



## Regulatory Environment

**The *Outline of the 13th Five-Year Development Plan for Chinese Insurance Industry* promulgated provides an action plan for the insurance industry development setting out the goals and key work items for stable industry growth**

- In August 2016, CIRC issued the *Outline of the 13th Five-Year Development Plan for Chinese Insurance Industry* (the “Outline”). The Outline follows the guiding principles prescribed in the State Council's *Guidelines on Accelerating Development of the Modern Insurance Service Industry*, including vigorously developing the modern insurance service industry, promoting the industry transformation and upgrading and shifting China from a big insurance market to a strong one. The Outline systematically elaborates on the development goals and measures of China's insurance industry in every respect during the 13th Five-Year Plan period, including: accelerating development of the modern insurance service industry; deepening reforms and enhancing the driving force for sustainable development of the industry; improving the ability to serve eco-social development in a pioneering and innovative spirit; building an insurance-based safety net for the people's wellbeing; unleashing the role of insurance funds in supporting economic growth with upgrades and efficiency enhancements; opening wider to enhance the international competitiveness of the insurance industry; strengthening supervision to forestall risks; fortifying the foundation and continuously improving the environment of the insurance industry development; Talent-oriented, building high-quality talent team; and maintaining scientific coordination to smoothen implementation of the Outline. In addition, the Outline reiterates the growth requirements for the insurance industry in the next few years: By 2020, the national insurance premium revenue will reach about RMB4.5 trillion, the insurance depth (premium revenue/GDP) will reach 5%, the insurance density (premium revenue/total population) will reach RMB3,500/person and the total assets of the insurance industry will reach about RMB25 trillion. In the field of P&C insurance, the Outline requires efforts to improve the modern insurance market system, speed up the reinsurance market development and pursue steady development of the insurance intermediary market. The Outline also calls for full-scale reform of the clauses and premium rate management of commercial auto insurance, establishment of a pricing mechanism based on the industry's pure risk premium, insurers' discretionary surcharge rates and some rate adjustment factors as well as reform of the compulsory traffic accident liability insurances system. The development emerging insurance businesses will be accelerated, including science and technology insurance, microloan guarantee insurance, liability insurance, cultural industry insurance and logistics insurance. A multi-risk catastrophe insurance system covering such disasters as floods and typhoons will be researched and established. Work will be done to support economic transformation and upgrading, serve social governance innovation and introduce innovative ways of supporting agriculture and benefiting farmers.
- In general, the Outline as the action plan for China's insurance industry clearly sets out the goals and priorities for insurance industry development during the 13th Five-Year Plan period based on a comprehensive analysis of the internal and external environments, development status and opportunities and challenges for China's insurance industry. In addition, as P&C insurance achievements in auto insurance, liability insurance, credit insurance and agricultural insurance are closely related to national economic transformation, infrastructure development, opening to the outside world, issues concerning agriculture, rural areas and farmers, urbanization and other hot areas of development, the industry is embracing new room of development while still facing such practical issues as specific ways of implementation.

**The commercial auto insurance pricing reform is fully under way and the self-registration of P&C insurance products in lieu of regulatory filing has been formally implemented. In addition, the *Guidelines for Determination Product Rates* issued officially has improved the P&C insurance pricing supervision mechanism. The market-based reform of industry rates with the product pricing risk supervised has positive significance for the sustained and healthy development of the P&C insurance industry.**

- 18 regions (including Beijing and Hebei) designated as the third batch of pilot areas for commercial auto insurance pricing reform officially completed switchover to the new system in June 2016. At this point, the commercial auto insurance pricing reform had been fully implemented in 36 provinces or equivalent administrative areas nationwide,

including the first batch of 6 pilot areas in designated June 2015 and the second batch of 12 pilot areas in January 2016. This auto insurance reform upholds a three-pronged guiding principle: market orientation, consumer protection and active and steady progressing, aiming to shape a system of commercial auto insurance terms and conditions that consists of standard clauses primarily and innovative supplementary clauses secondarily. With the new system implemented, the transition of auto insurance pricing factor from “vehicle” to “person” will bring the choice of insurance risk closer to historical experience data and further rationalize and differentiate auto insurance pricing. In the future, P&C insurers will pay more attention to customer-centric product development. Improved customer breakdown and claim settlement services will become a sharp edge in competition.

**With the *Guidelines for the Development of Insurance Products by P&C Insurance Companies* issued, gimmick insurance products and investment-oriented P&C insurance products are expected to shrink, while insurance protection and risk management as original functions of the P&C insurance industry remain areas to be further explored.**

- The insurance industry has seen a continuous rise in product innovation in recent years. Personalized and customized multi-layered insurance products have been developed to enrich the supply of insurance products and better meet the insurance needs of customers. The rapid development of the insurance market is accompanied by increasing diversification of P&C insurance product developers and the rise of some new issues and problems in product development and management. First, some insurers show the problem of emphasizing quantity over quality and emphasizing development over management. Second, a few products manifest the tendency of hype and gimmick against the interests of insurance consumers. Third, a few insurers show unsound product systems and mechanisms, coarse management granularity, and inadequate product control. To address these problems, CIRC issued the *Guidelines for the Development of Insurance Products by P&C Insurance Companies* (the “Guidelines”) with aim of protecting insurance consumers, improving the product management system and regulating insurance product development and improving the quality of insurance product supply. The Guidelines sets out basic requirements for product development, naming rules, insurance clause requirements, premium rate requirements, the organizational framework of product development and product development procedures. In particular, the Guidelines specify the eight types of insurance products that insurance companies are not allowed to develop, including the following circumstances: The insured does not have legislatively recognized interests in the subject matter insured, such as insurance products that cover gambling risks; the product covers any accident that will not result in the insured's actual loss; The risks covered are certain, e.g. the risk loss will not actually occur or is certain in the insurance clauses; the product covers speculative risks that imply both the possibility of loss and the chance of profit; the product comes simply as a marketing gimmick rather than a realistic solution. the product is launched solely for the purpose of lowering or raising prices (fees); “zero premium”, “premium refund for no accidents” or products returning other benefits to customers; and other insurance products that violate laws, regulations, insurance principles and public order and good customs. Earlier CIRC issued the Urgent Notice of CIRC on Regulating the Development and Marketing of Insurance Products of P&C Insurance Companies in June 2014, requiring the insured to have legally recognized interests in insured assets when a covered incident occurs, and prohibiting the development of any insurance products of a gambling or gaming nature. It also issued a risk alert “sticker insurance” and “limit-down insurance and stopped such exotic covers as “lottery insurance” and “smog insurance”.
- In addition, after CIRC approved six P&C insurers to sell investment-oriented P&C insurance products from the second half of 2015 to early 2016, no approval has been granted for piloting of relevant products. Probably such products will be withdrawn from sale due to discontinued supply in 2017. As a form of hybrid insurance with both investment and protection features, investment-oriented P&C insurance is usually attached to household P&C insurance and traffic accident insurance with a low risk probability and weak protection feature. It usually has a term of less than one year. In 2000, Huatai Juan Investment-oriented Comprehensive Household Insurance was introduced as China’s first investment-oriented household P&C insurance product, followed by a chain of similar products launched by other P&C insurers with supports from the capital market. The investment-oriented P&C insurance business cooled down in late 2007 as A shares retreated from an all-time high. In addition, CIRC issued the *Notice on Strengthening the Management of Investment-oriented Insurance Business of P&C Insurance Companies* in 2008,

which for the first time required a strong link to solvency and sharply raised the threshold for P&C insurers to operate the investment-oriented P&C insurance business. Since the beginning of 2009, therefore, no P&C insurer has received approval for new investment-oriented products. Then the investment-oriented P&C insurance business entered a standstill period. With the investment channels for insurance funds further liberalized, the regulatory authorities approved eight insurers to carry out such businesses after 2010. Investment-oriented insurance products expanded rapidly again. Anbang P&C Insurance and Tia An P&C Insurance alone recorded a total of more than RMB300 billion in the insureds' savings and investment funds at the end of 2015 (the original premium revenue of the two companies with a risk protection nature totaled RMB18.3 billion over the same period, with the industry-wide original premium revenue standing at RMB842.3 billion). The investment-oriented P&C insurance business is highly concentrated and heavily dependent on the capital market. In the context of capital market turbulence and asset shortage, insurance companies see their investment income fall amidst a risk build-up in underwriting, surrender, investment and liquidity. Supervision will inevitably be tightened.

