the collateral, requests additional collateral when needed and performs an impairment valuation when applicable.

It is the Group's policy to dispose of repossessed properties in an orderly fashion. The proceeds are used to reduce or repay the outstanding balance. In general, the Group does not occupy repossessed properties for business use.

#### (4) LIQUIDITY RISK

Liquidity risk is the risk of not having access to sufficient funds or being unable to liquidate a position in a timely manner at a reasonable price to meet the Group's obligations as they become due.

The Group is exposed to liquidity risk on insurance policies that permit surrender, withdrawal or other forms of early termination. The Group seeks to manage its liquidity risk by matching to the extent possible the duration of its investment assets with the duration of its insurance policies and to ensure that the Group is able to meet its payment obligations and fund its lending and investment operations on a timely basis.

The banking business of the Group is exposed to potential liquidity risk. The Group monitors the sourcing and usage of funds, deposit to loan ratio, and quick ratio on a daily basis. Moreover, when adopting various liquidity risk management measurement benchmarks, the Group will compare the expected results against the ones derived from stress tests, critically assess the potential impact to the future liquidity risk, and formulate remedial actions according to specific situations. The Group seeks to mitigate the liquidity risk of the banking business by optimizing the assets and liabilities structure, maintaining stable deposits, etc.

## 38. RISK AND CAPITAL MANAGEMENT (CONTINUED)

## (4) LIQUIDITY RISK (CONTINUED)

The table below summarizes the remaining contractual maturity profile of the financial assets and liabilities of the Group (excluding balances of investment-linked contracts) based on undiscounted contractual cash flows/expected cash flows and remaining contractual maturity profile of derivative cash flows and credit commitment.

				30 June 2015			
	Repayable on demand	Less than 3 months	3 to 12 months	1 to E years	Over 5 years	Undated	Total
(in RMB million)	(Unaudited)	(Unaudited)	(Unaudited)	1 to 5 years (Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Cash and amounts due from banks and							
other financial institutions	117,095	119,589	66,743	184,407	2,823	28	490,685
Balances with the Central Bank and statutory deposits	20,829	748	1,897	11,003	-	273,118	307,595
Fixed maturity investments	17,953	484,314	244,247	769,469	1,058,005	-	2,573,988
Equity investments	4,887	1,567	6,352	20,370	-	299,176	332,352
Loans and advances to customers	26,779	368,680	454,911	376,917	133,330	-	1,360,617
Premium receivables	7,140	9,993	9,155	9,983	39	-	36,310
Accounts receivable	187	4,276	6,867	2,364	-	-	13,694
Finance lease receivable	-	4,653	15,251	35,427	332	-	55,663
Other assets	16,179	30,701	11,592	4,520	43	-	63,035
	211,049	1,024,521	817,015	1,414,460	1,194,572	572,322	5,233,939
Due to banks and other financial institutions	168,398	279,658	160,660	59,974	9,745	-	678,435
Other financial liabilities held for trading	-	4,981	-	646	-	-	5,627
Assets sold under agreements to repurchase	-	112,889	6,702	-	-	-	119,591
Customer deposits and payables to brokerage customers	631,332	360,403	459,061	274,290	1,963	-	1,727,049
Accounts payable	-	2,066	833	124	-	-	3,023
Insurance payables	43,579	3,118	883	4	-	-	47,584
Investment contract liabilities for policyholders	-	728	5,463	14,609	23,412	-	44,212
Policyholder dividend payable	30,850	-	-	-	-	-	30,850
Bonds payable	-	44,608	48,793	28,911	44,410	-	166,722
Other liabilities	15,272	27,817	27,392	7,467	207	-	78,155
	889,431	836,268	709,787	386,025	79,737	-	2,901,248
Derivative cash flows							
Derivative financial instruments settled on a net basis	5	(23)	(137)	237	-	-	82
Derivative financial instruments settled on a gross basis							
- Cash inflow	6,320	307,663	257,527	7,231	843	-	579,584
- Cash outflow	(54,586)	(302,283)	(234,828)	(5,572)	(816)	-	(598,085)
	(48,266)	5,380	22,699	1,659	27	-	(18,501)
Credit Commitments	13,865	239,653	281,110	69,943	15,358	-	619,929

