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**PING AN**

Expertise Creates Value

# 中国平安保险(集团)股份有限公司

## Ping An Insurance (Group) Company of China, Ltd.

(A joint stock limited company incorporated in the People's Republic of China with limited liability)

Stock Code: 2318 (HKD counter) and 82318 (RMB counter)

(Debt Stock Code: 5131)

### ANNOUNCEMENT OF UNAUDITED RESULTS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2024

The board of directors (the “**Board**”) of Ping An Insurance (Group) Company of China, Ltd. (“**Ping An**” or the “**Company**”) announces the unaudited results (the “**Third Quarterly Results**”) of the Company and its subsidiaries (the “**Group**”) for the nine months ended September 30, 2024 (the “**Reporting Period**”). The Board and its Audit and Risk Management Committee have reviewed the Third Quarterly Results.

#### 1. KEY BUSINESS PERFORMANCE

##### 1.1 Business Highlights

China’s economy was generally stable with steady progress in the first nine months of 2024 in the face of short-term challenges including economic restructuring, lackluster growth momentum, and mounting external uncertainty. Ping An maintained strong resilience of overall operations in the first nine months of 2024 by focusing on core financial businesses and pursuing high-quality development.

- Results remained resilient and core businesses continued to expand. The Group delivered a 15.9% annualized operating return on equity (“**ROE**”), with operating profit and net profit attributable to shareholders of the parent company rising 5.5% and 36.1% year on year to RMB113,818 million and RMB119,182 million respectively in the first nine months of 2024. Revenue<sup>(1)</sup> increased 8.7% year on year to RMB861,817 million. Three core businesses, namely life and health insurance (“**Life & Health**” or “**L&H**”), property and casualty insurance (“**Ping An P&C**”), and banking, continued to expand and delivered RMB119,651 million in operating profit attributable to shareholders of the parent company, up 5.7% year on year.
- Ping An further advanced integrated finance business and upgraded it from cross-selling to comprehensive customer-centric operation. Ping An’s retail customers increased to 240 million as of September 30, 2024; 25.1% of them held four or more contracts within the Group, with a retention rate of 98.0%.

- Life & Health achieved consistent growth driven by high-quality development of its agent channel. New business value (“**NBV**”) amounted to RMB35,160 million in the first nine months of 2024, up 34.1% year on year. Productivity continued to increase with NBV of the agent channel up 31.6%, NBV per agent up 54.7%, and NBV of the bancassurance channel up 68.5% year on year.
- Ping An P&C maintained good business quality with steady revenue growth. Ping An P&C’s insurance revenue rose 4.5% year on year to RMB246,022 million, and operating profit grew 39.7% year on year to RMB13,987 million in the first nine months of 2024. Ping An P&C improved its overall combined ratio (“**COR**”) by 1.5 pps year on year to 97.8% through enhanced business management and risk screening.
- Ping An Bank maintained resilient business performance as well as adequate capital and risk provisions. Net profit grew 0.2% year on year to RMB39,729 million in the first nine months of 2024. Core tier 1 capital adequacy ratio rose to 9.33% and provision coverage ratio was 251.19% as of September 30, 2024.
- Ping An delivered excellent results in insurance funds investment. In a complex, volatile market environment, Ping An’s insurance funds investment portfolio achieved an annualized comprehensive investment yield of 5.0% in the first nine months of 2024, up by 1.3 pps year on year.
- Ping An continuously implemented its health and senior care strategy to build significant differential advantages. Customers entitled to health and senior care services accounted for over 69.6% of Ping An Life’s NBV in the first nine months of 2024. In particular, home-based senior care service is becoming an increasingly important enabler to Ping An Life’s core business.
- Ping An actively fulfilled its social responsibilities and served green development and rural vitalization. Ping An’s green insurance premium income amounted to RMB37,341 million and funds provided for rural industrial vitalization via “Ping An Rural Communities Support” totaled RMB31,406 million in the first nine months of 2024. Ping An remained No.1 in the financial industry on CCTV’s “China’s Top 100 Listed Companies by ESG” list in 2024.

*Note:* (1) Under the *Accounting Standards for Business Enterprises* and other relevant regulations issued by the Ministry of Finance of the People’s Republic of China, the Group’s revenue increased 10.0% year on year to RMB775,383 million in the first nine months of 2024.

## 1.2 Key Figures

For the nine months ended September 30	2024	2023	Change (%)
Revenue (in RMB million)	<b>861,817</b>	792,525	8.7
Net profit attributable to shareholders of the parent company (in RMB million)	<b>119,182</b>	87,575	36.1
Basic earnings per share (in RMB)	<b>6.73</b>	4.94	36.2
Operating profit attributable to shareholders of the parent company <sup>(1)</sup> (in RMB million)	<b>113,818</b>	107,881	5.5
Basic operating earnings per share <sup>(1)</sup> (in RMB)	<b>6.42</b>	6.09	5.4
Life & Health NBV <sup>(2)</sup> (in RMB million)	<b>35,160</b>	26,217	34.1
Ping An P&C's COR <sup>(3)</sup> (%)	<b>97.8</b>	99.3	-1.5 pps
	<b>September 30, 2024</b>	December 31, 2023	Change (%)
Number of retail customers (in million)	<b>240.47</b>	231.57	3.8
Contracts per retail customer (contract)	<b>2.92</b>	2.95	(1.0)

Notes: (1) The computation of operating profit for the current period and the same period last year is based on the end-2023 long-run investment return assumption (4.5%).

(2) The computation of Life & Health NBV for the current period and the same period last year is based on the end-2023 long-run investment return assumption (4.5%) and risk discount rate assumption (9.5%).

(3)  $COR = (\text{insurance service expenses} + (\text{allocation of reinsurance premiums paid} - \text{amount recovered from reinsurers}) + (\text{net insurance finance expenses for insurance contracts issued} - \text{net reinsurance finance income for reinsurance contracts held}) + \text{changes in insurance premium reserves}) / \text{insurance revenue}$ .

## 2. PERFORMANCE REVIEW FOR KEY BUSINESSES

### 2.1 Overview

China's economy recovered steadily in the third quarter of 2024 in the face of short-term challenges including economic restructuring, lackluster growth momentum, and mounting external uncertainty. Facing opportunities and challenges, Ping An focused on core financial businesses, strengthened the insurance protection function and managed risks prudently to serve the real economy. Ping An continued to implement its business policy of "focusing on core businesses, boosting revenue and cutting costs, optimizing structure, and enhancing quality and efficiency." Advancing the technology-driven "integrated finance + health and senior care" strategy, Ping An continuously consolidated its integrated finance advantages, remained customer needs-oriented, and pursued high-quality development.

The Group delivered a 15.9% annualized operating ROE, with operating profit and net profit attributable to shareholders of the parent company rising 5.5% and 36.1% year on year to RMB113,818 million and RMB119,182 million respectively in the first nine months of 2024. Revenue<sup>(1)</sup> increased 8.7% year on year to RMB861,817 million. Three core businesses, namely Life & Health, Ping An P&C, and banking, continued to expand and delivered RMB119,651 million in operating profit attributable to shareholders of the parent company, up 5.7% year on year.

*Note:* (1) Under the *Accounting Standards for Business Enterprises* and other relevant regulations issued by the Ministry of Finance of the People's Republic of China, the Group's revenue increased 10.0% year on year to RMB775,383 million in the first nine months of 2024.

#### ***Operating profit***

Operating profit is a meaningful business performance evaluation and comparison metric given the long-term nature of the Company's major L&H business. Ping An defines operating profit after tax as reported net profit excluding the following items which are of a short-term, volatile or one-off nature and others:

- Short-term investment variance applies to Life & Health business excluding the part subject to the variable fee approach (the "VFA")<sup>(1)</sup>. This short-term investment variance is the variance between the actual investment return on the aforesaid business and the embedded value long-run investment return assumption. Net of the short-term investment variance, the investment return on the aforesaid Life & Health business is locked at 4.5%. Debt investments at fair value through other comprehensive income backing such business are measured at cost.
- The impact of one-off material non-operating items and others is the impact of material items that management considered to be non-operating incomes and expenses. Such impact in the first nine months of 2024 comprised a one-off gain or loss resulting from the consolidation of Lufax Holding to the Group<sup>(2)</sup>, a revaluation gain or loss on the convertible bonds issued by Lufax Holding to the Company, and a revaluation gain or loss on the conversion value of the USD convertible bonds issued by the Company<sup>(3)</sup>. Such impact in the same period last year comprised a revaluation gain or loss on the convertible bonds issued by Lufax Holding to the Company.

