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PING AN

Insurance • Banking • Investment

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)

OVERSEAS REGULATORY ANNOUNCEMENT

This announcement is made pursuant to Rule 13.10B of the Rules Governing the Listing of Securities on the Stock Exchange of Hong Kong Limited.

“The Announcement of Ping An Insurance (Group) Company of China, Ltd. regarding the Disclosure of Relevant Reports on Ping An Investor Day – Technology”, which is published by Ping An Insurance (Group) Company of China, Ltd. on the website of Shanghai Stock Exchange, is reproduced herein for your reference.

By order of the Board

Yao Jun

Company Secretary

Shenzhen, PRC, November 6, 2018

As at the date of this announcement, the Executive Directors of the Company are Ma Mingzhe, Sun Jianyi, Ren Huichuan, Yao Jason Bo, Lee Yuansiong and Cai Fangfang; the Non-executive Directors are Soopakij Chearavanont, Yang Xiaoping, Liu Chong and Wang Yongjian; the Independent Non-executive Directors are Yip Dicky Peter, Wong Oscar Sai Hung, Sun Dongdong, Ge Ming and Ouyang Hui.

**THE ANNOUNCEMENT OF
PING AN INSURANCE (GROUP) COMPANY OF CHINA, LTD.
REGARDING THE DISCLOSURE OF RELEVANT REPORTS ON
PING AN INVESTOR DAY – TECHNOLOGY**

The board of directors and all directors of Ping An Insurance (Group) Company of China, Ltd. (hereinafter referred to as the "**Company**") confirm that there are no false representations and misleading statements contained in, or material omissions in this announcement, and severally and jointly accept the responsibility for the truthfulness, accuracy and completeness of the contents of this announcement.

The Company will hold the “Ping An Investor Day – Technology” event on Wednesday, November 7, 2018, in which *Introduction and Overview of Ping An’s Core Technologies, Ping An Ecosystem Strategy*, etc. will be reported.

Please refer to the attachments of this announcement as disclosed by the Company on the website of Shanghai Stock Exchange (www.sse.com.cn) on the same day for the details of the above reports.

Attachments of this announcement on the website:

1. Introduction and Overview of Ping An’s Core Technologies
2. Ping An Core Technologies 1: Ping An AI and Deep-dives in Financial Services and Healthcare AI
3. Ping An Core Technologies 2: Ping An Blockchain (FiMAX)
4. Ping An Core Technologies 3: Ping An Cloud
5. Ping An Ecosystem Strategy
6. Ping An Financial Services Ecosystem: OneConnect Deep-dive
7. Ping An Healthcare Ecosystem: Good Doctor Deep Dive
8. Ping An Auto Ecosystem: Autohome Deep-dive
9. Ping An Ecosystems 4: Ping An Smart City Deep Dive

The Board of Directors
Ping An Insurance (Group) Company of China, Ltd.
November 6, 2018

Ping An Financial Services Ecosystem: OneConnect Deep-dive

平安金融服务生态圈：金融壹账通

Four deep-dive examples for today

今日重点介绍4家公司



Financial Services Ecosystem: 3.0 Open Platform and Open Marketplace Model

金融服务生态圈：3.0 开放平台与开放市场模式



Assets 资产端

Consumers 消费者

Businesses 企业

Government 政府

FIs 金融机构



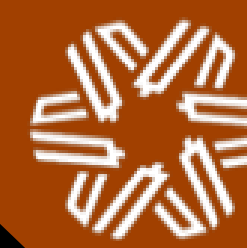
Funding 资金端

Consumers 消费者

Businesses 企业

Government 政府

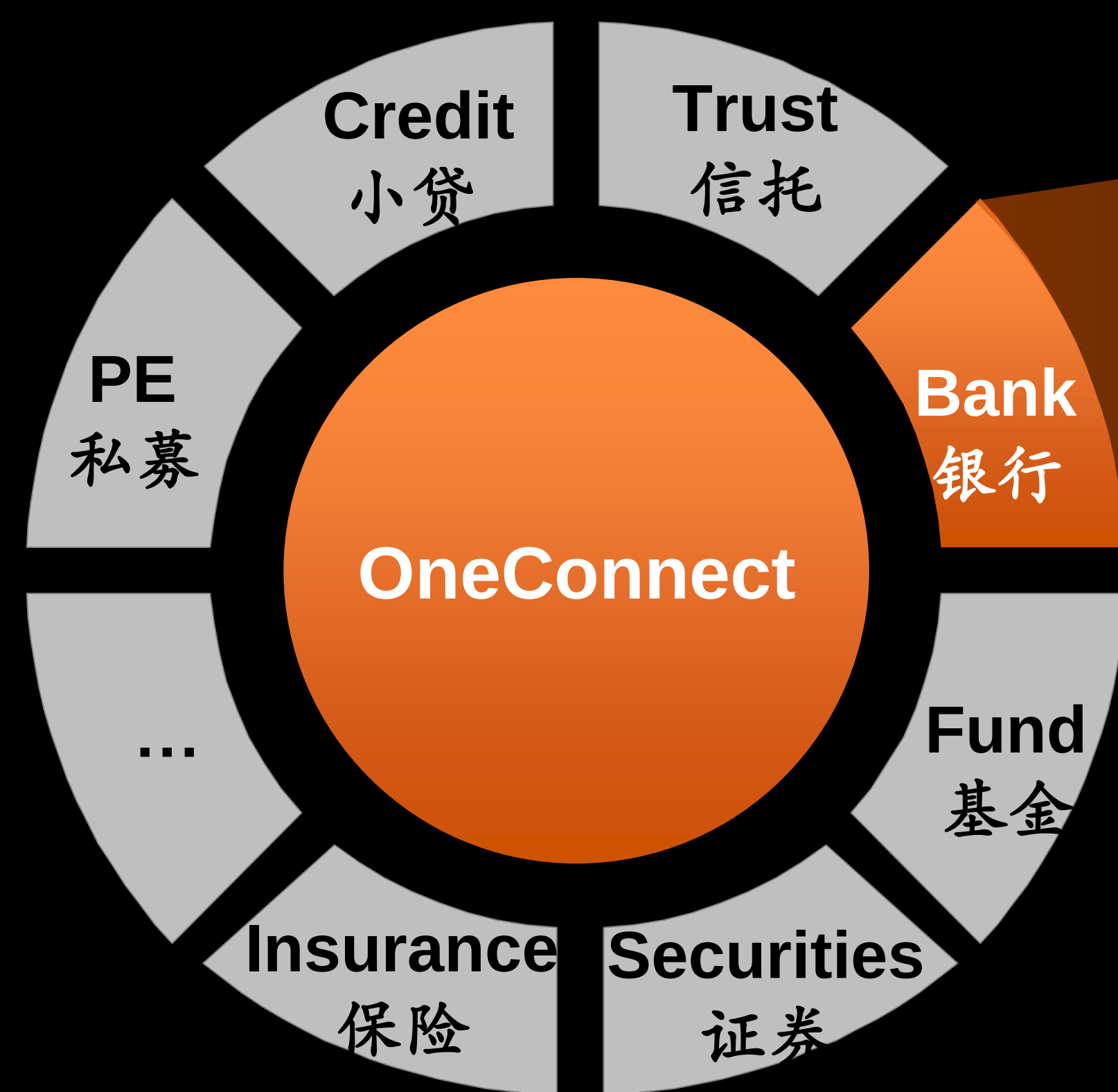
FIs 金融机构



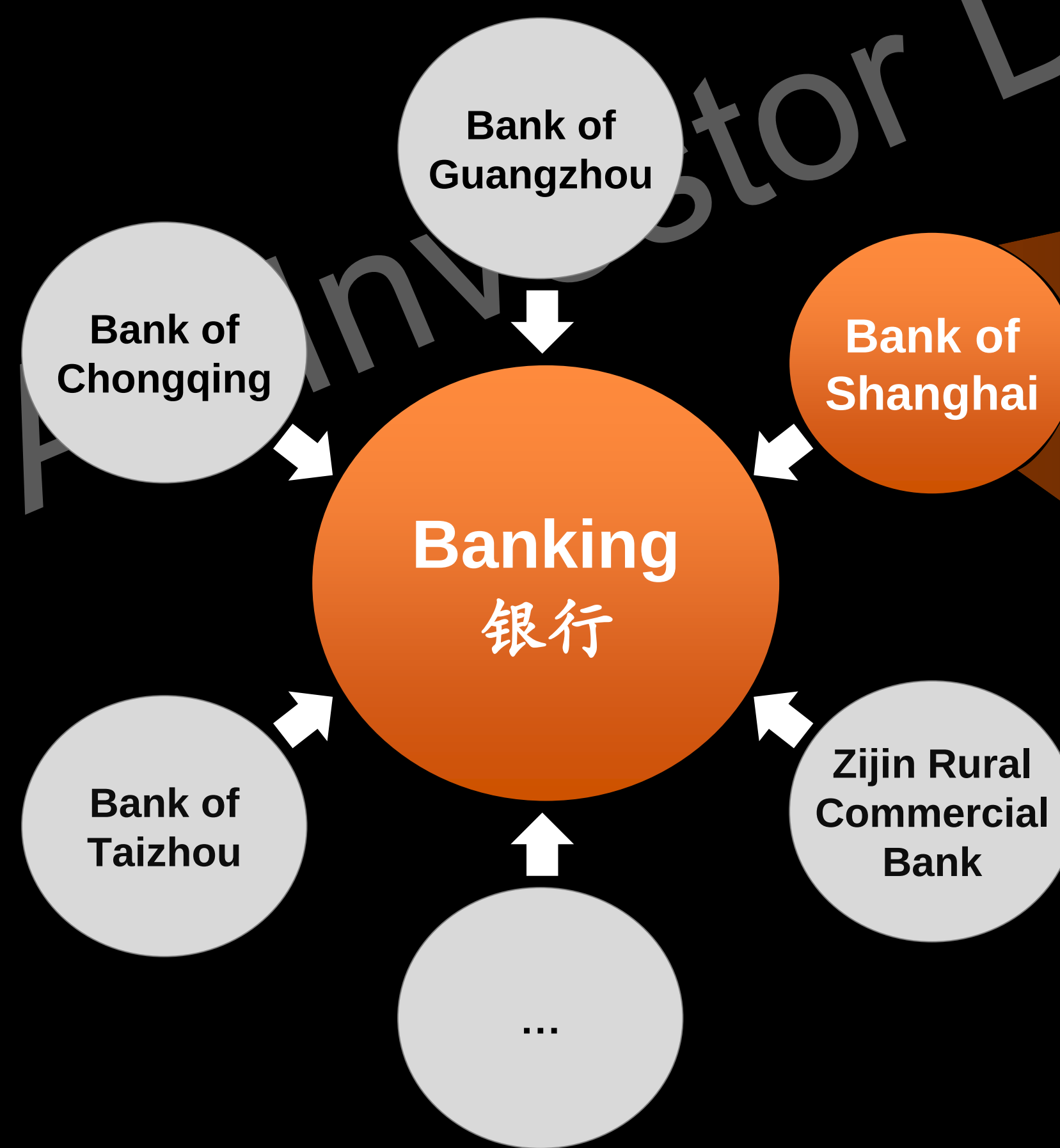
Our Mission: Build Fintech Eco, Promote Fintech Inclusion, Empower Financial Institution