- On the whole, in the context of stricter supervision over universal insurance and the return to protection functions in the life insurance industry, the P&C insurance industry must also uphold the values that “insurance is to protect”. The gimmick and investment-oriented insurance that had been in full swing will be shrinking in such a stiffer supervisory environment. The protection and risk management functions are expected to be further tapped across the industry.

**P&C insurance industry participants have been increasingly diversified as the number of local P&C insurance corporates is on the rise and specialized P&C insurers (e.g. agricultural insurers, credit guarantee insurers and marine insurers), self-insurance companies, mutual insurance organizations and Internet insurance companies have been set up or approved. The market system still needs to be further improved.**

- Since the *New Ten Guidelines* was issued in 2014 requiring efforts to “speed up the improvement of the insurance market system and support the establishment of regional and specialized insurance companies”, the business models and organizational forms of P&C insurers have been diversified. There were 81 P&C insurers in China at the end of 2016, including 59 Chinese insurers and 22 foreign insurers. There were 13 reinsurance companies, of including 4 Chinese reinsurance corporations, namely, China Reinsurance, Taiping Reinsurance, PICC Reinsurance and Qianhai Reinsurance. The rest were branches of foreign reinsurance companies operating in China. In addition, there were more than 200 overseas insurance companies participating through offshoring in the Chinese reinsurance market. As shown by new establishments and approvals in the past two years, local P&C insurers still dominate the market. In the regulatory approval for their setup, Huahai P&C, Yanzhao P&C and Hengbang Property Insurance all are required to “start business within the province in two years after opening and thereafter may gradually set up branches outside the province in line with the company's management capability, business developments and talent pool”. As for type of company, newly established TK.CN, Anxin P&C Insurance and 1AN.COM are Internet insurance companies. Zhongyuan Agricultural Insurance is a specialized agricultural insurer. Sunshine Yurong Credit and Guarantee Insurance, Donghai Marine Insurance and Taiping Science and Technology Insurance are all specialized insurance companies. China Railway Captive Insurance and COSCO Shipping Captive Insurance are self-insurance companies. Public Mutual Insurance and Hero Mutual Property Insurance are mutual insurance organizations.
- According to the *Outline of the 13th Five-Year Plan for China's Insurance Industry Development* issued by CIRC in August 2016, China will improve the modern insurance market system, expand the piloting of specialized Internet insurance companies, vigorously develop new market players such as self-insurers and mutual insurers, improve the reinsurance market system, moderately increase reinsurance market players, develop regional reinsurance centers, establish a multi-level, multi-component and multi-form system of insurance intermediary services, foster leading intermediary agencies with specialized characteristics and international competitiveness, develop small/micro, community-based and outlet-based regional specialized agencies, encourage diversification of insurance marketing and explore an system of independent individual agents. CIRC issued the *Guidelines for Accelerating Market System Development in Poor Areas to Enhance the Protection Service Capacity of the Insurance Industry* in December 2016, pointing out that, where conditions permit, priority will be given to supporting the setup of P&C insurers and life insurance companies in central and western provinces, supporting the development of dual-headquarters insurers in

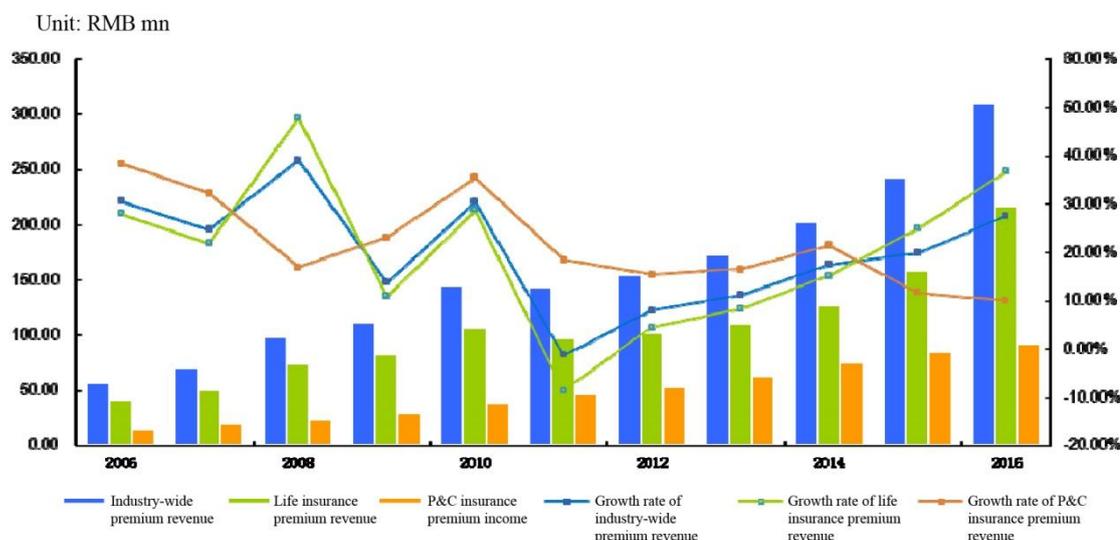
ethnic minority areas, supporting the establishment of specialized insurance companies serving people's wellbeing in poor areas, conducting mutual insurance pilot projects and supporting enterprises in poor areas to invest in insurance so as to effectively improve insurance supply in poor areas. The diversity of P&C insurance industry players will be further boosted in terms of geography, specialization and organizational form.

## Business Operations

**As the macro-economy lingering at the bottom and the market-oriented auto insurance reform have brought down premium adequacy, the P&C insurance industry is experiencing continued slowdown in premium growth, intensifying competition and lower concentration level**

- The domestic macro-economy lingered at the bottom in 2015-2016, with GDP growth dropping to 6.7% year by year. Some non-auto insurance businesses such as corporate P&C insurance, which are closely related to the economy, were relatively weak. Though the rally in auto sales provides a strong support for auto insurance development, the auto insurance premium adequacy has decreased after full-scale launch of the commercial auto insurance pricing reform, resulting in sluggish premium growth in the past two years. Premium revenue totaled RMB842,326 million in the P&C insurance industry in 2015, representing a growth rate of 11.65%, a sharp drop of 9.79 ppts from one year ago. In 2016, premium revenue in the P&C insurance industry totaled RMB926,617 million, up 10.01% year on year, further down 1.6 ppts, the weakest since 2004. On the other hand, the amount of risk protections provided by P&C insurers has risen sharply to RMB1,282.88 trillion in 2016, 17 times the total nominal GDP, up 36.22% year on year, showing continuous improvements in the protection level across the P&C insurance industry.