- Notes: (1) Insurance finance income or expenses of liabilities subject to the VFA match the changes in the fair value of the underlying items backing such business. Therefore, no adjustment is made when operating metrics are measured.
- (2) The impact of a one-off gain or loss on the Group's consolidated statements due to the consolidation of Lufax Holding to the Group after Lufax Holding became a subsidiary of the Group via the Lufax Scrip Dividend Scheme implemented on July 30, 2024.
- (3) The impact of a revaluation gain or loss on the conversion value (recognized as derivative financial liabilities and measured at fair value) of USD convertible bonds (convertible into the Company's H shares) issued by the Company on July 22, 2024 due to a change in the share price.

	2024						The Group
	Life and health insurance business	Property and casualty insurance business	Banking business	Asset management business	Finance enablement business	Other businesses and elimination	
For the nine months ended September 30 (in RMB million)							
<b>Operating profit attributable to shareholders of the parent company</b>	<b>82,701</b>	<b>13,923</b>	<b>23,027</b>	<b>(2,316)</b>	<b>369</b>	<b>(3,886)</b>	<b>113,818</b>
Operating profit attributable to non-controlling interests	2,383	64	16,702	592	596	526	20,863
<b>Operating profit (A)</b>	<b>85,083</b>	<b>13,987</b>	<b>39,729</b>	<b>(1,724)</b>	<b>965</b>	<b>(3,360)</b>	<b>134,680</b>
<b>Plus:</b>							
Short-term investment variance (B)	(1,761)	-	-	-	-	-	(1,761)
Impact of one-off material non-operating items and others (C)	-	-	-	-	12,936	(5,802)	7,134 <sup>(2)</sup>
<b>Net profit (D=A+B+C)</b>	<b>83,323</b>	<b>13,987</b>	<b>39,729</b>	<b>(1,724)</b>	<b>13,901</b>	<b>(9,162)</b>	<b>140,054</b>
<b>Net profit attributable to shareholders of the parent company</b>	<b>80,931</b>	<b>13,923</b>	<b>23,027</b>	<b>(2,316)</b>	<b>13,305</b>	<b>(9,688)</b>	<b>119,182</b>
Net profit attributable to non-controlling interests	2,392	64	16,702	592	596	526	20,872

For the nine months ended September 30 (in RMB million)	Life and health insurance business	Property and casualty insurance business	Banking business	Asset management business	Finance enablement business	Other businesses and elimination	The Group
<b>Operating profit attributable to shareholders of the parent company</b>	80,310	9,965	22,972	(4,344)	2,263	(3,285)	107,881
Operating profit attributable to non-controlling interests	1,813	45	16,663	803	828	523	20,675
<b>Operating profit (A)</b>	<u>82,123</u>	<u>10,010</u>	<u>39,635</u>	<u>(3,541)</u>	<u>3,091</u>	<u>(2,762)</u>	<u>128,556</u>
<b>Plus:</b>							
Short-term investment variance (B)	(20,496)	-	-	-	-	-	(20,496)
Impact of one-off material non-operating items and others (C)	-	-	-	-	51	-	51
<b>Net profit (D=A+B+C)</b>	<u>61,627</u>	<u>10,010</u>	<u>39,635</u>	<u>(3,541)</u>	<u>3,142</u>	<u>(2,762)</u>	<u>108,111</u>
<b>Net profit attributable to shareholders of the parent company</b>	59,953	9,965	22,972	(4,344)	2,314	(3,285)	87,575
Net profit attributable to non-controlling interests	1,674	45	16,663	803	828	523	20,536

- Notes:* (1) The life and health insurance business represents the results of three subsidiaries, namely Ping An Life, Ping An Annuity, and Ping An Health Insurance. The property and casualty insurance business represents the results of Ping An P&C. The banking business represents the results of Ping An Bank. The asset management business represents the results of subsidiaries that engage in asset management business including Ping An Securities, Ping An Trust, Ping An Asset Management, Ping An Financial Leasing, and Ping An Overseas Holdings. The finance enablement business represents the results of relevant member companies including Lufax Holding, OneConnect, Ping An Health, and Autohome. Eliminations are mainly offsets against shareholding among business lines.
- (2) The impact of one-off material non-operating items and others in the first nine months of 2024 comprised the RMB12,936 million total of a one-off gain resulting from the consolidation of Lufax Holding to the Group and a revaluation gain or loss on the convertible bonds issued by Lufax Holding to the Company, and a revaluation loss of RMB5,802 million on the conversion value of the USD convertible bonds issued by the Company. The one-off gain resulting from the consolidation of Lufax Holding to the Group amounted to RMB12,755 million.
- (3) The computation of operating profit for the current period and the same period last year is based on the end-2023 long-run investment return assumption (4.5%).
- (4) Figures may not match the calculation due to rounding.

## 2.2 Integrated Finance

Ping An continuously upgrades its integrated finance strategy, which is focused on deepening engagement with retail customers<sup>(1)</sup> under a customer-centric business philosophy. Ping An builds a needs-oriented, customer-centric operation system characterized by digital operations. On the basis of data mining, Ping An leverages customer insights, product benefits and a smart marketing service platform to improve customer acquisition, activation, migration and retention. By integrating each customer's multiple accounts, Ping An facilitates one-stop allocation to multiple products and one-click access to multiple services. Moreover, in retail business, Ping An leverages its ecosystems to build a brand of heartwarming financial services by providing “worry-free, time-saving, and money-saving” one-stop integrated finance solutions.

The Group's retail customers increased 3.8% year to date to 240 million as of September 30, 2024. Contracts per retail customer reached 2.92. Retail customers and contracts per retail customer have increased 21.3% and 9.4% respectively since December 31, 2019.

	September 30, 2024	December 31, 2023	Change (%)
Number of retail customers (in million)	240.47	231.57	3.8
Contracts per retail customer (contract)	2.92	2.95	(1.0)

Note: (1) Retail customers refer to retail customers holding valid financial products with the Group's core financial companies.

### 2.2.1 Ping An's retail customer structure

Ping An deepens its understanding of customers through long-term customer-centric operation. The wealthier the customers are, the more contracts they hold. Middle-class and above customers accounted for 78.2% of the Group's total retail customers as of September 30, 2024. High-net-worth individuals (“HNWIs”) held 20.29 contracts per customer, far more than affluent customers.

#### *Retail customer structure and contracts per customer*

Customer segment	Proportion of customers (%)	Contracts per customer
HNWIs	0.1	20.29
Affluent	45.0	3.71
Middle-class	33.1	2.41
Mass	21.8	1.88

Notes: (1) Data in the table is as of September 30, 2024.

(2) Mass customers are those with annual income below RMB100,000, middle-class customers between RMB100,000 and RMB240,000, and affluent customers above RMB240,000. HNWIs have personal assets of RMB10 million or more.

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

## 2.2.2 Retail cross-selling

As Ping An advances its integrated finance strategy, retail cross-selling continues to deepen. Approximately 16.88 million times of cross-selling occurred within the Group in the first nine months of 2024. Over 88.26 million retail customers held multiple contracts with different subsidiaries of the Group as of September 30, 2024.

## 2.2.3 Customer retention rate

Increasing the number of contracts per customer is key to raising profit per customer and reducing customer churn. Continuous customer-centric operation leads to more contracts per customer and higher customer retention. As of September 30, 2024, 25.1% of our customers held four or more contracts within the Group, and their retention rate was 98.0%, 10.7 pps higher than that of those holding only one contract.

<b>Contracts per customer</b>	<b>Customer retention rate (%)</b>
1	87.2
2-3	90.8
4 or more	<u>98.0</u>

Notes: (1) Data in the table is as of September 30, 2024.

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



## 2.3 Life and Health Insurance Business

Ping An Life continued to enhance its channels and improve business quality under the “4 channels + 3 products” strategy in the first nine months of 2024. By upgrading “insurance + service” solutions, Ping An Life continuously strengthened its presence in health and senior care sectors and provided customers with professional, heartwarming services, enabling high-quality development of the Company. Life & Health NBV grew 34.1% year on year to RMB35,160 million in the first nine months of 2024. NBV margin based on annualized new premium (“ANP”) rose by 5.7 pps year on year to 31.0%. Productivity continued to increase with NBV of the agent channel up 31.6%, NBV per agent up 54.7%, and NBV of the bancassurance channel up 68.5% year on year.

