



Please use this form if you want the Hong Kong Offer Shares to be issued in your name(s)  
如欲以閣下的名義登記獲配發的香港發售股份，請使用本表格

Number of Hong Kong Offer Shares applied for, not to exceed 172,455,000 Hong Kong Offer Shares being 50% under the Hong Kong Public Offering  
申請香港發售股份數目(不超過172,455,000股香港發售股份(即香港公開發售項下50%))

Total amount of payment  
付款總額

HK\$

港元

Cheque/banker's cashier order number  
支票/銀行本票號碼

Name of bank on which cheque/banker's cashier order is drawn\*  
支票/銀行本票的付款銀行名稱\*

\* Cheque(s) or banker's cashier order(s) should be crossed "Account Payee Only" and made payable to "HSBC Nominees (Hong Kong) Limited - PICC Public Offer".  
\* 支票或銀行本票須以「只准入抬頭人賬戶」方式劃線開出，並須註明抬頭人為「滙豐代理人(香港)有限公司一人保公開發售」。  
To be completed in **BLOCK letters in English** in ink, except as stated otherwise. Joint applicants should give the address of the first-named applicant only.  
除另有說明外，請用墨水筆或原子筆以**英文正楷**填寫。聯名申請人只須填寫排名首位申請人的地址。

Name in English  
英文姓名/名稱

Family name or company name 姓氏或公司名稱

Forename(s) 名字

Name in Chinese  
中文姓名/名稱

Family name or company name 姓氏或公司名稱

Forename(s) 名字

Occupation  
(in English)  
職業(以英文填寫)

Hong Kong Identity Card No./  
Passport No./  
Hong Kong Business  
Registration No.\*\*  
(Please delete as appropriate)  
香港身份證號碼/護照號碼/  
香港商業登記號碼\*\* (請刪去不適用者)

Names of all other  
joint applicants  
in English (if any)  
所有其他聯名申請人  
的英文姓名/名稱(如有)

(1)  
(2)  
(3)

Hong Kong Identity Card No./  
Passport No./  
Hong Kong Business  
Registration No.  
of all other joint applicants\*\*  
(Please delete as appropriate)  
所有其他聯名申請人的  
香港身份證號碼/護照號碼/  
香港商業登記號碼\*\* (請刪去不適用者)

(1)  
(2)  
(3)

Address (in English)  
(joint applicants should  
give the address and  
telephone number of the  
first-named applicant only)  
地址(以英文填寫)(聯名  
申請人只須填寫排名首位  
申請人的地址及電話號碼)  
Only an address in  
Hong Kong will be accepted  
只接受香港地址

Telephone No. 電話號碼

For nominees:  
由代名人遞交

Please provide an account number or identification code for each (joint) beneficial owner(s).  
請填寫每一名(聯名)實益擁有人的賬戶號碼或識別編碼。

If you are a nominee and you do not complete this section, this application will be treated as being made for your benefit. The account number or identification code for each (joint) beneficial owner must be provided.

如閣下為代名人，而並無填寫此節，則是項申請將視為閣下本身利益提出。必須填寫各(聯名)實益擁有人的賬戶號碼或識別編碼。

\*\* (a) For individuals, you must provide your Hong Kong Identity Card number or passport number. If you hold a Hong Kong Identity Card, please provide your Hong Kong Identity Card number. If you do not hold a Hong Kong Identity Card, please provide your passport number. For a body corporate, please provide your Hong Kong Business Registration number. All joint applicants must give (if they are individuals) their Hong Kong Identity Card numbers, where appropriate, passport numbers, or (if they are bodies corporate) their Hong Kong Business Registration numbers. Your Hong Kong Identity Card/Passport/Hong Kong Business Registration numbers will be used for checking the validity of this Application Form and otherwise for processing the application for the Hong Kong Offer Shares and such data would be transferred to a third party for the accomplishment of such purposes.  
如屬個別人士，閣下必須填寫香港身份證號碼或護照號碼。如閣下持有香港身份證，請填寫香港身份證號碼；否則，請填寫護照號碼。如屬法人團體，請填寫香港商業登記號碼。所有聯名申請人(如屬個別人士)須填寫其香港身份證號碼(如適用)、護照號碼或(如屬法人團體)香港商業登記號碼。閣下之香港身份證/護照/香港商業登記號碼將會用作核對本申請表格是否有效及處理香港發售股份申請，並會轉交第三方以達上述目的。

(b) Part of your Hong Kong Identity Card number/passport number (or, in the case of joint applicants, part of the Hong Kong Identity Card number/passport number of the first-named applicant) provided by you may be printed on your refund cheque, if any. Such data would also be transferred to a third party for refund purpose. Your banker may require verification of your Hong Kong Identity Card number/passport number before encashment of your refund cheque. Inaccurate completion of your Hong Kong Identity Card number/passport number may lead to delay in encashment or may invalidate your refund cheque.  
閣下所提供的香港身份證號碼/護照號碼的一部分(或者，在聯名申請的情況下，名列首位的申請人的香港身份證號碼/護照號碼的一部分)可能被印刷在閣下的退款支票(如有)上。為退款之目的，該等資料也將被轉送至第三方。在兌現閣下的退款支票之前，銀行可能要求查證閣下的香港身份證號碼/護照號碼。如果閣下的香港身份證號碼/護照號碼填寫不準確，可能會導致閣下退款支票兌現延遲或無效。

Applicants who have applied for 1,000,000 or more Hong Kong Offer Shares and wish to collect (where relevant) refund cheque(s) and/or (where relevant) H Share certificate(s) in person from the Company's H Share Registrar, Computershare Hong Kong Investor Services Limited, Shops 1712-1716, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong on the date for collection of (where relevant) refund cheques, and (where relevant) H Share certificate(s), which is expected to be on Thursday, December 6, 2012, or such other date as notified by the Company in the newspapers as at the date of despatch/collection of H Share certificates/e-Refund payment instructions/refund cheques, should mark ✓ in the box on the left. Please see the sections overleaf headed "If your application for Hong Kong Offer Shares is successful (in whole or in part)" and "Refund of the money" for details of when, where and how to collect your refund cheques (if any).

凡申請1,000,000股或以上香港發售股份，並擬親自領取退款支票(如適用)及/或H股股票(如適用)日期(預計為2012年12月6日(星期四)或本公司於報章公佈發送/領取H股股票/電子退款指示/退款支票的其他日期)在本公司的H股證券登記處香港中央證券登記有限公司(地址為香港灣仔皇后大道東183號合和中心17樓1712-1716室)領取退款支票(如適用)及/或H股股票(如適用)的申請人，請在左方空格內填上「✓」。有關領取退款支票(如有)的時間、地點及方法詳情，請參閱背頁「倘成功申請香港發售股份(全部或部分)」及「退還款項」。

ADDRESS LABEL 地址標貼

Please repeat your name(s) and address as set out above in BLOCK letters

請用正楷填寫上表所示姓名/名稱及地址

Name(s) 姓名/名稱

Address 地址

For Bank Use 此欄供銀行填寫

Please use this form if you want the Hong Kong Offer Shares to be issued in your name(s)



中国人民保险集团股份有限公司

THE PEOPLE'S INSURANCE COMPANY (GROUP) OF CHINA LIMITED \*

(A joint stock company incorporated in the People's Republic of China with limited liability)

GLOBAL OFFERING

Conditions of your application

Unless otherwise stated, terms used in these conditions have the same meanings ascribed thereto in the Prospectus.

A. Who can apply

- 1. You, the applicant(s), and any person(s) for whose benefit you are applying, must be 18 years of age or older and must have a Hong Kong address.
2. If you are a firm, the application must be in the names of the individual members, not in the firm's name.
3. If you are a body corporate, the application form must be stamped with the company chop (bearing the company name) and signed by a duly authorized officer, who must state his or her representative capacity.
4. Save under the circumstances permitted by the Listing Rules or otherwise permitted by the Hong Kong Stock Exchange, you cannot apply for any Hong Kong Offer Shares if you are or any person(s) for whose benefit you are applying is/are:
- an existing beneficial owner of Shares in the Company;
- the chief executive, a Director or a Supervisor of the Company or any of its subsidiaries;
- an associate (as defined in the Listing Rules) of any of the above;
- a connected person (as defined in the Listing Rules) of the Company or any of its subsidiaries or a person who will become a connected person of the Company immediately upon completion of the Global Offering;
- a person who has been allocated or will receive any Offer Shares under the International Offering or otherwise participated in the International Offering or indicated an interest in the Offer Shares under the International Offering;
- a legal or natural person (except qualified domestic institutional investors) in the PRC (other than Hong Kong, Macau and Taiwan);
- a United States person (as defined in Regulation S under the United States Securities Act 1933 as amended);
- a person residing in the United States when completing and submitting this Application Form;
- a person who does not have a Hong Kong address.
5. The total number of joint applicants may not exceed four.

B. If you are a nominee

If you are a nominee, you may make more than one application by: (1) giving electronic application instructions to HKSCC via CCASS or CCASS Participator (2) using a WHITE or YELLOW Application Form and lodge more than one application in your own name on behalf of different beneficial owners. In the box on this Application Form marked "For nominees", you must include, for each beneficial owner or, in the case of joint beneficial owners, for each such beneficial owner:

- an account number; or
- some other identification code.
If you do not include this information, the application will be treated as being made for your benefit.

A nominee who submits this Application Form on behalf of another person is deemed to have represented to and undertaken with the Company, the Joint Sponsors, the Joint Global Coordinators, the Underwriters' Representatives, the Underwriters, the Joint Bookrunners and the Joint Lead Managers that he/she has been duly authorized.

C. Lodge only one application for your benefit (or for any and your joint applicant's benefit)

Multiple applications or suspected multiple applications will be rejected. Save as referred to in B above, all of your applications (including the part of the application made by HKSCC Nominees acting on electronic application instructions) will be rejected as multiple applications if you, or you and your joint applicant(s) together:

- make more than one application (whether individually or jointly) on a WHITE or YELLOW Application Form or by giving electronic application instructions to HKSCC via CCASS (if you are a CCASS Investor Participant or applying through CCASS Clearing Participant or Custodian Participant) or to the White Form eIPO Service Provider via the White Form eIPO Service (www.eipo.com.hk);
- both apply (whether individually or jointly) on one WHITE Application Form and one YELLOW Application Form on one WHITE or YELLOW Application Form and give electronic application instructions to HKSCC via CCASS (if you are a CCASS Investor Participant or applying through CCASS Clearing Participant or Custodian Participant) or to the White Form eIPO Service Provider via the White Form eIPO Service (www.eipo.com.hk) for more than 172,455,000 H Shares, being the maximum number of Hong Kong Offer Shares initially comprised in pool B;
- have applied for or taken up, or indicated an interest for, or have been or will be placed or allocated (including conditionally and/or provisionally) Offer Shares under the International Offering;
- Save as referred to above, all of your applications will also be rejected as multiple applications if more than one application is made for an benefit (including the part of an application made by HKSCC Nominees acting on electronic application instructions). If an application is made by an unlisted company and:
- the principal business of that company is dealing in securities; and
- you exercise statutory control over that company
then the application will be treated as being made for your benefit.

Unlisted company means a company with no equity securities listed on the Hong Kong Stock Exchange.

Statutory control means you:
- control the composition of the board of directors of the company;
- control more than half of the voting power of the company; or
- hold more than half of the issued share capital of the company (not counting any part of it which carries no right to participate beyond a specified amount in a distribution of either profits or capital).

