

Ping An Ecosystems 4: Ping An Smart City Deep Dive

平安生态圈（四）：智慧城市生态圈 - 平安智慧城



Deep-dive of City Ecosystem

智慧城市生态圈



Financial Services Ecosystem
金融服务生态圈



Healthcare Ecosystem
医疗生态圈



Auto Ecosystem
汽车生态圈



City Ecosystem
城市生态圈



City Ecosystem: Integrated smart city solution based on Ping An's core technologies

城市生态圈：运用技术解决城市面临的医学住行安、养保民政财等问题





胡玮
Wayne Hu

平安智慧城
常务副总经理
Ping An Smart City
Senior Executive Vice President



高孟轩
Geoff Kau

平安智慧城
副总经理
Ping An Smart City
Executive Vice President



Experienced management team with diversified background

智慧城市团队：政府+科技背景的专业管理团队



Senior Vice President
总经理助理
20+ years political & executive experience
从政与企业高管经验

政府机关



Senior Vice President
总经理助理
20+ years IT innovation
IT科技经验



Executive Vice President
副总经理
20+ years real estate and services
房地产行业经验



Executive Vice President
副总经理
15+ years consulting & Silicon Valley startup
咨询与硅谷创业



Chairman & CEO
董事长兼首席执行官
30+ years political experience
从政经验

政府机关



Senior Executive Vice President
常务副总经理
20+ years IT innovation & executive experience
IT创新与高管经验



