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中国人民保险集团股份有限公司

THE PEOPLE'S INSURANCE COMPANY (GROUP) OF CHINA LIMITED

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

(Stock Code: 1339)

ANNOUNCEMENT IN RESPECT OF RELEVANT PRESENTATIONS ON 2023 INVESTOR DAY

The People's Insurance Company (Group) of China Limited (the "Company") hereby announces that it hosted 2023 Investor Day on Friday, 10 November 2023. This event, themed "Risk Mitigation Service Empowering High Quality Development", focused on introducing the initiatives and periodic results of risk mitigation service in our transformation towards high quality development.

For specific details of the abovementioned presentations, please refer to the appendix of this announcement.

Please refer to the following links for video playbacks of this event:

Chinese version:

https://www.roadshowchina.cn/Meet/detail.html?mid=20669

English version:

https://www.roadshowchina.cn/Meet/detail.html?mid=20670

By Order of the Board
The People's Insurance Company (Group) of China Limited
Wang Tingke

Chairman

Beijing, the PRC, 10 November 2023

As at the date of this announcement, the executive directors of the Company are Mr. Wang Tingke, Mr. Zhao Peng, Mr. Li Zhuyong and Mr. Xiao Jianyou; the non-executive directors are Mr. Wang Qingjian, Mr. Miao Fusheng, Mr. Wang Shaoqun, Mr. Yu Qiang and Mr. Song Hongjun; and the independent non-executive directors are Mr. Shiu Sin Por, Mr. Ko Wing Man, Ms. Cui Li, Ms. Xu Lina and Mr. Wang Pengcheng.

PICC P&C Risk Mitigation Service Exploration & Practices

Material Statement

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Management Structure on Risk Mitigation Services

Work Background



Report to the 20th National Congress of the Communist Party of China

▲ Enhance public safety governance. Follow the principles of putting safety first and placing emphasis on prevention, and an overall safety and emergency response framework will be established. The public safety system will be improved, and a shift will be driven in public safety governance toward a model of prevention.

Opinions on Actively Developing Risk Mitigation Services in the Property and Casualty Insurance Industry

- ▲ Widen areas on risk mitigation services
- ▲ Consolidate risk mitigation service foundation
- ▲ Offer risk mitigation services in accordance with laws
- ▲ Enhance organization and assurance on risk mitigation services

Work Background

Risk Mitigation Management

Risk Equivalence Management

Risk transfer

Total social risks unchanged

Prevention beforehand, proactive intervention

Total social risks decreased

To enhance the risk-resistance capability and lower down risk costs for the society, an insurer invests funds, technology and people to proactively manage the risks of the insured subjects

and to assist the insured in lowering down **OCCUTTENCE**

probability of insurance accidents or lower down losses of accidents.

Management Structure on Risk Mitigation Services

Product Supply

- Product unit departments such as motor vehicle insurance, commercial group insurance, agricultural insurance and individual non-auto insurance
 - ▲ Develop Insurance Products with Risk Mitigation Services
- ▲ Improve supply of insurance solutions based on contents in risk mitigation services

Service Provision

(Q) Risk Control Department

- ▲ Risk investigation before underwriting
- ▲ Non-Imminent-Disaster Mitigation Services after underwriting

Pre-underwriting

Being Insured

Claims Department

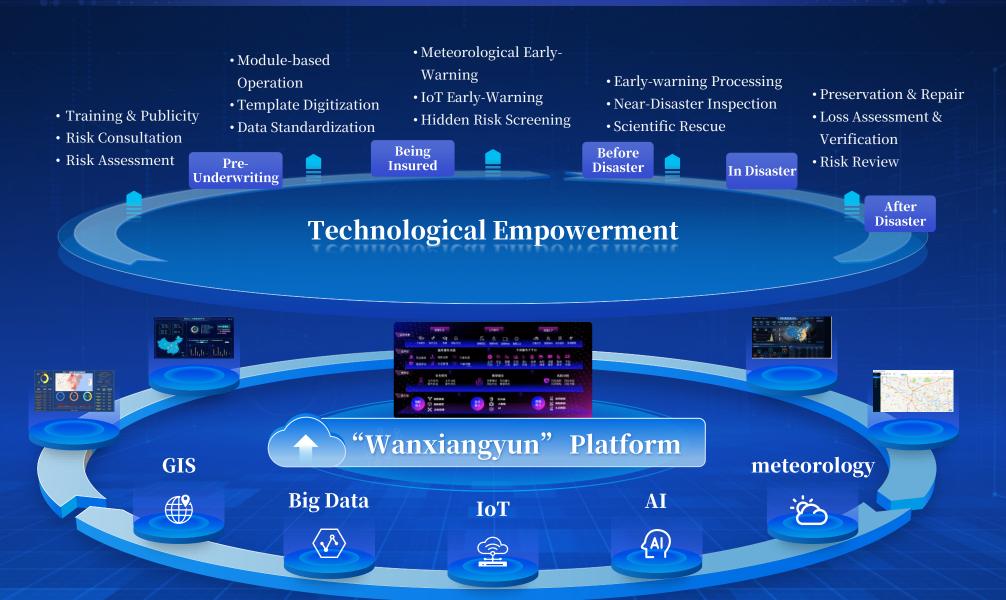
▲ Offer risk mitigation services integrating prevention, rescue and claims reimbursement when disasters approach

Before Disaster

In Disaster

After Disaster

Management Structure on Risk Mitigation Services







Collect Enormous Data, Build Smart Services



Technology Analysis Platform

Identify and quantify customers' risks



Operation-Supporting Platform

Provide meteorological info and IoT early-warning, directly serving customers



Service Management Platform

Provide digital and online
management, technological support
and intelligent decision-making for
specialized insurance areas such as
motor vehicle insurance,
agricultural insurance and
commercial property insurance

Core Service Capabilities of "Wanxiangyun" Platform



Dynamic Risk Profiling

Sketch customers' risk profiles dynamically by gathering internal and external date



Disaster Risk Map



Risk Control Early-Warning via Internet of Things (loT)



Service Scenarios Empowerment

Analyze spacial disparity
of disaster risks
comprehensively and
enhance disaster risk
recognition capabilities,
enabling improvement of risk
mitigation services

Monitor risk factors
(water,fire,thunderbolt and
dangerous behaviors)in realtime,helping customers to
effectively prevent and lessen the
occurrence of risk events

Focus key service areas, use technologies to empower whole process of risk mitigation services

Dynamic Risk Profiling

Internal Data

Underwriting

Claims

Monitoring Early-Warning

On-the-Spot Risk Investigation

External Data

Accident Investigation Report

> Administration of Industry and Commerce

Regulatory **Punishments**

Live Satellite Images

Enterprise Relationship Diagram

Public Opinions

Litigation Info from Supreme People's Court

Historical Disaster Data

Information on Untrustworthiness

High-Risk Industry

Information on Credit



Risk Indices Analysis

Fire disaster index



Overall score 65.68

Predominant risks

- Remove steel canopy to ensure an effective fire protection distance
- Transfer charging stations to safe outdoor
- Enterprises' fire protection mechanisms are inadequate and are recommended to have fire protection personnel

Flooding risk index



Prevention Mechanism

Hurricane and

Overall score 98.56

Fire safety inspection recommendations

- Pile less goods under drainage pipes Enhance maintenance on integrity of drainage
- Clear street gutters/drainage wells prior to

