

### 2017 Taiping Life Premium Breakdown

Unit: RMB '000

		Individual	Bancassurance	*Other Channels and Group	Monthly Total
Jan	<b>Single</b>	4,701	11,686,580	808	
	<b>Regular</b>	22,945,112	3,700,124	243,708	
	<b>Total</b>	<b>22,949,813</b>	<b>15,386,704</b>	<b>244,516</b>	<b>38,581,033</b>

\* Other Channels is comprised of mainly telemarketing

### 2016 Taiping Life Premium Breakdown

Unit: RMB '000

		Individual	Bancassurance	*Other Channels and Group	Monthly Total
Jan	<b>Single</b>	-1,132	12,966,006	1,467	
	<b>Regular</b>	11,857,737	2,181,809	202,015	
	<b>Total</b>	<b>11,856,605</b>	<b>15,147,815</b>	<b>203,482</b>	<b>27,207,902</b>

\* Other Channels is comprised of mainly telemarketing