Executive Vice President
副总经理
30+ years PA executive
平安高管经验



Executive Vice President
副总经理
20+ years education industry
教育行业经验



Chief Scientist
研究院常务副院长兼首席科学家
20+ years Smart City consulting
智慧城市咨询经验





1 **Our Opportunities** 市场机遇

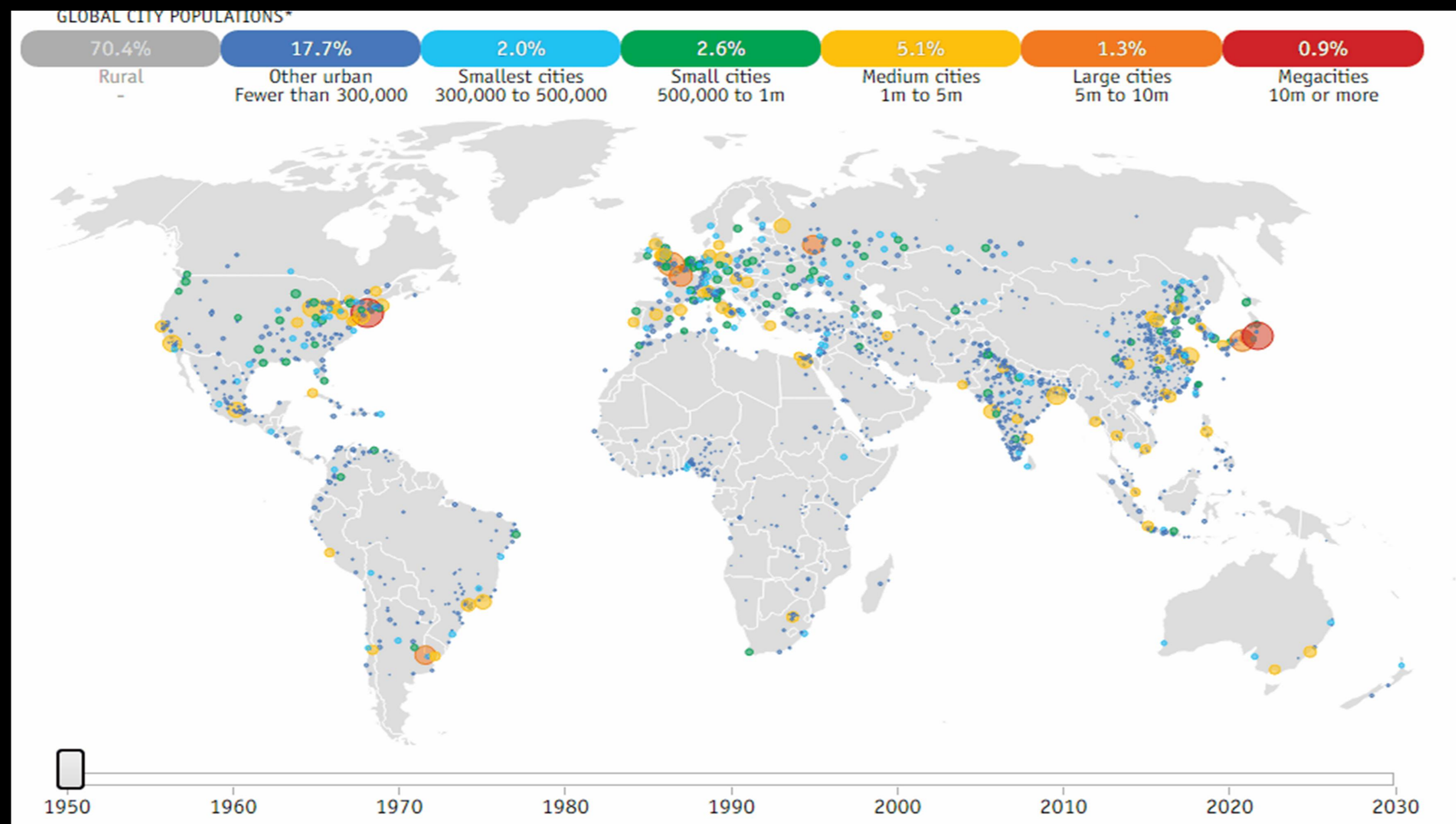
Investor Day

2 **Our Value Proposition** 价值主张

3 **Our Future** 未来展望

In the wake of urbanization, 400 cities emerged in China in the past 40 years

21世纪以来，城市化进程加快，大城市数量激增；中国改革开放40年，新增400个城市



- 2018 world urban population **55.3%**, China **59.2%**¹.

- 2018年全球城市人口**55.3%**，中国该比例为**59.2%**¹

- **33** megacities worldwide (10 mn+ population/city), **6** in China².

- 全球有**33**个人口超千万的超大城市，中国**6**个¹

- **548** cities with over 1mn population worldwide, **124** in China².

- 全球有**548**个人口超百万的城市，中国**124**个¹

Accelerating urbanization is accompanied with new challenges

伴随城市化进程的加快，城市病蜂拥而至

Examples 示例

Traffic Congestion 出行难

- Congestion in **73%** cities
- **73%**城市通勤拥堵
- **2X** travel time in rush-hour
- 高峰通行耗时**2倍**

Inadequate Medical Services 看病难

- **133 minutes** for seeing doctor ²
- 就诊耗时**133分钟**²
- **300 patients** per doctor per day
- 医生日均接待**300**病人

Difficult Access to Government Services 办事难

- **2-hour queuing** for a 5-minute service¹
- 办事5分钟，排队**2小时**¹
- **5-9 documents** required
- 办事需**5~9**种材料

上学难
Education

诉讼难
Lawsuit

养老难
Elderly Care

食安难
Food Safety

治污难
Pollution Control

贸易难
Trade

安全难
Public Security

通关难
Customs Clearance

住房难
Housing

...

1. Source: Nanfang Metropolis Daily

2. The average doctor seeing time of outpatients at 3A public hospitals in tier-1 cities



Those challenges can be tackled by technologies (AI, Cloud and BlockChain)

利用科技（人工智能、云技术、区块链）可化解这些困难

医 Healthcare

- AI disease prediction
- AI medical imaging
- Blockchain food tracing
- AI智能疾病预测
- AI智能读片
- 区块链食品药品溯源

学 Education

- AI school security
- AI self-adaptive learning
- AI校园安防系统
- AI自适应学习系统

行 Transportation

- AI traffic congestion easing cloud
- AI traffic lights
- AI交通拥堵云平台
- AI智能交通信号

养 Elderly Care

- AI chronic disease supervision
- AI wearable devices
- 智能慢性病监测与管理
- 智能穿戴

安 Public Security

- BlockChain security
- AI Access Control
- AI Customs
- 区块链智能安防平台
- 智能认知门禁通行
- 智能认知智慧海关

保 Environ. Protection

- Blockchain Environment protection platform
- AI environ. Protection
- 区块链云环保平台
- AI“天地人”智慧环保

政 Gov. Services

- Smart government affairs cloud
- AI-driven online services with “1 click”
- 智慧政务云管理平台
- AI市民办事“0跑动”

住 Urban Construction

- AI city planning
- AI smart community
- AI智能城市规划
- AI智慧社区

民 Civil Life

- AI remote verification
- Cloud Rapid Payment
- AI远程视频面签
- 云端秒级支付

财 Finance

- Smart financial management cloud
- AI financial analysis
- 智慧财政管理云平台
- AI智慧财政分析

Public Hospital Administration
医管局

Housing Construction Commission
住建委

Education Bureau
教育局

Traffic Management Bureau
交管局

Public Security Bureau
公安局

Department of Elderly Care
老年健康司

Civil Affairs Bureau
民政局

Environment Protection Bureau
环保局

Finance Bureau
财政局

...