我们愿景：构建金融生态，普惠金融科技，赋能金融机构

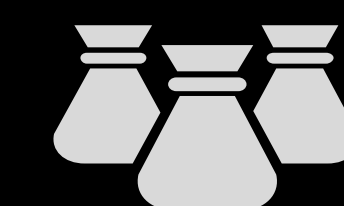
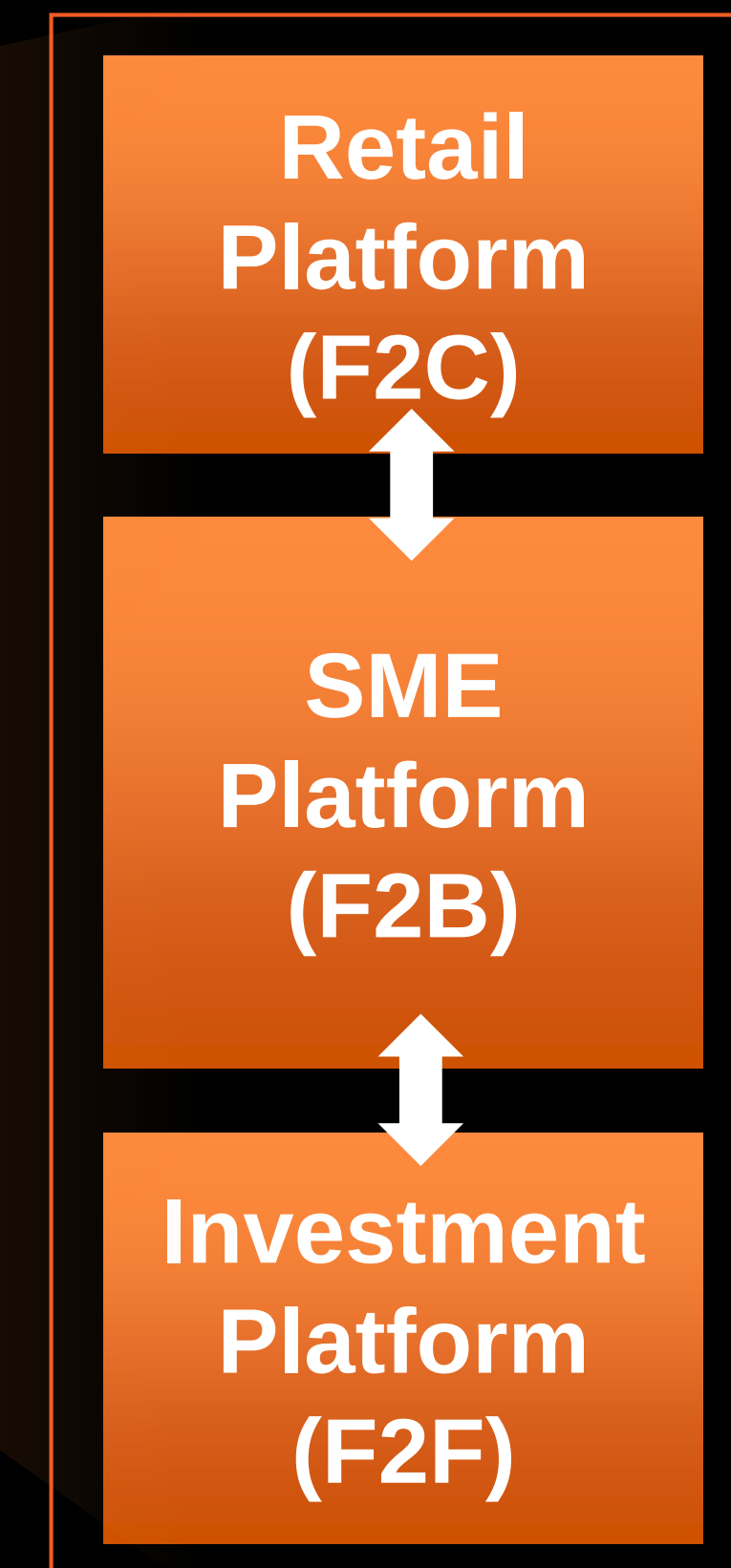
Build Fintech Eco 构建金融生态



Promote Fintech Inclusion 普惠金融科技



Empower Financial Institution 赋能金融机构



↑ Income 提升收入



↑ Efficiency 提升效率



↑ Service 提升服务



↓ Cost 降低成本



↓ Risk 降低风险



Yiming Fei, Michael
费轶明

OneConnect SVP, Chief Strategy
Officer and New Businesses

金融壹账通总经理助理，首席战略
官，新业务负责人



Hannah Qiu
邱寒

OneConnect EVP and Chief
Innovation Officer

金融壹账通副总经理兼首席创新官

Management Team: Strong Combination of Business & Technology

高管团队：业务和技术的强大组合



VP, Head of
Transaction Services
交易业务负责人



SVP, CSO and New
Business
总经理助理，首席战略官、
新业务负责人



McKinsey&Company



SVP, Insurance CEO
总经理助理，保险业务总裁



Vice Chairman,
SME CEO
副董事长，中小企
业业务总裁



Chairman, CEO
董事长兼首席执行官



EVP, Retail & Open
platform CEO
副总经理，零售及开放平
台业务总裁



TEMASEK



EVP, CTO, COO
副总经理，首席技术官
首席运营官

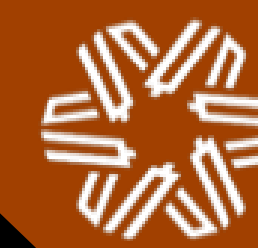


SVP, CEO of SIN
OneConnect
总经理助理，新加坡分
公司CEO



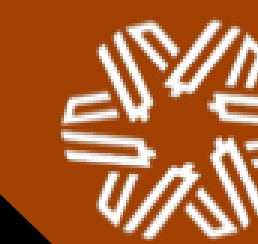
VP, Head of Blockchain
区块链负责人





- 1 **Our Opportunities** 市场机遇
- 2 Our Value Proposition 价值主张
- 3 Our Future 未来展望

Ping An Investor Day



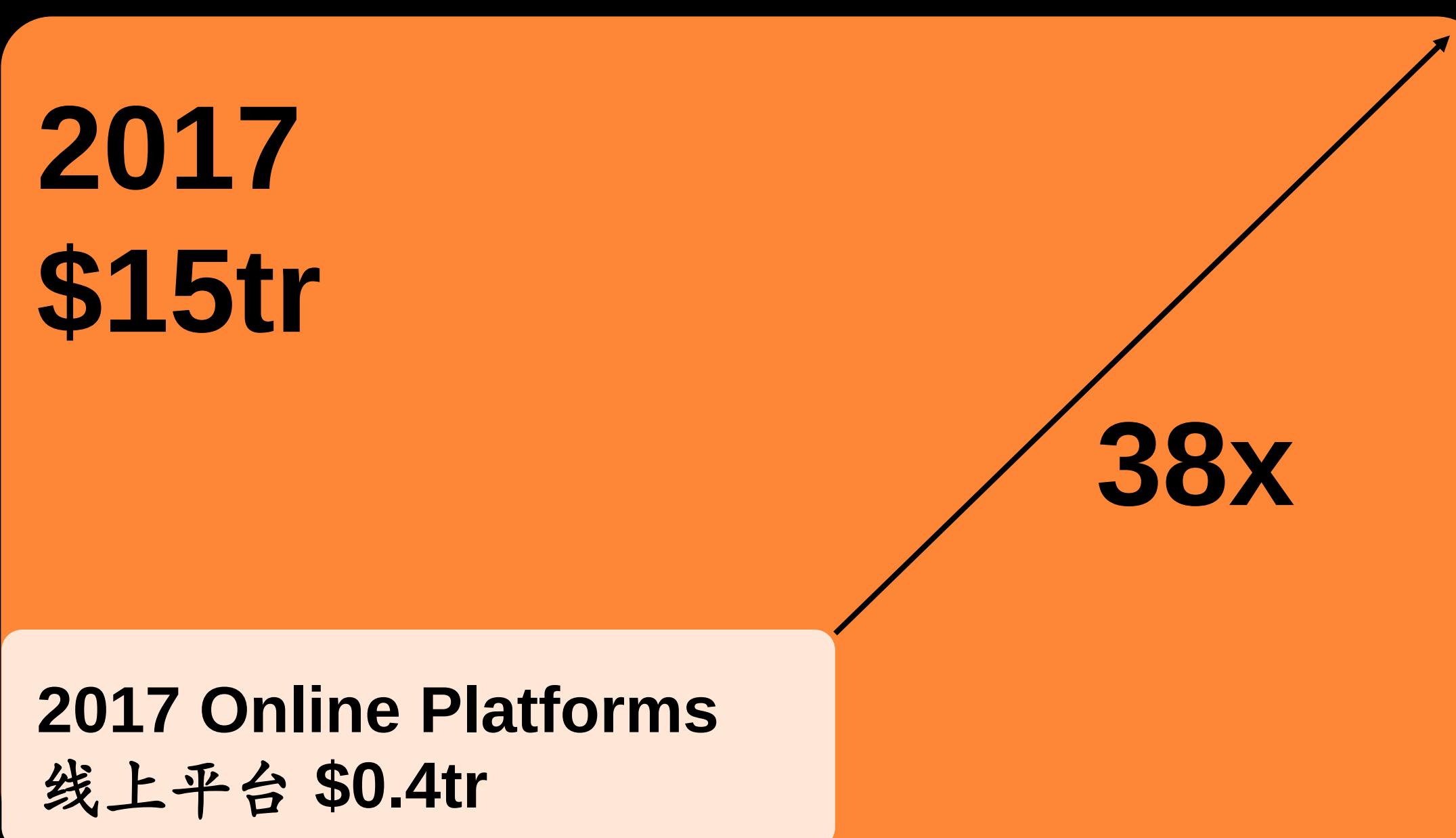
Financial Institutions Dominate Financial Service Market in China ...

金融机构主导中国金融服务市场 ...

