

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 |
| Mar | Single | 21,936 | 4,741 | 121 | |
| | Regular | 9,242,897 | 3,012,829 | 429,891 | |
| | Total | 9,264,833 | 3,017,570 | 430,012 | 12,712,415 |
| Apr | Single | 26,131 | -1,802 | 188 | |
| | Regular | 6,248,850 | 1,567,656 | 251,662 | |
| | Total | 6,274,981 | 1,565,854 | 251,850 | 8,092,685 |
| May | Single | 570 | 11,575 | 165 | |
| | Regular | 4,593,928 | 1,773,733 | 236,560 | |
| | Total | 4,594,498 | 1,785,308 | 236,725 | 6,616,531 |
| Jun | Single | 3,899 | 1,495 | 119 | |
| | Regular | 9,396,811 | 2,365,553 | 239,458 | |
| | Total | 9,400,710 | 2,367,048 | 239,577 | 12,007,335 |
| Jul | Single | 3,475 | 1,156 | 128 | |
| | Regular | 3,622,343 | 1,509,405 | 217,810 | |
| | Total | 3,625,818 | 1,510,561 | 217,938 | 5,354,317 |
| Aug | Single | 5,131 | 614 | 131 | |
| | Regular | 5,286,613 | 1,786,339 | 249,593 | |
| | Total | 5,291,744 | 1,786,953 | 249,724 | 7,328,421 |
| Sep | Single | 3,505 | 20,191 | 35 | |
| | Regular | 7,974,110 | 2,307,649 | 258,183 | |
| | Total | 7,977,615 | 2,327,840 | 258,218 | 10,563,673 |
| Oct | Single | 11,498 | 86 | 24 | |
| | Regular | 5,183,981 | 1,388,159 | 245,704 | |
| | Total | 5,195,479 | 1,388,245 | 245,728 | 6,829,452 |
| Nov | Single | 2,071 | 369 | 68 | |
| | Regular | 3,748,964 | 1,455,934 | 255,748 | |
| | Total | 3,751,035 | 1,456,303 | 255,816 | 5,463,154 |
| Dec | Single | 9,410 | 3,709 | 7 | |
| | Regular | 5,072,566 | 1,336,983 | 332,102 | |
| | Total | 5,081,976 | 1,340,692 | 332,109 | 6,754,777 |

Year-To-Date:

Unit: RMB '000

| | | Individual | Bancassurance | *Other Channels | Total |
|-----------|--------------|-------------------|-------------------|------------------|--------------------|
| Jan Dec | Single | 97,495 | 46,434 | 1,163 | |
| | Regular | 94,645,576 | 25,443,167 | 3,384,818 | |
| | Total | 94,743,071 | 25,489,601 | 3,385,981 | 123,618,653 |

* Other Channels is comprised of mainly telemarketing

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 |
| Mar | Single | 22,413 | 1,398,525 | 1,786 | |
| | Regular | 7,643,591 | 2,797,058 | 211,370 | |
| | Total | 7,666,004 | 4,195,583 | 213,156 | 12,074,743 |
| Apr | Single | 14,164 | 45,929 | 554 | |
| | Regular | 4,617,800 | 1,352,730 | 185,771 | |
| | Total | 4,631,964 | 1,398,659 | 186,325 | 6,216,948 |
| May | Single | 3,086 | 31,167 | 311 | |
| | Regular | 3,855,202 | 1,645,464 | 145,626 | |
| | Total | 3,858,288 | 1,676,631 | 145,937 | 5,680,856 |
| Jun | Single | 2,877 | 24,807 | 350 | |
| | Regular | 7,442,270 | 2,087,906 | 196,122 | |
| | Total | 7,445,147 | 2,112,713 | 196,472 | 9,754,332 |
| Jul | Single | 1,198 | 13,674 | 247 | |
| | Regular | 2,949,092 | 1,467,617 | 179,723 | |
| | Total | 2,950,290 | 1,481,291 | 179,970 | 4,611,551 |
| Aug | Single | 972 | 31,603 | 315 | |
| | Regular | 4,045,733 | 1,747,059 | 226,469 | |
| | Total | 4,046,705 | 1,778,662 | 226,784 | 6,052,151 |
| Sep | Single | 4,930 | 143,044 | 391 | |
| | Regular | 5,695,499 | 2,104,157 | 210,994 | |
| | Total | 5,700,429 | 2,247,201 | 211,385 | 8,159,015 |
| Oct | Single | 6,729 | 12,478 | 279 | |
| | Regular | 4,414,995 | 1,266,247 | 222,898 | |
| | Total | 4,421,724 | 1,278,725 | 223,177 | 5,923,626 |
| Nov | Single | 3,677 | -2,095 | 229 | |
| | Regular | 3,572,039 | 1,338,659 | 218,892 | |
| | Total | 3,575,716 | 1,336,564 | 219,121 | 5,131,401 |
| Dec | Single | 7,400 | -4 | 185 | |
| | Regular | 3,615,284 | 1,158,043 | 330,983 | |
| | Total | 3,622,684 | 1,158,039 | 331,168 | 5,111,891 |

Year-To-Date:

Unit: RMB '000

| | | Individual | Bancassurance | *Other Channels | Total |
|-----------|--------------|-------------------|-------------------|------------------|--------------------|
| Jan Dec | Single | 77,634 | 15,110,789 | 6,104 | |
| | Regular | 73,349,702 | 22,794,009 | 2,586,526 | |
| | Total | 73,427,336 | 37,904,798 | 2,592,630 | 113,924,764 |

* Other Channels is comprised of mainly telemarketing