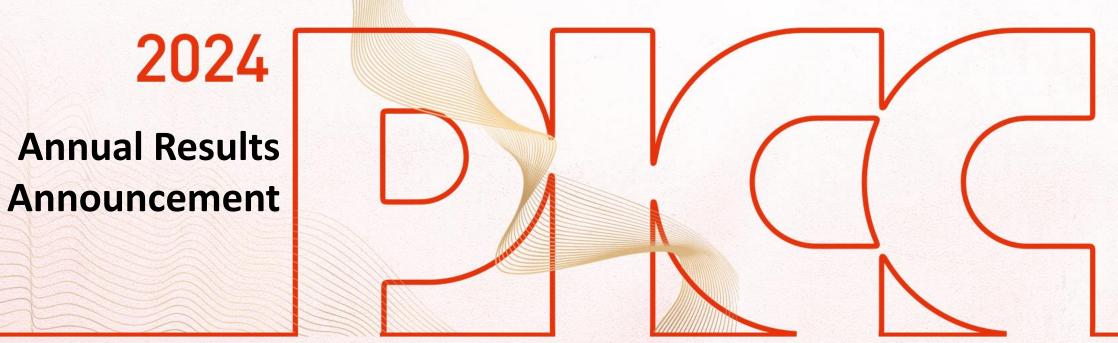
PKC 中国人民保险

PICC Group 601319.SH PICC Group 1339.HK PICC P&C 2328.HK



Disclaimer

This presentation has been prepared by the People's Insurance Company (Group) of China Limited (the "Company"). No representation or warranty, expressed or implied, is given as to the fairness, accuracy, completeness or correctness of any information contained herein and they should not be relied upon as such. The Company shall have no liability whatsoever (in negligence or otherwise) for any loss howsoever arising from this presentation or its contents or otherwise arising in connection with this presentation. The information contained herein may be updated, refined, revised, verified or modified, and may be subject to material changes.

This presentation is based on economic, regulatory, market and other conditions as they exist on the date hereof. You should understand that future developments may potentially affect the information contained in this presentation and that the Company shall have no obligation to update, revise or reaffirm the information set forth in this presentation.

The information contained herein includes certain forward-looking statements or statements which are potentially of a forward-looking nature. Such statements typically contain the words "will", "expects", "anticipates", and similar expressions. Forward-looking statements are related to future events and are subject to future happenings, and hence involving risks and uncertainties. Given these uncertainties, such forward-looking statements should not be relied upon. The Company shall have no liability to update forward-looking statements or revise the forward-looking statements to reflect future events or developments.

This presentation and the information contained herein are for your reference only and may not be copied or distributed to any other parties, in whole or in part.

Note 1: The Group's A-share report is prepared in accordance with Chinese Accounting Standards ("CAS"), and the H-share results announcement is prepared in accordance with International Financial Reporting Standards ("IFRS"). The GAAP differences are stated in the attached schedule. The figures presented in this report are data under CAS.

Note 2: While in transition of accounting standards, for easier comparison, unless otherwise noted, the figures presented in this report including Insurance Revenue, Net Profit, Net Asset. Claim Ratio, Expense Ratio, Combined Ratio, Underwriting Profit, Investment Yield are stated under New Accounting Standard. The rest of the figures are stated under Old Accounting Standard.

Note 3: Actuarial assumptions of PICC Life and PICC Health were adjusted, Investment Yield was 4.0%; Risk Discounted Rate was 8.5%.

New Accounting Standards: The Group has implemented the Accounting Standards for Business Enterprises No.25 – Insurance Contracts (Cai Kuai [2020] No.20), the Accounting Standards for Business Enterprises No. 22 – Recognition and Measurement of Financial Instruments (Cai Kuai [2017] No.7), Accounting Standards for Business Enterprises No.23 – Transfer of Financial Assets (Cai Kuai [2017] No. 8), Accounting Standards for Business Enterprises No.24 – Hedge Accounting (Cai Kuai [2017] No. 9) and Accounting Standards for Business Enterprises No.37 – Presentation of Financial Instruments (Cai Kuai [2017] No.14).

Old Accounting Standards: The accounting standards disclosed in the Group's 2022 Annual Report adopted the Accounting Standards for Business Enterprises No.25 — Original Insurance Contracts (Cai Kuai [2006] No. 3), Accounting Standards for Business Enterprises No. 26 – Reinsurance Contracts (Cai Kuai [2006] No. 3); Accounting Standards for Business Enterprises No. 22 – Recognition and Measurement of Financial Instruments (Cai Kuai [2006] No. 3); Accounting Standards for Business Enterprises No. 23 – Transfer of Financial Assets (Cai Kuai [2006] No. 3); Accounting Standards for Business Enterprises No. 24 – Hedge Accounting (Cai Kuai [2006] No. 3); Accounting Standards for Business Enterprises No. 37 – Presentation of Financial Instruments (Cai Kuai [2014] No. 23); Regulations on Accounting Treatment of Insurance Contracts (Cai Kuai [2009] No. 15).

