

中国平安 PINGAN

专业·价值

2023 Annual Results

— Sustainable Growth through the Cycles

March 2024

Cautionary Statements Regarding Forward-Looking Statements

To the extent any statements made in this Report contain information that is not historical, these statements 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 may or may not occur in the future. Words such as “potential”, “estimates”, “expects”, “anticipates”, “objective”, “intends”, “plans”, “believes”, “will”, “may”, “should”, variations of these words and similar expressions are intended to identify forward-looking statements.

These forward-looking statements are subject to known and unknown risks and uncertainties that may be general or specific. 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. The forward-looking statements herein do not constitute a material commitment by the Company to investors, and investors and related persons should maintain an adequate understanding of the risks and should understand the differences between commitments and forward-looking statements such as plans and forecasts. These and other factors should be considered carefully; readers should not place undue reliance on the Company’s forward-looking statements, and should pay attention to investment risks. 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. Neither the Company nor any of its employees or affiliates is responsible for, or is making, any representations concerning the future performance of the Company.

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Group President & Co-CEO

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Group Co-CEO

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Overall Financial Results

Fu Xin, Group Senior Vice President

Stay Focused: Integrated Finance + Health-and-Elderlycare Strategy

World-leading
Integrated Financial, Healthcare and Elderlycare Services Provider



Integrated Finance

Financial adviser
One customer, multiple products, and one-stop services



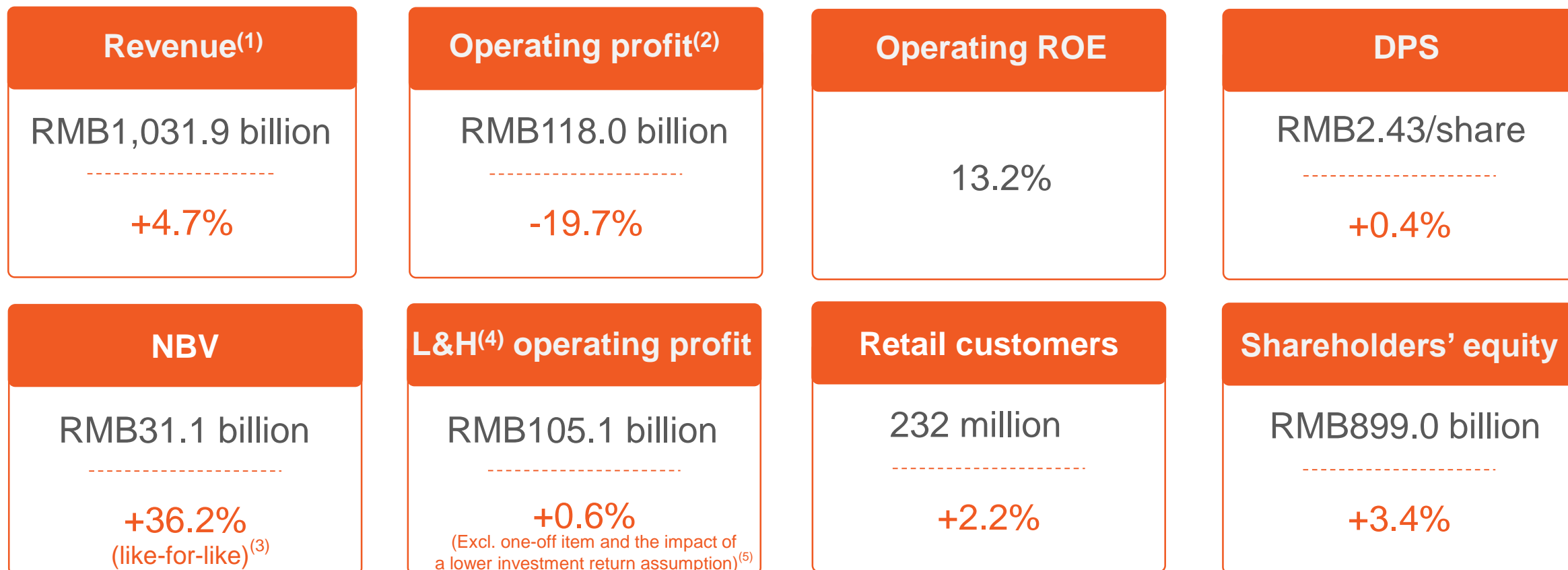
Healthcare and Elderlycare

Family doctors and elderlycare concierges
Industry standards, central procurement, and service supervision

Technological Empowerment

Empowering financial services with technologies, empowering financial services with ecosystems, and advancing development with technologies

| 2023 Overall Performance



Notes: (1) This revenue is under IFRS. The Group's revenue under China Accounting Standards rose 3.8% YoY to RMB913.8 billion.

(2) Operating profit and shareholder's equity refer to the operating profit and shareholder's equity attributable to shareholders of the parent company respectively.

(3) The like-for-like YoY growth is based on the end-2022 assumptions and model. Under this basis, 2023 L&H NBV amounted to RMB39.26 billion.

(4) L&H stands for Ping An Life & Health.

(5) The Company lowered the long-run investment return assumption to 4.5% in 2023, and restated data for the comparative period and YoY changes as per the adjusted investment return assumption. Net of a one-off tax credit due to a loss from the sale of Ageas (aka Fortis) in 2022 and the impact of the investment return assumption being lowered to 4.5% on the base and results, Life & Health's OPAT would rise 0.6% YoY.

| 2023 Key Business Highlights

The Group

Stable and resilient core businesses: Three core businesses (L&H, P&C and bank) performed steadily, delivering **RMB140.9 bn** in OPAT attributable to shareholders of the parent company, down slightly by **2.8%** YoY.

L&H

High-quality development: L&H resumed growth with NBV growing **36.2%** YoY⁽¹⁾, NBV per agent up **89.5%** YoY, and income per agent rose **39.2%** YoY.

Channel diversification: Bancassurance NBV grew **77.7%**, showing strong momentum; non-agent channels accounted for **16.5%** of total NBV.

Quality improvement: 3-month persistency ratio up **2.5 pps** YoY.

Dividend

Growing dividends: Full-year cash DPS is **RMB2.43**, up **0.4%** YoY, with total dividend rising for **12** consecutive years.

P&C

Excellent quality of core businesses: Auto COR was **97.7%**, better than the market. Auto COR excluding impacts of catastrophe losses was **96.6%**.

Bank

Resilient business with strong capability to weather risks: Ping An Bank's net profit rose **2.1%** YoY, with a **1.06%** NPL ratio and a **277.63%** provision coverage ratio.

Notes: (1) On a like-for-like basis.

(2) The Company has implemented IFRS 17 Insurance Contracts since January 1, 2023, and restated data for the comparative period as per IFRS 17.

Steady OPAT from the Group's Three Core Businesses

(in RMB million)

	2023	Proportion (%)	YoY Change (%)
L&H ⁽¹⁾	105,070	89.1	(3.2)
P&C	8,918	7.6	(11.4)
Bank	26,925	22.8	2.1
Asset management ⁽²⁾	(20,747)	(17.6)	N/A
Technology ⁽³⁾	1,905	1.6	(65.1)
Others & elimination	(4,083)	(3.5)	(30.1)
The Group	117,989	100.0	(19.7)

Core financial businesses remained stable



Three core businesses (L&H, P&C and bank) delivered **RMB140.9 bn** in OPAT, down slightly by **2.8% YoY**



Excl. impacts of one-off items and the investment return assumption change⁽⁴⁾, L&H OPAT rose **0.6% YoY**

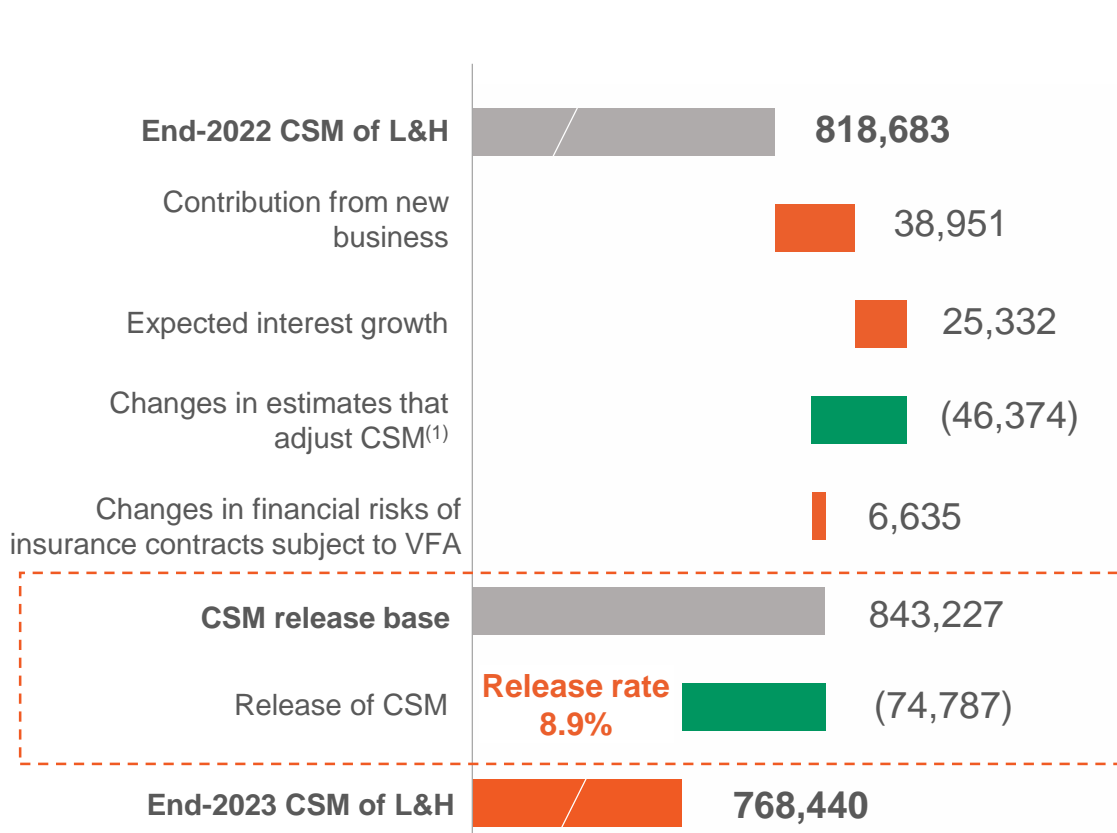
Notes: (1) Ping An lowered the investment return assumption to 4.5% in 2023, and restated data for the comparative period accordingly.

(2) Asset management business profit declined in 2023, as the Company proactively managed risks, prudently made provisions and revaluated some investments on the back of rising credit risks and volatile capital markets, which resulted from macroeconomic impacts. As such, asset management business is expected to see lower operational pressure in 2024, laying a solid foundation for future sustainable growth.

(3) Technology business's OPAT dropped 65.1% YoY mainly because Lufax Holding's net profit declined as its loan scale was under pressure and asset quality declined mainly due to the impact of macro conditions while credit impairment costs were high because of its increased risk sharing.

(4) Net of a one-off tax credit due to a loss from the sale of Ageas (aka Fortis) in 2022 and the impact of the investment return assumption being lowered to 4.5% on the base and result, Life & Health's OPAT would rise 0.6% YoY.