Ping An dedicates to Smart City to fulfill CSR¹ and explore the huge market

平安投身智慧城市建设，既是履行企业社会责任，也是探索庞大的市场

Serve the Country 服务国家

Government's explicit requirement for Smart City
政府对建设智慧城市提出明确要求

Serve the Community 服务社会

Improve economy and social harmony by tech
以科技促进社会和谐与经济发展

Serve the Public 服务大众

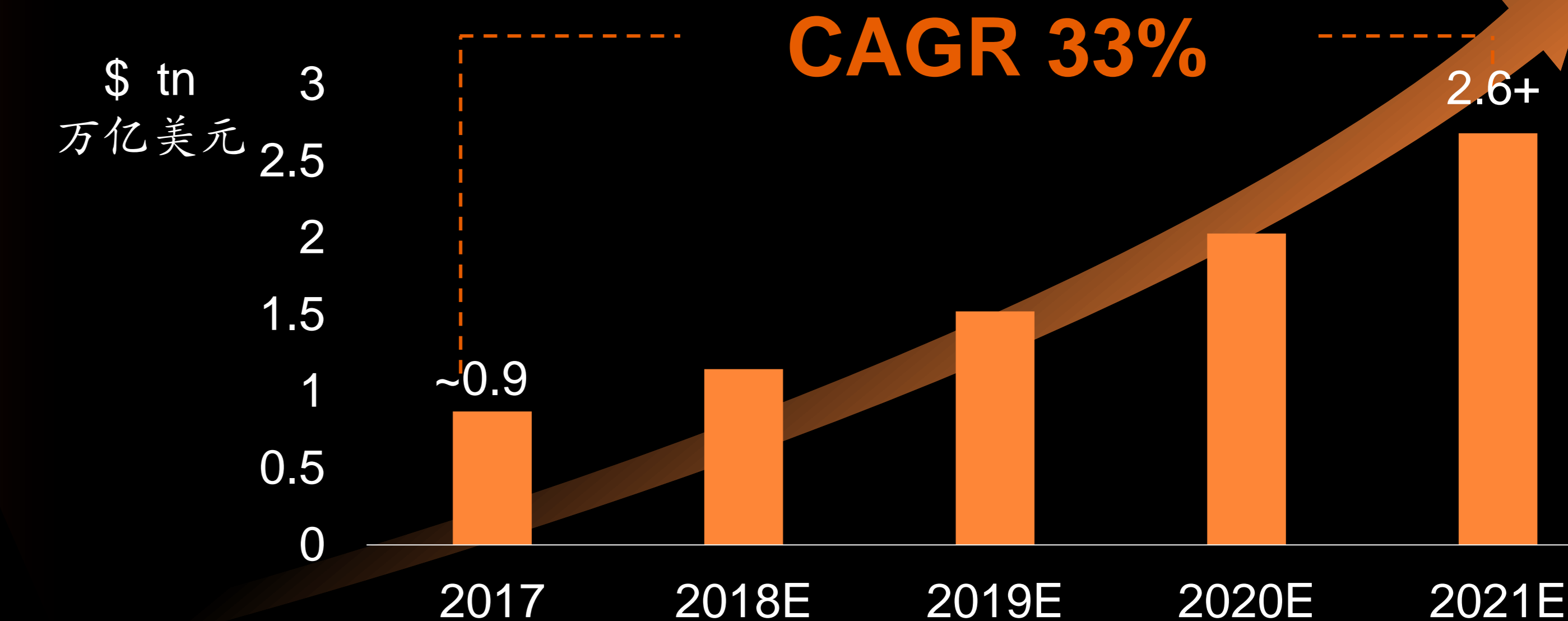
Meeting residents' growing needs
解决城市病，满足人民需求



\$2.6+ tn²

2021e Market Size of Smart City

预计2021年智慧城市市场规模





1 Our Opportunities 市场机遇

Investor Day

2 Our Value Proposition 价值主张

3 Our Future 未来展望

Ping An dedicates in integrating and delivering services with technology

平安的差异化定位：做深做透政府城市管理



- **Full-scale Solution for All Government Bureaus**
顶层设计全面覆盖政府各个委办局
- **Deep re-engineering and integration of government services**
深入再造、整合政府行政服务
- **Technology Enablers to Deliver Social Impact**
科技赋能以实现真正社会价值