Safe Production Index

Corporate Credit:75.24 75.79 Important Risk



Regulatory

19%

Data Integrity

Moderatelyhigh risk

Risk Level

Average

Data-updating Degree

Dynamic Risk Profiling

Internal Data

Enrollment

Claims

Monitoring Early-Warning

On-the-Spot Risk Investigation

External Data

Accident Investigation Report

> Administration of Industry and Commerce

Regulatory **Punishments**

Live Satellite Images

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Historical Disaster Data

Information on Untrustworthiness

High-Risk Industry Risks

Information on Credit



Risk Profiling Labels



- (+) Safety Management Level
- Contain flammable materials
 - Special risks in production processes
- No pads under stored goods
- No automatic fireextinguishing system
- Credentials of safety management personnel expired
- Inadequate safety management personnel
- Permits expired
- Potential risks of major accidents

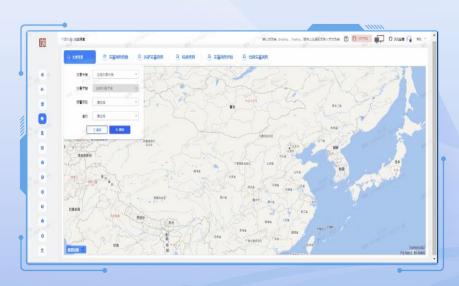
Corporate Credit



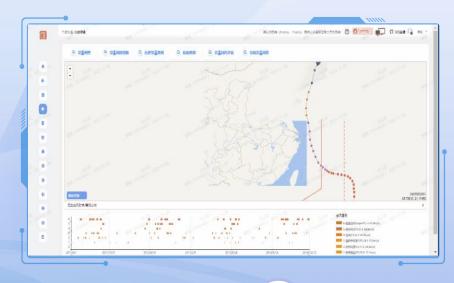
Regulatory Supervision

- Moderately-harsh punishments
- More punishments
- Moderately-large fines
- Dishonest judgment debtors
- Key production business units under work safety supervision, administration and oversight
- Behaviors violating laws and regulations on work safety
- Administrative punishments

Disaster Risk Map



Disaster Risk Map



Disaster Risk Index



Level-based Disaster Early-Warning



Historical Disaster Analysis



Disaster Loss Assessment



Disaster Loss Review

20 Years
Historical Disaster
Analysis

33 Categories
Disaster Risk Index

Categories
Disaster Level-Based
Early-Warning

IoT Risk Control Early-Warning

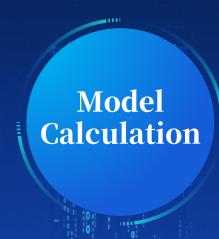
Real-Time Monitoring











Gather IoT Data















Service Scenarios Empowerment

Service Process Going Online

- Service Template Going Digital
- Service Decisionmaking Going Smart



Farmland Care



Property Keeper



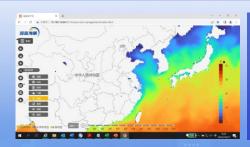
Elevator Guard



Safe Factory



Smart Constructio n Site



Offshore Drilling Guard



Safe Campus



Intelligent Park



Intelligent Travel



Full-Quantity Risk Investigation on Corporate Businesses Prior to Underwriting

Service Categorization



Digital Risk Investigation



Standard Risk Investigation



Professional Risk Investigation

Service Implementation

Set up professional team

Full-time risk control personnel

Part-time risk control personnel

Third-party Institutions

Third-party Experts Conduct operation coordination

Service Plan

Operation Coordination

Index Monitoring

Quality Assessment Accomplish Investigation Service

▲Hidden Risks Review

▲Fire Disaster Risk Inspection

▲Natural Disaster Review

▲Dangerous Factor Analysis

▲Risk Factor Analysis

ARisk Inspection during Flooding Season

▲Production Environment Assessment

▲Management Level Assessment

▲Risk Assessment on corporate customer

Accidents

▲Review Hidden Risks in Accidents

ARisk Management Recommendations

"Wanxiangyun" Platform

Full-Quantity Risk Investigation on Corporate Businesses Prior to Underwriting



Identify Customers' Hidden Safety Risks



Hidden Risk Remediation Proposal

Fire Disaster

Hidden High Risks & Dangers

Accidents

Business Risks



Full-Quantity Risk Investigation on Corporate Businesses Prior to Underwriting



Identity Customers' Underwriting Risks



Abnormal Operation

Business risks

Typhoon

Disaster Risks

Credit risks

Corporate Credit

Inadequate Safety Management Safety

Management Level

数字风勘 报告

Post-Underwriting risk mitigation services



Case 1

"Offshore Windpower Risk Mitigation Insurance Technology Platform" assists green energy development



Sum insured served

RMB 300 Bn+



Wind Power Projects

184



Group Customers Served

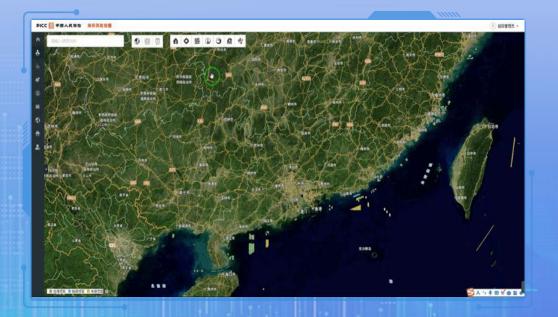
19



Early-Warning Services

23 times





Case 2

Risk mitigation on "Internet of Vehicles", serving the transport sector



Heavy-load trucks covered

334,100



By identifying high-risky driving behaviors, highrisky intersections, and a section of highway affected by bad weather, give notifications in real-time to interview. Customer service representatives intervene highest-risk events via telephone calls to lower down accident occurrence probability.

Dangerous Roads

Drowsy Driving

Very Bad Weather Detection on speedy driving



Dangerous Driving Warnings Issued

23.45 Mn Times









Corrections

19.79 Mn Times

Case 3

"Jidianyan" empowers fire disaster risk mitigation

Carry out "Concentration Eye" fire deduction & simulation model training based on characteristics such as air tightness, burning speed, and smoke diffusion, simulate the spread of fire and smoke in the factory, and guide the safety design of the factory and the deployment of fire protection facilities, so as to effectively prevent fires when they occur and to cut off the burning path and quickly control the fire.

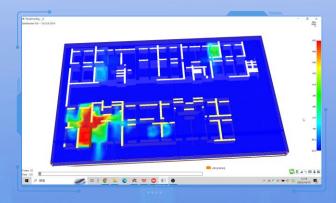
Fire Deduction & Simulation Model



Factory Space Modeling



Simulation of spread of fire and smoke



Simulation on fire temperature

People's Insurance Serves People

Risk Mitigation Services From Claims Perspective

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Risk Mitigation on Significant Natural Disasters

PICC resolutely implements the instructions of General Secretary Xi Jinping about flood prevention and disaster relief work by adopting a new business model featuring "insurance+risk mitigation services+technology". Claims risk mitigation management focuses on four components of "Protection, Prevention, Relief, and Reimbursement" which refer to loss prevention prior to disasters, relief offering during disasters, speedy reimbursement after disasters, and risk feedback.



Time precision



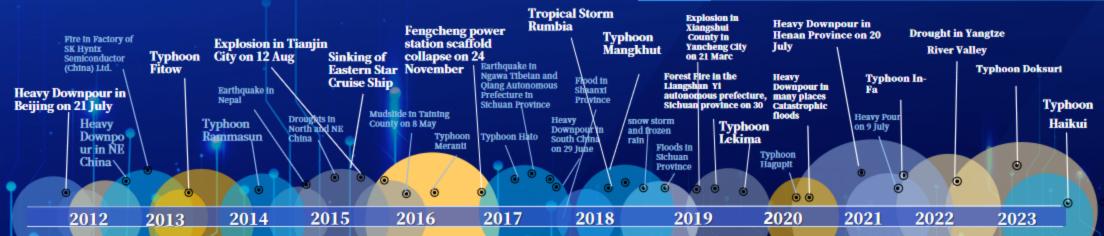
Subject matter precision



Disasters affect accuracy of assessment



Effective, targeted and accurate loss-prevention measures



Conduct contingency actual-combating simulation covering various disasters, scenarios, and insurance categories and develop 36 provincial-level specialized teams for catastrophe contingency claims.