L&H OPAT Remained Stable and Healthy



(in RMB million)

	2023	2022	Change (%)
Insurance service result and others	88,587	91,710	(3.4)
Release of CSM	74,787	80,590	(7.2)
Change in risk adjustment for non-financial risk	6,029	5,884	2.5
Operating variances and others	7,771	5,236	48.4
Investment service result	25,589	21,785	17.5
Operating profit before tax	114,176	113,495	0.6
Income tax	(8,092)	(3,685)	119.6
Operating profit	106,083	109,810	(3.4)
Operating profit to shareholders	105,070	108,544	(3.2)

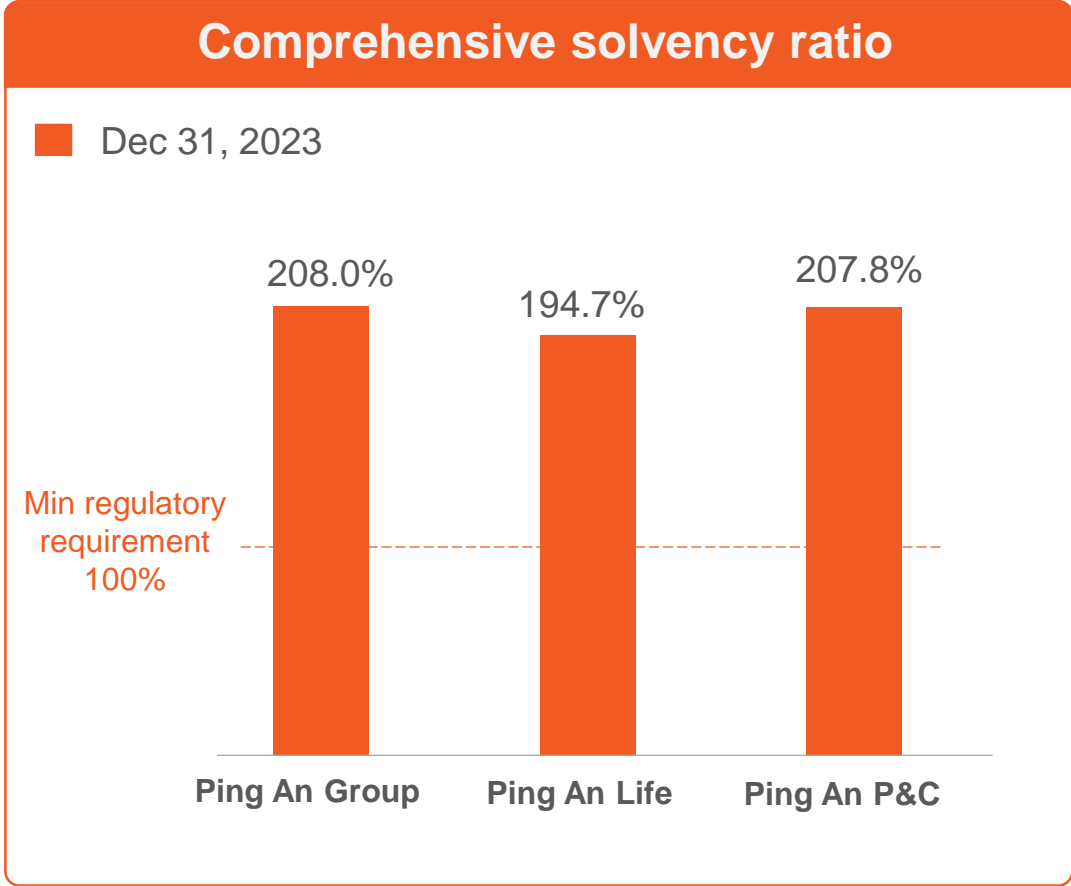
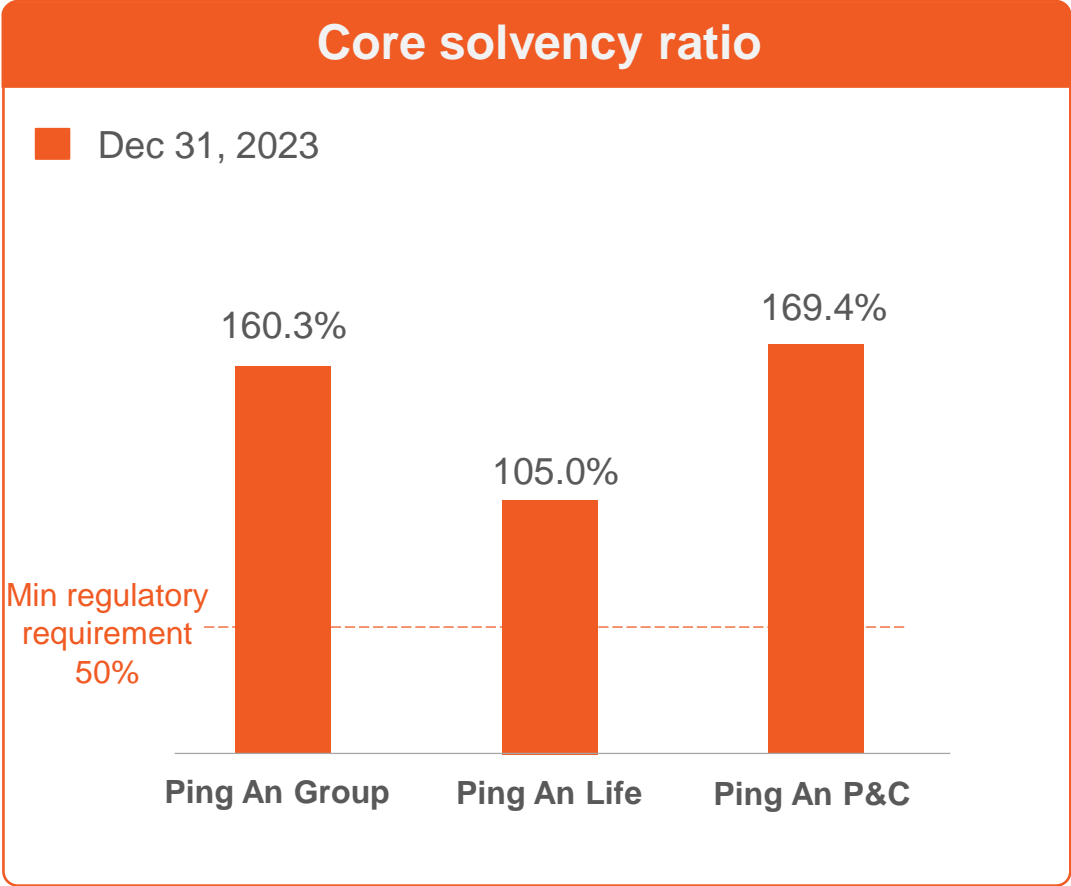
Notes: (1) Excluding changes in financial risks of insurance contracts subject to VFA.

(2) Operating variances and others rose 48.4% YoY mainly due to growth in operating variances such as claim deviation.

(3) Income tax increased by 119.6% YoY, mainly due to differences in effective tax rates arising from different tax adjustments in 2023 and 2022.

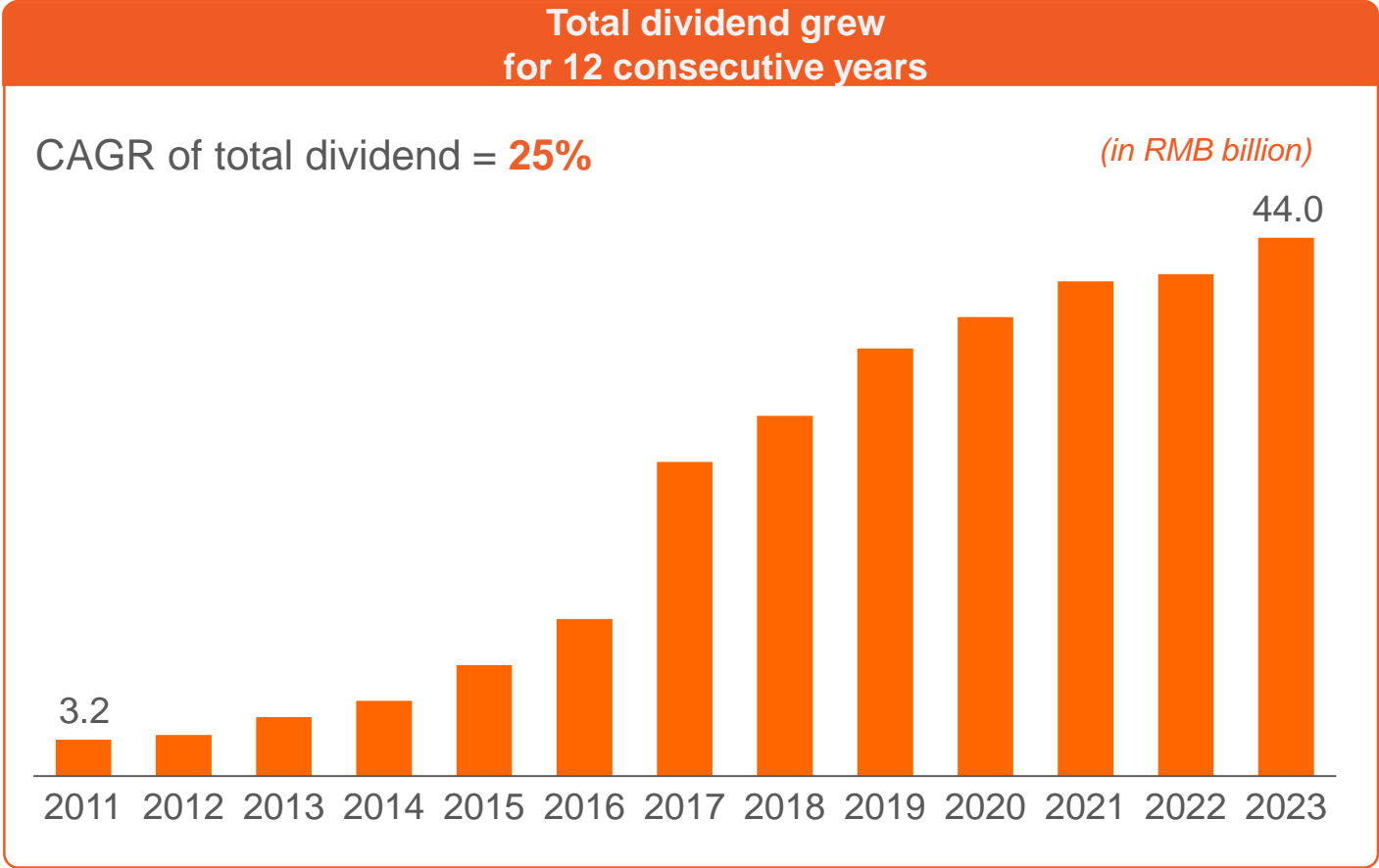
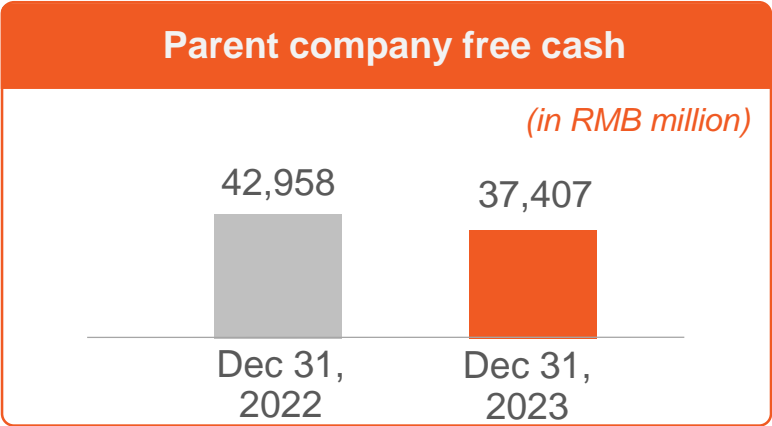
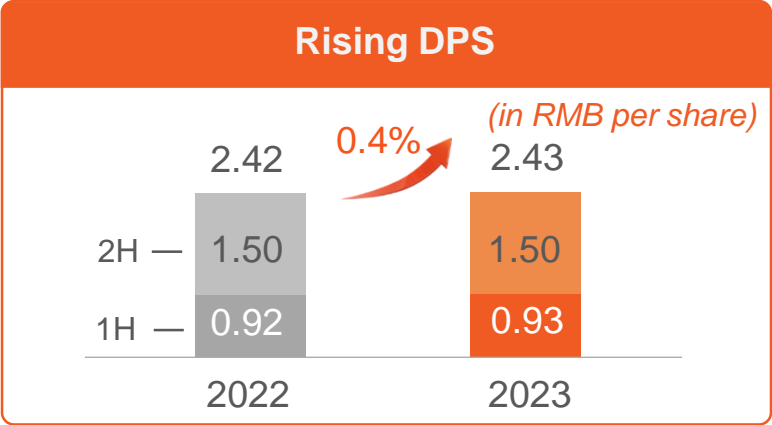
(4) Figures may not match the calculation due to rounding.

Solvency Ratios Still above Regulatory Requirements



Note: Solvency ratios of Ping An Life and Ping An P&C are computed in accordance with the C-ROSS Phase II and the transition period policy, unaffected by the implementation of IFRS 17.