**Figure 1: Premium Growth Rate in the Property Insurance Industry**

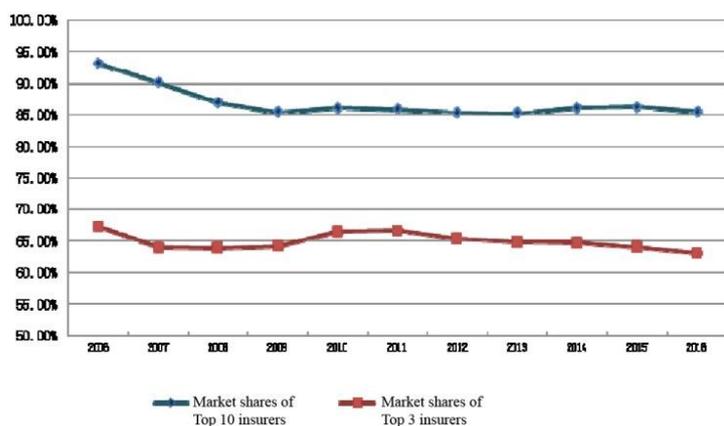


Source: CIRC website, compiled by CCXI

- As for market concentration, the entry of new market participants and the rising demand for insurance products have increasingly been intensifying competition in the domestic P&C insurance market. With regard to the top three P&C insurers, though PICC P&C grew faster than industry average in 2016 in reliance on its brand and channel advantages, Ping An Property Insurance and China Pacific Property Insurance saw their market shares falling due to the shrinking scale of credit insurance the business restructuring with a focus on profitability respectively. The combined market share of the top three P&C insurers dropped by 0.93 ppt to 63.07% from 2015. With regard to the top 10 P&C insurers, the “Big 10” ranking have been relatively stable in recent years, but half of them have grown at a slower-than-average pace. The concentration level has decreased. At the end of 2016, the concentration of the top 10 P&C insurers fell by 0.72 ppt to 85.52% from 2015.
- With the commercial auto insurance pricing reform fully implemented, the large insurers with an edge in operating

capacity, sales channels, risk identification and risk pricing are even better positioned than before. But some small and medium-sized insurers still have achieved rapid growth in premium revenue in spite of intensified market competition by investing more in marketing channels for a bigger market share. By contrast, foreign P&C insurers have a small market share due to policy restrictions and limited market resources. In 2016, the market share of foreign P&C insurers further dropped slightly by 0.03 ppt to 2.04% from 2015. The contraction was driven by the following factors: on the one hand, foreign P&C insurers were at a disadvantage in auto insurance business; on the other hand, foreign P&C insurers carried out auto insurance business prudently in a profitability-oriented manner, while their premium revenue from corporate P&C insurance, which took up a larger-than-average share in the business portfolio, continued to decline in an unfavorable business environment.

**Figure 2: Concentration Level in the P&C Insurance Industry**



**Table 1: Market Shares of Top Ten P&C Insurers**

Rank	Company	2015	2016
1	PICC	33.36%	33.50%
2	Ping An Property insurance	19.43%	19.20%
3	China Pacific Property Insurance	11.21%	10.37%
4	China Life P&C Insurance	5.98%	6.45%
5	China United Property Insurance	4.67%	4.16%
6	China Continent P&C Insurance	3.16%	3.45%
7	Sunshine P&C Insurance	3.06%	3.06%
8	China Taiping P&C Insurance	1.85%	1.96%
9	Sinosure	1.96%	1.87%
10	Tia An P&C Insurance	1.55%	1.50%
<b>Total</b>		<b>86.24%</b>	<b>85.52%</b>

Source: CIRC website, compiled by CCXI

Source: CIRC website, compiled by CCXI

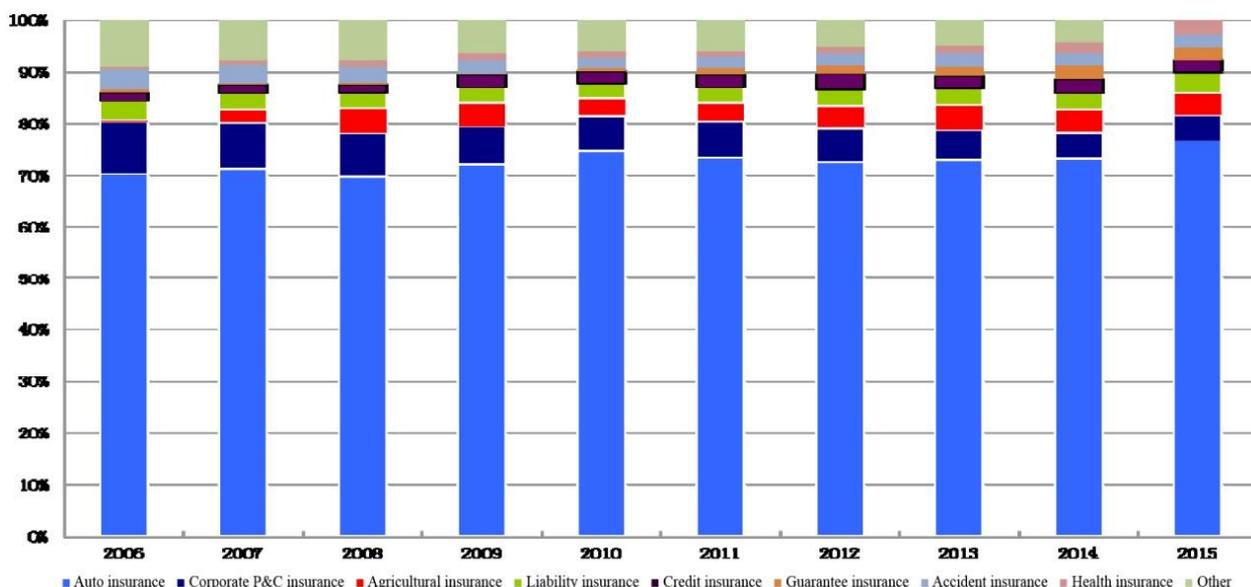
**By mix of insurance covers, the share of auto insurance premium remains above 70% and continues to rise. But the commercial auto insurance pricing reform further weights on the growth of auto insurance premium. Premium revenue from corporate P&C insurance and freight insurance show sluggish growth amidst macro-economic downturn. Credit risks have been surfacing in credit insurance and guarantee insurance. The premium revenue from liability insurance, agricultural insurance and health insurance have grown relatively fast on policy support**

- By industry-wide mix of insurance covers, auto insurance dominates the P&C insurance industry. In recent years, auto insurance has contributed more than 70% of the premium revenue from P&C insurance, with its share rising from 72.4% in 2012 to 73.6% in 2015. Of non-auto insurance, corporate P&C insurance, agricultural insurance and liability insurance have always taken up a large share. Due to the domestic macroeconomic downturn, however, the proportion of corporate P&C insurance, which bears a close tie to the economy, has continued to decline, from 6.5% in 2012 to 4.6% in 2015. With regard to agricultural insurance, the growth rate of agricultural insurance premium rebounded to 15.08% in 2015, with its share rising to 4.5%, thanks to the policy dividends and the government's increased support for agricultural insurance. The share of liability insurance increased to 3.5% in 2015, driven by the *New Ten Guidelines* and related policies, the government's push and the growth in sales of innovative products.
- Credit risks have been on the rise since 2015 due to macroeconomic downturn. For prudence considerations, the growth in credit insurance and guarantee insurance have slowed sharply to -3.47% and 1.12% respectively, with

their respective share falling by 0.4 ppt and 0.2 ppt to 2.3% and 2.4%. Accident insurance has maintained steady development in recent years. Thanks to stronger risk awareness of the public, the proportion of accident insurance rose slightly to 2.4% in 2015. In addition, health insurance grew rapidly in 2015, with the premium contribution rising by 0.4 ppt to 2.7% from 2014, driven by the policies launched on health insurance and serious illness insurance policies. In the future, auto insurance will remain under a growth pressure from competition intensification and price decline caused by depressed auto production and sales and the commercial auto insurance pricing reform. In addition, in the context of sustained economic downturn in China, corporate P&C insurance, freight insurance and ship insurance will remain in slow growth. On the other hand, however, with the *New Ten Guidelines* and the *13th Five-year Plan* and related supporting policies issued and implemented progressively, the number of policy-directed insurance covers will continue to increase, such as agricultural insurance, liability insurance and health insurance.

