

1Q2004 Written Premium – TPL (unaudited)

Unit: RMB mn

| Branch | Individual | Group | Bancassurance | Total (By Branch) | |
|----------------------------|--------------|---------------|---------------|-------------------|------------------|
| Shanghai | 8.06 | 151.19 | 276.39 | 435.65 | + 8.17%* |
| Beijing | 12.80 | 17.07 | 284.94 | 314.81 | + 5.14%* |
| Guangzhou | 4.12 | 5.33 | 118.90 | 128.35 | + 48.26%* |
| Chengdu | 31.73 | 9.99 | 52.64 | 94.36 | + 22.63%* |
| Shenzhen | 1.13 | 2.78 | 6.77 | 10.68 | |
| Zhengzhou | 1.45 | 6.27 | 4.83 | 12.56 | |
| Qingdao | 3.60 | 0.16 | 5.63 | 9.39 | |
| Hangzhou | 1.48 | 14.07 | 3.62 | 19.17 | |
| Jinan | 2.06 | 9.36 | 5.54 | 16.97 | |
| Dalian | 2.82 | 2.08 | 3.85 | 8.74 | |
| Nanjing | 2.33 | 18.12 | 13.67 | 34.12 | |
| Shenyang | 2.96 | 2.39 | 26.74 | 32.09 | |
| Shijiazhuang | 1.46 | 0.47 | 10.85 | 12.78 | |
| Ningbo | 1.02 | 0.37 | 5.81 | 7.20 | |
| Foshan | 1.42 | -0.03 | 20.95 | 22.34 | |
| Total (By Category) | 78.43 | 241.26 | 841.14 | 1,160.84 | |

* In comparison with 1Q2003 written premium