DPS Grew 0.4% YoY with Total Dividend Rising for 12 Consecutive Years



Notes: (1) 2023 final dividend is pending approval at the 2023 Annual General Meeting.
(2) Total dividend excludes share buyback.

| Sustainability: Responsible, Lower-Carbon, and Forward-Looking

Support for Real Economy

Ping An cumulatively invested **RMB8.8 trn** to support the real economy

Green Development

Green investment of insurance funds
RMB128.6 bn

Green loan balance
RMB146.3 bn

Green insurance premium income
RMB37.3 bn

Responsible Investment

Responsible investment of insurance funds **RMB725.2 bn+**

Social Responsibility

Ping An Rural Communities Support

Funds cumulatively provided for poverty alleviation and industrial vitalization

RMB117.8 bn+

Bring insurance, finance, and healthcare to rural areas

Implemented in places such as Shaoguan, Guangdong Province, Baise, Guangxi Zhuang Autonomous Region, and Funan, Anhui Province to support rural vitalization

Index & Rating

2023

Description

MSCI

MSCI ESG Ratings

A

First in multi-line insurance & brokerage industry in the Asia-Pacific region

S&P Global

S&P's *Sustainability Yearbook (China) 2023*

Top 1% S&P Global ESG Score

Highest among insurers in China (including Hong Kong and Macao)



Sustainalytics' ESG Risk Ratings

Low risk

Leading position in China



CCTV's China Top 100 ESG Pioneer Listed Companies list

Listed

7th on the list, 1st in the financial industry

Global Partnerships



Honors and Awards



Fortune

Global 500

No. **33**

No. **1**
among global
insurance companies
again



Forbes

Global 2000

No. **16**

No. **7**
among global
financial services
companies



Brand Finance,
the world's largest
brand consultancy

Insurance 100

No. **1**

World's most valuable
insurance brand
for **7** years
in a row



Fortune

China 500

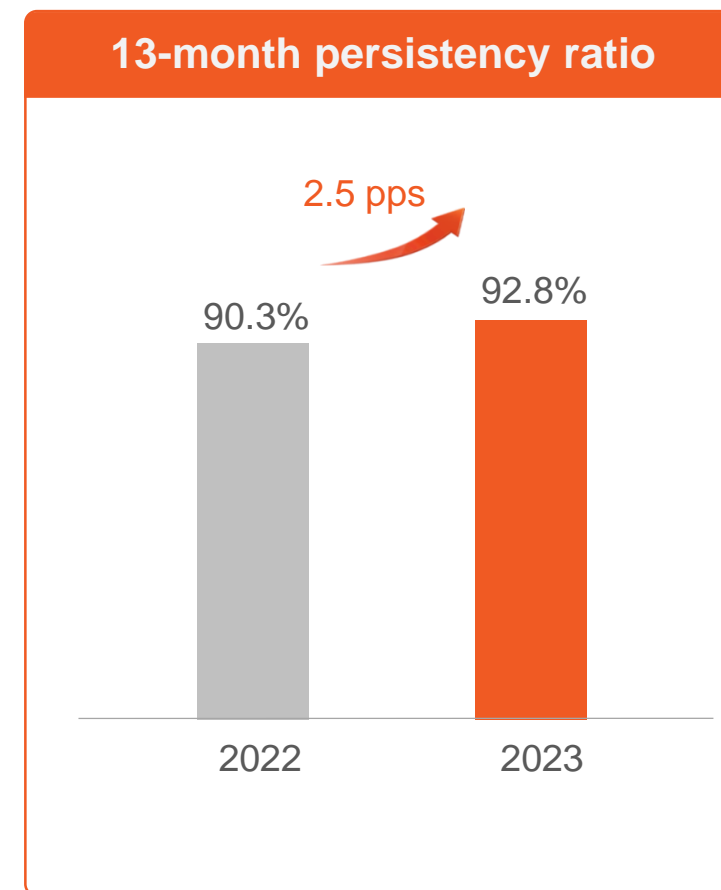
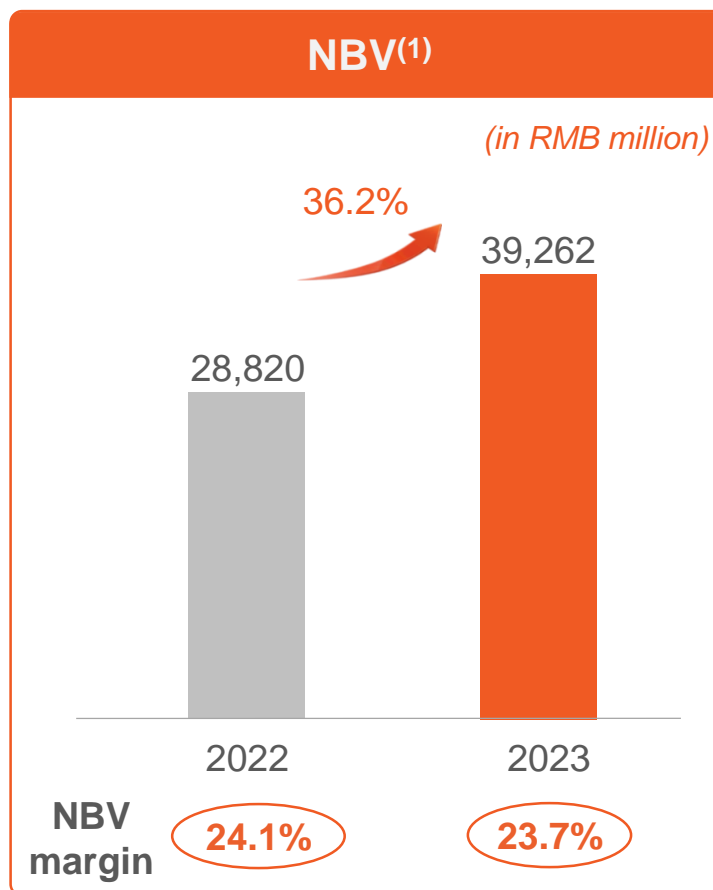
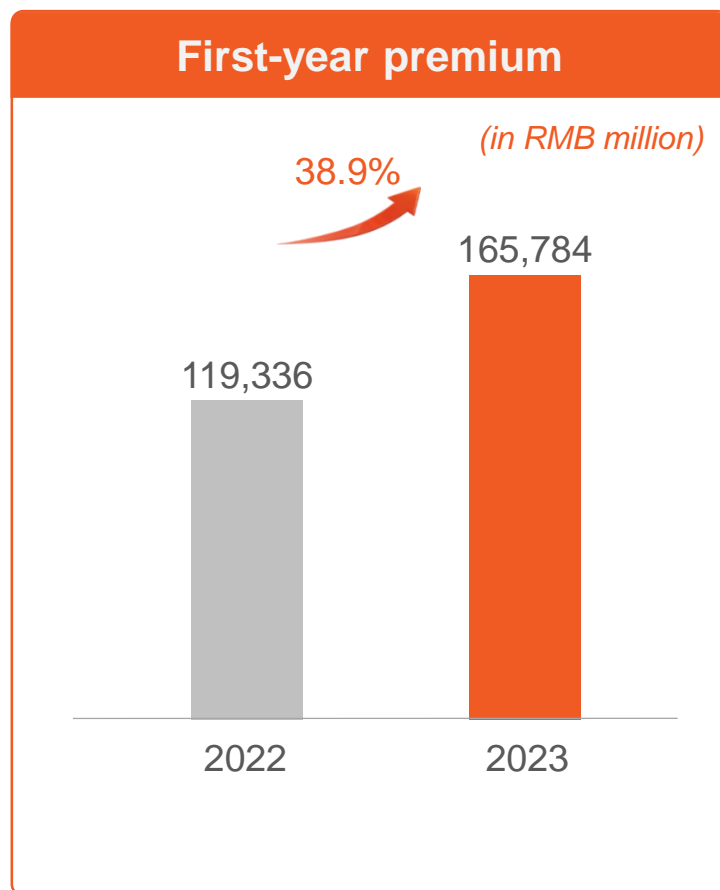
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Key Business Highlights

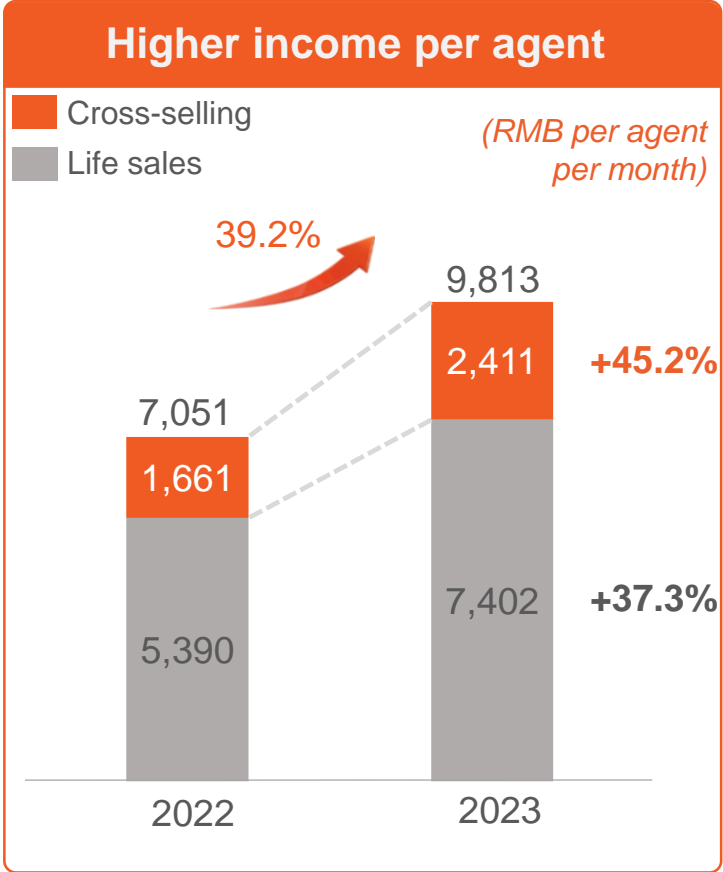
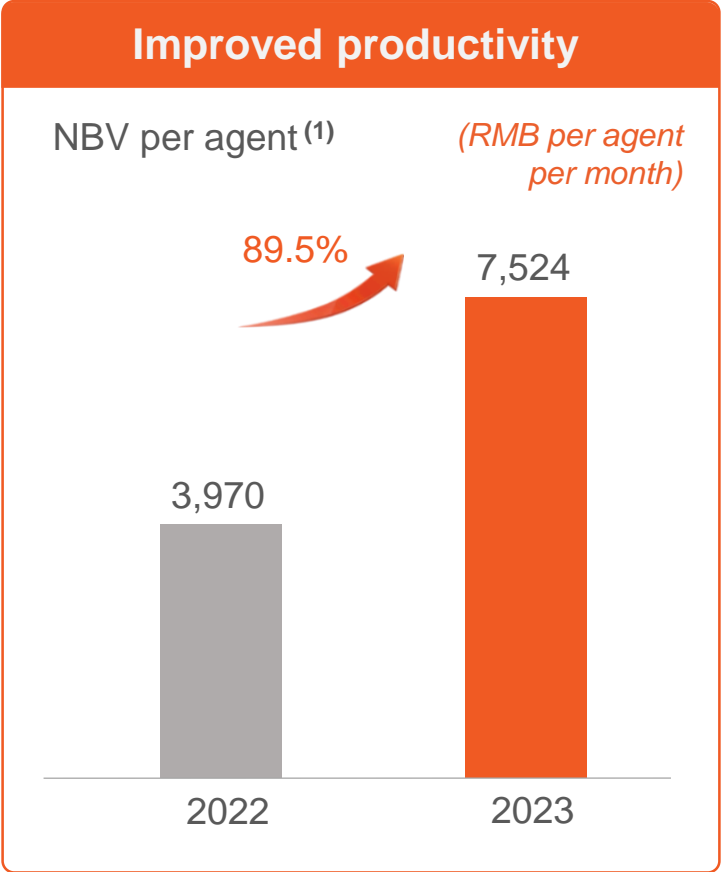
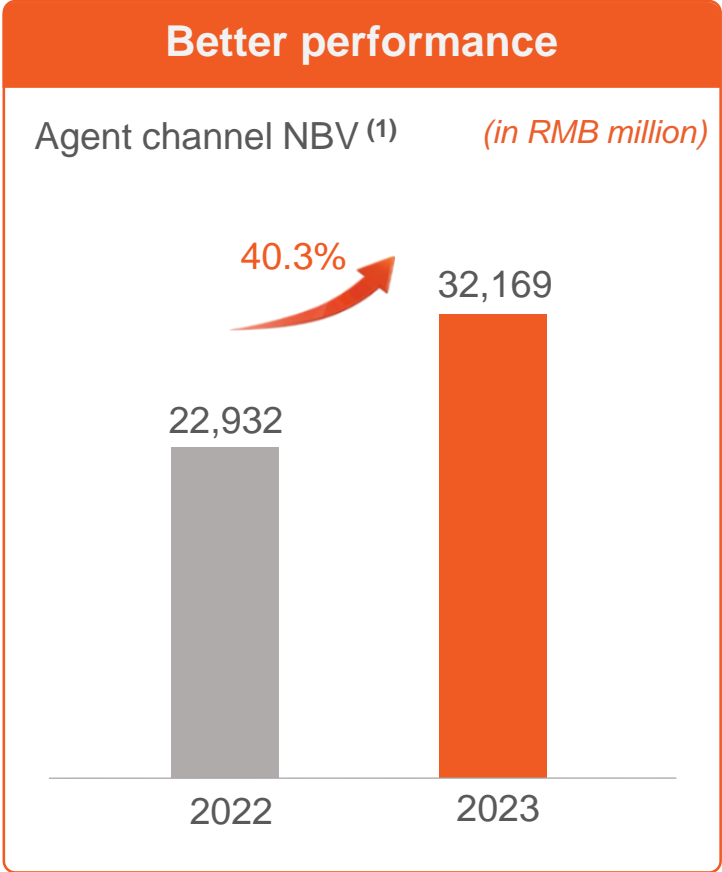
Xie Yonglin, Group President & Co-CEO