D. Allocation of Hong Kong Offer Shares - Pools A and B

The 344,910,000 Hong Kong Offer Shares initially being offered for subscription by the public under the Hong Kong Public Offering (after taking into account of any adjustment in the number of Offer Shares allocated under the International Offering and the Hong Kong Public Offering) will be divided into two pools for allocation: pool A and pool B. Accordingly, the maximum number of Hong Kong Offer Shares initially comprised in pool A and pool B will be 172,455,000 and 172,455,000 respectively. The H Shares in pool A will be allocated on an equitable basis to successful applicants who have applied for an aggregate price of HK\$5 million (including 1% brokerage, 0.005% SFC transaction levy and 0.005% Hong Kong Stock Exchange trading fee payable) or less. The Offer Shares in pool B will be allocated on an equitable basis to successful applicants who have applied for H Shares with an aggregate price of more than HK\$5 million (excluding 1% brokerage, 0.005% SFC transaction levy and 0.005% Hong Kong Stock Exchange trading fee payable) and up to the total value of pool B. You should be aware that applications in pool A and applications in pool B may receive different allocation ratios. If the Offer Shares in one pool (but not both pools) are under-subscribed, the surplus Offer Shares will be transferred to the other pool to satisfy demand in that pool and be allocated accordingly. For the purpose of this application, "price" of the Offer Shares means the price payable on application therefor (without regard to the Offer Price as finally determined). You can only receive an allocation of Offer Shares from either pool A or pool B but not from both pools. In addition, multiple applications or suspected multiple applications and any application for more than 172,455,000 Offer Shares, being the maximum number of Offer Shares initially comprised in pool B in the Hong Kong Public Offering, are liable to be rejected. No application will be accepted from applicants applying for more than the total number of Hong Kong Offer Shares originally allocated to pool B. Allocation of Offer Shares to investors under the Hong Kong Public Offering, both in relation to pool A and pool B, will be based solely on the level of valid applications received for the Hong Kong Public Offering. The basis of allocation in each pool may vary, depending on the number of Hong Kong Offer Shares validly applied for by each applicant. Although the allocation of Offer Shares could, where appropriate, consist of balloting, which would mean that some applicants may receive a higher allocation than others who have applied for the same number of Hong Kong Offer Shares, and those applicants who are not successful in the balloting may not receive any Hong Kong Offer Shares.

E. Supplemental Information

If any supplement to the Prospectus is issued, applicants who have already submitted an application may or may not (depending on the information contained in the supplement) be notified that they can withdraw their applications. If applicants have not been notified, they should be aware that their applications have been withdrawn. In accordance with the procedure to be followed, all applications that have been submitted remain valid and may be accepted. Subject to the above and below, an application once made is irrevocable and applicants shall be deemed to have applied on the basis of the Prospectus as supplemented.

F. Effect of completing and submitting this Application Form

- by completing and submitting this Application Form, you, if you are joint applicants, each of you jointly and severally for yourself or as agent or nominee and on behalf of each person for whom you act as agent or nominee;
- instruct and authorize the Company and/or the Underwriters' Representatives as agent for the Company (or their respective agents or nominees) to sign any transfer forms, contract notes and other documents on your behalf and to do so on your behalf; all things necessary to register any Hong Kong Offer Shares allotted to you in your name(s) or HKSCC Nominees, as the case may be, as required by the Articles of Association and the White Form eIPO designated website at www.eipo.com.hk;
- undertake to sign all documents and to do all things necessary to enable you to be registered as the holder of the Hong Kong Offer Shares allotted to you, and as required by the Articles of Association;
- confirm that you have received and/or read a copy of the Prospectus and have only relied on the information and representations in making your application; you will not rely on any other information and representations save as set out in any supplement to the Prospectus;
- agree that the Company, the Joint Sponsors, the Joint Global Coordinators, the Underwriters' Representatives, the Joint Bookrunners, the Joint Lead Managers and any of their respective directors, officers, employees, partners, agents or advisers and any other parties involved in the Global Offering are not or will not be liable for any information or representations not contained in the Prospectus, the Application Form or any supplement to the Prospectus;
- agree (without prejudice to any other rights which you may have) that once your application has been accepted, you may not rescind it because of an innocent misrepresentation and you may not revoke it other than as provided in the Prospectus;
- (if the application is made for your own benefit) undertake, confirm and declare that this is the only application which will be made and the only application intended by you to be made for your benefit on a WHITE or YELLOW Application Form or by giving electronic application instructions to HKSCC via CCASS or to the White Form eIPO Service Provider via White Form eIPO service (www.eipo.com.hk) to benefit you or the person whose benefit you are applying;
- (if the application is made by an agent on your behalf) undertake, confirm and declare that you have validly and irrevocably conferred on your agent all necessary power and authority to make this application;
- (if you are an agent or nominee for another person) undertake, confirm and declare that reasonable enquiries have been made of that other person that this is the only application which will be made for the benefit of that other person on a WHITE or YELLOW Application Form or by giving electronic application instructions to HKSCC or to the White Form eIPO Service Provider via the White Form eIPO service (www.eipo.com.hk); and that you are duly authorized to sign this Application Form as that other person's agent;
- undertake, confirm and declare that, you (if the application is made for your benefit) or the person(s) for whose benefit you are applying have not taken up, or indicated an interest in, or have been or will be placed or allocated (including conditionally and/or provisionally), and will not apply for, take up or indicate an interest in, any Offer Shares under the International Offering nor otherwise participate in the International Offering;
- agree that your application, any acceptance of it and the resulting contract will be governed by and construed in accordance with the laws of Hong Kong;
- warrant the truth and accuracy of the information contained in your application;
- agree to disclose to the Company, the H Share Registrar, the Joint Sponsors, the Joint Sponsors, the Joint Global Coordinators, the Underwriters, the Joint Bookrunners, the Underwriters' Representatives, the Joint Lead Managers and their respective advisers and agents personal data and any information which they require about you or the person(s) for whose benefit you have made this application;

agree with the Company, for itself and for the benefit of each shareholder of the Company and each Director, Supervisor, manager and other senior officer of the Company (and so that the Company will be deemed by its acceptance in whole or in part of this application to have agreed, for itself and on behalf of each shareholder of the Company and each Director, Supervisor, manager and other senior officer of the Company, with each CCASS Participating giving electronic application instructions):

- (a) to refer all differences and claims arising from the Articles of Association or any rights or obligations conferred or imposed by the PRC Company Law or other relevant laws and administrative regulations concerning the affairs of the Company to arbitration in accordance with the Articles of Association;
(b) that any award made in such arbitration shall be final and conclusive; and
(c) that the arbitration tribunal may conduct hearings in open sessions and publish its award;
- agree with the Company and each shareholder of the Company, and the Company agrees with each of its shareholders, to observe and comply with the Hong Kong Companies Ordinance, PRC Company Law, the Special Regulations and the Articles of Association;
- agree with the Company and each shareholder of the Company that the H Shares in the Company are freely transferable by the holders thereof;
- authorize the Company to enter into a contract on your behalf with each Director, Supervisor, manager and officer of the Company whereby each such person undertakes to observe and comply with his/her obligations to shareholders as stipulated in the Articles of Association;
- authorize the Company to place your name(s) on the register of members of the Company as the holder(s) of any Hong Kong Offer Shares allocated to you, and the Company (and/or its agents) and any H Share certificate(s) and/or any refund cheque(s) (where applicable) to you or (in case of joint applicants) the first named applicant in the Application Form by ordinary post at your own risk to the address stated on your Application Form (except that if you have applied for 1,000,000 Hong Kong Offer Shares or more and have indicated in your Application Form that you will collect your H Share certificate(s) and refund cheque(s) (where applicable) in person, you can collect your H Share certificate(s) and/or refund cheque(s) (where applicable) in person between 9:00 a.m. and 1:00 p.m. on Thursday, December 6, 2012 on each other date as notified by the Company in the newspapers as the date of deposit/collection of H Share certificate(s) and/or refund payment instructions/refund cheques from Computershare Hong Kong Investor Services Limited);
- represent, warrant and undertake that (a) you are not restricted by any applicable laws of Hong Kong, or elsewhere from making this application, paying any application money for, or being allotted or taking up, any Hong Kong Offer Shares and that you are within the United States; and (b) that you are not a U.S. person (as defined in Regulation S under the U.S. Securities Act of 1933 as amended);
- understand that these declarations and representations will be relied upon by the Company, the Joint Sponsors, the Joint Global Coordinators, the Underwriters' Representatives, the Underwriters, the Joint Bookrunners and the Joint Lead Managers in deciding whether to allocate any Hong Kong Offer Shares in response to your application and that you may be prosecuted for making a false declaration;
- confirm that you have read the terms and conditions and application procedures set out in the Prospectus and this Application Form and agree to be bound by them;
- undertake and agree to accept the H Shares applied for or any lesser number allotted to you under your application; and
- if the laws of any place outside Hong Kong are applicable to your application, agree and warrant that you have complied with all such laws and none of the Company, the Joint Sponsors, the Joint Global Coordinators, the Underwriters' Representatives, the Underwriters, the Joint Bookrunners, the Joint Lead Managers or any of their respective officers or advisers will infringe any law outside Hong Kong as a result of the acceptance of your offer to purchase, or any actions arising from your rights and obligations under the terms and conditions contained in the Prospectus and the White Form eIPO designated website at www.eipo.com.hk.

The Company, the Joint Sponsors, the Joint Global Coordinators, the Underwriters' Representatives, the Underwriters, the Joint Bookrunners, the Joint Lead Managers and any other parties involved in the Global Offering and their respective directors, officers, employees, partners, agents or advisers are entitled to rely on any warranty, representation or declaration made by you in this application. In the event of the application of any applicant, all the warranties, representations, declarations and obligations expressed to be made, given or assumed by or imposed on the joint applicants shall be deemed to have been made, given or assumed by or imposed on the applicants jointly and severally.

Power of attorney
If your application is made by a person duly authorized under a valid power of attorney, the Company or the Underwriters' Representatives or the White Form eIPO Service Provider (where applicable) (or their respective agents and nominees), as its agents, may accept it at their discretion and subject to any conditions as any of them may think fit, including production of evidence of the authority of your attorney. The Company, the Underwriters' Representatives, the White Form eIPO Service Provider or their respective agents or nominees have full discretion to accept or refuse any application, in full or in part, without assigning any reason.

H. Determination of Offer Price and/or number of Offer Shares

The Offer Price is expected to be fixed by agreement between the Underwriters' Representatives (on behalf of the Underwriters) and the Company on or around November 30, 2012 and, in any event, not later than December 6, 2012. Applicants for the Hong Kong Offer Shares are required to pay, on application, the maximum Offer Price of HK\$4.03 for each H Share together with a brokerage fee of 1%, SFC transaction levy and 0.005% Hong Kong Stock Exchange trading fee of 0.005%, subject to refund of any resulting surplus application money to successful applicants, without interest, if the Offer Price should be lower than HK\$3.42. The Offer Price will be announced on December 6, 2012 in South China Morning Post (in English) and the Hong Kong Economic Times, the Hong Kong Economic Journal and the Oriental Daily (in Chinese) and on the website of the Hong Kong Stock Exchange. The Underwriters' Representatives on behalf of the Underwriters and the consent of the Company, reduce the number of Offer Shares being offered under the Global Offering and/or the indicative offer price range stated in the Prospectus (which is HK\$3.42 to HK\$4.03 per H Share) at any time on or prior to the morning of the last day for lodging applications under the Hong Kong Public Offering. In such a case, notices of the reduction of the number of Offer Shares and/or the indicative offer price range will be published in the South China Morning Post (in English) and the Hong Kong Economic Times, the Hong Kong Economic Journal and the Oriental Daily (in Chinese) and on the website of the Hong Kong Stock Exchange at www.hkexnews.hk and the Company (www.picc.com) not later than the morning of the day which is the last day for lodging applications under the Hong Kong Public Offering. Applications for Offer Shares have been received for the last day for lodging applications under the Hong Kong Public Offering, then even if the number of Offer Shares and/or the indicative offer price range is so reduced, such applications cannot be subsequently withdrawn. If, for whatever reason, the Offer Price is not agreed by December 6, 2012 between the Underwriters' Representatives (on behalf of the Underwriters) and the Company, the Global Offering (including the Hong Kong Public Offering) will not proceed and will lapse.

