

Hong Kong Public Offering - Yellow Form 香港公開發售 - 黃色申請表格

Please use this form if you want the Hong Kong Offer Shares to be issued in the name of HKSCC Nominees Limited ("HKSCC Nominees") and deposited directly into the Central Clearing and Settlement System ("CCASS") for credit to your CCASS Investor Participant stock account or the stock account of your designated CCASS Participant.

如欲以香港中央結算(代理人)有限公司(香港結算代理人)的名義登記獲配發的香港發售股份,並直接存入中央結算及交收系統(中央結算系統),以記存於閣下的中央結算系統投資者戶口持有人股份戶口或閣下指定的中央結算系統參與者的股份戶口,請使用本表格。

NOTE: Unless otherwise defined herein, terms and expressions used in this Application Form bear the same meanings as defined in the prospectus issued by The People's Insurance Company (Group) of China Limited, ("the Company") dated November 26, 2012 (the "Prospectus") together with any supplement thereto.

附註: 除非申請表格另有定義外,本申請表格所用的詞彙和用字具有中國人民保險集團股份有限公司(本公司)於2012年11月26日刊發的招股說明書(招股說明書)及其任何補充文件所界定的涵義。

Hong Kong Exchanges and Clearing Limited, The Stock Exchange of Hong Kong Limited (the "Hong Kong Stock Exchange") and Hong Kong Securities Clearing Company Limited ("HKSCC") take no responsibility for the contents of this Application Form, make no representation as to its accuracy or completeness and expressly disclaim any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this Application Form.

香港交易所及結算有限公司、香港聯合交易所有限公司(香港聯交所)及香港中央結算有限公司(香港結算)對本申請表格的內容概不負責,對其準確性或完整性亦不發表任何聲明,並明確表示概不就因本申請表格全部或任何部分內容而產生或向有關證券等內容而引致的任何損失承擔任何責任。

A copy of this Application Form, together with a copy of each of the WHITE and GREEN Application Forms, the Prospectus and the other documents specified in the paragraph entitled "Documents delivered to the Registrar of Companies and Available for Inspection" in Appendix VIII to the Prospectus, have been registered by the Registrar of Companies in Hong Kong as required by Section 342C of the Companies Ordinance (Chapter 32 of the Laws of Hong Kong) (the "SFC") and the Registrar of Companies in Hong Kong take no responsibility as to the contents of any of these documents.

本申請表格連同白色及綠色申請表格、招股說明書及招股說明書附錄(送呈公司註冊處處長及備查文件)一段所列的其他文件,已遵照香港法例第32章公司條例第342C條的規定,送呈香港公司註冊處處長註冊。香港證券及期貨事務監察委員會(證監會)和香港公司註冊處處長對任何此等文件的內容概不負責。

The information contained in this Application Form is not for distribution, directly or indirectly, in or into the United States (including its territories and dependencies, any State of the United States and the District of Columbia). These materials do not constitute or form a part of any offer or solicitation to purchase or subscribe for securities in the United States. The H Shares mentioned herein have not been, and will not be, registered under the United States Securities Act of 1933 as amended (the "Securities Act").

本申請表格所載資料,不得在或向美國(包括其領土及屬地、美國各州及哥倫比亞特區)境內直接或間接分發。該等資料不構成或為在美國購買或認購證券之任何要約或徵求的一部分。本申請表格所述招股並未且不會根據1933年美國證券法(經修訂)(美國證券法)登記。

The H Shares must not be offered or sold in the United States except pursuant to registration or an exemption from the registration requirements of the Securities Act. No public offering of the securities will be made in the United States.

除非已進行登記或獲得豁免遵守美國證券法之登記規定,否則不得於美國發售或出售H股。證券不會在美國公開發售。

Staple your payment here 請將股款緊釘在此

Number of Offer Shares in the Global Offering : 6,898,209,000 H Shares (subject to the H Share Over-allotment Option)

Number of International Offer Shares : 6,553,299,000 H Shares (subject to adjustment and the H Share Over-allotment Option)

Number of Hong Kong Offer Shares : 344,910,000 H Shares (subject to adjustment)

Maximum Offer Price : HK\$4.03 per Hong Kong Offer Share, plus brokerage of 1%, SFC transaction levy of 0.003%, and Hong Kong Stock Exchange trading fee of 0.005% (payable in full on application in Hong Kong dollars and subject to refund)

Nominal value : RMB1.00 each

Stock code : 1339

全球發售 全球發售的發售股份數目 : 6,898,209,000股H股(視乎H股超額配售權行使與否而定)

國際發售股份數目 : 6,553,299,000股H股(可予調整及視乎H股超額配售權行使與否而定)

香港發售股份數目 : 344,910,000股H股(可予調整)

最高發售價 : 每股香港發售股份4.03港元,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(股款須於申請時以港元繳足,多繳股款可予退還)

面值 : 每股人民幣1.00元

股份代號 : 1339

Application Form 申請表格

Applications will be accepted until 12:00 noon on Thursday, November 29, 2012. You must read the conditions and instructions attached to this Application Form. To be valid, you must complete all applicable parts of this Application Form.