Combined Ratio = (insurance service expenses+ (amortized ceded premiums - recovered insurance services expenses) + (finance expenses from insurance contracts issued – financial income from reinsurance contracts held) + Changes in insurance premium reserves) ÷ insurance revenue

Insurance Service Performance = insurance revenue - insurance services expenses + recovered insurance services expenses - amortized ceded premiums – withdraw of premium reserves

Investment Performance = interest income + investment income + Gains and losses on fair value changes in assets - (finance expenses from insurance contracts issued – financial income from reinsurance contracts held) - interest expenses - credit impairment losses

Net Investment Income = total investment income – gains and losses from the disposal of investment assets – gains and losses on fair value changes of investment assets – impairment losses of investment assets

Total Investment Yield = (total investment income – interest expenses on securities sold under agreements to repurchase) ÷ (average total investment assets as of the beginning and the end of the period – average amount of financial assets sold under agreement to repurchase as of the beginning and the end of the period)

Terminology







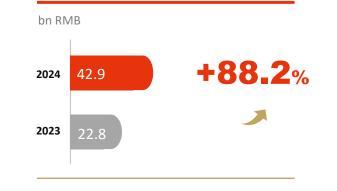




Results Overview



Net Profit Attributable to Equity Holders of the Company



Net Assets



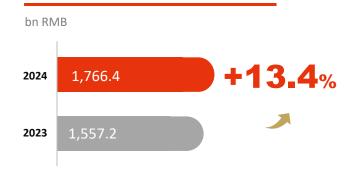
ROE

2023

503.9



Total Assets



Annual Cash Dividend per Share (incl. interim)

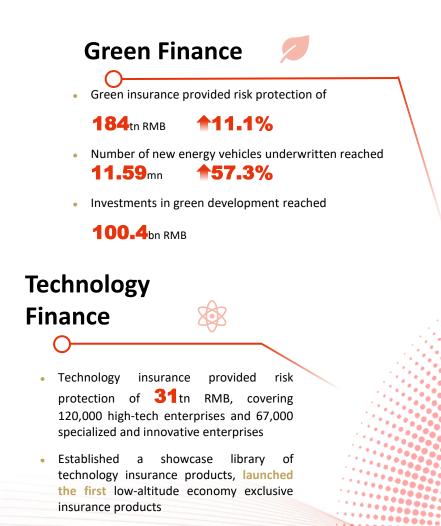


1.1 Fully Leveraged the Function and Role of Insurance



Serving **302mn** individual customers and **7.72mn** institutional customers

1.2 Intensifying Efforts in Five Major Areas of Finance



 Investments in high-tech enterprises reached **32.7** bn RMB

Inclusive Finance

- Undertook 1,442 policy-oriented health insurance projects such as critical illness insurance, covering nearly 1bn personnel/time
- Provided 55.42mn rural households with 2.1 tn RMB of risk protection
- Serving **18.18**mn new citizens

Pension Finance

- Management scale of corporate annuities and occupational annuities reached 645.7bn RMB
- Launched the industry's first long-term online medical insurance product for middle-aged and elderly individuals, raising the upper age limit for enrollment and providing comprehensive protection for elderly groups with pre-existing conditions and chronic diseases
- Elderly care services covered **50** elderly care facilities in **14** provinces

Digital Finance

- Launched the "Suan Lian Bao" product for computing power industry chain product series, and released a cyber security insurance risk pricing model
- Over **170** General AI capabilities made available, and vigorously promoted various intelligent services such as agent assistants and AI-assisted coaching 7

