

Fanhua Inc.

Nasdaq: FANH

Fourth Quarter and Fiscal Year 2021 Earnings Release Conference Call

2022/03/28 (Monday) 21:00

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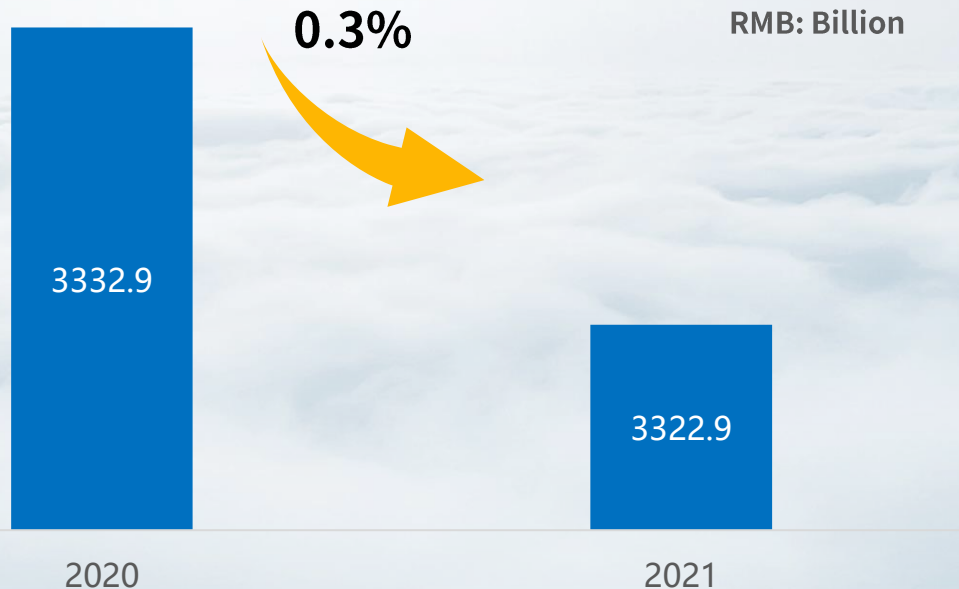
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2022 Work
Plan

1.1 Industry Dynamics

Industry Life Insurance GWP



The gap between market supply and demand is the root cause of the current predicament in the industry



1.2 Next Era of Growth in China's Insurance Industry Well Ahead, Driven by Rising Demand for Elderly Care, Legacy Management and Family-based Asset Allocation Services



泛华控股集团
Fanhua Inc.

Accelerating Ageing Population in China

Retiree Number (by birth year)

1961: 9.49 million
1962: 24.51 million
1963: 29.34 million
1964: 27.21 million
1965: 26.79 million
1966: 25.54 million
1967: 25.43 million
1968: 27.31 million
1969: 26.90 million
1970: 27.10 million
1971: 25.51 million



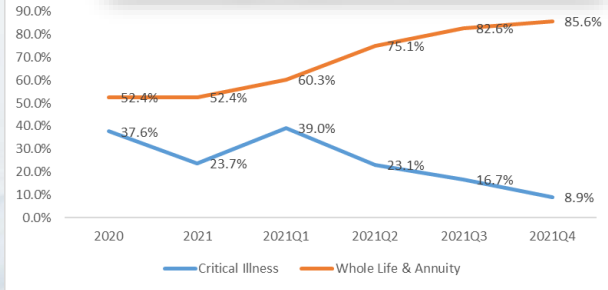
Changes in Customer Demand

Elderly care, asset preservation, tax planning and legacy management becoming major demands for soon-to-be-retirees

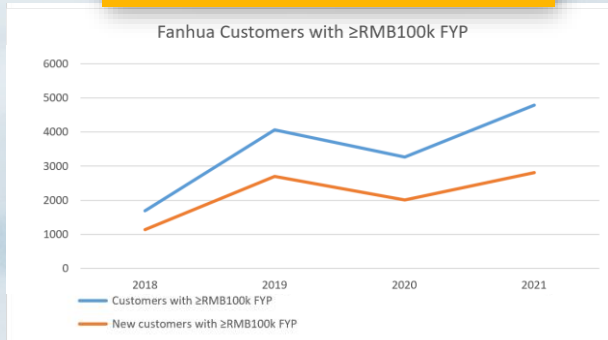
Demand among middle-class for insurance shifting from ensuring basic protection to more comprehensive plans for family-based asset allocation