Allocation of Hong Kong Offer Shares

No proceedings will be taken on applications for the Hong Kong Offer Shares and no allotment of any such Hong Kong Offer Shares will be made until after the closing of the Hong Kong Offer Shares and the announcement of the indicative offer price in the International Offering. The level of applications of the Hong Kong Public Offering and the basis of allocation of the Hong Kong Offer Shares on Thursday, December 6, 2012 in the South China Morning Post (in English) and the Hong Kong Economic Times, the Hong Kong Economic Journal and the Oriental Daily (in Chinese) and on the website of the Hong Kong Stock Exchange at www.hkexnews.hk and the Company's website at www.picc.com.hk. The Hong Kong Identity Card/passport numbers of successful applicants under the Hong Kong Public Offering will be available at the times and date and in the manner specified in the section headed "How to Apply for Hong Kong Offer Shares - Publication of Results" in the Prospectus.

If your application for Hong Kong Offer Shares is successful (in whole or in part)

If you have applied for 1,000,000 or more Hong Kong Offer Shares on a WHITE Application Form and have indicated your intention in your Application Form to collect your refund cheque(s) (where applicable) and/or H Share certificate(s) (where applicable) from Computershare Hong Kong Investor Services Limited and have provided the information required by your Application Form, you may collect them in person from:
Computershare Hong Kong Investor Services Limited
Shops 1712-1716
17th Floor, Hopewell Centre
178 Queen's Road East
Wanchai
Hong Kong
between 9:00 a.m. and 1:00 p.m. on Thursday, December 6, 2012 or such other place and date as notified by the Company in the newspapers as the place and date of collection/despatch of e-Refund payment instructions/refund cheques/H Share certificate(s).

If you are an individual who opts for personal collection, you must not authorize any other person to make collection on your behalf. You must produce evidence of identity (including your Hong Kong Identity Card/passport numbers) to collect your refund cheque(s) (where applicable) and/or each H Share certificate. If you are a corporate applicant which opts for personal collection, you must attend by your authorized representative bearing a letter of authorisation from your corporation stamped with your corporation's chop. Such authorized representative must produce, at the time of collection, evidence of identity acceptable to Computershare Hong Kong Investor Services Limited. If you do not collect your refund cheque(s) and/or H Share certificate(s) (where applicable) in person within the time specified for collection, it will be dispatched to you by ordinary post to the address as specified on this Application Form at your own risk. If you apply for less than 1,000,000 Hong Kong Offer Shares or if you apply for 1,000,000 or more Hong Kong Offer Shares but have not indicated on your Application Form that you wish to collect your refund cheque(s) (where applicable) and/or H Share certificate(s) (where applicable) in person then your refund cheque(s) and/or H Share certificate(s) (where applicable) will be sent to the address on this Application Form on or before December 6, 2012, by ordinary post and at your own risk. No temporary document of title will be issued in respect of the H Shares. No receipt will be issued for sums paid on application.

In the event that the Offer Price as finally determined is less than the price per Hong Kong Offer Share paid by you, the surplus application monies (including the related 1% brokerage, SFC transaction levy of 0.005% and Hong Kong Stock Exchange trading fee of 0.005%) will be refunded to successful applicants without interest. If you are an individual who opts for personal collection, you must not authorize any other person to make collection on your behalf. You must produce evidence of identity (including your Hong Kong Identity Card/passport numbers) to collect your refund cheque(s) (where applicable) and/or each H Share certificate. If you are a corporate applicant which opts for personal collection, you must attend by your authorized representative bearing a letter of authorisation from your corporation stamped with your corporation's chop. Such authorized representative must produce, at the time of collection, evidence of identity acceptable to Computershare Hong Kong Investor Services Limited. If you do not collect your refund cheque(s) and/or H Share certificate(s) (where applicable) in person within the time specified for collection, it will be dispatched to you by ordinary post to the address as specified on this Application Form at your own risk. If you apply for less than 1,000,000 Hong Kong Offer Shares or if you apply for 1,000,000 or more Hong Kong Offer Shares but have not indicated on your Application Form that you wish to collect your refund cheque(s) (where applicable) and/or H Share certificate(s) (where applicable) in person then your refund cheque(s) and/or H Share certificate(s) (where applicable) will be sent to the address on this Application Form on or before December 6, 2012, by ordinary post and at your own risk. No temporary document of title will be issued in respect of the H Shares. No receipt will be issued for sums paid on application.

Circumstances in which you will not be allotted Hong Kong Offer Shares

You may not be allotted Hong Kong Offer Shares for any of the following reasons:

- 1. Full discretion of the Company, the Underwriters' Representatives or the White Form eIPO Service Provider (where applicable) and their respective agents or nominees to reject or accept your application. The Company and the Underwriters' Representatives (as agents for the Company) and the White Form eIPO Service Provider (where applicable), or their respective agents and nominees, have full discretion to reject or accept any application, or to accept only part of any application and to do so on your behalf. No reason has to be given for any rejection or acceptance.
2. If your application is rejected:
- you will not receive any allotment if:
- you make multiple applications or are suspected of making multiple applications;
- you or the person for whose benefit you are applying have applied for or taken up, or indicated an interest for, or have been or will be placed or allocated (including conditionally and/or provisionally) Hong Kong Offer Shares and/or Offer Shares in the International Offering.
By filing in any of the WHITE or YELLOW Application Forms or applying by giving electronic application instructions to HKSCC or to the White Form eIPO Service Provider through the White Form eIPO service, you agree not to apply for Offer Shares in the International Offering. Reasonable steps will be taken to identify and reject applications in the Hong Kong Public Offering from investors who received Offer Shares in the International Offering, and to identify and reject indications of interest in the International Offering from investors who have received Hong Kong Offer Shares in the Hong Kong Public Offering; your Application Form is not completed in accordance with the instructions as stated in the Application Form (if you apply by an Application Form);
- your payment is not made correctly;
- you pay by cheque or banker's cashier order and the cheque or banker's cashier order is dishonored upon its first presentation;
- your electronic application instructions through the White Form eIPO service are not completed in accordance with the instructions, terms and conditions set out in the designated website at www.eipo.com.hk;
- either of the Hong Kong Underwriting Agreement or the International Purchase Agreement does not become unconditional;
- either of the Hong Kong Underwriting Agreement or the International Purchase Agreement is terminated in accordance with its respective terms;
- the Company, the Joint Sponsors, the Joint Global Coordinators, the Underwriters' Representatives, the Joint Bookrunners, the Underwriters, the Joint Lead Managers or any of their respective officers or advisers, in accepting your application, they would violate applicable securities or other laws, rules or regulations of the jurisdiction in which your application is completed, received or signed or your address is located; or
- your application is for more than 172,455,000 H Shares, being the maximum number of the Hong Kong Offer Shares initially being offered for subscription in pool B.

\* for identification purpose only

**Please use this form if you want the Hong Kong Offer Shares to be issued in your name(s)**

3. **If your application is revoked or withdrawn:**  
By completing and submitting an Application Form or giving an electronic application instruction to HKSCC or the White Form eIPO Service Provider through the White Form eIPO service, you agree that your application or the application made by HKSCC Nominees or the White Form eIPO Service Provider on your behalf cannot be revoked on or before Wednesday, December 26, 2012. The agreement will take effect as a collateral contract with the Company, and will become binding when you lodge your Application Form.

This collateral contract will be in consideration of the Company agreeing that it will not offer any Hong Kong Offer Shares to any person before Wednesday, December 26, 2012, except by means of one of the procedures referred to in the Prospectus.  
Your application made by HKSCC Nominees or the White Form eIPO Service Provider on your behalf may only be revoked on or before Wednesday, December 26, 2012 if a person responsible for the Prospectus under section 40 of the Hong Kong Companies Ordinance (as applied by section 342E of the Companies Ordinance) gives a public notice under that section which excludes or limits the responsibility of that person for the Prospectus.  
If any supplement to the Prospectus is issued, applicants who have already submitted an application may or may not (depending on the information contained in the supplement) be notified that they can withdraw their applications. If applicant(s) have not been so notified, or if applicant(s) have been notified but have not withdrawn their applications in accordance with the Prospectus, all applications that have been submitted remain valid and may be accepted. Subject to the above, an application once made is irrevocable and applicants shall be deemed to have applied on the basis of the Prospectus as supplemented.

If your application or application made by HKSCC Nominees or the White Form eIPO Service Provider on your behalf has been accepted, it cannot be revoked or withdrawn. For this purpose, acceptance of applications which are not rejected will be constituted by notification in the publication of the results of allocation, and where such basis of allocation is subject to certain conditions or provides for allocation by ballot, such acceptance will be subject to the satisfaction of such condition or results of the ballot, respectively.

4. **If the allotment of Hong Kong Offer Shares is void:**  
The allotment of the Hong Kong Offer Shares to you or to HKSCC Nominees (if you give electronic application instructions to HKSCC or apply by a YELLOW Application Form) will be void if the Listing Committee of the Hong Kong Stock Exchange does not grant permission to list the H Shares either:  
• within 3 weeks from the closing date of the application lists; or  
• within a longer period of up to 6 weeks if the Listing Committee of the Hong Kong Stock Exchange notifies the Company of that longer period within 3 weeks of the closing date of the application lists.

**Refund of the money**

If you do not receive any Hong Kong Offer Shares for any reason, the Company will refund your application monies, including brokerage of 1%, SFC transaction levy of 0.003% and Hong Kong Stock Exchange trading fee of 0.005%. No interest will be paid thereon.

If your application is accepted only in part or if the Offer Price as finally determined is less than the maximum offer price paid on application, the Company will refund to you the appropriate portion of your application monies, including brokerage of 1%, SFC transaction levy of 0.003% and Hong Kong Stock Exchange trading fee of 0.005% without interest. If the Offer Price as finally determined is less than the initial offer price per H Share (excluding brokerage of 1%, SFC transaction levy of 0.003% and Hong Kong Stock Exchange trading fee of 0.005% thereon) paid on application, the Company will refund to you the surplus application monies, together with brokerage of 1%, SFC transaction levy of 0.003% and Hong Kong Stock Exchange trading fee of 0.005% without interest. All such interest accrued on such monies prior to the date of despatch of e-Refund payment instructions/refund cheque(s) will be retained for the benefit of the Company. In a contingency situation involving a substantial over-subscription, at the discretion of the Company and the Underwriters' Representatives, cheque(s) for applications for certain small denominations of Hong Kong Offer Shares on Application Forms (apart from successful applications) may not be cleared. Refund cheque(s) will be cleared "Account Payee Only" in favour of the applicant or, if you are joint applicants, to the first-named applicant on your Application Form. Part of your Hong Kong Identity Card number/passport number (or, in the case of joint applicants part of the Hong Kong Identity Card number/passport number of the first-named applicant) provided by you may be printed on your refund cheque, if any. Such data would also be transferred for refund purposes. Your banker may require verifications of your Hong Kong Identity Card number/passport number before encasement of your refund cheque. Inaccurate completion of your Hong Kong Identity Card number/passport number may lead to delay in encasement of, or may invalidate, your refund cheque.