Steadily Advanced Innovation-driven Development



Further reformed customer resource sharing mechanism

 \checkmark

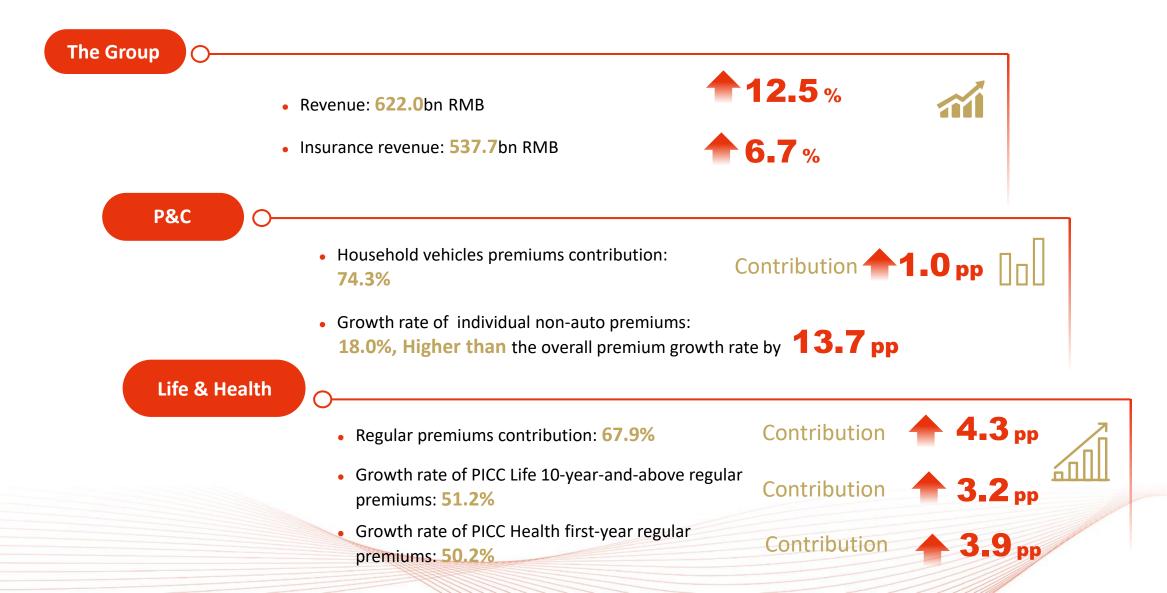
 \checkmark

Achieved synergistic premiums of 24.8bn RMB 17.5 %

Developed a fraud detection model, achieving a loss reduction of

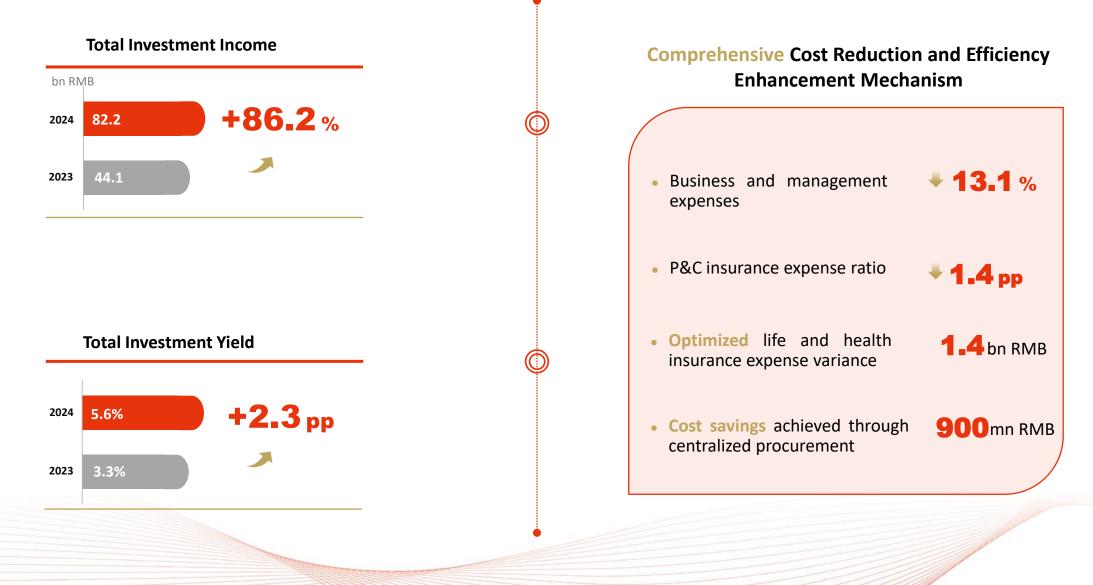
over 1.7 bn RMB

1.4 Steady Business Development with Continuous Structural Optimization



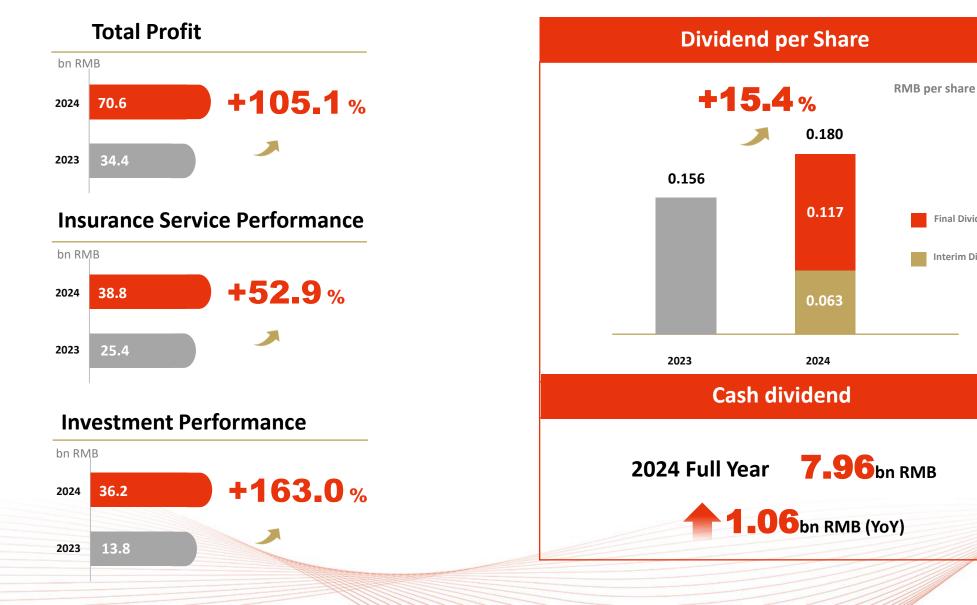
1.5

Investment Returns Significantly Increased, with Effective Control of Costs and Expenses



