

## Embedded Value 內含價值

### BASIS OF PREPARATION

The Group has appointed PricewaterhouseCoopers (“PwC”), an international firm of consulting actuaries, to examine whether the methodology and assumptions used by TPL in the preparation of the Embedded Value and the New Business Value as at 30 June 2016 are consistent with standards generally adopted by insurance companies in the PRC. PwC has also examined the methodologies used by the Group in preparing the Group Embedded Value.

### 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 75.1%-owned by the Company. The Embedded Value and the New Business Value of TPL as at 30 June 2016 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.

### 編製基準

本集團已委聘國際諮詢精算師羅兵咸永道有限公司（「羅兵咸永道」），審查太平人壽編製於二零一六年六月三十日內含價值及新業務價值時所採用之方法及假設與中國的保險公司一般採納的準則是否一致。羅兵咸永道亦有審查本集團於編製總內含價值時採用的方法。

### 提示聲明

計算太平人壽的內含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，總內含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，投資者不僅要慮及太平人壽的內含價值及新業務價值和總內含價值，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75.1%股權。因此，不應把下列所披露之於二零一六年六月三十日之太平人壽內含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含價值、新業務價值及總內含價值之因素。

# Embedded Value

## 內含價值

### GROUP EMBEDDED VALUE

### 總內含價值

HK\$ million

百萬港元

		At 30 June 2016 於二零一六年 六月三十日	At 31 December 2015 於二零一五年 十二月三十一日	At 30 June 2015 於二零一五年 六月三十日
Adjusted net worth <sup>1</sup>	經調整資產淨值 <sup>1</sup>	57,153	67,908	67,680
Value of in-force for TPL <sup>2</sup>	太平人壽有效業務 價值 <sup>2</sup>	58,899	45,605	39,717
Net fair value adjustments to HTM assets <sup>3</sup>	持有至到期資產的 公允價淨值調整 <sup>3</sup>	3,897	4,035	1,591
Group embedded value	總內含價值	119,949	117,548	108,988
Attributable to:	應佔:			
Owners of the Company	本公司股東權益	96,043	93,905	86,572
Non-controlling interests	非控股股東權益	23,906	23,643	22,416
Group embedded value	總內含價值	119,949	117,548	108,988

<sup>1</sup> The adjusted net worth is based on CTIH's net asset value, after making the following major adjustments:

- i TPL's net asset value is calculated on the PRC statutory basis;
- ii Goodwill and intangible assets produced during consolidation have been deducted.

<sup>2</sup> The value of in-force for TPL is post cost of capital. The cost of capital is HK\$9,725 million for 30 June 2016 (31 December and 30 June 2015: HK\$7,960 million and HK\$7,332 million respectively).

<sup>3</sup> Fair value adjustment to HTM assets after considering profit/loss sharing with policyholders for participating business.

<sup>1</sup> 經調整資產淨值是按中國太平控股資產淨值，及進行以下主要調整而計量：

- i 太平人壽資產淨值以中國法定準備金方法計量；
- ii 扣除合併賬產生的商譽及無形資產。

<sup>2</sup> 太平人壽有效業務價值為扣除資本成本後之價值。二零一六年六月三十日資本成本為97.25億港元（二零一五年十二月三十一日及六月三十日分別為：79.60億港元及73.32億港元）。

<sup>3</sup> 經考慮分紅業務吸收影響的持有至到期資產公允價值調整。

# Embedded Value

## 內含價值

### EMBEDDED VALUE OF TPL

#### 1. EMBEDDED VALUE

HK\$ million

		At 30 June 2016 於二零一六年 六月三十日	At 31 December 2015 於二零一五年 十二月三十一日	At 30 June 2015 於二零一五年 六月三十日
Adjusted net worth <sup>1</sup>	經調整資產淨值 <sup>1</sup>	20,107	32,379	35,621
Value of in-force business <sup>2</sup>	有效業務價值 <sup>2</sup>	58,899	45,605	39,717
Net fair value adjustments to HTM assets <sup>3</sup>	持有至到期資產的 公允價值淨調整 <sup>3</sup>	3,704	3,878	1,272
Embedded Value	內含價值	82,710	81,862	76,610
Attributable to:	應佔:			
Owners of the Company	本公司股東權益	62,115	61,478	57,534
Non-controlling interests	非控股股東權益	20,595	20,384	19,076
Embedded Value	內含價值	82,710	81,862	76,610

<sup>1</sup> Adjusted net worth is mainly the shareholders' net assets of TPL as calculated on a PRC statutory basis.