Actualcombating rehearsal



Capability review



Rehearsal on auto insurance in Nanchang City in Jiangxi Province on 8 June





Government-Enterprise interaction



Catastrophe Rehearsal in Wuhan City, Hubei Province on 5 May





Risk Mitigation Management Practices on Urban Rainstorm Waterlogging:

Urban rainstorm waterlogging diagram based on multi-space information & Application model with real-time monitoring data

Meteorological data

Typhoon Path

Precipitation Data

Dynamic Monitoring Posts (2,170)

Historical Reimbursement Data

Areas susceptible to rainstorm waterlogging

> Hydrodynamic Model ←

Spot 1 Susceptible to rainstorm waterlogging Spot 2 Susceptible to rainstorm waterlogging Spot N Susceptible to rainstorm waterlogging

Flood Risk IoT Warning Equipment(12,000)

Urban Underground Pipe Network Data

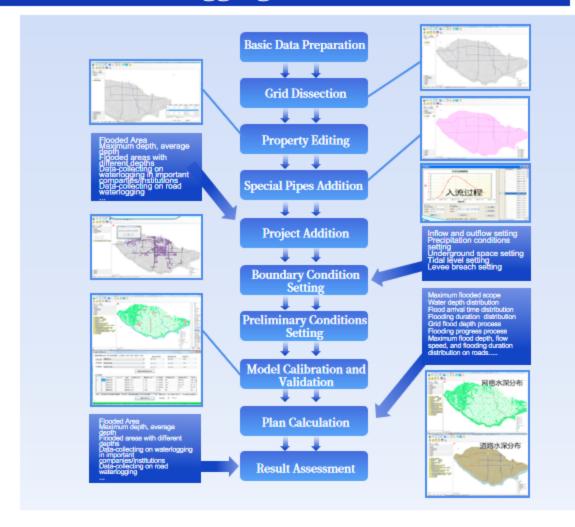
Underground Pipe Network Structure

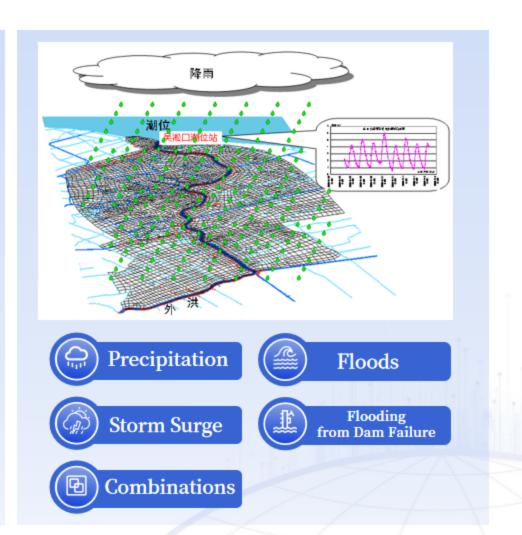
Pumping Station Data

River Flow and Oceanographic Hydrological Data

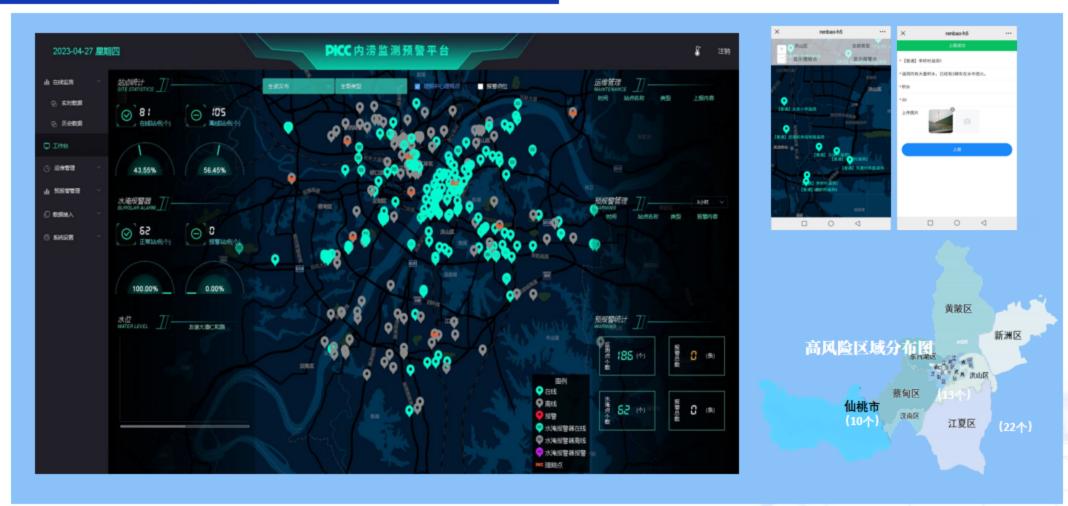
Reservoir level

Nanjing City Risk Map for Areas Susceptible to Rainstorm Waterlogging





Wuhan City Risk Map for Areas Susceptible to Rainstorm Waterlogging



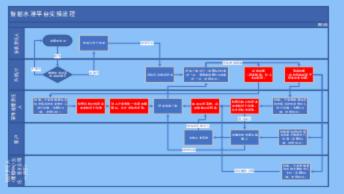
Zhejiang Province Risk Map for Areas Susceptible to Rainstorm Waterlogging







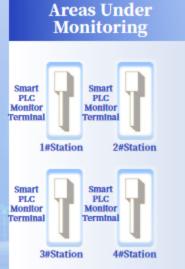


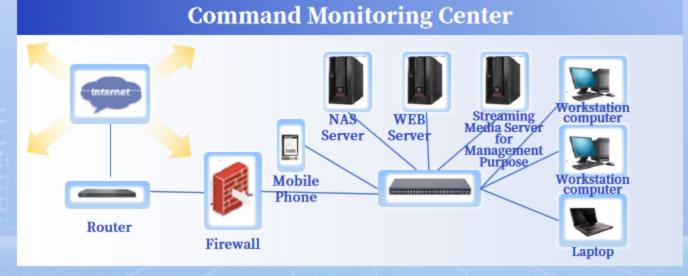


Flood Risk IoT Warning Equipment and Monitoring Model

Waterlogging information automatic collection devices can monitor depth of waterlogging in real-time. System consists of a centralized monitor system, monitoring stations, and mobile monitoring terminals.

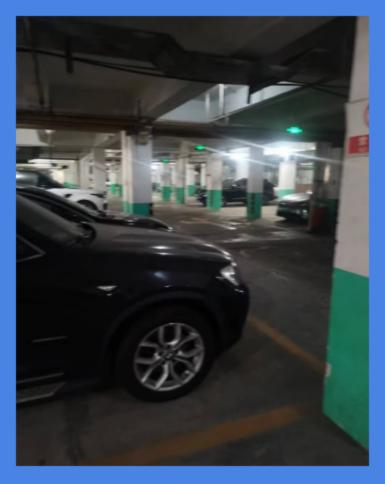








A true case in Xiamen City on using Flood Risk IoT Warning Equipment





3:29 🖸 🌣 🟮 \Rightarrow 🔞 🔞 🔞 🕏 🐧 🗺 厦门理赔总...沟通群(23) ⊕ ⊕ Actual-combating results: Prior to the landing of Typhoon Doksuri, innovatively use Flood Risk IoT Warning Equipment and "Road Sweeper" (a special tool) on risk prevention. Assets worthy of more than RMB 1 billion are transferred. Comparing to the losses suffered from Typhoon Meranti in 2016, a total loss reduction of about RMB 500 million are

Case: Typhoon pre-disaster precaution in Xiamen City



129 vehicles transferred



4800 vehicles transferred with notification alerts from "Road Sweeper"













Guangdong Province case:

Five typhoons of Typhoon Talim, Typhoon Doksuri, Typhoon Saola, Typhoon Haikui, and Storm Sanba. Relief staff dispatched 5,132 times. 2,481 spots with hidden waterlogging risks patrolled. 4,105 enterprises inspected. 869 customers in storage and industrial park areas assisted. Investigation vehicles dispatched 1,432 times. UAVs flied 323 times. High-risk parking lots checked/guarded 591 times. 10,390 short messages sent.

