



**2015**

# China National Space Insurance Market Cooperation & Co-development



**江泰保险经纪股份有限公司**

**Jiang Tai Insurance Brokers Co.,Ltd.**

1



# National Broker Jiang Tai



# 1 National Broker Jiang Tai

- 1.1 Company Profile
- 1.2 Footprint
- 1.3 Operation
- 1.4 Shareholder
- 1.5 Senior Management
- 1.6 Product & Service

## 2 Domestic Market

## 3 International Cooperation



The first national insurance broker in China



Head Office: Beijing  
Registered Capital:  
CNY 137.60 Million (USD 22 Million)  
Number of offices: 46  
Number of staff: more than 1700

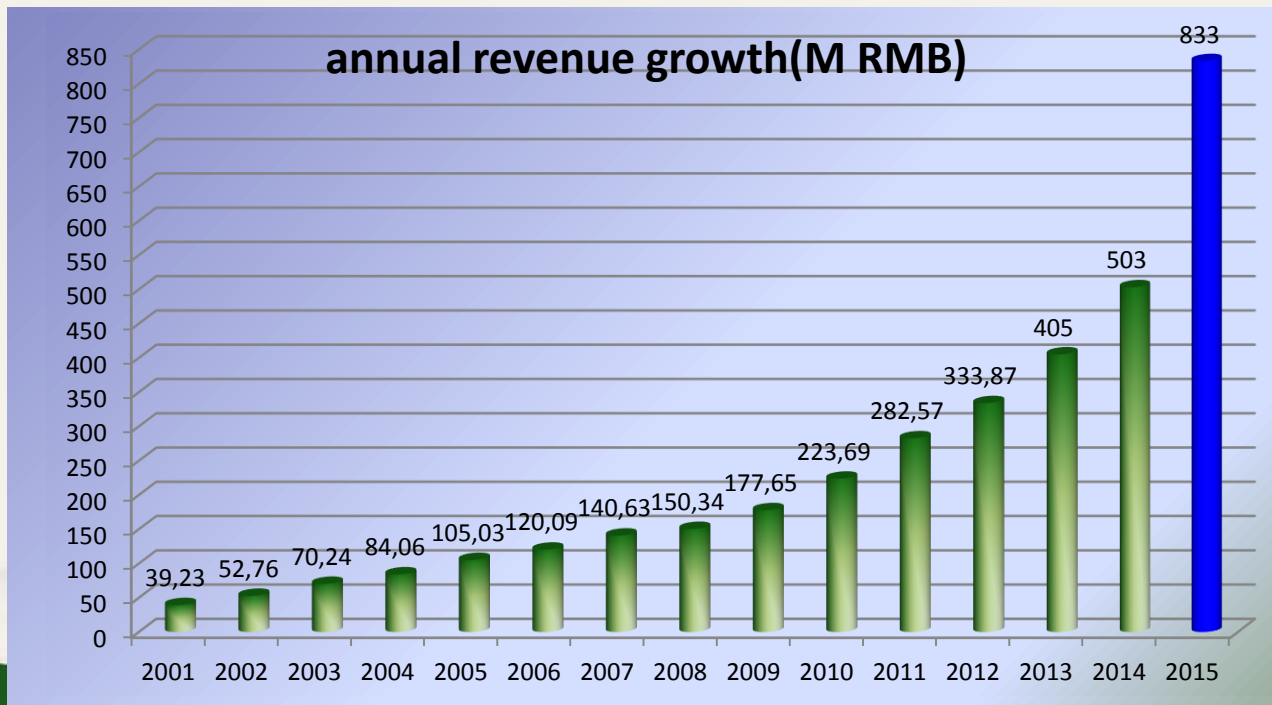


Revenue Performance increase by 20% each year



# 1 National Broker Jiang Tai

## Growth Rate of 20% Over a Decade



Note: Amounts in Million CNY

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**Domestic Most Valuable Insurance Broker Firm**

In 2008, Jiang Tai was awarded the title of “Most Valuable Domestic Insurance Broker”



**National Insurance Advanced Unit**

In 2009, Jiang Tai was awarded the title of “National Insurance Advanced Unit” by Ministry of Human Resources and China Insurance Regulatory Commission



**Domestic Excellent Insurance Broker Firm**

Between 2011 to 2013, Jiang Tai was awarded title of “Excellent Domestic Insurance Broker Firm”

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## Offices

Head Office: Beijing  
Branches: 46



- Insurance broking service for large scale projects, such as South-to-North water diversion project, West-to-East nature gas transmission project, Hangzhou Bay Bridge and Beijing – Shanghai Express Railway
- Insurance broking service for more than 70 highway construction and 40 aviation projects
- Insurance broking services for 500 large scale life insurance and property projects.