For the six-month period ended 30 June 2015

## 38. RISK AND CAPITAL MANAGEMENT (CONTINUED)

#### (4) LIQUIDITY RISK (CONTINUED)

_	31 December 2014						
(in RMB million)	Repayable on demand (Audited)	Less than 3 months (Audited)	3 to 12 months (Audited)	1 to 5 years (Audited)	Over 5 years (Audited)	Undated (Audited)	Total (Audited)
Cash and amounts due from banks and							
other financial institutions	118,360	61,477	80,289	174,022	3,729	137	438,014
Balances with the Central Bank and statutory deposits	22,361	140	1,729	11,393	-	279,780	315,403
Fixed maturity investments	7,808	261,059	259,605	675,185	978,897	-	2,182,554
Equity investments	10,076	1,336	18,503	12,867	1,605	205,684	250,071
Loans and advances to customers	7,850	313,924	419,266	327,586	139,525	-	1,208,151
Premium receivables	2,143	10,088	8,758	9,719	32	-	30,740
Accounts receivable	502	3,559	8,392	3,154	-	-	15,607
Finance lease receivable	-	3,413	23,142	17,496	-	-	44,051
Other assets	4,771	15,444	9,597	3,799	-	-	33,611
	173,871	670,440	829,281	1,235,221	1,123,788	485,601	4,518,202
Due to banks and other financial institutions	55,806	258,225	89,973	51,071	15,123	-	470,198
Other financial liabilities held for trading	-	3,408	1,435	-	-	-	4,843
Assets sold under agreements to repurchase	-	97,150	2,827	-	-	-	99,977
Customer deposits and payables to brokerage customers	581,256	302,090	428,068	265,972	-	-	1,577,386
Accounts payable	240	836	879	932	-	-	2,887
Insurance payables	33,862	6,366	976	4	-	-	41,208
Investment contract liabilities for policyholders	-	1,440	4,253	14,743	30,586	-	51,022
Policyholder dividend payable	28,673	-	-	-	-	-	28,673
Bonds payable	-	20,298	12,342	27,486	54,449	-	114,575
Other liabilities	14,503	15,442	21,449	19,175	-	-	70,569
	714,340	705,255	562,202	379,383	100,158	-	2,461,338
Derivative cash flows							
Derivative financial instruments settled on a net basis	-	2	(35)	59	-	-	26
Derivative financial instruments settled on a gross basis							
- Cash inflow	-	280,694	231,077	4,011	373	-	516,155
- Cash outflow	-	(273,326)	(208,911)	(3,463)	(327)	-	(486,027)
	-	7,368	22,166	548	46	-	30,128
Credit commitments	7,662	238,520	265,608	62,910	16,482	-	591,182

Management expects the credit commitments will not be entirely used during the commitment period.

The assets and liabilities related to investment-linked contracts which are regarded as insurance contracts are presented as policyholder account assets and liabilities in respect of insurance contracts. The assets and liabilities related to investment-linked contracts which are regarded as investment contracts are presented as policyholder account assets and liabilities in respect of investment contracts. The assets and liabilities of each investment-linked fund are segregated from each other and from the rest of the Group's invested assets for record keeping purposes. As the investment risks of investment-linked contracts were fully borne by policyholders, the assets and liabilities related to investment-linked contracts were not included in the analysis of risk management. Investment-linked contracts are repayable on demand. The Group manages liquidity risk related to the investment-linked contracts by investing mainly in assets with high liquidity, as disclosed in Note 24.

## 38. RISK AND CAPITAL MANAGEMENT (CONTINUED)

#### (5) MISMATCHING RISK OF ASSETS AND LIABILITIES

The objective of the Group's asset and liability management is to match assets with liabilities on the basis of both the duration and interest rate. In the current regulatory and market environment, however, the Group is unable to invest in sufficient assets with long enough duration to match that of its life insurance and investment contract liabilities. When the current regulatory and market environment permits, the Group will lengthen the duration of its assets by matching the new liabilities of lower guarantee rates, while narrowing the gap of existing liabilities of higher guarantee rates.

