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Ping An (2318 HK)

2Q NBV stabilized against a high base; expect to see Group OPAT turnaround

Ping An reported resilient 1H24 results with NBV +11% YoY on a like-for-like basis to RMB 22.3bn, outpacing our forecast / market consensus by 3.6%/9.5%. Agency and bancassurance NBV drove up by 10.8%/17.3% YoY given a better margin to 33.0%/22.5% in 1H24, +10.5pct/+6.8pct on a like-for-like basis. 2Q NBV stabilized at RMB9.43bn against a high base pushed by FYP increase (+49.6% YoY) in 1H23. NBV margin was 24.2%, +6.5pct YoY in 1H24, offsetting -19.0% YoY FYP decline. We maintain the view on high-quality NBV growth to be driven by improving margin rather than scaling up volumes, and expect Ping An's margin expansion to progress with more productive agents and efficient bancassurance models. Group OPAT decline narrowed to -0.6% YoY in 1H24 (vs 1Q24: -3.0% YoY), backed by 1.7% YoY increase in OPAT of three core business lines to RMB 79.6bn. Looking ahead, we expect the Group OPAT to turn around in FY24, given 1) stabilized L&H OPAT underpinned by improved operating efficiency; 2) enhanced P&C UWP with evident scale-back of guarantee biz, and 3) low base of AMC and Tech OPAT in 2H23. We expect full-year Group OPAT to grow 3.9% YoY (CMBI est), laying the ground for progressive dividend growth. Interim dividend was HK\$ 0.93 per share, flat to that of 1H23. Maintain BUY, with TP unchanged at HK\$52.0 implying 0.6x FY24E P/EV.

- Expect NBV to navigate L&H OPAT growth. Ping An L&H achieved +11% YoY rise in NBV to RMB22.3bn in 1H24, implying a stable 2Q24 figure at RMB9.43bn. We see this result as a mix of: 1) margin expansion with total NBV margin +6.5pct to 24.2% in 1H24; 2) highly productive agent force as NBV per agent/month +36% YoY to RMB 9,785 with marginally lifted agent scale to 340k (vs 1Q24: 333k); and 3) restated 1H23 EV-related figures based on end-2023 long-run investment return (4.5%) and risk discount rate (9.5%) assumptions. L&H OPAT to S/H grew 0.7% YoY to RMB 54.7bn, enhanced by better operating variances (+10.2%) and investment service results (+12.1%) on a like-for-like basis in 1H24. CSM release dropped 5.5% YoY to RMB36.5bn, primarily dragged by the new business CSM -12.6% YoY to RMB23.7bn. Looking ahead, we expect the deviation of NBV and new business CSM to be short-term, as higher new biz growth shall accumulate distributable future earnings to benefit in CSM release. We forecast CSM release growth to turn positive in 1H25, and full-year L&H OPAT +1.9% YoY (*CMBI est*).
- P&C CoR declined due to scale-back of guarantee insurance. P&C CoR was 97.8% in 1H24, -0.2pct YoY with expense ratio down to 27.2% (-0.2pct) and claim ratio remained intact at 70.6%. Auto CoR was 98.1%, +1pct YoY given increasing claims from recovering travels and more frequent natural catastrophes in 1H24. The insurer scaled back on high-loss guarantee business with insurance revenue of the line -44% YoY to RMB8.05bn and CoR contracted to 106.8% (-10.9 pct YoY). Non-auto CoR, excl. guarantee was up by 2.1pct to 95.5%, dragged by commercial property, health and agriculture. We see better-than-expected underwriting profit to RMB3.5bn, +15.3% YoY, thanks to increase in insurance revenue. We expect FY24E CoR to fall to 97.7% to reflect positive structural chg.
- Valuation. The stock is trading at 0.42x FY24E P/EV and 0.61x FY24 P/BV, with 7.6% dividend yield and avg. 12.3% three-year ROE (*CMBI est*). We look positive on the Group's OPAT turnaround, given strengthened three core businesses and a low base in 2H23, esp. for AMC and Tech segments. Reiterate BUY, with TP unchanged at HK\$52.0, implying 0.6x FY24 P/EV.