Fujian Province Case:

22107 hectares of early-season rice for total sum assured of RMB 165 Mn. Around 67 hectares of vineyard of ripe grapes., and more than 53 hectares of fruit trees for total sum assured of RMB 12 Mn. Estimated loss reduction of RMB 58 million.









Near 5000 road rescue vehicles were mobilized

Near 1500 investigation vehicles were used

567 ambulence cars were mobilized across provinces, forcefully supporting vehicle support work in places such as Beijing City, Hebei Province, Xiamen City, and Fujian Province.

40,000 rescue missions

28 rescue records per vehicle per day

280 protection sites used

Rescue vehicles arrived at disaster-ridden areas within 24 hours

100% rescue on all vehicles meeting rescue conditions





During rainstorm by Typhoon
Doksuri, one Beijing-based company
suffered losses on inventory goods.
PICC proactively coordinated third
parties in mobilizing 10+ tank
pumpers in assisting the customer to
pump the waterlogged area.







During catastrophes, PICC P&C offers "Four Quick Services", referring to Quick Rescue, Quick Assessment, Quick Repair, Quick Claims Reimbursement, avoiding loss increase and improving customer experience.

Automatic loss assessment, loss verification and claims reimbursement calculation via RPA

Add full automatic claims reimbursement covering loss assessment, loss verification, loss calculation, and claims reimbursement verification



Loss Assessment Loss Verification Claims Reimbursement Calculation













Catastrophe Panorama:

Before

In

After`

In line with requirements of Central Committee of Communist Party of China, the State Council and National Financial Regulatory Administration, PICC P&C sticks to the principles of "special solutions on special events and speedy solutions on speedy events" . Claims reimbursements are made on a need and speed basis with reasonable upfront payment made sometimes, helping the affected general public and enterprises to resume production and life as fast as possible.

Claims Reimbursement on Wheat in Places including Henan Province for Continuous Rain

With the continuous rain disaster on wheat, PICC P&C fought for 10 days completing claims reimbursements for affected areas, forcefully supporting rush harvesting and drying and shouldering the responsibility of protecting the "Barn Area in Central Plains of China".

中国共产党

城 被 位

中国人民财产保险股份有限公司。

7月27日至8月2日、受白风"杜苏两"影响。我会建 交了历史华见的特大嘉丽游交。习近于总书记对交情极为牵 被,多次作出重要指示,并主持召示中兵中央政政局需要会 会议、研究部署所法院调教文和欠后恢复重建工协。为我们 模別了强大政治引领、特学行动指需。在以习近于同志分 心的完中央坚强领导下。在中国人民财产保险股份有限公司 的大力支持下,对此需要、省人民政府审领全省广大干部明 公团协会政、及时后检查者、省人民政府审领全省广大干部明 公团协会政、及时后检查者、省人民政府审领全省广大干部明 公团协会政、及时后检查者、省人民政府审任会司 扩大特举群众范围。根关处置了一系列重大险情、防汛机识 数重工作。

守翼相助典定时理,走塘时刻更见真情。在我看的恐惧 涵教灭过程中,贵公司简化理助进程和子模。开辟"绿色通 准",快速推进理赔查勘和预助付工作,助力受灾地区和人 民群众的灾后重建和恢复生产。并为我会应急抢险数模人员

店需。全省上下正理入學习實施习近平局参记模據河走 重要拼話和关于指及权政裁发工作重要指示權神。一條權遊 灾后恢复重建和高质量炭展各項工作。直心希望贵公司一如 假住地关心支持河北。帮助我们加快建设经注报省、美国河 北。每为诸写中国文明人免避收河北置案。

1 - - 1





Heinrich's Law

Underwriting: 3,352 Risk Feedback Recommendations

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To Customers: 824,00 risk reports

provided





To Government: Near 60 times of risk mitigation management recommendations reported



Disaster claims reimbursement is only one classic scenario for PICC P&C in comprehensively implementing the new business model featuring "Insurance Risk Mitigation Services + Technology" . Risk mitigation services empowered by technology will make claims reimbursement more considerate. Implementation of this new business model will have customers experience a sense of acquisition, help our company to develop a new momentum on highquality development, delivers results on claims reimbursement and losses reduction incorporated in our financial statements, gaining wide recognition among investors.

People's Insurance Serves People

Technological Empowerment Enhances Service Offering Risk Mitigation Consolidates Food Security

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Table of Contents

PICC Agricultural Insurance **Business Development** PICC Agricultural Insurance

Risk Mitigation Service Practices

PICC Agricultural Insurance Risk Mitigation Service Outlook

PICC Agricultural Insurance Business Development

(i)

PICC implements national policies for boosting agriculture and benefiting farmers comprehensively





In recent years, our Company has been implementing General Secretary Xi Jinping's important guidance on Agricultural insurance businesses must be developed well" thoroughly, carrying out risk mitigation service requirement put forward by National Financial Regulatory Administration, focusing on PICC Group's "Eight Strategic Services", and concretely playing the role as a member in the big stateowned groups and the main force in insurance industry to intensify efforts to develop agricultural insurance, to enhance risk mitigation services, to ensure a stable and safe supply of grain and major agricultural products comprehensively, and to proactively contribute to rural revitalization and the buildup of China's strength in agriculture.

PICC agricultural insurance summary

2007-2022 Agricultural Insurance Premium

From RMB 2.7 Bn
To RMB 52.1 Bn



Premium CAGR

20.3%

Accumulative number of insured agricultural insurance customers (rural household) is **1.6 billion times.**



PICC agricultural insurance summary

Undriwriting Coverage





28,000,014 hectares of food crops underwritten, accounting for near 30% of three staple grains acreage



250 Mn pigs (head) underwritten, accounting for 35% of all slaughtered fatten hogs annually



70,666,702 hectares of forests underwritten, accounting for >30% of area of woods in China

Marke share



42.7%



Food Crop Insurance

644 counties in 14 Provinces

Secured full-cost insurance and planting income insurance on three staple grains



Protect two cores: Seeds & Land

- Seed production insurance offered in 28 Provincial-level branches
- Innovatively developed products such as fertility protection insurance product, chemical fertilizer and pesticides application reduction insurance product



Agricultural insurance risk mitigation services brings about great significance



Drought, floods, typhoon, hail, damage from chilling temperature, and plant disease and pests are perennial agricultural disasters in China and there are big differences among regions.



In 2022, the disaster-stricken areas of crops reached 12,000,006 hectares, exceeding 7% of total grain seeded area.