1.6

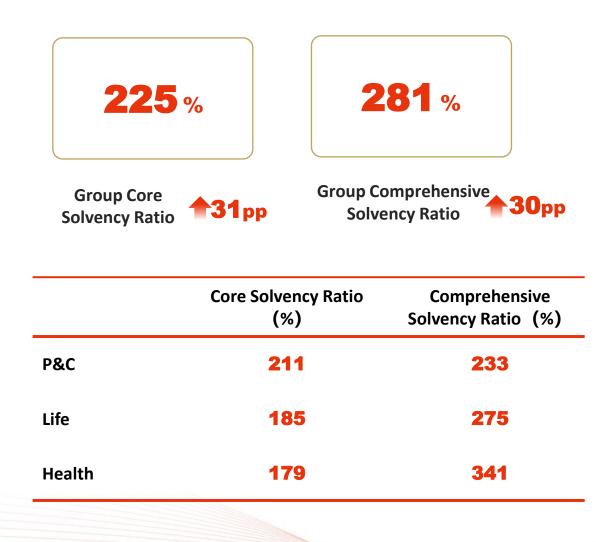
New Milestone in Operating Efficiency, **Steady Growth in Shareholder Dividend**

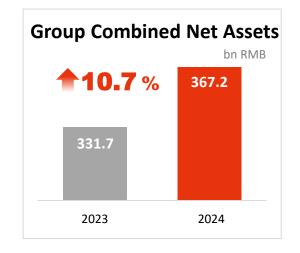


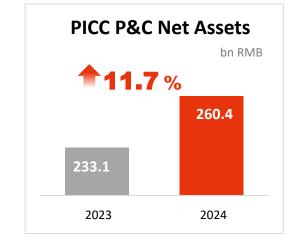
Final Dividends

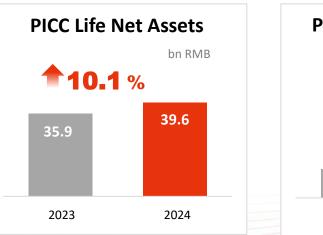
nterim Dividends

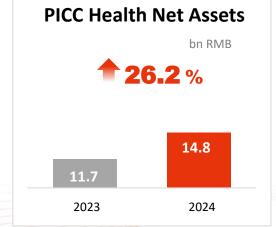
1.7 Stable and Rising Solvency with Growing Capital Strength











1.8 Enhanced ESG Management and Sustainability

Robust ESG work system

- Signed the United Nations
 Principles for Sustainable
 Insurance (PSI)
- Developed a green finance and ESG indicator system and information management system with distinctive PICC characteristics
- Pioneered the establishment of a unified green insurance statistical system and an ESG risk assessment system for insurance clients within the industry
- Promoted ESG brand building, and for the first time ranked on Fortune's China ESG Impact List

Innovative ESG financial products

- Green insurance provided risk coverage of 184tn RMB
- The investment scale for serving green development reached RMB **100.4**bn RMB
- Led the release of the "Belt and Road" Green Insurance Principles
- Implemented multiple pioneering green insurance products nationwide, including photovoltaic power sales credit compensation insurance and long-term quality and performance guarantee insurance for energy storage systems
- Successfully issued a quantitative ESG index asset management product

Active public charities

- Received the highest-level evaluation in the central government's designated targeted assistance assessment for the sixth consecutive year
- The number of participants in volunteer services reached 24,185, benefiting 456,081 people
- Continuously carried out the "PICC Mother's Health Express" public welfare project

Strengthening green and lowcarbon operations

- Established the first "carbon neutral branch" in the domestic insurance industry
- Constructed green data centers: in 2024, the PUE values* of the southern and

northern information centers were **1.8**

- and **1.9** respectively, with significant year-on-year decreases
- Promoted digital operations: the

electronic policy issuance rate for auto

insurance reached 95.3%

*Remark: The PUE (Power Usage Effectiveness) value is an indicator used to evaluate the energy efficiency of a data center. The closer the value is to 1, the lower the energy consumption of non-IT equipment.