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# 1 About Us

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### Service

Able to provide Global Service for Jiang Tai clients

### Members

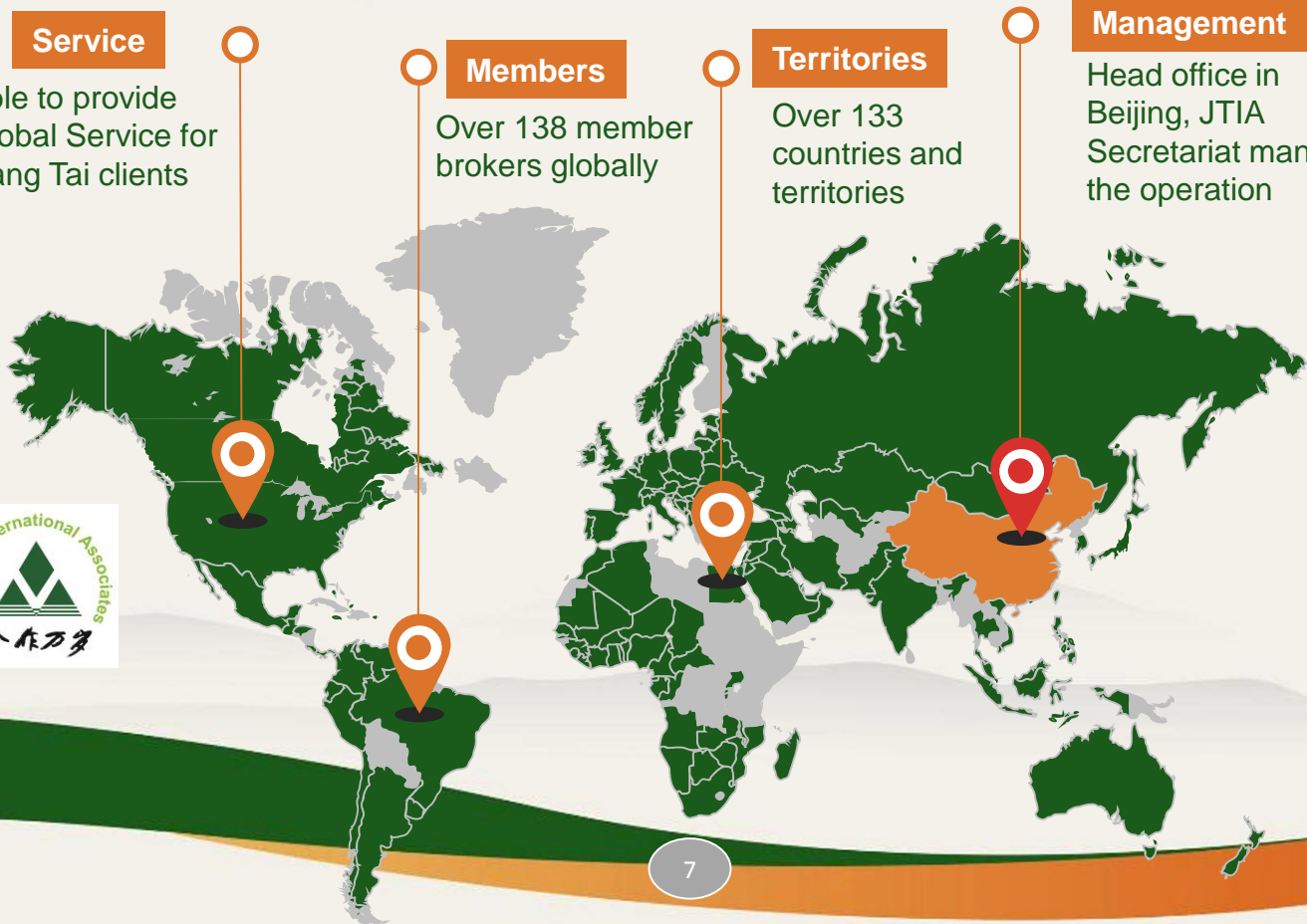
Over 138 member brokers globally

### Territories

Over 133 countries and territories

### Management

Head office in Beijing, JTIA Secretariat manages the operation





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**China Communications Construction Company Limited** is the largest port design and construction company in China and the third dredging company in the world