**In respect of channel development**, under the value orientation of high-quality development, Ping An Life continued to deepen the transformation and build multichannel professional sales capabilities, significantly improving the development quality. Agent channel NBV grew 31.6% year on year in the first nine months of 2024. Ping An Life effectively improved agent productivity via hands-on training, scenario-based enablement, benefit support and high-end customer services, boosting NBV per agent by 54.7% year on year. Ping An Life focused on recruiting high-quality new agents through high-quality existing ones, with the sources of new recruits constantly improving. The proportion of “Talent +” agents increased by 4 pps year on year in new recruits. The number of Ping An Life’s individual life insurance sales agents was about 362,000 as of September 30, 2024. In respect of cooperation with banks, Ping An Life strengthened long-term mutual trust and cooperation by furthering the exclusive agency model with Ping An Bank, consolidating partnerships with large state-owned banks, and developing high-potential channels including major joint-stock banks and urban commercial banks. Ping An Life improved the productivity per agent of external channels by 77% year on year by enhancing outlet operations via upskilling and high-quality development in the first nine months of 2024. Ping An Life continuously developed the community finance channel<sup>(1)</sup>, focusing on orphan polices and providing high-quality, sustainable and heartwarming services. As a result, the 13-month persistency ratio of orphan polices within the community finance channel improved by 6.6 pps year on year in the first nine months of 2024, with NBV up by over 300% year on year. In this way, Ping An Life made continuous breakthroughs in customer-centric operation. Innovative channels including bancassurance and community finance accounted for 18.8% of Ping An Life’s NBV in the first nine months of 2024, up by 2.4 pps year on year.

*Note:* (1) The community finance channel was formerly known as Community Grid.

**In respect of products,** Ping An Life continuously diversifies and upgrades its insurance product portfolio to provide more comprehensive products under a customer-centric philosophy. By leveraging the Group’s health and senior care ecosystem, Ping An Life rolls out “insurance + service” products in an orderly manner, providing customers with heartwarming services. In respect of insurance products, Ping An Life focuses on core customer demands for health protection, pension reserves, and wealth management to constantly diversify its offerings and optimize its product portfolio, providing customers with worry-free, heartwarming insurance protection. In respect of health care, Ping An Life offers plans including Ping An Zhen Xiang RUN Health Services Plan (“**Ping An Zhen Xiang RUN**”) to provide customers with full-lifecycle health care services including five highlights, namely unique checkups, blood sugar control, online consultation, outpatient appointment assistance and accompanying consultation, and critical illness management. Ping An Life provided health management services to over 19.50 million customers in the first nine months of 2024. In respect of home-based senior care, Ping An innovated its “medical, nursing, housing and entertainment” alliances, continuously working with its partners to establish service standards and ecosystems. Ping An’s home-based senior care covered 75 cities across China as of September 30, 2024 with over 150,000 customers eligible for services, who gave positive general feedback. In respect of high-end senior care, Ping An unveiled premium senior care communities in five cities as of September 30, 2024, which are currently under construction and will be open for business from 2025 onward.

### ***Key indicators of Life & Health***

For the nine months ended September 30  
(in RMB million)

	<b>2024</b>	2023	Change (%)
Operating profit <sup>(1)</sup>	<b>82,701</b>	80,310	3.0
First-year premium (“ <b>FYP</b> ”) used to calculate NBV	<b>138,624</b>	144,764	(4.2)
NBV <sup>(2)</sup>	<b>35,160</b>	26,217	34.1
NBV margin <sup>(2)</sup> (based on FYP, %)	<b>25.4</b>	18.1	7.3 pps
NBV margin <sup>(2)</sup> (based on ANP <sup>(3)</sup> , %)	<b>31.0</b>	25.3	5.7 pps

*Notes:* (1) Operating profit attributable to shareholders of the parent company. The computation of operating profit for the current period and the same period last year is based on the end-2023 long-run investment return assumption (4.5%).

(2) The computation of NBV for the current period and the same period last year is based on the end-2023 long-run investment return assumption (4.5%) and risk discount rate assumption (9.5%).

(3) ANP is calculated as the sum of 100 percent of annualized FYP and 10 percent of single premiums.

## 2.4 Property and Casualty Insurance Business

**Ping An P&C maintained stable business growth**, with insurance revenue and operating profit up 4.5% and 39.7% year on year to RMB246,022 million and RMB13,987 million respectively in the first nine months of 2024. Ping An P&C's overall COR improved by 1.5 pps year on year to 97.8%. Underwriting loss from guarantee insurance business and its impact on Ping An P&C's overall business quality decreased sharply year on year. Ping An P&C's auto insurance COR rose by 0.8 pps year on year to 98.2% due to the higher cost of debt arising from a lower risk discount rate under IFRS 17 and a year-on-year increase in natural disasters including typhoons and rainstorms, but still better than the industry's.

For the nine months ended September 30

(in RMB million)	2024	2023	Change (%)
Operating profit	<u>13,987</u>	<u>10,010</u>	<u>39.7</u>
Insurance revenue	<u>246,022</u>	<u>235,538</u>	<u>4.5</u>
COR <sup>(1)</sup> (%)	<u>97.8</u>	<u>99.3</u>	<u>-1.5 pps</u>

*Note:* (1) COR = (insurance service expenses + (allocation of reinsurance premiums paid – amount recovered from reinsurers) + (net insurance finance expenses for insurance contracts issued – net reinsurance finance income for reinsurance contracts held) + changes in insurance premium reserves)/insurance revenue.

## 2.5 Insurance Funds Investment Portfolio

China's economy was generally stable with mixed performance arising from the transition from old economic engines to new ones in the first nine months of 2024. As the government introduced a series of monetary and fiscal policies as well as policies designed to stabilize capital markets and create jobs in the third quarter of 2024, capital markets responded positively and stocks rallied rapidly. The Company adheres to the philosophy of value investing through cycles. The Company's insurance funds investment portfolio achieved an annualized comprehensive investment yield of 5.0%, up by 1.3 pps year on year, and an annualized net investment yield of 3.8%, down by 0.2 pps year on year in the first nine months of 2024.

The Company's insurance funds investment portfolio grew 12.7% year to date to over RMB5.32 trillion as of September 30, 2024. The Company is committed to creating stable investment incomes through macroeconomic cycles and meeting liability needs under a liability-driven approach, taking solvency as a core metric. At the asset allocation level, the Company keeps a prudent risk appetite and continuously optimizes its 10-year strategic asset allocation through cycles. The Company strikes a balance between low-risk long-term bonds and risk assets, and between value stocks and growth stocks. Moreover, by identifying trends of interest rates and structural opportunities in equity markets, the Company carries out disciplined tactical asset allocation, diversifies investment risks, and selects excellent managers and high-quality assets to cope with various market environments.

Debt schemes and debt wealth management products in the Company's insurance funds investment portfolio totaled RMB376,174 million as of September 30, 2024, accounting for 7.1% of the portfolio, down by 1.7 pps year to date.

The balance of real estate investments in the Company's insurance funds investment portfolio was RMB205,026 million as of September 30, 2024, accounting for 3.9% of the portfolio. The real estate investments are mainly in physical properties (including those held directly or indirectly in the form of equity stakes in project companies) measured at cost, which represent 80.6% of real estate investments. Such investments were made primarily in rent-collecting properties including commercial and office properties, logistics real estate, industrial parks, and long-term rental apartments, to match the duration of liabilities. Such investments generate relatively stable incomes including rents and dividends as well as capital appreciation. Besides, debt investments and other equity investments account for 15.0% and 4.4% of real estate investments respectively.

*Notes:* (1) In the computation of annualized investment yields, only interest revenue from deposits and debt financial assets, and operating lease income from investment properties are annualized, while interest revenue from financial assets purchased under reverse repurchase agreements, interest expenses on assets sold under agreements to repurchase and placements from banks and other financial institutions, dividend income, capital gains on investments, and fair value gains or losses are not annualized.

(2) Computation of investment yields excludes changes in fair values of debt investments at fair value through other comprehensive income backing Life & Health business.

## 2.6 Banking Business

Ping An Bank adheres to its mission to be “China’s most outstanding, world-leading smart retail bank” under the strategy of “strong retail banking, selective corporate banking, and specialized interbank business.” Ping An Bank continuously upgrades its retail, corporate and interbank business strategies, enhances its ability to serve the real economy, strengthens risk management, comprehensively advances digital transformation, and maintains steady overall business performance.