L&H: Steady Business Growth and Improving Business Quality



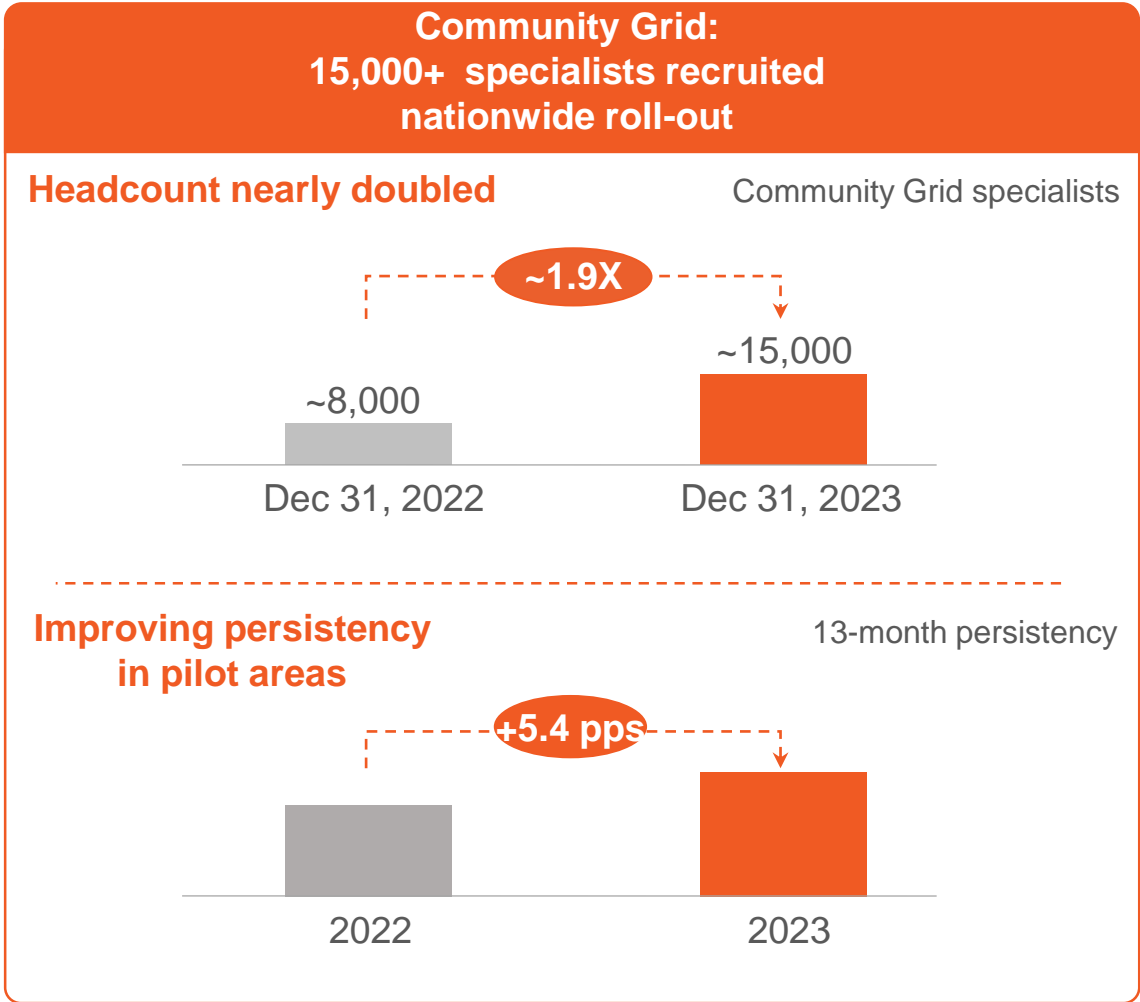
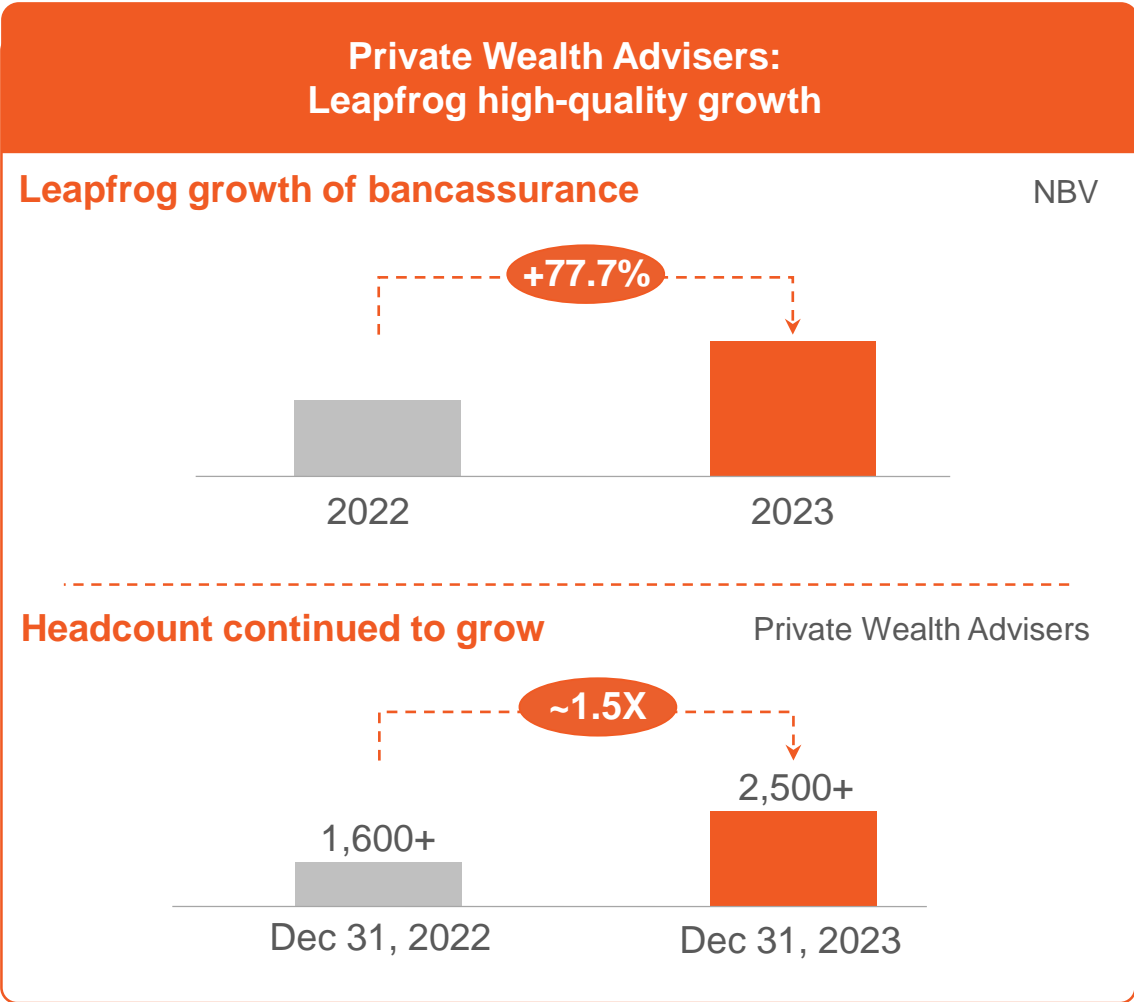
Note: (1) On a like-for-like basis, which means NBV for 2023 was based on the end-2022 assumptions and model.

Life: Strong Agency NBV Growth Driven by Rising Quality and Productivity

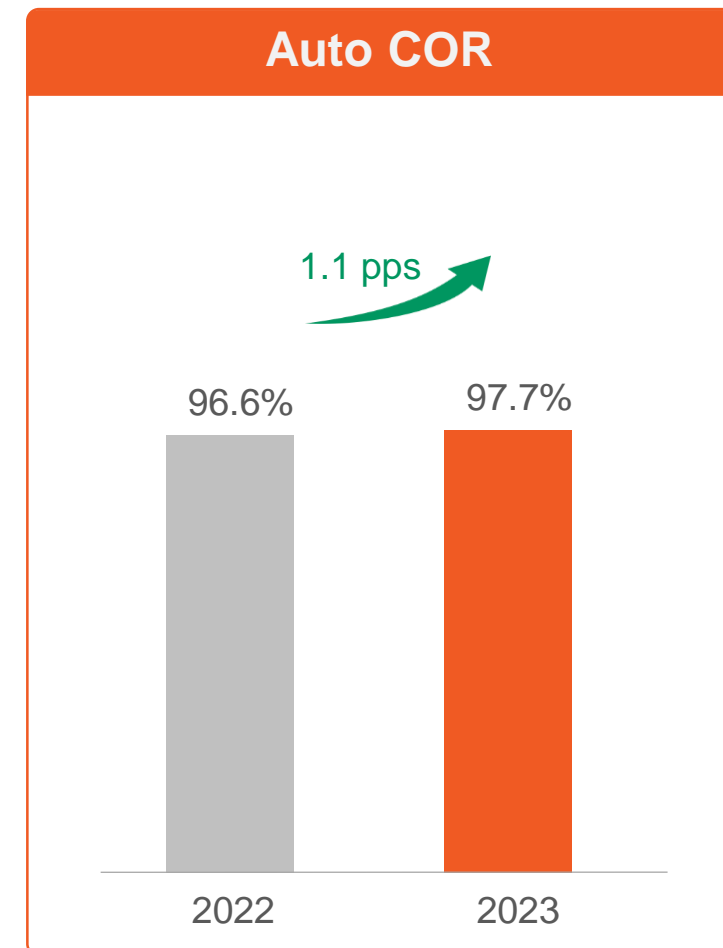
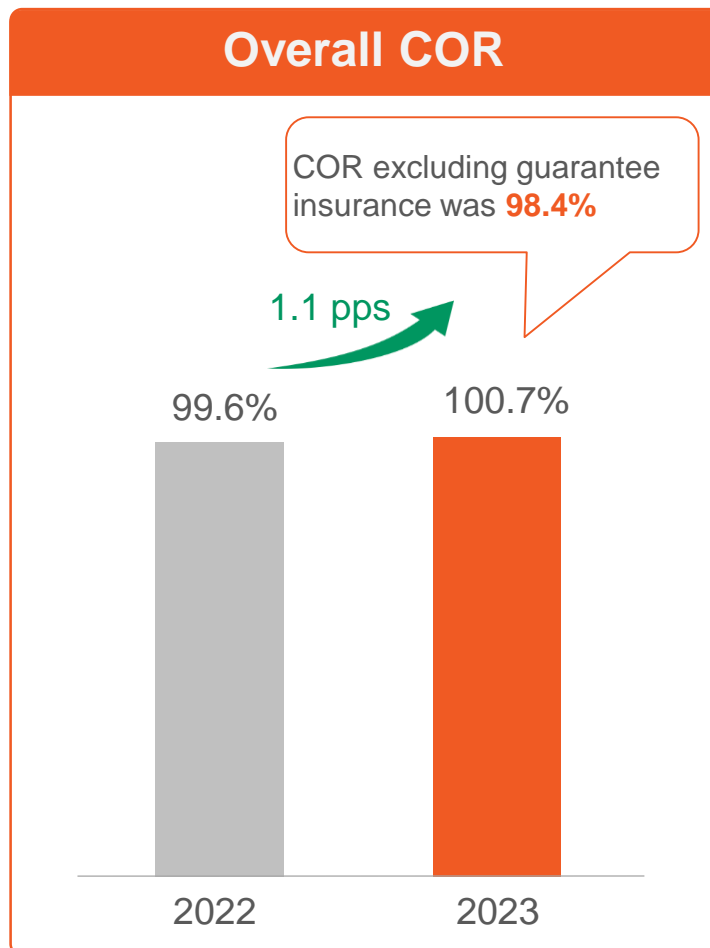
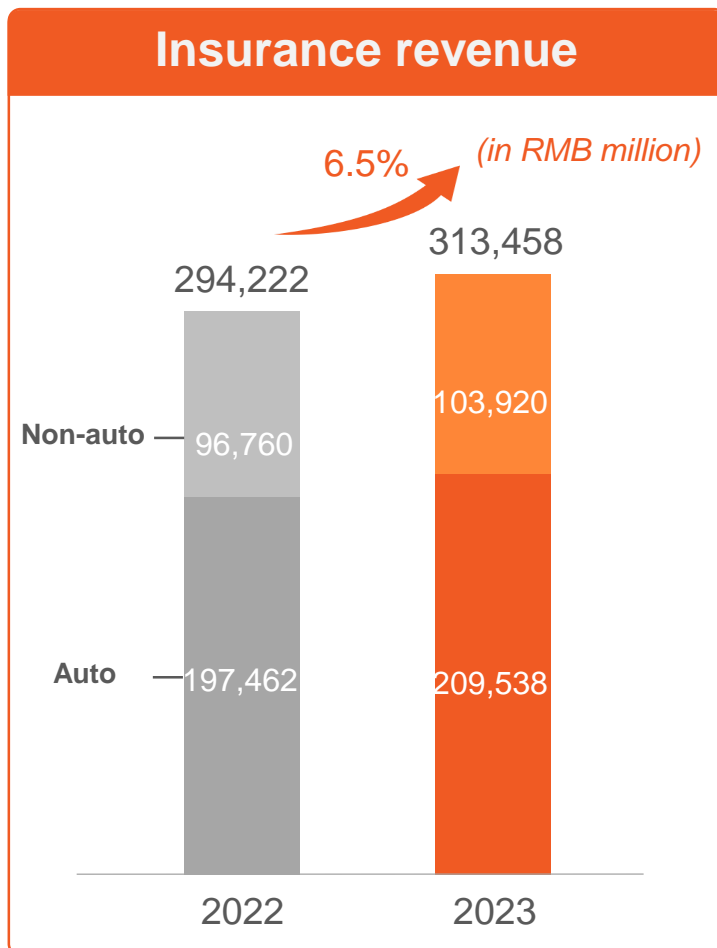