Earnings Summary

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(YE 31 Dec)	FY22A	FY23A	FY24E	FY25E	FY26E
Net profit (RMB mn)	134,817	109,274	135,592	141,302	151,952
EPS (RMB)	8.78	4.84	6.53	7.05	7.66
Consensus EPS (RMB)	n.a	n.a	6.52	7.17	7.87
P/B (x)	0.7	0.7	0.6	0.6	0.5
P/Embedded value (x)	0.4	0.4	0.4	0.4	0.4
Dividend yield (%)	7.3	7.5	8.0	8.6	9.5
ROE (%)	18.2	9.7	12.2	12.3	12.3

Source: Company data, Bloomberg, CMBIGM estimates

BUY (Maintain)

Target Price HK\$52.00 Up/Downside 43.6% Current Price HK\$36.20

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Stock Data

Mkt Cap (HK\$ mn)	655,488.1
Avg 3 mths t/o (HK\$ mn)	1,352.5
52w High/Low (HK\$)	50.10/29.80
Total Issued Shares (mn)	18107.4
0 5 10 1	•

Source: FactSet

Shareholding Structure

Charoen Pokphand Group	13.0%
Company Ltd	
UBS Group AG	8.7%
Source: HKEx	

Share Performance

	Absolute	Relative
1-mth	8.4%	3.6%
3-mth	-13.9%	-8.9%
6-mth	-1.1%	-7.6%

Source: FactSet

12-mth Price Performance



Source: FactSet

Auditor: Ernst & Young

Related reports:

- 1. Ping An (2318 HK) Expect \$3.5bn CB dilutive effect to be short-term, Jul. 17, 2024 (link)
- 2. Ping An (2318 HK) 1Q24 NBV beat; Life OPAT y/y turned positive, Apr.15, 2024 (link)
- 3. Ping An (2318 HK) Resilient DPS despite OPAT decline; EV assumptions change cut VNB more than expected, Mar 27, 2024 (link)
- 4. Ping An (2318 HK) 1H23 NBV beat consensus; interim dividend up 1.1% YoY reinforcing a long-run growth story, Sep 4, 2023 (link)



Ping An: 1H24/2Q24 Key metrics overview

(RMB mn, %)	1H24	1H23	Y/Y %	2Q24	2Q23	Y/Y %
Profitability & NAV under IFRS 9 & 17:						
Insurance revenue:	274,608	269,305	2.0%	137,756	136,199	1.1%
Life & Health	112,856	113,611	-0.7%	56,631	56,784	-0.3%
Non-PAA	98,854	99,029	-0.2%			
PAA	14,002	14,582	-4.0%			
P&C	161,910	155,899	3.9%	81,283	79,620	2.1%
Auto	108,390	102,275	6.0%			
Non-auto, excl A&H	41,399	42,723	-3.1%			
Accident & Health	12,121	10,901	11.2%			
Insurance service expenses:	(218,832)	(213,910)	2.3%	(108,836)	(107,955)	0.8%
Life & Health	(65,289)	(65,491)	-0.3%			
Non-PAA	(53,585)	(53,128)	0.9%			
PAA	(11,704)	(12,363)	-5.3%			
P&C	(153,557)	(148,330)	3.5%			
OPAT attribute to shareholders:	78,482	78,950	-0.6%	39,774	39,030	1.9%
Life & Health insurance, restated	54,657	54,288	0.7%	27,369	27,592	-0.8%
P&C insurance	9,909	9,242	7.2%	6,035	4,719	27.9%
Bank	14,999	14,714	1.9%	6,345	6,252	1.5%
AMC	1,296	1,412	-8.2%	386	107	260.7%
Technology	291	1,735	-83.2%	493	1,042	-52.7%
Others	(2,670)	(2,441)	9.4%	(854)	(682)	25.2%
NPAT attribute to shareholders:	74,619	69,841	6.8%	37,910	31,489	20.4%
Life & Health insurance	50,612	12.2%	12.2%	25,466	20,150	26.4%
P&C insurance	9,909	7.2%	7.2%	6,035	4,719	27.9%
Bank	14,999	1.9%	1.9%	6,345	6,252	1.5%
AMC	1,296	-8.2%	n.a	386	107	260.7%
Technology	473	-73.6%	-73.6%	532	943	-43.6%
Others	(2,670)	9.4%	9.4%	(854)	(682)	25.2%
	1H24	2023	Y/Y %			
Net asset value attribute to shareholders:	931,208	899,011	3.6%			
Operating ROE by segment:	16.4	17.6	-1.2 pct			
Life & Health insurance	29.4	33.6	-6.2 pct			
P&C insurance	15.2	15.2	0.0 pct			
Bank	11.9	12.7	-0.8 pct			
AMC	2.8	2.4	0.4 pct			
Technology	0.6	3.6	-3.0 pct			