**SHOUGANG GROUP** was established in 1919. The company has successfully growth its business from traditional domestic iron & steel business to Ming, Machinery Electronic etc different regions

**CHINA NATIONAL COAL GROUP CORP** is the 2nd largest coal production company and the 1st coal mining equipment manufacturer in China

**SIOCHEM GROUP** business mainly focuses on agricultural , energy, chemical, real estate and finance. It is the biggest integrated agricultural company and the 4<sup>th</sup> largest oil company in China

**CHINA INTERNATIONAL WATER & ELECTRIC CROP** is subsidiary of China Three Gorges Corp. **CWE** has completed 700 international construction projects in over 60 countries and regions

**BEIJING INTERNATIONAL TRUST CORPORATION LIMITED** is one of the large financial trust companies in China





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Mr. SHEN Kaitao,  
Chairman  
& CEO

MBA

- Mr. SHEN established Jiang Tai insurance Brokers Co., Ltd in 2000.
- In 2004 , Mr. SHEN was named as one of the top 10 figures in China Insurance Industry.
- In 2004 , Mr. SHEN was named as one of the top 10 brokers in the 2<sup>nd</sup> International Forum of Brokers.
- In 2005 , Mr. SHEN was named in “the List of influential persons in Chinese economy” the World Conference of Managers.



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Frank LU

- Mr. LU has nearly 20 years of experience in the Insurance Brokerage Industry.
- Mr LU worked for the three largest insurance brokers of the world, holding the position of general manager for the China Region.
- Mr. LU has the ability to integrate international experience with the uniqueness of the market in China.



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## Travel Agencies Liability Insurance

- awarded to Jiang Tai by National Tourism Administration of China
- Over 20,000 travel agencies
- Servicing 2 billion travelers

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**Travel  
Agencies  
Liability  
Insurance**

Opening ceremony of the National Medication Center for the national Travel Agencies Liability Insurance program on 25th Feb 2010

# 3 International Cooperation



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## Medical Liability Insurance

Since 2008, the Medical Liability Insurance already serviced more than 400 hospitals in six provinces in China.

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## School Liability Insurance

School Liability (Schoolyard) Liability Insurance covers 6,000 schools and 3,000,000 students in Xinjiang, China

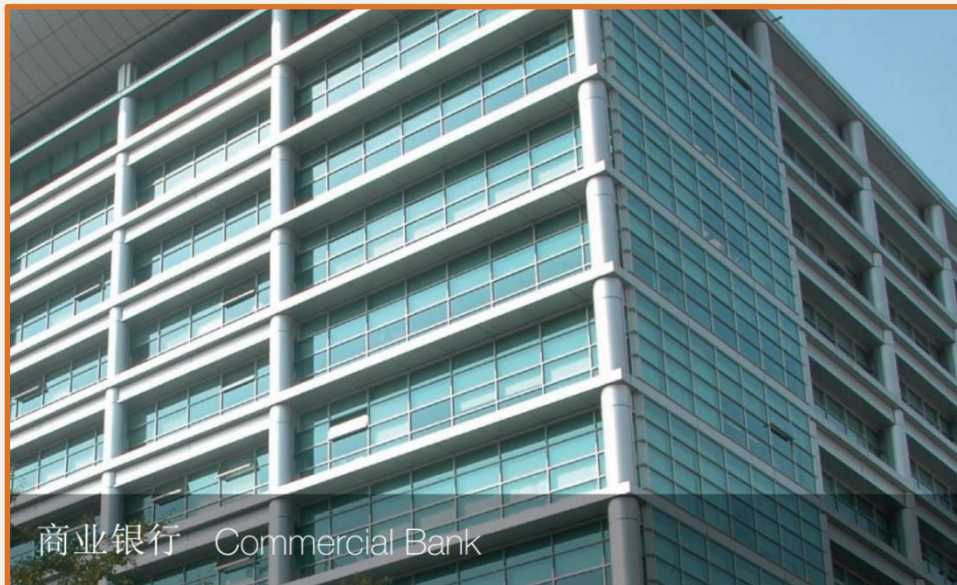
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## Exclusive Insurance Broker

Industrial and  
Commercial Bank of  
China  
the largest bank in  
the world

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## Space and Aviation

- Space risk and insurance management
- Over 50 space insurance projects
- Aircraft manufacturing
- Air Force test flights

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## City Rail

Service clients in

- Tianjin
- Shanghai
- Beijing
- Nanjing
- Hangzhou
- Wuxi
- Xi'an
- Shenyang
- Nanning
- MECCA(SAUDI )
- etc.