**Overall performance:** Ping An Bank’s revenue totaled RMB111,582 million in the first nine months of 2024, down 12.6% year on year mainly due to ongoing support for the real economy, the adjusted asset portfolio, and other factors. Ping An Bank improved operational cost-effectiveness via digital transformation, strengthened asset quality control and management, and enhanced non-performing asset recovery and disposal. Net profit grew by 0.2% year on year to RMB39,729 million.

**Retail banking:** Retail assets under management (“AUM”) rose by 2.9% year to date to RMB4,148,566 million as of September 30, 2024. Ping An Bank had 127,249.5 thousand retail customers as of September 30, 2024, including 1,424.3 thousand wealth management customers, up 3.4% year to date. Retail deposit balance grew 5.2% year to date to RMB1,270,968 million. In response to changes in the external environment, Ping An Bank proactively adjusted its retail lending business mix to strike a balance between “volumes, prices and risks.” Retail loan balance reached RMB1,787,347 million, down 9.6% year to date.

**Corporate banking:** Corporate customers increased by 74.4 thousand or 9.9% year to date to 828.4 thousand as of September 30, 2024. Corporate deposit balance grew 2.9% year to date to RMB2,262,821 million. Moreover, Ping An Bank continued to increase support for the real economy. Corporate loan balance grew 11.6% year to date to RMB1,595,924 million. Loans to areas including manufacturing, technology companies, and green finance grew healthily.

**Interbank business:** Ping An Bank’s market share measured by bond trading volume increased by 1.0 pps year on year to 4.0% in the first nine months of 2024. RMB3.07 trillion worth of cash bonds were sold by domestic and foreign institutions in the first nine months of 2024, up 29.0% year on year. The AUM balance of asset management products distributed under the “ET-Bank” climbed 38.1% year to date to RMB276,536 million as of September 30, 2024.

**Asset quality:** Non-performing loan ratio remained flat year to date at 1.06%, and the provision coverage ratio was 251.19% as of September 30, 2024, with the deviation of loans more than 60 days overdue being 0.83.

**Capital adequacy:** Core tier 1 capital adequacy ratio rose to 9.33% as of September 30, 2024 thanks to internal capital generation and refined capital management.

For the nine months ended September 30  
(in RMB million)

	<b>2024</b>	2023	Change (%)
Net profit	<b>39,729</b>	39,635	0.2
Revenue	<b>111,582</b>	127,634	(12.6)
Net interest margin (annualized, %)	<b>1.93</b>	2.47	-0.54 pps

(in RMB million)	<b>September 30, 2024</b>	December 31, 2023	Change (%)
Deposits <sup>(1)</sup>	<b>3,533,789</b>	3,407,295	3.7
Total loans and advances <sup>(1)</sup>	<b>3,383,271</b>	3,407,509	(0.7)
Non-performing loan ratio (%)	<b>1.06</b>	1.06	-
Provision coverage ratio (%)	<b>251.19</b>	277.63	-26.44 pps
Core tier 1 capital adequacy ratio <sup>(2)</sup> (%)	<b>9.33</b>	9.22	0.11 pps

Notes: (1) Deposits as well as total loans and advances are exclusive of interest receivable and payable.

- (2) Ping An Bank and its wholly-owned subsidiary Ping An Wealth Management Co., Ltd. are included in the computation of the above capital adequacy ratios. For the measurement of capital adequacy ratios, the method specified in the *Administrative Measures for Capital of Commercial Banks* promulgated by the National Financial Regulatory Administration is adopted from 2024 onward. The capital adequacy ratios as of December 31, 2023 were still calculated by the method specified in the *Administrative Measures for Capital of Commercial Banks (Trial)* promulgated by the former China Banking Regulatory Commission on June 7, 2012. According to the *Additional Regulations for Systematically Important Banks (Trial)* and the 2023 List of Systematically Important Banks in China, Ping An Bank is included in the first group on the list, and shall meet conditions including a 0.25% supplementary capital ratio, which means the minimum regulatory requirement for the core tier 1 capital adequacy ratio is 7.75%.

## 2.7 Asset Management Business

The Company primarily conducts its asset management business through companies including Ping An Securities, Ping An Trust, Ping An Financial Leasing, and Ping An Asset Management.

The Company continuously enhances its capabilities of making asset allocation, achieving stable long-term returns, and managing multi-asset portfolios to deliver robust and sustainable returns to customers. Ping An's AUM<sup>(1)</sup> increased steadily to over RMB7.9 trillion as of September 30, 2024.

Note: (1) The AUM is the sum of AUMs of Ping An Securities, Ping An Trust, Ping An Financial Leasing, Ping An Asset Management and so on.

## 2.8 Finance Enablement Business

From the perspective of transforming and upgrading Ping An's core financial businesses, technology benefits are reflected in higher sales, better business efficiency, and stronger risk management. Meanwhile, the Company develops a finance enablement ecosystem through member companies including Lufax Holding, OneConnect, Ping An Health, and Autohome, providing diverse products and services for ecosystem users, with significant synergies.

Ping An continuously invests in research and development to build leading technological capabilities, which have been widely utilized to enable its core financial businesses and accelerate the development of its ecosystems. Ping An promotes technology adoption internally in diverse business scenarios. Moreover, Ping An improves the industry ecosystem and technology by sharing leading innovative products and services with external entities.

**Ping An remains focused on developing core technologies and securing proprietary intellectual property rights.** Ping An had a first-class technology team of over 21,000 technology developers and over 3,000 scientists as of September 30, 2024. The Group's patent applications led most international financial institutions, totaling 53,521 and including generative artificial intelligence ("AI") patent filings in terms of which Ping An ranked second in the world<sup>(1)</sup>. Of the patent applications, nearly 95% were for inventions, and 9,347 were made under the Patent Cooperation Treaty and abroad.

**From the perspective of transforming and upgrading Ping An's core financial businesses, technology benefits are reflected in better business efficiency and "worry-free, time-saving, and money-saving" customer service experience.** The volume of services provided by Ping An's AI service representatives<sup>(2)</sup> reached about 1.34 billion times, accounting for 80% of Ping An's total customer service volume in the first nine months of 2024. The AI service representatives responded to and handled customer inquiries and complaints swiftly. Via smart underwriting and smart claim settlement, 93% of Ping An Life's policies were underwritten within seconds, and it took an average of 7.4 minutes to close a claim with Smart Quick Claim. Moreover, claims savings via smart fraud risk identification grew 23.7% year on year to RMB9.1 billion in the first nine months of 2024 as Ping An continuously strengthened risk management.

*Notes:* (1) Ranked according to data on generative AI patent filings released by the World Intellectual Property Organization in 2024.

(2) The volume of services provided by AI service representatives refers to the total times of inbound and outbound call services provided by speech robots and text robots for credit card and insurance business lines.



## 2.9 Health and Senior Care as a New Driver of Value Growth

Ping An's health and senior care ecosystem is not only creating standalone direct value, but also generating indirect value by enabling its core financial businesses through differentiated "Product + Service" offerings. Nearly 63% of Ping An's 240 million retail customers used services from the health and senior care ecosystem as of September 30, 2024. They held approximately 3.35 contracts and RMB57,800 in AUM per capita, 1.6 times and 3.9 times those held by non-users of these services respectively.

Home-based senior care service is becoming an increasingly important enabler to Ping An Life's core business. In respect of boosting ticket size, the FYP per policy of customers using the home-based services is 3.7 times that of non-users of such services. In respect of increasing agent productivity, 99% of newly qualified Most Valuable Professionals and 47% of newly qualified Qualified Valuable Professionals sold policies with home-based senior care service. In respect of promoting customer acquisition, the proportion of high-end new customers eligible for home-based senior care service increased by 20 pps year on year.

### Payers

Ping An made significant progress in both retail and corporate customer-centric operation by effectively integrating insurance with health and senior care services. Ping An's health and senior care ecosystem had nearly 64,000 paying corporate customers, serving their over 26 million employees as of September 30, 2024. Ping An achieved over RMB110 billion in health insurance premium income in the first nine months of 2024. Customers entitled to health and senior care services contributed over 69.6% of Ping An Life's NBV, including approximately 39.0% from those entitled to senior care services and approximately 30.6% from those entitled to health care services.

### Membership manager

Ping An maintains exclusive health records for customers, and provides membership-based health and senior care services via family doctors and senior care concierges. Ping An guides members through an end-to-end "online, in-store, and in-home" service network covering consultation, diagnosis, treatment and services under AI-enabled 24/7 seconds-level management.