Ping An Life & Health	1H24	1H23	YoY%	2Q24	2Q23	YoY %
VNB	22,320	20,112	11.0%	9,430	9,433	0.0%
Agency, restated	18,106	16,340	10.8%			
Bancassurance, restated	2,641	2,251	17.2%			
Group and others, restated	111	203	-45.5%			
VNB margin	24.2	17.7	6.5 pct	26.5	19.5	7.0 pct
Agency, restated	33.0	22.5	10.5 pct			·
Bancassurance, restated	22.5	15.7	6.8 pct			
Tele, internet and others, restate	15.6	15.7	-0.1 pct			
Group, restated	0.7	1.1	-0.4 pct			
EV composition:	1H24	2023	YoY %			
Life & Health EV, restated	916,230	830,974	10.3%			
L&H ANW	460,634	384,510	19.8%			
L&H VIF after CoC	455,596	446,465	2.0%			
L&H Profitability Analysis						
Contract service margin (CSM)	774,399	817,494				
New business CSM (NB CSM)	23,737	27,157				
New business CSM margin (%)	10.3%	10.6%	•			
CSM release Idl	810,929	856,159				
CSM release [1] CSM release rate (%)	36,529 9.0%	38,665 9.0%				
Change in risk adjustment for non-financial risk [2]	3,438	3,025	•			
RA release (%)	4.4%	4.3%				
Operating variances and others [3]	7,079	6,425	•			
Investment service result, restated [4]	15,085	13,460				
Ping An L&H operating profit after tax (L&H OPAT)	56,302	55,564		_		
Ping An L&H net profit after tax (L&H NPAT)	52,225	46,335	12.7%	5		
L&H Insurance service results	47,047	48,115	-2.2%	4		
L&H Investment service results	15,085	13,460				
	10,000	10,100	,			
CROSS-II Solvency ratios (%):	2Q24	1Q24	QoQ %	1Q24	4Q23	QoQ %
Ping An Life core solvency ratio (%)	123.6	118.8	4.8 pct	118.8	105.0	13.8 pct
Ping An Life comprehensive solvency ratio (%)	208.8	206.0	2.8 pct	206.0	194.7	11.3 pct
Premiums income breakdown:	1H24	1H23	YoY %			
First-year premiums (FYP)	92,218	113,901	-19.0%			
First-year regular premiums (FYRP)	65,574	71,237	-7.9%			
First-year single premiums (FYSP)	64,569	67,627	-4.5%			
as a % of Total FYP	71.1%	62.5%	8.6 pct			
Gross written premiums (GWP)	387,766	379,918	2.1%			



					AV	Visibly Owned Subsidiary Of
Premium income by distribution:	1H24	1H23	YoY %			
Agency FYP (incl. ST insurance)	54,821	72,639	-24.5%			
Agency RP	56,993	59,180	-3.7%			
as a % of FYP	104.0%	81.5%	22.5 pct			
Bancassurance FYP (incl. ST insurance)	11,746	14,342	-18.1%			
Bancassurance RP	6,817	9,743	-30.0%			
as a % of FYP	58.0%	67.9%	-9.9 pct			
Tele, internet and others (incl. ST insurance)	9,353	8,395	11.4%			
Tele, community grid and others RP	1,764	2,314	-23.8%			
as a % of FYP	18.9%	27.6%	-8.7 pct			
Group & Others FYP	16,298	18,526	-12.0%			
Group & Others RP	1,764	2,314	-23.8%			
as a % of FYP	10.8%	12.5%	-1.7 pct			
Agency APE	60,752	63,369	-4.1%			
Bancassurance APE	7,445	10,311	-27.8%			
Group & others APE (incl. tele & community grid)	3,834	4,320	-11.2%			
Premium income by product:	1H24	1H23	YoY %			
Participating	35,420	33,601	5.4%			
Universal	72,531	80,701	-10.1%			
Traditional life	125,009	96,633	29.4%			
Long-term health	57,161	58,595	-2.4%			
Accident & short-term health	23,598	23,965	-1.5%			
Annuity	73,897	86,252	-14.3%			
Investment-linked	150	171	-12.3%			
Premium income by product mix (%):						
Traditional life as a % of total GWP	32.2%	25.4%	6.8 pct			
Long-term health as a % of total GWP	14.7%	15.4%	-0.7 pct			
Accident & ST health as a % of total GWP	6.1%	6.3%	-0.2 pct			
Protection-related as a % of total GWP	53.1%	47.2%	5.9 pct			
Other operating metrics:	1H24	1H23	YoY %	2Q24	1Q24	YoY %
1) Agent productivity:						
Number of life insurance agents(mn)	0.34	0.37	-9.1%	0.34	0.33	2.1%
Monthly avg. no. of agents (mn)	0.31	0.38	-18.7%			
Activity rate (%)	55.9	54.1	3.3%			
Agent productivity (VNB per agent)	58,708	43,168	36.0%			
2) Life policy persistency ratio (%):						
13-month persistency	96.6	93.8	2.8 pct			
25-month persistency	90.9	87.6	3.3 pct			