CHINA CONSUMER MARKET

中国消费者市场

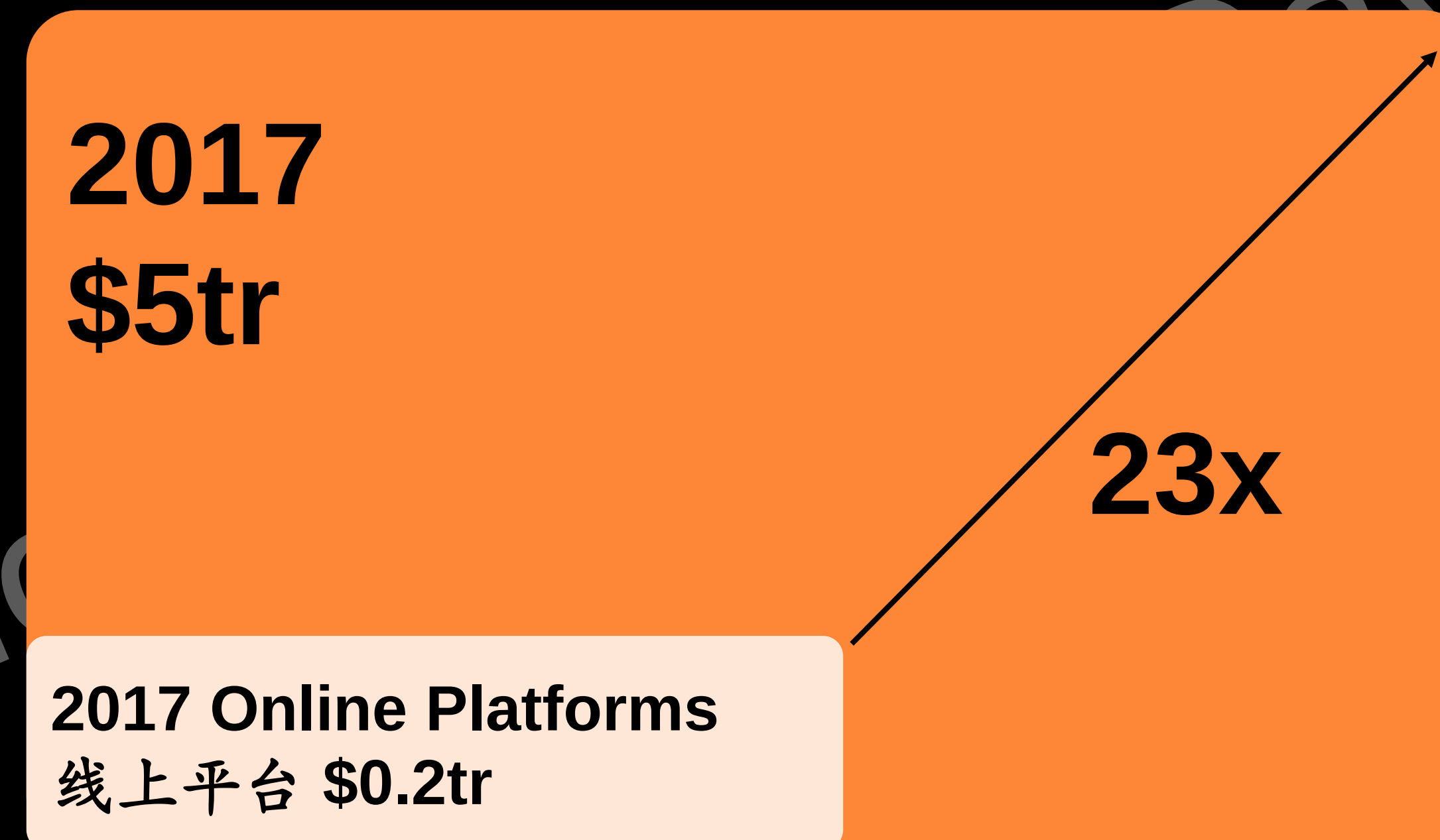
AUM 资产管理规模



~3,000 online wealth
management platform
线上财富管理平台

2.4%
market share only
市场占有率

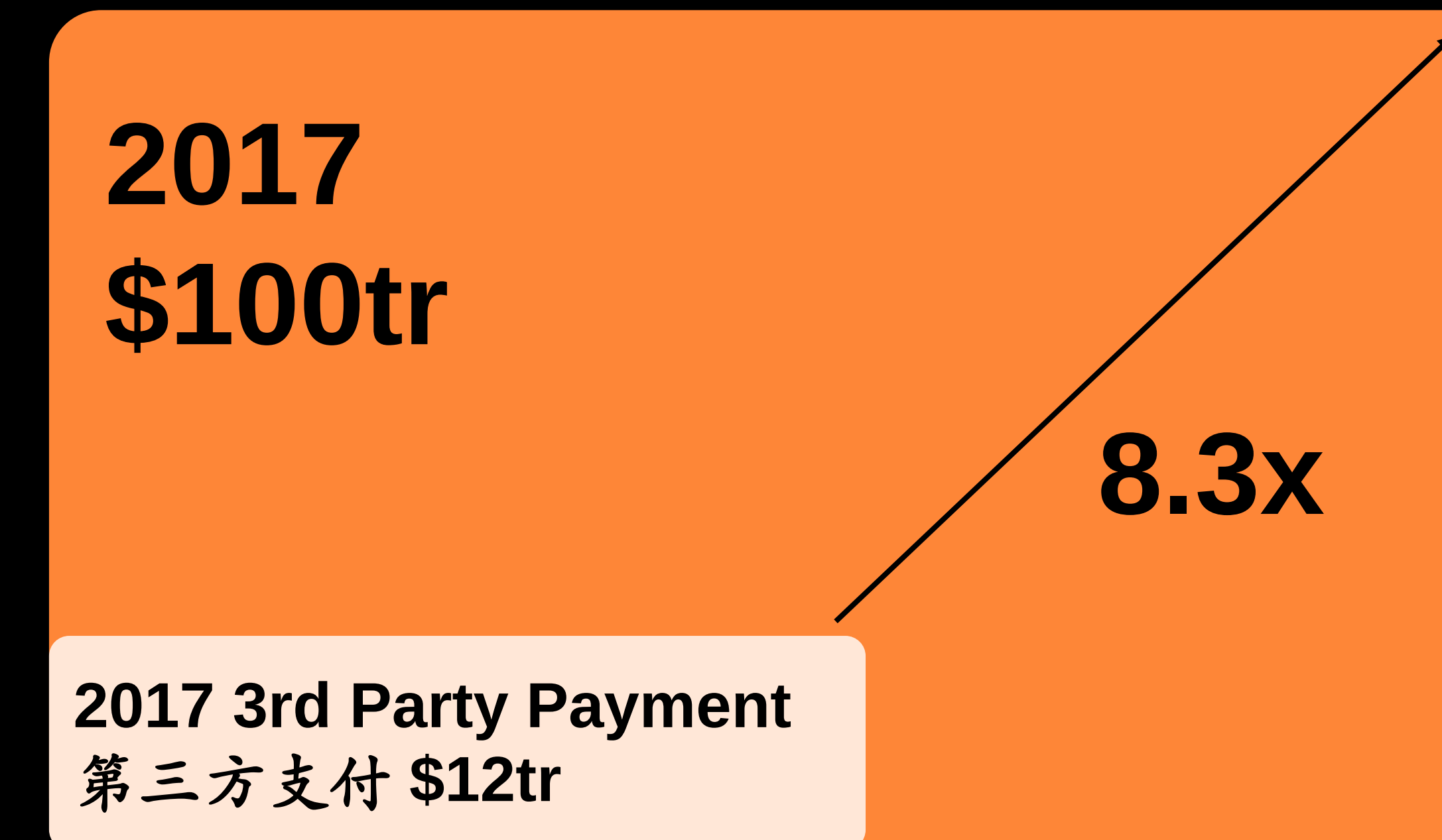
Loan Balance 贷款余额



~2,000 P2P and online
micro-loan companies
P2P和小额贷款公司

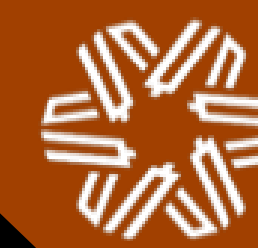
4.4%
market share only
市场占有率

Transactions 交易



~250 third-party
payment companies
第三方支付公司

12.1%
market share only
市场占有率

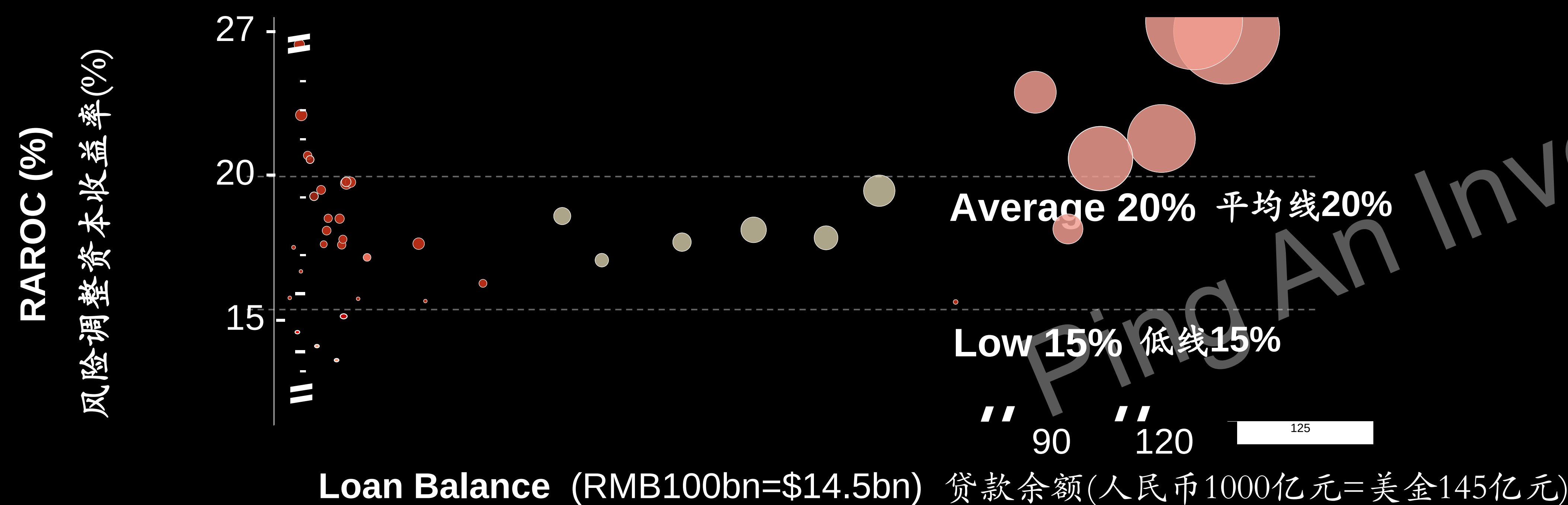


... But Vary in Performance with Great Pain Points

... 金融机构业绩差异大，痛点显著

Polarized RAROC of Banks¹
~650 banks

银行风险调整后资本收益率¹
~650家银行



● SMBs 中小银行 ● National joint stock banks 全国性股份制商业银行 ● Big Five and PSBC 五大行与邮储银行
Bubble size = Economic profit 图中气泡面积=经济利润

Pain Points 痛点



Slowing Growth 增长放缓



Undifferentiated Products 产品同质



Rising NPL Ratio 不良高企

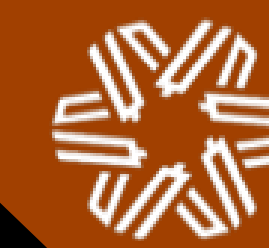


Increasing Costs 成本上升



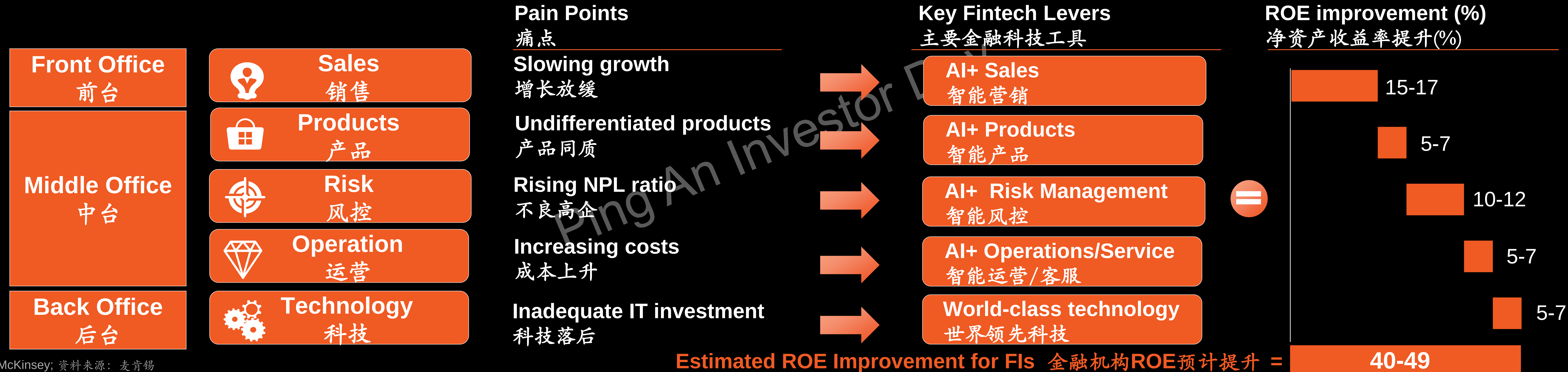
Inadequate IT Investment 科技落后

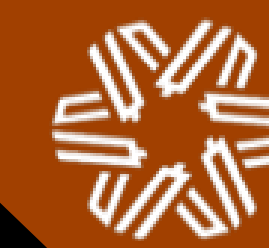
¹ Bubble sizes represent economic profits, as of 2015 气泡面积代表2015年的经济利润



5 Key Fintech Levers to Address Market Pain Points

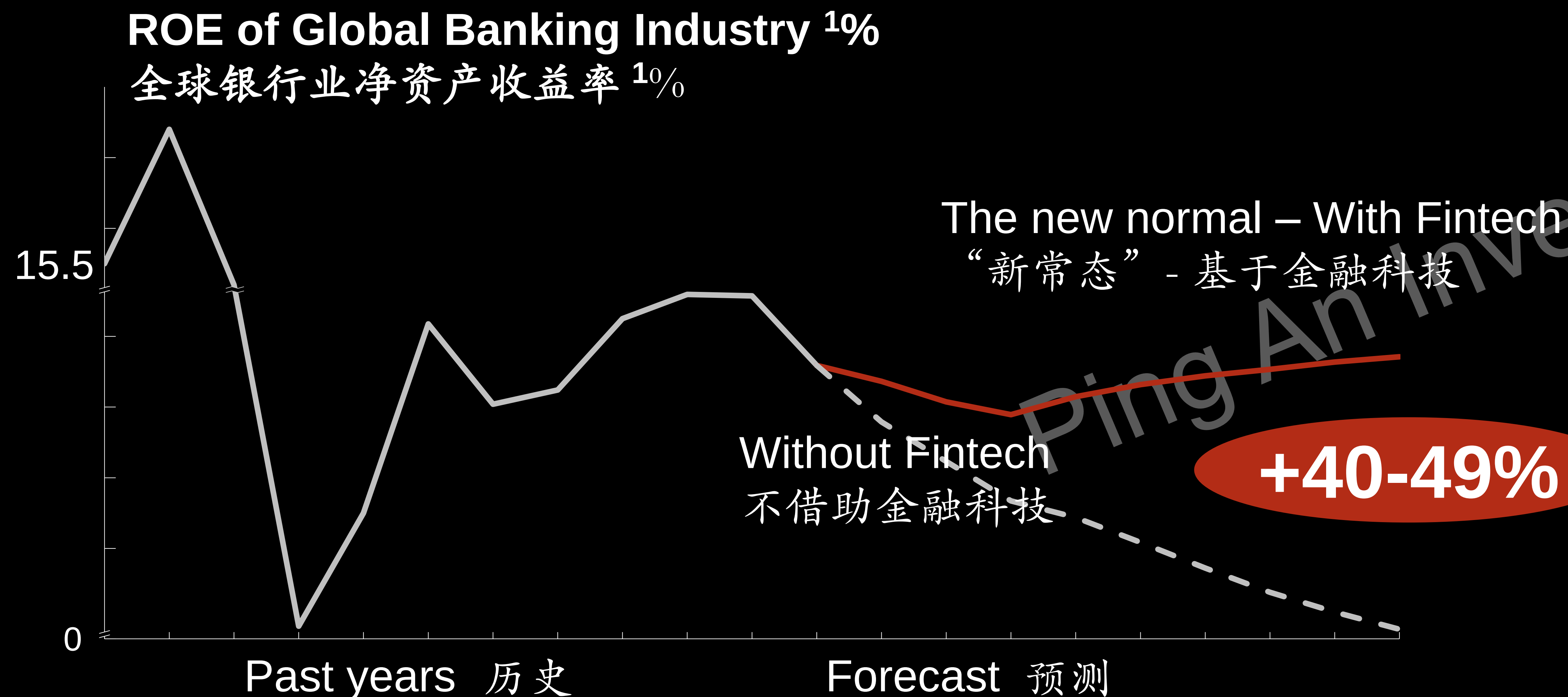
5大金融科技工具帮助解决金融机构痛点





Fintech Help Financial Institutions Improve ROE: a Market of US\$40-50bn

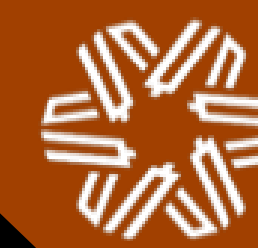
金融科技助力金融机构提升净资产收益，预计2022年收入将实现~400-500亿美元



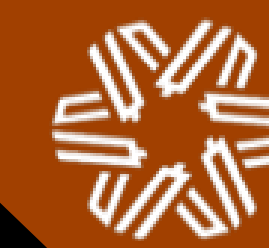
Fintech Revenue Potential for China in 2022²