Typical Smart City Players 传统参与者

ICT Manufacturers
ICT厂商

Hardware Devices Focused
专注硬件设备

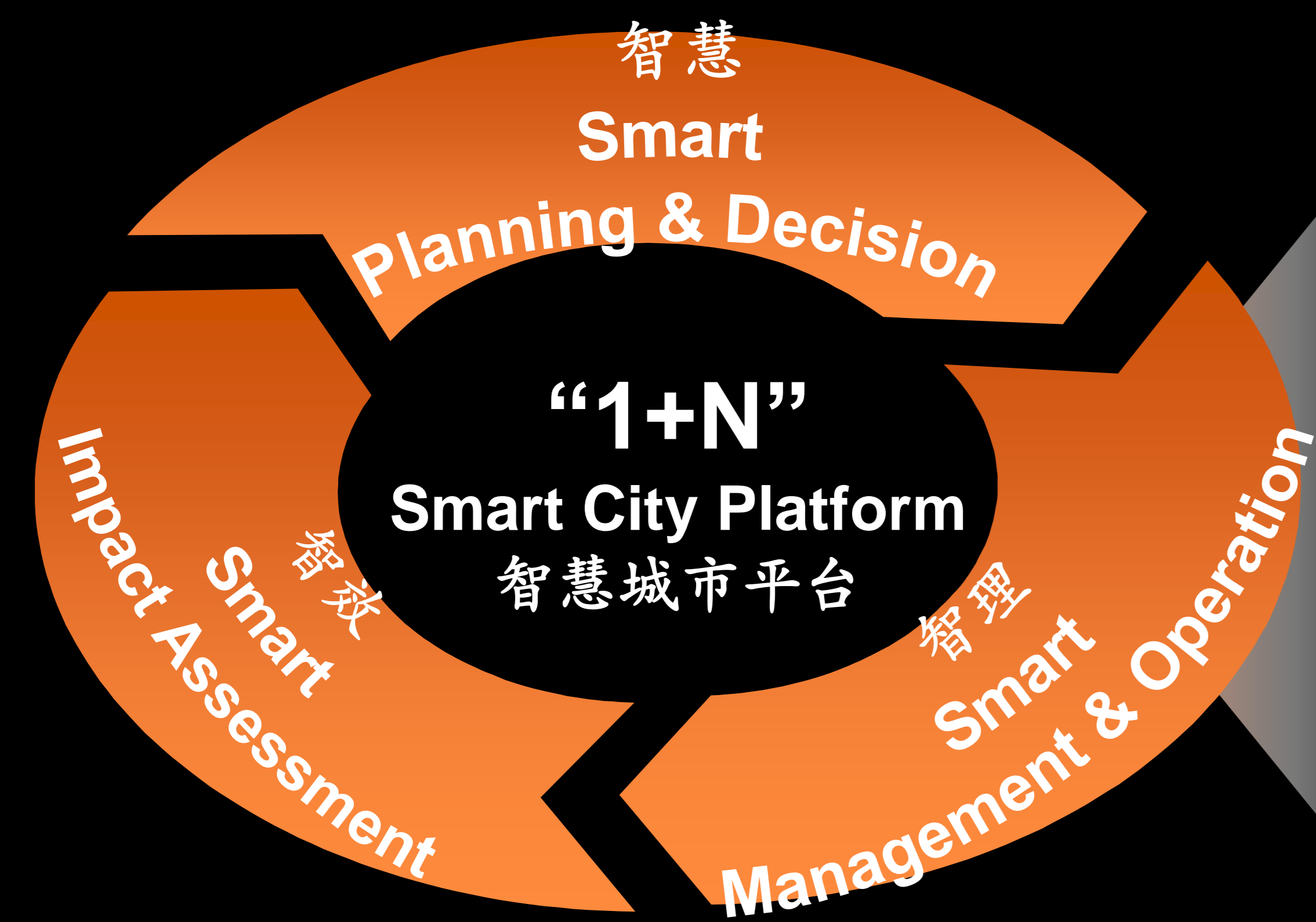
Internet Companies
互联网企业

Traffic & Portals Focused