- For the foregoing reasons, we believe that the premium scale in the P&C insurance market will keep increasing and the product mix will be further restructured.

**Figure 3: Business Structure of P&C Insurance Industry**

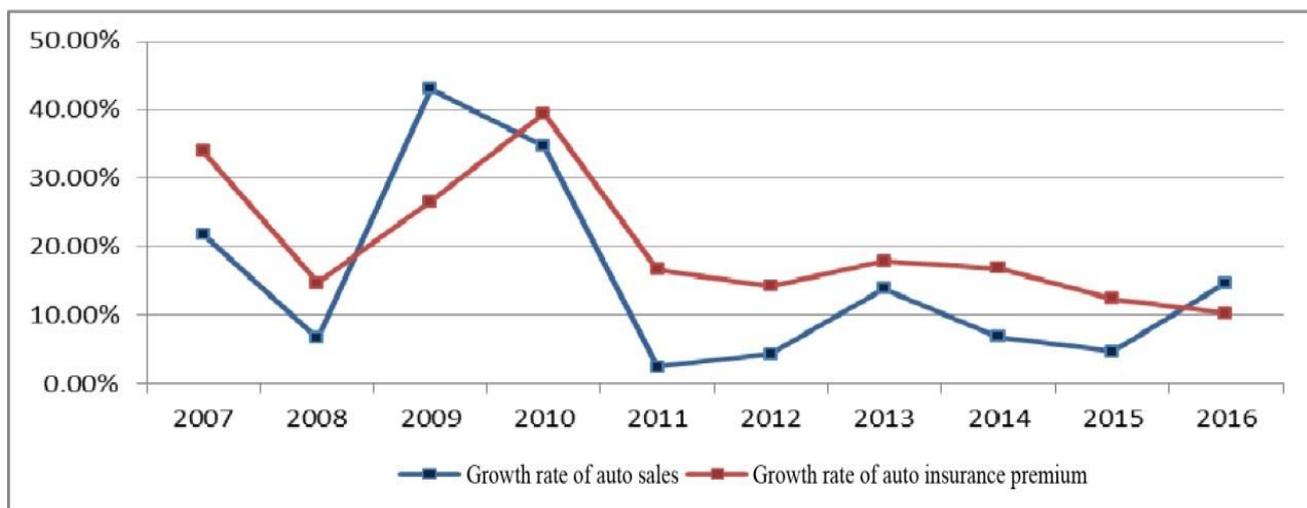


Source: NBS, compiled by CCXI

- In terms of auto insurance, auto insurance premium have a strong correlation with new car sales. In recent years, auto sales have continued to decline due to the domestic macroeconomic downturn, increase in cities curbing auto purchases, governmental vehicle reform and relatively saturated market. The growth rate of auto sales fell to a low of 4.71% in 2015. Annual premium revenue from auto insurance reached RMB619,890 million for the year, with its growth rate dropping from 16.84% in 2014 to 12.38%. In 2016, favorable policies such as auto purchase tax cuts and new energy vehicle subsidy verification triggered early release of auto consumer demand. The annual growth rate of auto sales rose to 13.95%, 9.24 pts faster than in the previous year, thus bracing for the auto insurance development. Since July 2016, however, the overall premium rate has dropped due to nationwide extension of the commercial auto insurance pricing reform, which has resulted in a higher proportion of low-risk customers. In addition, the discounts of up to 15% for the independent underwriting coefficient and the independent channel coefficient have further reduced the premium adequacy. As a result, in 2016, the premium revenue from auto insurance stood at RMB683,455 million, up 10.25% year on year, 2.13 pts slower than one year ago. In addition, in the course of the commercial auto insurance pricing reform, the risk-linked pricing mechanism has gradually played a leading role in controlling the moral hazard and adverse selection risk of customers. Such factors as the decline in small claims have lowered the overall payout level. On the other hand, the intensifying competition among P&C insurers has pushed up spending on high-quality business channels substantially. In addition, the commercial auto insurance pricing reform has raised the requirements for customer classification, risk screening and risk pricing capabilities of P&C insurers, forcing P&C insurers to upgrade their professionalism. Technological innovations such as big data and Internet of Vehicles are extended across the industry. Usage-based insurance (UBI) has been implemented progressively. In terms of service modes, some insurers use mobile and Internet technologies to create

an auto ecosystem through cross-sector cooperation. Customer service experience will become a new dimension of P&C insurers' competitiveness. Innovation centered on auto insurance service chain will continue to advance in the future. The special claim services of Ping An Property Insurance's "Direct Compensation by Phone" and Zijin P&C insurance's "Safe in Injury" further enhance customer satisfaction.