预计2022年中国金融科技潜在收入²

US\$ 40-50 bn



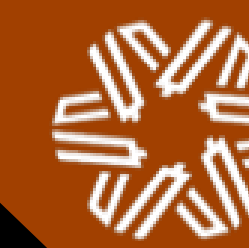
- 1 Our Opportunities 市场机遇
- 2 Our Value Proposition 价值主张
- 3 Our Future 未来展望



Our Unique Business Model: Business + Tech to Empower Financial Institutions

我们独特的业务模式：业务+技术赋能金融机构





Our Organization Structure and Offerings: End to End Coverage across Industries

我们的组织架构和产品：端到端、全行业



1000+

Patent
专利



50+

Products
产品



2000+

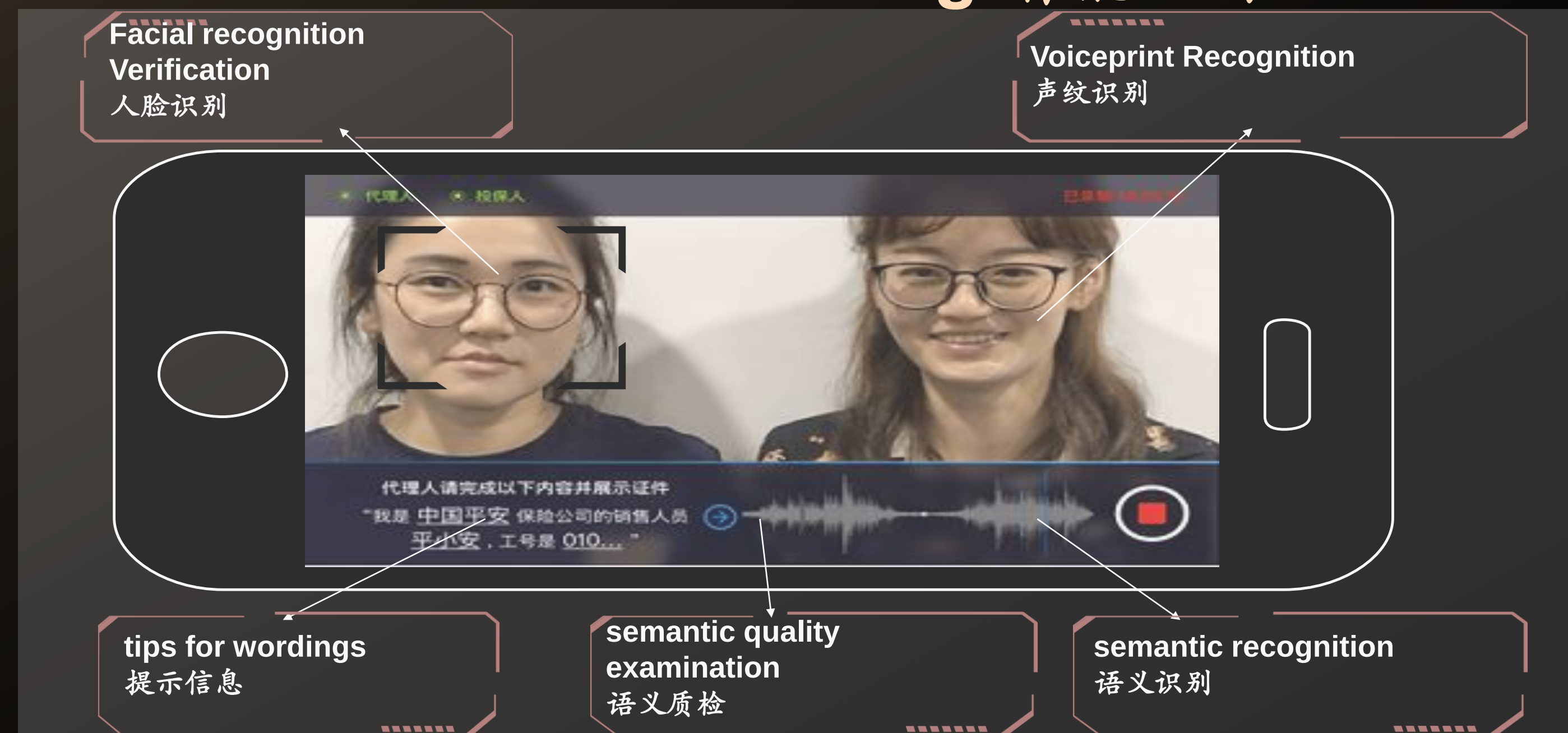
APIs
开放接口

Insurance Solutions

保险解决方案

AI+ Sales 智能营销

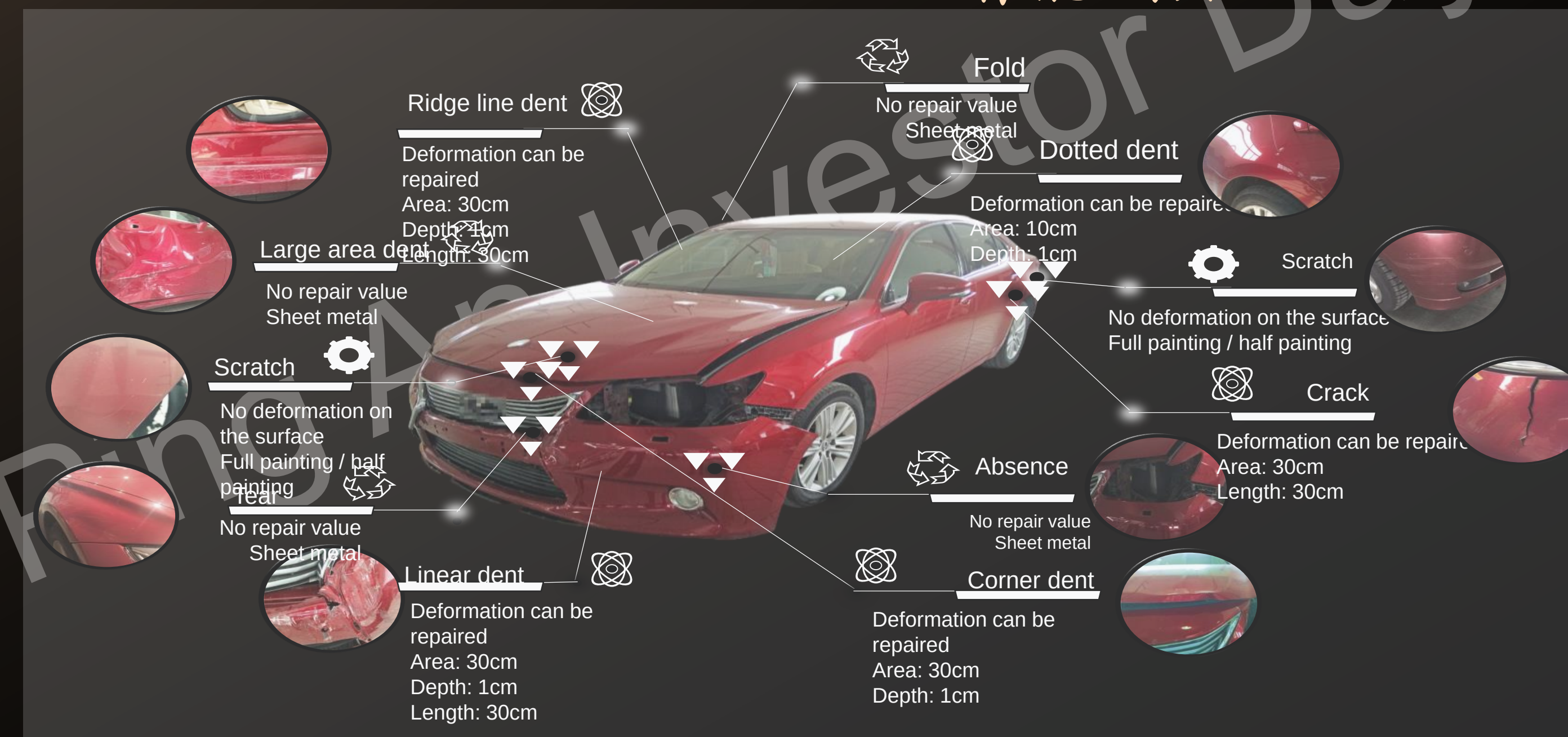
AI+ Sales Recording 智能双录



800mn+ Usages in 2018
2018年800mn+ 调用量

AI+ Risk Management 智能风控

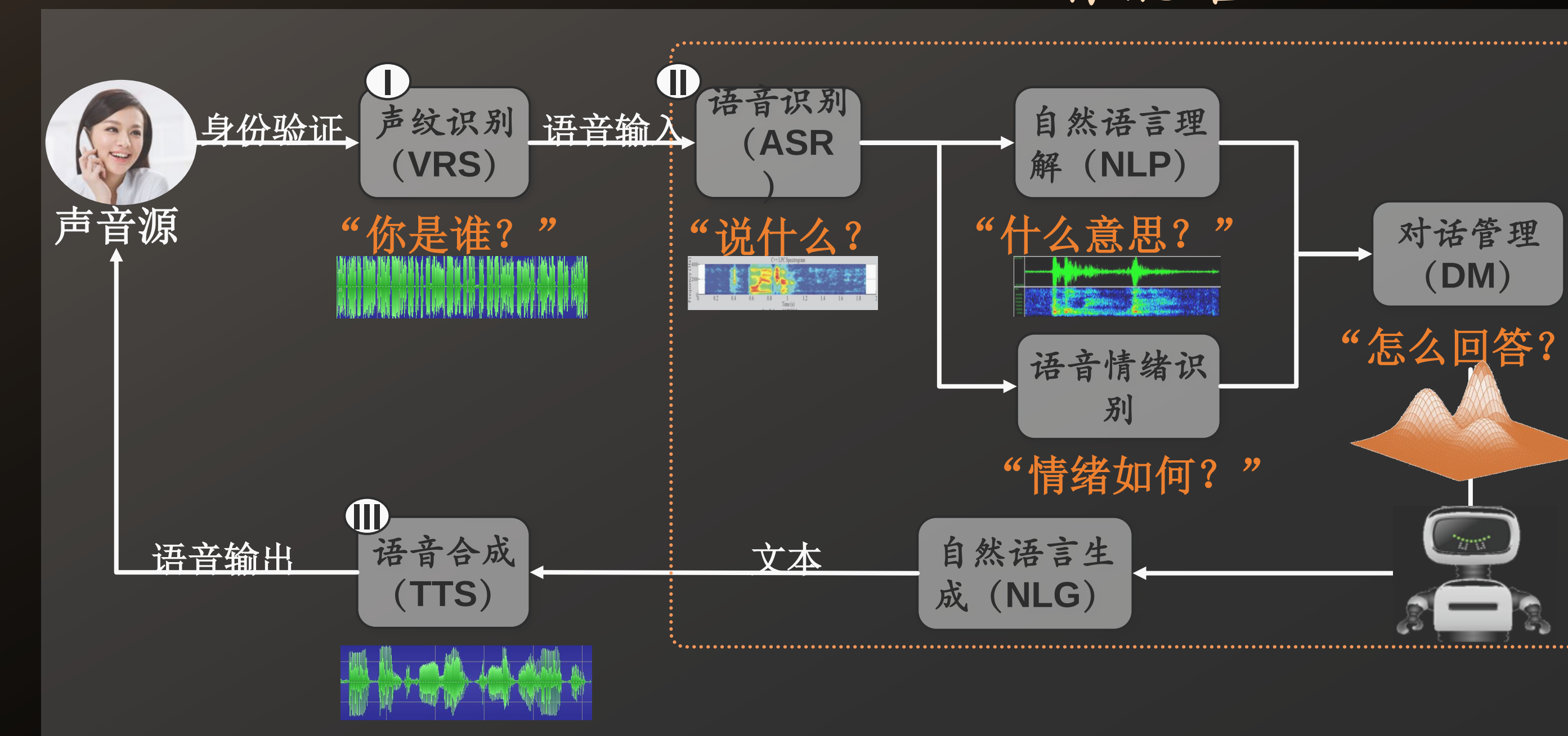
AI+ Flash Claim 智能闪赔



42,000+ Cases Claimed / Day
每天处理42,000+件理赔案件

AI+ Operations/Service 智能运营/客服

AI+ Customer Service 智能客服



440mn Service Volume / Year
每年处理440mn 件客户来电

Banking Solutions – Retail

银行解决方案 – 零售业务

AI+ Sales 智能营销

Online Merge Offline SAT Tools 线上线下营销工具体系



1mn+ Agents/RMs

1mn+ 中介/客户经理

Digital Banking 数字银行



US\$66bn Transaction Volume

US\$66bn+ 零售交易规模

AI+ Risk Management 智能风控

Device Anti-fraud Detection 设备反欺诈



2.4bn+ Individual Risk Management Enquiries

2.4bn+ 个人风控查询次数

Banking Solutions – SME

银行解决方案 – 中小企业

AI+ Sales 智能营销

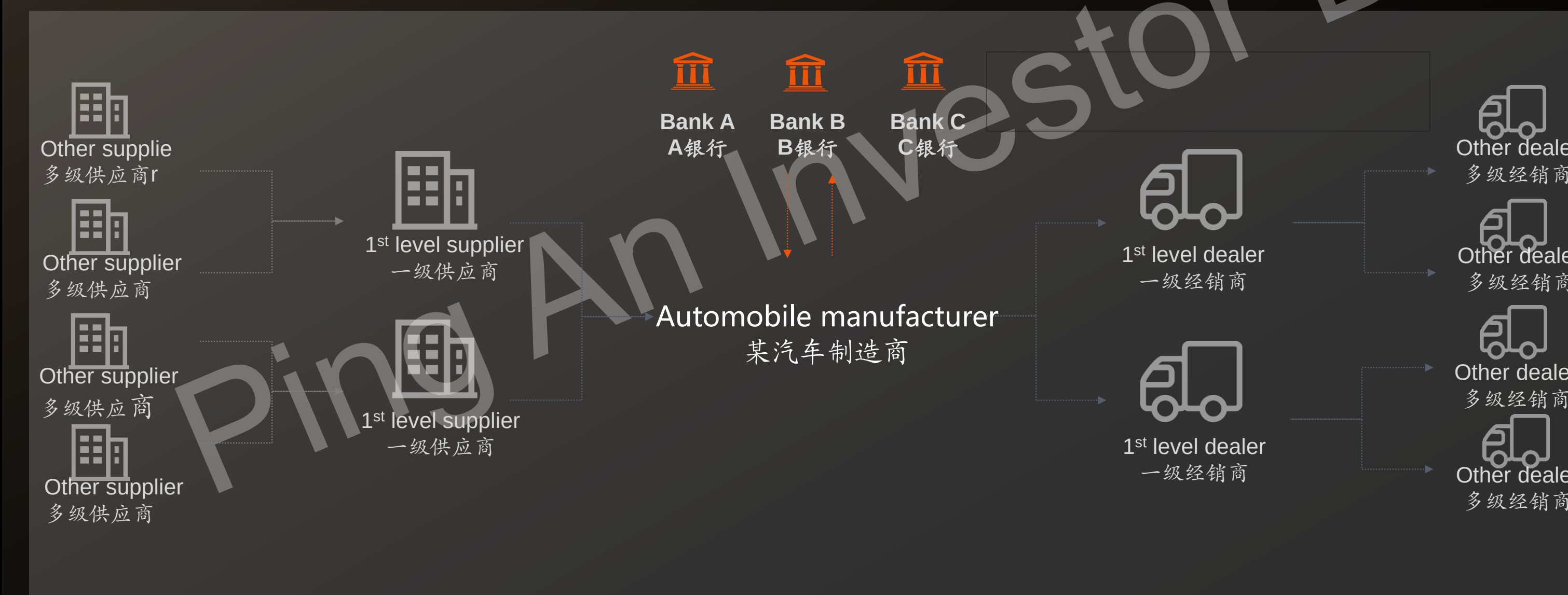
Enterprise Service Platform (Yi Qi Ye) 壹企业平台



1.14mn+ SME Customers
114万 中小企业客户

AI+ Products 智能产品

Supply Chain Finance Platform 供应链金融平台