截止接受申請時間為 2012年11月29日(星期四)中午十二時正

閣下必須細閱本申請表格所附載的條件及指示。本申請表格各適用部分必須全部清楚填妥,方為有效。

Please write clearly. 中國人民保險集團股份有限公司 中國國際金融香港證券有限公司

To: The People's Insurance Company (Group) of China Limited HSCB Corporate Finance (Hong Kong) Limited

I/We: apply for the desired number of Hong Kong Offer Shares set out below, on the terms and conditions of the Prospectus and this Application Form, and subject to the Articles of Association;

apply for the desired number of Hong Kong Offer Shares set out below, on the terms and conditions of the Prospectus and this Application Form, and subject to the Articles of Association;

undertake and agree to accept the Hong Kong Offer Shares applied for, or any lesser number allocated to me/us on this application;

undertake, confirm and declare that this is the only application which will be made and the only application made on my/our behalf to be made for my/our benefit whether 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 under the White Form eIPO service (www.eipo.com.hk);

represent, warrant and undertake that (a) I am not/we are not/none of the persons for whose benefit I am/we are applying for, or being allotted or taking up, any Hong Kong Offer Shares, and that I am not/we are not/none of the persons for whose benefit I am/we are applying in within the United States (as defined in Regulation S under the U.S. Securities Act of 1933, as amended) and I/we/the persons for whose benefit I am/we are applying will acquire the Hong Kong Offer Shares in an offshore transaction (within the meaning of Regulation S under the U.S. Securities Act of 1933, as amended); or (b) I am, or the person for whose benefit I am applying is, a qualified institutional buyer within the meaning of Rule 144 under the U.S. Securities Act of 1933, as amended;

undertake, confirm and declare that, other than as evidenced by this Application Form, I/we or persons for whose benefit I am/we are applying has/have not applied for or taken up or indicated an interest in or received or been placed or allocated (including conditionally and/or provisionally) and will not apply for or take up, or indicate an interest in, any Offer Shares under the International Offering, nor otherwise participate in the International Offering;

understand that this declaration and representation will be relied upon by the Company, the Joint Sponsor, the Joint Global Coordinators, the Underwriters' Representatives, the Joint Bookrunners and the Joint Lead Managers in deciding whether or not to make any allotment of Hong Kong Offer Shares in response to this application and that you may be prosecuted if you do not make a false declaration;

authorize the Company to place the name of HKSCC Nominees on the register of members of the Company as the holder(s) of any Hong Kong Offer Shares to be allotted to me/us and to deposit the relevant H Share certificate(s) in respect thereof directly into CCASS for the credit of my/our CCASS Investor Participant stock account or the stock account of my/our designated CCASS Participant as instructed by me/us;

request that any refund or cheque be made payable to me/us, in the case of joint applicants, to first-named of us in this Application Form; and (subject to the terms and conditions set out on the pages attached to this Application Form) to send any refund cheque(s) by ordinary post at my/our own risk to the address given on this Application Form (except where I/we have applied for 1,000,000 or more Hong Kong Offer Shares and have indicated on this Application Form that I/we wish to collect any refund cheque in person in accordance with the procedures prescribed in this Application Form and the Prospectus);

have read the terms and conditions and application procedures set out on the pages attached to this Application Form and in the Prospectus and agree to be bound by them;

represent, warrant and undertake that (a) I am not/we are not/none of the persons for whose benefit I am/we are applying is 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 I am not/we are not/none of the persons for whose benefit I am/we are applying is within the United States, and (b) that I am not/we are not/none of the persons for whose benefit I am/we are applying is a U.S. person (as defined in regulation S under the U.S. Securities Act of 1933, as amended);

agree that this application, any acceptance of it and the resulting contract, will be governed by and construed in accordance with the laws of Hong Kong.

Signed by (all) applicant(s) (all joint applicants must sign): 由(所有)申請人簽署(所有聯名申請人必須簽署):

Date: 日期: / /

Warning: It is important that you read the terms and conditions and application procedures on the pages attached overleaf.

警告: 閣下必須細閱背頁的條款和條件及申請手續。

for identification purpose only 僅供識別

Please use this form if you want the Hong Kong Offer Shares to be issued in the name of HKSCC Nominees Limited ("HKSCC Nominees") and deposited directly into the Central Clearing and Settlement System ("CCASS") for credit to your CCASS Investor Participant stock account or the stock account of your designated CCASS Participant. 如欲以香港中央結算(代理人)有限公司(「香港結算代理人」)的名義登記獲配發的香港發售股份,並直接存入中央結算及交收系統(「中央結算系統」),以記存於閣下的中央結算系統投資者戶口持有人股份戶口或閣下指定的中央結算系統參與者的股份戶口,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%))		Cheque/banker's cashier order number 支票/銀行本票號碼	
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Total amount of payment 付款總額	HK\$ 港元	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*	
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* Cheques or banker's cashier orders 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名列首位的申請人的地址。

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
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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
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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)
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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)	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)		(2)
	(3)		(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	Tel. No. 電話號碼
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For nominees: 由代名人遞交:	Please provide an account number or identification code for each (joint) beneficial owner. 請填寫每一名(聯名)實益擁有人的賬戶號碼或識別編碼。
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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,則是項認購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。