专注流量入口



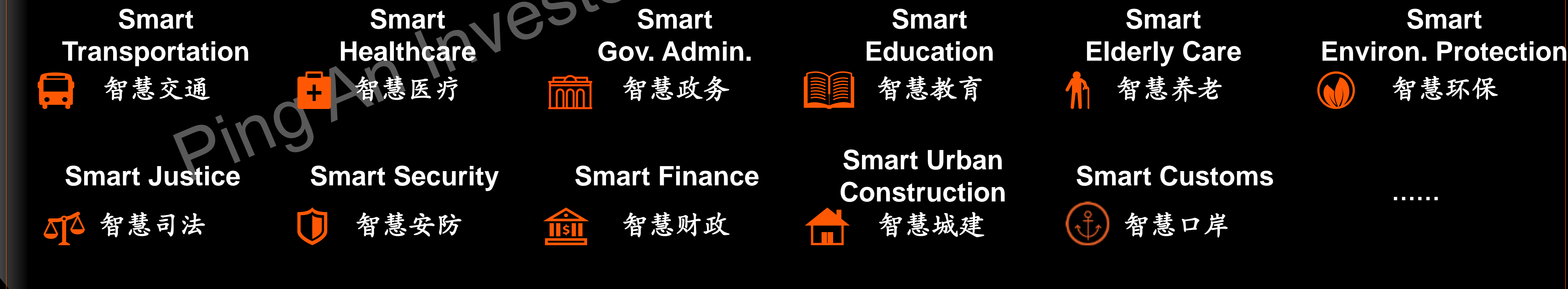
Ping An "1+N" Smart City platform

平安打造智慧城市“1+N”平台



N management service modules

N个管理服务模块



Smart Transportation Solutions