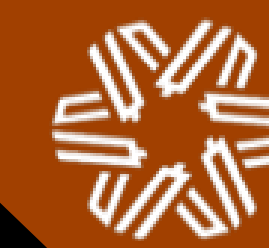
\$145bn+ Supply Chain Trading Coverage
1450亿美元供应链交易覆盖量

AI+ Risk Management 智能风控

Bank Service Platform (Yi Qi Yin) 壹企银平台



\$650mn Post Loan Monitoring Service Coverage
为超过6.5亿美元中小企业贷款提供贷后管理



Investment Solutions

投资解决方案

AI+ Sales 智能营销

ABS Eco-system ABS生态



65 Asset Factors Real-time Update

65 资产要素实时同步更新

70%+ Tasks Automized

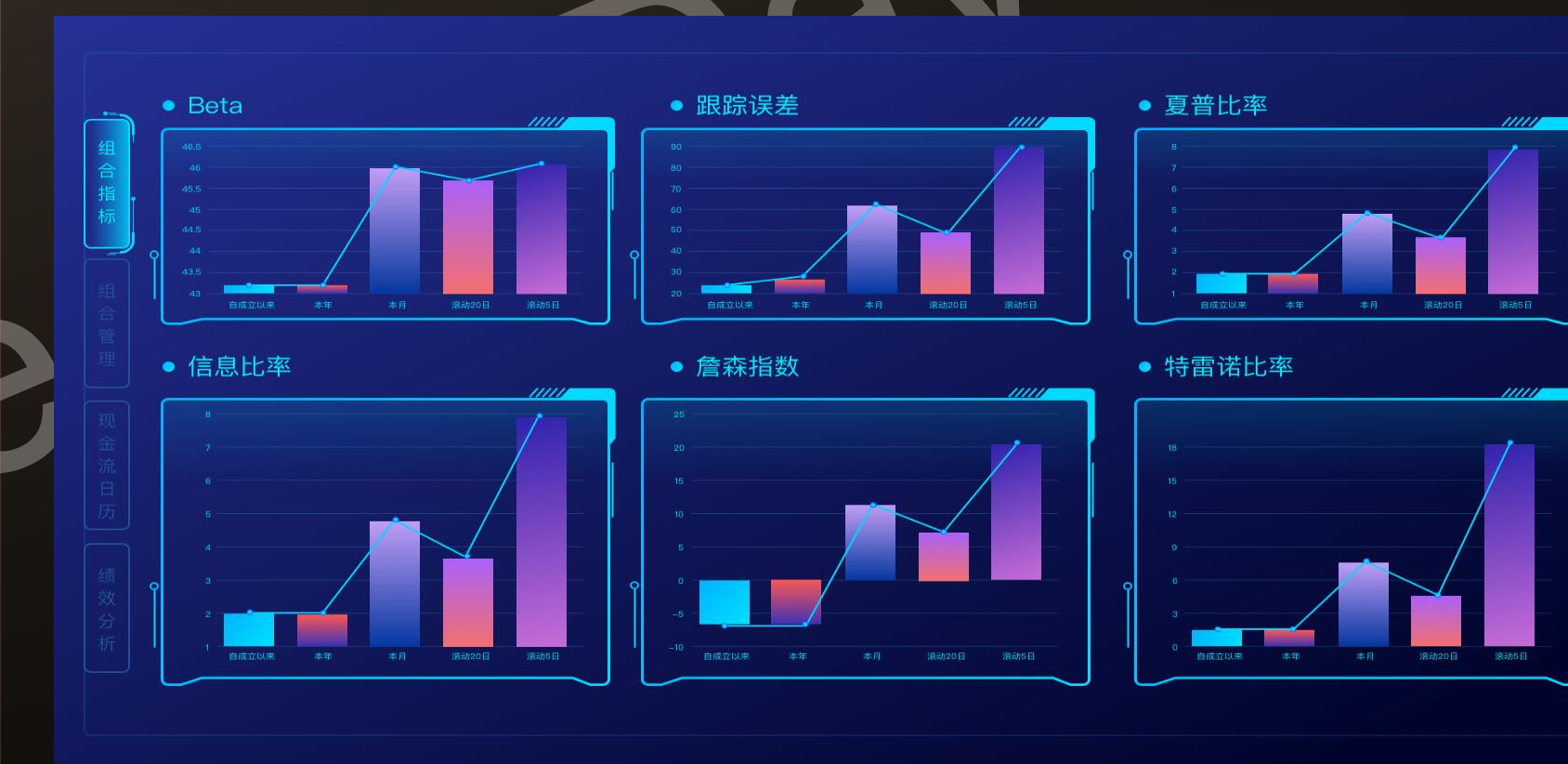
70%+ 作业自动化处理

Triple Issuance Efficiency

发行效率提升3倍

AI+ Risk Management 智能风控

Portfolio Risk Monitor 投资组合风险监控



29 Asset Categories

29 大类资产覆盖

30+ Risk Indicators

30+ 风险指标

Every 5 seconds/Portfolio Risk Refresh

秒级组合风险指标刷新

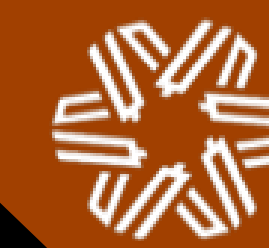
Blockchain Smart Contracts 智能区块链资产平台



207 Financial Products 金融产品

506 Contracts 合约模板

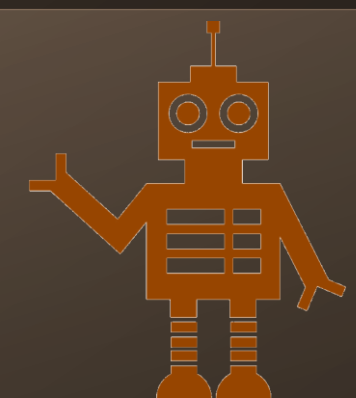
50K+ Labels 合约标签



Open Platform

开放平台

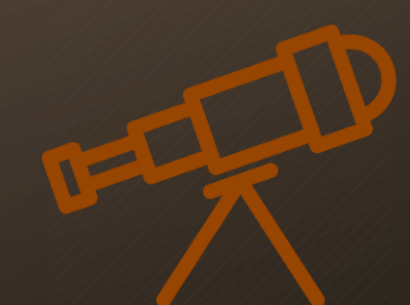
DaaS 数据解决方案



Telescope – Visualized Data Analysis

加马·远望 – 可视化数据分析

machine learning supports **10+** visual graphic
机器学习技术, **10**多种图表类型



Ask BoB – NLP Data Searching

咨询BoB – 自然语义数据搜索

22 types of NLP capabilities in financial scenario
支持**22**种金融场景下的自然语义处理方式

Core Systems 核心系统解决方案

Legacy
Core System

自有核心系统

Internet
Core System

网络核心系统

Synergy

融合

6-8 weeks fast deployment for parallel operation

6-8周快速部署并行运作系统

300+ micro services exported by APIs to support tailoring
开放接口输出**300+**颗粒化服务支持定制功能开发

