

6. COMPETITIVE LANDSCAPE

6.1 Market Concentration Overview

6.2 Company Profiles



6.3.8 ZHONG AN

- ZhongAn Online P&C Insurance Co Ltd (ZhongAn) is an online InsurTech company, which provides a range of online insurance products and solutions in China.
- The company offers property and casualty insurance products covering accident, bond, health, liability, credit, cargo, household property, and motor insurance, as well as other insurance comprising shipping return policy insurance.
- It also offers technology development and consulting, biotechnology, investment asset management, and loan services.
- The company offers e-commerce, mobile payment, and financing guarantee for internet businesses and users.



Revenue 14.62 Billion RMB



2,898 Employees



Founded in 2013



Shanghai, China



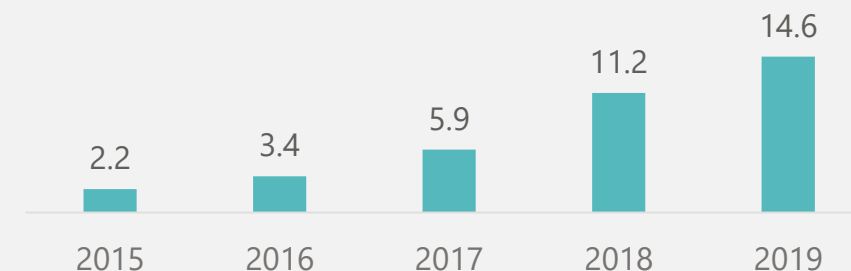
www.zhongan.com



400-999-9595

ZHONGAN ONLINE P&C INSURANCE CO LTD

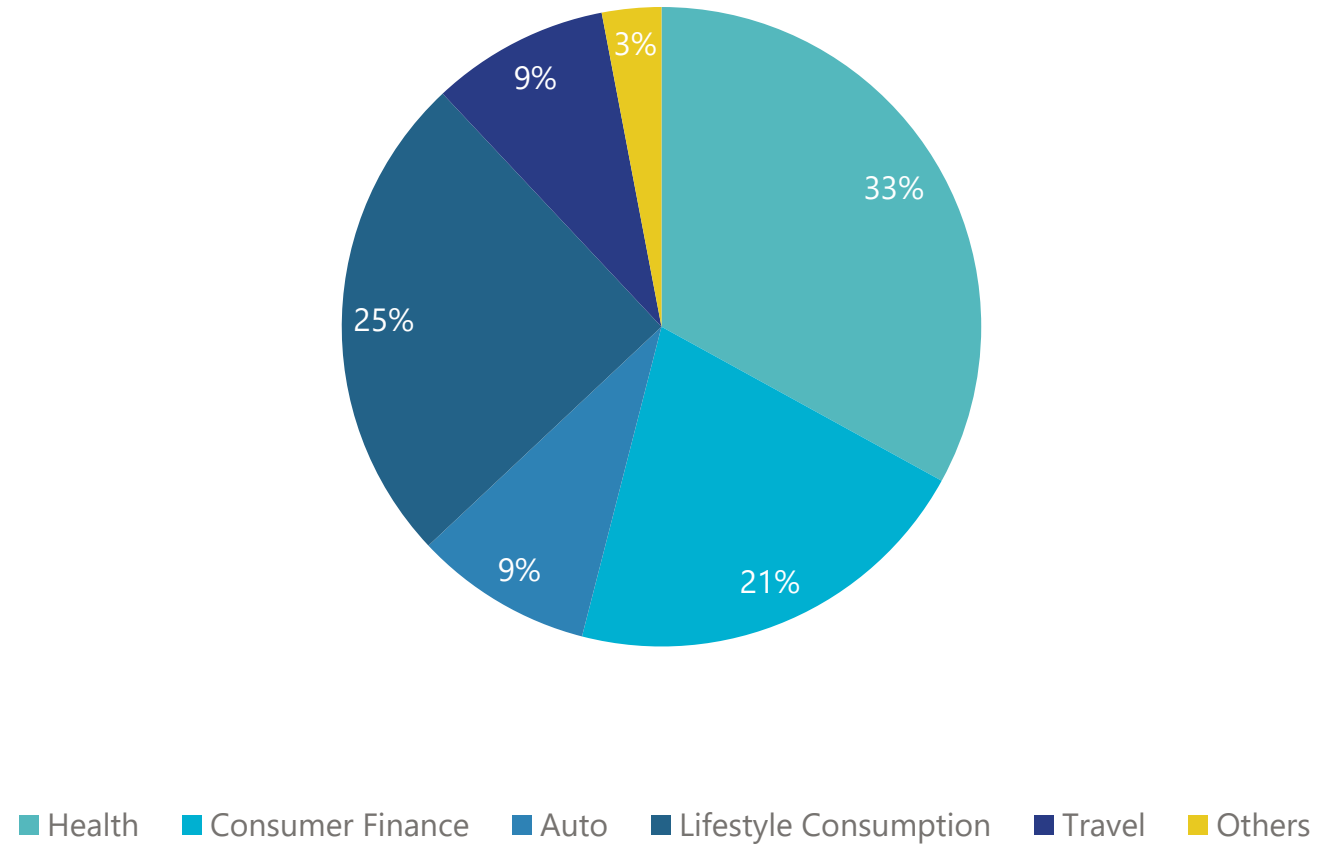
Revenue in RMB Billion, 2015-2019



6.3.8 ZHONG AN

ZHONGAN ONLINE P&C INSURANCE CO LTD

Revenue Breakdown by Segments, Share in %, 2019



6.3.8 ZHONG AN - PRODUCTS



6.3.8 ZHONG AN

TECHNOLOGY INVESTMENT AND EXPORT

- Company continued to focus on the development of cutting-edge technology sectors including artificial intelligence, blockchain, cloud computing, big data and life science, with an aim to reshape every aspect of the insurance value chain through technology.
- In 2019, ZhongAn invested RMB976.9 million in research and development activities, accounting for 6.7% of the Company's GWP (Gross Written Premium).
- Company have accumulatively filed applications for 478 patents as of December 31, 2019, including applications for 167 overseas patents, among which, applications for 195 patents were filed in 2019, including applications for 116 overseas patents. In addition, there were 133 PCT (Patent Cooperation Treaty) patent applications in total covering 11 countries and regions.
- As company's cloud-based distributed core system "Wujieshan" is able to support a great number of individual policies, company issued a total of 8.04 billion policies in 2019 and provided services to 486 million users.
- The launch of company's core insurance system "Wujieshan 2.0" in 2019 facilitated an overall upgrade of the infrastructure.
- In addition, company made continuous efforts to explore the integration of technology and insurance scenarios, including the intelligent commercial insurance platform for claim management in the health ecosystem, the intelligent video claims settlement services provided in the auto ecosystem, the in-depth AI-integrated online customer services and insurance robo-advisor as well as the reinsurance platform with blockchain as a core technology.

6.3.8 ZHONG AN – RECENT DEVELOPMENTS

- M Merger and Acquisition
- I Product Innovation
- E Expansion
- P Partnership

ZhongAn Bank became one of the first batch of companies who were granted a virtual bank license in Hong Kong. ZhongAn Bank launched its trial pilot on December 18, 2019.



MARCH
2019



APRIL
2019



Singapore-based NTUC Income (“Income”) partnered with ZhongAn to speed up digital innovation and product launches in Singapore.



DEC 2019

The Internet hospital was officially launched in December 2019, which provides users with one-stop services covering online medical advice and doorstep medicine delivery,establishing a closed-loop health ecosystem.

