

2018 Taiping Life Premium Breakdown

Unit: RMB '000

| | | Individual | Bancassurance | *Other Channels and Group | Monthly Total |
|-----|--------------|-------------------|------------------|---------------------------|-------------------|
| Jan | Single | 6,803 | 4,312 | 40 | |
| | Regular | 30,794,988 | 4,726,107 | 446,126 | |
| | Total | 30,801,791 | 4,730,419 | 446,166 | 35,978,376 |
| Feb | Single | 3,066 | -12 | 137 | |
| | Regular | 3,479,525 | 2,212,820 | 221,981 | |
| | Total | 3,482,591 | 2,212,808 | 222,118 | 5,917,517 |

2017 Taiping Life Premium Breakdown

Unit: RMB '000

| | | Individual | Bancassurance | *Other Channels and Group | Monthly Total |
|-----|--------------|-------------------|-------------------|---------------------------|-------------------|
| Jan | Single | 4,701 | 11,686,580 | 808 | |
| | Regular | 22,945,112 | 3,700,124 | 243,708 | |
| | Total | 22,949,813 | 15,386,704 | 244,516 | 38,581,033 |
| Feb | Single | 5,487 | 1,725,081 | 649 | |
| | Regular | 2,553,085 | 2,128,945 | 213,970 | |
| | Total | 2,558,572 | 3,854,026 | 214,619 | 6,627,217 |

Year-To-Date:

Unit: RMB '000

| | | Individual | Bancassurance | *Other Channels | Total |
|-----------------|--------------|-------------------|------------------|-----------------|-------------------|
| Jan Feb | Single | 9,869 | 4,300 | 177 | |
| | Regular | 34,274,513 | 6,938,927 | 668,107 | |
| | Total | 34,284,382 | 6,943,227 | 668,284 | 41,895,893 |

* Other Channels is comprised of mainly telemarketing

Year-To-Date:

Unit: RMB '000

| | | Individual | Bancassurance | *Other Channels | Total |
|-----------------|--------------|-------------------|-------------------|-----------------|-------------------|
| Jan Feb | Single | 10,188 | 13,411,661 | 1,457 | |
| | Regular | 25,498,197 | 5,829,069 | 457,678 | |
| | Total | 25,508,385 | 19,240,730 | 459,135 | 45,208,250 |

* Other Channels is comprised of mainly telemarketing