MSCI ESG Rating

A Currently the **Highest** Rating Among Domestic Insurance Companies









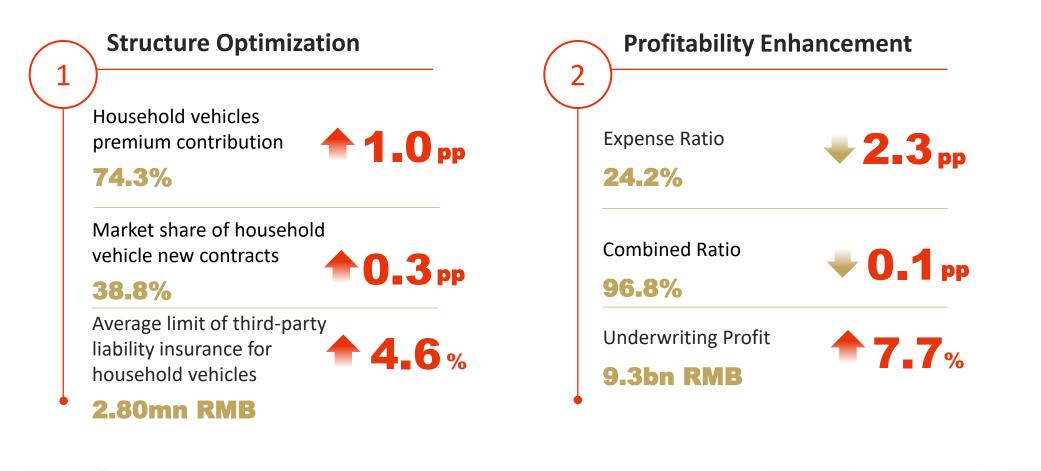
P&C: Results Highlights

Insurance Revenue	Net Profit	Net Assets		
485.2 _{bn RMB}	33_2 _{bn RMB}	260_4 bn RMB		
+6.1 %	+31.6 %	+11.7%		
Combined Ratio	ROE	Annual Dividend per Share (incl. interim)		
98.5%	13.5%	0.54 кмв		
Outperformed Industry	+ 2.4 pp	+10.4%		

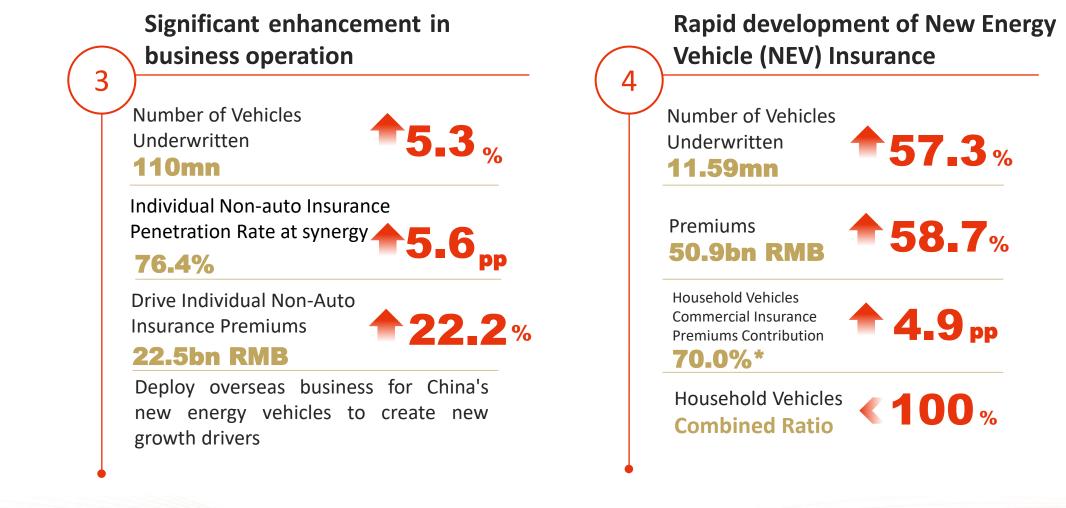
Note1: "P&C" refers to PICC P&C, not including PICC HK, unless otherwise stated.

Note2: Net Loss and LAE Reserves Ratio are based on the Old Accounting Standards.

