

HONG KONG PUBLIC OFFERING — WHITE FORM 香港公開發售 — 白表

Use this Application Form if you want the allotted Hong Kong Offer Shares to be issued in your name 如欲以閣下的名義獲發行香港發售股份，請使用本申請表格

NOTE: Unless otherwise defined herein, terms used in this Application Form bear the same meanings as defined in the prospectus of Zail Development (Cayman) Holding Co., Ltd. (the "Company") dated 30 June 2011 (the "Prospectus") together with any supplement thereto.

Staple your payment here 請將款項緊釘在此

Hong Kong Exchanges and Clearing Limited, The Stock Exchange of Hong Kong Limited (the "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.

Zail Development (Cayman) Holding Co., Ltd.

卓爾發展(開曼)控股有限公司

(incorporated in the Cayman Islands with limited liability) (於開曼群島註冊成立的有限公司)

GLOBAL OFFERING

Total Number of Offer Shares under the Global Offering : 525,000,000 Shares (subject to adjustment and the Over-allotment Option)
Number of Hong Kong Offer Shares : 52,500,000 Shares (subject to adjustment)
Number of International Offer Shares : 472,500,000 Shares (subject to adjustment and the Over-allotment Option)
Maximum Offer Price : HK\$3.57 per Offer Share, plus brokerage of 1%, SFC transaction levy of 0.003% and Stock Exchange trading fee of 0.005% (payable in full on application subject to refund on final pricing)
Nominal Value : HK\$0.01 per Share
Stock Code : 2098

全球發售

根據全球發售發售股份總數 : 525,000,000股股份(或會調整及因行使超額配股權而更改)
香港發售股份數目 : 52,500,000股股份(或會調整)
國際發售股份數目 : 472,500,000股股份(或會調整及因行使超額配股權而更改)
最高發售價 : 每股發售股份3.57港元,另加1%經紀佣金、0.003%證監會交易徵費及0.005%聯交所交易費(須於申請時繳足,最終定價後多繳股款將予退還)
面值 : 每股股份0.01港元
股份代號 : 2098

Application Form 申請表格

Applications will be accepted until 12:00 noon on Wednesday, 6 July 2011. You must read the conditions and instructions attached to this form. You must complete all parts of this form. Please write clearly.

截止接受申請時間為二零一一年七月六日(星期三)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。本申請表格各部分必須清楚填妥。

To: Zail Development (Cayman) Holding Co., Ltd. BNP Paribas Capital (Asia Pacific) Limited BOCOM International (Asia) Limited BOCOM International Securities Limited GF Securities (Hong Kong) Brokerage Limited Oriental Patron Securities Limited Hong Kong Underwriters

致: 卓爾發展(開曼)控股有限公司 法國巴黎資本(亞太)有限公司 交銀國際(亞洲)有限公司 交銀國際證券有限公司 廣發證券(香港)經紀有限公司 東亞證券有限公司 香港包銷商

I/We: apply for the number of Hong Kong Offer Shares set out below, subject to the terms and conditions set out in the Prospectus and this Application Form, and subject to the Memorandum and Articles of Association of the Company;
enclose payment in full for the Hong Kong Offer Shares applied for, including brokerage fee of 1%, SFC transaction levy of 0.003% and Stock Exchange trading fee of 0.005%;
undertake and agree to accept the Hong Kong Offer Shares applied for, or any lesser number allocated to me/us on this application;
declare that this is the only application made and the only application intended by me/us to be made whether on a WHITE or YELLOW Application Form or by giving electronic application instructions to HKSCC via CCASS or to the HK eIPO White Form Service Provider under the HK eIPO White Form service (www.hkeipo.hk);
represent, warrant and undertake that (a) I am not/we are not one 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 one of the persons for whose benefit I am/we are applying is 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 not/we are not one of the persons for whose benefit I am applying is, a qualified institutional buyer within the meaning of Rule 144A 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 the person 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 International Offer Shares, or otherwise participate in the International Offerings;
understand that this declaration and representation will be relied upon by the Company, the Joint Sponsors and Joint Bookrunners and the Hong Kong Underwriters in deciding whether or not to make any allocation of Hong Kong Offer Shares in response to this application;
authorize the Company to place my/our names on the register of members of the Company as the holder(s) of any Hong Kong Offer Shares to be allocated to me/us, and (subject to the terms and conditions set out on the pages attached to this Application Form) to send any share certificate(s) and/or 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 share certificate(s) and/or refund cheque(s) in person in accordance with the procedures prescribed in this Application Form and the Prospectus);
request that any refund cheque(s) be made payable to me, or in the case of joint applicants, to the first-named of us in this Application Form;
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 the allotment of or application for the Hong Kong Offer Shares to or by me/us or to any person for whose benefit this application is made would not require the Company to comply with any requirements under any law or regulation (whether or not having the force of law) of any territory outside Hong Kong; and
agree that the application made by me/us, any acceptance of it and the resulting contract, shall be governed by and construed in accordance with the laws of Hong Kong.