### Providers

**In respect of proprietary flagships:** PKU Healthcare Group's revenue has continued to grow, driven by its robust operations and faster development since its takeover by Ping An in 2021. PKU Healthcare Group's revenue reached approximately RMB3.93 billion in the first nine months of 2024. Peking University International Hospital continuously strengthened discipline development, streamlined operations management, and comprehensively improved patient services. Peking University International Hospital's revenue exceeded RMB1.77 billion in the first nine months of 2024. Outpatient visits reached approximately 910,000, and the number of available beds reached 1,250 in the first nine months of 2024. Ping An had five general hospitals, one rehabilitation hospital, one cardiovascular and cerebrovascular hospital, 17 health management centers and 10 children's rehabilitation centers as of September 30, 2024.



**In respect of partner networks:** Ping An provides services via an “online, in-store, and in-home” service network by integrating domestic and overseas premium resources including medical services, health services, commodities and medicines. Ping An had about 50,000 in-house doctors and contracted external doctors in China as of September 30, 2024. Ping An partnered with over 36,000 hospitals (including all top 100 hospitals and 3A hospitals), over 104,000 health care management institutions and over 233,000 pharmacies (35% of all pharmacies, up by nearly 3,000 year to date) in China as of September 30, 2024. Moreover, Ping An launched over 600 ten-dimensional home-based senior care service benefits as of September 30, 2024, with over 150,000 customers eligible for them, up by 70,000 year to date. Overseas, Ping An partnered with over 1,300 health care institutions in 35 countries across the world as of September 30, 2024, including 7 of global top 10 and 56 of global top 100.

### **Positive results from a proprietary “health and senior care ecosystem”**

Ping An’s proprietary health and senior care ecosystem provides customers with excellent, efficient service experience. Ping An has built up a strong reputation by providing excellent, efficient and convenient services through the health and senior care ecosystem, enhancing its brand image by word of mouth. Ping An Health has established an online consultation and treatment platform which covers nine medical specialties including dermatology, pediatrics and traditional Chinese medicine. Patients can see a doctor remotely on a 24/7 basis and get responses within 60 seconds by means of images, texts, speeches, videos and so on.

Ping An integrates proprietary medical resources with commercial insurance to unlock potential value. Ping An provides “heartwarming services” by focusing on “insurance + health” products. Since its launch in 2021, Ping An Zhen Xiang RUN has been upgraded on the basis of interactive health management to offer 18 health service items including five highlights, namely unique checkups, blood sugar control, online consultation, outpatient appointment assistance and accompanying consultation, and critical illness management. Over 19.50 million customers of Ping An Life used services from the health and senior care ecosystem in the first nine months of 2024. Notably, approximately 76% of Ping An Life’s newly enrolled customers used health management services in the first nine months of 2024.

## **2.10 Prospects of Future Development**

Looking ahead, as the state effectively implements various decisions and a series of incremental policies, China’s growth momentum will gradually strengthen, market confidence will continuously improve, and the economic trend of continued stability with steady progress will be further bolstered. Health care, senior care and financial markets will usher in new stages of growth. Meanwhile, there are still complexities and uncertainties in the external environment. To achieve high-quality business development, Ping An will maintain its strategic focus on core financial businesses, continue advancing its technology-driven “integrated finance + health and senior care” strategy, and keep making improvements. We believe that the positive long-term fundamentals of the industries remain intact. The Company will keep its business resilience, build its strengths, and continuously improve operations and management to promote business recovery and growth.

### 3. TOTAL NUMBER OF SHAREHOLDERS AND SHAREHOLDINGS OF TOP TEN SHAREHOLDERS AS AT THE END OF THE REPORTING PERIOD

As of September 30, 2024, the total share capital of the Company was 18,210,234,607 shares, of which 10,762,657,695 were A shares and 7,447,576,912 were H shares.

Total number of shareholders as at the end of the Reporting Period		825,539 shareholders, including 821,302 A shareholders and 4,237 H shareholders				
Shareholdings of Top Ten Shareholders						
Name of shareholder	Nature of shareholder <sup>(1)</sup>	Shareholding percentage (%)	Total number of shares held (shares)	Type of shares	Number of shares subject to selling restrictions (shares)	Number of pledged, marked or frozen shares (shares)
Hong Kong Securities Clearing Company Nominees Limited <sup>(2)</sup>	Overseas legal person	37.66	6,857,076,165	H share	–	Unknown
Shenzhen Investment Holdings Co., Ltd.	State-owned legal person	5.29	962,719,102	A share	–	67,550,000 pledged shares
Hong Kong Securities Clearing Company Limited <sup>(3)</sup>	Others	3.74	680,771,113	A share	–	–
China Securities Finance Corporation Limited	Others	3.01	547,459,258	A share	–	–
Central Huijin Asset Management Ltd.	State-owned legal person	2.58	470,302,252	A share	–	–
Business Fortune Holdings Limited <sup>(4)</sup>	Overseas legal person	2.52	459,466,189	H share	–	385,136,584 pledged shares
Long-term Service Plan of Ping An Insurance (Group) Company of China, Ltd. <sup>(5)</sup>	Others	2.51	457,446,894	A share + H share	–	–
Shum Yip Group Limited	State-owned legal person	1.42	257,728,008	A share	–	–
Industrial and Commercial Bank of China – SSE 50 Exchange Traded Open-End Index Securities Investment Fund	Securities investment fund	1.18	214,854,789	A share	–	–
Industrial and Commercial Bank of China – Huatai-PineBridge CSI 300 Exchange Traded Open-end Index Securities Investment Fund	Securities investment fund	1.12	204,179,672	A share	–	–

- Notes:* (1) Nature of the holders of A shares represents the nature of accounts held by the holders of A shares registered on the Shanghai Branch of China Securities Depository and Clearing Corporation Limited.
- (2) Hong Kong Securities Clearing Company Nominees Limited (“**HKSCC Nominees Limited**”) is the nominee holder of the shares held by non-registered H shareholders of the Company.
- (3) The shares held by Hong Kong Securities Clearing Company Limited refer to the shares held by non-registered shareholders of the Northbound Trading of the Shanghai-Hong Kong Stock Connect Program.
- (4) Business Fortune Holdings Limited is an indirect wholly-owned subsidiary of Charoen Pokphand Group Co., Ltd. (“**CP Group Ltd.**”), and the shares owned by Business Fortune Holdings Limited have been registered under the name of HKSCC Nominees Limited. In order to avoid double counting, the shares owned by Business Fortune Holdings Limited have been deducted from the shares held by HKSCC Nominees Limited.
- (5) Participants in the Long-term Service Plan of the Company are the employees of the Company and its subsidiaries. Over 140,000 employees have participated in the Long-term Service Plan cumulatively throughout the years. The source of funding is the remunerations payable to employees. The Long-term Service Plan of the Company owned 350,550,894 A shares and 106,896,000 H shares of the Company, and such H shares have been registered under the name of HKSCC Nominees Limited. In order to avoid double counting, the H shares of the Company owned by the Long-term Service Plan of the Company have been deducted from the shares held by HKSCC Nominees Limited.
- (6) The above A shareholders do not participate in securities margin trading.

Explanation of the connected relationship or acting-in-concert relationship among the above shareholders

Business Fortune Holdings Limited is an indirect wholly-owned subsidiary of CP Group Ltd. CP Group Ltd. indirectly held 964,427,077 H shares of the Company, representing approximately 5.30% of the total share capital of the Company as of September 30, 2024, through Business Fortune Holdings Limited and other subsidiaries.

Save as disclosed above, the Company is not aware of any connected relationship or acting-in-concert relationship among the above-mentioned shareholders.

The above A shareholders’ participation in securities lending

Name of shareholder	Beginning shares held in ordinary and credit accounts		Beginning outstanding shares lent		Ending shares held in ordinary and credit accounts		Ending outstanding shares lent	
	Total number (shares)	Percentage (%)	Total number (shares)	Percentage (%)	Total number (shares)	Percentage (%)	Total number (shares)	Percentage (%)
Industrial and Commercial Bank of China – SSE 50 Exchange Traded Open-End Index Securities Investment Fund	131,134,016	0.72	944,900	0.01	214,854,789	1.18	–	–
Industrial and Commercial Bank of China – Huatai-PineBridge CSI 300 Exchange Traded Open-end Index Securities Investment Fund	80,497,462	0.44	11,900	0.00	204,179,672	1.12	–	–

#### 4. SIGNIFICANT EVENTS

##### **Implementation of Share Purchase Plans of the Company**

To align the interests of shareholders, the Company and employees, improve corporate governance, and establish and improve long-term incentive and restraint mechanisms, the Company has adopted the Key Employee Share Purchase Plan and the Long-term Service Plan. Total shares cumulatively held by the Key Employee Share Purchase Plan and the Long-term Service Plan do not exceed 10% of the Company's total share capital. Total shares corresponding to the equity interest cumulatively vested in a single employee of the Company through the Key Employee Share Purchase Plan and the Long-term Service Plan do not exceed 1% of the Company's total share capital.