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Ping An P&C	1H24	1H23	YoY %	2Q24	2Q23	YoY %
Underwriting combined ratio (CoR, %):	97.8	98.0	-0.2 pct			
Loss ratio (%)	70.6	70.6	0.0 pct			
Expense ratio (%)	27.2	27.4	-0.2 pct			
P&C underwriting profits (RMB mn)	3,532	3,053	15.7%			
CoR by product (%):	1H24	1H23	YoY %			
Auto	98.1	97.1	1.0 pct			
Guarantee	106.8	117.7	-10.9 pct			
Liability	98.0	99.5	-1.5 pct			
Commercial property	94.7	89.0	5.7 pct			
Health	95.9	92.3	3.6 pct			
P&C premium income by product (RMB mn):	1H24	1H23	YoY %			
Auto	104,824	101,348	3.4%			
Non-auto, excl. A&H	39,717	40,640	-2.3%			
Guarantee	(1,814)	2,188	-182.9%			
Liability	14,179	14,219	-0.3%			
Commercial property	6,202	5,765	7.6%			
Agriculture	7,349	5,528	32.9%			
Others, excl agriculture	13,801	12,940	6.7%			
A&H	23,598	23,965	-1.5%			
Accident	5,766	5,116	12.7%			
Health	10,090	7,032	43.5%			
Total PC GWP	160,397	154,136	4.1%			
CROSS-II Solvency ratios (%):	2Q24	1Q24	QoQ %	1Q24	4Q23	QoQ %
Ping An P&C core solvency ratio (%)	181.9	173.8	8.1 pct	173.8	169.4	4.4 pct
Ping An P&C comprehensive solvency ratio (%)	205.0	199.1	5.9 pct	199.1	207.8	-8.7 pct

Source: Company data, CMBIGM

Ping An Bank	1H24	1H23	YoY %	1H24	2023	YoY %
Net interest margin (NIM)	1.96	2.55	-0.59 pct	1.96	2.38	-0.42 pct
Cost-to-Income ratio	27.37	26.45	0.92 pct	27.37	27.90	-0.53 pct
Non-performing loan ratio (NPL ratio %)	1.06	1.03	0.03 pct	1.06	1.06	0.00 pct
Provision coverage ratio %	264.26	291.51	-27.25 pct	264.26	277.63	-13.37 pct
Capital adequacy ratio:						
Core T1 capital %	9.33	8.95	0.38 pct	9.33	9.22	0.11 pct
T1 capital %	10.97	10.68	0.29 pct	10.97	10.90	0.07 pct
Capital adequacy ratio %	12.76	13.27	-0.51 pct	12.76	13.43	-0.67 pct