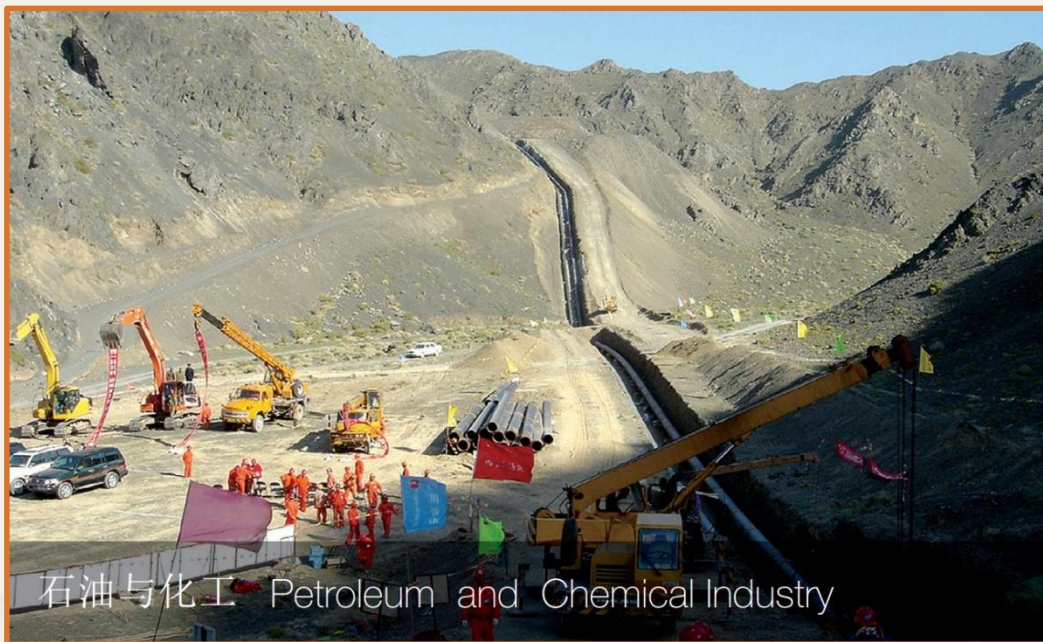
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## Petroleum and Chemical Industry

- China Aviation Oil
- China Coal
- China West to East Gas Transmission
- CNPC
- Petro China
- Sinopec
- Sinochem
- etc.

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交通与运输 Transportation and Logistics

## Transportation and Logistics

- Hangzhou Bay Bridge
- Nanjing Yangtze River Tunnel
- RI Zhao Port
- Said Port of Egypt
- etc.

# 2 Domestic Market

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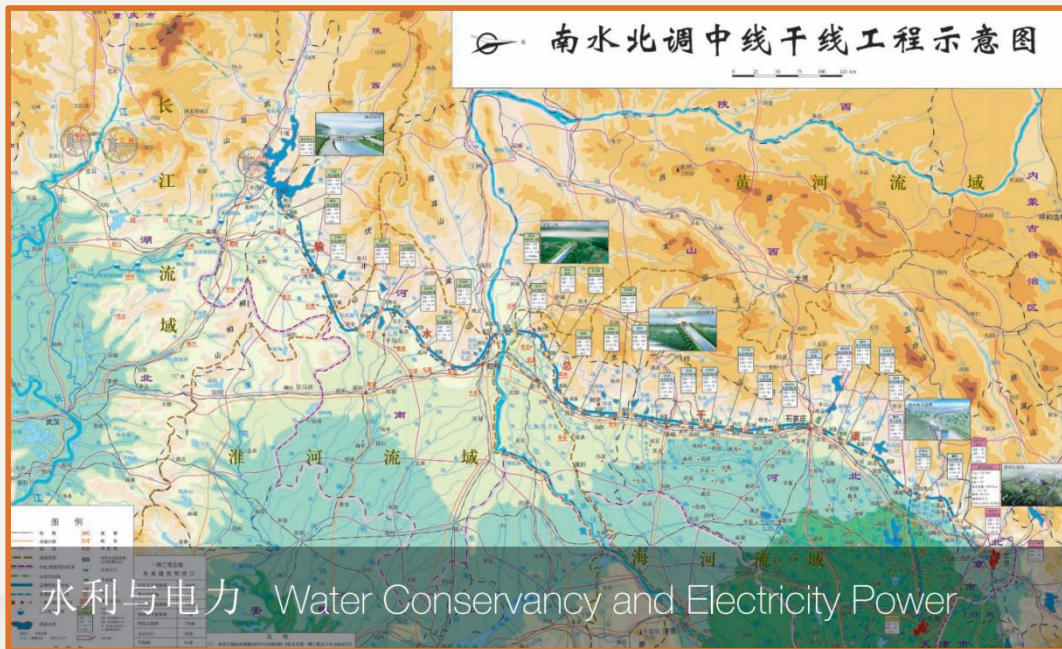