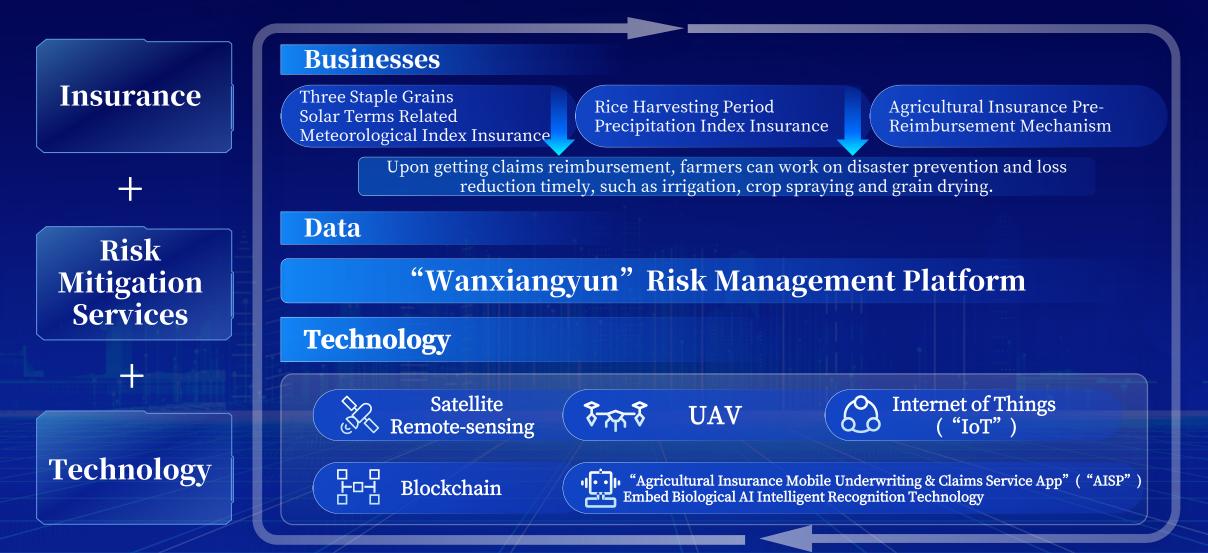
Agricultural insurance plays important roles in areas such as ensuring food security and promoting the modernization of agriculture industry.



For an insurer, reducing losses from disasters and damages equals increasing economic benefits.

A stitch in time saves nine.





Promote Intelligent Disaster Prevention, Technology Guidance, and Closed-loop Management and ensure "major disasters not necessarily lead to big losses".

(i) Intelligent Disaster Prevention: Whole process of digital risk mitigation service system for rice

Develop a digital disaster prevention and loss reduction service platform for rice and construct a risk mitigation service system that knows farming seasons, enhances farming activities, and optimizes farming services.





Insurance

Technology

Farming Services

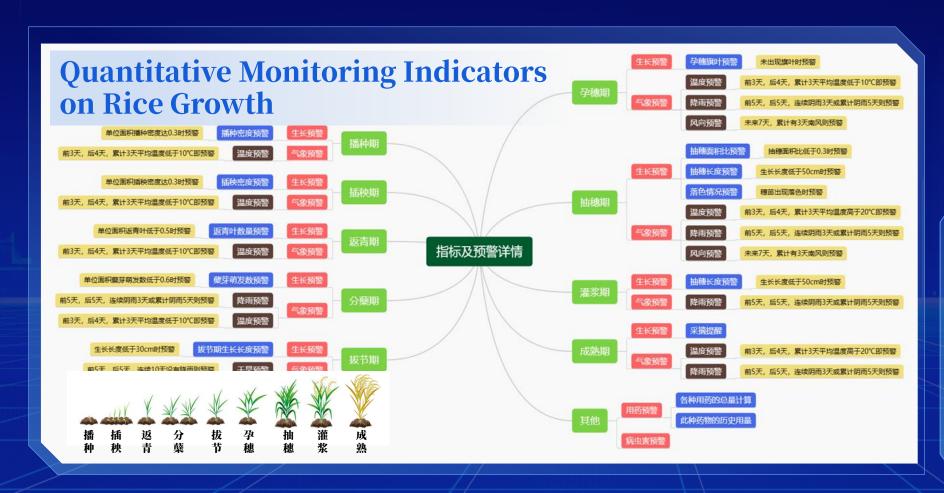
Whole process of digital risk mitigation service system for rice

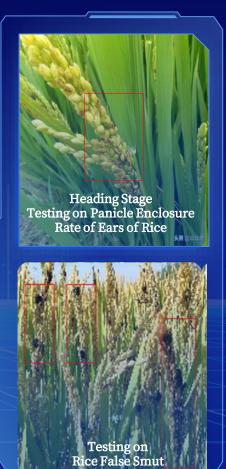
Integrate all links under farming seasons, farming activities and farming services organically, significantly improving efficiency and results of disaster prevention and loss reduction.



(1) Know farming seasons

Monitor changes on quantitative character indicators of leaves and ears of rice to analyze the growth of rice.





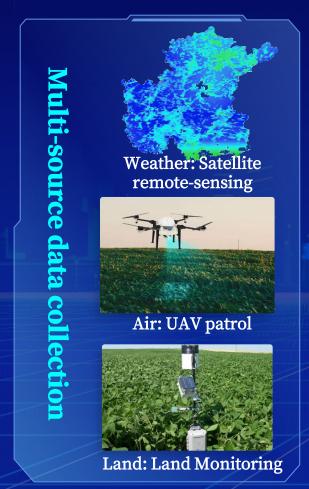
Targeted Treatment

Level-based

Diagnosis

(2) Enhance farming activities

Construct AI intelligent model to monitor those crops affected by disasters dynamically and to trigger risk early-warnings. After that, experts from different areas interpret and analyze the early-warning results and put forward scientific and reasonable recommendations on farming activities.







(3) Optimize farming services

Send notification messages about disaster or damage information and farming activity recommendations to farmers, agricultural materials enterprises and farming service providers. Have professional personnel implement disaster and loss prevention measures accurately and efficiently. Ensure an early sensing of disaster damage risks and an early preparation for disaster and loss prevention.



Monitoring through aerospace technology and surface observation Realize whole-process custody on crop growth

Agricultural machinery services Ensure timely and smooth harvesting Prior to landing of Typhoon Talim Rush harvesting through agricultural machinery

Disaster Prevention and Loss Reduction on Case of Typhoon Talim

Pre-Disaster Early-Warning

- 110,000 early-warning messages
- 110 flights of UAV
- 4,214 person times dispatched in total

Loss Evaluation

- Pre- and post-disaster remotesensing images comparison
- Speedy and accurate evaluation on disaster-stricken areas and extent of damage of rice

Post-Disaster Rush Harvesting

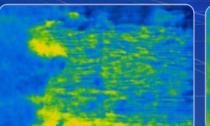
- >RMB 10 Mn saved
- 318,600 farmers benefited

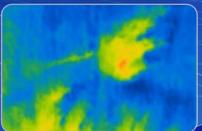












Prominent results on Guangdong Province's integrated system of "Protection+Prevention+Relief+Claims"

Rice Disaster Prevention and Loss Reduction Service Centers

15
All set



Disaster Prevention Funds Investment

RMB 26.90 Mn

Agricultural materials and farming service

Rice Disaster Prevention and Loss Reduction Projects

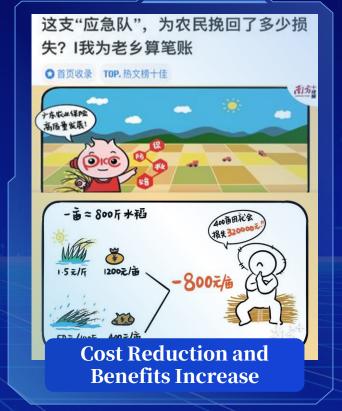
183

Accessible for farmers

Loss Reduction and Benefits Increase

RMB 110 Mn

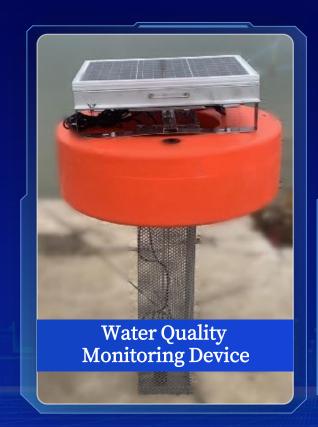
Help farmers increase income



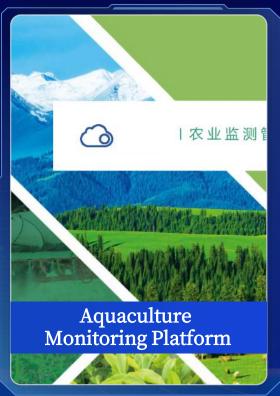
(ii) Technology guidance: "Aquaculture Insurance Assistant" , an aquaculture risk early-warning system