**Figure 4: Auto Insurance Premium**

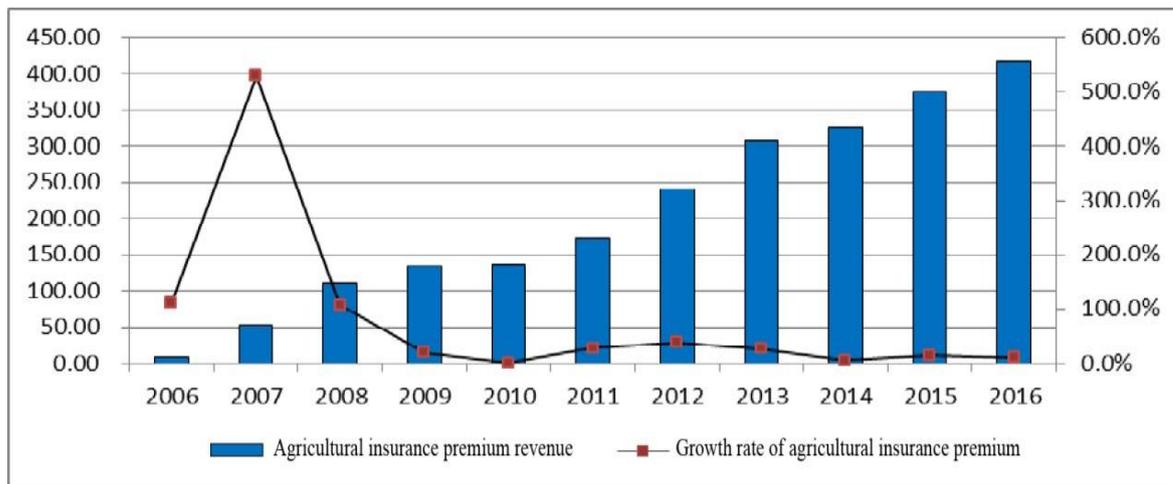


Source: China Association of Automobile Manufacturers, NBS, compiled by CCXI

- In the non-auto category, corporate P&C insurance premium revenue has showed sluggish growth in recent years amidst the ongoing macro-economic downturn, which has weakened businesses' demand for insurance for cost cut purposes, coupled by excessive underwriting capacity and cut-throat competition in the industry. In 2015, the premium revenue from corporate P&C insurance reached RMB38,620 million, down 0.31% from the previous year, the first decline in recent years. In addition, the continued downturn in the shipping and trade sectors has had a drag on ship insurance and freight insurance. In 2015, the premium revenue from ship insurance decreased by 0.04% year on year, and that from freight insurance decreased by 7.60% when compared with 2014, showing negative growth for two consecutive years. Project insurance has kept growing thanks to the Belt and Road Initiative and new-type urbanization and local governments' stronger push for infrastructure construction in recent years. But the premium revenue from project insurance grew at a still-low level of 3.12% in the context of macroeconomic downturn.
- As a policy tool to support agricultural development, agricultural insurance has been playing its role in serving agriculture, rural areas and farmers as well as fighting poverty. Agricultural insurance has become an important instrument to show the central government's concern for agriculture, rural areas and farmers. Local government agencies have continued to provide support in marketing and premium subsidies of agricultural insurance. Crop and animal farming products such as pigs and cows have grown fast. Innovative services such as price index and weather index have been gradually developed. In 2015, the premium revenue from agricultural insurance increased by 15.1% to RMB37.49 billion from 2014, and further rose by 11.4% to RMB41,771 million in 2016. As far as coverage is concerned, agricultural insurance has expanded from the initial six provinces and cities to the whole country, and the fields of risk protection have also extended from natural disasters and disease risks to market risks and agricultural product quality risks. In 2016, the agricultural insurance provided a total of RMB2.16 trillion of risk protections for 204 million rural households across the country covering over 190 agricultural products, and paid compensation of RMB34,802 million to 45,755,100 rural households. More than 70% of the three major crops (corn, rice and wheat) were covered. In addition, by combining agricultural insurance with inclusive finance, some companies have strengthened expansion to business fields such as guarantee insurance for farmer's loans, thereby extending their service coverage. With the agricultural insurance products upgraded and innovated, new underwriting and claim settlement techniques have been applied broadly, driven by the application of such technologies as satellite remote sensing, UAV aerial photography, 3G mobile survey and electronic label injector. Under stronger regulation and inspection, agricultural insurance is expected to grow rapidly in a well-regulated

manner.

**Figure 5: Agricultural Insurance Premium**



Source: NBS, CIRC website, CIRC website, compiled by CCXI

- Liability insurance is the fourth largest type of insurance in the P&C insurance industry. Due to its strong social management function, liability insurance has been actively developed in recent years in related fields, generating premium revenue at a higher growth rate than the non-life insurance average. In 2015, the premium revenue from liability insurance reached RMB30,210 million, up 19.3% year on year. In 2016, the premium revenue from liability insurance reached RMB36,235 million, representing an increased growth rate of 19.9%, providing RMB118.2 trillion of risk protections. As far as coverage is concerned, as local governments have actively supported establishment of the liability insurance system, encouraged innovation in liability insurance products and also encouraged or mandated participation in liability insurance in recent years, liability insurance has played an important role in health care, ecological environment, food and drug safety, public order and fire safety. The coverage of liability insurance has gradually expanded to effectively assist the government in its risk management work. The policy dividends for liability insurance will be further released as a series of favorable policies and regulations have been issued, including the *New Ten Guidelines*, the *Notice on Actively Developing the Environmental Pollution Liability Insurance*, the *Notice on Vigorously Promoting Medical Liability Insurance Business among Primary-level Health Care Institutions*, the *Notice on Vigorously Developing the Occupational Liability Insurance among Accounting Firms*, the *Work Safety Law* and the *Notice of the General Office of the State Council on Issuing the Key Work Arrangements for Food Safety in 2014*. Moreover, the increased awareness of social responsibility insurance and the stronger enforcement of the rule of law will keep the liability insurance on track for growth. In addition, with the three traditional liability insurance covers (employer, public and medical) growing steadily, environmental liability insurance has developed rapidly. The innovative products such as the first set of major technological equipment liability insurance and attachment liability insurance have been mushrooming to open up new room for growth of liability insurance.
  
- Credit insurance and guarantee insurance are important types of insurance for P&C insurers. The premium revenue from credit insurance reached RMB19,370 million in 2015, down 3.47% year on year. In terms of guarantee insurance, guarantee insurance reached an inflection point its rapid growth of 66.05% in 2014, with the premium revenue reaching RMB20,212 million in 2015, a growth rate of merely 1.12%. On the one hand, thanks to policy supports including the *Guidelines for Vigorously Developing Credit Guarantee Insurance Services and Supporting Small and Micro Businesses* and the governmental guidance on the guarantee insurance for microloans, the “Bank-Insurance” and “Government-Bank-Insurance” mechanisms helped alleviate the financing difficulties of small and micro businesses. At the end of 2016, the microloan guarantee insurance provided 89,100 small and micro businesses with access to RMB31,590 million of financing. On the other hand, macroeconomic downturn has sent economic risks to the financial sector and triggered frequent credit risk incidents. As one of the insurers weak in risk control,

Zheshang Insurance defaulted on the overseas Chinese private placement bond. The rising risks and payout pressure has turned the P&C insurers cautious about guarantee insurance development. Ping An Property Insurance has drastically reduced the size of guarantee insurance for consumer microloans. In January 2016, CIRC issued the *Notice on Strengthening the Management of Guarantee Insurance Business on Internet Platforms*, which sets forth requirements for Internet platform selection, information disclosure and internal control management, in an effort to regulate the development of Internet-based guarantee insurance. Also, CIRC vowed in February 2017 to further strengthen the supervision of Zheshang Insurance and other insurance companies, further regulate Internet-based insurance and safeguard the industry stability and financial stability. In the future P&C insurers still need to further strengthen their business model and risk control.

- At the end of 2015, there were 2,503 specialized insurance intermediaries, a decrease of 43 year-on-year. The premium revenue from P&C insurance through specialized agency channels reached RMB106.41 billion, up 19.2% year on year. In terms of sideline agency, the car dealer channel remains the primary sales channel for new cars, and the adequacy of old car premium is reduced as a whole after the commercial auto insurance pricing reform was launched. The price advantage of the new car business is further highlighted. Insurance companies have intensified competition for high-quality business, seeking cooperation with car dealers through price competition, resulting in a significant increase in channel costs. In addition, P&C insurers have transformed and upgraded their business models with OEMs, dealers, and 4S stores for in-depth cooperation in car repair, maintenance and replacement. Insurers also expand their business to secondary dealers and big retailers. In addition, the car dealer channel will continue to increase the renewal rate and strengthen management of the new coverage rate, expenses, compensation and car repair of partner car dealers. Insurers endeavor to increase customer satisfaction and retention rate in cooperation with car dealers. In 2015, premium revenue from sideline agency reached RMB198.26 billion, up 4.4% year on year, accounting for 23.5% of P&C insurance premium revenue. As for the brokerage channel, as an important source of customers for P&C group coverage, the bidding model led by brokerage companies has expanded from large corporate customers to government business and decentralized business in recent years, weakening the bargaining power and profit margin. In 2015, the brokerage channel realized a premium revenue of RMB47.37 billion, a growth rate of 7.2% down from 14.28% in 2014.
- In terms of telemarketing, since Ping An Property Insurance obtained its first telemarketing license for auto insurance in 2007, telemarketing has become a major growth channel for P&C insurers due to its relatively low costs of customer acquisition and retention. In 2015, the telemarketing channel for P&C insurance realized a premium revenue of RMB89.1 billion, down 0.3% year on year and contributing 10.58% of total premium revenue. After the commercial auto insurance pricing reform introduced the discounts of up to 15% for the independent underwriting coefficient and the independent channel coefficient in 2016, the price advantage of the telemarketing channel has weakened and the scale of referral services has shrunk significantly. On the other hand, compared with other intermediary channels, telemarketing has the advantage of direct contact with customers, facilitating access to customer resources. P&C insurers have increased investment in telemarketing to add call centers and operator seats, which launch direct marketing to customers and coordinate with renewal work to increase the renewal rate. In addition, P&C insurers push for Internet-telemarketing integration, so that telemarketing provides sales service for the Internet channel while unleashing its advantages in the renewal of policies sold via Internet.
- In terms of the Internet channel, the third-party website platforms have gradually matured. E-commerce and web portal platforms (e.g. Tmall, Netease, Tencent, Suning and JD Mall), vertical websites (e.g. Ctrip and Tongcheng), aviation and auto websites and independent third-party platforms (e.g. 360insurancemall.com and ejsino.com) all have begun to sell insurance products and cooperated with Sina and other traffic platforms to channel customers to their self-run platforms or third-party websites. With a huge customer base and strong big data analysis capabilities, e-commerce platforms have a great advantage over self-run websites, serving as crucial vehicles for all major companies to sell products online. Meanwhile, more and more Internet platform companies have begun to set up specialized Internet insurance subsidiaries. After the approval of China's first Internet insurer ZhongAn Online P&C Insurance in 2013, a number of specialized Internet insurers have been approved in succession in recent years, such as Yi An P&C insurance, TK.CN, Anxin P&C Insurance, BaiAn Insurance and Hetai Life Insurance. Traditional insurers, in