智慧交通解决方案

AI+ Accident Handling 智能事故快处

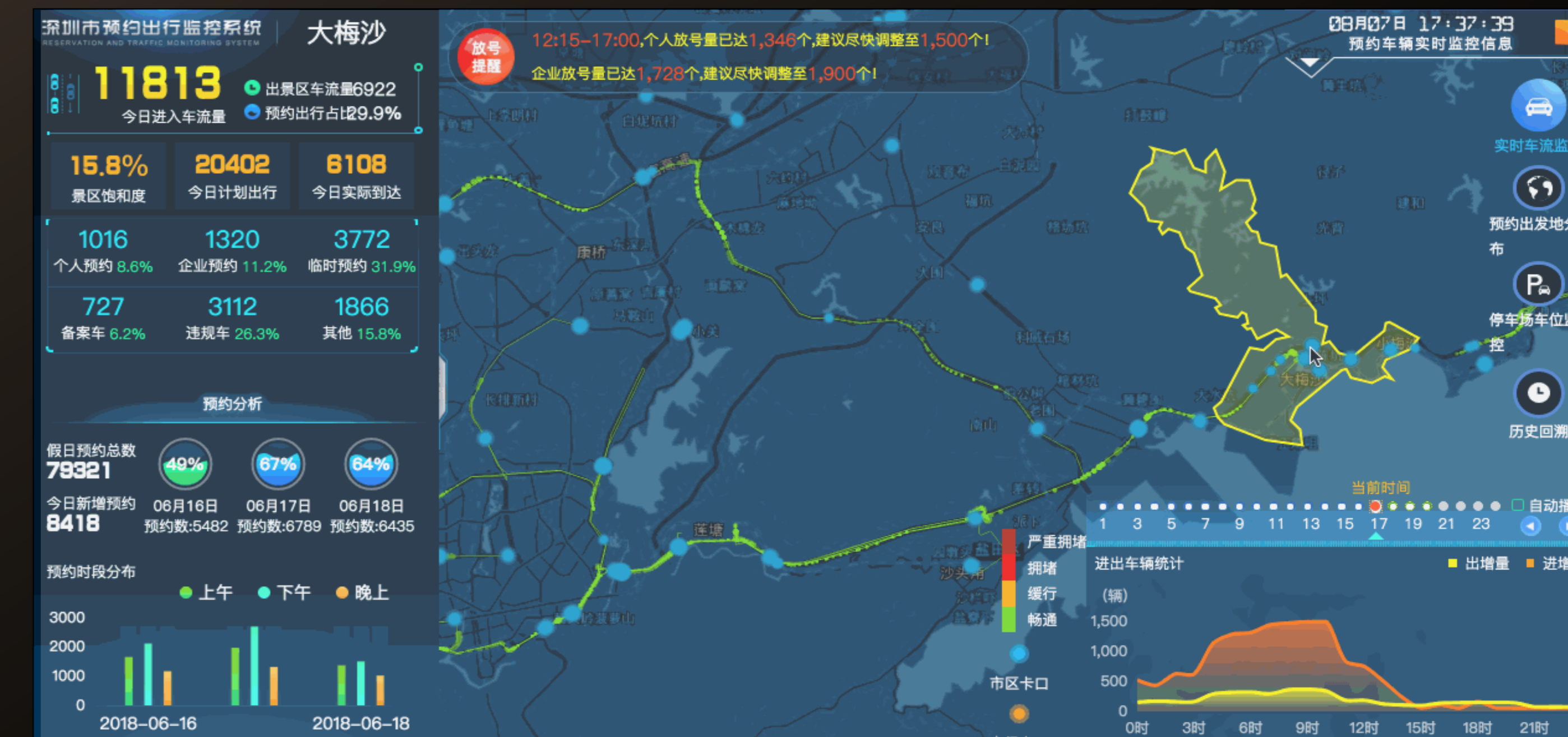
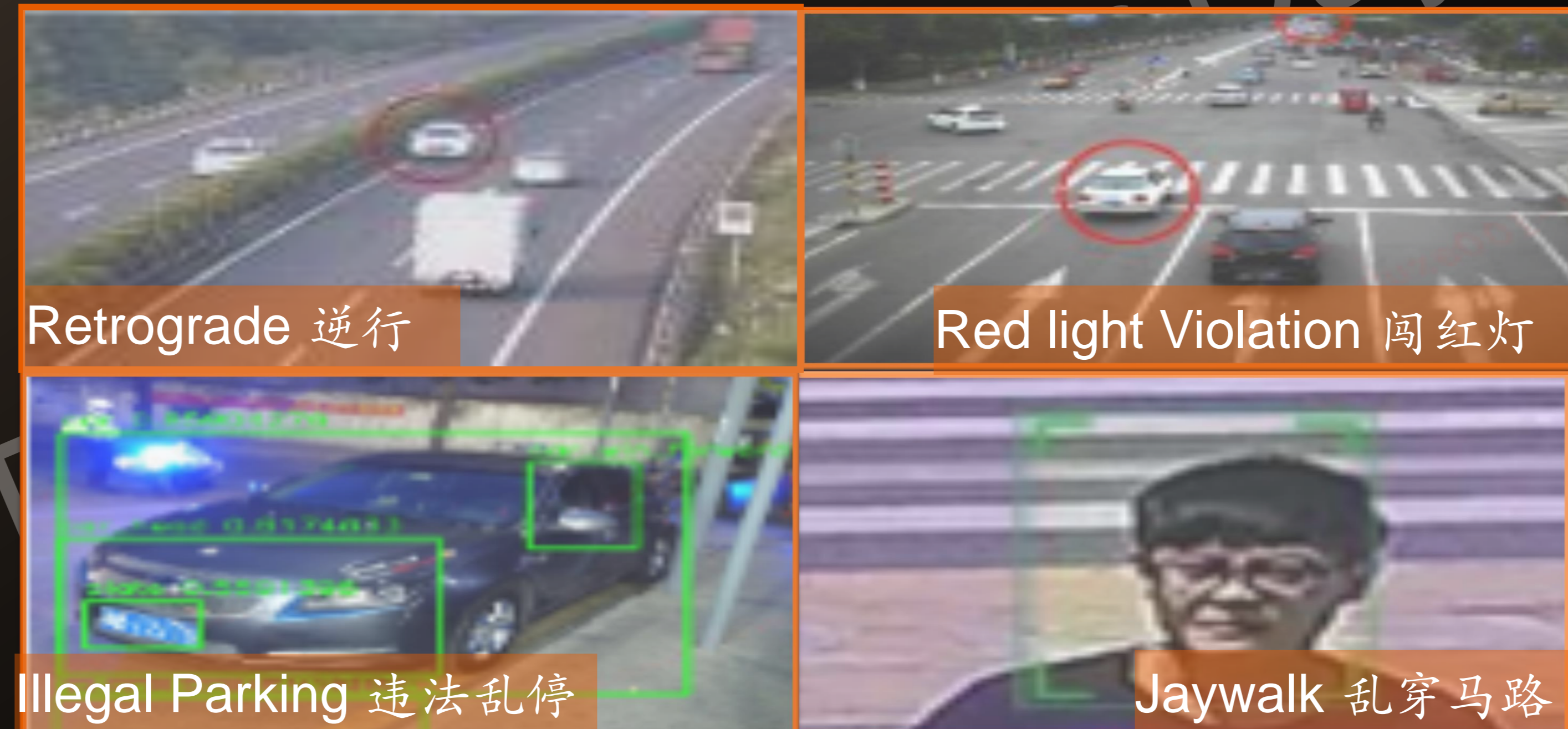
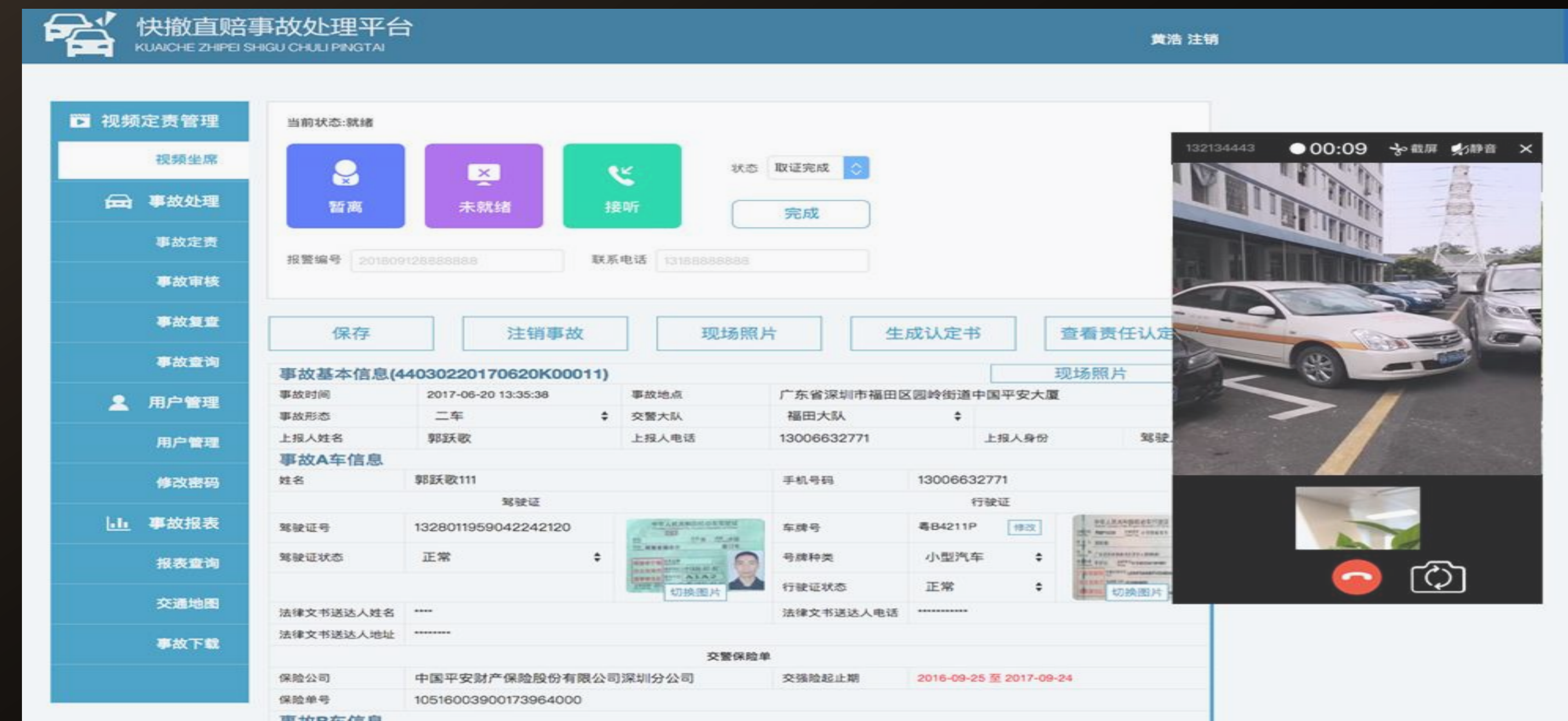
AI+ Supervision 智能执法监管