If you have applied for 1,000,000 Hong Kong Offer Shares or above and have indicated on your Application Form that you wish to collect your refund cheque in person, you may collect it from:

*Computershare Hong Kong Investor Services Limited  
Shops 1712-1716  
17th Floor, Hopewell Centre  
183 Queen's Road East  
Wanchai  
Hong Kong*

between 9:00 a.m. and 1:00 p.m. on Thursday, December 6, 2012 or any other place and date notified by the Company in the newspaper as the place and date of collection/despatch of e-Refund payment instructions/refund cheque(s) to H Shares certificate(s).

If you are an individual who opts for personal collection, you must not authorize any other person to make collection on your behalf. You must produce evidence of identity (which must be acceptable to Computershare Hong Kong Investor Services Limited) for collection of your refund cheque(s) (where applicable and/or each H Share certificate). If you are a corporate applicant which opts for personal collection, you must attend by your authorized representative bearing a letter of authorisation from such corporation stamped with your corporation's chop. Such authorized representative must produce, at the time of collection, evidence of identity acceptable to Computershare Hong Kong Investor Services Limited.

If you do not collect your refund cheque(s) (where applicable) and/or H Share certificate(s) (where available) in person within the time specified for its collection, it will be despatched to you by ordinary post to the address as specified on this Application Form at your own risk.

If you apply for less than 1,000,000 Hong Kong Offer Shares or if you apply for 1,000,000 or more Hong Kong Offer Shares but have not indicated on your Application Form that you will collect your refund cheque(s) (where applicable) and/or H Share certificate(s) (where available) in person, then your refund cheque(s) (where applicable) and/or H Share certificate(s) (where available) will be sent to the address on your Application Form on or before Thursday, December 6, 2012, by ordinary post and at your own risk. It is intended that special efforts will be made to avoid any undue delay in refunding application monies where appropriate.

**Application by HKSCC Nominees Limited ("HKSCC Nominees")**

Where this Application Form is signed by HKSCC Nominees on behalf of persons who have given electronic application instructions to apply for the Hong Kong Offer Shares, the provisions of this form which are inconsistent with those set out in the Prospectus shall not apply and provisions in the Prospectus shall prevail. Without limiting the generality of this paragraph, the following sections of the Application Form are inapplicable where this form is signed by HKSCC Nominees:

- all warranties on the first page, except the first warranty concerning application for Hong Kong Offer Shares on the terms and conditions of the Prospectus and this Application Form, and subject to the Articles of Association;
- "Warning" on the first page;
- "If you are a nominee";
- "Lodge only one application for your benefit" (or your and any of your applicant's benefit);
- all representations and warranties under the section headed "Effect of completing and submitting this Application Form", except the first two regarding registration of Hong Kong Offer Shares in the applicant's name and the signing of documents to enable the applicant to be registered as the holder of the Hong Kong Offer Shares applied for;
- "If your application for Hong Kong Offer Shares is successful (in whole or in part)";
- "Circumstances in which you will not be allotted Hong Kong Offer Shares"; and
- "Refund of the money".

**Personal data**

**Personal Information Collection Statement**

The main provisions of the Personal Data (Privacy) Ordinance (the "Ordinance") came into effect in Hong Kong on December 20, 1996. This Personal Information Collection Statement informs the applicant for and holder of Hong Kong Offer Shares of the policies and practices of the Company and the H Share Registrar in relation to personal data and the Ordinance.

1. **Reasons for the collection of your personal data**  
From time to time it is necessary for applicants for securities or registered holders of securities to supply their latest correct personal data to the Company and the H Share Registrar when applying for securities or transferring securities into or out of their names or in procuring the services of the H Share Registrar.  
Failure to supply the requested data may result in your application for securities being rejected, delay or the inability of the Company and the H Share Registrar to effect transfers or otherwise render their services. It may also prevent or delay registration or transfer of the Hong Kong Offer Shares which you have successfully applied for and/or the despatch of the H Share certificate(s) and/or refund cheque(s) to which you are entitled.  
It is important that holders of securities inform the Company and the H Share Registrar immediately of any inaccuracies in the personal data supplied.

2. **Purpose**  
The personal data of the applicants and the holders of securities may be used, held and/or stored (by whatever means) for the following purposes:

- processing of your application and refund cheque, where applicable, and verifications of compliance with the terms and application procedures set out in this Application Form and the Prospectus and announcing results of allocations of Hong Kong Offer Shares;
- enabling compliance with all applicable laws and regulations in Hong Kong and elsewhere;
- registering new issues or transfers into or out of the name of holders of securities including, where applicable, in the name of HKSCC Nominees;
- maintaining or updating the registers of holders of securities of the Company;
- conducting or assisting the conduct of signature verifications, any other verification or exchange of information;
- establishing benefit entitlements of holders of securities of the Company, such as dividends, rights issues and bonus issues, etc;
- distributing communications to the Company and its subsidiaries;
- compiling statistical information and shareholder profiles;
- making disclosures as required by laws, rules or regulations;
- disclosing relevant information to facilitate claims on entitlements and
- any other incidental or associated purposes relating to the above and/or to enable the Company and the H Share Registrar to discharge their obligations to holders of securities and/or regulators and/or for any other purposes to which the holders of securities may from time to time agree.

3. **Transfer of personal data**

Personal data held by the Company and the H Share Registrar relating to the applicants and the holders of securities will be kept confidential but the Company and the H Share Registrar may, in order to be able to carry out their duties for achieving the above purposes or any of them, make such enquiries as they consider necessary to confirm the accuracy of the personal data and in particular, they may disclose, obtain, transfer (whether within or outside Hong Kong) the personal data of the applicants and the holders of securities to, from or with any and all of the following persons and entities:

- the Company or its appointed agents such as financial advisers, receiving bankers and overseas principal registrars;
- where applicants for securities request deposit into CCASS, to HKSCC and HKSCC Nominees, who will use the personal data for the purposes of operating the CCASS;
- consultants, contractors or third-party service providers who offer administrative, telecommunications, computer, payment or other services to the Company or the H Share Registrar in connection with the operation of their respective businesses;
- any regulatory or governmental bodies (including the Hong Kong Stock Exchange and the SFC); and
- any other persons or institutions with which the holders of securities have or propose to have dealings, such as their bankers, solicitors, accountants or stockbrokers, etc.

4. **Access and correction of personal data**

The Ordinance provides the holders of securities with rights to ascertain whether the Company or the H Share Registrar hold their personal data, to obtain a copy of that data and to correct any data that is inaccurate. In accordance with the Ordinance, the Company and the H Share Registrar have the right to charge a reasonable fee for the processing of any data access request. All requests for access to data or correction of data or for information on the Company's policies and practices, and the kinds of data held should be addressed to the Company at its registered address disclosed in the "Corporate Information" section in the Prospectus or as notified from time to time in accordance with applicable law for the attention of the Company Secretary or (as the case may be) the H Share Registrar for the attention of the Privacy Compliance Officer.

By signing this form or by giving electronic application instructions to HKSCC, you agree to all of the above.

**How to make your application**

1. Use the table set out below to calculate how much you must pay for the number of Hong Kong Offer Shares you want to subscribe for. Your application must be for a minimum of 1,000 Hong Kong Offer Shares. Applications must be in one of the numbers set out in the table below. No application for any other number of Hong Kong Offer Shares will be considered and any such application is liable to be rejected. The table also sets out the total amount payable for such numbers of Hong Kong Offer Shares up to 172,455,000 Hong Kong Offer Shares. On application, you must pay the maximum offer price of HK\$4.03 per H Share, plus brokerage of 1%, SFC transaction levy of 0.003% and Hong Kong Stock Exchange trading fee of 0.005%. The table below sets out the total amount payable for certain numbers of Hong Kong Offer Shares.

2. Complete this Application Form and sign it. Only written signatures will be accepted.  
3. Each application must be accompanied by either one cheque or one banker's cashier order.  
4. Staple your cheque or banker's cashier order to the form. You must pay for the Hong Kong Offer Shares applied for by one cheque or by one banker's cashier order.

**If you pay by cheque, the cheque must:**

- be in Hong Kong dollars;
- be drawn on your Hong Kong dollar bank account in Hong Kong;
- the cheque must bear an account name (or, in the case of joint applicants, the name of the first-named applicant) (either pre-printed on the cheque or endorsed on the reverse of the cheque by any authorized signatory of the bank on which it is drawn), which must be the same as the name on your Application Form (or, in the case of joint applicants, the name of the first-named applicant); if the cheque is drawn on a joint account, one of the joint account names must be the same as the name of the first-named applicant;
- be made payable to "HSBC Nominees (Hong Kong) Limited - PICC Public Offer";
- be crossed "Account Payee Only"; and
- the cheque must not be post-dated.

**Your application will be rejected if your banker's cashier order does not meet all these requirements.**

- Your application will be rejected if your cheque:
  - does not meet all these requirements; or
  - is dishonoured on its first presentation.
- If you pay by banker's cashier order:**
  - the banker's cashier order must be in Hong Kong dollars;
  - the banker's cashier order must be issued by a licensed bank in Hong Kong, and have your name certified on the back by a person authorized by the bank. The name on the back of the banker's cashier order and the name on the Application Form must be the same. If it is a joint application, the name on the back of the banker's cashier order must be the same as the name of the first-named applicant;
  - the banker's cashier order must be made payable to "HSBC Nominees (Hong Kong) Limited - PICC Public Offer";
  - the banker's cashier order must be crossed "Account Payee Only"; and
  - the banker's cashier order must not be post-dated.