Investment yields (%), annualized:	Investment performance	1H24	2023	YoY %	2Q24	2Q23	YoY %
Group total investment yield (%) 4.2 4.1 0.1 pct L&H net investment yield (%) 4.2 4.1 0.1 pct L&H net investment yield (%) 3.4 3.5 -0.1 pct L&H total investment yield (%) 3.6 3.4 0.2 pct L&H comprehensive investment yield (%) 4.3 4.1 0.2 pct P&C net investment yield (%) 3.0 3.6 -0.6 pct P&C total investment yield (%) 3.3 3.4 -0.1 pct P** P** P** P** P** P** P** P	Investment yields (%), annualized:						
L&H net investment yield (%) 3.4 3.5 -0.1 pct	Group net investment yield (%)	3.3	3.5	-0.2 pct			
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P&C net investment yield (%) 3.0 3.6 -0.6 pct P&C total investment yield (%) 3.3 3.4 -0.1 pct P&C comprehensive investment yield (%) 3.4 3.5 -0.1 pct P/L investment investment yield (%) Net investment items: 1H24 1H23 YoY % Net investment income (RMB mn) 88,273 85,217 3.6% Total investment income (RMB mn) 97,983 79,639 23.0% Comprehensive investment income (RMB mn) 126,724 109,086 16.2% B/S investment items: Total investment assets (RMB mn) 5,203,251 4,722,228 10.2% Off-balance sheet debt (NSA debt) 384,347 416,810 -7.8% Off-balance sheet equity (NSA equity) 58,612 68,399 -14.3% Real estate investments 207,425 203,987 1.7% Mix by types (%): Cash & equivalents % 7.1% 6.9% 0.2 pct Bond % 60.7% 58.1% 2.6 pct	L&H total investment yield (%)	3.6	3.4	0.2 pct			
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P/L investment items: 1H24 1H23 YoY % Net investment income (RMB mn) 88,273 85,217 3.6% Total investment income (RMB mn) 97,983 79,639 23.0% Comprehensive investment income (RMB mn) 126,724 109,086 16.2% B/S investment items: 1H24 2023 YoY % Total investment assets (RMB mn) 5,203,251 4,722,228 10.2% Off-balance sheet debt (NSA debt) 384,347 416,810 -7.8% Off-balance sheet equity (NSA equity) 58,612 68,399 -14.3% Real estate investments 207,425 203,987 1.7% Mix by types (%): 207,425 203,987 1.7% Cash & equivalents % 7.1% 6.9% 0.2 pct Bond % 60.7% 58.1% 2.6 pct	• • • •			·			
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Total investment income (RMB mn) 97,983 79,639 23.0% Comprehensive investment income (RMB mn) 126,724 109,086 16.2% B/S investment items: 1H24 2023 YoY % Total investment assets (RMB mn) 5,203,251 4,722,228 10.2% Off-balance sheet debt (NSA debt) 384,347 416,810 -7.8% Off-balance sheet equity (NSA equity) 58,612 68,399 -14.3% Real estate investments 207,425 203,987 1.7% Mix by types (%): Cash & equivalents % 7.1% 6.9% 0.2 pct Bond % 60.7% 58.1% 2.6 pct	P/L investment items:	1H24	1H23	YoY %			
Comprehensive investment income (RMB mn) 126,724 109,086 16.2% B/S investment items: 1H24 2023 YoY % Total investment assets (RMB mn) 5,203,251 4,722,228 10.2% Off-balance sheet debt (NSA debt) 384,347 416,810 -7.8% Off-balance sheet equity (NSA equity) 58,612 68,399 -14.3% Real estate investments 207,425 203,987 1.7% Mix by types (%): 7.1% 6.9% 0.2 pct Bond % 60.7% 58.1% 2.6 pct	Net investment income (RMB mn)	88,273	85,217	3.6%			
B/S investment items: 1H24 2023 YoY % Total investment assets (RMB mn) 5,203,251 4,722,228 10.2% Off-balance sheet debt (NSA debt) 384,347 416,810 -7.8% Off-balance sheet equity (NSA equity) 58,612 68,399 -14.3% Real estate investments 207,425 203,987 1.7% Mix by types (%): Cash & equivalents % 7.1% 6.9% 0.2 pct Bond % 60.7% 58.1% 2.6 pct	Total investment income (RMB mn)	97,983	79,639	23.0%			
Total investment assets (RMB mn) 5,203,251 4,722,228 10.2% Off-balance sheet debt (NSA debt) 384,347 416,810 -7.8% Off-balance sheet equity (NSA equity) 58,612 68,399 -14.3% Real estate investments 207,425 203,987 1.7% Mix by types (%): 7.1% 6.9% 0.2 pct Bond % 60.7% 58.1% 2.6 pct	Comprehensive investment income (RMB mn)	126,724	109,086	16.2%			
Total investment assets (RMB mn) 5,203,251 4,722,228 10.2% Off-balance sheet debt (NSA debt) 384,347 416,810 -7.8% Off-balance sheet equity (NSA equity) 58,612 68,399 -14.3% Real estate investments 207,425 203,987 1.7% Mix by types (%): 7.1% 6.9% 0.2 pct Bond % 60.7% 58.1% 2.6 pct							
Off-balance sheet debt (NSA debt) 384,347 416,810 -7.8% Off-balance sheet equity (NSA equity) 58,612 68,399 -14.3% Real estate investments 207,425 203,987 1.7% Mix by types (%): 7.1% 6.9% 0.2 pct Bond % 60.7% 58.1% 2.6 pct	B/S investment items:	1H24	2023	YoY %			
Off-balance sheet equity (NSA equity) 58,612 68,399 -14.3% Real estate investments 207,425 203,987 1.7% Mix by types (%):	Total investment assets (RMB mn)	5,203,251	4,722,228	10.2%			
Real estate investments 207,425 203,987 1.7% Mix by types (%): 0.2 pct Bond % 60.7% 58.1% 2.6 pct	Off-balance sheet debt (NSA debt)	384,347	416,810	-7.8%			
Mix by types (%): Cash & equivalents % 7.1% 6.9% 0.2 pct Bond % 60.7% 58.1% 2.6 pct	Off-balance sheet equity (NSA equity)	58,612	68,399	-14.3%			
Cash & equivalents % 7.1% 6.9% 0.2 pct Bond % 60.7% 58.1% 2.6 pct	Real estate investments	207,425	203,987	1.7%			
Cash & equivalents % 7.1% 6.9% 0.2 pct Bond % 60.7% 58.1% 2.6 pct							
Bond % 60.7% 58.1% 2.6 pct	Mix by types (%):						
,	Cash & equivalents %	7.1%	6.9%	0.2 pct			
NSA debt investments % 7.4% 8.8% -1.4 pct	Bond %			•			
	NSA debt investments %	7.4%	8.8%	-1.4 pct			
NSA equity investments % 1.1% 1.4% -0.3 pct	NSA equity investments %	1.1%	1.4%	-0.3 pct			
Real estate investments % 4.0% 4.3% -0.3 pct	Real estate investments %	4.0%	4.3%	-0.3 pct			
Mix by financial assets by measurement (%):	Mix by financial assets by measurement (%):						
AC 12.8% 13.3% -0.5 pct	AC	12.8%	13.3%	-0.5 pct			
FVOCI 55.8% 56.0% -0.2 pct	FVOCI	55.8%	56.0%	-0.2 pct			
FVTPL 24.8% 23.6% 1.2 pct	FVTPL	24.8%	23.6%	1.2 pct			
Others 6.6% 7.1% -0.5 pct	Others	6.6%	7.1%	-0.5 pct			