** (1) If you are a CCASS Investor Participant, only a Hong Kong Identity Card number (if you are an individual) or a Hong Kong Business Registration number (if you are a body corporate) will be accepted for this application. Please see paragraph 2 under the section "How to make your application" overleaf.
如閣下為中央結算系統投資者戶口持有人,或本申請前曾備會接納香港身份證號碼(倘閣下為個別人士)或香港商業登記號碼(倘閣下為法人團體),請參閱背頁「申請手續」一節第2段。
(2) If you are applying through a designated CCASS Participant (other than a CCASS Investor Participant): For individuals, if you hold a Hong Kong Identity Card, please provide that number. If you do not hold a Hong Kong Identity Card, please provide your passport number. For bodies corporate, please provide your Hong Kong Business Registration number. The Hong Kong Identity Card/Passport/Hong Kong Business Registration number will be used for checking the validity of Application Forms and otherwise for processing the application for Offer Shares and such data would be transferred to a third party for the accomplishment of such purposes.
如閣下透過指定中央結算系統參與者(中央結算系統投資者戶口持有人除外)提出申請,如屬個別人士,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,如為法人團體,請填寫香港商業登記號碼。香港身份證/護照/香港商業登記號碼將會用印於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。
(3) All joint applicants must give (if they are individuals) their Hong Kong Identity Card numbers or, where applicable, passport numbers, or (if they are bodies corporate) their Hong Kong Business Registration numbers.
所有聯名申請人必須提供(如屬個人)其香港身份證號碼或(如適用)護照號碼,或(如屬法人團體)香港商業登記號碼。
(4) 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 will be used for checking the validity of Application Forms and such data would also be transferred to a third party for such purpose and 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 of, or may invalidate, your refund cheque.
閣下所提供的閣下香港身份證號碼/護照號碼的一部分(或在聯名申請人的情況下,名列首位的申請人的香港身份證號碼/護照號碼的一部分)可能被印於閣下的退款支票(如有)上。該等資料將會用作核對申請表格是否有效,並將被轉送至第三方以達上述目的及退款目的。在兌現閣下的退款支票之前,銀行可能要求查閱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) in person from the Company's H Share Registrar, Computershare Hong Kong Investor Services Limited, at Shops 1712-1716, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong on the date of collection of (where relevant) refund cheque(s) which is expected to be on Thursday, December 6, 2012 should mark "I" in the box on the left. Please see the section overleaf headed "Refund of your money" for details of when, where and how to collect your refund cheque(s) (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)日期(預期為2012年12月6日(星期四))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)的申請人,請在左方空格內填上「I」號。有關領取退款支票(如有)的時間、地點及方法詳情,見背頁「退還款項」一節。

DETAILS FOR CCASS PARTICIPANT
中央結算系統參與者資料

THIS BOX MUST BE DULY COMPLETED 此空格必須填寫妥當
Participant I.D. of the designated CCASS Participant or CCASS Investor Participant 指定中央結算系統參與者或中央結算系統投資者戶口持有人編號
For designated CCASS Participant or Corporate CCASS Investor Participant, please also affix the company chop bearing its company name 指定中央結算系統參與者或中央結算系統公司投資者戶口持有人請加蓋顯示公司名稱之公司印鑑
(See paragraph 2 in the section "How to make your application" overleaf) (請參閱背頁「申請手續」一節第2段)
For Bank Use 此欄供銀行填寫

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

Please use this form if you want the Hong Kong Offer Shares to be issued in the name of HKSCC Nominees Limited ("HKSCC Nominees") and deposited directly into the Central Clearing and Settlement System ("CCASS") for credit to your CCASS Investor Participant stock account or the stock account of your designated CCASS Participant.



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. 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 participate 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) of the PRC (other than Hong Kong, Macau and Taiwan) (except qualified domestic institutional investors);
 - a United States person (as defined in Regulation S under the United States Securities Act 1933 as amended);
 - a person inside the United States when completing and submitting this Application Form a U.S. person (as defined in Regulation S under the U.S. Securities Act of 1933, as amended); or
 - 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 the White Form eIPO Service Provider via the White Form eIPO Service (www.eipo.com.hk); and (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 in 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 you and any of 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 as 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 a WHITE Application Form and one YELLOW Application Form or 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);
 - apply one WHITE or YELLOW Application Form (whether individually or jointly) 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) for more than 172,455,000 H Shares, being the maximum number of Hong Kong Offer Shares initially comprised in pool B; or
 - 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 your benefit (including the part of an application made by HKSCC Nominees acting as electronic application instructions). If an application is made by an unlisted company and:

- the only business of the 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 total value 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 between the International Offering and the Hong Kong Public Offering) will be divided into two pools for allocation purposes, 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 HK\$5 million or more (including 1% brokerage, 0.003% SFC transaction levy and 0.005% Hong Kong Stock Exchange trading fee payable) or less. The H 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, 0.003% SFC transaction levy and 0.005% Hong Kong Stock Exchange trading fee payable) and 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) are unallocated, 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 paragraph only, "price" for the Offer Shares means the price payable on application (if or 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 in either pool A or pool B will be rejected. Applications 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 under the Hong Kong Public Offering. The Hong Kong Public Offering will be subject to 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 that their applications have been notified, they have not withdrawn their applications and will be deemed to be notified. All applications that have not been notified and remain valid and may be accepted. Subject to the above and, 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, 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 execute any transfer forms, contract notes, or other documents on your behalf and to, on your behalf, do all things necessary to register any Hong Kong Offer Shares allotted to you in the name of HKSCC Nominees as required by the Articles of Association of the Company, and otherwise to give effect to the arrangements described in the Prospectus and this Application Form;
 - **undertake to sign all documents** necessary to enable the name of HKSCC Nominees to be registered as the holder of the Hong Kong Offer Shares to be allotted to you, and as required by the Articles of Association;
 - **agree that the Hong Kong Offer Shares** to be allotted shall be issued in the name of HKSCC Nominees and deposited directly into CCASS for the credit of the stock account of the CCASS Participant who has inputted electronic application instructions on that person's behalf or that person's CCASS Investor Participant stock account;
 - **agree that each of HKSCC and HKSCC Nominees** reserves the right at its absolute discretion (1) not to accept any or part of such allotted Hong Kong Offer Shares issued in the name of HKSCC Nominees or not to accept such allotted Hong Kong Offer Shares for deposit into CCASS; (2) to cause such allotted Hong Kong Offer Shares to be withdrawn from CCASS and transferred to your name at your own risk and costs; and (3) to cause such allotted Hong Kong Offer Shares to be issued in your (or if you are a joint applicant, to the first-named applicant's) name and in such a case, to post the certificate(s) for such allotted Hong Kong Offer Shares at your own risk to the address on your Application Form by ordinary post or to make available the same for your collection;
 - **agree that each of HKSCC and HKSCC Nominees** may adjust the number of allotted Hong Kong Offer Shares issued in the name of HKSCC Nominees;
 - **agree that neither HKSCC nor HKSCC Nominees** shall have any liability for the information and representations not contained in the Prospectus and this Application Form;
 - **agree that neither HKSCC nor HKSCC Nominees** shall be liable to you in any way;
 - **confirm that you have received and/or read a copy of the Prospectus** and that you have initially comprised in the information and representations in making your application and 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 Underwriters, the Joint Bookrunners, the Joint Lead Managers and any of their respective directors, 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 and this Application Form** or any supplement to the Prospectus;
 - **agree (without prejudice to which you may have a claim)** 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 under the White Form eIPO Service (www.eipo.com.hk), to itself or on behalf of 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 validity 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** reasonable enquiries

* for identification purpose only

have been made of that other person that this is the only application which has been or will be made for the benefit of that other person. **WHITE or YELLOW Application Form** or by giving electronic application instructions to HKSCC via CCASS 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 have made this application have not applied for or taken up, or indicated an interest in or received or been placed or allocated (including conditionally and/or provisionally), and will not apply for or take up or indicate an interest in, any Offer Shares under the International Offering nor otherwise have participated or will 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 of your application;**
- **agree to disclose to the Company, and/or its H Share Registrar, receiving bankers, the Joint Sponsors, the Joint Global Coordinators, the Underwriters' Representatives, the Underwriters, the Joint Bookrunners, the Joint Lead Managers and their respective advisers and agents personal data and any information which they request about you or the person(s) for whose benefit you have made this application;**
- **agree with the Company, 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 Participant 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 an arbitration tribunal established in accordance with the Public Articles of Association; and
- (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, the PRC Company Law, the Securities Legislation 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 holder thereof;**
- **authorize the Company to enter into a contract on your behalf with each Director, Supervisor, manager and officer of the Company and with each person under whose authority you or he or his obligations to shareholders as stipulated in the Articles of Association;**

represent, warrant and undertake that (a) you are not restricted by any applicable laws of Hong Kong or elsewhere from making this application (including any application money for, or being allotted or taking up, any Hong Kong Offer Shares and that you are not acting as an ordinary shareholder of the Company, and that you are not acting under the U.S. Securities Act of 1933 as amended and you will not acquire Hong Kong Offer Shares in the short circuit (within the meaning of Regulation S under the U.S. Securities Act of 1933, as amended), or (b) that you are a qualified institutional buyer within the meaning of Rule 144A under the U.S. Securities Act of 1933, as amended;

authorize the Company to place the name of HKSCC Nominees on the register of members of the Company as the holder of any Hong Kong Offer Shares allotted to you, and the Company and/or its agents to deposit any H Share certificate(s) directly into CCASS and to send any refund cheques (where applicable) to you or (in case of joint applicants) the first-named applicant in this application on your behalf and to the website of the Hong Kong Stock Exchange. The Underwriters' Representatives, the Joint Bookrunners and the Joint Lead Managers have indicated in your Application Form that you will collect your refund cheques (where applicable) in person or collect your refund cheques (where applicable) in person between 9:00 a.m. and 5:00 p.m. on Thursday, December 6, 2012, at the Hong Kong Investor Services Unit;

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 or not to allocate any Hong Kong Offer Shares in response to your application and that you may be prosecuted for making false declarations or representations;

confirm that you agree to be bound by the terms and conditions and application procedures set out in the Prospectus and this Application Form;

- **undertake to accept the Hong Kong Offer Shares applied for, or any lesser number allocated to you under this 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 regulations of the Company, the Joint Sponsors, the Joint Global Coordinators, the Underwriters' Representatives, the Underwriters, the Joint Bookrunners and the Joint Lead Managers nor 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 action arising from your rights and obligations under the terms and conditions contained in the Prospectus.**