addition to running their own websites, have also set up an Internet insurance division or e-commerce platform. A variety of innovative mobile APPs and WeChat Public Accounts catering to Internet users are also emerging. From the product perspective, there are three main types of Internet insurance products: First, traditional products are going online, mainly including auto insurance, accident insurance and short-term wealth management insurance as the main products. Auto insurance remains the primary category of products sold via Internet, accounting for more than 90%. Second, innovative products serving the Internet economy combines insurance with high-frequency application scenarios, such as online shopping return-freight insurance and take-away food safety insurance, showing a scenario-based and fragmented feature. Third, some insurance products are designed to protect from risks in Internet finance, such as online account payment security insurance and crowdfunding failure insurance. According to data disclosed by the Insurance Association of China (IAC), the number of domestic Internet insurers rose to 119 in 2015, with their written premium totaling RMB246.97 billion at the end of 2015, up 1.8 times year on year. Of them, 49 P&C insurers recorded RMB72.25 billion in Internet-based written premium, up 47.4% year on year. In 2016, a total of 117 insurance organizations (including 56 P&C insurers) ran the Internet insurance business and realized RMB234,797 million of written premium. The commercial auto insurance pricing reform launched in 2016 provides a floating space of up to 15% for both the independent channel coefficient and the independent underwriting coefficient, weakening the attractiveness of the 30% discount on premium rate available in the traditional Internet channel. Insurance

- companies have seen a sharp decline in policies issued online for customers acquired off-line. Policy issuance has returned to the traditional channel. The written premium revenue from the Internet channel stood at RMB40,302 million in 2016, down 44.22% year on year. The Internet channel still faces a great challenge to development. At present, the Internet channel is relatively passive in customer acquisition. There is still room for further explorations in the modes of customer acquisition and service delivery. In addition, the high fee rates of third-party platforms also weigh on the Internet business of P&C insurers.
- In addition, insurance companies have stepped up marketing towards key customers and projects amidst the macro-economic downturn. P&C insurers have increased investment in direct marketing of group coverage, which has contributed a bigger share in return.

**Fixed-income instruments remain the main category of allocation in spite of increasing diversification of assets allocations. Equity investment positions have declined on stock market downturn. Against the backdrop of volatile interest rates and exchange rates, non-standard assets, overseas assets and fund products that can be encashed flexibly will become the major categories of additional allocations.**

- From the perspective of investment strategy, PBOC lowered the benchmark interest rate several times from 2015 through the first three quarters of 2016. The interest rate of market funds trended down obviously. Banks' negotiated deposit rate also showed a downtrend. Insurers continued to broaden investment channels to reduce the dependence of insurance assets on interest rates. At the same time, the return on investment in non-standard assets is around 6% to 7%. Insurers have increased their investment in quasi-fixed income products such as portfolio asset management products, trusts and banker's wealth management to improve the overall investment income. After the *New Ten Guidelines* granted go-ahead for the establishment of specialized asset management organizations, private equity funds and asset securitization, the non-standard investment is expected to further diversify in form and expand in size. In addition, the stock market upswing in 1H 2015 led to an increase in the overall equity investment positions of insurers. In spite of the subsequent wide swings in the capital market and stock investments fell back, Hong Kong stock funds and IPO subscription funds were still favored by industry participants. The overall equity allocations fell back. As P&C insurers feature relatively short debt durations and low flexibility of fund utilization, coupled by the high capital charge for equity investments under C-ROSS, P&C insurers will maintain a high proportion of fixed-income instruments in the future.
- From the perspective of asset portfolio structure, traditional fixed income assets are still the main allocation for insurance funds, but their share continues to decline. In terms of bank deposits and bond investment, the banks' negotiated deposit interest rate and bond yield rate are also on the decline within the downward cycle of interest rates, becoming less attractive and taking up shrinking shares. At the end of 2015, the balance of bank deposits decreased by 5.18% to RMB2.4 trillion year on year, with its share falling to 21.8% by 5.3 ppts from end of last year.

Bond investment increased by 6.74% year on year to RMB3.8 trillion, with its share falling by 3.8 ppts from the end of the previous year to 34.4%. Equity investment continued to grow on the bullish stock market in 1H 2015. The balance of stock and securities investment funds reached RMB1,696.9 billion, up 64.34% year on year, with its share in total investment rising by 4.1 ppts from 2014 to 15.2%. The balance of long-term equity investment was RMB890.91 billion, up 39.23% year on year, with its share in total investment assets rising by 1.1 ppts from 2014 to 8.0%. In addition, alternative investments such as infrastructure plans, real estate investments, policy pledge loans, portfolio management products, trust, banker's wealth management, etc. have also become the major categories of allocations. As at the end of 2015, investment real estate and infrastructure plans combined increased by 16.72% year on year to RMB945.62 billion, with their combined share falling by 0.3 ppt from 2014 to 8.4%. Policy pledge loans increased by 27.7% year on year to RMB229.81 billion. The portfolio asset management products increased by 208.1% year on year to RMB249.06 billion. Investment in financial products such as trusts and banker's wealth management increased by 18.6% year on year to RMB550.23 billion. Since 2016, bank deposits and bond investments have been taking up a declining share of total investment assets. The proportion of stock and securities investment funds has also shown a downtrend due to the bearish secondary stock market. As of the end of 2016, the balance of bank deposits was RMB 2,484.42 billion, accounting for 18.55%. The balance of bonds was RMB4,305.03 billion, accounting for 32.15%. The balance of stock and securities investment funds was RMB1,778.81 billion, accounting for 13.28%. The balance of other investments was RMB4,822.81 billion, accounting for 36.02%. At present, in spite of the still-existing risk of macro-economic downturn, the tight monetary policy of the central bank and the short-term pickup of interest rates, coupled by the regulatory efforts to guard against the systemic financial risk and de-leverage, provide a good opportunity for P&C insurers to create a position in bond investments. Meanwhile, higher-yield non-standard assets and overseas assets will become insurers' hedging tools against interest rate risk and exchange rate risk. The equity investment position is expected to fluctuate in response to secondary market movements. In addition, some fund products with controllable risks, higher returns and good liquidity will still remain hotspots for allocation.

- Overall, insurers' asset allocations are increasingly diversified, with high-yield products rising rapidly as a percentage of total portfolio. The effects of increasing investment return and improving asset-liability mismatches are gradually showing up. The gradual relaxing of investment restrictions has eased the embarrassing situation of unattractive investment-oriented insurance products to a certain extent, providing insurers with bigger flexibility in exercising their product strategies. On the other hand, however, new investment instruments and volatile capital markets pose greater challenges to the risk control ability of insurers and the effectiveness of regulators' supervision. Specifically, credit risk is the most important exposure. As insurers have a short history of credit investments in non-capital markets and it takes time to build a professional risk control team and mechanism, currently credit risk is rising with the rapid expansion of high-income fixed income investment. In particular, given the lack of unified credit management of a single obligor, special attention should be paid to the risk of concentration on a single entity. The platform risk deserves special attention as the scale of planned investments in financing platforms has increased rapidly. In addition, potential credit risks also deserve special attention as the implicit guarantees for banker's wealth management, trust plans and bond market have been tapered off.

