

CPIC (SH601601, HK02601)
Stock Data (Ending Feb 28, 2017)

Total equity base (in million)	9,062
A-share	6,287
H-share	2,775
Total Cap (in RMB million)	241,749
A-share	171,887
H-share (in HKD million)	78,949
6-mth highest/lowest	
A-share (in RMB)	31.14/27.34
H-share (in HKD)	30.55/26.60

A KIND REMINDER

We are scheduled to release the annual results for 2016 on March 30, 2017. The management will host the Annual Results Announcement on March 31, 2017 in Shanghai, with on-line and call access.

Investor Relations Calendar

2017.3.27-2017.3.31
 Credit Swiss Asian Investment
 Conference
 Hong Kong

2017.3.31
 CPIC 2016 Annual Results Announcement
 Shanghai

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Premium Income (Unit: in RMB million)

Premium Income	Jan-Feb	Changes	Jan	Changes
-P&C	17,100	1.3%	6,117	6.4%
-Life	53,623	26.8%	13,286	47.6%

COMPANY UPDATES

● Group Chairman GAO Guofu takes interview with people.com.cn on the sidelines of Two Sessions

On March 5th, chairman Gao Guofu, a CPPCC (Chinese People's Political Consultative Conference) member, took an interview with people.com.cn, and talked about CPIC's agricultural insurance innovations, the role of insurance in government's poverty-reduction effort, the use of insurance funds to support China's real economy, practice of the insurance sector in supply-side reform and the responsibility of business leaders.

According to the chairman, insurance by its nature serves 3 purposes, namely, financial compensation, financing and social management, all of which are closely interlinked with the real economy. For instance, CPIC has participated in the infrastructure investment schemes sponsored by local and central governments, such as high-speed railway, roads, reservoirs, and the resettlement of slums. While generating long-term, stable and steady returns, these projects also served as the channel for the company to support China's infrastructure construction and its real economy.

● Group President HUO Lianhong gives key-note speech at China's 2nd International Summit on Insurance Innovation

On March 9th, China's 2nd International Summit on Insurance Innovation was held in Shanghai. Group President HUO Lianhong gave a keynote speech entitled "Upholding Protection as the Key Insurance Value Proposition". Present at the meeting were representatives from China's Insurance Association, China's Insurance Society, CIRC Shanghai Office and the academia.

HUO Lianhong talks about CPIC's innovation in product and services based on its customer insight initiatives in a bid to enhance customers' experience. In particular, the company offered new products with higher levels of protection, relaxed age limits, expanded coverage and lower premiums in the context of its customer-oriented transformation initiative.

● CPIC P/C in process of establishing a joint-stock specialized guarantee insurance company

Recently, CPIC P/C has been in the process of establishing a joint-stock specialized guarantee insurance company with Ningbo Industrial Investment Group Co. Ltd., Tibet Financial Leasing Co. Ltd. and Hangzhou Taiyi Shangzhi Technology Co. Ltd. CPIC P/C's proposed investment was RMB 510 million, representing 51% of the share capital of the target. The investment will help to improve CPIC's capabilities in "specialized management and business innovation". The investment target will be a subsidiary of CPIC P/C, achieving financial consolidation.

● All new contracts issued via CPIC Life's on-line distribution platform will be using electronic signatures

All new contracts issued via *Shenxing Taibao*, an on-line distribution platform of CPIC Life, will be using electronic signatures starting from April 1,

marking a big step forward towards the goal of a full on-line process from policy application to signing against policy delivery, which seeks to lower the company's management and operational costs.

The function of electronic signatures was first put into use in November, 2012, and has been warmly received by agents and customers. Since 2016, its application rate has been over 99.7%, which saved the company RMB 100 million in operational costs.