##### ***Key Employee Share Purchase Plan***

The Company has implemented the Key Employee Share Purchase Plan, which has a duration of six years, since 2015 as deliberated at the 16th meeting of the ninth Board held on October 28, 2014 and approved at the first extraordinary general meeting for 2015 held on February 5, 2015. The duration of the Key Employee Share Purchase Plan has been extended by six years to February 4, 2027 as deliberated at the 13th meeting of the 11th Board held on April 23, 2020. Participants in the Key Employee Share Purchase Plan are key employees of the Company and its subsidiaries, including directors, employee representative supervisors and senior management. The sources of funding are the employees' legitimate incomes and performance bonuses. The amount that must be paid for each share by participants in the Key Employee Share Purchase Plan is the market price of such share at the time of purchase by the Company.

Ten phases of the Key Employee Share Purchase Plan were implemented as of the end of the Reporting Period. Shares under each phase are subject to a one-year lock-up period after the purchase. After the lock-up period expires, one third of the shares for each phase are unlocked each year and vested in phases in accordance with the Key Employee Share Purchase Plan. All the shares under the six phases for 2015-2020 were unlocked, and the four phases for 2021-2024 were implemented as follows:

There were 1,754 participants in the Key Employee Share Purchase Plan for 2021. A total of 9,162,837 A shares of the Company were purchased in the secondary market at market prices for a total amount of RMB670,258,495.86 (expenses inclusive), accounting for approximately 0.050% of the Company's total share capital at that time. During the Reporting Period, in accordance with the Key Employee Share Purchase Plan and applicable agreed rules, 1,393 employees qualified and 92 employees did not qualify for vesting under this phase. For the duration, 98,263 shares were forfeited. All the shares under this phase were unlocked.

There were 1,703 participants in the Key Employee Share Purchase Plan for 2022. A total of 12,518,547 A shares of the Company were purchased in the secondary market at market prices for a total amount of RMB595,602,067.09 (expenses inclusive), accounting for approximately 0.068% of the Company's total share capital at that time. During the Reporting Period, in accordance with the Key Employee Share Purchase Plan and applicable agreed rules, 1,514 employees qualified and 87 employees did not qualify for vesting under this phase. For the duration, 313,209 shares were forfeited.

There were 3,095 participants in the Key Employee Share Purchase Plan for 2023. A total of 15,030,180 A shares of the Company were purchased in the secondary market at market prices for a total amount of RMB693,562,104.08 (expenses inclusive), accounting for approximately 0.082% of the Company's total share capital at that time. During the Reporting Period, in accordance with the Key Employee Share Purchase Plan and applicable agreed rules, 2,909 employees qualified and 186 employees did not qualify for vesting under this phase. For the duration, 780,200 shares were forfeited.

There were 2,207 participants in the Key Employee Share Purchase Plan for 2024. A total of 13,606,921 A shares of the Company were purchased in the secondary market at market prices for a total amount of RMB583,805,974.96 (expenses inclusive), accounting for approximately 0.075% of the Company's total share capital at that time. For details of the share purchase, please refer to the *Announcement Regarding the Completion of Share Purchase under the 2024 Key Employee Share Purchase Plan* published by the Company on the websites of the Hong Kong Exchanges and Clearing Limited (the "HKEX") and the Shanghai Stock Exchange (the "SSE") on June 14, 2024 and June 15, 2024 respectively. During the Reporting Period, no change was made in equity under the Key Employee Share Purchase Plan for 2024.

The manager of the Key Employee Share Purchase Plan remained unchanged during the Reporting Period.

The Key Employee Share Purchase Plan held a total of 27,067,120 A shares of the Company as at the end of the Reporting Period, accounting for approximately 0.149% of the Company's total share capital.

### ***Long-term Service Plan***

The Company has implemented the Long-term Service Plan, which has a duration of ten years, since 2019 as deliberated at the third meeting of the 11th Board held on October 29, 2018 and approved at the second extraordinary general meeting for 2018 held on December 14, 2018. Participants in the Long-term Service Plan are the employees of the Company and its subsidiaries, including directors, employee representative supervisors and senior management. The source of funding is the remunerations payable to employees. The amount that must be paid for each share by participants in the Long-term Service Plan is the market price of such share at the time of purchase by the Company. Participants in the Long-term Service Plan may apply for vesting only when they are retiring from the Company, and will be awarded the shares after their applications have been approved and relevant taxes have been paid.

Six phases of the Long-term Service Plan were implemented as of the end of the Reporting Period:

There were 31,026 participants in the Long-term Service Plan for 2019. A total of 54,294,720 A shares of the Company were purchased in the secondary market at market prices for a total amount of RMB4,296,112,202.60 (expenses inclusive), accounting for approximately 0.297% of the Company's total share capital at that time. During the Reporting Period, in accordance with the Long-term Service Plan and applicable agreed rules, 43 employees qualified and applied for vesting, and their shares were vested; 707 employees were disqualified due to reasons including their resignation; and 1,059,640 shares were forfeited due to reasons including employees' resignation or failure to meet performance targets.

There were 32,022 participants in the Long-term Service Plan for 2020. A total of 49,759,305 A shares of the Company were purchased in the secondary market at market prices for a total amount of RMB3,988,648,517.41 (expenses inclusive), accounting for approximately 0.272% of the Company's total share capital at that time. During the Reporting Period, in accordance with the Long-term Service Plan and applicable agreed rules, 24 employees qualified and applied for vesting, and their shares were vested; 826 employees were disqualified due to reasons including their resignation; and 2,277,670 shares were forfeited due to reasons including employees' resignation or failure to meet performance targets.

There were 90,960 participants in the Long-term Service Plan for 2021. A total of 57,368,981 A shares of the Company were purchased in the secondary market at market prices for a total amount of RMB4,184,093,674.69 (expenses inclusive), accounting for approximately 0.314% of the Company's total share capital at that time. During the Reporting Period, in accordance with the Long-term Service Plan and applicable agreed rules, 9 employees qualified and applied for vesting, and their shares were vested; 3,643 employees were disqualified due to reasons including their resignation; and 3,725,704 shares were forfeited due to reasons including employees' resignation or failure to meet performance targets.

There were 90,960 participants in the Long-term Service Plan for 2022. A total of 93,314,482 A shares of the Company were purchased in the secondary market at market prices for a total amount of RMB4,438,825,366.37 (expenses inclusive), accounting for approximately 0.510% of the Company's total share capital at that time. During the Reporting Period, in accordance with the Long-term Service Plan and applicable agreed rules, 10 employees qualified and applied for vesting, and their shares were vested; 4,817 employees were disqualified due to reasons including their resignation; and 6,958,618 shares were forfeited due to reasons including employees' resignation or failure to meet performance targets.

There were 83,651 participants in the Long-term Service Plan for 2023. A total of 96,608,364 A shares of the Company were purchased in the secondary market at market prices for a total amount of RMB4,450,946,615.20 (expenses inclusive), accounting for approximately 0.528% of the Company's total share capital at that time. During the Reporting Period, in accordance with the Long-term Service Plan and applicable agreed rules, 5 employees qualified and applied for vesting, and their shares were vested; 5,454 employees were disqualified due to reasons including their resignation; and 8,400,810 shares were forfeited due to reasons including employees' resignation or failure to meet performance targets.



There were 75,175 participants in the Long-term Service Plan for 2024. A total of 106,896,000 H shares of the Company were purchased in the secondary market at market prices for a total amount of HKD3,845,543,293.31 (expenses inclusive), accounting for approximately 0.587% of the Company's total share capital at that time. For details of the share purchase, please refer to the *Announcement Regarding the Completion of Share Purchase under the 2024 Long-term Service Plan* published by the Company on the websites of the HKEX and the SSE on September 23, 2024 and September 24, 2024 respectively.

The manager of the Long-term Service Plan remained unchanged during the Reporting Period.