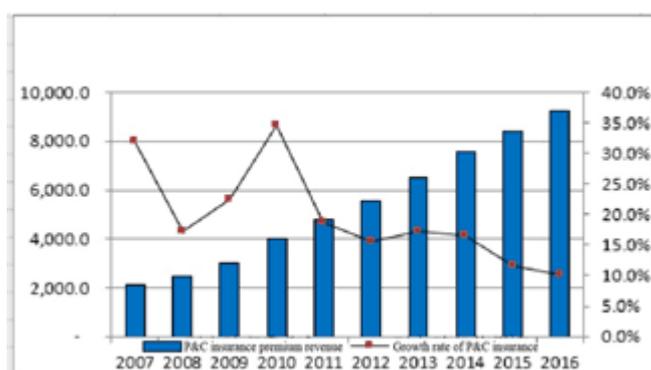
## Financial Position

- **The overall premium growth in the P&C insurance industry slowed down. Driven by strengthened business quality control, the year 2015 witnessed a YoY pickup in underwriting profit and continued rise in overall profit. However, the industry profit declined in 2016, and may continue to be under pressure, due to the impact of falling interest rates, capital market downturn and rising competition costs.**
- In recent years, the P&C insurance industry has maintained stable growth on the *New Ten Guidelines*, the *13th Five-Year Plan* and policies on liability insurance and agricultural insurance, coupled by the rally in auto sales. Amidst the domestic macroeconomic downturn, however, the premium adequacy decreased as a result of the commercial auto insurance pricing reform and the growth of premium revenue slowed down in the P&C insurance industry. In 2015, the whole industry realized a total of RMB842.17 billion in premium revenue, up 11.6% year on year, down

4.8 ppts from 2014. In 2016, the P&C insurance industry registered a total premium revenue of RMB926,617 million, with the growth rate further down to 10.01%.

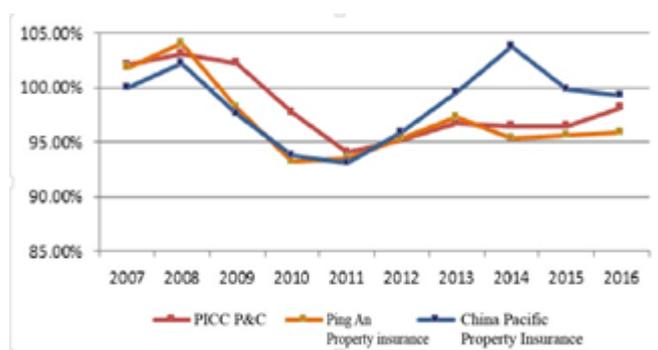
- In terms of operating expenses, the penalties for traffic violations have been continuously strengthened since 2015. Meanwhile, some P&C insurers have shifted from blind expansion to placing more emphasis on quality control and front-end risk screening. As auto insurance payout improved and fewer natural disasters and other risk events occurred when compared with 2014, the P&C insurance payout stood at RMB444.66 billion in 2015, showing a gradual decline in payout ratio. Underwriting profit was RMB 9.96 billion, up 133.7% year on year. Auto insurance has turned from a loss to an underwriting profit of RMB3.85 billion. In 2016, the P&C insurance payout was RMB472.62 billion, up 6.29% year on year. The payout ratio remains in decline, mainly due to the P&C insurers' strengthened quality control over customers and optimized business structure with a bigger share of own-use vehicles in the portfolio after the commercial auto insurance pricing reform was launched, which resulted in resulting in a lower payout level. As the commercial auto insurance pricing reform scales up in the future, the overall auto insurance premium rates will be lower than the pre-reform level and the price difference will be narrowed between channels. As a result, the intensifying competition will push up the cost ratio. The P&C insurance industry, which is dominated by auto insurance, will still face a pressure from rising overall cost ratio in the short term. In the longer run, the parts-to-whole price ratio and other market mechanisms will guide customer behaviors and potentially mitigate of the rise in overall cost ratio.
- Investment income is still the main source of revenue for P&C insurers. The income from bond bid-ask spread continued to rise in early 2015 on the bullish stock and bond markets. In addition, the fixed income asset allocations have increased. Fixed income assets such as high-yield debt plans and trust beneficiary rights have taken up a bigger share. The interest income of P&C insurers has steadily increased. With the stock market recovering, P&C insurers took market opportunities and kept increasing their income from stock trading. The insurance industry recorded a 7.6% return on investment return in 2015, up 1.3 ppts from the previous year, reaching a five-year high. Since the beginning of 2016, insurance companies have been seeing their investment income decline on market downturn with fluctuations, with the industry-wide return on investment standing at 5.7%, down 1.9 ppts year on year. The yield of insurance fund utilization is estimated to remain at a good level in 2017 as, backed by gradual expansion of investment channels as well as the bigger share of, and return on, alternative investment.

**Figure 6: Premium Growth Rate of P&C Insurance Industry**



Source: CIRC website, compiled by CCXI

**Figure 7: Overall Cost Ratio of Listed Insurers**



Source: Company announcements, compiled by CCXI

- The P&C insurance industry realized a profit of RMB62.38 billion in 2015, up 19.8% year on year, driven by sustained improvements in underwriting profit and a sharp increase in investment income. The industry profit growth slowed down compared with 2014. Over one third of P&C insurers finished 2016 with a loss due to the loss-making auto insurance, which took up a large share in the business portfolio of most insurers, coupled by interest rate cuts, depressed capital market and falling investment return. The industry profit is in decline. In the future, the profitability of P&C insurers will still depend on three factors. First, they will benefit from the promotion of policy dividend and the stimulation of security demand. It is expected that some non-auto insurance premiums will still have a great momentum of growth, but the macro economy is still in the bottom stage, and P&C insurance and freight insurance may still develop negatively. Second, the medium- and long-term impact of market-

based fee rates on the profitability of the industry as a whole is still uncertain, which depends on the professional level of pricing. On the other hand, market competition is still an important consideration for insurance companies in pricing. Large insurers have certain advantages in marketing channels, risk pricing and claim settlement services, while small and medium-sized insurers will remain under the pressure from rates reform. Third, investment yield has trended down with fluctuations after investment channels were liberalized in the recent two years. In the medium and long terms, investment yield is expected to remain at the current level due to increase in stable-yield products, expansion of investment assets and continuous enhancement of insurance companies' professional investment ability. However, the uncertain prospects of capital market also pose challenges to the investment management capability of insurers and the stability of return on investment.

**P&C insurers have a smaller capital demand life insurers. Except for a few companies, the overall solvency is sufficient. But capital replenishment methods remain limited now. The multi-level system of capital replenishment tools have yet to be improved**