2.1.1 Auto Insurance (1/2)

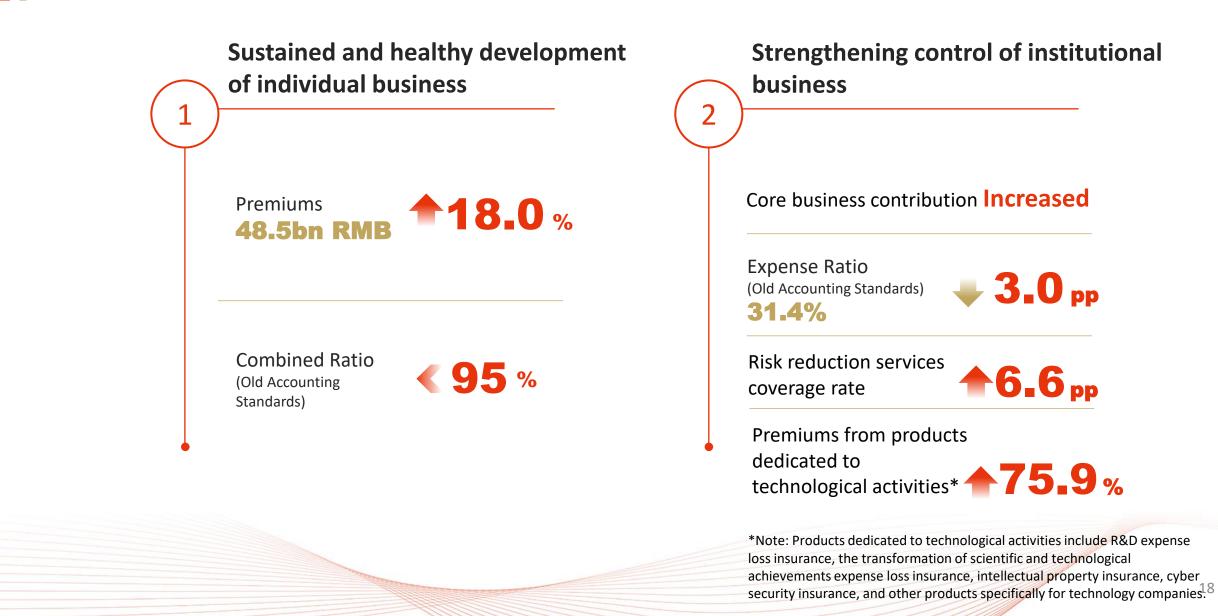


2.1.1 Auto Insurance (2/2)



*Note: The proportion of household NEV commercial insurance within NEV commercial insurance.

2.1.2 Non-Auto Insurance (1/2)



2.1.2 Non-Auto Insurance (2/2)

Enhancing Policy-Based Service

Capacity

3

The coverage area of full-cost insurance and planting income insurance for the three major staple crops spans **320**mn mu

The participation rate in the longterm nursing care insurance pilot project over **65%**

The participation rate in the national new business format occupational injury insurance pilot project **86%**

Significant effectiveness in the management of non-auto insurance premiums receivables

Outstanding premiums receivables

4

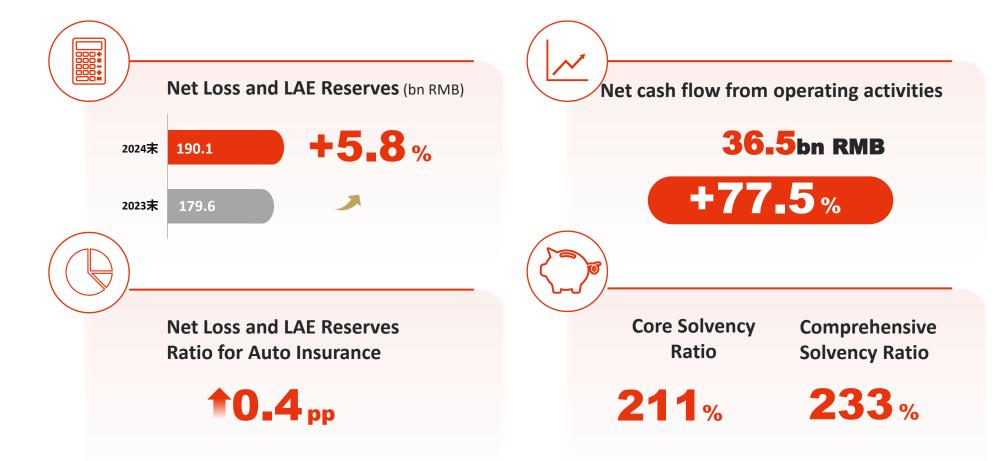
21.0%



Premiums receivables rate



2.1.3 Solid financial strength



Life: Results Highlights

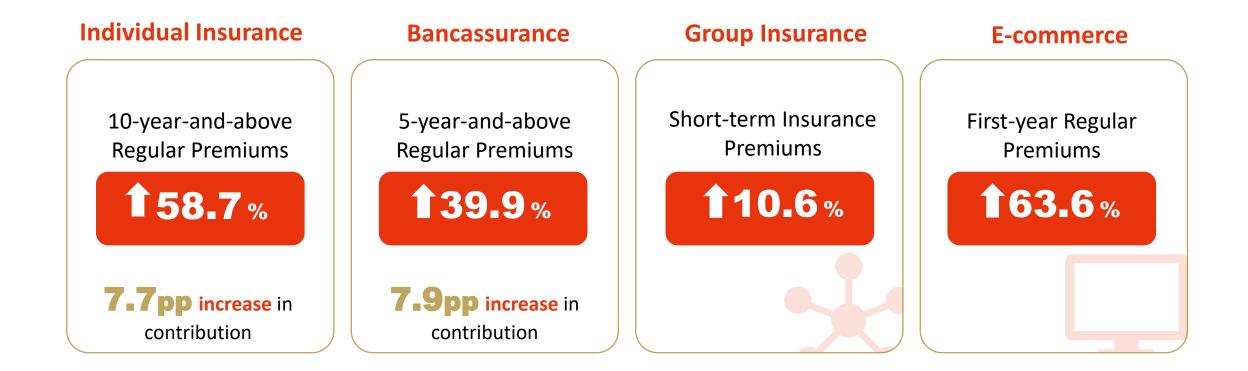
Insurance Revenue	Net Profit	Net Assets	
22.4 bn RMB	17.1 bn RMB	39.6 bn RMB	
+23.0 %	Significant Growth	+10.1%	
Contractual Service Margin	Regular Premiums	13-month Premium Persistency Ratio	
92.6 bn RMB	84.3 bn RMB	96.3%	
+22.4%	+13.5 %	+4.1 pp	