The Company, the Joint Sponsors, the Joint Global Coordinators, the Underwriters' Representatives, the Underwriters, the Joint Global Coordinators, the Joint Bookrunners, the Joint Lead Managers and their respective directors, officers, employees, partners, agents, advisers and any other parties involved in the Global Offering are entitled to rely on any warranty, representation or declaration made by you in this application. In respect of the Global Offering, the Company, the Joint Sponsors, the Joint Global Coordinators, the Underwriters' Representatives, the Underwriters, the Joint Bookrunners and the Joint Lead Managers are not liable for any information or representations 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 through a person duly authorized under a valid power of attorney, the Company or the Underwriters' Representatives 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 and the Underwriters' Representatives, the White Form eIPO Service Provider or their respective agents or nominees have full discretion to reject or accept 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 provide their indicative Offer Price of HK\$4.03 for each H Share together with a brokerage fee of 1%, SFC transaction levy of 0.003% and Hong Kong Stock Exchange trading fee of 0.005%, subject to refund of any resulting surplus application monies 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 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. The Underwriters' Representatives, on behalf of the Underwriters, may with 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 such a reduction in 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. Applicants should have regard to the possibility that any announcement of a reduction in the number of Offer Shares and/or the indicative offer price range may not be made until that time. If applications for Hong Kong Offer Shares have been submitted prior to the day which is 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 Offer) will not proceed and will lapse.

Allotment of Hong Kong Offer Shares
The application monies for the Hong Kong Offer Shares will not be processed and no allotment of any such Hong Kong Offer Shares will be made until after the closing of the application time. The Company expects to announce the level of the indicative interest in the International Offering, the level of applications of the Hong Kong Public Offering and 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.pic.com.cn.

The Hong Kong Identity Card/passport/Hong Kong Business Registration 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 your application is wholly or partially successful, your H Share certificate(s) (subject to their becoming valid certificates of title provided that the Hong Kong Public Offering has become unconditional and not having been terminated at 8:00 a.m. on December 7, 2012) will be issued in the name of HKSCC Nominees and deposited directly into CCASS for credit to your CCASS Investor Participant stock account or the stock account of your designated CCASS Participant as instructed by your Application Form at the close of business on Thursday, December 6, 2012 or under contingent situation, on any other date as shall be determined by HKSCC or HKSCC Nominees.

If you are applying through a designated CCASS Participant (other than a CCASS Investor Participant), For Hong Kong Offer Shares credited to your designated CCASS Participant (other than a CCASS Investor Participant), you can check the number of Hong Kong Offer Shares allotted to you with that CCASS Participant.

If you are applying as a CCASS Investor Participant: The Company expects to publish the results of CCASS Investor Participants' applications together with the results of the Hong Kong Public Offering in the manner as described in the section headed "How to Apply for Hong Kong Offer Shares - Publication of Results" in the Prospectus on December 6, 2012. You should check the announcement published by the Company and report any discrepancies to HKSCC before 5:00 p.m. on Thursday, December 6, 2012 or any other date as shall be determined by HKSCC or HKSCC Nominees. Immediately after the credit of the Hong Kong Offer Shares to your CCASS Investor Participant stock account, you can check your new account balance via the CCASS Home System and the CCASS Internet System (under the procedures contained in HKSCC's "An Operating Guide for Investor Participants" in effect from time to time). HKSCC will also make available to you an activity statement showing the number of Hong Kong Offer Shares credited to your stock account.

No temporary document of title will be issued in respect of the H Shares. H Share certificates will only be issued to you around 8:00 a.m. on December 7, 2012 provided that the Hong Kong Public Offering has become unconditional in all respects and the right of termination described in the paragraph headed "Hong Kong Public Offering - Grounds for termination" under the section in the Prospectus entitled "Underwriting" has not been exercised at 8:00 a.m. on Thursday, December 15, 2012. 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 1% brokerage, the 0.003% SFC transaction levy and the 0.005% Hong Kong Stock Exchange trading fee attributable to such surplus) will be refunded to successful applicants without interest.

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 agents or nominees to accept your application.** The Company and the Underwriters' Representatives (as agents for the Company) and 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. No reason has to be given for such rejection or acceptance.

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 or by giving electronic application instructions to HKSCC via CCASS 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 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 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 dishonoured upon its first presentation;
- you pay by International Purchase Agreement or International Purchase Agreement does not become unconditional;
- either of the Hong Kong Underwriting Agreements 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 or the Joint Lead Managers believe that by 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.

Temporary document of title will be issued in respect of the H Shares. H Share certificates will only be issued to you around 8:00 a.m. on December 7, 2012 provided that the Hong Kong Public Offering has become unconditional in all respects and the right of termination described in the paragraph headed "Hong Kong Public Offering - Grounds for termination" under the section in the Prospectus entitled "Underwriting" has not been exercised at 8:00 a.m. on Thursday, December 15, 2012. 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 1% brokerage, the 0.003% SFC transaction levy and the 0.005% Hong Kong Stock Exchange trading fee attributable to such surplus) will be refunded to successful applicants without interest.

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 agents or nominees to accept your application.** The Company and the Underwriters' Representatives (as agents for the Company) and 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. No reason has to be given for such rejection or acceptance.

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 or by giving electronic application instructions to HKSCC via CCASS 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 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 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 dishonoured upon its first presentation;
- you pay by International Purchase Agreement or International Purchase Agreement does not become unconditional;
- either of the Hong Kong Underwriting Agreements 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 or the Joint Lead Managers believe that by 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.

