

# 泛华金控

## Fanhua Inc.

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### NASDAQ: FANH <sup>1</sup>

Last Trade:	29.96
Trade Time:	4:00 PM ET Feb 22, 2018
Change:	0.00 (0.000%)
Day Range	N/A - N/A
52-Week Range	6.79 - 32.85
Volume	100
Market Cap. (\$M)	0.000
Shares Out (M)	0.000

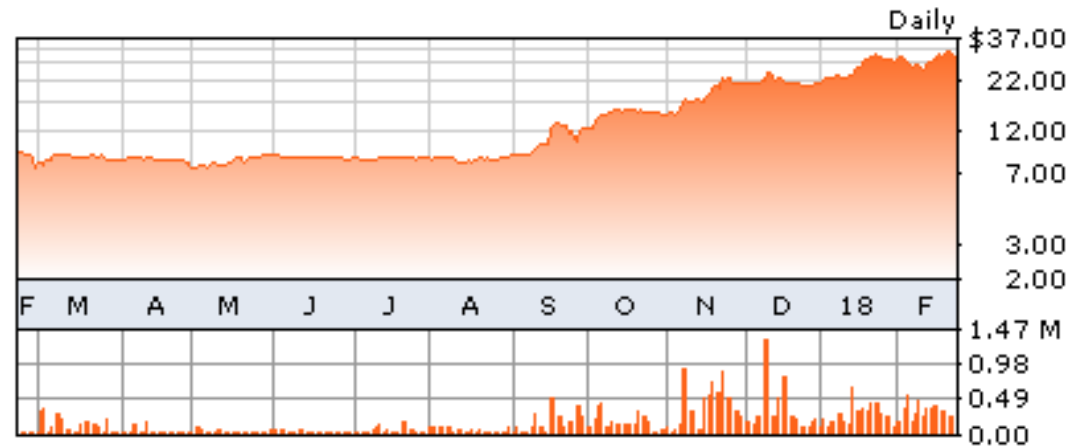
<sup>1</sup> The stock information is provided by eSignal, stock charts are provided by EDGAR Online. Stock information is delayed approximately 20 minutes.

## Company Profile

Founded in 1998, Fanhua Inc. (formerly known as "CNinsure Inc.") is a leading independent online-to-offline ("O2O") financial services provider. Through our online platforms and offline sales and service network, we offer a wide variety of property and casualty and life insurance products to individuals and businesses, and provide insurance claims adjusting services, such as damage assessments, surveys, authentications and loss estimations. Fanhua Inc. was listed on Nasdaq on October 31, 2007. In December 7, 2016, Fanhua changed its ticker symbol from "CISG" to "FANH".

We have invested substantial resources in building up our online platforms, including 1) CNpad, a mobile transaction platform which provides our agents with access to a broad range of auto insurance, life insurance and wealth management products and enables them to obtain quotes for

## Stock Performance



multiple insurance policies within minutes and purchase policies for their clients through their mobile devices; 2) Baoxian.com ([www.baoxian.com](http://www.baoxian.com)), an online entry portal for consumers to directly compare and purchase hundreds of health, accident, travel and homeowner insurance products underwritten by popular domestic and foreign insurance companies operating in China; 3) eHuzhu ([www.ehuzu.com](http://www.ehuzu.com), WeChat public account: ehuzhu), a non-profit online mutual aid platform in China. eHuzhu provides low-cost and effective alternative risk-protection programs on a mutual aid basis among program members.

As of March 31, 2017, we had 31 insurance agencies, two insurance brokerages and three insurance claims adjusting companies and our professional team included over 280 thousand sales agents and 1,241 claims adjustors. Our sales and services network spread across 29 provinces in China with 959 sales and service outlets, including most economically developed regions and

cities. Our extensive sales and service network and our online platforms are complementary, enabling our customers to benefit from face-to-face advice, the convenience of online shopping, and personalized services.

Our commitment to providing the highest quality of service has won the trust of our clients and business partners. As of March 31, 2017, we worked with over 90 insurance underwriters, including the leading domestic and foreign-invested insurance companies operating in China. In November, 2015, Fanhua was once again named Insurance Intermediary of the Year 2015 at the 10th China Insurance Innovation Award Ceremony. In 2015 and 2016, based on net revenues, Fanhua was ranked No.20 among the top 20 global insurance brokers selected by A.M. Best Co., one of the most prestigious insurance rating agencies.

We aspire to build the largest 1) transaction-enabled entry portal for insurance and wealth management products;

2) third party mobile insurance transaction platform; 3) public service platform for the insurance industry; 4) team of insurance advisors; and 5) mutual insurance organization.

Opportunities for independent insurance brokers are expanding rapidly due to the growth of the mobile internet. By leveraging the strength of our offline network, the talent of our team, our capital position and our strong relationships with product suppliers developed over the past decade, we are well-positioned to achieve our strategic goal, deliver sustainable strong profitability and create long term shareholder value.

... [\(more\)](#)