- "Water maintenance prior to fish-farming"
- Firstly research and develop an online water quality intelligent monitoring earlywarning system:
 - ➤ IoT+mobile monitoring devices
 - > Collect data on water quality in real-time
 - Embed analysis on underlying big data model
 - > Intelligent identification of abnormal water quality
 - > Send alerts on risk early-warning
 - Adopt measures on disaster prevention and loss reduction
 - Lower down death probability of freshwater fish











Once the results of indicators such as dissolved oxygen and water temperature are detected as Abnormal, fisher farmers get alerts in the first place. Meanwhile, devices for increasing oxygen level are triggered jointly for rapidly improving water quality and preventing death of large quantities of the subject matters.



Purely taking Jiangsu Province as an illustration, more than RMB 100 million of losses could be reduced should this platform be applied on all underwritten fish farmers in this province.







(iii) Closed-loop management:Blockchain-based source-tracing safety service platform on animal source food.

• Characteristics on pig industry: People's life depend on food and pork brings security to people's life. Pork accounts for more than 60% of both meat production and meat consumption in China.

Sizable Breeding

Involved Many Farmers

Vast Space

Long Production Chain

- Pig insurance: An important measure for ensuring stable production and supply of pigs and promoting modernization development of pig industry.
- Key to a sustainable development of pig insurance business is to ensure numbers of the enrolled and the claims reimbursed are authentic and accurate.

Industry Scale

RMB
1.7trillion
Main source for

farmers

% in total output value of agriculture

16%

No.1 in agricultural sector

Number of slaughtered fattened hogs in 2022

700 Mn heads

Overall stable

Number of live hogs in 2022

453 Mn heads

Overall stable productivity

1.Application of technological innovation Use characteristics of "Blockchain"

2.Enhance governmententerprise cooperation

Realize chain-based management on data from sources such as breeding companies, governments, and insurers.

3.Chain-based data-sharing through the chain

Realize whole-process close-loop data management on "swine disease prevention+quarantine inspection+harmless treatment+insurance"

Ear Tag as **Management Unit**

> Blockchain **Platform**

> > **Safety**

Reliability

Tamper Resistance

Blockchain-based sourcetracing safety service platform on animal source food

4.Closed-loop management

Ensure pig production data is complete, transparent and traceable.

5. Risk mitigation services

Provide data cross-verification and technology support.

6.Experience accumulation in pilot area

Put into operation in Hebei Province in 2022.



Realize a chain-based closedloop management and crossverification on government industry production data and insurance business data.

Underwriting

Number of the underwriting =Number of ear tags

Claim

Number of the claims reimbursed=Number of dead pigs under harmless treatment

Closed-loop Management

Number of inspected live pigs for slaughter+number of dead pigs under harmless treatment=Number of ear tags



The only project put onto National Blockchain Innovation and Application Pilot List sponsored by Cyberspace Administration of China. In 2022, loss ratio on finisher pigs in Hebei Province is down by 8 percentage points on a year-on-year basis, representing a prominent loss reduction result.

Upgrading achievement in three aspects

Upgrade from "Reimbursements Afterwards" to "Loss prevention beforehand", from "Equivalent-risk management" to "Decreased-risk management", from "Pure Reimbursement" to "Whole process management"



In Jilin Province, satellite remotesensing and UAV are used for disaster damage assessment



In Gansu Province, hail-suppression rocket bomb is used for weather modification.



In Hunan Province, large rice farmers get help on pumping irrigation.



PICC Agricultural Insurance Risk Mitigation Service Outlook



Efficiently stabilize agricultural insurance performance

Realize the transition from post-disaster passive compensation to pre- and in-disaster active management, extending the service chain and value chain of agricultural insurance, and consolidating competitive edges of the company on agricultural insurance continuously.



Significantly decrease production losses

Use rigorous and scientific insurance claims procedure to construct an economic compensation mechanism featuring 'precision dip irrigation of financial offering', improving efficiency of the allocation of fiscal subsidies and stabilizing farmers' revenue.



Better serve national strategy

Lower down the impact of natural disasters on agricultural production and forcefully support grain harvests in China by setting up an all-angle and all-time risk line of defense and proactively integrating into national agriculture disaster prevention and reduction system.

Vast World of Agriculture and Countryside

Brilliant Future on Rural Revitalization



People's Insurance Serves People

Health Risk Mitigation Management Contributes to PICC Health High-Quality Development

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PICC Health faces new historic development opportunities in Chinese path to modernization



Report to the 20th National Congress of the Communist Party of China



Outline of Healthy China 2030



PICC Group's "Excellent Strategy"

The Report puts "Healthy China" as an important strategy.

New requirements on commercial health insurance are put forward, such as accelerating the business development of commercial medical insurance and enhancing health management on serious critical diseases.



Take the improvement of people's health as its core, maintain and protect people's life-cycle health comprehensively. Put prevention as a priority, promote healthy lifestyle, lessen occurrence of diseases, enhance early diagnosis, treatment and recovery, and realize national health.



On life insurance, create a business model featuring "Insurance + Elderly Care Health Services + Technology", coordinate and promote the Group 's Eco-services arrangement in areas of pension insurance and health insurance, improve customers' stickiness and business values.

Specialized health insurer's business model featuring "Health Insurance + Health Services + Technological Empowerment"

Business Positions

Implement Group's requirements and gives prominence to the nature of health management



Customer Experience Warmer

Through provision of rich and diversified health medical services, help customers to improve their health, and make insurance services more caring.



Insurance Business Enabler

By in-depth integration with main insurance businesses in areas such as products and marketing, contribute to control medical services and enable business development.



Model Innovation Incubator

By consolidation and the application of medical health resources, embed health management services, and drive innovation on the supply-side of products.



Business Revenue Accelerator

Upscale the health management service revenue and make it an important source for company's businesses going forward.