2.2.1 Business Value Increased Significantly

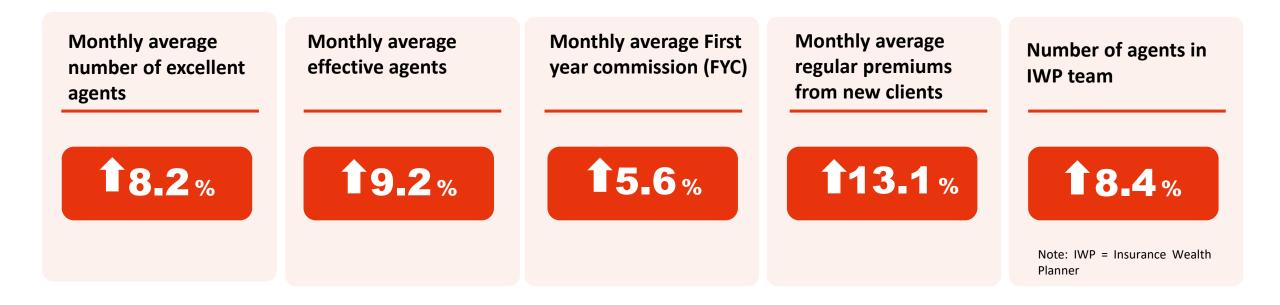
NBV	NBV Margin		
5.0 bn RMB	† 7.6 pp		
114.2 %			
VIF	EV		
VIF 22.2 bn RMB	EV 119.7 bn RMB		

Note: The growth rates of NBV, NBV margin, VIF, and EV are on a comparable basis.

2.2.2 Significant Outcomes of Channel Transformation



2.2.3 Individual Agents: Quality Improvement



Health: Results Highlights

Insurance Revenue	Net Profit	ROE	
27_2 _{bn RMB}	5.7 _{bn RMB}	43.2 %	
+6.2 %	+212.1%	+25.1 _{pp}	
Net Assets	Contractual Service Margin	13-month Premium Persistency Ratio	
14.8 bn RMB	20.2 _{bn RMB}	93.9%	
+26.2 %	+18.9 %	+5.1pp	

2.3.1 Business Value Increased Significantly

NBV 6.5 bn RMB 143.6 %

VIF

17.9 bn RMB **35.3**% EV

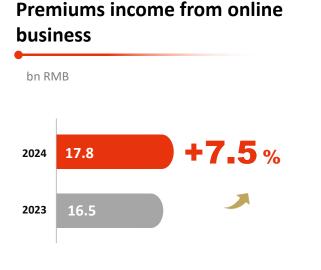
30.1 bn RMB **42.3**%

Combined Ratio of Short-term Insurance

↓ 4.8 pp

Note: The growth rates of NBV, VIF, and EV are on a comparable basis.

2.3.2 Online Health Insurance: Expansion



Continued market
 leadership among the life
 and health insurance

4.2mn 17.5% New commercial insurance customers

Cumulative customers 76mn

 Covering 31 provinces and 333 cities nationwide

Continuously advancing new paths of development

- Continued growth and diversification in medical, critical illness, disability, and nursing insurance businesses
- Launched the industry's first commercial medical insurance customer research blue paper based on The Seventh National Population Census , covering nationwide customer needs
- Pioneered using medical insurance accounts to purchase "Hao Yi Bao, long-term Medical Insurance" in Shanghai

2.3.3 Big Health Ecosystem: Construction Continues



Provided health management services to **8.15**mn customers Recorded health management services revenue: 430mn RMB

 \bigcirc

63.3%

20.1 %

- Unified health management service platform serves 9.99mn customers, with
 19,856 partner institutions and
 9,588 added in 2024
- 55 joint medical offices generated
 720mn RMB in premiums

Strengthening resource integration

- Onboarded **161** 3A hospitals
- Achieved one-stop claims collaboration with
 4,675 hospitals
- A total of 268 rehabilitation and nursing institutions and 2,001 medical examination institutions have been contracted

Asset Management: Performance Overview

Total Insurance Investment Assets	Investment Scale in Serving the Real Economy	Total Investment Income	
1,641.8 bn RMB	1,165.0 bn RMB	82.2 bn RMB	
+14.6%	+26.6 %	+86.2 %	
Total Investment Yield	Fixed-Income Asset Investments Yield	OCI Equity Investment Yield	
5.6 %	4.3 %	36.3 %	
+2.3 _{pp}	+0.3 pp	+10.7pp Outperformed the CSI 300 Dividend Index	

2.4.1 Asset Allocation: Sustained Optimization



2.4.2 Continuous Enhancement of Active Management

Equity Investment Capabilities Continue to Strengthen. Over the past three years, the return on stock asset operations has outperformed the CSI 800 Index by 27.9%

Wealth Management Capabilities Are Continuously Improving. 67% of portfolio-based asset management products rank in the top 50% of the market, and 20% rank in the top10%

Asset Creation Capabilities to Serve Major National Strategies Have Significantly Strengthened. By establishing the East Guangdong-West Guangdong-North Guangdong Industrial Transfer Fund and the PICC Modern Industrial Investment Fund, we are actively exploring new models to support national strategies.