BaaS 区块链解决方案



World's largest commercial blockchain platform
with **40,000+** nodes

全球最大商业区块链平台, 承载**4万**多个节点

Leading technology with the most comprehensive

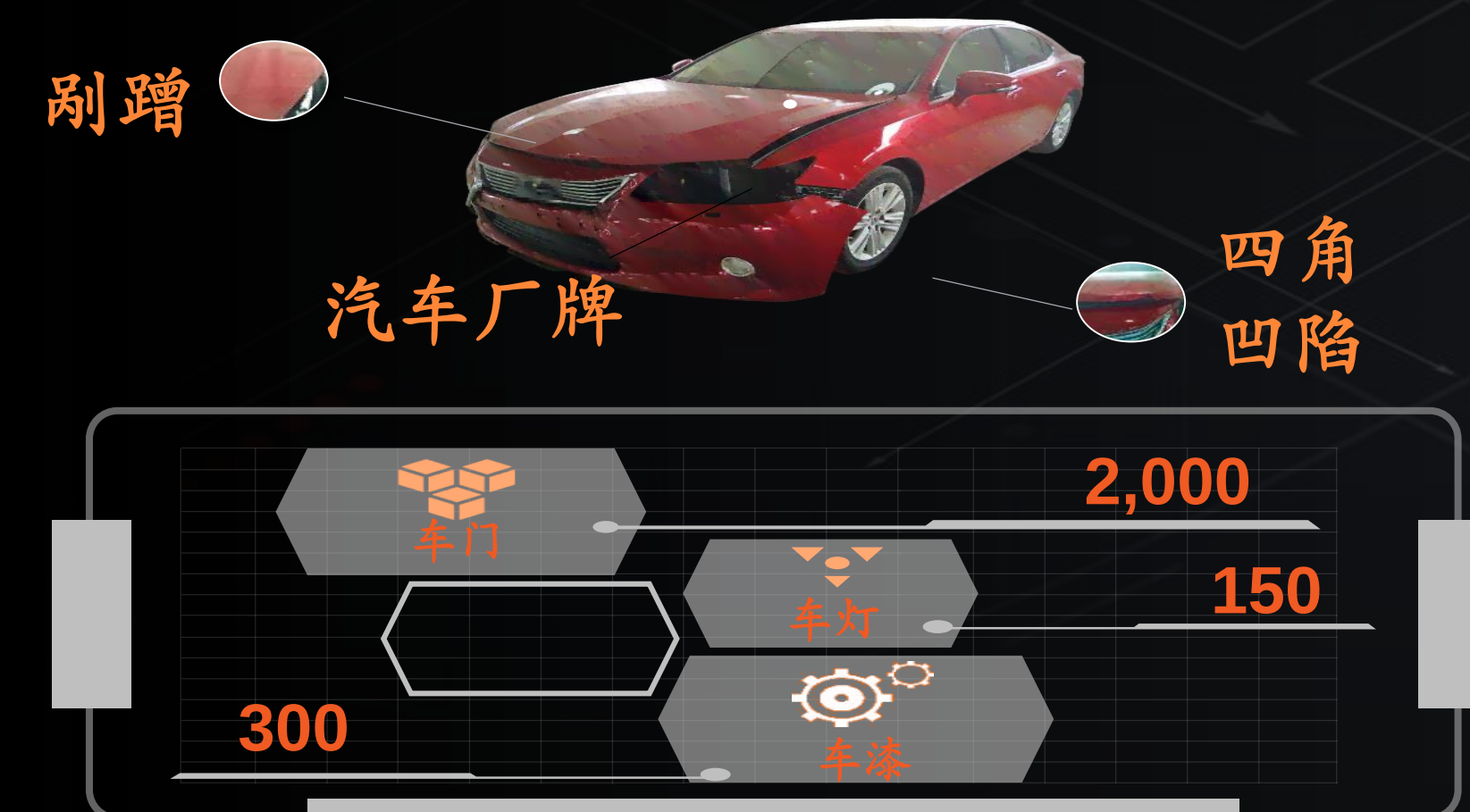
ZKP solution

技术领先, 业内最强**零知识验证算法库**

OneConnect is World's Leading Fintech SaaS Platform

金融壹账通是全球领先的金融科技SaaS云平台

Insurance Cloud 保险云



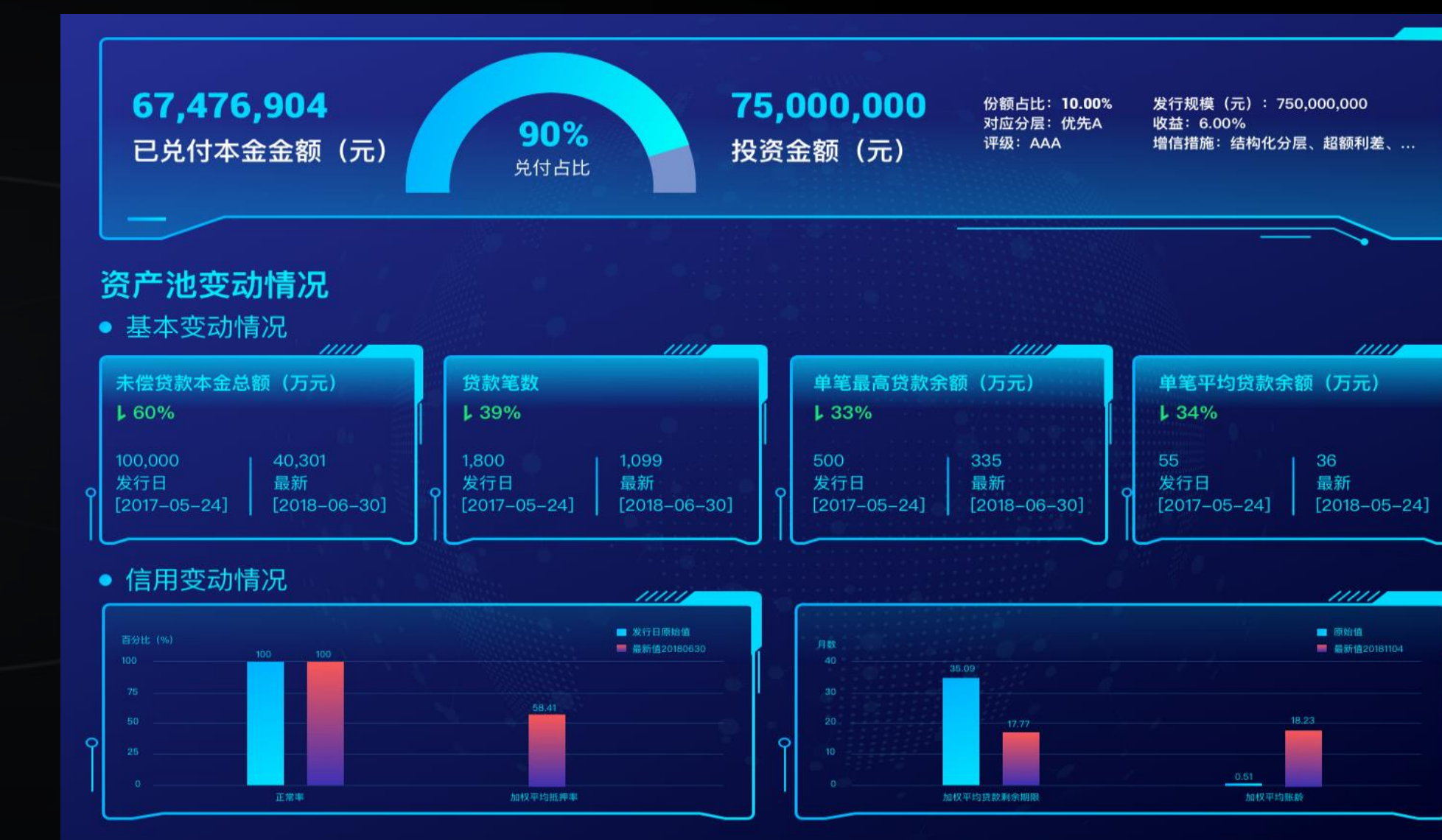
- **42** Insurers 合作保险公司
- **30%** P&C insurance premium 车险保费市场份额

Banking Cloud 银行云



- **483** Bank customers 合作银行
- **93%** City Commercial Banks 城商行
- **60%** Large SMBs¹ 百亿规模以上中小银行

Investment Cloud 投资云



- **2488** Investment customers 合作金融机构
- **30%+** Trusts & Securities firms 信托与证券公司

Note: Data as of September; 截止今年3季度数据

1. Large SMBs: 732 banks with over RMB10bn asset size. 732家百亿资产规模以上的银行

Our Unique Advantages: Business + Tech with Proven Application on Open Architecture

我们的独特优势：经验证的业务+技术解决方案和开放架构



Financial Service DNA: Largest Fintech Association in China Banking

金融服务基因：国内最大的银行业金融科技联盟

Internet Finance Association of Small and Medium-sized Banks (IFAB)

中小银行互联网金融联盟



255
Members

会员

70%
Assets Coverage
of SMBs¹

中小银行资产覆盖

2,000+

Senior Management Participants

联盟活动参与高管



Cutting-edge Technology: Attracting Global Talents

前沿科技：吸引全球人才

15 years experience 15年经验
Senior AI Expert, JPMORGAN CHASE FELLOW 资深AI专家，摩根大通银行学者
JPMORGAN CHASE & CO.

20 years experience 20年经验
Consumer and Investment bank IT Expert 零售及投资银行IT专家
citibank IBM

15 years experience 15年经验
Scientist of Big Data, SAS Data Mining Expert 大数据科学家，SAS数据挖掘专家
sas ebay

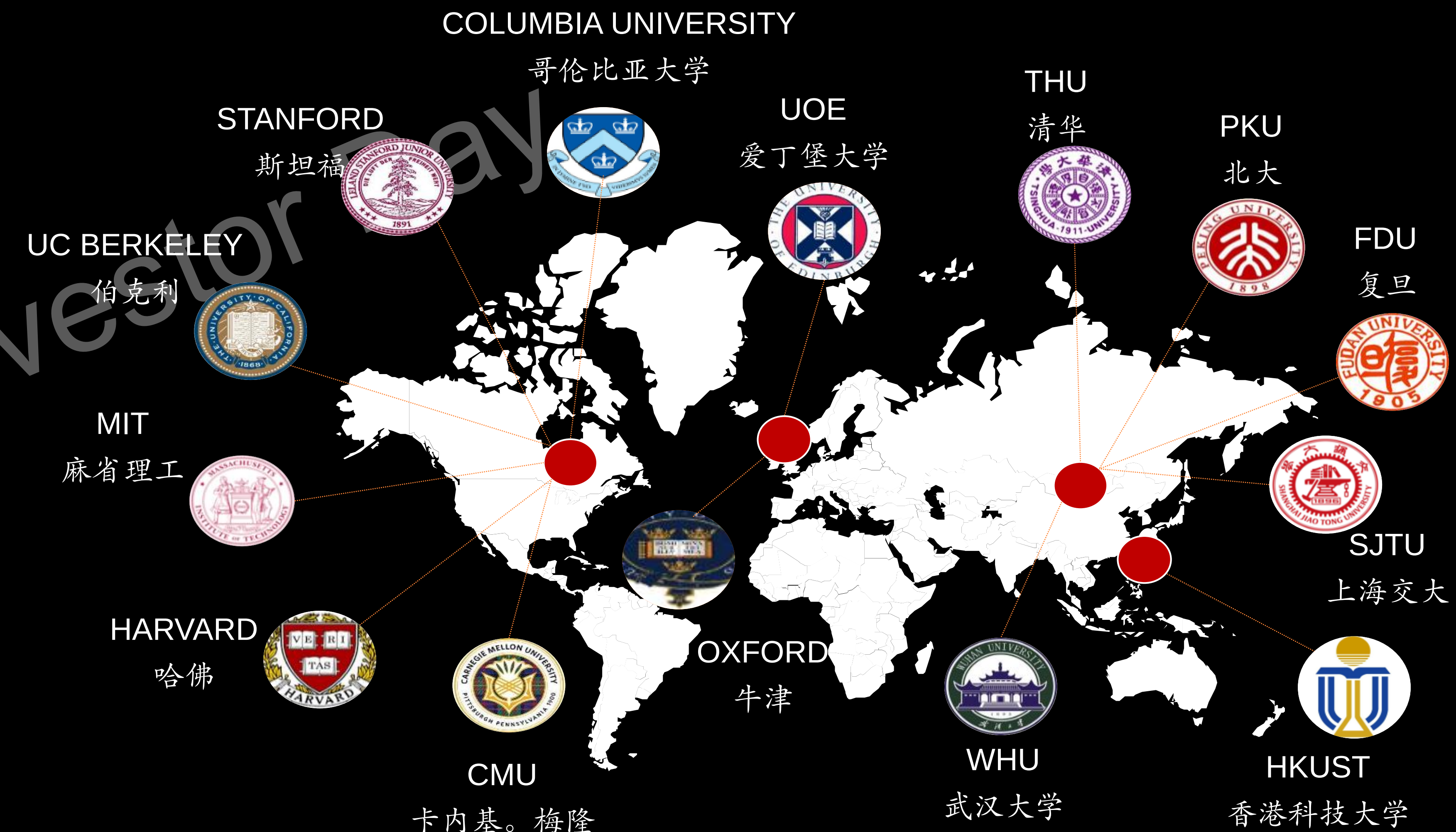
10 years experience 10年经验
Internet Technology Expert, 30+patents 互联网开发专家，30多项专利
SAP Baidu 百度

10 years experience 10年经验
Founder and 1st Product Manager of IBM Hyperledger Fabric IBM 区块链及超级账本创始人及首位产品经理
IBM

5 years experience 5年经验
MIT PhD, Computer Vision Expert 麻省理工博士，计算机视觉专家
MIT

15 years experience 15年经验
Image Recognition Expert, Senior Innovation Analyst of IBM 图像识别专家，IBM高级创新研究员
IBM

10 years experience 10年经验
AI Engineering Expert AI工程化专家
MARVELL Baidu 百度



- **Large R&D team: 2000+** staff, **46%** R&D technical talents 庞大的研发团队：2000+员工，46%为研发技术人员
- **Tech + business: 63%** from TMT and **23%** from financial services 丰富的行业经验：63%来自互联网行业，23%来自金融行业