本人/吾等: 按照招股章程及本申請表格所載條款及條件,並在本公司組織章程大綱及細則之規定下,申請以下數目的香港發售股份;
隨附申請香港發售股份所需的全數股款(包括1%經紀佣金、0.003%證監會交易徵費及0.005%聯交所交易費);
承諾及同意繳納本人/吾等根據本申請所申請之香港發售股份,或本人/吾等獲分配的任何較少數目的香港發售股份;
聲明是項申請是為本人/吾等的利益,或本人/吾等為其提出申請人士之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根據網上白表服務(www.hkeipo.hk)向網上白表服務供應商發出電子認購指示提出及擬提出的唯一申請;
陳述、保證及承諾(a)本人/吾等或本人/吾等代為申請的受益人並不受香港或其他地方的任何適用法例限制提出本認購申請、支付任何申請款項或獲配發或認購任何香港發售股份;以及本人/吾等或本人/吾等代為申請的受益人並非身處美國(定義為一九三三年美國證券法(經修訂)的S規則);且本人/吾等或本人/吾等代為申請的受益人會在離岸交易(定義為一九三三年美國證券法(經修訂)的S規則)收購香港發售股份;或(b)本人或本人代為申請的受益人為一九三三年美國證券法(經修訂)144A條規定所指的合資格機構買家;
承諾、確認及聲明除本申請表格所證明者外,本人/吾等或本人/吾等為其利益提出申請的人士並無申請或認購或表示有意認購或已獲配發或分配(包括有條件及/或暫時性)任何發售股份,且不會申請或認購或表示有意認購任何國際發售股份,亦不會以其他方式參與國際發售;
明白貴公司、聯席保薦人、聯席牽簿管理人及香港包銷商將依賴本聲明及陳述,以決定是否就其項申請分配任何香港發售股份;
授權貴公司將本人/吾等的名稱列入貴公司股票名冊內,作為本人/吾等所獲分配之任何香港發售股份的持有人,並(根據本申請表格各頁所載之條款及條件)以普通郵遞方式寄發任何股票及/或任何退款支票至本申請表格所示地址,郵遞風險概由本人/吾等承擔(除非本人/吾等已申請1,000,000股或以上香港發售股份,並已於本申請表格上表明本人/吾等擬按本申請表格及招股章程所規定之程序親身領取任何股票及/或退款支票);
要求任何退款支票以本人(或如屬聯名申請人,以本申請表格上名列首位之申請人)為抬頭人;
已細閱本申請表格各頁及招股章程所載條款、條件及申請手續並同意受其約束;
陳述、保證及承諾向本人/吾等配發香港發售股份或本人/吾等申請香港發售股份或任何就其利益作出申請的任何人土獲配發或香港發售股份,不會引致 貴公司須從香港以外任何地區的任何法例或規例的任何規定(不論是是否具法律效力);及
同意本人/吾等作出之申請,對申請之任何接納及據此訂立之合約均受香港法例管轄,並須按其詮釋。

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: / / D 日 M 月 Y 年

Warning:

- It is important that you read the conditions and application procedures overleaf.
You must complete this application in English unless otherwise stated, otherwise the application is liable to be rejected.
You must sign this application in writing (and not by way of personal chop), otherwise the application is liable to be rejected.
Only one application may be made for the benefit of any person on a WHITE or YELLOW Application Form or by way of giving electronic application instructions to HKSCC via CCASS or to the HK eIPO White Form Service Provider under the HK eIPO White Form service (www.hkeipo.hk). Multiple or suspected multiple applications on WHITE and/or YELLOW Application Forms and/or by way of giving electronic application instructions to HKSCC via CCASS and/or to the HK eIPO White Form Service Provider under the HK eIPO White Form service (www.hkeipo.hk); and applications made by one applicant (or joint applicants) on either a WHITE or YELLOW Application Form and/or by way of giving electronic application instructions to HKSCC via CCASS and/or to the HK eIPO White Form Service Provider under the HK eIPO White Form service (www.hkeipo.hk) for more than 26,250,000 Hong Kong Offer Shares (being 50% of the Hong Kong Offer Shares initially made available for public subscription under the Hong Kong Public Offering), and applications where the related cheques or banker's cashier orders are dishonoured upon first presentation will be rejected.
You may be prosecuted if you make a false declaration.

警告:

- 閣下必須細閱背頁的條件及申請手續。
除非另有訂明,閣下必須以英文填妥本申請,否則申請可被拒絕受理。
閣下必須親筆簽署本申請,不得以個人印章代替,否則申請可被拒絕受理。
為任何人士的利益僅能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根據網上白表服務(www.hkeipo.hk)向網上白表服務供應商發出電子認購指示提出一次申請。以白色及/或黃色申請表格及/或透過中央結算系統向香港結算及/或由一申請人(或聯名申請人)以白色或黃色申請表格及/或透過中央結算系統向香港結算及/或根據網上白表服務(www.hkeipo.hk)向網上白表服務供應商發出電子認購指示申請超過26,250,000股香港發售股份(即根據香港公開發售初步可供公開認購的香港發售股份50%),以及相關支票或銀行本票於首次過戶時未能兌現的申請將一概遭拒絕受理。
如作出虛假聲明,可遭檢控。

For Broker use 經紀專用 Lodged by 由以下經紀遞交

Table with 2 columns: Broker No. 經紀號碼, Broker's Chop 經紀印章

Please use this form if you want the allotted Hong Kong Offer Shares to be issued in your name 如欲以閣下的名義獲發行香港發售股份，請使用本表格

Number of Hong Kong Offer Shares applied for (unless provided otherwise, not to exceed 26,250,000 Hong Kong Offer Shares, being 50% of the Hong Kong Offer Shares initially made available for subscription by the public under the Hong Kong Public Offering)
申請認購香港發售股份數目(除非另有規定，否則申請數目不得超過26,250,000股香港發售股份，即根據香港公開發售初步可供公眾人士認購的香港發售股份50%)

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

--

Total amount of payment
股款總額

HK\$	港元
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Name of bank on which cheque/banker's cashier order is drawn*
支票/銀行本票之付款銀行名稱*

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* Cheque or banker's cashier order should be crossed "Account Payee Only" and made payable to "Bank of Communications (Nominee) Co. Ltd. — Zall Development 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「交通銀行(代理人)有限公司 — 卓爾發展公開發售」。

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字母填寫。聯名申請人只須填寫名列首位的申請人地址。

Your 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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Your 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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Your 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之英文姓名(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 the telephone number of the first-named applicant only) Only an address in Hong Kong will be accepted

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Telephone Number 電話號碼

For nominees: Please provide an account number or identification code for each (joint) beneficial owner. If you are a nominee and you do not complete this section, this application will be treated as being made for your benefit.
由代名人遞交: 請填寫每一名(聯名)實益擁有人的賬戶號碼或身份識別號碼。如閣下為代名人，而並無填寫本欄，則是項申請將被視作為閣下自身利益提出。