Note: (1) On a like-for-like basis, which means NBV for 2023 was based on the end-2022 assumptions and model.

Life: Distribution Capabilities Enhanced with Diversification & Innovation



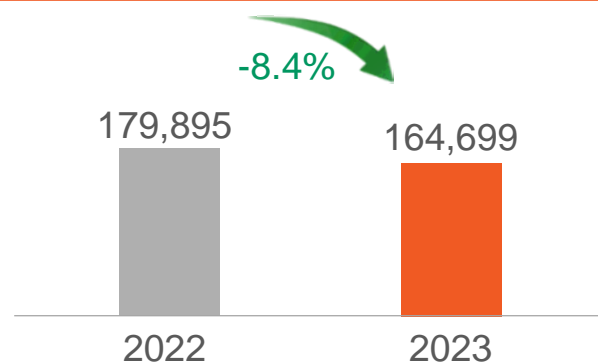
P&C: Steady Revenue Growth with Better-than-Market Auto COR



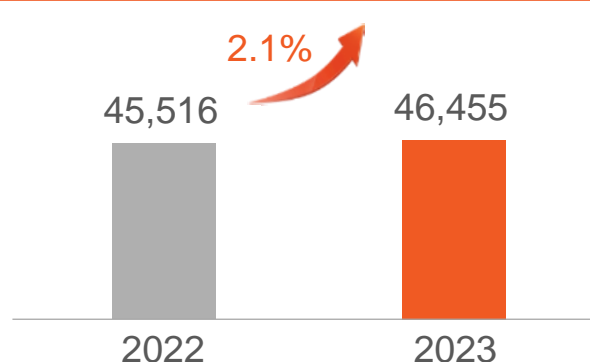
Bank: Resilient Business with Adequate Risk Provisions

(in RMB million)

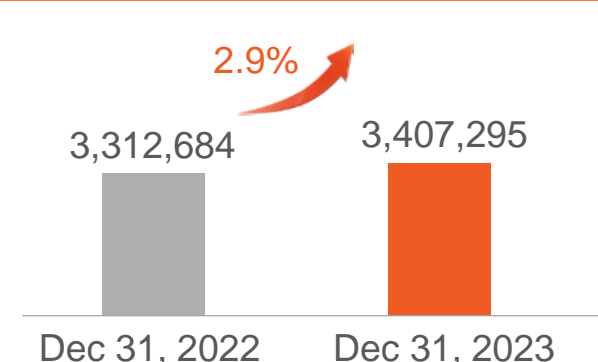
Revenue



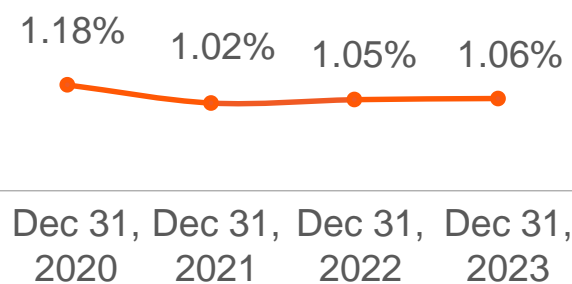
Net profit



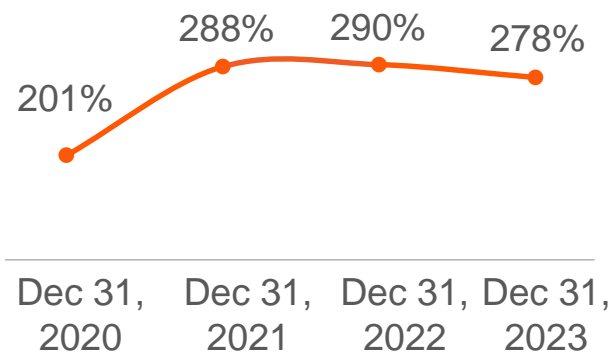
Deposits



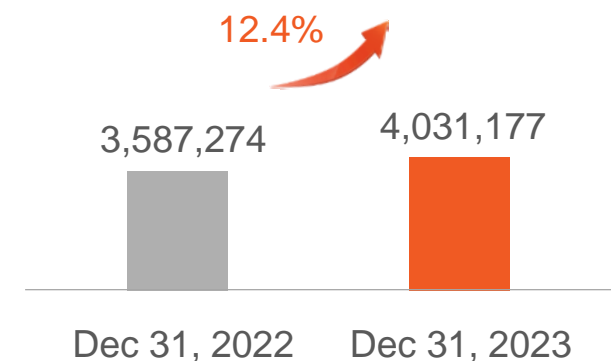
NPL ratio



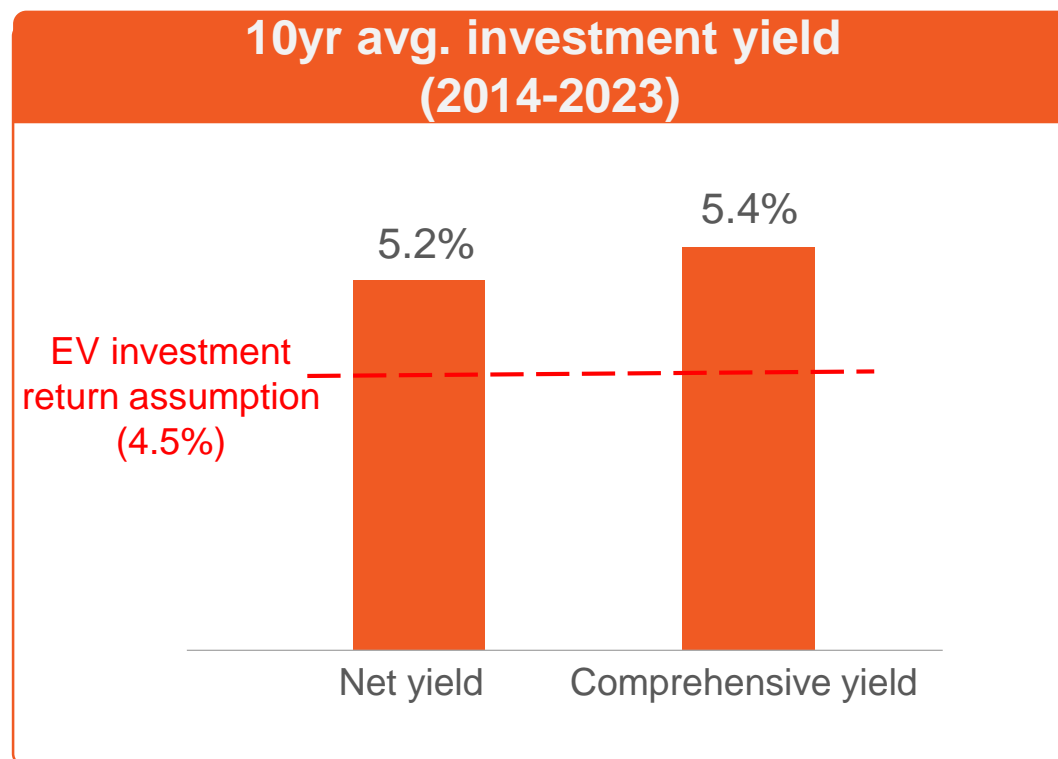
Provision coverage ratio



Retail AUM



Investment: Comprehensive Yield Improved; 10yr Avg. above EV Assumption



Investment yield

	2023	2022
Net yield	4.2%	4.7%
Comprehensive yield	3.6%	2.7%

Note: Computation of net and comprehensive yields excludes fair value changes of debt investments measured at FVTOCI backing Life & Health business.

- **Strategic allocation** We strike a balance between low-risk long-term bonds and risk assets, and between value stocks and growth stocks
- **Fixed income** Portfolio exceeded yearly allocation target, locked in long-term return and lengthened asset duration by seizing allocation opportunities from interest rate spike during 1H and a rate rebound in 2H based on our forecast
- **Equity** Equity portfolio significantly outperformed market benchmark in 2023 thanks to long-term allocation to value-based equities and adherence to a balanced and diversified approach

Investment: Insurance Funds Allocation Remained Stable

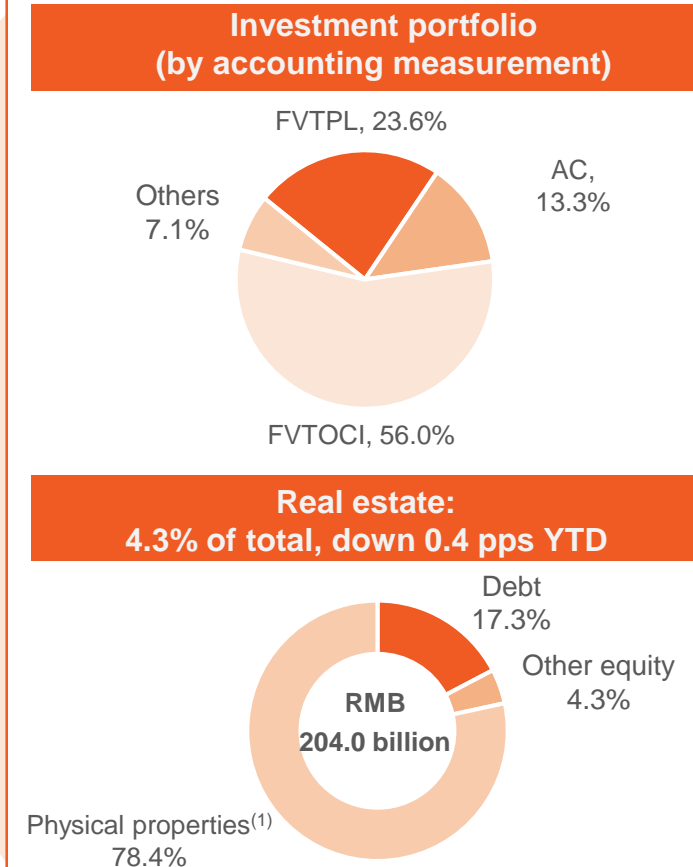
	Dec 31, 2023	Dec 31, 2022	Change (pps)
Cash and cash equivalents	2.6%	3.3%	(0.7)
Term deposits	4.4%	5.4%	(1.0)
Debt financial assets			
Bond investments	58.1%	54.6%	3.5
Bond funds	2.3%	2.5%	(0.2)
Preferred stocks	2.4%	2.7%	(0.3)
Perpetual bonds	1.1%	0.9%	0.2
Debt schemes	4.0%	4.2%	(0.2)
Wealth management products ⁽¹⁾	4.8%	6.1%	(1.3)
Equity financial assets			
Stocks	6.2%	5.3%	0.9
Equity funds	3.1%	3.4%	(0.3)
Wealth management products ⁽¹⁾	1.4%	1.2%	0.2
Unlisted equities	2.3%	2.5%	(0.2)
Long-term equity stakes	4.3%	4.7%	(0.4)
Investment properties	2.7%	2.7%	-
Other investments⁽²⁾	0.3%	0.5%	(0.2)
Total investments (in RMB million)	4,722,228	4,332,918	

Notes: (1) Wealth management products include trust plans from trust companies, products from insurance asset management companies, and wealth management products from commercial banks.