Temporary document of title will be issued in respect of the H Shares. H Share certificates will only be issued to you around 8:00 a.m. on December 7, 2012 provided that the Hong Kong Public Offering has become unconditional in all respects and the right of termination described in the paragraph headed "Hong Kong Public Offering - Grounds for termination" under the section in the Prospectus entitled "Underwriting" has not been exercised at 8:00 a.m. on Thursday, December 15, 2012. 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 1% brokerage, the 0.003% SFC transaction levy and the 0.005% Hong Kong Stock Exchange trading fee attributable to such surplus) will be refunded to successful applicants without interest.

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 agents or nominees to accept your application.** The Company and the Underwriters' Representatives (as agents for the Company) and 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. No reason has to be given for such rejection or acceptance.

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 or by giving electronic application instructions to HKSCC via CCASS 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 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 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 dishonoured upon its first presentation;
- you pay by International Purchase Agreement or International Purchase Agreement does not become unconditional;
- either of the Hong Kong Underwriting Agreements 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 or the Joint Lead Managers believe that by 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.

Temporary document of title will be issued in respect of the H Shares. H Share certificates will only be issued to you around 8:00 a.m. on December 7, 2012 provided that the Hong Kong Public Offering has become unconditional in all respects and the right of termination described in the paragraph headed "Hong Kong Public Offering - Grounds for termination" under the section in the Prospectus entitled "Underwriting" has not been exercised at 8:00 a.m. on Thursday, December 15, 2012. 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 1% brokerage, the 0.003% SFC transaction levy and the 0.005% Hong Kong Stock Exchange trading fee attributable to such surplus) will be refunded to successful applicants without interest.

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 agents or nominees to accept your application.** The Company and the Underwriters' Representatives (as agents for the Company) and 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. No reason has to be given for such rejection or acceptance.

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 or by giving electronic application instructions to HKSCC via CCASS 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 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 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 dishonoured upon its first presentation;
- you pay by International Purchase Agreement or International Purchase Agreement does not become unconditional;
- either of the Hong Kong Underwriting Agreements 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 or the Joint Lead Managers believe that by 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.

Temporary document of title will be issued in respect of the H Shares. H Share certificates will only be issued to you around 8:00 a.m. on December 7, 2012 provided that the Hong Kong Public Offering has become unconditional in all respects and the right of termination described in the paragraph headed "Hong Kong Public Offering - Grounds for termination" under the section in the Prospectus entitled "Underwriting" has not been exercised at 8:00 a.m. on Thursday, December 15, 2012. 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 1% brokerage, the 0.003% SFC transaction levy and the 0.005% Hong Kong Stock Exchange trading fee attributable to such surplus) will be refunded to successful applicants without interest.

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 agents or nominees to accept your application.** The Company and the Underwriters' Representatives (as agents for the Company) and 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. No reason has to be given for such rejection or acceptance.

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 or by giving electronic application instructions to HKSCC via CCASS 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 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 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 dishonoured upon its first presentation;
- you pay by International Purchase Agreement or International Purchase Agreement does not become unconditional;
- either of the Hong Kong Underwriting Agreements 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 or the Joint Lead Managers believe that by 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.

Please use this form if you want the Hong Kong Offer Shares to be issued in the name of HKSCC Nominees Limited ("HKSCC Nominees") and deposited directly into the Central Clearing and Settlement System ("CCASS") for credit to your CCASS Investor Participant stock account or the stock account of your designated CCASS Participant.

3. **If your application is revoked or withdrawn**
By completing and submitting this Application Form you agree that you cannot revoke your application 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 on or before Wednesday, December 26, 2012 except by means of one of the procedures referred to in the Prospectus.

Your application may 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 Hong Kong 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 applicants have not been so notified, or if applicants have been notified but have not withdrawn their applications in accordance with the procedure to be followed by applicants 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 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 HKSCC Nominees 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 your money

If you do not receive any Hong Kong Offer Shares for any reason, the Company will refund your application monies, including the related 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 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 is finally determined to be less than the maximum offer price 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 a Refund payment instruction/refund cheques will be retained for the benefit of the Company and the Underwriters' Representatives (cheques) for applications for certain small denominations of Hong Kong Offer Shares on Application Forms (apart from successful applications) may not be cleared.

Refund cheques will be crossed "Account Payee Only" in the case of joint applicants, to the first-named applicant on your Application Form. If you are a corporate applicant, or if you are a joint applicant, 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 to a third party for refund purpose. Your banker may require verification for your Hong Kong Identity Card number/passport number before encashment of your refund cheque. Incomplete completion of your Hong Kong Identity Card number/passport number may lead to delay in encashment 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 112-117B
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 despatch of refund cheques. The date of despatch is expected to be Thursday, December 6, 2012. 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 acceptable to Computershare Hong Kong Investor Services Limited for collection of your refund cheque (where applicable and/or each H Share certificate). If you are a corporate which opts for personal collection, you must attend by your authorized representative bearing a letter of authorisation from such corporations 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.

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. 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. You, as the applicant(s), must complete this Application Form as indicated below and sign on the first page of the application form. Only written signatures will be accepted.
If you are applying through a designated CCASS Participant (other than a CCASS Investor Participant):
• the designated CCASS Participant must complete the Application Form with its company chop (bearing its company name) and insert its participant I.D. in the appropriate box in the Application Form.

If you are applying as an individual CCASS Investor Participant:
• the Application Form must contain your name and Hong Kong Identity Card number; and
• you must insert your participant I.D. in the appropriate box in the Application Form.