5. Tear off the Application Form, fold the form once and lodge it in one of the special collection boxes at any one of the following locations:

Bank of China (Hong Kong) Limited:	Branch Name	Address
Hong Kong Island:	Bank of China Tower Branch	3/F, 1 Garden Road
	Central District (Wing On House) Branch	71 Des Voeux Road Central
Kowloon:	Kwan Tong Branch	20-24 Yue Man Square, Kwan Tong
	Tseung Kwan O Plaza Branch	Shop 112-125, Level 1, Tseung Kwan O Plaza, Tseung Kwan O
New Territories:	Tuen Mun Town Plaza Branch	Shop 2, Tuen Mun Town Plaza Phase II
	Kau Yuk Road Branch	18-24 Kau Yuk Road, Yuen Long

**Bank of Communications (CN) Ltd. Hong Kong Branch:**

Branch Name	Address
Hong Kong Island:	Hong Kong Branch 20 Pedder Street, Central
	Quarry Bay Sub-Branch G/F, 981 C, King's Road, Quarry Bay
	Chaivan Sub-Branch G/F, 121-121A Wan Tsui Road
Kowloon:	Kowloon Sub-Branch G/F, 563 Nathan Road
New Territories:	Tsuen Wan Sub-Branch G/F, Shop G9B-G11, Pacific Commercial Plaza, Bo Shek Mansion, 328 Sha Tsui Road

**The Hongkong and Shanghai Banking Corporation Limited:**

Branch Name	Address
Hong Kong Island:	Hong Kong Office Level 3, 1 Queen's Road Central
	North Point Branch G/F, Winner House, 306-316 King's Road, North Point
	Hopewell Centre Branch Shops 2A, 2/F, Hopewell Centre, 183 Queen's Road East, Wan Chai
Kowloon:	Kwan Tong Branch No. 1, Yue Man Square, Kwan Tong
	Mong Kok Branch Basement & U/G, 673 Nathan Road, Mong Kok
New Territories:	Sha Tin Plaza Branch Shop 49, Level 1, Sha Tin Plaza, 21-27 Sha Tin Centre Street, Sha Tin
	Tai Po Branch 54-62 Kwong Fuk Road, Tai Po

**Industrial and Commercial Bank of China (Asia) Limited:**

Branch Name	Address
Hong Kong Island:	Hennessy Road Branch Shop 2A, G/F & Basement, Cameron Commercial Centre, 468 Hennessy Road, Causeway Bay
Kowloon:	Tsim Sha Tsui Branch 122, 122 G/F, No. 35-37 Hankow Road, Tsimshatsui
	Hung Hom Branch Shop 2A, G/F, Hung Hom Shopping Mall, 2-34E Tak Man Street, Hung Hom
	Mongkok Branch G/F, Belgian Bank Building, 721-725 Nathan Road, Mongkok
New Territories:	Tsuen Wan Castle Peak Road Branch G/F, 423-427 Castle Peak Road, Tsuen Wan

6. Your application form can be lodged at these times:

Monday, November 26, 2012	9:00 a.m. to 4:30 p.m.
Tuesday, November 27, 2012	9:00 a.m. to 4:30 p.m.
Wednesday, November 28, 2012	9:00 a.m. to 4:30 p.m.
Thursday, November 29, 2012	9:00 a.m. to 12:00 noon

7. The latest time for lodging your application is 12:00 noon on Thursday, November 29, 2012, or if the application lists are not open that day then by 12:00 noon on the next day the lists are open. The application lists will be open between 11:45 a.m. and 12:00 noon on that day, subject only to the weather conditions. The application lists will not open if there is:

- a tropical cyclone warning signal number 8 or above, or
- a "black" rainstorm warning signal in force in Hong Kong at any time between 9:00 a.m. and 12:00 noon on Thursday, November 29, 2012. Instead they will be open between 9:00 a.m. and 12:00 noon on the next business day which does not have either of those warnings in force in Hong Kong at any time between 9:00 a.m. and 12:00 noon.

8. Business day means a day that is not a Saturday, Sunday or public holiday in Hong Kong.  
The right is reserved to present all or any remittances for payment. However, your cheque or banker's cashier order will not be presented for payment before 12:00 noon on Thursday, November 29, 2012. The Company will not give you a receipt for your payment. The Company shall keep all interest accrued on your application monies. The right is also reserved to retain any H Share certificates and/or any surplus application monies or refunds pending clearance of your cheque or banker's cashier order.

**NUMBER OF HONG KONG OFFER SHARES THAT MAY BE APPLIED FOR AND PAYMENTS**

Number of Hong Kong Offer Shares applied for	Amount payable on application HK\$	Number of Hong Kong Offer Shares applied for	Amount payable on application HK\$	Number of Hong Kong Offer Shares applied for	Amount payable on application HK\$	Number of Hong Kong Offer Shares applied for	Amount payable on application HK\$
1,000	4,070.62	35,000	142,471.78	700,000	2,849,435.68	30,000,000	122,118,672.00
2,000	8,141.24	40,000	162,824.90	800,000	3,256,497.92	40,000,000	162,824,896.00
3,000	12,211.86	45,000	183,178.01	900,000	3,663,560.16	50,000,000	203,531,120.00
4,000	16,282.49	50,000	203,531.13	1,000,000	4,070,622.40	60,000,000	244,237,344.00
5,000	20,353.11	60,000	244,237.34	2,000,000	8,141,244.80	70,000,000	284,943,568.00
6,000	24,423.74	70,000	284,943.57	3,000,000	12,211,867.20	80,000,000	325,649,792.00
7,000	28,494.36	80,000	325,649.79	4,000,000	16,282,489.60	90,000,000	366,356,016.00
8,000	32,564.98	90,000	366,356.02	5,000,000	20,353,112.00	100,000,000	407,062,240.00
9,000	36,635.60	100,000	407,062.24	6,000,000	24,423,734.40	150,000,000	610,593,360.00
10,000	40,706.23	200,000	814,124.48	7,000,000	28,494,356.80	172,455,000 <sup>(1)</sup>	701,999,185.99
15,000	61,059.33	300,000	1,221,186.72	8,000,000	32,564,979.20		
20,000	81,412.45	400,000	1,628,248.96	9,000,000	36,635,601.60		
25,000	101,765.56	500,000	2,035,311.20	10,000,000	40,706,224.00		
30,000	122,118.68	600,000	2,442,373.44	20,000,000	81,412,448.00		

<sup>(1)</sup> Maximum number of Hong Kong Offer Shares you may apply for.



# 中国人民保險集團股份有限公司

THE PEOPLE'S INSURANCE COMPANY (GROUP) OF CHINA LIMITED\*

(在中華人民共和國註冊成立的股份有限公司)

## 全球發售

### 申請條件

除另有註明外，以下條件所用詞彙具有招股說明書賦予的涵義。

#### 甲、申請人資格

- 閣下作為申請人及閣下為其利益作出申請的任何人士必須年滿18歲或以上並須有香港地址。
- 如閣下屬**商號**，則須以個人成員而非以商號的名義作出認購申請。
- 如閣下屬**法人團體**，申請表格須蓋上印列公司名稱的公司印鑑並由該法人團體正式授權的人員簽署，並須註明簽署人的職銜。
- 除非是在獲得上市規則或香港聯交所准許的情況下，倘閣下為下列人士或為下列任何人士的利益而提出申請，則不得申請認購任何香港發售股份：
  - 本公司股份的現有實益擁有人；
  - 本公司或其任何子公司的最高行政人員、董事或監事；
  - 上述任何人士的聯繫人(定義見上市規則)；
  - 本公司或其任何子公司的關連人士(定義見上市規則)或緊接全球發售完成後將成為本公司關連人士的人士；
  - 已獲配發或將收到國際發售項下的任何發售股份或已經以其他方式參與國際發售或表示有意認購國際發售項下的任何發售股份的人士；
  - 中國(不包括香港、澳門和台灣)的法人或自然人(不包括合資格境內機構投資者)；
  - 美國人士(定義見1933年美國證券法(經修訂)S規則)；
  - 於填寫及提交本申請表格時處美國境內的人士；
  - 並無香港地址的人士。
- 聯名申請人總數不得超過五人。

#### 乙、如閣下為代人

- 如閣下為代人，則閣下可透過以下方式遞交超過一份申請：(1) (如閣下為中央結算系統參與者)經中央結算系統向香港結算發出**電子認購指示**；或(2)使用**白色或黃色**申請表格以本身名義代表不同實益擁有人遞交超過一份申請。閣下必須於本申請表格上「[代名人遞交]」一欄填寫每名實益擁有人(如屬聯名實益擁有人，則須填寫每名相關實益擁有人)的：
- 賬戶號碼；或
  - 其他身份識別編號。
- 如未有列明以上資料，則該份申請將視為閣下本身利益而遞交。
- 代表他人遞交本申請表格的代名人被視作已向本公司、聯席保薦人、聯席全球協調人、承銷商代表、承銷商、聯席賬簿管理人及聯席牽頭經辦人聲明及承諾其已獲正式授權。

#### 丙、僅可為閣下本身(或閣下與任何聯名申請人)的利益提交一份申請

- 重複申請或嚴重重複的申請概不受理。除非符合上文乙項所述的規定，如閣下或閣下連同閣下的聯名申請人作出以下任何一項行為，則閣下的所有申請(包括香港結算代理人根據**電子認購指示**提出的申請所包含的部分)將會視為重複申請而不獲受理：
- (不論個別或與他人共同)以**白色或黃色**申請表格或透過中央結算系統(如閣下為中央結算系統投資者戶口持有人或透過中央結算系統或託管商參與者提出申請)向香港結算或透過白表eIPO服務向白表eIPO服務供應商([www.eipo.com.hk](http://www.eipo.com.hk))發出**電子認購指示**提出申請；
  - (不論個別或與他人共同)同時以一份**白色**及一份**黃色**申請表格或以一份**白色**或一份**黃色**申請表格及透過中央結算系統(如閣下為中央結算系統投資者戶口持有人或透過中央結算系統結算或託管商參與者提出申請)向香港結算或透過白表eIPO服務向白表eIPO服務供應商([www.eipo.com.hk](http://www.eipo.com.hk))發出**電子認購指示**提出申請；
  - (不論個別或與他人共同)以一份**白色或黃色**申請表格或透過中央結算系統(如閣下為中央結算系統投資者戶口持有人或透過中央結算系統結算或託管商參與者提出申請)向香港結算發出或透過白表eIPO服務([www.eipo.com.hk](http://www.eipo.com.hk))向白表eIPO服務供應商發出**電子認購指示**申請超過172,455,000股H股(即乙組初步發售的香港發售股份數目上限)；或
  - 已經申請或認購或表明有意認購或已經將獲配發或分配(包括有條件及/或暫定)國際發售的股份。

- 除上述各項外，如接獲超過一份為閣下的利益提出的認購申請(包括香港結算代理人根據**電子認購指示**提出的申請所包含的部分)，則閣下所有認購申請均將視為重複的認購申請而不獲受理。如申請人為非上市公司，且：
- 該公司向主要從事證券買賣業務；及
  - 閣下對該公司行使法定控制權。
- 則認購申請將被視為閣下本身利益提交。
- 非上市公司指其股本證券並沒有在香港聯交所上市的公司。
- 法定控制權指閣下：**
- 控制該公司董事会的組成；
  - 控制該公司一半以上的投票權；或
  - 持有該公司一半以上已發行股本(不計及無權獲分派超過其持有定額的資本或股份的部分)。

#### 丁、香港發售股份的分配—甲組及乙組

分配而言，根據香港公開發售初步提呈供公眾人士申請認購的香港發售股份344,910,000股(已扣除國際發售及香港公開發售之間所分配的任何發售股份數目的調整)，將分為甲組及乙組。因此，甲組及乙組初步發售的香港發售股份數目上限分別為172,455,000股及172,455,000股。甲組的H股將按公平基準分配予申請認購總額為五百萬港元(不包括應付的1%經紀佣金、0.003%證監會交易費及0.005%香港聯交所交易費)或以下的發售股份的成功申請人。乙組的發售股份將按公平基準分配予申請認購總額為五百萬港元(不包括應付的1%經紀佣金、0.003%證監會交易費及0.005%香港聯交所交易費)以上及不高於乙組總額的H股的成功申請人。閣下應注意，甲組與乙組申請所獲的分配比例可能有所不同。如任何一組(並非兩組)的發售股份出現不足的情況，則剩餘的發售股份將轉往另一組，以滿足該組的需求，並作適當分配。僅就本招股說明書中發售股份的「價格」指申請認購香港發售股份時應付的價格(不考慮最終定價的調整)，閣下僅可獲分派甲組或乙組的發售股份而不可從兩組獲配發股份。此外，重複申請或嚴重重複的申請及認購172,455,000股發售股份(即香港公開發售乙組初步發售的發售股份數目上限)以上的申請，將被拒絕受理。申請人如申請超過原本分配予乙組的香港發售股份數目總額，則其申請將不獲受理。香港公開發售項下投資者的發售股份(甲組及乙組)將按接獲有效申請的香港發售股份的有效申請數目而定。每一組的分配基準可依據各申請人有效申請的香港發售股份數目而有所不同。雖然分配發售股份可能(如適用)涉及抽籤，但這並不代表申請人獲分配的香港發售股份數目可較其他申請人獲分配的香港發售股份數目為高，而未獲抽中的申請人則可能不獲發任何香港發售股份。