The Long-term Service Plan held a total of 457,446,894 A and H shares of the Company as at the end of the Reporting Period, accounting for approximately 2.512% of the Company's total share capital.

The Company has operated stably and healthily since the implementation of the Key Employee Share Purchase Plan and the Long-term Service Plan. The shareholders, the Company and the employees have shared benefits and risks, providing the strong foundations for further improving the Company's governance structure, establishing and strengthening long-term incentive and restraint mechanisms, and facilitating the long-term, sustainable and healthy development of the Company.

### **H Share Convertible Bonds**

The Company completed the issue of an aggregate principal amount of USD3.5 billion 0.875% convertible bonds (convertible into the Company's H shares) due 2029 on July 22, 2024 (hereinafter referred to as "**H Share Convertible Bonds**"). H Share Convertible Bonds have been listed and traded on The Stock Exchange of Hong Kong Limited since July 23, 2024. None of H Share Convertible Bonds had been converted as of the end of the Reporting Period.

### **Purchase, Sale or Redemption of the Company's Listed Securities**

Neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the Company's listed securities or sold any of the Company's treasury shares during the nine months from January 1, 2024 to September 30, 2024.

## 5. SUPPLEMENTARY INFORMATION ON PREMIUMS

### Life & Health Insurance Business

For the nine months ended September 30  
(in RMB million)

	2024	2023	Change (%)
Written premium <sup>(1)</sup>	527,245	497,538	6.0
Premium income <sup>(2)</sup>	<u>449,804</u>	<u>409,703</u>	<u>9.8</u>

### Property and Casualty Insurance Business

For the nine months ended September 30  
(in RMB million)

	2024	2023	Change (%)
Premium income <sup>(2)</sup>	239,371	225,932	5.9
Including: Auto insurance	160,535	154,661	3.8
Non-auto insurance	55,242	53,360	3.5
Accident and health insurance	<u>23,594</u>	<u>17,911</u>	<u>31.7</u>

Notes: (1) Written premium refers to all premiums received from the policies underwritten by the Company.

(2) Premium income refers to premiums computed based on written premium after the significant insurance risk testing and separation of hybrid contracts in accordance with the *Circular on the Insurance Industry's Implementation of the No.2 Interpretation of Accounting Standards for Business Enterprises* (Bao Jian Fa [2009] No.1) and the *Circular on Issuing the Regulations regarding the Accounting Treatment of Insurance Contracts* (Cai Kuai [2009] No.15).



## 6. SOLVENCY MARGIN OF SUBSIDIARIES

Below is the solvency data of the Company's insurance subsidiaries prepared and reported in accordance with the National Financial Regulatory Administration's *Regulatory Rules on Solvency of Insurance Companies (II)* and *Circular on Improving Regulatory Standards for Solvency of Insurance Companies*:

<b>As of September 30, 2024</b>	<b>Ping An Life</b>	<b>Ping An P&amp;C</b>	<b>Ping An Annuity</b>	<b>Ping An Health Insurance</b>
Core capital (in RMB million)	497,239	112,680	12,168	9,284
Actual capital (in RMB million)	834,796	137,606	18,757	11,078
Minimum capital (in RMB million)	416,458	63,898	5,440	3,463
Core solvency margin ratio (%)	119.4	176.3	223.7	268.1
Comprehensive solvency margin ratio (%)	200.5	215.4	344.8	319.9

Notes: (1) Core solvency margin ratio = core capital/minimum capital. Comprehensive solvency margin ratio = actual capital/minimum capital.

(2) The minimum regulatory requirements for the core solvency margin ratio and comprehensive solvency margin ratio in the table above are 50% and 100% respectively.

(3) For details of subsidiaries' solvency margin, please visit the Company's website ([www.pingan.cn](http://www.pingan.cn)).

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

## 7. GUARANTEE

All the Company's outstanding guarantees are among its subsidiaries.

(in RMB million)

<b>External guarantee of the Company and its subsidiaries (excluding the guarantee in favor of its controlled subsidiaries)</b>	
Total external guarantee incurred during the Reporting Period	–
Total external guarantee balance as at the end of the Reporting Period	–
<b>Guarantee of the Company and its subsidiaries in favor of its subsidiaries</b>	
Total guarantee in favor of its subsidiaries incurred during the Reporting Period <sup>(2)</sup>	(471)
Total guarantee balance in favor of its subsidiaries as at the end of the Reporting Period	12,198
<b>Total guarantee of the Company (including the guarantee in favor of its subsidiaries)</b>	
Total guarantee	12,198
Total guarantee as a percentage of the Company's net assets (%)	1.3
Including: Direct or indirect guarantee for the companies with a total liabilities to total assets ratio over 70% (as of September 30, 2024)	8,595
The amount by which the total guarantee balance of the Company and its subsidiaries exceeded 50% of the Company's net assets	–

Notes: (1) The data set out in the table above does not include those arising from financial guarantee businesses conducted by the Company's controlled subsidiaries including Ping An Bank in strict compliance with the scope of business approved by regulatory authorities.

(2) The total guarantee incurred during the Reporting Period was the guarantee withdrawal of RMB1,312 million less the guarantee repayment of RMB1,783 million.

(3) As Lufax Holding became a subsidiary of the Group on July 30, 2024, the total guarantee in favor of the Group's subsidiaries incurred during the Reporting Period includes Lufax Holding's guarantee in favor of the Group's subsidiaries incurred from the date of consolidation to the end of the Reporting Period; the total guarantee balance in favor of the Group's subsidiaries as at the end of the Reporting Period includes Lufax Holding's guarantee balance in favor of the Group's subsidiaries.

## 8. FINANCIAL STATEMENTS PREPARED IN ACCORDANCE WITH INTERNATIONAL FINANCIAL REPORTING STANDARDS (IFRSs)

### 8.1 Consolidated Income Statement

*For the nine-month period ended 30 September 2024*

<b>For the nine-month period ended 30 September (in RMB million)</b>	<b>2024 (Unaudited)</b>	2023 (Unaudited)
Insurance revenue	<b>414,465</b>	404,483
Interest revenue from banking operations	<b>152,930</b>	172,903
Interest revenue from non-banking operations	<b>90,131</b>	88,864
Fees and commission revenue from non-insurance operations	<b>31,633</b>	34,834
Investment income	<b>125,424</b>	37,804
Share of profits and losses of associates and joint ventures	<b>(102)</b>	2,192
Other revenues and other gains	<b>47,336</b>	51,445
	<hr/>	<hr/>
<b>Total revenue</b>	<b>861,817</b>	792,525
	<hr/>	<hr/>
Insurance service expenses	<b>(333,181)</b>	(327,848)
Allocation of reinsurance premiums paid	<b>(11,619)</b>	(10,539)
Less: Amount recovered from reinsurer	<b>8,397</b>	7,640
Net insurance finance expenses for insurance contracts issued	<b>(132,670)</b>	(98,352)
Less: Net reinsurance finance income for reinsurance contracts held	<b>707</b>	446
Interest expenses on banking operations	<b>(80,103)</b>	(80,794)
Fees and commission expenses on non-insurance operations	<b>(5,331)</b>	(6,558)
Net impairment losses on financial assets	<b>(47,906)</b>	(49,762)
Net impairment losses on other assets	<b>(235)</b>	(442)
Foreign exchange gains/(losses)	<b>(516)</b>	198
General and administrative expenses	<b>(58,953)</b>	(60,221)
Changes in insurance premium reserves	<b>(325)</b>	(192)
Interest expenses on non-banking operations	<b>(14,440)</b>	(18,194)
Other expenses	<b>(27,049)</b>	(28,439)
	<hr/>	<hr/>
<b>Total expenses</b>	<b>(703,224)</b>	(673,057)
	<hr/>	<hr/>

<b>For the nine-month period ended 30 September (in RMB million)</b>	<b>2024 (Unaudited)</b>	2023 (Unaudited)
Profit before tax	<b>158,593</b>	119,468
Income tax	<b>(18,539)</b>	(11,357)
<b>Profit for the period</b>	<b><u>140,054</u></b>	<u>108,111</u>
<b>Attributable to:</b>		
– Owners of the parent	<b>119,182</b>	87,575
– Non-controlling interests	<b>20,872</b>	20,536
	<b><u>140,054</u></b>	<u>108,111</u>
	<b>RMB</b>	RMB
<b>Earnings per share attributable to ordinary equity holders of the parent:</b>		
– Basic	<b>6.73</b>	4.94
– Diluted	<b>6.58</b>	4.85