AI+ Congestion Easing 智能拥堵疏导

Liability Determination + Rapid claims 快撤直赔

Traffic law violation supervision 交通违法监管

Traffic prediction and mitigation 道路拥堵疏导



5 mins Minor accident removal time
轻微事故最快撤离时间

99% Traffic violation recognition accuracy
交通违法识别准确率

-90% police blotter on traffic accidents
交通事故警情

Demonstration for Smart Transportation

智慧交通视频展示



Smart Transportation Platform in City A

某市智慧交通一体化平台

+23%

Efficiency

通行效率

-15%

Traffic accident

交通事故

-30%

Labor cost

警务成本

Video not broadcasted 视频不在线直播

Smart Healthcare Solutions

智慧医疗解决方案

Smart Hospital 智能医院工作站



Hospital-Link Platform 医联云平台



AI+ Disease prevention 疾病防控



80%-90% High quality consultation time
高效诊疗时间比例

10 Provinces 省份
3000+ Hospitals 医院
700+ Smart treatment models
辅助诊疗模型

35 Disease prediction models
类疾病预测模型

Demonstration for End-to-End Smart Healthcare Management Platform



智能医疗平台视频展示



Video not broadcasted 视频不在线直播

Disease Prediction

智能疾病预测

Medical Imaging

智能影像筛查

Clinical Decision Support

智能辅助诊疗

Medical Evidence Search &
Decision Support Engine

智能医学知识搜索和决策引擎

Patient Follow-up

智能随访患教

Smart Government Administration Solutions

智慧政务解决方案

City Ops.&Mgmt. Center 城市运营管理中心

Public Service Platform 市民通

Market Supervision 市场监管



5,000+ Indicators 指标
400+ Topics 主题
36,000+ Fields 字段

E-certificate 电子证照



700+ Service Live 上线事项

Food Tracing 食品溯源



2 hours+ Saved per person 人均办事节约

Real-time Bus 实时公交



The very first launched in China 全国首家



3 mn+ Commercial Subjects 商事主体
50% Efficiency Improved 效率提升

Note: Data as of September; 截止今年3季度数据



Demonstration for Smart Government Administration

智慧政务视频展示



Smart Government Administration Platform in City B

某市智慧政务一体化平台

5,000+
Indicators
分析指标

700+
Service Live
上线事项

2 hours+
Saved per person
人均办事节约

Video not broadcasted 视频不在线直播



Full empowerment through Smart Education, Elderly Care and more modules...

以AI全面赋能智慧教育、智慧养老、智慧环保等N个板块

Smart Education 智慧教育



-30%

Ineffective exercises 无效练习

+100%

Grading efficiency 批改效率

Smart Elderly Care 智慧养老



+60%

Protection 防护设备覆盖率

-50%

Accidents 突发疾病摔倒死亡

Smart Environment Protection 智慧环保



36X

Assessing 环境信用评价范围

+80%

Efficiency 人员业务效率

More
更多...



1 Our Opportunities 市场机遇

Investor Day

2 Our Value Proposition 价值主张

3 Our Future 未来展望

Ping An Smart City's 3 unique propositions compared to existing market players

相较于传统市场参与者，平安建设智慧城市的三大差异化优势

1

Deep Business Experience

业务积累

30 years' excellence in finance, transportation, healthcare, elderly care, etc.

三十年深耕金融、交通、医疗、养老等领域

2

Technology + Scenarios

科技+场景

Hundreds of smart city scenarios empowered by four core technologies

科技无缝结合数百个智慧城市场景

3

Synergy within Ping An

集团协同

Tremendous sales and local resources support nationwide

全国机构，强大的销售和当地资源



Ping An Smart City, a front runner covering 60+ cities

平安智慧城市覆盖60+城市，遥遥领先

60+
Cities¹
城市覆盖¹

115+
Projects
项目落地



2 hrs
saved for residents
节约人均办事时间

-90%
traffic accidents
交通事故警情

-60%
diagnostic misses/errors rate
减少漏诊/误诊率

+80%
efficiency of civil service
公务处理效率

1. 60 cities refer to Smart City only, healthcare insurance covering cities not included.