- Capital discipline on P&C insurers also has an important effect on their underwriting ability in addition to meeting the solvency requirements of CIRC. The Insurance Law provides that the retained premium of a P&C insurance company shall not exceed 4 times its own capital plus capital reserve; that is, the underwriting leverage ratio shall not exceed 4x. Thus the capital requirement puts a check on both underwriting ability and capital adequacy of P&C insurers. As for underwriting leverage ratio, net assets of the P&C insurance industry totaled RMB478.72 billion at the end of 2015, up 24.7% year on year, 13.1 ppts faster than the premium growth. Overall, there is still much room for growth. According to the *Decision to Amend the Insurance Law of the People's Republic of China" (Exposure Draft)* released in October 2015, the limit of retained premium for P&C insurance is expected to be cancelled and supervision will gradually shift from scale-oriented to risk-oriented. It will become the prevailing trend to determine the minimum capital requirement based on the overall risk profile under C-ROSS. After C-ROSS was officially implemented in 2016, and the minimum capital for insurance risks is calculated using the degressive mechanism. Insurers with a large underwriting scale are subject to lower capital requirement per unit of risk, showing a bigger advantage in the economies of scale. In addition, as supervision varies with business line under C-ROSS, non-auto insurance business is subject to higher capital requirements than auto insurance, which will further increase the capital pressure of foreign insurers and specialized insurers with a smaller proportion of auto insurance business, and also will guide P&C insurers to restructure their business mix for C-ROSS. In addition, the risk management performance under C-ROSS will be considered in the measurement of minimum capital requirements, which will cause industry players to continuously improve their ability to control underwriting risks, adjust their business structure and improve their business quality. As for solvency adequacy, all P&C insurers except one had a solvency adequacy ratio above 100% at the end of 2015, and all P&C insurers except two had a solvency adequacy ratio above 150%. At the end of 2016Q3, P&C insurers had an overall solvency adequacy ratio of 278% and a core solvency adequacy ratio of 255% on average, both well above the 100% and 50% compliance standards respectively. The industry as a whole has a solid capital base without any systemic or regional risks.
- Since CIRC released the financing of subordinated bonds of insurance companies in 2004, allowed the issuance of preferred shares in 2014, and released the capital supplement bonds of insurance companies in 2015, the capital supplement channels of insurance companies have been further widened, and subordinated bonds and capital supplement bonds have become one of the main financing channels of insurance companies. Compared with life insurers, P&C insurers replenish capital less frequently, mostly through capital injection by the parent company. According to approval announcements released by CIRC, two P&C insurers were approved to issue subordinated fixed-term debt in 2015, totaling RMB 1.4 billion, and three P&C insurers were approved to issue capital supplement bonds totaling RMB13.3 billion. In 2016, three P&C insurers were approved to issue capital supplement bonds totaling RMB21.5 billion. A total of 18 P&C insurers made 19 capital replenishments in 2015 and 14 P&C insurers made 15 capital replenishments in 2016. Small and medium-sized P&C insurers with a weaker capital base became the main force in the latest round of capital increase. Most small and medium-sized P&C insurers replenished their capital by no more than RMB2 billion a time. As at the end of 2016, P&C insurers with registered capital of more than RMB10 billion after capital increases included PICC P&C, China Pacific Property Insurance, Anbang P&C Insurance and Tian An Property Insurance. In addition, CIRC issued a consultative document in June 2013 proposing

that P&C insurers can relieve their capital pressure through reinsurance. At present, reinsurance arrangements are still an important measure for P&C insurers to improve their solvency.

**Investment assets have shifted from higher-risk equity investments back to lower-risk fixed income investments. Reinsurance threshold has been raised and asset quality indicators show improvements**

- Compared with life insurers, P&C insurers are not under the pressure to pay dividends, so their investment allocations maintain a relatively low share of high-risk assets focused on equity assets. In early 2015, some P&C insurers allocated more investments to equity assets amidst capital market upturn to time the market. Their proportion of high-risk assets once rose. In 2015H2 and 2016, as the stock market fluctuated, P&C insurers reduced their equity position on stock market turbulence. In addition, with investment channels expanded, insurance companies have been increasingly diversifying their investment portfolios. The proportion of fixed-income investment assets with higher interest rates such as debt investment plans, project asset support plans, trust and wealth management products continues to increase. As non-standard assets carry a higher risk, extra attention should be paid to the impact of rising non-standard asset allocations on the asset quality of P&C insurers.
- Since most P&C insurers rely on reinsurance more or less to spread business risks, the recoverable reinsurance assets are one of the assets on the books of P&C insurers. The quality of such assets depends on the credit quality of counterparties. At present, domestic P&C insurers do reinsurance business mainly with China Reinsurance with a wholly state-owned background and the world's top reinsurance companies, such as Munich Re and Swiss Re. These counterparties demonstrate high credit ratings overall, ensuring good quality of recoverable reinsurance assets. The C-ROSS inclusion of the "counterparty default risk of reinsurance receivables" in the minimum capital in 2016 will cause P&C insurers to raise the threshold for reinsurance companies. The basic risk factor of minimum capital requirement is floored by 8.7% for insurance companies that directly cede business to overseas reinsurance companies, far higher than that (0.5%) for domestic reinsurers. This rule will guide overseas reinsurance companies to set up branches in China and increase their capital base in China. P&C insurers will also give more consideration of domestic reinsurers.

## **External Supports**

**The systemic support from large state-controlled P&C insurers, foreign P&C insurers and bank-controlled P&C insurers and shareholders' support are factored in rating**

- The rights of P&C insurance policy holders will be protected first. However, P&C insurers' subordinated fixed-term debt and capital supplement bonds have a lower property in terms of payment. Life insurers' solvency depends mainly on their own financial strength, while their systemic importance and shareholders' support are also a consideration.
- The P&C insurance industry is highly concentrated, with the largest life insurers taking up a majority of market shares (the premium revenue of the top three life insurers accounts for 63.07% in 2016). Moreover, large state-controlled insurance companies are systemically important due to their long history of business, nationwide service network and high brand awareness, which turn into a huge customer base and a large number of insurance policies. It is highly probable for them to receive government support when a crisis occurs.
- The external supports potentially available to P&C insurers also include the support from shareholders. Foreign insurers (including joint-ventured insurers) enjoy a strong backing by their shareholders, which are foreign insurers or large state-owned enterprises. The dimensions of support to be considered includes the strategic importance of P&C insurers to their parent company, the commitments and track record of support of both shareholders of joint venture, the corporate governance mechanism and the financial strength of the parent company.
- In contrast, small and private insurers usually experience frequent shareholding changes. Their shareholders are not financially strong or have no clear intent to hold shares. We believe that their shareholders' and external supports are weaker than those available to state-controlled P&C insurers and foreign P&C insurers.

This document is copyrighted by China Chengxin International Credit Rating Co., Ltd. ("CCXI") and/or its licensees. All information contained herein is protected by law. No person may reproduce, copy, restructure, assign, disseminate, resell or further spread or store for the foregoing purposes any information contained herein without the prior written consent of CCXI.

Information contained herein is obtained by CCXR from channels it deems reliable and accurate. The foregoing information is provided "as is" due to the possible man-made or machine-made errors or other factors. In particular, CCXI makes no explicit or implied representations or warranties as to the accuracy, timeliness, completeness or applicability or suitability of such information for any commercial purposes. Under no circumstances shall CCXI be liable to any person or entity for: a) part or all of the loss or damage caused by or related to any controllable or uncontrollable errors, accidents or other circumstances arising when CCXI or its directors, managers, employees or agents obtain, collect, edit, analyze, translate, communicate, publish or submit the foregoing information, or b) any direct or indirect loss caused by the use or inability to use the foregoing information even if CCXI is notified in advance of the possibility of such loss.

The credit ratings and analysis and observation of financial reports that comprise information contained in this document, if any, should and can only be construed as an opinion other than a statement of facts or advice to buy, sell or hold any security. CCXI makes no explicit or implied representations or warranties as to the accuracy, timeliness, completeness or applicability or suitability of the foregoing credit ratings, opinion or information for any commercial purposes. The ratings and other opinions contained in the information shall be regarded only as a factor to be considered by the information user in making investment decisions. Accordingly, the investor is responsible for conducting its own research and assessment of each security, each issuer, guarantors and credit supporters in buying, holding or selling securities.

## Report No. [ ]

Author	Department	Title
Zhang Fenghua	Financial Institutions Department	Senior Analyst
Liu Shuxin	Financial Institutions Department	Assistant Analyst

中诚信国际信用评级有限公司

CHINA CHENGXIN INTERNATIONAL CREDIT RATING CO., LTD

地址：北京市东城区朝阳门内大街南竹竿胡同2

ADD: Building 6, Galaxy SoHo, No.2

号银河SOHO6号楼

Nanzhugan hutong, Chaoyangmenne Avenue, Dongcheng

邮编：100010

district, Beijing, PRC, 100010

电话：(86010) 66428877

TEL: (86010) 66428877

传真：(86010) 66426100

FAX: (86010) 66426100

网址：<http://www.ccxi.com.cn>

SITE: <http://www.ccxi.com.cn>