(2) Other investments mainly include statutory deposits for insurance operations, three-month or longer-term financial assets purchased under reverse repurchase agreements, and derivative financial assets.

(3) Total investments exclude assets of investment-linked insurance.

(4) Ping An has implemented IFRS 17 since January 1, 2023, and restated data for the comparative period as per IFRS 17.



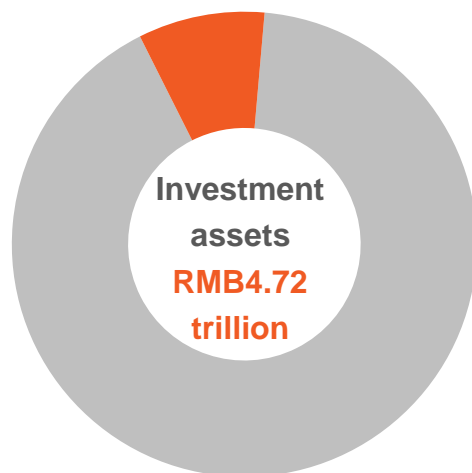
Note: (1) Physical property investments include those invested directly or indirectly in the form of equity stakes in project companies, measured at cost.

Investment: Debt Schemes and Debt WMPs Yielded 4.8%

Debt schemes and debt WMPs

Scale: **RMB416.8 billion**

Proportion: **8.8%**



	% of total investments	Nominal yield (%)	Remaining maturity (year)
Infrastructure	4.9	4.7	4.3
Expressway	0.9	4.9	2.6
Electric power	0.6	4.7	5.1
Public facilities and industrial parks	1.4	4.7	5.6
Water supply, environmental protection, railway and others	2.0	4.6	3.9
Non-bank financial services⁽¹⁾	1.5	5.3	2.0
Real estate industry⁽²⁾	1.1	4.8	2.9
Others	1.3	4.6	3.1
Total	8.8	4.8	3.3

- Over **96.4%** of debt schemes and trust schemes have **AAA** external credit ratings
- Aside from some high-credit rating entities, most of the assets held have **guarantees or collaterals**
- Target assets are mainly in **economically developed and coastal areas, such as Beijing, Shanghai, and Guangdong**

Notes: (1) Non-bank financial services refer to financial institutions other than banks, including insurers, asset management companies, and financial leasing companies.

(2) The real estate industry is broadly defined as comprising: real estate debt schemes directly investing in property projects; and trust schemes, infrastructure investment schemes, project-related ABSs, etc. with funds used in connection with real estate companies.

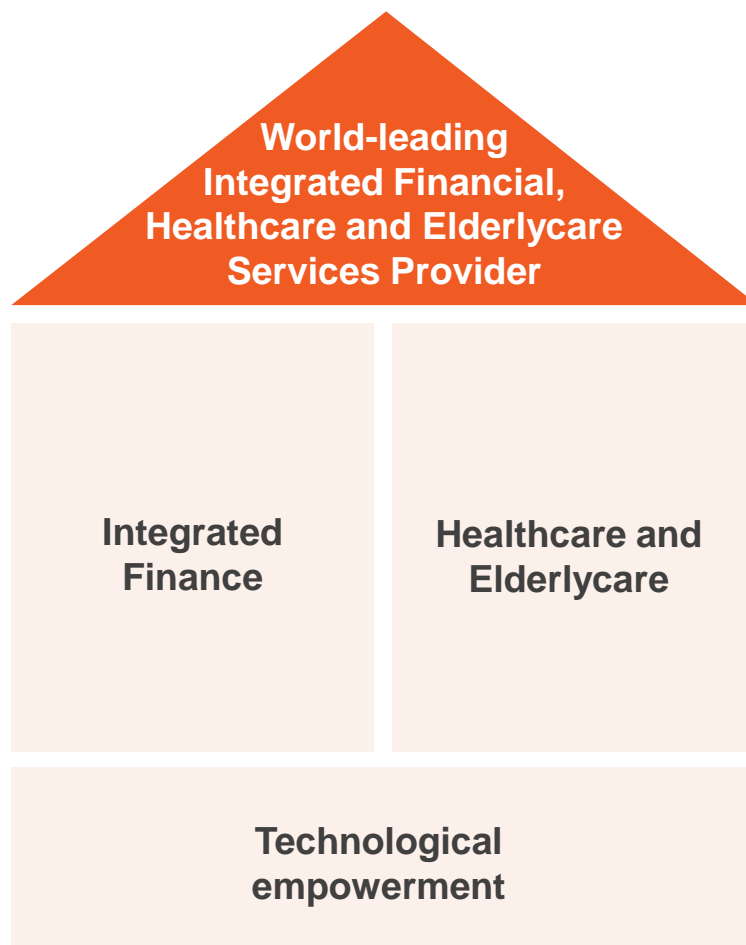
(3) Figures may not match the calculation due to rounding.

03

Strategy and Outlook

Michael Guo, Group Co-CEO

Significant Competitive Advantages: “3 Highs and 3 Lows”



Ping An's core competitive advantages

Customers:
“3 highs”

High value

High growth

High retention

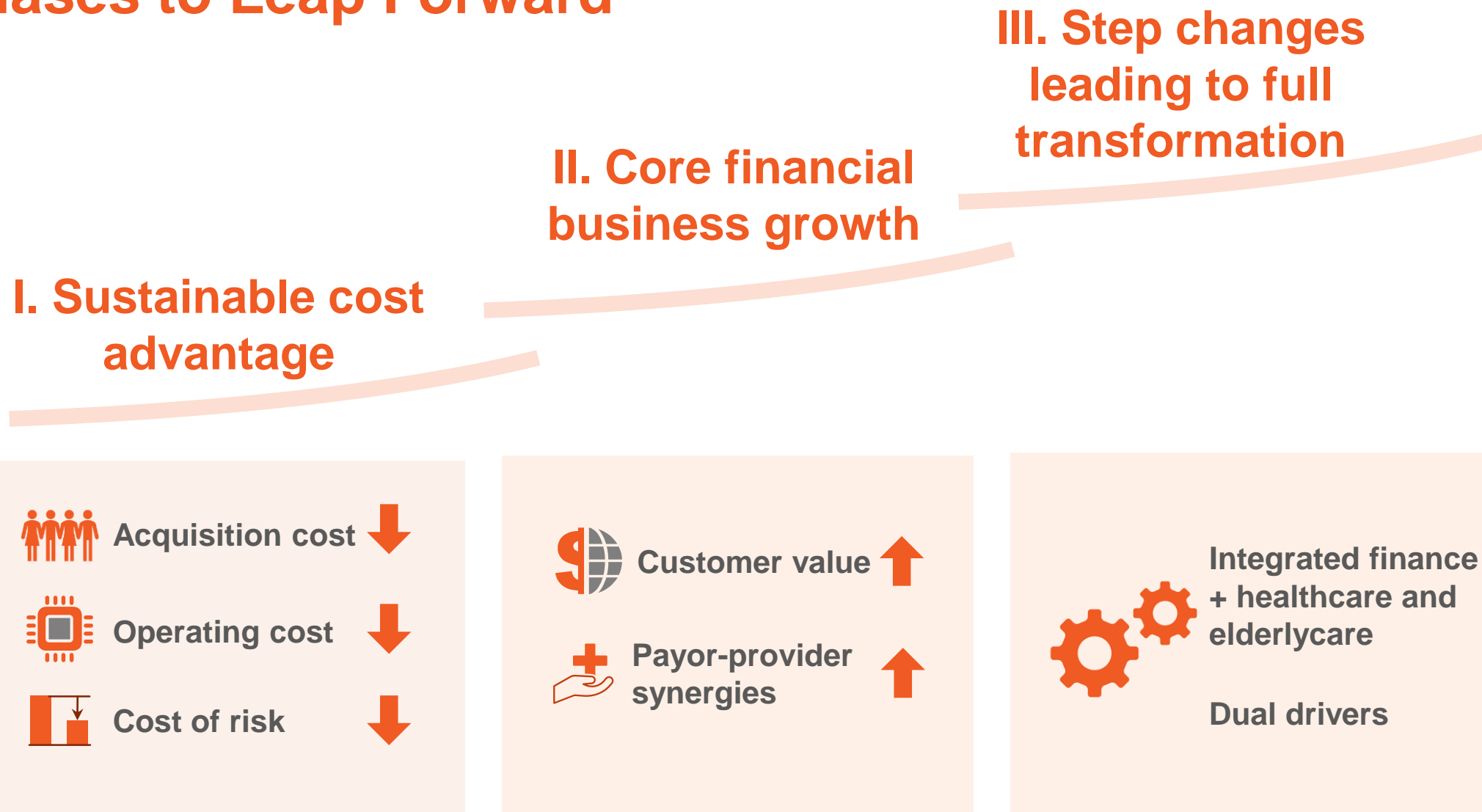
Costs:
“3 lows”

Low acquisition cost

Low operating cost

Low cost of risk

Three Phases to Leap Forward



Integrated finance

Healthcare and elderlycare

Technological empowerment

Integrated Finance: Profit per Customer under Pressure; Quality Still Robust

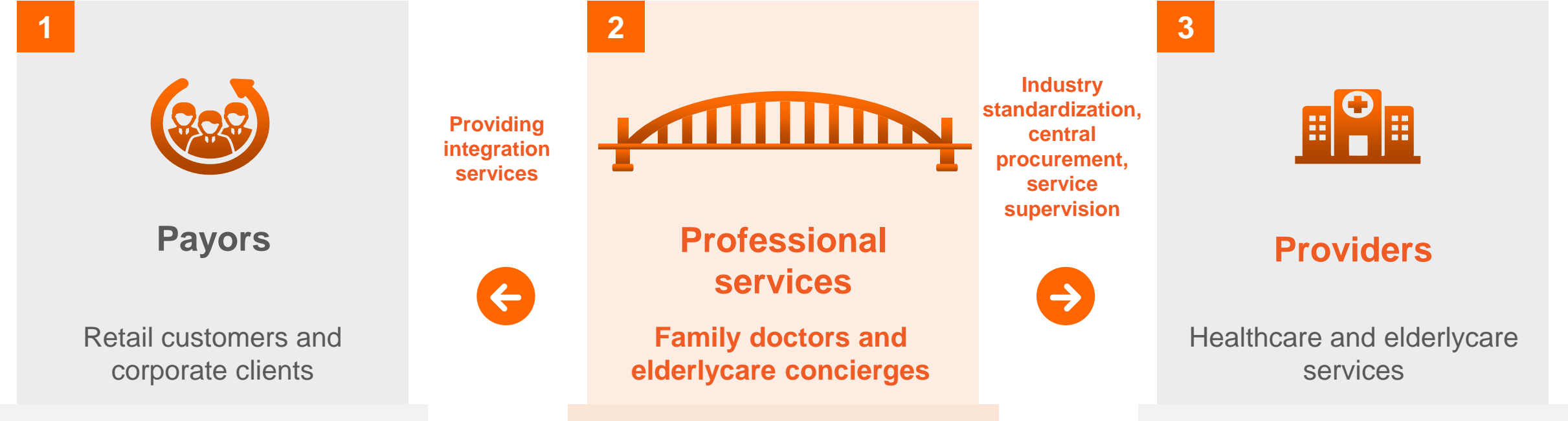


Robust customer quality

Customers with investable assets over RMB500k

High value	+7.6% Number of customers	3.4X Group average
	5 Contracts per customer	1.7X Group average
High growth	51% Customers aged 30-45	
High retention	90% Customer retention rate	

Health-and-Elderlycare: Integrate Payor-Provider to Offer Cost-Effective Services



Leading healthtech

AI-powered medical consultation and diagnosis models

5 healthcare databases

4,600 healthtech patents

(Disease, prescription, medical product, medical resource, and personal health records)

Healthcare: Building Top Capabilities by Connecting On/Offline Services via Family Doctors



Family Doctors

Positioning

- Health concierge
- General practitioner
- Healthcare service navigator

Highlights

- Life-cycle management of health, sub-health, chronic disease and critical illness
- AI-enabled all-round services
- Comprehensive customer health records