<sup>2</sup> The value of in-force for TPL is post cost of capital. The cost of capital is HK\$9,725 million for 30 June 2016 (31 December and 30 June 2015: HK\$7,960 million and HK\$7,332 million respectively).

<sup>3</sup> Fair value adjustments to HTM assets after considering profit/loss sharing with policyholders for participating business.

### 太平人壽之內含價值

#### 1. 內含價值

百萬港元

	At 30 June 2016 於二零一六年 六月三十日	At 31 December 2015 於二零一五年 十二月三十一日	At 30 June 2015 於二零一五年 六月三十日
Adjusted net worth <sup>1</sup>	20,107	32,379	35,621
Value of in-force business <sup>2</sup>	58,899	45,605	39,717
Net fair value adjustments to HTM assets <sup>3</sup>	3,704	3,878	1,272
Embedded Value	82,710	81,862	76,610
Attributable to:			
Owners of the Company	62,115	61,478	57,534
Non-controlling interests	20,595	20,384	19,076
Embedded Value	82,710	81,862	76,610

<sup>1</sup> 經調整資產淨值主要是太平人壽按中國法定基準計量之股東資產淨值。

<sup>2</sup> 太平人壽有效業務價值為扣除資本成本後之價值。二零一六年六月三十日資本成本為97.25億港元(二零一五年十二月三十一日及六月三十日:分別為79.60億港元及73.32億港元)。

<sup>3</sup> 經考慮分紅業務吸收影響的持有至到期資產公允價值調整。

## Embedded Value 內含價值

### EMBEDDED VALUE OF TPL (Continued)

#### 2. NEW BUSINESS VALUE

HK\$ million

			1H 2016 二零一六年 上半年	1H 2015 二零一五年 上半年
New business value before cost of capital	新業務扣除資本 成本前之價值	a	6,722	4,205
Cost of capital	資本成本	b	1,487	959
New business value after cost of capital	新業務扣除資本 成本後之價值	c=a-b	5,236	3,246

New business profit margin for the agency force business for the first half of the year was 30% (first half of 2015: 30%). New business profit margin for the bancassurance regular business for the first half of the year was 29% (first half of 2015: 30%).

New business value by line of business were as follows:

HK\$ million

		1H 2016 二零一六年 上半年	1H 2015 二零一五年 上半年	FY 2015 二零一五年 全年
Individual	個人代理	4,936	2,994	5,677
Bancassurance – Regular premium products	銀行保險一期繳 保費產品	779	640	950
Others <sup>1</sup>	其他 <sup>1</sup>	(479)	(388)	(610)
		5,236	3,246	6,017

<sup>1</sup> Others mainly includes the single premium products under bancassurance, other channels (mainly consists of telemarketing) and others.

### 太平人壽之內含價值(續)

#### 2. 新業務之價值

百萬港元

		1H 2016 二零一六年 上半年	1H 2015 二零一五年 上半年
New business value before cost of capital	新業務扣除資本 成本前之價值	6,722	4,205
Cost of capital	資本成本	1,487	959
New business value after cost of capital	新業務扣除資本 成本後之價值	5,236	3,246

上半年個險新業務價值率為30% (二零一五年上半年: 30%)。銀保期繳新業務價值率為29% (二零一五年上半年: 30%)。

按業務劃分新業務之價值如下:

百萬港元

		1H 2016 二零一六年 上半年	1H 2015 二零一五年 上半年	FY 2015 二零一五年 全年
Individual	個人代理	4,936	2,994	5,677
Bancassurance – Regular premium products	銀行保險一期繳 保費產品	779	640	950
Others <sup>1</sup>	其他 <sup>1</sup>	(479)	(388)	(610)
		5,236	3,246	6,017

<sup>1</sup> 其他主要包括銀行保險躉繳保費產品、多元銷售 (主要由電話營銷組成) 及其他。