Provide whole-process health management services, transit from treatment to prevention proactively

Provide high-quality whole-process closed-loop health management services for health, sub-health and disease-ridden population



No need for hospital-going for ailments



Short cycle from being ill to getting recovered

Arrange health check-up Interpret check-up report

Set health archives Assess health risks Expert health consultation Health knowledge lectures Formulate health improvement plan

Health data monitoring Chronic illness management Health Intervention Expert outpatient appointment Onsite accompanying service Inpatient and surgery scheduling

Post-treatment follow-up TCM physiotherapy Rehabilitation via instruments

Identify Risks

Assess Risks

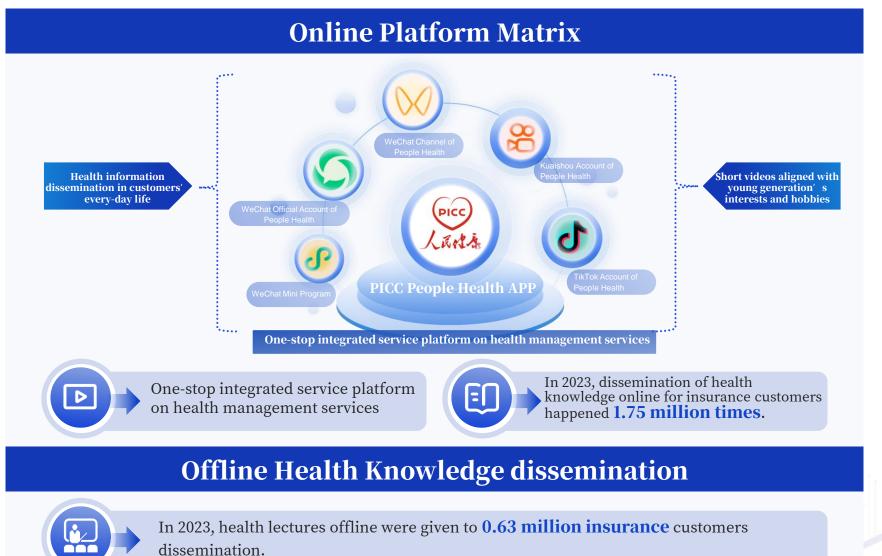
Formulate Plans

Risk Control

Diagnostic and treatment services

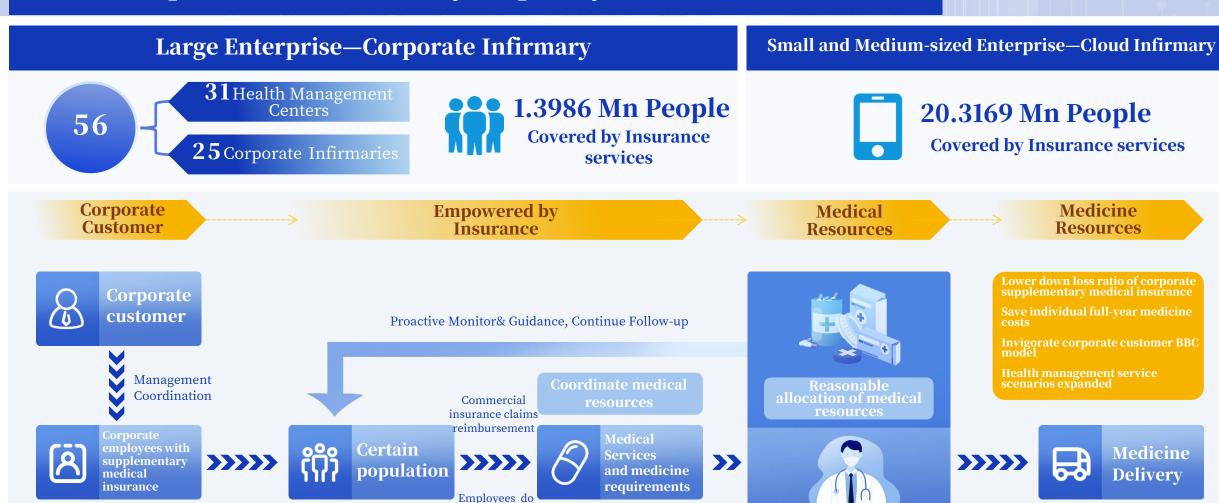
Rehabilitation guidance

Disease Prevention- Proactively disseminate health knowledge for customers' health literacy improvement



Short video released by Douyin **Account of People Health** 2.06 Mn hits, 61.35 Mn viewed

Anxiety-free on ailments- Provide convenient infirmary services, promote accessibility of quality healthcare resources



Preferential Coverage on

Out-of-Pocket Medicine

Online consultation +Pharmacist guidance

Medicine Guide, Improve Adherence

purchase

themselves

Targeted

Customers

Anxiety-free on ailments- Deep cooperation with top Grade-A tertiary hospital for proactively promote capacity-building on infirmaries



Corporate Service Center

Both parties jointly set up "Internet Hospital under Zhongshan Hospital of Fudan University - PICC Health Corporate Service Center",

Conduct online and offline health consultation and health management, see that the quality medical resources are made available and weighted toward the community level.







Remote Consultation Center

Optimize doctor-seeing model of patients with commercial insurance by setting up internet hospital and high quality MDT service platform.



Telephone Follow-up Center

Establish and improve follow-up data system and build an integrated service process covering prevention, screening, management, treatment, caring, rehabilitation, and elderly care.



Innovate service model for ill population

Develop an innovative model on medical services for ill population, decrease the out-of-pocket ratio, lower down critical diseases ratio, and accurately divert population for proper medical services.

Anxiety-free on ailments- Focus on business model of "Group Insurance + Medical Care" for a concrete improvement of risk mitigation results.

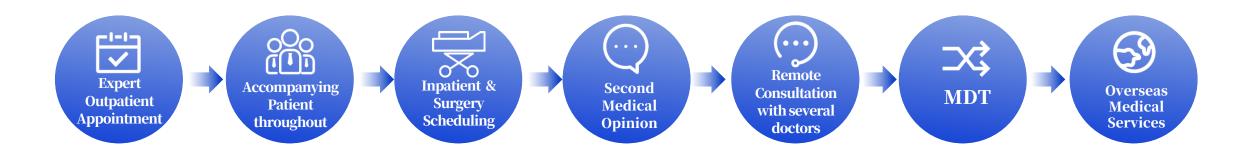
Take corporate infirmary set up by a bank as an example. While providing professional health management services, the infirmary increases customers' service dependency. This forms a brand advantage featuring "Health Insurance + Health Management" and the project return keeps improving.



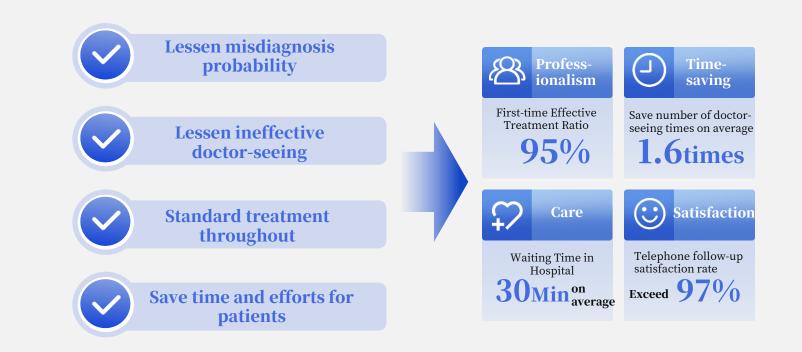


For six years, the critical disease accidental rate of the employees goes down from 3.15% to 1.62%, and the average medical expenses per person dropped to RMB 2,055 from RMB 3,770. Business risks are well controlled.

Worry-free on serious diseases - Experts assist in medical care on critical diseases, with high-quality medical services leading to win-win results.



9477
times of services offered



Worry-free on serious diseases- Experts from Beijing, Shanghai andGuangzhou join in remote consultation, improving treatment results in grassroots medical institutions.









Worry-free on serious diseases-Enhance data connectivity with medical institutions



Sign Cooperation agreements with (109) Grade-A Tertiary Hospitals directly

- Direct connect to hospitals' systems\deploy small programs in hospitals' systems to acquire medical data (375 hospitals)
- Direct billing for commercial insurance claims reimbursement (2,700+ hospitals)



Integrate to healthcare insurance system (5 cities)

- Integrate to healthcare insurance system or embed commercial insurance claims calculation module in such system
- Acquire information on diagnosis, treatment, and claims reimbursement from social security system
- Conclude commercial insurance claims settlement at the same time the settlement from basic medical insurance system is finalized



Integrate to public health information system (2 areas)

- Integrate to some Health Commission platforms in one area
- Speed check on information of diagnosis and treatment Bill-free settlement and payment, speedy and direct
- reimbursement payments for commercial insurance





Covered by Unified Account of Medical Insurance: RMB 16081.10

Covered by Enterprise Supplementary Medical Insurance:RMB 772.53

Out-of-Pocket: RMB 4584.57

Worry-free on serious diseases-Focus on diagnostic and treatment needs of tumor patients in driving development of integrated service platform on the new types of anti-tumor drugs ("NTATD")

Focus on diagnostic and treatment needs of tumor patients to drive the development of an integrated service platform on NTATD, offer services of online application, expert consultation, goodwill-based drug donation, and clinical trial grouping, aiming to improve professional service level and to lower down losses and control expenses on claims.



