

[For immediate release]



眾安在綫財產保險股份有限公司

ZHONGAN ONLINE P & C INSURANCE CO., LTD.

(Stock Code: 6060)

ZhongAn Insurance Explores New Opportunities in the ‘Blue Ocean’ Market with Public Health Technology

- **ZhongAn Life Sciences builds laboratory with global partner US Orig3n**

Chinese movie “Dying to Survive (我不是藥神)” is based on how targeted therapy offers hope for many patients with chronic myelogenous leukemia. The film highlights a successful case involving the use of precision medicine for cancer treatment. Behind this story is the rapid development of life sciences helped by digital technology, along with technological breakthroughs such as gene sequencing and cell therapy. All of these have made health management possible.

Beijing/Hong Kong, 31 July 2018 - ZhongAn Online P&C Insurance Co., Ltd. (“ZhongAn Insurance”), the first internet-based insurer in China, today announced that it has officially added ZhongAn Life Sciences to its health ecosystem. Since its establishment in 2017, and this is the first time for the Company to unveil the vision of ZhongAn Life Sciences to benefit the public with health technologies. Based on this vision, ZhongAn Life Sciences aims to explore the application of cutting-edge technologies in the field of testing methods, gene and cell to help the public manage their health accurately and effectively.

“In the past, insurance was often located at the backend of the health management chain to function as a financial compensator only when a risk occurs. Now, we hope to extend to the frontend of the chain. Through ZhongAn Life Sciences, ZhongAn Health and ZhongAn Technology, we hope to provide users with closed-loop solutions to disease prevention, tracking/intervention, health improvement, health protection and medical services,” said Liu Haijiao, general manager of ZhongAn Insurance’s Health Department and ZhongAn Life Sciences.

Identify risks to improve health management

The lifestyle of modern society causes many sub-health problems. According to statistics, the current number of patients with chronic diseases in China is as high as 300 million. With the rising incidence of chronic diseases such as hypertension and diabetes, and the increase of this

incidence among young people, people are increasingly aware of the importance of health management. A Chinese consumer survey conducted by McKinsey & Company in 2017 indicated that 65% of Chinese consumers were pursuing a healthier lifestyle.

“The arrival of the era of big data and the accelerated progress of life sciences have given everyone more autonomy to manage their own health. In the future, everyone can become the chief operating officer (COO) of his or her own health,” said Liu.

ZhongAn Life Sciences will employ technologies such as big data and artificial intelligence to explore the inclusive application of health-based testing, genetic and cell technologies in disease prevention, tracking/intervention and health improvement.

ZhongAn Life Sciences has already designed products for genetic data analysis in various scenarios, such as nutrition, specific drug metabolism, disease prevention and exercise. The main feature of these products is to provide a convenient and closed-loop service experience, enabling users to enjoy professional, personalized health management recommendations and solutions.

For example, genetic testing for drug metabolism among children covers 50 kinds of drugs commonly used in six departments, including internal medicine, respiratory medicine and gastroenterology. Parents will be able to find out about the absorption capacity, efficacy and side-effect risks on their children for different drugs based on the test results. The test reports will inform parents about which drugs are safe to take. ZhongAn Life Sciences has also developed an HPV DNA testing product that further provides vaccine injection arrangement, appointment for a special cervical medical examination and medical treatment channel service. Cervical cancer is the only tumor with a clear and preventable cause of disease. A total of 99% of the causes are repetitive infections by the same HPV virus. ZhongAn Life Sciences’ HPV genetic testing can detect 14 kinds of mainstream high-risk viruses. Based on the results, ZhongAn Life Sciences will provide users with value-added services such as vaccine priority order service, special cervical examination and medical treatment.

ZhongAn Life Sciences builds laboratory with global partner Orig3n

ZhongAn Life Sciences also announced its partnership with Orig3n, a US biotechnology company, to build a joint research laboratory to explore more cutting-edge applications for public health technologies.