#### (6) OPERATIONAL RISK

Operational risk is the risk of loss resulting from inadequate or failure of proper internal controls on business processes, employees and systems or from uncontrollable external events. The Group is exposed to many types of operational risks in the conduct of its business from inadequate or failure to obtain proper authorizations, supporting documentation and ensuring operational and informational security procedures as well as from fraud or errors by employees. The Group attempts to manage operational risk by establishing clear policies and requiring well documented business processes to ensure that transactions are properly authorized, supported and recorded.

## (7) CAPITAL MANAGEMENT

The Group's capital requirements are primarily dependent on the scale and the type of business that it undertakes, as well as the industry and geographic location in which it operates. The primary objectives of the Group's capital management are to ensure that the Group complies with externally imposed capital requirements and to maintain healthy capital ratios in order to support its business and to maximize shareholders' value.

The Group manages its capital requirements by assessing shortfalls, if any, between the reported and the required capital levels on a regular basis. Adjustments to current capital levels are made in light of changes in economic conditions and risk characteristics of the Group's activities. In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid, return capital to ordinary shareholders or issue capital securities.

The Group complied with the externally imposed capital requirements as at 30 June 2015 and no changes were made to its capital base, objectives, policies and processes from the previous year.

For the six-month period ended 30 June 2015

### 39. CASH AND CASH EQUIVALENTS

(in RMB million)	30 June 2015 (Unaudited)	31 December 2014 (Audited)
Cash and amounts due from banks and other financial institutions		
Cash on hand	4,681	4,168
Term deposits	4,637	2,010
Due from banks and other financial institutions	87,614	92,610
Placements with banks and other financial institutions	67,385	44,898
Balances with the Central Bank	52,763	49,238
Bonds	9,912	4,668
Assets purchased under reverse repurchase agreements and others	255,085	66,368
	482,077	263,960

The carrying amounts disclosed above approximate their fair values at period end.

#### 40. SIGNIFICANT RELATED PARTY TRANSACTIONS

### (1) THE COMPANY'S RELATED PARTIES WHERE SIGNIFICANT INFLUENCE EXISTS INCLUDE **CERTAIN SHAREHOLDERS SET OUT BELOW:**

Name of related parties	Relationship with the Company
Charoen Pokphand Group Co., Ltd.	Parent of shareholders
Shenzhen Investment Holdings Co., Ltd.	Shareholder

As at 30 June 2015, CP Group held 9.54% (31 December 2014:10.91%) equity interests in the Company and was the largest shareholder of the Company.

#### (2) OTHER RELATED PARTIES

Name of related party	Relationship with the Company
Newheight Information Technology (Shanghai) Co., Ltd. ("Newheight Shanghai")	Subsidiary of an associate
Wincon Investment Company Limited ("Wincon")	Associate

## 40. SIGNIFICANT RELATED PARTY TRANSACTIONS (CONTINUED)

## (3) THE SUMMARY OF SIGNIFICANT RELATED PARTY TRANSACTIONS IS AS FOLLOWS:

For the six-month period ended 30 June	2015	2014
(in RMB million)	(Unaudited)	(Unaudited)
CP Group		
Goods purchased	7	_
Rental income	15	15
Newheight Shanghai		
Goods purchased	306	288
Wincon		
Premiums income	9	-
Rental income	20	_
Consulting income	17	_
Outsourcing service income	19	_
Loan interest income	10	_
Consulting expenses	11	-
Service expenses	238	_

### (4) THE SUMMARY OF BALANCES OF THE GROUP WITH RELATED PARTIES IS AS FOLLOWS:

(in RMB million)	30 June 2015 (Unaudited)	31 December 2014 (Audited)
CP Group	(Chadanca)	(,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Customer deposits and payables to brokerage customers	6	208
Other liabilities	-	195
Newheight Shanghai		
Other liabilities	104	52
Wincon		
Customer deposits and payables to brokerage customers	514	-
Loans to customers	300	_

## **41. COMMITMENTS**

## (1) CAPITAL COMMITMENTS

The Group had the following capital commitments relating to property development projects and investments:

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Contracted, but not provided for	8,493	9,863
Authorized, but not contracted for	6,901	7,455
	15,394	17,318

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## 41. COMMITMENTS (CONTINUED)

### (2) OPERATING LEASE COMMITMENTS

The Group leases office premises and staff quarters under various rental agreements. Future minimum lease payments under non-cancellable operating leases are as follows:

(in RMB million)	30 June 2015 (Unaudited)	31 December 2014 (Audited)
Within 1 year	5,178	4,218
1 to 5 years	13,744	9,736
More than 5 years	456	3,013
	19,378	16,967
(3) CREDIT COMMITMENTS		
(in RMB million)	30 June 2015 (Unaudited)	31 December 2014 (Audited)
Financial guarantee contracts		
Bank acceptances	379,179	381,650
Guarantees issued	110,966	86,131
Letters of credit issued	74,832	70,011
Subtotal	564,977	537,792
Unused limit of credit cards and irrevocable loan commitments	54,952	53,390

As at 30 June 2015, apart from the above irrevocable credit commitments, revocable loan commitments granted by the Group amounted to RMB2,078.8 billion (31 December 2014: RMB2,087.1 billion). Since these commitments are revocable under certain conditions or would be automatically revoked when the creditability of the borrower deteriorates, the total commitment amounts do not necessarily represent future cash requirements. Credit commitments disclosed in the table above do not include the financial guarantee contracts treated as insurance by the Group.

#### (4) OPERATING LEASE RENTAL RECEIVABLES

Credit risk weighted amounts of credit commitments

The Group leases its investment properties under various rental agreements. Future minimum lease receivables under non-cancellable operating leases are as follows:

	30 June 2015	31 December 2014
(in RMB million)	(Unaudited)	(Audited)
Within 1 year	1,526	1,605
1 to 5 years	4,231	4,344
More than 5 years	3,298	3,314
	9,055	9,263

Total

619,929

262,685

591,182

232,909

#### 42. CONTINGENT LIABILITIES

Owing to the nature of the insurance and financial services business, the Group is involved in assessing estimates for 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 applicable 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 of a loss 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.

### 43. EVENTS AFTER THE REPORTING PERIOD

Subsequent to 30 June 2015, the Company completed the conversion of capital reserves to share capital, in a proportion of 10 shares for every 10 shares held. After the conversion, the total amount of share capital altered to RMB18,280 million, representing 18,280,241,410 ordinary shares with RMB1 per share. Among which 10,832,664,498 shares are domestically listed A shares and 7,447,576,912 shares are oversea listed H shares. All are unlimited shares.

On 20 August 2015, the Board of Directors of the Company approved the Resolution of the Profit Appropriation Plan for interim Dividend of 2015, agreeing to declare an interim cash dividend of RMB0.18 per share for 2015 as stated in Note 14.

## 44. APPROVAL OF THE FINANCIAL INFORMATION

The interim condensed consolidated financial information was approved and authorized for issue by the Board of Directors of the Company on 20 August 2015.

# **Definition**

In this report, unless the context otherwise indicated, the following expressions shall have the following meanings:

Ping An, Company, the Company, Group, the Group, Ping An Group	Ping An Insurance (Group) Company of China, Ltd.
Ping An Life	Ping An Life Insurance Company of China, Ltd., a subsidiary of the Company
Ping An Property & Casualty	Ping An Property & Casualty Insurance Company of China, Ltd., a subsidiary of the Company
Ping An Health	Ping An Health Insurance Company of China, Ltd., a subsidiary of the Company
Ping An Annuity	Ping An Annuity Insurance Company of China, Ltd., a subsidiary of the Company
Ping An Trust	China Ping An Trust Co., Ltd., a subsidiary of the Company
Ping An Securities	Ping An Securities Company, Ltd., a subsidiary of Ping An Trust
Ping An Asset Management	Ping An Asset Management Co., Ltd., a subsidiary of the Company
Ping An Bank	Ping An Bank Co., Ltd., a subsidiary of the Company
SDB, Original SDB, Shenzhen Development Bank	Original Shenzhen Development Bank Co., Ltd., an associate of the Company since May 2010, became a subsidiary of the Company in July 2011. On July 27, 2012, its name was changed to "Ping An Bank Co., Ltd."
Ping An Overseas Holdings	China Ping An Insurance Overseas (Holdings) Limited, a subsidiary of the Company
Ping An Financial Leasing	Ping An International Financial Leasing Co., Ltd., a subsidiary of the Company
Ping An Hong Kong	China Ping An Insurance (Hong Kong) Company Limited, a subsidiary of Ping An Overseas Holdings
Ping An Asset Management (Hong Kong)	Ping An of China Asset Management (Hong Kong) Company Limited, a subsidiary of Ping An Overseas Holdings
Dia a A a Futura	Diam An Estaman Co. I talk a subsidiam of Diam An Co. witing