Continue to update NTATD Catalogue under commercial insurance

- The catalogue contains 150 categories, covering a majority of innovative drugs in this area, greatly improving the attractiveness of health insurance products for customers
- ▲ In 2023, 17 categories are further included in the catalogue.

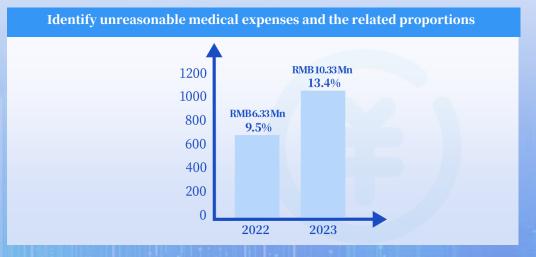
S	2 drugs- Lung Cancer	
T	2 drugs - Prostate Cancer	
$\overline{\mathbb{X}}$	2 drugs - Breast Cancer	





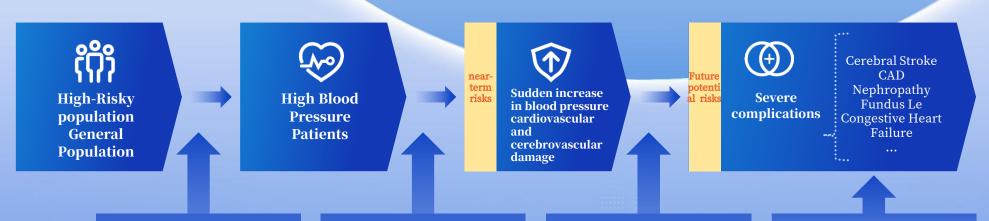
NTATD prescription management and direct-billing

With online services on NTATD, we provide whole-process services covering medical prescription review, drug purchase appointment, drug delivery, and pharmacy direct billing, controlling risks during service process.



Disease recovery - Develop a multi-level risk mitigation management model based on the disease progression risk factors

Establish disease risk management processes and standards in three areas of chronic illness management, management on patients with underlying diseases when in hospitals, and recover and care for patients both in and outside of hospitals



Higher Incapacitating Risk

Higher Hospitalization Risk

Higher Critical Illness Risk

Screening & Screening Health Knowledge Dissemination

Level I Precaution



Diets & Exercise

Level II Precaution



Level III Precaution



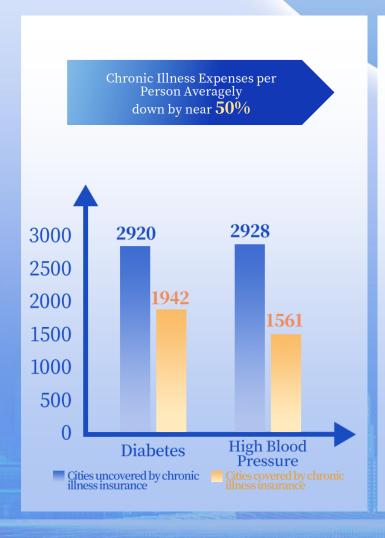
Timely Treatment





Targeted, Accurate
Management on
Critical Illness
Realize Risk
Mitigation

Disease recovery - Focus on chronic illness management for exploration and positive results achieved on long-term expense control

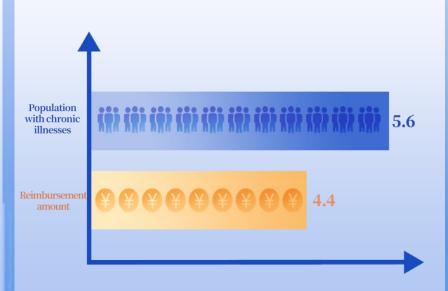


Annual Hospitalization Rate of patients with diabetes, high-blood pressure and coronary artery diseases **decrease significantly**

Among the **twenty-five thousand** customers who have chronic diseases in one city



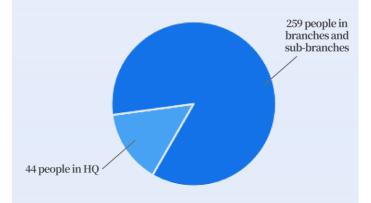
In a decade, the number of patients with chronic disease increases by **5.6 times**, yet the reimbursement amount is only up by **4.4 times**.



Professional improvement - Enhance the building of the professional talents and drive an efficient integration with healthcare system

Wide Coverage of Business, Professional Services Offering

Professional health management service team >300 talents



In head office, 70% of people hold master's degree and 5 people are Doctor of Medicine.

Collaborate with Colleges and Universities and Have Talents Reserve



Take the buildup of professional capabilities as corner stone to realize the integration and mutual-promotion of business development and risk mitigation management.



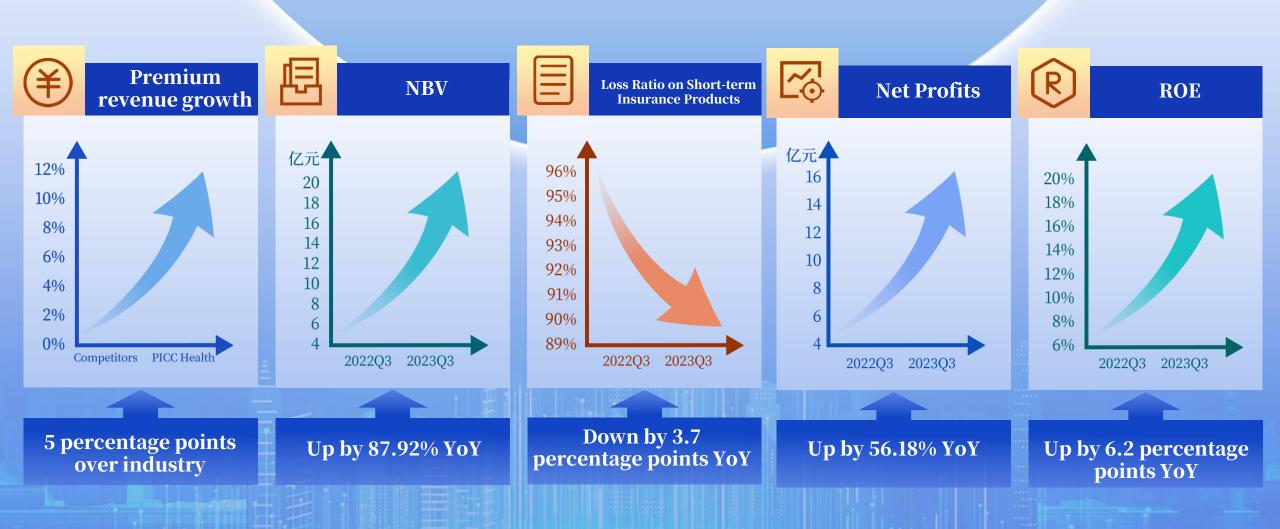








Health Management Risk Mitigation Contributes to Companys High-Quality Development in New Era



Note: Data source is 2023 Q3 Report. Relevant financial statistics are calculated under the old accounting standard