## 8.2 Consolidated Statement of Comprehensive Income

For the nine-month period ended 30 September 2024

For the nine-month period ended 30 September (in RMB million)	2024 (Unaudited)	2023 (Unaudited)
<b>Profit for the period</b>	<b>140,054</b>	108,111
<b>Other comprehensive income</b>		
Items that may be reclassified subsequently to profit or loss:		
Changes in the fair value of debt instruments at fair value through other comprehensive income	133,198	53,263
Credit risks provision of debt instruments at fair value through other comprehensive income	(586)	(385)
Insurance finance expenses for insurance contracts issued	(188,519)	(78,038)
Reinsurance finance income for reinsurance contracts held	477	261
Reserve from cash flow hedging instruments	190	409
Exchange differences on translation of foreign operations	(337)	1,348
Share of other comprehensive income of associates and joint ventures	1,239	(729)
Items that will not be reclassified to profit or loss:		
Changes in the fair value of equity instruments at fair value through other comprehensive income	22,876	15,599
Insurance finance expenses for insurance contracts issued	(16,844)	(9,110)
Share of other comprehensive income of associates and joint ventures	1,345	298
<b>Other comprehensive income for the period, net of tax</b>	<b>(46,961)</b>	(17,084)
<b>Total comprehensive income for the period</b>	<b>93,093</b>	91,027
<b>Attributable to:</b>		
– Owners of the parent	72,308	70,808
– Non-controlling interests	20,785	20,219
	<b>93,093</b>	91,027

### 8.3 Consolidated Statement of Financial Position

As at 30 September 2024

<b>(in RMB million)</b>	<b>30 September, 2024 (Unaudited)</b>	31 December, 2023 (Audited)
<b>ASSETS</b>		
Cash and amounts due from banks and other financial institutions	<b>987,869</b>	804,077
Balances with the Central Bank	<b>278,949</b>	270,976
Financial assets purchased under reverse repurchase agreements	<b>78,421</b>	167,660
Accounts receivable	<b>38,428</b>	35,636
Derivative financial assets	<b>43,469</b>	44,978
Insurance contract assets	–	3
Reinsurance contract assets	<b>24,385</b>	22,215
Finance lease receivable	<b>204,008</b>	180,674
Loans and advances to customers	<b>3,400,490</b>	3,318,122
Financial assets at fair value through profit or loss	<b>2,249,122</b>	1,803,047
Financial assets at amortized cost	<b>1,211,511</b>	1,243,353
Debt financial assets at fair value through other comprehensive income	<b>2,968,935</b>	2,637,008
Equity financial assets at fair value through other comprehensive income	<b>310,401</b>	264,877
Investments in associates and joint ventures	<b>196,108</b>	258,877
Statutory deposits for insurance operations	<b>15,055</b>	14,903
Investment properties	<b>121,503</b>	121,406
Property and equipment	<b>50,130</b>	50,401
Intangible assets	<b>97,614</b>	99,078
Right-of-use assets	<b>8,526</b>	9,794
Deferred tax assets	<b>113,968</b>	101,337
Other assets	<b>134,844</b>	134,995
<b>Total assets</b>	<b><u>12,533,736</u></b>	<b><u>11,583,417</u></b>

<b>(in RMB million)</b>	<b>30 September, 2024 (Unaudited)</b>	31 December, 2023 (Audited)
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Share capital	18,210	18,210
Reserves	196,241	263,752
Treasury shares	(5,001)	(5,001)
Retained profits	<u>698,489</u>	<u>622,050</u>
Equity attributable to owners of the parent	907,939	899,011
Non-controlling interests	<u>371,652</u>	<u>329,953</u>
<b>Total equity</b>	<b><u>1,279,591</u></b>	<b><u>1,228,964</u></b>
<b>Liabilities</b>		
Due to banks and other financial institutions	961,573	963,718
Financial liabilities at fair value through profit or loss	166,373	48,619
Derivative financial liabilities	47,338	44,531
Assets sold under agreements to repurchase	289,427	241,803
Accounts payable	7,521	8,858
Income tax payable	6,363	7,117
Insurance contract liabilities	4,766,596	4,159,801
Reinsurance contract liabilities	546	53
Customer deposits and payables to brokerage customers	3,719,866	3,534,539
Bonds payable	852,097	964,007
Lease liabilities	8,898	10,234
Deferred tax liabilities	14,122	14,148
Other liabilities	<u>413,425</u>	<u>357,025</u>
<b>Total liabilities</b>	<b><u>11,254,145</u></b>	<b><u>10,354,453</u></b>
<b>Total equity and liabilities</b>	<b><u>12,533,736</u></b>	<b><u>11,583,417</u></b>

#### 8.4 Consolidated Statement of Cash Flows

*For the nine-month period ended 30 September 2024*

<b>For the nine-month period ended 30 September (in RMB million)</b>	<b>2024 (Unaudited)</b>	<b>2023 (Unaudited)</b>
<b>Net cash flows from operating activities</b>	<b><u>417,617</u></b>	<b><u>312,648</u></b>
<b>Cash flows from investing activities</b>		
Purchases of property and equipment, intangibles and other long-term assets	(3,070)	(5,417)
Proceeds from disposal of property and equipment, intangibles and other long-term assets, net	245	836
Proceeds from disposal of investments	1,422,330	1,405,428
Purchases of investments	(1,784,958)	(1,591,555)
Disposal of subsidiaries, net	(91)	72
Interest received	115,108	102,914
Dividends received	<u>44,001</u>	<u>52,409</u>
<b>Net cash flows used in investing activities</b>	<b><u>(206,435)</u></b>	<b><u>(35,313)</u></b>



<b>For the nine-month period ended 30 September (in RMB million)</b>	<b>2024 (Unaudited)</b>	2023 (Unaudited)
<b>Cash flows from financing activities</b>		
Capital injected into subsidiaries by non-controlling interests	<b>2,541</b>	2,972
Proceeds from bonds issued	<b>643,395</b>	734,916
Increase/(decrease) in assets sold under agreements to repurchase of insurance operations, net	<b>8,946</b>	(66,759)
Proceeds from borrowings	<b>66,502</b>	86,924
Repayment of borrowings	<b>(854,177)</b>	(946,979)
Interest paid	<b>(12,989)</b>	(16,707)
Dividends paid	<b>(36,553)</b>	(33,049)
Decrease in insurance placements from banks and other financial institutions, net	<b>(1,700)</b>	(6,366)
Payment of shares purchased for Long-term Service Plan	<b>(3,685)</b>	(4,451)
Repayment of lease liabilities	<b>(3,426)</b>	(4,103)
Payment of redemption for other equity instruments by subsidiaries	<b>(3,800)</b>	(4,850)
Others	<b>(3,722)</b>	(18,856)
<b>Net cash flows used in financing activities</b>	<b>(198,668)</b>	(277,308)
<b>Net increase in cash and cash equivalents</b>	<b>12,514</b>	27
Net foreign exchange differences	<b>(1,556)</b>	4,414
Cash and cash equivalents at the beginning of the period	<b>480,472</b>	444,202
<b>Cash and cash equivalents at the end of the period</b>	<b>491,430</b>	448,643

## 9. RELEASE OF RESULTS ANNOUNCEMENT

This results announcement is simultaneously available on the website of Hong Kong Exchanges and Clearing Limited ([www.hkexnews.hk](http://www.hkexnews.hk)) and the website of the Company ([www.pingan.cn](http://www.pingan.cn)). This results announcement is prepared in accordance with IFRSs. The report of the Third Quarterly Results for 2024 prepared in accordance with the *Accounting Standards for Business Enterprises* issued by the Ministry of Finance of the People's Republic of China and other relevant regulations will be published on the Company's website ([www.pingan.cn](http://www.pingan.cn)) at the same time as it is published on the website of Shanghai Stock Exchange ([www.sse.com.cn](http://www.sse.com.cn)).

By order of the Board  
**Ma Mingzhe**  
*Chairman*

Shenzhen, the PRC, October 21, 2024

*As at the date of this announcement, the executive directors of the Company are Ma Mingzhe, Xie Yonglin, Michael Guo, Cai Fangfang and Fu Xin; the non-executive directors of the Company are Soopakij Chearavanont, Yang Xiaoping, He Jianfeng and Cai Xun; the independent non-executive directors of the Company are Ng Sing Yip, Chu Yiyun, Liu Hong, Ng Kong Ping Albert, Jin Li and Wang Guangqian.*