If you are applying as a joint individual CCASS Investor Participant:
• the Application Form must contain all joint CCASS Investor Participants' names and the Hong Kong Identity Card number of all joint applicants; and
• your participant I.D. must be inserted in the appropriate box in the Application Form.

If you are applying as a corporate CCASS Investor Participant:
• the Application Form must contain CCASS Investor Participant's company name and Hong Kong Business Registration number; and
• your participant I.D. and your company chop (bearing your company name) must be inserted in the appropriate box in the Application Form.

Incorrect or incomplete details of the CCASS Participant or the omission or inadequacy of participant I.D. or other similar matters may render your application invalid.

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 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 cheque:
• does not comply with 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.

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

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	
Tsung Kwan O Plaza Branch	Shop 112-125, Level 1, Tsung Kwan O Plaza, Tsung 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	

If you do not collect your refund cheque(s) (where applicable) and/or H Share certificate(s) (where applicable) in person within the time specified for its collection, it will be despatched to you by ordinary post to the address on this Application Form at your own risk.
If you apply for less than 1,000,000 Hong Kong Offer Shares or you apply for 1,000,000 Hong Kong Offer Shares or above but have not indicated on your Application Form that you will collect your refund cheques(s) (where applicable) and/or H Share certificate(s) (where applicable) personally, your refund cheque(s) (where applicable) and/or H Share certificate(s) (where applicable) 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.

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, or in 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 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 names of holders of securities including, where applicable, in the name of HKSCC Nominees;
• maintaining or updating the register 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 from 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 any other purpose 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, to the extent necessary 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 to CCASS, HKSCC and HKSCC Nominees, who will use the personal data for the purposes of operating the CCASS;
• any agents, 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 to 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 regarding 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 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 Application Form or giving electronic instruction applications to HKSCC, you agree to all of the above.

Bank of Communications Co., 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	
Chaiwan 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 Shok 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	Shop 1&2, 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	

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 on 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 11:45 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 days 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 ⁽¹⁾	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		

⁽¹⁾ Maximum number of Hong Kong Offer Shares you may apply for.

如欲以香港中央結算(代理人)有限公司(「香港結算代理人」)的名義登記獲配發的香港發售股份,並直接存入中央結算及交收系統(「中央結算系統」),以記存於閣下的中央結算系統投資者戶口持有人股份戶口或閣下指定的中央結算系統參與者的股份戶口內,請使用本表格。

3. 如閣下的認購申請被撤銷或撤回
申請表格一經填妥及遞交,即表明閣下同意於2012年12月26日(星期三)或之前撤銷認購申請。協議將成為與本公司訂立的附屬合約,當閣下不提交申請表格時,本協議即具有約束力。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2012年12月26日(星期三)之前向任何人提早發售任何香港發售股份。
閣下僅可根據香港公司條例第40條(引用香港公司條例第342E條)對招股說明書負責的人士按該條發出公告,免除或限制其對招股說明書負責的情況,於2012年12月26日(星期三)或之前撤銷閣下的申請。
如招股說明書須刊登任何增補,可通知或不通知(視乎增補所載資料而定)已遞交申請的申請人其中申請可予撤回。倘申請人未獲知會或倘申請人已知會但未有根據所通知的手續撤回申請,則為本附屬合約的申請仍屬有效及可被接納。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,向香港結算代理人獲配發的香港發售股份將會作廢:
• 辦理登記申請截止後3星期內;或
• 香港聯交所上市委員會在辦理登記申請截止後3星期內知會本公司的較長期限內,該期限最長不超過6個星期。

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%證監會交易費及0.005%香港聯交所交易費。
如閣下的申請只被部分接納,或如最終確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%證監會交易費及0.005%香港聯交所交易費。如最終確定的發售價低於申請人於申請時所支付的每股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%證監會交易費及0.005%香港聯交所交易費。於發還支票時,「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。假如出現涉及上述款項認購的爭議,本公司及承銷商代表的情況決定,若干以申請表格作出的小數香港發售股份申請(不論成功或失敗)的支票可能不會處理。
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作為收款人。閣下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)或會印於閣下的退還支票(如有)。有關資料亦會轉交予第三方作退還用途。在兌現退還支票前,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/護照號碼填寫不正確或導致閣下的退還支票兌現延誤或失敗。
倘閣下申請1,000,000股或以上的香港發售股份,且已在閣下的申請表格上表明親自領取退還支票,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,親自前往以下地點領取,或在本公司於報章上公佈有關寄發退還支票之日期、地點及日期,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178號
和合中心11樓
1712-1716室

寄發支票的日期預計為2012年12月6日(星期四)。
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(如閣下或各份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,則閣下必須向權代帶同蓋有本公司印章的授權書領取。有關授權代領須於領取時出示獲得香港中央證券登記有限公司接納的身份證明文件。

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,並須按照下表列出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。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. 閣下作為申請人,必須按下文所述填妥本申請表格,並於本申請表格首頁簽署。只接納筆跡簽名。
如閣下透過指定的中央結算系統參與者(中央結算系統投資者戶口持有人)提出申請:
• 在申請表格適當空格內填上閣下與申請表格上加蓋其公司印章(印章須有公司名稱)的中央結算系統參與者姓名;
• 如閣下以個人中央結算系統投資者戶口持有人名義提出申請:
• 申請表格必須填上閣下的姓名及香港身份證號碼;及
• 閣下必須在申請表格適當空格內填上閣下的參與者編號。
如閣下以聯名個人中央結算系統投資者戶口持有人名義提出申請:
• 申請表格必須填上所有聯名中央結算系統投資者戶口持有人的姓名及所有聯名中央結算系統投資者戶口持有人的香港身份證號碼;及
• 在適當空格內填上閣下的參與者編號。
如閣下以公司中央結算系統投資者戶口持有人名義提出申請:
• 申請表格必須填上中央結算系統投資者戶口持有人的公司名稱及香港商業登記號碼;及
• 在申請表格的適當空格內必須填上閣下的參與者編號及加蓋公司印章(印章須有公司名稱)。