Government support and requirement boost the market

响应国家政策，中国掀起智慧城市建设热潮

19th CPC National Congress report
党的十九大报告：

Smart Society
智慧社会

Digital China
数字中国

Internet Power Strategy
网络强国

The number of smart cities in China is far ahead of the world

中国在建智慧城市数全球遥遥领先

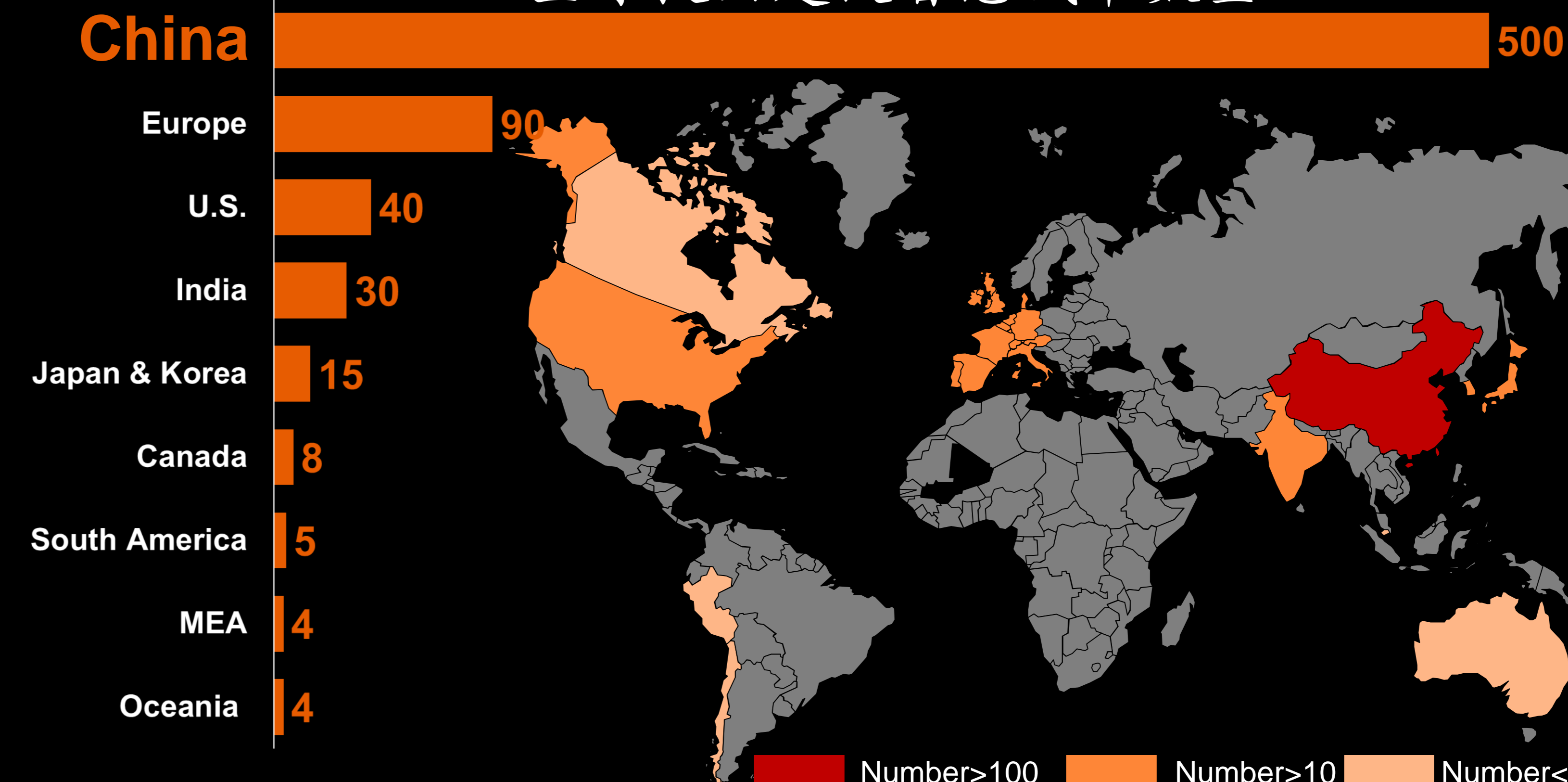


500
Smart Cities to be built¹
目标智慧城市建设数量¹

95%
Sub-provincial
cities
副省级城市

85%
Prefecture-level
cities
地级城市

Number of smart cities proposed to build²
全球提出建设智慧城市数量²





Our future: upcoming rapid expansion

准备迎接下一轮快速拓展





Key Message

关键点

Massive Market Potential: 500+ Smart Cities to be built in China, with expected market size to be \$ 2.6+ tn in 2021

市场前景广阔: 中国有500+座智慧城市建设中, 预计2021年市场规模达到2.6万亿美元

Distinctive Value Proposition: the only player with comprehensive 1+N solutions deeply integrated with government on processes, management, services, and tech

定位独一无二: 唯一提供1+N完整解决方案, 深入整合政府流程、管理、服务与技术的公司

Strong Management Team: all with 20+ years experience in government, tech, finance and other professional areas; leveraging Ping An's entities to work closely with government

强大的管理团队: 拥有在政府、科技、金融等领域超过20年的丰富经验, 依托集团子公司与政府展开深度合作



Demonstration for Ping An Smart City

平安智慧城市视频展示



Video not broadcasted

Investor Day

1+N Platform
1+N平台

60+ Cities Covered¹
城市覆盖¹

115+ Projects
项目落地

1. 60 cities refer to Smart City only, healthcare insurance covering cities not included. 60+城市仅指智慧城市目前拓展数量, 不包含医保覆盖城市



Thank You

感谢聆听

Ping An Investor Day