

## Embedded Value 內涵價值

### CAUTIONARY STATEMENT

The calculations of Embedded Value and the New Business Value of TPL are based on certain assumptions with respect to future experience. Thus, the actual results could differ significantly from what is envisioned when these calculations were made. In addition, the Group Embedded value is also based on certain assumptions, and should not be viewed as the only benchmark for evaluating and valuing the businesses and operations of the Group. From an investor's perspective, the valuation of CTIH is measured by the stock market price of the Company's shares on any particular day. In valuing CTIH's shares, investors should take into account not only the Embedded Value and the New Business Value of TPL and the Group Embedded value, but also various other considerations. In addition, TPL is 50.05%-owned by the Company. The Embedded Value and the New Business Value of TPL as at 30 June 2012 as disclosed below should therefore not be applied 100% in valuing CTIH. Investors are advised to pay particular attention to this factor, as well as the other assumptions underlying the calculations of the Embedded Value and New Business Value of TPL and the Group Embedded value, if they believe such calculations are important and material to the valuation of the Company.

### 提示聲明

計算太平人壽的內涵價值及新業務價值乃基於有關未來經驗之若干假設。故此實際結果可能與作出該等計算時之預測有重大差異。此外，總內涵價值亦基於若干假設，因此不應視之為評價及評估本集團業務營運的唯一基準。從投資者角度看，中國太平控股之估值乃按照本公司股份於某個別日子之股市價格計量。於評估中國太平控股股份時，投資者不僅要慮及內涵價值及新業務價值，而且亦應考慮到其他多項因素。此外，本公司擁有太平人壽之50.05%股權。因此，不應把下列所披露之於二零一二年六月三十日之太平人壽內涵價值及新業務價值全數作為中國太平控股的估值。倘若彼等認為該等因素重要，及對本公司之估值關係重大。投資者務須特別留意該因素，及其他支持計算太平人壽內涵價值及新業務價值計算及總內涵價值之因素。

# Embedded Value

## 內涵價值

### GROUP EMBEDDED VALUE

HK\$ million

### 總內涵價值

百萬港元

			At 30 June 2012	At 31 December 2011 (Restated)	At 30 June 2011
			於二零一二年 六月三十日	於二零一一年 十二月 三十一日 (重列)	於二零一一年 六月三十日
Adjusted net worth *	經調整資產淨值*	<b>a</b>	<b>12,391</b>	10,189	13,371
Value of in-force business before cost of capital for TPL	太平人壽有效業務 扣除資本成本 前之價值	<b>b</b>	<b>24,088</b>	21,375	16,838
Cost of capital for TPL	太平人壽資本成本	<b>c</b>	<b>3,079</b>	3,061	3,120
Value of in-force business after cost of capital for TPL	太平人壽有效業務 扣除資本成本 後之價值	<b>d=b-c</b>	<b>21,009</b>	18,314	13,718
Group embedded value	總內涵價值	<b>e=a+d</b>	<b>33,400</b>	28,503	27,089
Attributable to:	應佔:				
Owners of the Company	本公司股東權益		<b>19,780</b>	17,229	17,212
Non-controlling interests	非控股股東權益		<b>13,620</b>	11,274	9,877
Group embedded value	總內涵價值		<b>33,400</b>	28,503	27,089

\* The adjusted net worth is measured based on CTIH's net asset value, after making the following major adjustments:

- (1) TPL's net asset value is measured on the PRC statutory basis;
- (2) Certain asset values have been adjusted to their market values;
- (3) Goodwill and intangible assets produced during consolidation have been deducted.