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## South to North Water Diversion Project

- 1,427 km main channel
- Average water transfer amount of 9.5 billion m<sup>3</sup>

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II

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Domestic Market

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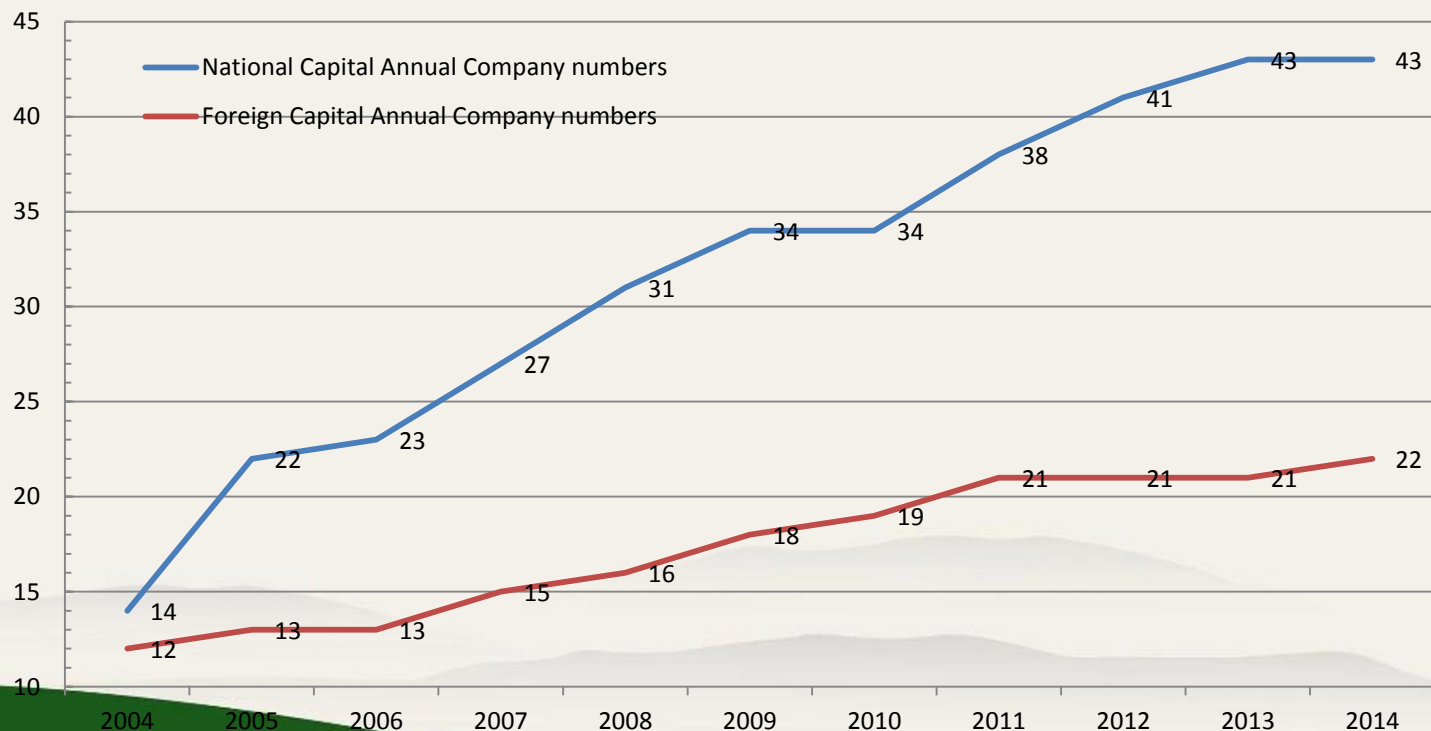
1 National Broker  
Jiang Tai