1.3 Such Observation Supported by Statistics

① Rising Proportion of savings-typed insurance



③ Rising No. of High-ticket Customer



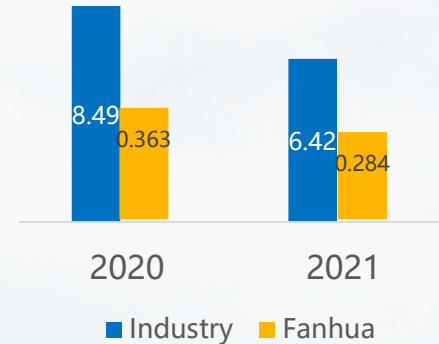
② Polarized Agents

Drastic Decline in Headcount

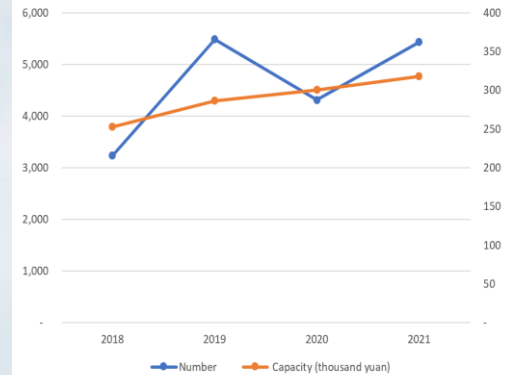
VS

Substantial Growth in Fanhua's High-performing Agents

Unit: mn people



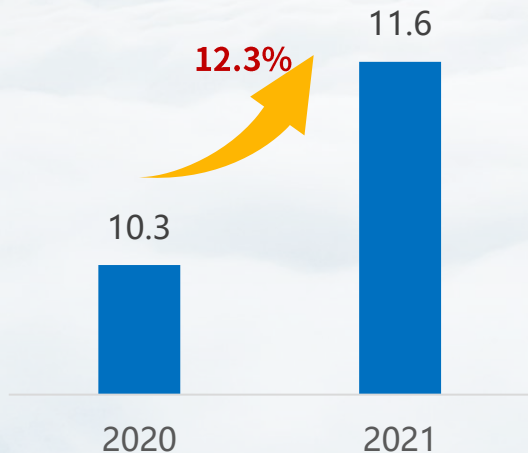
Fanhua Performing Agents with ≥RMB100k FYF



2. Financial Highlights

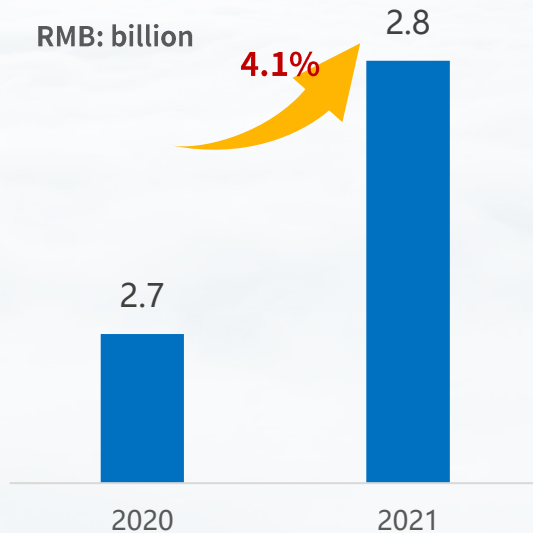
Total GWP

RMB: billion



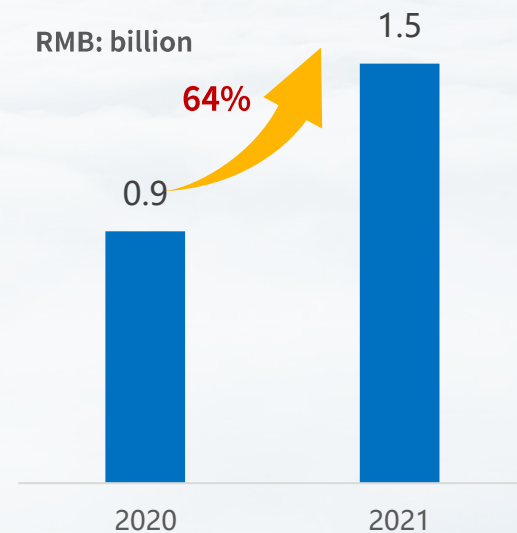
FYP

RMB: billion



Whole Life (FYP)

RMB: billion



3. 2022 Work Plan: Three Focuses



High-net-worth Market

- ✓ tap into high-net-worth market by offering referral of insurance trust and family trust services
- ✓ **Target:** >1,000 large-ticket policies
30% growth YOY in premiums derived from high-value customers¹

Agents with RMB100k FYP

- ✓ **Target:** 30% growth YOY in the productivity of performing agents with RMB100k FYP within our existing sales force and Fanhua Yuntong
- ✓ **Path:** Professional empowerment, resource empowerment, management assessment

RONS Open Platform

- ✓ **Target:** to generate 10% of the total FYP in 2022

1. High value customers are defined as those with annual payment of no less than RMB100k premiums

THANKS

Fanhua Inc.