#### 戊、補充資料

如**補充資料**須列明任何增補、可通知或不知(視乎增補所載資料而定)已遞交申請的申請人，其中申請人應盡力確保其資料準確及真實。且該等資料有根據所遞交的資料而作出，則所有已遞交的申請仍將有效及可被接納。上文及下文的規限下，申請一經提出即不可撤回，而申請人應視作將已填妥的招股說明書提出申請。

#### 己、填妥及遞交本申請表格的效用

- 本申請表格一經填妥及遞交，即表明閣下(如屬聯名申請人，即各聯名申請人共同及個別)為本身或以代理或代名人的身份，代表閣下或其作為代理或代名人的每位人士：
- 指示及授權本公司、或作為本公司代理人的承銷商代表(或其各自的代理人或代名人)代表閣下擬在**任何國際發售**、**成交單據**或其他文件及代表閣下辦理一切必需手續，以根據本公司章程致使閣下所獲分配的任何香港發售股份(閣下或香港結算代理人(視情況而定)的名義登記及使招股說明書及本申請表格(及白表eIPO指定網站[www.eipo.com.hk](http://www.eipo.com.hk))所述的排名生效。
  - 承諾簽署所有必需文件及辦理所有必需手續，使閣下可按照公司章程的規定，登記成為閣下獲配發的香港發售股份的持有人；
  - 確認閣下已收到及/或閱覽招股說明書；以及及在作出認購申請時，僅依據招股說明書載列的資料及陳述，及不會倚賴招股說明書任何增補所載者以外的任何其他資料及陳述；
  - 同意本公司、聯席保薦人、聯席全球協調人、承銷商代表、承銷商、聯席賬簿管理人、聯席牽頭經辦人及其各自的董事、高級職員、僱員、合夥人、代理人或顧問及參與全球發售的任何其他各方毋須或將不會對任何並非招股說明書、申請表格或招股說明書的任何增補所載的資料或聲明負責；
  - 同意(在不影響閣下可能擁有的任何其他權利的情況下)是項認購申請一經接納，便不可因非有意或疏忽而失去實際權利而將其抽起。且該等權利有根據所遞交的資料而作出，則所有已遞交的申請仍將有效及可被接納。申請一經提出即不可撤回，而申請人應視作將已填妥的招股說明書提出申請。
  - 如已填妥申請表格為閣下本身的利益提出「**承諾、確認及聲明**」這是閣下本身利益以**白色或黃色**申請表格或透過中央結算系統向香港結算或透過白表eIPO服務([www.eipo.com.hk](http://www.eipo.com.hk))向白表eIPO服務供應商發出**電子認購指示**作出的唯一認購申請，而閣下作出的唯一及閣下擬作出的唯一認購申請；
  - (如已填妥申請是由代理人代表閣下提出) **承諾、確認及聲明**閣下已有效及不可撤回地向閣下的代理人轉授提出是項申請所需的一切權力及授權；
  - 如閣下為其他人士的代理人或代名人) **承諾、確認及聲明**已向有關人士作出合理查詢，證實這是以該人士利益以**白色或黃色**申請表格或向香港結算或透過白表eIPO服務([www.eipo.com.hk](http://www.eipo.com.hk))向白表eIPO服務供應商發出**電子認購指示**作出的唯一認購申請，而閣下已獲正式授權，以該人士代理人的身份簽署本申請表格；

\* 僅供識別

- **承諾、確認及聲明**閣下(如閣下利益作出認購申請)或閣下為其利益作出是項認購申請的人士並不會申請或認購或表示有意認購或收取或獲配發或分配(包括有條件及/或暫定)，亦將不會申請、認購或表示有意認購國際發售項下的任何發售股份或以任何其他形式參與國際發售；
- 同意閣下的認購申請、對該申請的任何接納及由此而產生的合約，均受香港法律管轄，並須按其詮釋；
- 保證閣下申請所載的資料真實準確；
- 同意向本公司、H股證券登記處、收款銀行、聯席保薦人、聯席全球協調人、承銷商、聯席賬簿管理人、承銷商代表、聯席牽頭經辦人及其各自的顧問及代理披露其所需任何有關閣下或閣下為其利益提出申請的人士的個人資料及任何資料；
- 向本公司(為其本身及代表本公司各股東及本公司各董事、監事、管理人員及其他高級人員的利益)表示同意(而通過接納全部或部分此項申請)本公司將被視為為其本身及代表本公司各股東，以及本公司各董事、監事、管理人員及其他高級人員向發出電子認購指示的中央結算系統參與者表示同意)
  - 將公司章程或中國公司法或其他法律及公法規條賦予予閣下的任何權利或義務所引致的一切有關本公司事務的分歧及索償，按公司章程規定進行裁決；
  - 該仲裁中作出的裁決為最終及不可推翻的決定；
  - 仲裁庭可進行公開聆訊及公開發表裁決結果。
- (a) 向本公司及各股東表示同意，而本公司亦向其各股東表示同意遞交及符合香港公司法例、中國公司法、特別規定及公司章程；
- 向本公司及各股東表示同意，本公司的H股可由持有人自由轉讓；
- 授權本公司代表閣下與本公司各董事、監事、經理及高級職員訂立合約，據此有關人士承諾遵守及履行公司章程所規定之股東的責任；
- 授權本公司將閣下名稱列入本公司股東名冊內，登記為任何認購閣下認購的香港發售股份的持有人，並由本公司及/或其代理人按閣下的申請表格上所示地址以普通郵遞方式向閣下或(如屬聯名申請人)名列白表的申請人寄發任何招股書、或招股支票(如適用)、認購風險除函及/或承銷(非附帶)領取1,000,000股或以上香港發售股份，並已閣下的申請表格上表明擬親自領取任何H股股票及退款支票(如適用)，則閣下可親自在2012年12月6日(星期四)上午九時正至下午一時正，或本公司在招股書/領取H股股票/電子退款指示/退款支票的日期香港中央證券登記有限公司領取H股股票及/或退款支票(如適用)；
- **聲明、承認及聲明**閣下提出本申請、支付任何申請款項、獲配發或認購任何香港發售股份不受香港或其他地方任何法律(包括法律)而閣下並非美國人士；及(b)閣下並非美國人士(定義見1933年美國證券法(經修訂)S規則)；
- **明白**本公司、聯席保薦人、聯席全球協調人、承銷商代表、承銷商、聯席賬簿管理人及聯席牽頭經辦人將基於上述聲明及附上，以決定會否接納閣下的申請配發任何香港發售股份及閣下可能會因作出虛假聲明而遭檢控；
- 閣下已細閱招股說明書及本申請表格所載條款、條件及申請手續，並同意受其約束；
- 承認及同意接納閣下的認購或認購申請閣下所分配配股數目的股份；及
- 香港法律以外任何地區的法律適用於閣下的申請，則閣下同意及保證已遵從一切有關法律，而本公司、聯席保薦人、聯席全球協調人、承銷商代表、承銷商、聯席賬簿管理人、聯席牽頭經辦人及彼等各自的任何高級職員均將不會因閣下的購買或將受閣下閣下根據招股說明書及白表eIPO指定網站[www.eipo.com.hk](http://www.eipo.com.hk)所載條款及條件所享有的權利與承銷商的責任所引致的任何訴訟而連及參與以地區的任何法律。

本公司、聯席保薦人、聯席全球協調人、承銷商代表、承銷商、聯席賬簿管理人、聯席牽頭經辦人及參與全球發售的任何其他各方及其各自的董事、高級職員、僱員、合夥人、代理人、顧問均有權依賴閣下在本申請表格上作出的任何保證、陳述或聲明。如閣下為聯名申請人提出的申請，聯名申請人明確地作出、提供、承擔或被施加的所有保證、陳述、聲明及任何責任視作由聯名申請人共同及個別作出、提供、承擔或被施加。

#### 庚、授權書

如閣下擬授權有效授權書獲得正式授權的人士提出申請，本公司或作為本公司代理人的承銷商代表或指定白表eIPO服務供應商(如適用)或其各自的代理人或代名人可在符合彼等當中的一方認為適當的條件的情況下，包括出示閣下的已獲授權的證明(如情核有關申請)本公司、承銷商代表、白表eIPO服務供應商或其各自的代理人或代名人可全權酌情決定接納任何申請的全部或部分而毋須解釋任何理由。

#### 辛、發售價及/或發售股份數目的釐定

本公司與聯席保薦人、聯席全球協調人、承銷商代表、承銷商、聯席賬簿管理人及聯席牽頭經辦人於2012年11月30日(或前後)且無論如何不遲於2012年12月6日(即香港發售股份申請人於申請時須支付每股H股的最高發售價4.03港元，另加1%經紀佣金、0.003%證監會交易費及0.005%香港聯交所交易費，倘發售價低於3.42港元，則多繳的申請款項可不予退還)申請人。發售價將於2012年12月6日(即香港發售股份申請人)及香港經濟日報、信報和東方日報(以中文)及香港聯交所網站上公佈。承銷商代表(代表承銷商)與本公司同意訂定香港公開發售申請最後日期早上或之前隨時根據接獲呈發的發售股份數目及/或招股說明書所述指示性發售價範圍(即每股H股3.42港元至4.03港元)。在這種情況下，本公司將會不遲於香港公開發售申請最後日期早上(即香港經濟日報、信報和東方日報(以中文)及香港聯交所網站[www.hkexnews.hk](http://www.hkexnews.hk)及本公司網站[www.picco.com.cn](http://www.picco.com.cn))上登載調整發售股份數目及/或指示性發售價範圍的傳真。倘申請人於香港公開發售項下遞交申請的最後日期前已遞交申請，則可獲發售股份數目及/或指示性發售價範圍如上述調整，申請人其後亦不得撤回申請。倘因任何原因承銷商代表(代表承銷商)與本公司未能於2012年12月6日前協定發售價，全球發售(包括香港公開發售)將不會進行及將告失效。

#### 配發香港發售股份

在認購申請的登記結束後，不會處理任何香港發售股份的申請，亦不會配發任何該等香港發售股份。本公司預期於2012年12月6日(星期四)在(香港)以(英文)及(香港經濟日報、信報和東方日報(以中文)及香港聯交所網站[www.hkexnews.hk](http://www.hkexnews.hk)及本公司網站[www.picco.com.cn](http://www.picco.com.cn))公佈有關國際發售股份的認購程度、認購香港公開發售股份的認購程度以及香港發售股份的配發基準。香港公開發售項下的成功申請者的香港身份證/護照/香港商業登記號碼將按招股說明書「如何申請認購香港發售股份—公佈結果」一節所述時間、日期及方式公佈。