2 Domestic  
Market

2.1 Property Insurance

2.2 Space Insurance

3 International  
Cooperation





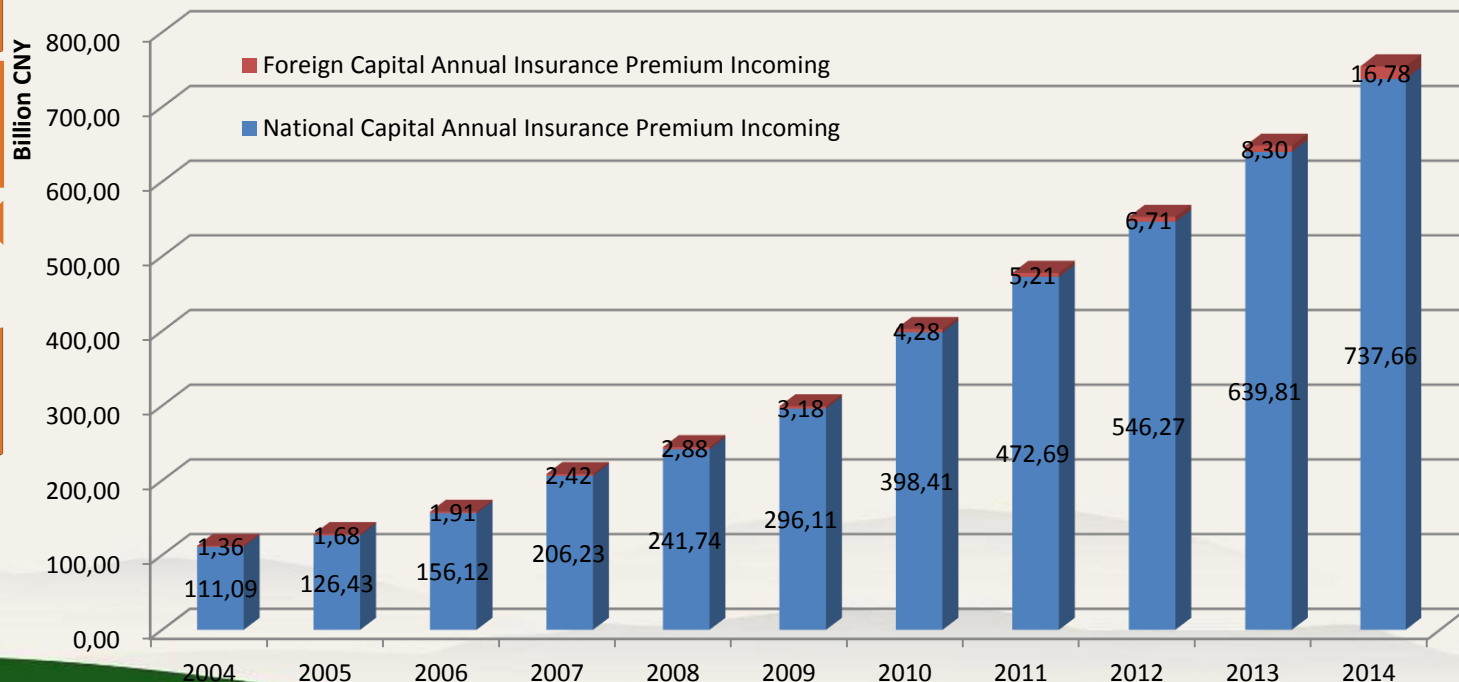
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1 National Broker  
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**Feb 1986**

Only PICC and CPIC for clients to choose in the insufficient competitive market

**August 1998**

China Space Insurance Union was founded by China government and leaded by PICC. Space Insurance became compulsory and no other choice for clients in the market

**Jan 2007**

Many foreign capital entities join into the competition after china join WTO and open the market door

**May 2004**

Jiang Tai was approved by CIRC and appointed by clients for commercial insurance placement

**Jan 2008**

Jiangtai placed international space risk into China market from 2008 and China risk to International market in 2012. Jiang Tai International Associates was held by JT on Jan.17,2013 in Beijing.