The Effectiveness of Non-Standard Transformation Has Emerged. PICC has promoted the development of innovative businesses such as ABS, CMBS, and quasi-REITs, creating new growth pillars for non-standard operations. Successfully completed PICC's first insurance exchange CMBS project, the "PICC AMC - China Resources Land: 2024 No. 1 Consumer Infrastructure Asset-Backed Plan" with a product issuance scale of 5.33bn RMB











Key Work Focus for 2025

Further Refine Operation and Management



Further Enhance Core Functions

- Solidly implement the five major areas of finance
- Optimize the supply of insurance services

Further Deepen Reforms and Innovations

- Reform to address high-quality development challenges
- Advance innovation in models, products, mechanisms, and technology

- Stabilize underwriting profits and investment income
- Continuously promote comprehensive cost reduction and efficiency enhancement

Further Strengthen Risk Prevention

- Enhance proactivity and comprehensiveness in risk control
- Improve compliance and management at the grassroots level



Q & A

Appendix: Differences between CAS and IFRS

(mn RMB)

	Net Profit Attributable to Equity Holder of the Company		Net Assets Attributable to Equity Holder of the Company	
Item	2024	2023	As of Dec 31, 2024	As of Dec 31, 2023
Under CAS	42,869	22,773	268,733	242,355
Items and adjustments under IFRS:				
Catastrophe reserves of agricultural insurance	-957	-602	178	1,135
Impact of such adjustments on deferred income tax	239	151	-45	-284
Under IFRS	42,151	22,322	268,866	243,206

Appendix: Key Financials of PICC Group (CAS)

(mn RMB, unless otherwise noted)	2024	2023	Change
Insurance revenue	537,709	503,900	6.7%
Of which: PICC P&C	485,223	457,203	6.1%
PICC Life	22,384	18,204	23.0%
PICC Health	27,217	25,619	6.2%
Total profit	70,618	34,430	105.1%
Net profit attributable to equity holders	42,869	22,773	88.2%
EPS (RMB)	0.97	0.51	88.2%
Weighted average return on equity	16.7%	9.6%	Up by 7.1ppts
Total investment yield	5.6%	3.3%	Up by 2.3ppts
PICC P&C combined ratio	98.5%	97.6%	Up by 0.9ppts
New business value of PICC Life	5,024	3,664	114.2% (on a comparable basis)
New business value of PICC Health	6,513	2,826	143.6% (on a comparable basis)

(mn RMB, unless otherwise noted)	As of Dec 31, 2024	As of Dec 31, 2023	Change
Total assets	1,766,384	1,557,159	13.5%
Total liabilities	1,399,158	1,225,490	14.3%
Net assets attributable to equity holders	268,733	242,355	10.9%
Book value per share (RMB)	6.1	5.5	10.9%
Embedded value of PICC Life	119,731	101,470	47.7% (on a comparable basis)
Embedded value of PICC Health	30,117	22,495	42.3% (on a comparable basis)

Appendix: Key Financials of PICC Group (IFRS)

(mn RMB, unless otherwise noted)	2024	2023	Change
Insurance revenue	537,709	503,900	6.7%
Of which: PICC P&C	485,223	457,203	6.1%
PICC Life	22,384	18,204	23.0%
PICC Health	27,217	25,619	6.2%
Total profit	69,232	33,557	106.3%
Net profit attributable to equity holders	42,151	22,322	88.8%
EPS (RMB)	0.95	0.50	88.8%
Weighted average return on equity	16.4%	9.4%	Up by 7.0ppts
Total investment yield	5.6%	3.3%	Up by 2.3ppts
PICC P&C combined ratio	98.8%	97.8%	Up by 1.0ppts
New business value of PICC Life	5,024	3,664	114.2% (on a comparable basis)
New business value of PICC Health	6,513	2,826	143.6% (on a comparable basis)
(mn RMB, unless otherwise noted)	As of Dec 31, 2024	As of Dec 31, 2023	Change
Total assets	1,766,321	1,556,682	13.5%
Total liabilities	1,398,900	1,223,779	14.4%
Net assets attributable to equity holders	268,866	243,206	10.6%
Book value per share (RMB)	6.08	5.50	10.6%
Embedded value of PICC Life	119,731	101,470	47.7% (on a comparable basis)
Embedded value of PICC Health	30,117	22,495	42.3% (on a comparable basis)

37