Ping An Futures Co., Ltd., a subsidiary of Ping An Securities

Ping An Futures

Ping An Caizhi	Ping An Caizhi Investment Management Company Limited, a subsidiary of Ping An Securities
Ping An Pioneer Capital	Ping An Pioneer Capital Co., Ltd., a subsidiary of Ping An Securities
Ping An Securities (Hong Kong)	Ping An of China Securities (Hong Kong) Company Limited, a subsidiary of Ping An Securities
Ping An-UOB Fund	Ping An-UOB Fund Management Company Limited, a subsidiary of Ping An Trust
Ping An Technology	Ping An Technology (Shenzhen) Co., Ltd., a subsidiary of Ping An Overseas Holdings
Ping An Financial Technology	Shenzhen Ping An Financial Technology Consulting Co., Ltd., a subsidiary of the Company
Ping An Direct	Ping An Direct Consulting Co., Ltd., a subsidiary of Ping An Financial Technology
Lufax	Shanghai Lujiazui International Financial Assets Commodity Exchange Co., Ltd., an associate of the Group
Ping An Pay	Ping An Pay Intelligence Technology Co., Ltd., an associate of Ping An Financial Technology
Wanlitong	Shenzhen Wanlitong Internet & Information Technology Co., Ltd., a subsidiary of Ping An Financial Technology
PA Haofang	Ping An Haofang (Shanghai) E-commerce Co., Ltd., a subsidiary of Ping An Financial Technology
PA Haoche	Shanghai Ping An Automobile E-commerce Co., Ltd., a subsidiary of Ping An Financial Technology
Ping An Health Cloud	Ping An Health Cloud Co., Ltd., a subsidiary of Ping An Financial Technology
CAS	The Accounting Standards for Business Enterprises and the other relevant regulations issued by the Ministry of Finance
IFRS	International Financial Reporting Standards issued by International Accounting Standards Board
Written Premiums	All premiums received from the policies underwritten by the Company, which are prior to the significant insurance risk testing and separating of hybrid risk contracts

## Definition

**CSRC** China Securities Regulatory Commission

CIRC China Insurance Regulatory Commission

**CBRC** China Banking Regulatory Commission

Ministry of Finance Ministry of Finance of the People's Republic of China

**PBOC** The People's Bank of China

**HKE**x The Stock Exchange of Hong Kong Limited

SSE the Shanghai Stock Exchange

CP Group Ltd. Charoen Pokphand Group Company Limited

the Rules Governing the Listing of Securities on The Stock Exchange **HKEx Listing Rules** 

of Hong Kong Limited

SSE Listing Rules the Rules Governing the Listing of Stocks on Shanghai Stock

Exchange

Corporate Governance Code the Corporate Governance Code as contained in Appendix 14 to the

**HKEx Listing Rules** 

SFO the Securities and Futures Ordinance (Chapter 571 of the Laws of

Hong Kong)

Model Code the Model Code for Securities Transactions by Directors of Listed

Companies as contained in Appendix 10 to the HKEx Listing Rules

Articles of Association the Articles of Association of Ping An Insurance (Group) Company

of China, Ltd.

Ping An Convertible Bonds the RMB26 billion A Share convertible corporate bonds(including

subordinated terms) issued by the Company on November 22, 2013. Starting from January 12, 2015, the A Share Convertible bonds ceased to be traded or converted; and starting from January 15, 2015, Ping

An Convertible Bonds (113005) were delisted from the SSE