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2.1 Property Insurance

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## 14 Years、21 Satellites、over 50 Programs by JiangTai



Launch and in orbit (16 Programs )

- FY-1D ( 2002 ) ; FY-2C ( 2004 ) ; APSTAR 6、 Beijing 1 ( 2005 ) ; Shijian 8、 FY-2D ( 2006 ) ; NigcomSat-1、 Chinasat 6B ( 2007 ) ; FY-2E、 Chinasat 9、 Venesat-1 ( 2008 ) ; Hylas-1、 Paksat 1R ( 2010 )、 ZY-02C ( 2011 )、 APSTAR 7 ( 2012 ) ,Chinasat 11、 FY-3C(2013)



Satellite Prelaunch(4 Programs)

- Venesat-1 ( 2008 ) ; Paksat 1R、 NigcomSat-1R ( 2011 ) ; VRSS-1 ( 2012 )



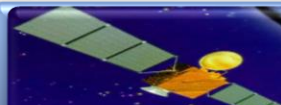
Rocket Prelaunch (9 Programs)

- APSTAR 6 ( 2005 ) ; Chinasat 6B ( 2007 ) ; NigcomSat-1 ( 2010 ) ; Paksat 1R、 NigcomSat-1R、 W3C ( 2011 ) ; APSTAR 7、 VRSS-1、 Chinasat 12 ( 2012 )



Rocket from Intentional Ignition to Liftoff (6 Programs)

- APSTAR 6 ( 2005 ) ; Chinasat 9 ( 2008 ) ; PALAPA-D ( 2009 ) ; W3C ( 2011 ) ; APSTAR 7、 Chinasat 12 ( 2012 )



In Orbit(6 Programs)

- NigcomSat-1 ( 2008-2009 ) ; APSTAR 5、 APSTAR 6 ( 2006-2012 ) ; APSTAR 5、 APSTAR 6、 APSTAR 7 ( 2012-2013,2013-2014,2014-2015 )

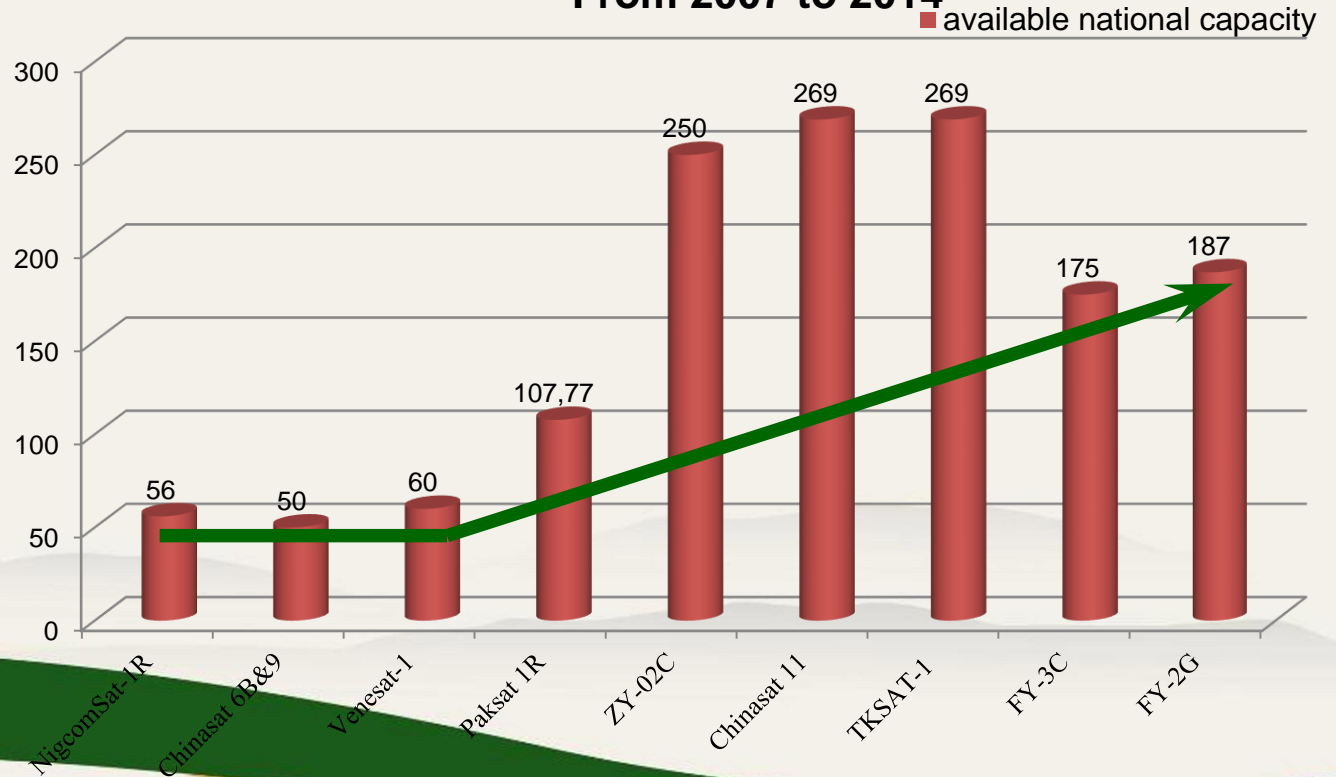


TPL(12 Programs)