中央結算系統參與者資料不正確或不完整或參與者編號有遺漏或不足或其他類似事宜均可令閣下的申請無效。
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緊釘於表格上。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;
• 支票必須附有賬戶名稱(如屬聯名申請人,則為名列首位之申請人名稱),並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);支票由聯名戶口開出,則聯名戶口的其中一個名稱,必須與名列首位之申請人名稱相同;
• 註明收款人為「滙豐代理人(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獲接納:
• 支票未能符合所有上述規定;或
• 在適當空格內不能兌現。
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證閣下的姓名,銀行本票背面顯示的姓名必須與申請表格中的申請人的姓名相同。
• 必須聯名申請,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「滙豐代理人(香港)有限公司-人保公開發售」;
• 必須劃線註明「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,閣下的申請將不被受理。
閣下申請表格,對摺一次,然後投入下列任何一間銀行分行的特設收集箱內:

中國銀行(香港)有限公司	分行名稱	地址
香港總行	中環大馬路分行	花園道1號3樓
九龍	環宇安樂集團大廈分行	德輔道中71號
	觀塘分行	觀塘裕民坊20-24號
	將軍澳廣場分行	將軍澳將軍澳廣場L1層112-125號
新界	屯門屯門廣場分行	屯門屯門廣場第二期商場2號
	觀音橋分行	元朗教育路18-24號

如閣下未有於指定時間內親自領取閣下的退還支票(如適用)及/或各份H股股票(如適用),該支票(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親自領取退還支票(如適用)及/或各份H股股票(如適用),則退還支票(如適用)及/或各份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。

個人資料

個人資料收集聲明
個人資料(包括條例(「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人說明本公司及H股證券登記處就個人資料及條例而制訂的政策及慣例。

- 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受理或延誤或本公司及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/或寄發閣下有權收獲的H股股票及/或退還支票。
證券持有者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
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)及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向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簽發);
• 保存或更新新本公司證券持有人的名冊;
• 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的可獲取利益,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;
• 編製統計資料及股東資料;
• 遵照法律、規則或規例的規定作出披露;
• 按閣下有關資料以行使出權利索償;及
• 與上述有關的任何其他附帶或相關的及/或以任何本公司及H股證券登記處能夠履行其證券持有人的及/或監管機構的責任及/或證券持有人的任何其目的。

- 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,以便資料可用於上述任何用途,尤其可能會向:從或聯同下列任何或所有人士及機構披露,獲取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,例如財務顧問、收數機構及海外主要退戶登記處;
• 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(必須為了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、承包商或第三服務供應商;
• 任何監管或政府機構(包括香港聯交所及證監會);及
• 與證券持有人的業務往來或擁有業務往來的任何個人人士或機構,例如銀行、律師、會計師或股票經紀。
4. 查閱及更正個人資料
條例賦予證券持有者查閱本公司及H股證券登記處是否持有其個人資料,並索取該資料副本及更正任何不準確資料的權利。依據條例,本公司及H股證券登記處應處理任何有關資料的要求(合理費用,所有關於查閱資料或更正資料或查詢資料或措施及持有資料類別的要求,應按招股說明書「公司通訊」一節中披露的本公司註冊地址或根據適用法律不時向本公司地址向本公司的秘書或H股證券登記處屬下的私隱保護條例事務主任(視情況而定)提出。簽署本申請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	中環畢打街20號
銅鑼灣支行	銅鑼灣英皇道981號C地下
柴灣支行	環翠道121-121A地下
九龍	彌敦道563號地下
新界	沙田鎮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	香港皇后大道中1號3樓	
北角分行	北角英皇道306-316號雲華大廈地下	
和合中心分行	灣仔皇后大道東183號和合中心2樓2A舖	
九龍	觀塘分行 旺角分行 觀角分行	觀塘裕民坊1號 旺角彌敦道673號地庫及高層地下 觀角彌敦道721-725號華比銀行大廈地下
新界	沙田廣場分行 大埔分行	沙田正街21-27號沙田廣場L1樓49號舖 大埔廣福道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	銅鑼灣軒尼詩道468號金銀商業中心地下2A號舖	
九龍	尖沙咀分行 紅磡分行 旺角分行	尖沙咀浪道35至37號地下1-2號舖 紅磡德民街2-34E號紅磡商場地下2A舖 旺角彌敦道721-725號華比銀行大廈地下
新界	荃灣青山公路分行	荃灣青山道423-427號地下

- 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

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申請登記)下一個開始辦理申請登記的日期中午十二時正遞交。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。本公司亦有權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	601,593,360.00
10,000	40,706.23	200,000	814,124.48	7,000,000	28,494,356.80	172,455,000 ⁽¹⁾	710,999,185.99
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		

⁽¹⁾ 閣下可申請認購的香港發售股份最高數目。