#### 倘成功申請香港發售股份(全部或部分)

閣下以**白色**申請表格申請認購1,000,000股或以上香港發售股份，且已在閣下的申請表格上表明擬親自前往香港中央證券登記有限公司領取退款支票(如適用)及/或H股股票(如適用)，同時亦已提供閣下的申請表格所要求的一切資料，則閣下可於2012年12月6日(星期四)上午九時正至下午一時正期間，親臨前往以下地點領取，或在本公司於報章上公佈或報章/發送電子認購指示/退款支票/H股股票之其他地點及日期領取H股股票(如適用)：

香港中央證券登記有限公司  
香港  
灣仔  
皇后大道東183號  
合和中心17樓  
1712-1716室

如閣下為選擇親自領取個人申請人，則不得授權任何其他人士代為領取。閣下必須於領取閣下退款支票(如適用)及/或H股股票申請人出示閣下的身份證明文件(必須為獲得香港中央證券登記有限公司發給的身份證明文件)。如閣下為選擇親自領取的公司申請人，則必須由授權代表閣下向閣下的公司印章的授權書領取。有關授權代表須於領取時出示獲得香港中央證券登記有限公司發給的身份證明文件。

如閣下未有在指定時間內親自領取退款支票(如適用)及/或H股股票(如適用)，則退款支票(如適用)及/或H股股票(如適用)會以普通郵遞方式寄往本申請表格上所示地址，郵遞風險由閣下承擔。如閣下申請認購少於1,000,000股香港發售股份，或閣下申請認購1,000,000股或以上香港發售股份但並沒有在閣下的申請表格上表明擬親自領取退款支票(如適用)及/或H股股票(如適用)，則閣下的退款支票(如適用)及/或H股股票(如適用)將於2012年12月6日(星期四)或之前以普通郵遞方式寄往本申請表格上所示地址，郵遞風險由閣下承擔。

本公司將不會就H股發售時所有權文件，亦不會就申請時支付的認購申請款項發出收據。如最終所定發售價較閣下支付的每股發售股份價格為低，則多收的認購申請款項(包括相關的1%經紀佣金、0.003%證監會交易費及0.005%香港聯交所交易費)將不予退還。閣下將不獲退還認購申請人。H股股票僅在香港公開發售項下遞交申請後，以招股說明書「承銷—承銷安排及開支」一節「香港公開發售—終止理由」一段所述的終止理由及有被行使的情況下，方會於2012年12月7日(星期五)上午八時正成為有效的所有權憑證。

#### 導致閣下不獲配發香港發售股份的情況

- 閣下可能因下列任何一個原因不獲配發香港發售股份：
1. 本公司、承銷商代表、白表eIPO服務供應商(或其各自的代理人或代名人)可全權決定拒絕或接納閣下的認購申請；
  2. 本公司及承銷商代表(作為本公司代理人)及指定白表eIPO服務供應商(如適用)或其各自的代理人或代名人，可全權酌情決定拒絕或接納閣下的認購申請，或僅接納任何認購申請的某部分。拒絕或接納申請均毋須解釋任何理由。
- 如閣下的申請遭拒絕，閣下將不獲配發股份。在下列情況下，閣下將不獲配發股份：
- 閣下的申請為重複或嚴重重複的申請；
  - 閣下或閣下為其利益作出申請的人士已申請或認購或表示有意認購或已經或即將獲得配發或分配(包括有條件及/或暫定)香港發售股份及/或國際發售的股份。
- 填寫任何**白色或黃色**申請表格或向香港結算或透過白表eIPO服務向指定白表eIPO服務供應商發出**電子認購指示**提出申請，即表示閣下同意不會申請國際發售的股份。本公司將採取一切合理措施，識別並拒絕已在國際發售中獲得發售股份的投資者所提出的香港公開發售申請，並將識別且拒絕已在香港公開發售中獲得香港發售股份的投資者所提出的國際發售的認購申請；
- 閣下未有根據申請表格上的指示正確地填妥申請表格(如閣下以申請表格提出申請)；
  - 閣下未按規定方式付款；
  - 閣下以支票形式付款，但該支票或銀行票在首次遞交申請時不獲兌現；
  - 閣下通過白表eIPO服務發出的**電子認購指示**並無根據指定網站[www.eipo.com.hk](http://www.eipo.com.hk)所載指示、條款及條件填妥；
  - 香港承銷協議或國際購買協議未能成為有效條件；
  - 香港承銷協議或國際購買協議未能根據其各自的條款終止；
  - 本公司、聯席保薦人、聯席全球協調人、承銷商代表、承銷商、聯席賬簿管理人、聯席牽頭經辦人相信閣下的申請一經接納，會違反閣下受、收取或簽署或閣下地址所在申請表格或在司法轄區的適用證券或其他法律、規則或法規；或
  - 閣下申請的股份總數超過172,455,000股H股，即乙組初步提呈可供認購的香港發售股份最高數目。

## 如欲以閣下的名義登記獲配發的香港發售股份，請使用本表格

3. 如閣下的認購申請被撤銷或撤回：  
填妥及遞交申請表格或向香港結算或通過白表eIPO服務向指定的白表eIPO服務供應商發出電子認購指示，即表明閣下同意不得於二零一二年十二月二十六日(星期三)或之前撤銷認購申請或香港結算代理人或白表eIPO服務供應商代表閣下提出的申請。同意將成為與本公司訂立的附屬合約，當閣下呈交申請表格時，該項同意即具有約束力。  
作為本附屬合約的代價，本公司同意，除按招股說明書所指的其中一項程序外，不會於二零一二年十二月二十六日(星期三)或之前向任何人士派發發售任何香港發售股份。  
閣下僅可在根據香港公司條例第40條(引用公司條例第342E條)對招股說明書負責的人士按該條發出公函，免除或限制其對招股說明書須負的責任的情況下，於二零一二年十二月二十六日(星期三)或之前撤銷閣下的申請或向香港結算代理人或白表eIPO服務供應商代表閣下提出的申請。  
如招股說明書刊發任何增補，可通知或不通知(視乎增補資料而定)已遞交申請的申請人其申請可予撤回。倘申請人未獲知會或倘申請人已獲知會但未有根據所通知的手續撤回申請，則所有已遞交的申請仍屬有效及可能被接納。  
在上文的規限下，申請一經提出即不可撤回，而申請人應視作根據已增補的招股說明書提出申請。  
閣下的申請或香港結算代理人或白表eIPO服務供應商代表閣下提出的申請一經接納，概不得撤銷或撤回。就此而言，公佈分配的結果，即構成對未獲接納的申請的接納，而倘分配的基準須受若干條件規限或規定以抽籤方式作出分配，則接納須待該等條件達成後方可作實或以抽籤結果為準。

4. 如所獲配發的香港發售股份作廢：  
如香港聯交所上市委員會在下列期間並未批准H股上市，向閣下或向香港結算代理人(如閣下向香港結算發出電子認購指示或透過藍色申請表格作出申請)獲配發的香港發售股份將會作廢：  
• 申請截止登記後3期內；或  
• 香港聯交所上市委員會在申請截止登記後3期內知會本公司的較長期限內，該期限最長不超過6個月。

### 退還款項

如閣下因任何原因而未獲得任何香港發售股份，本公司將不計利息退還申請款項，連同1%經紀佣金，0.003%證監會交易徵費及0.005%香港聯交所交易費。  
如最終釐定的發售價少於在申請時所支付的最高發售價，本公司將不計利息退還閣下的申請款項的適當部分，包括1%經紀佣金，0.003%證監會交易徵費及0.005%香港聯交所交易費。如最終釐定的發售價低於申請人於申請時支付的每股H股初步發售價(不包括1%經紀佣金、0.003%證監會交易徵費及0.005%香港聯交所交易費)，則本公司將不計利息退還閣下多繳的申請款項，連同1%經紀佣金、0.003%證監會交易徵費及0.005%香港聯交所交易費。於發售電子退還指示、退還支票日期前該等款項應計的一切利息將撥歸本公司所有。假如出現涉及大量超額認購的情況，按本公司及承銷商代表的情況決定，只若以申請表格作出的小額香港發售股份申請(不包括成功申請)的支票可能不會過戶。退還支票將劃線註明「只准入抬頭人賬戶」，並以申請人作為收款人，或如屬聯名申請人，則以閣下申請表格上排名首位的申請人為收款人。閣下所提供閣下的香港身份證、護照號碼的一部分(如屬聯名申請人，則排名首位的申請人的香港身份證/護照號碼的一部分)或會印於閣下退還支票(如有)。有關資料亦將會轉交予第三方支付用途，以處理退還支票程序，閣下的銀行或會要求核實閣下的香港身份證/護照號碼。閣下的香港身份證/護照號碼倘在處理退還支票程序導致閣下的退還支票出現延誤或失敗。  
倘閣下申請1,000,000股或以上香港發售股份，且已在閣下的申請表格上表明擬親自領取退還支票，公佈於2012年12月6日(星期四)上午九時正至下午一時正期間，親自前往以下地點領取，或在於本公司於報章上公佈有關領取/發送電子退還指示/退還支票/H股股票之其他地址及日期，領取退還支票：

香港中央證券登記有限公司  
香港  
灣仔  
皇后大道東183號  
合和中心17樓  
1712-1716室

如閣下為選擇親自領取的個人申請人，則閣下不得授權任何其他人士代為領取。閣下必須於領取退還支票(如適用)及/或各份H股股票時出示身份證明文件(必須為獲香港中央證券登記有限公司接納的身份證明文件)。如閣下為選擇親自領取的個人申請人，則閣下必須由授權代表攜同蓋有公司印章的授權書領取。有關授權代表須於領取時出示獲香港中央證券登記有限公司接納的身份證明文件。  
如閣下未有指定時間內親自領取閣下的退還支票(如適用)及/或H股股票(如適用)，該支票(如適用)及/或H股股票(如適用)將以普通郵遞方式寄往本申請表格所示地址。郵誤風險概由閣下承擔。  
如閣下申請認購少於1,000,000股香港發售股份及/或閣下申請認購1,000,000股或以上香港發售股份，但並無在閣下的申請表格上表明擬親自領取退還支票(如適用)及/或H股股票(如適用)，則退還支票(如適用)及/或H股股票(如適用)將於2012年12月6日(星期四)或之前以普通郵遞方式寄往閣下申請表格上所示地址，郵誤風險概由閣下承擔。  
在適當情況下，本公司擬作出特別安排，以避免不當延遲退還申請款項。

### 申請手續

1. 請按照下表計算閣下擬申請認購的香港發售股份數目所應繳的認購申請款項。申請股數最少須為1,000股香港發售股份，並須按照下表載列的其中一個數目作出申請。申請任何其他數目的香港發售股份將不予考慮，而任何有關申請將概不受理。下表亦列出按上述數目申請認購不多於172,455,000股香港發售股份的應付款項總額。申請人須於申請時繳付每股H股的最高發售價4.03港幣，另加1%經紀佣金、0.003%證監會交易徵費及0.005%香港聯交所交易費。下表列出申請認購若干香港發售股份數目的應繳款項總額。
2. 填妥並簽署本申請表格。只填納銀筆簽名。
3. 每份申請必須附有一張支票或一張銀行本票。
4. 閣下的支票或銀行本票須繫於表格上。閣下必須以一張支票或一張銀行本票支付香港發售股份的認購申請款項。  
如以支票付款，該支票必須：  
• 為港元支票；  
• 從閣下在香港的港元銀行賬戶付款；  
• 支票必須須有賬戶名稱(如屬聯名申請人，則為名列首位之申請人名稱)，名稱須預先印在支票上或由付款銀行的任何授權簽署人在支票背書，而且該名稱必須與申請表格上的名稱相同(如屬聯名申請人，則為名列首位之申請人名稱)。如果支票由聯名戶口開出，則聯名戶口其中一個名稱，必須與名列首位之申請人名稱相同；  
• 註明收款人為「匯豐代理人(香港)有限公司－人保公開發售」；  
• 劃線註明「只准入抬頭人賬戶」；及  
• 該支票不得為期票。  
下列情況將導致閣下的申請不被接納：  
• 支票未能符合所有上述規定；或  
• 支票首次過戶不能兌現。  
如以銀行本票付款：  
• 銀行本票必須為港元本票；  
• 銀行本票必須由本港持牌銀行發出，並由發出銀行本票的銀行授權的人士在銀行本票背面簽署核對閣下的姓名。銀行本票背面所示的姓名必須與申請表格中的申請人的姓名相同。如屬聯名申請，則在銀行本票背面的姓名必須與名列首位的申請人的姓名相同；  
• 必須註明銀行本票收款人為「匯豐代理人(香港)有限公司－人保公開發售」；  
• 必須在銀行本票上劃線註明「只准入抬頭人賬戶」；及  
• 銀行本票不得為期票。