Financial Summary

INCOME STATEMENT	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec (RMB mn)						
Insurance revenue		525,981	536,440	547,877	587,790	650,350
Insurance service expenses		(422,221)	(440,178)	(450,358)	(486,383)	(544,121)
Net expenses from reinsurance contracts held		(4,314)	(3,731)	(3,330)	(3,757)	(4,365)
Insurance service results		99,368	92,301	93,686	97,083	101,215
Net finance (expenses)/income from insurance contracts		(99,933)	(123,959)	(120,547)	(120,603)	(122,186)
Net finance (expenses)/income from reinsurance contracts		564	542	477	0	0
Interest income		115,933	118,503	120,521	136,247	151,930
Net investment income		(2,311)	33,324	58,864	63,871	71,175
Other gains/(losses) from changes in fair value		(17,752)	(16,238)	(10,344)	(11,284)	(13,110)
Net investment results		(3,499)	12,172	48,970	68,231	87,809
Net interest income from banking operations		131,096	118,947	99,937	99,896	99,723
Net interest income/(expenses) from non-banking operations		(22,698)	(24,346)	(21,463)	(20,558)	(22,188)
Loan loss provisions		(64,168)	(62,833)	(61,376)	(65,122)	(65,359)
Other fee and commission income/(expenses)		(9,928)	(8,773)	(7,162)	(7,154)	(7,173)
Other income		60,652	68,804	62,758	73,104	85,422
Other expenses		(107,779)	(123,515)	(125,351)	(137,843)	(151,631)
Foreign exchange gains/losses		3,144	120	(1,066)	(1,116)	(1,116)
Other results		36,301	14,210	(13,963)	(24,696)	(32,746)
Profit before tax		142,335	120,117	126,817	139,246	155,314
Income taxes		(7,518)	(10,843)	8,775	2,056	(3,362)
Net profit		134,817	109,274	135,592	141,302	151,952
Net profit attributable to shareholders		111,008	85,665	115,350	124,552	135,487