Online



In-store



Home-delivered

Expanding top medical resources

Proprietary

~2,500
renowned doctors
and experts

7 general/specialized
hospitals from PKU
Healthcare Group

8 specialties
23 specific disease
centers

17 health
management centers

36,000+
partner hospitals

100%
of 1,700 3A hospitals

~50,000
in-house and external
doctors

100,000+
healthcare
management
institutions

~230,000
partner pharmacies

1,300+
overseas healthcare
institutions

Partnership

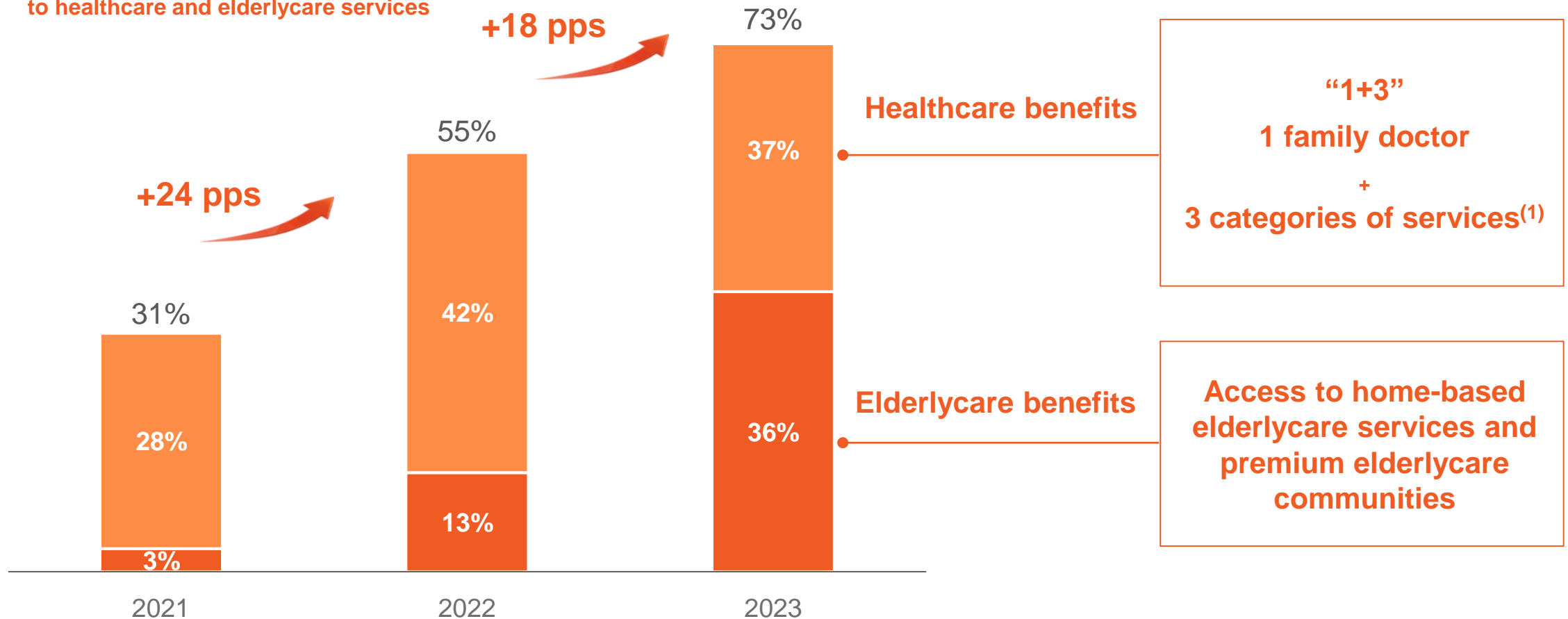
Elderlycare: Building a Leading Brand as First-Mover in Home-Based and High-End Elderlycare

	90	7	3
Landscape	Home-based elderlycare	Community-based elderlycare	Institution-based elderlycare
Positioning	Build No.1 home-based elderlycare brand in China	Expand home-based elderlycare services to include intermittent rehab and nursing	Fill in gaps of premium community-based elderlycare services
Progress	Rolled out in 54 cities Over 80,000 customers	100+ contracted providers in 70+ cities	Premium elderlycare communities launched in 4 cities

Note: China's "9073" elderlycare pattern means that 90% of the elderly are cared for at home, 7% depend on community care, and 3% live in elderlycare institutions).

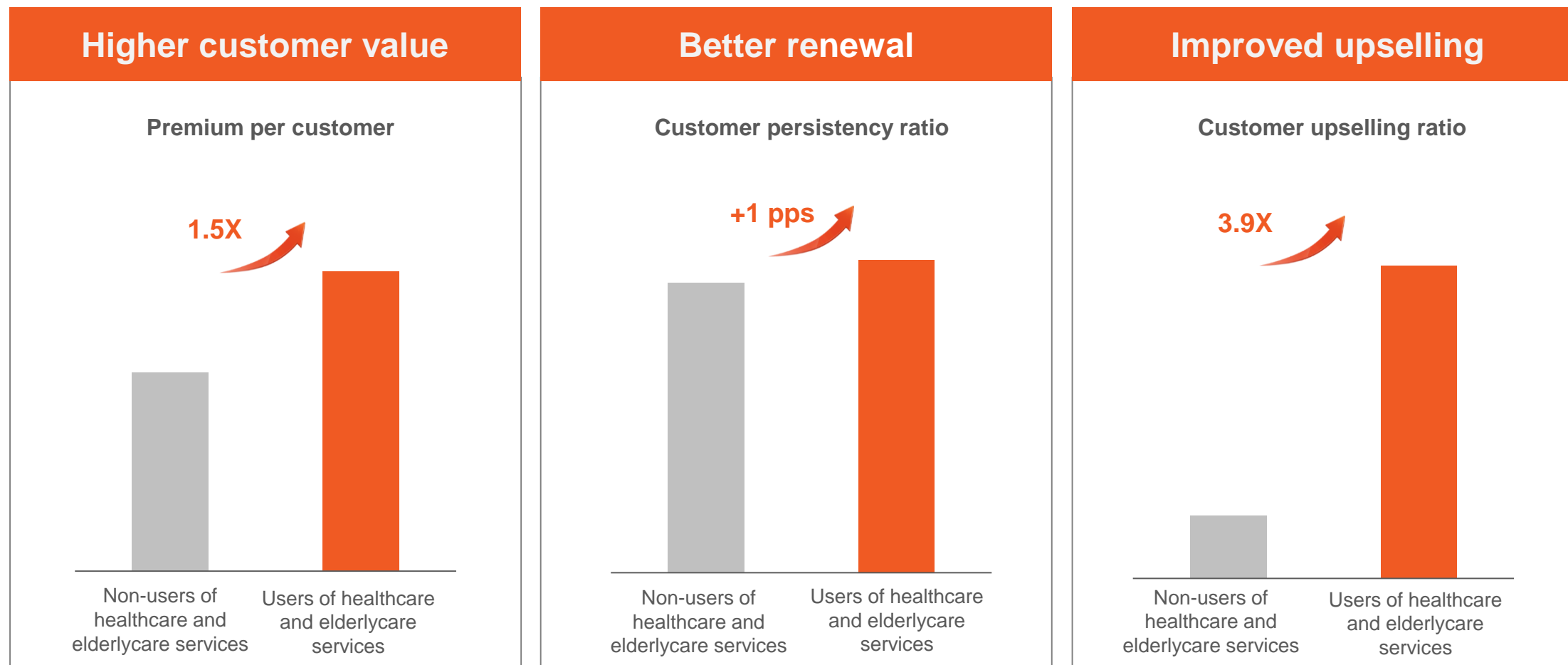
Empowerment: Increasing NBV Contributions from Healthcare and Elderlycare Services

Proportion of NBV from customers entitled to healthcare and elderlycare services



Note: (1) Health services, chronic disease services, and medical service.

Empowerment: Healthcare and Elderlycare Services Unlock Value for Life Customers



Tech: Creating Value by Investing in Frontier Generative AI Applications

Continued investment in technologies

Investment

- **RMB10 bn+** invested per annum

Research

- **51,000+** patents
- **30 championships** won in international AI contests

Data

- **6 financial databases, 5 healthcare databases, hundreds of billions of data relationships**
- **30 TB** of data, one of the world's largest financial and healthcare databases

Algorithm

- A Chinese-English corpus of **2 trillion tokens**
- **A three-layer LLM (Large Language Model) platform with hundreds of billions** of parameters

Value creation via wide-ranging applications

Boosted sales

- AI-driven product sales of **RMB202.3 billion**

Lowered costs

- **2.2 billion times of** AI service provided per year
- Annualized cost savings up to **RMB10 billion** enabled by AI-driven operational process reengineering

Improved efficiency

- Life's underwriting: **93% completed within seconds**; AI-powered claim settlement within **8.4 minutes**
- AI-powered online auto-claim settlement: **93% of claims paid within 1 hour**

Contained risks

- **RMB10 billion+** cumulatively saved by P&C's intelligent anti-fraud engine

Growth Potential: Significant Room to Grow from Existing and New Customers

Existing customers: ample room for profit per customer

Profit per customer from customers with **3** contracts is **2x** of those with **1** contract

Profit per customer from customers with **5+** contracts is **14x** of those with **1** contract

Average customers tenure: **8 years**

Profit per customer from customers with **8-year** tenure is **3.7x** of those with **1-year** tenure

New customers: upside from user conversion



Ping An Jin Guan Jia **280 million**



Ping An Auto Owner **200 million**



Autohome **190 million**



Ping An Pocket Bank **160 million**

| Four Strategic Priorities

- 1 High-quality life agent recruitment**

Continue to optimize agent recruitment model by pursuing high-quality development, i.e. stabilize agent force, expand high-quality agent base, and lift agent productivity
- 2 Retail customer development**

Strengthen professional services and enhance customer development - unlock customer value by improving experience featuring “worry-free, time-saving, and money-saving”
- 3 “Online, in-store and home-delivered” healthcare and elderlycare service network**

Improve “online, in-store and home-delivered” healthcare and elderlycare service network and enhance service capabilities to create new growth engine for insurance business
- 4 Digital transformation**

Reshape end-to-end value chains via AI technology; build sustainable cost advantages in the financial industry

New sustainable development ahead!



Q&A



| Appendices: 2023 Group operating profit (Table A-1)

(in RMB million)

	See Table B Life & Health	See Table C P&C	See Table D Banking	Asset Management	Technology	Other businesses and elimination	The Group
Operating profit attributable to shareholders of the parent company	105,070	8,918	26,925	(20,747)	1,905	(4,083)	117,989
Operating profit attributable to non-controlling interests	1,013	40	19,530	1,225	1,075	946	23,829
Operating profit (A)	106,083	8,958	46,455	(19,522)	2,980	(3,137)	141,818
Plus:							
Short-term investment variance (B)	(32,692)	-	-	-	-	-	(32,692)
Impact of one-off material non-operating items and others (C)	-	-	-	-	149	-	149
Net profit (D = A + B + C)	73,391	8,958	46,455	(19,522)	3,129	(3,137)	109,274
Net profit attributable to shareholders of the parent company	72,598	8,918	26,925	(20,747)	2,054	(4,083)	85,665
Net profit attributable to non-controlling interests	793	40	19,530	1,225	1,075	946	23,609

Note: Figures may not match the calculation due to rounding.

Appendices: 2022 Group operating profit (Table A-2, restated)

(in RMB million)

	See Table B Life & Health	See Table C P&C	See Table D Banking	Asset Management	Technology	Other businesses and elimination	The Group
Operating profit attributable to shareholders of the parent company	108,544	10,066	26,380	2,292	5,458	(5,845)	146,895
Operating profit attributable to non-controlling interests	1,266	46	19,136	1,511	1,239	873	24,071
Operating profit (A)	109,810	10,112	45,516	3,803	6,697	(4,972)	170,966
Plus:							
Short-term investment variance (B)	(34,305)	-	-	-	-	-	(34,305)
Impact of one-off material non-operating items and others (C)	-	-	-	-	(1,844)	-	(1,844)
Net profit (D = A + B + C)	75,505	10,112	45,516	3,803	4,853	(4,972)	134,817
Net profit attributable to shareholders of the parent company	74,501	10,066	26,380	2,292	3,614	(5,845)	111,008
Net profit attributable to non-controlling interests	1,004	46	19,136	1,511	1,239	873	23,809

Note: Figures may not match the calculation due to rounding.