如閣下的銀行本票不符合所有上述要求，閣下的申請將概不獲受理。

5. 撕下申請表格，對摺一次，然後填入下列任何一間銀行分行的報帳收條內：

中國銀行(香港)有限公司：

分行名稱	地址
香港總行	中環大廈分行 花園道1號3樓
九龍	環慶永安集團大廈分行 德輔道中71號
將軍澳	將軍澳分行 將軍澳廣場分行 將軍澳廣場L1層112-125號
新界	屯門市廣場分行 屯門市廣場第二期商場2號
教育路分行	元朗教育路18-24號

### 香港中央證券(代理人)有限公司(「香港結算代理人」)提出申請

如此申請表格乃由香港結算代理人代表發出電子認購指示申請香港發售股份的人士簽署，則本表格中與招股說明書不符的一切規定將不適用，而以招股說明書的規定為準。在不限制此項的一般性的前提下，本申請表格以下部分在香港結算代理人作為簽署人的情況下並不適用：

- 第一頁所載的所有保證，惟第一項有關表示根據招股說明書及本申請表格的條款與條件並在公司章程的規限下申請認購香港發售股份的保證除外；
- 第一頁的「警告」；
- 「閣下為閣下(或閣下與任何聯名申請人)本身的利益提交一份申請」；
- 「倘為閣下(或閣下與任何聯名申請人)一節的所有聲明及保證，惟在兩項有關申請人名義登記香港發售股份及簽署文件使申請人可登記成為所申請香港發售股份持有人的部分除外」；
- 「倘成功申請香港發售股份(全部或部分)」；
- 「導致閣下不獲配發香港發售股份的情況」；及
- 「退還款項」。

### 個人資料

個人資料收集聲明  
個人資料(條例)(條例)中的主要條文於1996年12月20日在香港生效，此個人資料收集聲明是向香港發售股份申請人及持有入說明本公司及H股證券登記處就個人資料及條例而制訂的政策及慣例。

1. 收集閣下個人資料的原因  
證券申請人申請認購證券時或證券登記持有入將證券轉往其名下，或將證券轉讓予他人，或要求H股證券登記處提供服務時，須不時向本公司及H股證券登記處提供其最新的準確個人資料。  
若未能提供所需資料，可能會導致閣下證券的認購申請遭拒絕或延誤或本公司及H股證券登記處無法進行過戶或提供服務，亦可能妨礙或延誤閣下成功申請認購的香港發售股份的登記或過戶及/或寄發閣下有權收取的H股股票及/或退還支票。  
證券持有人所提供的個人資料如有任何不準確，必須即時知會本公司及H股證券登記處。

2. 資料用途  
申請人及證券持有人的個人資料可以任何方式採用、持有及/或保存，以作下列用途：  
• 處理閣下的認購申請及退還支票(如適用)後核實是否遵守本申請表格及招股說明書所載條款及申請步驟，以及公佈香港發售股份的分配結果；  
• 使香港及其他地區的所有適用法律及規定得到遵守；  
• 登記新發行的股份或為證券持有人登記轉往其名下或由其他名下轉讓予他人的證券，包括(如適用)以香港結算代理人的名義登記；  
• 保存或更新本公司證券持有人名冊；  
• 進行或協助進行簽名核對或任何其他核對或交換資料；  
• 確定本公司證券持有人可獲取利益，例如股息、供股及紅股等資格；  
• 寄發本公司及其子公司的公司通訊；  
• 匯報統計資料及有關資料；  
• 遵照法律、規則或條例的規定作出披露；  
• 披露有關資料的任何其他用途；及  
• 與上述有關的任何其他附帶或相關目的及/或以便本公司及H股證券登記處能夠履行其對證券持有人及/或監管機構的責任及/或證券持有人不時同意的任何其他目的。

3. 轉移個人資料  
本公司及H股證券登記處會對證券申請人及持有人的個人資料保密，但本公司及H股證券登記處可能會作出必要的查詢以確定個人資料的準確性，且該資料可用作上述任何用途，尤其可能向或向下列任何或所有人士及機構披露，包括或轉移證券申請人及持有人的個人資料(不論在香港或外地)：  
• 本公司或其委任的代理人，例如印刷商、收單、銀行及海外主要過戶登記處；  
• 當申請人要求將證券存入中央結算系統時，香港結算及香港結算代理人(其須為中央結算系統的運作而使用個人資料)；  
• 任何向本公司或H股證券登記處提供與其各自業務運作有關的行政、電信、電腦、付款或其他服務的代理人、承包商或第三者服務供應商；  
• 任何監管或政府機關(包括香港聯交所及證監會)；及  
• 證券持有人有業務往來或擬有業務往來的任何其他人士或機構，例如銀行、律師、會計師或股票經紀等。

4. 查閱及更正個人資料  
條例賦予證券持有人查閱本公司或H股證券登記處是否有其個人資料，並索取該資料副本及更正任何不準確的資料的權利。依據條例，本公司及H股證券登記處有權就處理任何查閱資料的要求收取合理費用，所有關於查閱資料或更正資料或查詢資料費及指閱資料持有資料類別的要求，應按照招股說明書內公司信息一節中披露的註冊地址或根據适用法律不時通知的地址向本公司的秘書或H股證券登記處屬下的私隱條條例事務主任(視情況而定)提出。簽署本表格或向香港結算發出電子認購指示後，即表示閣下同意上述各項。

### 交通銀行股份有限公司香港分行：

分行名稱	地址
香港總行	香港總行 中環畢打街20號
銀禧通支行	銀禧通支行 銅鑼灣皇后大道東981號C地下
葵芳支行	葵芳支行 環翠道121-121A地下
九龍	九龍支行 彌敦道563號地下
新界	新界支行 沙咀道328號寶石大廈太平興業廣場地下G9B-G11號舖

### 香港上海滙豐銀行有限公司：

分行名稱	地址
香港總行	香港總行 香港皇后大道中1號3樓
北角分行	北角分行 北角英皇道306-316號雲華大廈地下
合和中心分行	合和中心分行 灣仔皇后大道東183號合和中心2樓2A舖
觀塘分行	觀塘分行 觀塘裕民坊1號
旺角分行	旺角分行 旺角彌敦道673號地庫及高層地下
新界	新界分行 沙田廣場分行 沙田正街21-27號沙田廣場L1樓49號舖 大埔分行 大埔廣場地下54-62號

### 中國工商銀行(亞洲)有限公司：

分行名稱	地址
香港總行	香港總行 軒尼詩道分行 銅鑼灣軒尼詩道468號金獅商業中心地下2A號舖
九龍	九龍支行 尖沙咀彌敦道35至37號地下1-2號舖
紅磡分行	紅磡分行 紅磡德民街2-34E號紅磡商場地下2A舖
旺角分行	旺角分行 旺角彌敦道721-725號華比銀行大廈地下
新界	新界分行 荃灣青山公路分行 荃灣青山公路423-427號地下

6. 閣下可於下列時間內遞交申請表格：  
2012年11月26日(星期一) 上午九時正至下午四時三十分  
2012年11月27日(星期二) 上午九時正至下午四時三十分  
2012年11月28日(星期三) 上午九時正至下午四時三十分  
2012年11月29日(星期四) 上午九時正至中午十二時正

7. 申請最遲須於2012年11月29日(星期四)中午十二時正或(如該日並無開始辦理登記申請的下個開始辦理登記申請的日期)中午十二時正前遞交。本公司將於當日上午十一時四十五分至中午十二時正期間辦理登記申請。惟須視乎當日天氣情況而定。如下列警告信號在2012年11月29日(星期四)上午九時正至中午十二時正期間內任何時間在香港生效，將不會辦理登記申請：

- 八號或以上熱帶氣旋警告信號；或
- 「黑色」暴雨警告信號

取而代之，將改為在下一個上午九時正至中午十二時正內任何時間在香港並無上述任何一項警告信號生效的營業日上午十一時四十五分至中午十二時正期間進行認購申請登記。  
營業日指星期六、星期日或香港公眾假期以外的日子。

8. 本公司保留將所有或任何認購申請款項過戶的權利，惟閣下的付款支票或銀行本票將不會於2012年11月29日(星期四)中午十二時正前過戶。本公司不會向閣下發出付款收據。本公司將保留閣下的申請認購款項的所有利息。本公司亦有關在閣下的支票或銀行本票過戶之前保留任何H股股票及/或任何多繳的申請認購款項或退還款項。

### 可申請認購的香港發售股份數目及應繳款項

申請香港發售股份數目	申請時應繳款項港元	申請香港發售股份數目	申請時應繳款項港元	申請香港發售股份數目	申請時應繳款項港元	申請香港發售股份數目	申請時應繳款項港元
1,000	4,070.62	35,000	142,471.78	700,000	2,849,435.68	30,000,000	122,118,672.00
2,000	8,141.24	40,000	162,824.90	800,000	3,256,497.92	40,000,000	162,824,896.00
3,000	12,211.86	45,000	183,178.01	900,000	3,663,560.16	50,000,000	203,531,120.00
4,000	16,282.49	50,000	203,531.13	1,000,000	4,070,622.40	60,000,000	244,237,344.00
5,000	20,353.11	60,000	244,237.34	2,000,000	8,141,244.80	70,000,000	284,943,568.00
6,000	24,423.74	70,000	284,943.57	3,000,000	12,211,867.20	80,000,000	325,649,792.00
7,000	28,494.36	80,000	325,649.79	4,000,000	16,282,489.60	90,000,000	366,356,016.00
8,000	32,564.98	90,000	366,356.02	5,000,000	20,353,112.00	100,000,000	407,062,240.00
9,000	36,635.60	100,000	407,062.24	6,000,000	24,423,734.40	150,000,000	610,593,360.00
10,000	40,706.23	200,000	814,124.48	7,000,000	28,494,356.80	172,455,000 <sup>(1)</sup>	701,999,185.99
15,000	61,059.33	300,000	1,221,186.72	8,000,000	32,564,979.20		
20,000	81,412.45	400,000	1,628,248.96	9,000,000	36,635,601.60		
25,000	101,765.56	500,000	2,035,311.20	10,000,000	40,706,224.00		
30,000	122,118.68	600,000	2,442,373.44	20,000,000	81,412,448.00		

<sup>(1)</sup> 閣下可申請認購的香港發售股份最高數目。