BALANCE SHEET	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec (RMB mn)						
ASSETS						
Cash and amount due from banks and other financial institutions		774,841	804,077	835,505	879,798	934,920
Balances with central bank and statutory deposits		295,559	285,879	352,943	435,739	537,959
Intangible assets		99,411	99,078	96,245	93,492	90,818
Investments in associates and joint ventures		280,793	258,877	252,124	257,192	262,362
Property		53,657	50,401	49,576	48,765	47,967
Investment property		114,763	121,406	124,957	133,806	144,564
Reinsurance contract assets		20,615	22,215	24,958	27,333	30,001
Loans and advances to customers		3,242,258	3,320,110	3,547,533	3,809,401	4,073,381
Fixed maturity investments		4,729,856	4,976,779	5,529,375	5,937,422	6,432,584
Equity investments		1,073,763	1,130,853	1,147,029	1,228,260	1,327,012
Derivative financial assets		29,278	44,978	52,331	54,445	56,645
Deferred tax assets		89,321	101,337	97,316	93,454	89,746
Other assets		205,825	367,427	621,308	578,316	391,664
Total assets		11,009,940	11,583,417	12,731,201	13,577,423	14,419,623
LIABILITIES						
Due to banks and other financial institutes		923,088	963,718	1,139,718	1,199,145	1,259,103
Customer deposits and payables to brokerage customers		3,431,999	3,534,539	3,745,312	3,970,031	4,130,420
Insurance contract liabilities		3,671,177	4,159,801	4,832,207	5,291,961	5,808,621
Obligations under repurchase agreements		271,737	241,803	268,871	298,969	332,436
Derivative financial instruments		39,738	44,531	44,996	45,900	46,822
Deferred tax liabilities		14,217	14,148	14,361	14,577	14,796
Current tax liabilities		16,076	7,117	4,482	2,823	1,778
Other liabilities		1,455,807	1,388,743	1,369,238	1,350,007	1,331,046
Total liabilities		9,823,944	10,354,453	11,419,185	12,173,413	12,925,022
EQUITIES						
Share capital		18,280	18,210	18,107	18,107	18,107
Reserves		268,724	263,752	267,745	275,338	274,609
Retained profits		593,183	622,050	693,589	770,194	853,537
Total shareholders' equity		869,191	899,011	974,441	1,058,638	1,141,252
Non-controlling interests		316,805	329,953	337,575	345,372	353,350
Total equity		1,185,996	1,228,964	1,312,015	1,404,010	1,494,602
Total liabilities & equity		11,009,940	11,583,417	12,731,201	13,577,423	14,419,623



PER SHARE DATA	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec						
DPS	2.36	2.40	2.48	2.64	2.85	3.13
EPS (Reported)	5.77	8.78	4.84	6.53	7.05	7.66
Consensus EPS	n.a	n.a	n.a	6.52	7.17	7.87
Group embedded value/share (HK\$)	76.34	77.89	76.34	79.34	82.35	85.68
VNB/share (HK\$)	2.07	1.58	1.71	1.92	2.16	2.44
No. of shares basic	18,280	18,280	18,210	18,107	18,107	18,107
PROFITABILITY	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec						
Return on equity (ROE)		18.2%	9.7%	12.2%	12.3%	12.3%
Return on life embedded Value		1.8%	(2.0%)	2.9%	2.5%	2.6%
VNB margin (FYP APE basis)		20.7%	15.5%	18.1%	19.7%	20.7%
Combined ratio		100.3%	100.7%	97.7%	97.1%	96.6%
VALUATION	2021A	2022A	2023A	2024E	2025E	2026E
YE 31 Dec						
P/Embedded value (x)	0.4	0.4	0.4	0.4	0.4	0.4
P/B	0.7	0.7	0.7	0.6	0.6	0.5
Dividend yield (%)	7.1	7.3	7.5	8.0	8.6	9.5
Dividend payout (%), based on OPAT	29.2	29.8	37.3	37.7	38.5	39.2

Source: Company data, CMBIGM estimates. Note: The calculation of net cash includes financial assets. | Note: stock data by market close on Aug 26, 2024.



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