Cutting-edge Technology: Recognition by Authorities

前沿科技：权威机构的认可



China Business Network - FinTech
Company of Highest Potential 最佳价值潜力金融科技公司



2017 China Information and Software Services
Industry Annual **Best Application Award** 中国
信息化和软件服务业年度最佳应用奖



China Finance Summit - FinTech Brand of
Influence 金融科技影响力品牌



PCAC FinTech Committee - **Outstanding
Achievement Award** 优秀成果奖



2017 China Finance Summit - **FinTech Annual
Leading Brand** 金融科技年度品牌引领奖



Hurun - **Blockchain Leaders 2018 TOP 20** 区
块链企业20强



2017 Innovation Influence Annual Conference
- **FinTech Best Innovation Contribution
Award** 最具创新贡献奖

IDC 2018 Real Results Awards 应用案例奖



**Blockchain
区块链技术**



**Best Application
of Data Analytics,
AI & Machine Learning**

**数据分析、AI和机器学习在产
品和服务中的最佳应用奖**

BAI Global Innovation Awards 全球创新奖

**KPMG & H2 Ventures
2018 Fintech100
11th**

**全球金融科技100强
第11名**

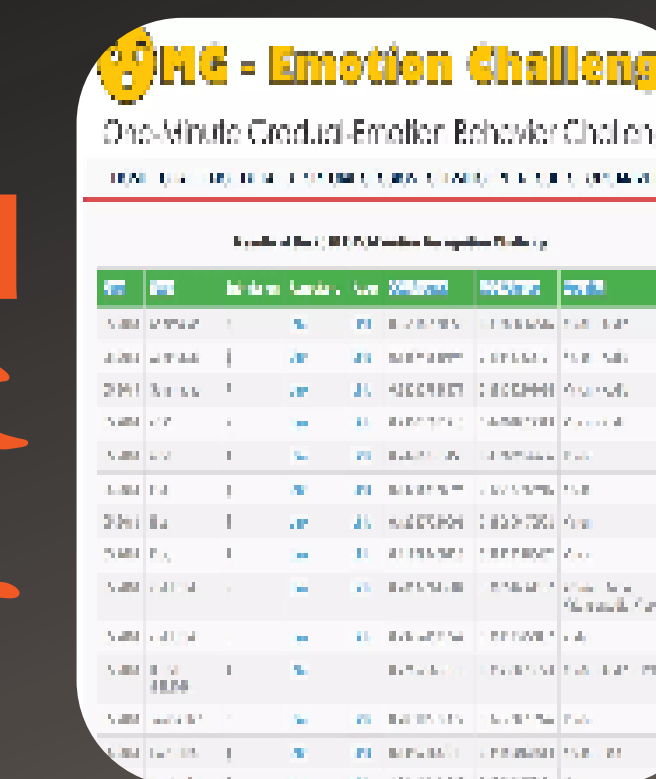
IDC Financial Insights 金融洞察

**FinTech Ranking
Top 100 (73rd)**

**2018年全球金融行业
科技公司百强第73位**



**NO.1 in the World
微表情竞赛
世界第一**



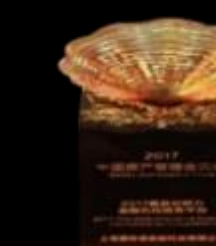
One Minute Gradual Emotion Challenge



《THE CHINESE BANKER》- **TOP 10
FinTech Product Innovation Award** 十
佳金融科技产品创新奖



21 Century Business Herald - **FinTech
Brand of Excellence** 金融科技卓越品牌奖



21 Century Business Herald - **2017 Best
Innovative FIs Service Platform** 最具创新
力金融机构服务平台



2017 China Fintech Annual Meeting -
**Channel Innovation Outstanding
Contribution Award** 渠道创新突出贡献奖



2017 1st FinTech Summit - **Best FinTech
Company** 最佳金融科技公司



2017 China Internet Insurance Development
Conference - **Best InsurTech Innovation
Award** 保险科技创新奖

Proven Solutions: World's Largest Fintech Application

经验证的解决方案：全球最大的金融科技应用

World's Largest AI Applications in Financial Service 全球最大的金融服务人工智能应用

- AI+ Sales, Risk Management (KY Series), and Operations
- 智能销售、风控（KY系列）和运营

World's Largest Biometric Application in Financial Service 全球最大的金融服务生物识别应用

- 1bn+ Facial and Micro-expression Usage / Year
- 每年超过10亿次人脸识别和微表情应用

World's Largest Commercial Blockchain Application Platform 全球最大的区块链商业应用平台

- 200+ banks, 200,000+ corporates and 500+ other commercial and government entities
- 200+家银行、20万+企业、500+其他商业及政府机构

Flexible & Open Architecture: Low Upfront Cost, Highly Compatible, Module Solutions

灵活开放的架构：一次性投入低、兼容性高的模块化定制方案

Credit Management System Case Example

以信贷系统为例

Self-built

银行自建



- 6-12 months (6-12月)
- Lack of risk and technology talents
缺乏风控和科技人才

Partner with OneConnect

与金融壹账通合作



1.5 month

1.5 个月

5-10% cost
of self-built

5-10%自建成本

60+ core banking
connected

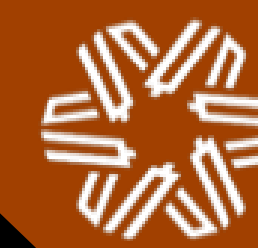
连接60+核心系统/模块

Partner with IT / Internet Companies

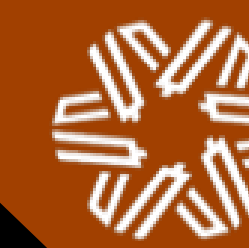
与IT/互联网公司合作



- 3-6 months (3-6个月)
- Lack of financial know-how 金融业务了解有限
- No customer ownership 银行不接触客户



- 1 Our Opportunities 市场机遇
- 2 Our Value Proposition 价值主张
- 3 Our Future 未来展望



Our Future: Explosive Growth

我们的未来：迎来爆发性增长

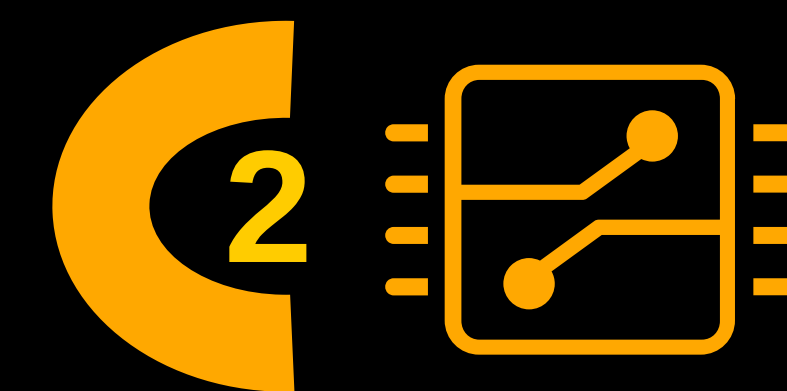


Current Stage
当前阶段



1
Platform Set up
平台孵化

- One-stop service platform with multiple scenario
一站式多场景服务平台建设
- Business model implementation
商业模式验证



2
Traffic and Data Accumulation
流量积淀

- Accumulation of client
积累客户
- Diversification of Solutions
多元化解决方案

\$7.5bn

A Round Financing Valuation by
SoftBank, SBI and others
A轮融资软银、SBI及其他机构估值



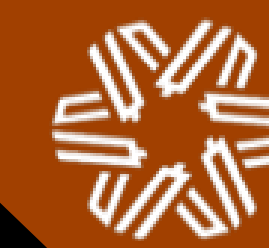
3
Explosive Revenue Growth
爆发成长

- Exponential market growth
市场规模爆发式增长
- Deep into China market
根植中国市场
- Entering Asia market
进军亚洲



4
Significant Profitability
巨大收益

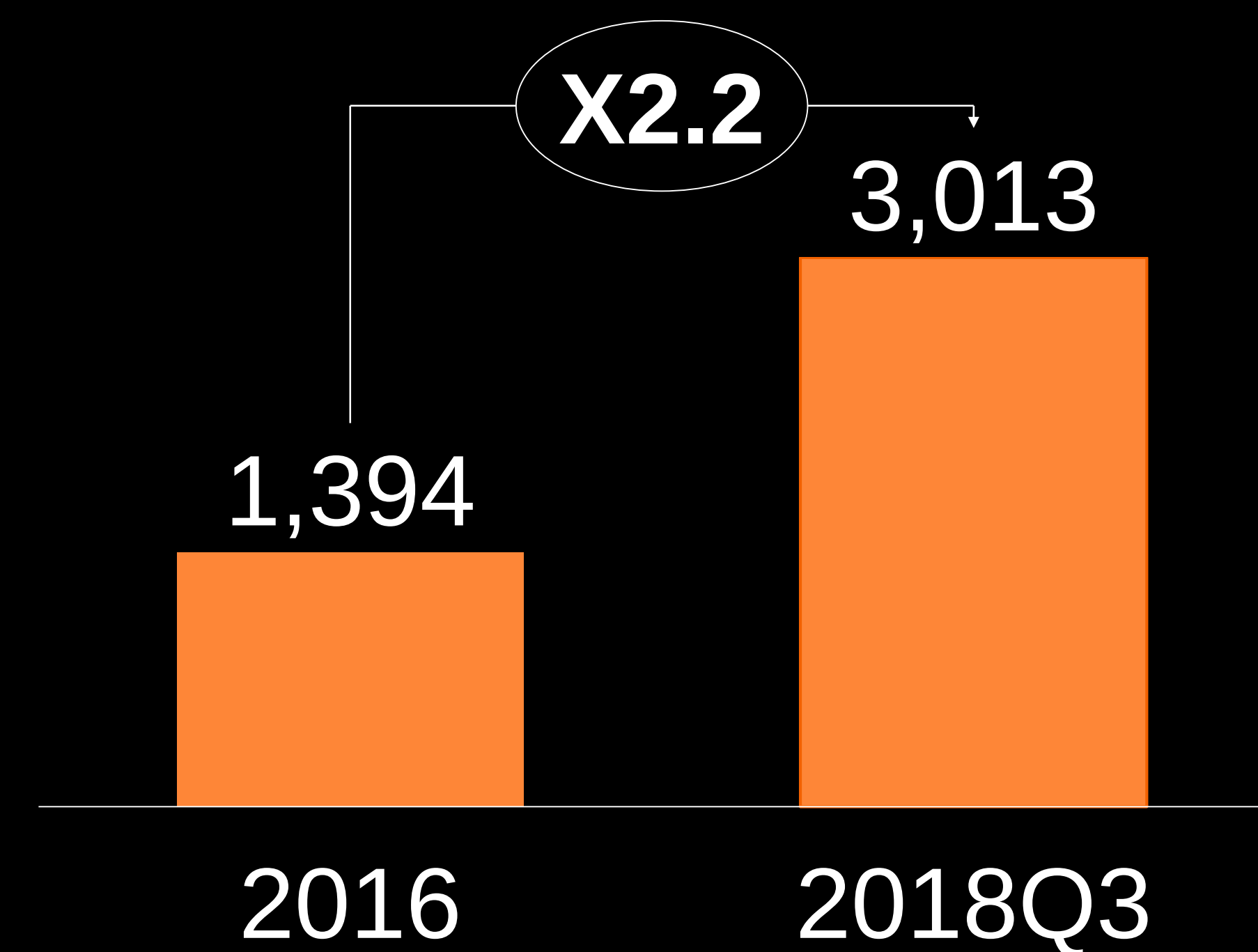
- Worldwide coverage
覆盖全球
- Significant profits from eco system synergy
生态圈联动带来巨大回报



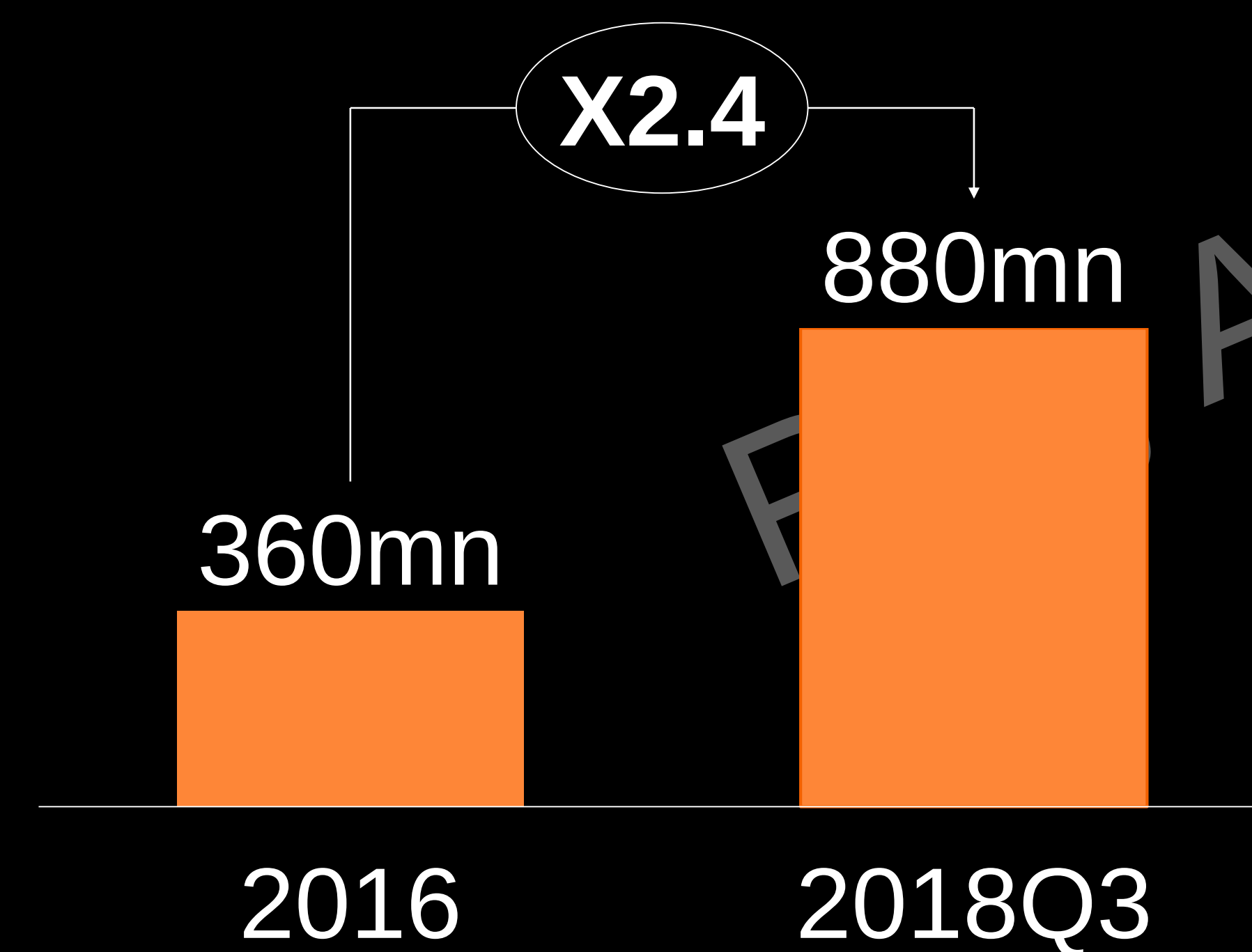
Our Future: Rapid Growth in Coverage and Depth of Relationship