\* 經調整資產淨值是按太平控股資產淨值，及進行以下主要調整而計量：

- (1) 太平人壽資產淨值以中國法定準則計量；
- (2) 若干資產價值調整至市場價值；
- (3) 扣除合併賬產生的商譽及無形資產

# Embedded Value

## 內涵價值

### EMBEDDED VALUE OF TPL

#### 1. EMBEDDED VALUE

HK\$ million

			At 30 June 2012 於二零一二年 六月三十日	At 31 December 2011 於二零一一年 十二月三十一日	At 30 June 2011 於二零一一年 六月三十日
Adjusted net worth	經調整資產淨值	<b>a</b>	<b>4,806</b>	3,260	5,392
Value of in-force business before cost of capital	有效業務扣除資本 成本前之價值	<b>b</b>	<b>24,088</b>	21,375	16,838
Cost of capital	資本成本	<b>c</b>	<b>3,079</b>	3,061	3,120
Value of in-force business after cost of capital	有效業務扣除資本 成本後之價值	<b>d=b-c</b>	<b>21,009</b>	18,314	13,718
Embedded value	內涵價值	<b>e=a+d</b>	<b>25,815</b>	21,574	19,110
Attributable to:	應佔:				
Owners of the Company	本公司股東權益		<b>12,920</b>	10,798	9,565
Non-controlling interests	非控股股東權益		<b>12,895</b>	10,776	9,545
Embedded Value	內涵價值		<b>25,815</b>	21,574	19,110

Adjusted net worth is the shareholders' net assets of TPL as measured on a PRC statutory basis, with fair value adjustments to certain assets.

經調整資產淨值是太平人壽按中國法定基準計量之股東資產淨值，並對若干資產的公允價值進行調整。

### 太平人壽之內涵價值

#### 1. 內涵價值

百萬港元

			At 30 June 2012 於二零一二年 六月三十日	At 31 December 2011 於二零一一年 十二月三十一日	At 30 June 2011 於二零一一年 六月三十日
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Embedded Value	內涵價值		<b>25,815</b>	21,574	19,110

## Embedded Value 內涵價值

### EMBEDDED VALUE OF TPL (Continued)

#### 2. NEW BUSINESS VALUE

HK\$ million

			1H 2012 二零一二年 上半年	1H 2011 二零一一年 上半年	FY 2011 二零一一年 全年
New business value before cost of capital	新業務扣除資本成本前之價值	<b>a</b>	<b>1,549</b>	1,629	2,833
Cost of capital	資本成本	<b>b</b>	<b>266</b>	376	589
New business value after cost of capital	新業務扣除資本成本後之價值	<b>c=a-b</b>	<b>1,283</b>	1,253	2,244

In order to improve the competitiveness of TPL's products and to bring the embedded value and new business value more in line with the market for comparison purposes, the Company has decided to adjust the risk discount rate to 11.0% (previously 11.5%) and the actuarial assumptions on investment return from 4.6% increasing to 5.0% in 2020 and thereafter (previously 4.1% increasing to 4.5% in 2020 and thereafter).

In the event that the risk discount rate and the assumptions on investment return remain unchanged, the new business value after the cost of capital for the first half of 2012 would be HK\$1,065 million.

### 太平人壽之內涵價值 (續)

#### 2. 新業務之價值

百萬港元

			1H 2012 二零一二年 上半年	1H 2011 二零一一年 上半年	FY 2011 二零一一年 全年
New business value before cost of capital	新業務扣除資本成本前之價值	<b>a</b>	<b>1,549</b>	1,629	2,833
Cost of capital	資本成本	<b>b</b>	<b>266</b>	376	589
New business value after cost of capital	新業務扣除資本成本後之價值	<b>c=a-b</b>	<b>1,283</b>	1,253	2,244

為加強太平人壽產品的競爭能力及使內涵價值及新業務價值與市場保持比較一致的可比性，本公司決定把風險貼現率調整至11.0%（調整前為11.5%）及把投資回報的精算假設調整至4.6%，二零二零年及以後年度的投資回報逐年遞增至5.0%（調整前為4.1%，二零二零年及以後年度的投資回報逐年遞增至4.5%）。

若風險貼現率及投資回報的假設維持不變，二零一二年上半年的新業務扣除資本成本後之價值將為10.65億港元。