I Appendices: L&H's changes in CSM

(in RMB million)

	2023	2022	Notes
Opening CSM	818,683	877,135	A
Contribution from new business	38,951	35,122	B
Present value of expected premiums from new business sold	384,254	315,274	C
New business CSM margin (%)	10.1	11.1	D=B/C
Expected interest growth	25,332	27,106	E
Changes in estimates that adjust CSM ⁽¹⁾	(46,374)	(42,160)	F
Changes in financial risks of insurance contracts subject to the VFA	6,635	2,069	G
CSM release base	843,227	899,273	H=A+B+E+F+G
Release of CSM	(74,787)	(80,590)	I=X%*H
Closing CSM	768,440	818,683	J=H+I

Notes: (1) Excluding changes in financial risks of insurance contracts subject to the VFA.

(2) Figures may not match the calculation due to rounding.

I Appendices: L&H earnings (Table B)

(in RMB million)

	2023	2022	Notes
Insurance service result and others	88,587	91,710	A=B+E+H
Release of CSM	74,787	80,590	B
CSM release base	843,227	899,273	C
CSM release rate (%)	8.9	9.0	D=B/C
Change in risk adjustment for non-financial risk	6,029	5,884	E
Opening risk adjustment	142,249	138,165	F
Risk adjustment release rate (%)	4.2	4.3	G=E/F
Operating variances and others	7,771	5,236	H
Investment service result	25,589	21,785	I
Operating profit before tax	114,176	113,495	J=A+I
Income tax	(8,092)	(3,685)	
Operating profit	106,083	109,810	See Table A

Note: Figures may not match the calculation due to rounding.

I Appendices: P&C earnings (Table C)

(in RMB million)

	2023	2022	Notes
Insurance revenue	313,458	294,222	A
Insurance service expenses	(306,390)	(284,978)	B
Net expense from reinsurance contracts held	(3,956)	(3,423)	C
Net insurance financial result and others	(5,195)	(4,739)	D
Underwriting profit	(2,083)	1,082	E=A+B+C+D
COR (%)	100.7	99.6	F=-(B+C+D)/A
Total investment income	12,316	10,014	G
Other net revenue and expenses	(1,415)	(1,218)	H
Profit before tax	8,818	9,878	I=E+G+H
Income tax	140	234	
Net profit	8,958	10,112	See Table A
Operating profit	8,958	10,112	See Table A

Note: Figures may not match the calculation due to rounding.

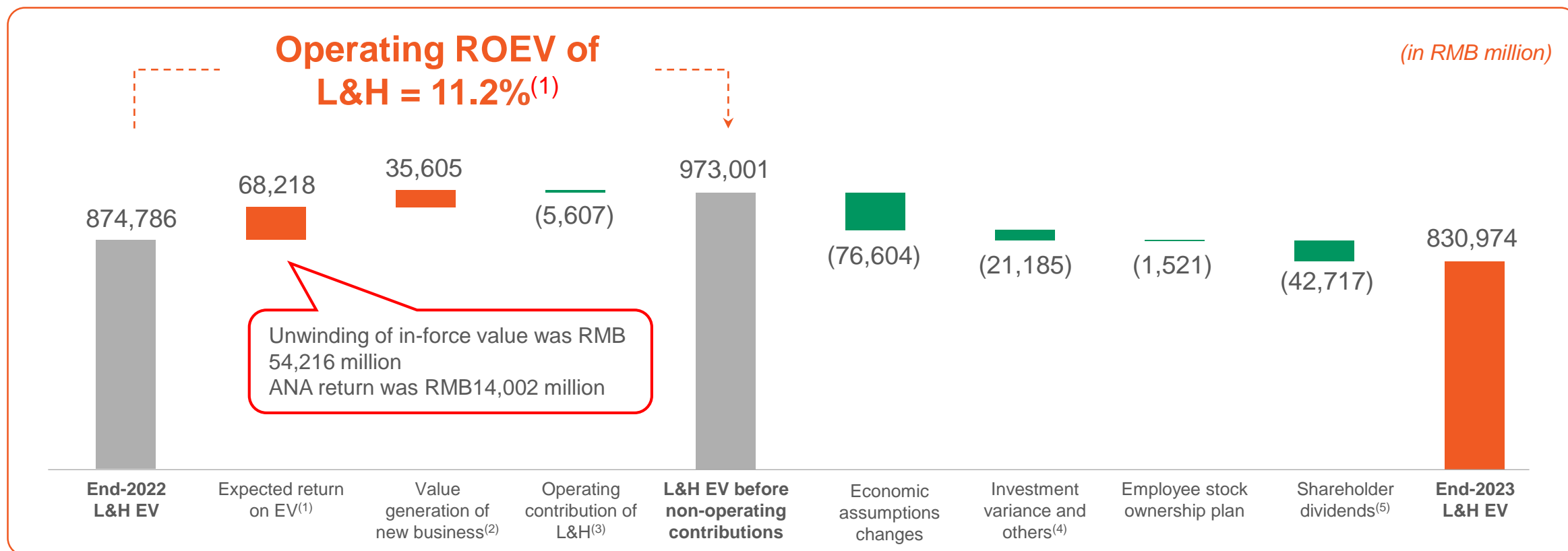
I Appendices: Banking earnings (Table D)

(in RMB million)

	2023	2022	Notes
Net interest revenue	117,991	130,130	A = B x C
Average balance of interest-earning assets	4,966,063	4,738,938	B
Net interest margin (%)	2.38	2.75	C
Net non-interest revenue	46,708	49,765	
Revenue	164,699	179,895	D
General and administrative expenses	(45,959)	(49,387)	E = - (D x F)
Cost-to-income ratio (%)	27.90	27.45	F
Tax and surcharges	(1,718)	(1,727)	
Operating profit before impairment losses on assets	117,022	128,781	
Impairment losses on credit and other assets	(59,094)	(71,306)	
Including: Loan impairment loss	(62,833)	(64,168)	G = - (H x I)
Average balance of loans and advances	3,387,714	3,190,601	H
Credit cost (%)	1.85	2.01	I
Other expenses	(210)	(222)	
Profit before tax	57,718	57,253	
Income tax	(11,263)	(11,737)	
Net profit	46,455	45,516	See Table A

Note: Figures may not match the calculation due to rounding.

I Appendices: L&H delivered an operating ROEV of 11.2%



Notes: (1) Expected return on opening EV is based on a 5% long-term interest rate and an 11% risk discount rate. L&H operating ROEV is 10.6% for 2023 based on the latest assumptions including the return on investment and the risk discount rate.

(2) Value generation of new business includes NBV (RMB31,080 million) and risk diversification effects (RMB4,525 million).

(3) Operating contribution of L&H includes operating assumptions and model changes (RMB-10,049 million), L&H operating variance and others (RMB4,442 million).

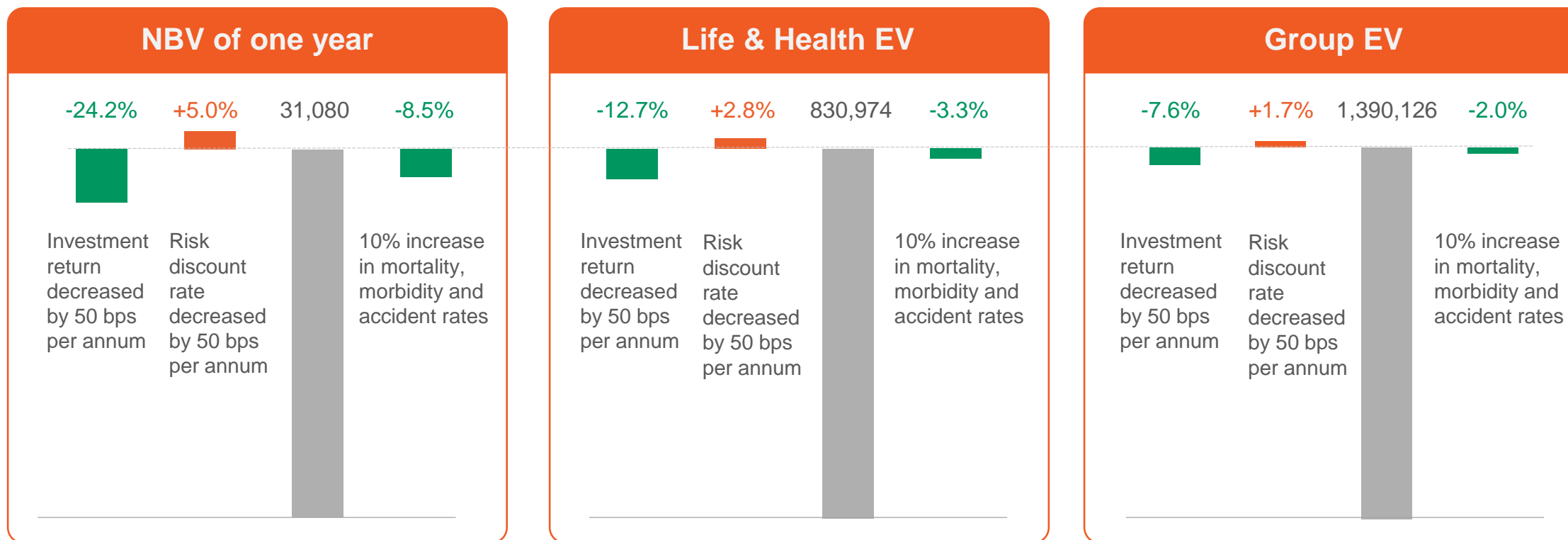
(4) Investment variance and others include the investment variance, market value adjustments, and other impacts.

(5) Dividends upstreamed from Ping An Life to the Group amounted to RMB42,717 million.

(6) Figures may not match the calculation due to rounding.

Appendices: Sensitivity of NBV and EV to future investment return, risk discount rate and incidence

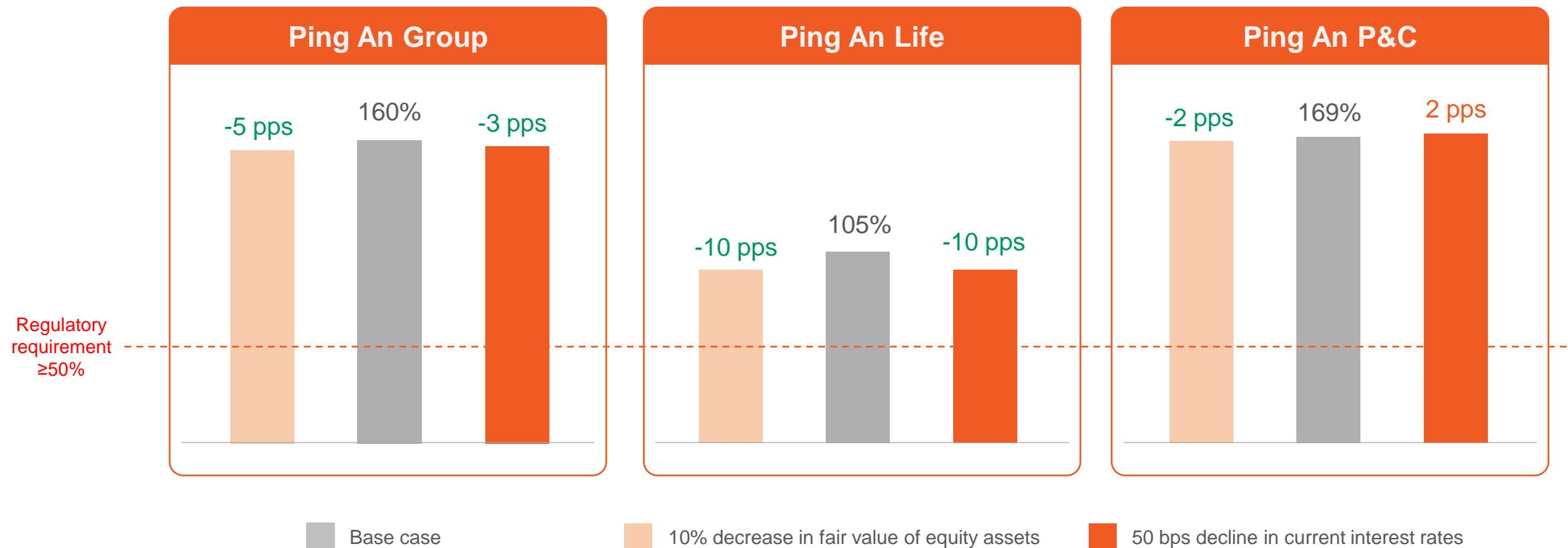
(in RMB million)



Notes: (1) Under the current EV valuation framework, the assets backing liability and capital requirements excluding free surplus are measured at carrying value. In the above investment sensitivity scenarios, adjusted net asset value will not change with future investment returns.

(2) Figures may not match the calculation due to rounding.

Appendices: the sensitivity of core solvency margin ratio



Note: Figures may not match the calculation due to rounding.