Orig3n is one of the most active players and has the most comprehensive direct-to-consumer product lines in the US market. Through precise targeting of different market segments, its products are tailored to different age groups and provide personalized health solutions to a wide variety of consumer groups. Orig3n has an extensive patent portfolio in the fields of genetic and genomic products, cell therapy and other medical health areas; In the stem cell field, it has the world’s largest human bio-bank for commercial regenerative medicine applications.

Robin Y. Smith, Orig3n CEO, said, “We will work together to innovate and provide personalized, customized, and efficient health solutions to a variety of Chinese consumers through our cutting-edge technologies.”

Liu highlighted that ZhongAn Life Sciences remains open when it comes to seeking global partners to explore the applications of cutting-edge technologies in the field of public health. ZhongAn Life Sciences is discussing collaboration with health management companies such as Abbott. Based on the strengths of the two companies, they aim to develop a more accurate and effective new chronic disease management model for the management of chronic disease such as diabetes.

Turn passive medical treatment into active health management

In fact, this is not the first time ZhongAn has been involved in the field of public health. Its previously launched innovative health protection apps/gadgets such as *Walk to Wellness Policy* (步步保) and *Diabetes Policy* (糖小貝). *Diabetes Policy* integrates frontend blood glucose monitoring with backend medical tracking management services, while *Walk to Wellness Policy* encourages users to exercise and get insurance premium discount through portable devices to turn passive medical treatment into active health management.

These attempts are based on ZhongAn’s understanding of consumer needs. The Company serviced 432 million users in 2017, of which 60% were under the age of 35. For this new generation of insured, Liu pointed out that they are more active in dealing with health issues than the older generations. “They are more willing to have health interventions that can correct unhealthy lifestyles and habits.”

At the same time, the combination of digital technologies such as cloud computing, big data and artificial intelligence with life sciences such as genetic testing and stem cells will give opportunities to new technologies in prospective health management field. This also makes ZhongAn more confident in making future investments in the public health technology market. According to market reports, the health management industry primarily featuring for personalized health services is still in its infancy in China, while its enormous potential and anti-economic-cycle nature have attracted a lot of capital and companies across different industries.

ZhongAn aims to grow the scale of its health ecosystem, along with the health industry chain, through ZhongAn Life Sciences, ZhongAn Health and ZhongAn Technology. ZhongAn Life Sciences focuses on the exploration and application of technology to help customers manage their health; ZhongAn Health provides health insurance services; while ZhongAn Technology empowers health insurance and medical scenarios through cutting-edge technologies to raise service efficiency.

According to industry experts, strengthening health management services will help insurance companies improve service frequency, enhance customer’s loyalty, reduce the probability of disease occurrence and cut claim expenses in the long run, thus achieving a win-win situation for customer experience and business performance.

This also means another innovative journey to ZhongAn that is consistently transforming the insurance value chain with cutting-edge technologies.

ZhongAn Life Sciences is committed to protect users' personal information and genetic test results. Without our customer's consent, the results shall not be disclosed to any third party, nor shall be used for any commercial purposes. Users' genetic test results shall not be used as the basis for ZhongAn's insurance underwriting and claim settlement, and neither shall them be rejected to insure nor apply for claims due to their genetic test results, in accordance to relevant laws and regulations in the PRC.

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About ZhongAn Online P & C Insurance Co., Ltd.

ZhongAn Online P & C Insurance Co., Ltd. is an online-only InsureTech company in China. It started operations in October 2013 and has developed ecosystem-oriented insurance products and solutions through scenario-based settings to serve its customers. The Company primarily offers products and solutions in the context of five major ecosystems, namely lifestyle consumption, consumer finance, health, auto and travel. ZA Online was the largest insurer in China as measured by the number of insurance policies sold and policyholders and the insured served since its inception in October 2013 to 31 December 2016. In November 2016, ZA Online set up ZhongAn Technology, a wholly-owned subsidiary which focuses on the research and development of cutting-edge financial technologies to export technological capabilities to the industry. On 28 September 2017, ZA Online became the first Fintech company to be listed on the HKEX.

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