- NigcomSat-1 ( 2008-2009 ) ; APSTAR 5、 APSTAR 6 ( 2006-2012 ) ; APSTAR 5、 6、 7 ( 2012-2013 ) ; Chinasat 6B ( 2007 ) ; Chinasat 9、 Venesat-1 ( 2008 ) ; PALAPA-D ( 2009 ) ; Paksat1R、 W3C、 NigcomSat-1R、 ZY-02C ( 2011 ) ; APSTAR 7、 VRSS-1、 Chinasat 12 (2012 ) ,FY-3C(2013)



## Available Space Capacity by China National Market(MUSD) From 2007 to 2014



1 National Broker  
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2 Domestic  
Market

2.1 Property Insurance

2.2 Space Insurance

3 International  
Cooperation



1 National Broker  
Jiang Tai

2 Domestic  
Market

2.1 Property Insurance

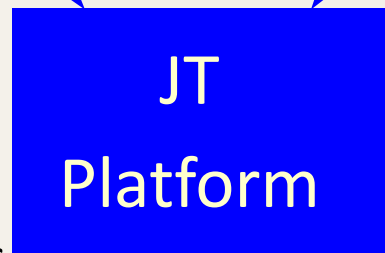
2.2 Space Insurance

3 International  
Cooperation

Up to 150 M USD in coinsurance form for China Risk

▪ >10 Year  
development

▪ >150M USD for China  
space risk



▪ >28 Chinese players

▪ >95% China Space Risk

III

# International Cooperation



# Agenda



江泰保险经纪股份有限公司  
Jiang Tai Insurance Brokers Co.,Ltd.

**1** National Broker  
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**2** Domestic  
Market

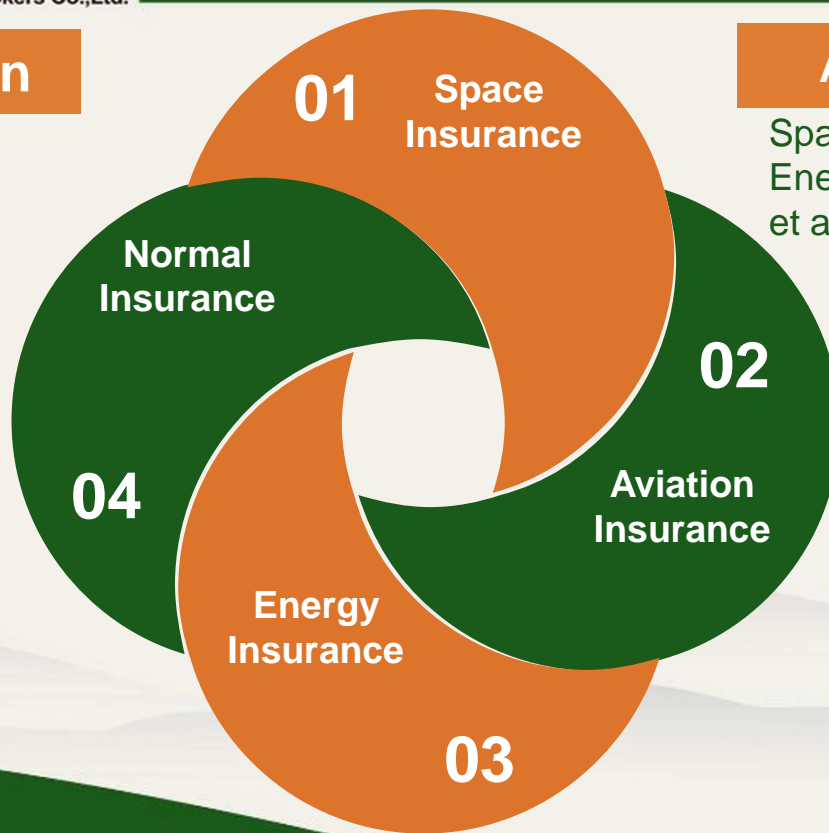
**3** International  
Cooperation

3.1 China & Russia  
Cooperation &  
Win-Win

**Win-Win**

**All Insurance**

Space, Aviation,  
Energy, Normal risk,  
et al





The  
End



Thank you



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