我们的未来：客户覆盖增长和客户关系深化

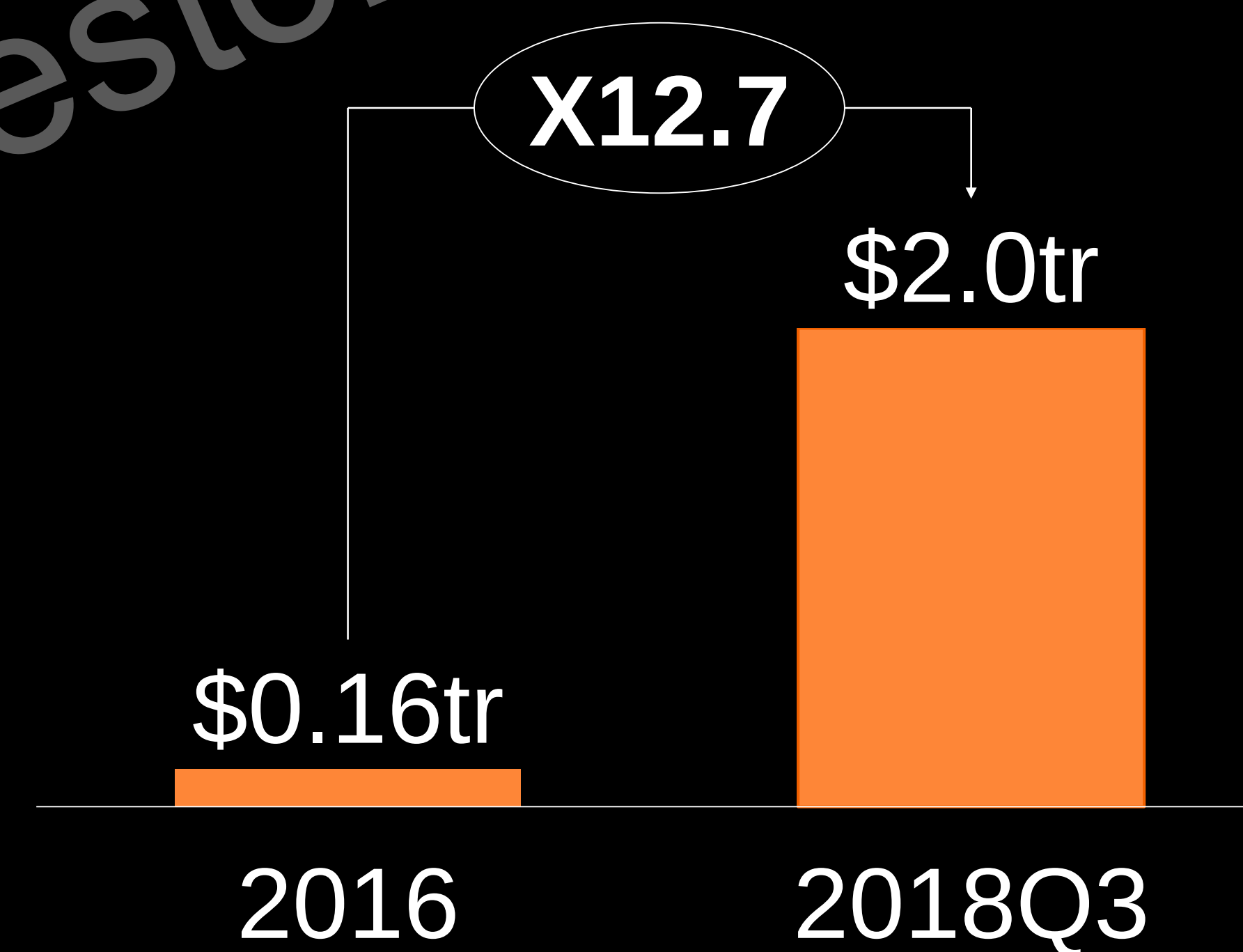
of Customers
金融机构客户数量



Individual Risk Management Enquiries
个人风控查询量



Volume of Trading Facilitated
服务交易规模

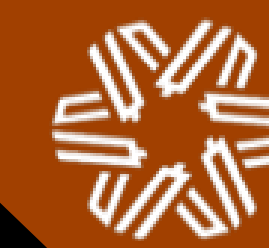


1.98
products purchased / bank
行均产品数

↑ **45%** compared to 2016
较2016年底提升45%

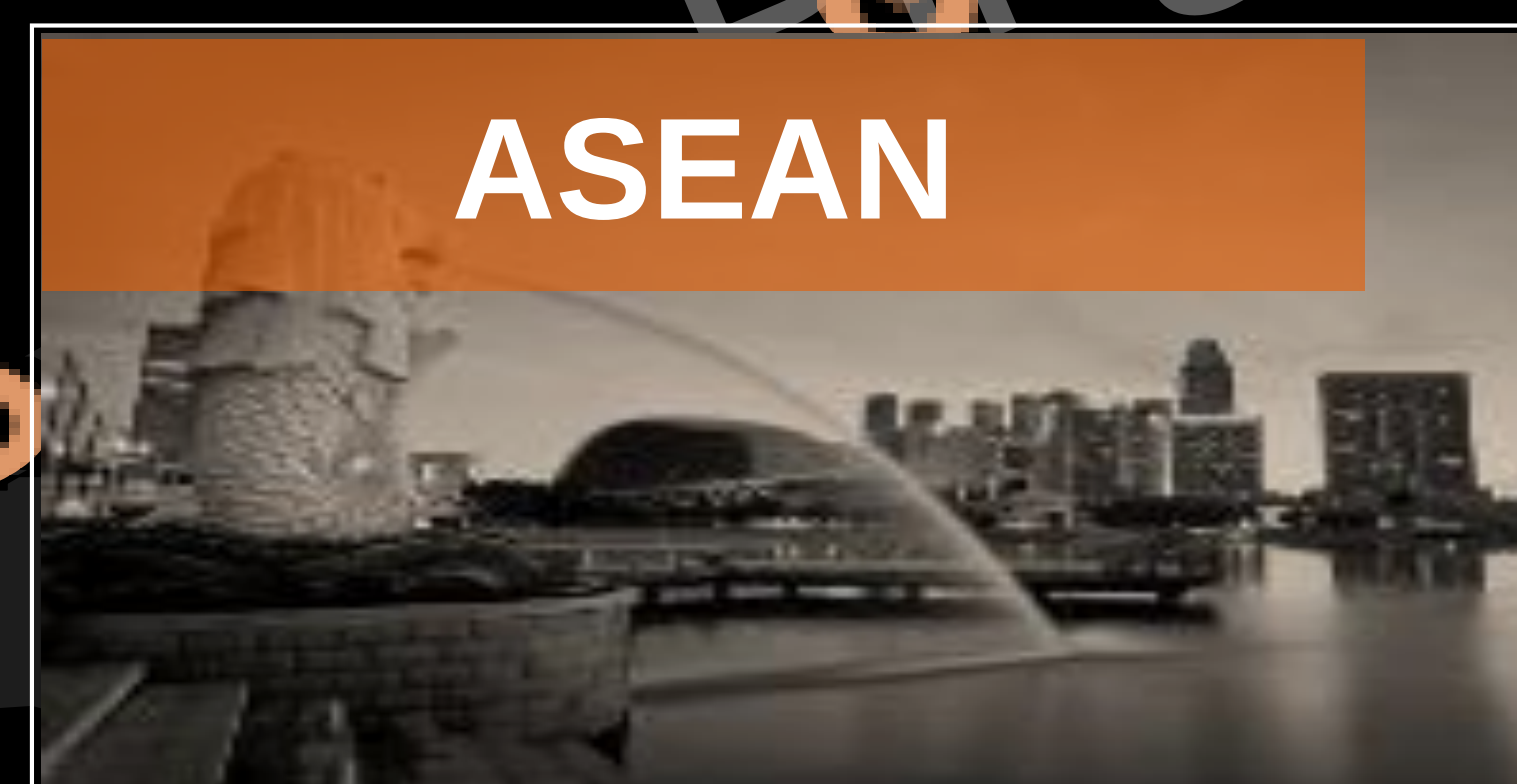


90%
customer retention rate
客户留存率



Our Future: Entering Asian Market

我们的未来：进入亚洲市场



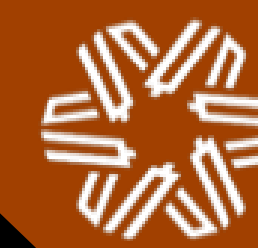
Fintech Revenue Potential, 2022
金融科技收入潜力，2022

Asia
亚洲
\$ 40-50 bn

+

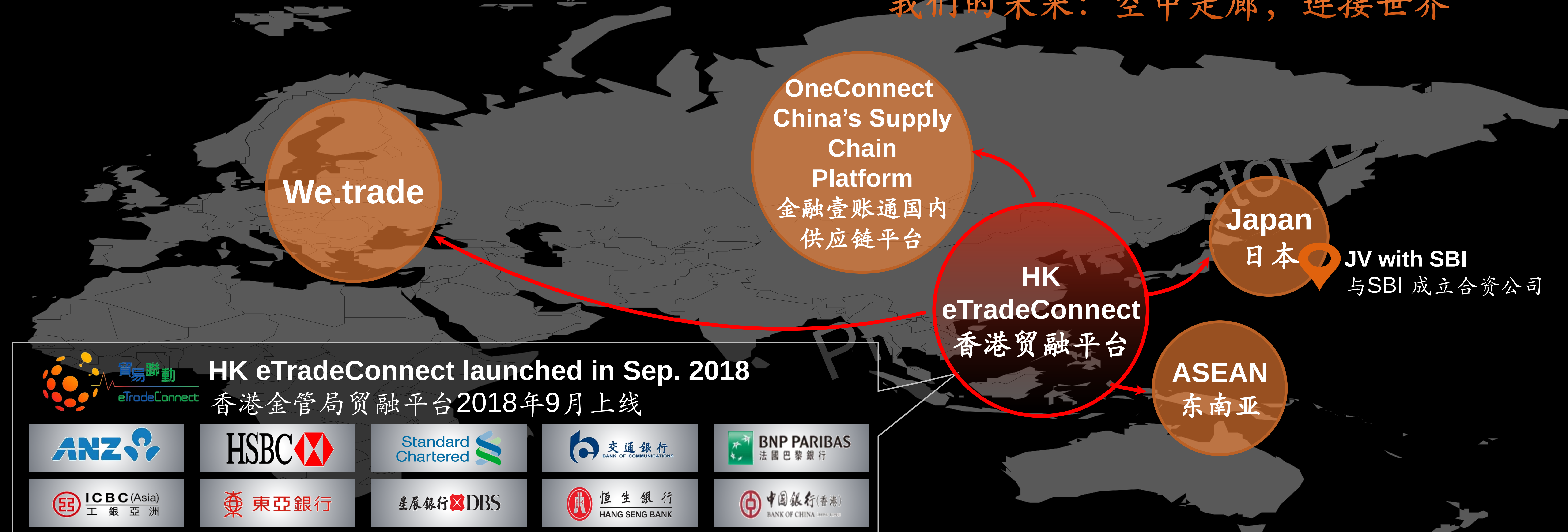
China
中国
\$ 40-50 bn

= \$ 80-100 bn



Our Future: Connecting Globally

我们的未来：空中走廊，连接世界

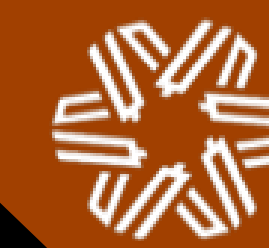


Overseas Office

海外办公室

100+ Staff

100+ 员工



Key message

亮点及重点

OneConnect is the world's leading Fintech SaaS platform serving 483 banks, 42 insurers and 2,400+ other financial institutions

金融壹账通是世界领先的金融科技SaaS平台，服务483家银行、42家保险公司以及超过2,400家其他金融机构

OneConnect has the world largest AI, Biometric cognition and Blockchain applications in Financial Services

金融壹账通提供全球最大规模的金融科技应用：人工智能、生物识别、区块链

Core strengths: financial services DNA, cutting edge technology, proven solutions (50+ products, 2000+ API) and flexible architecture

核心优势：金融服务基因、前沿科技、经检验的解决方案（50+产品、2000+ API）、以及灵活的平台架构

Our scalable business is already extending its geographical footprint; we identify a US\$80-100bn Asian fintech revenue pool by 2022

我们的业务可规模化，已经向海外拓展：至2022年，亚洲市场潜在规模达到800-1000亿美金

Thank You

感谢聆听

Ping An Investor Day