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- ** (1) 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 bodies corporate, please provide your Hong Kong business registration number.
如屬個人人士，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。
- (2) Your Hong Kong Identity Card number/passport number/Hong Kong business registration number will be used for checking the validity of Application Forms and such data may be transferred to third parties for the accomplishment of such purpose.
閣下的香港身份證號碼/護照號碼/香港商業登記號碼將用作核實申請表格的效力，而有關資料可能會為達致此目的而轉交第三者。
- (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)彼等之香港身份證號碼或(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, if you are 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 of or may invalidate your refund cheque.
閣下所提供之香港身份證號碼/護照號碼，或如閣下為聯名申請人，則名列首位之申請人之香港身份證號碼/護照號碼之部分字符可能會列印在退款支票(如有)上。有關資料亦會轉交第三方作退款用途。銀行在兌現閣下之退款支票前可能要求核對閣下之香港身份證號碼/護照號碼。未有準確填寫閣下之香港身份證號碼/護照號碼可能導致兌現受阻或令閣下之退款支票無效。

Applicants who have applied for 1,000,000 or more Hong Kong Offer Shares and wish to collect (where relevant) refund cheques (where applicable) and/or share certificates (where applicable) in person from the Company's Hong Kong share registrar Tricor Investor Services Limited, 26/F, Tesbury Centre, 28 Queen's Road East, Wanchai, Hong Kong on the date for collection of (where relevant) refund cheques, and (where relevant) share certificates, which is expected to be on Tuesday, 12 July 2011 or such other dates as notified by the Company in the newspapers as the date of despatch/collection of share certificates and/or e-Auto Refund payment instructions and/or refund cheque(s), should mark "✓" in the box on the left. Please see the sections headed "If your application for Hong Kong Offer Shares is successful (in whole or in part)" and "Refund of your money" for details of when, where and how to collect your refund cheques (if any).
申請人凡申請1,000,000股或以上香港發售股份，並擬於領取(如相關)退款支票及(如相關)股票日期(預計為二零一一年七月十二日(星期二)，或本公司在報章上公佈發送/領取股票及/或電子自動退款指示及/或退款支票的其他日期，前往本公司的香港證券登記處卓佳證券登記有限公司，地址為香港灣仔皇后大道東28號金鐘匯中心26樓，親身領取(如相關)退款支票(如適用)及/或股票(如適用)，請在左方空格內填上「✓」號。有關領取退款支票(如有)的時間、地點及方法詳情，見背頁「如成功申請香港發售股份(全部或部分)」及「退還股款」兩節。

Any alteration to any application detail that you provide on this form should be authorized by the signature of the applicant(s).
對閣下在本申請表格內提供的任何申請資料的任何更正應由申請人簽字授權方可進行。

ADDRESS LABEL 地址標貼

Please repeat your name(s) and address in Hong Kong as set out above in BLOCK letters in English
請以英文正楷填寫上表所示姓名/名稱及香港地址

Name(s) 姓名/名稱
Address 地址

For Bank Use 此欄供銀行填寫

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

Zall Development (Cayman) Holding Co., Ltd.

卓爾發展(開曼)控股有限公司
(Incorporated in the Cayman Islands with limited liability)

GLOBAL OFFERING

Conditions of your application

A. Who can apply

- 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;
- If you are a **firm**, the application must be in the names of the individual members, not in the name of the firm. The number of joint applicants may not exceed 4;
- If you are a **body corporate**, the application must be stamped with the company chop (bearing the company name) signed by a duly authorized officer or a director of the Company or its representative capacity;
- Save under the circumstances permitted by the Listing Rules, you **cannot** apply for any Hong Kong Offer Shares if you are or any person(s) for whose benefit you are applying are:
 - an existing beneficial owner of Shares;
 - the chief executive or a director of the Company or any of its subsidiaries;
 - an associate of any of the above (as "associate" is defined in the Listing Rules); or
 - a connected person (as defined in the Listing Rules) of the Company or a person who will become a connected person (as defined in the Listing Rules) of the Company immediately upon completion of the Global Offering.
- You cannot apply for any Hong Kong Offer Shares if you are or any person(s) for whose benefit you are applying are:
 - a United States person (as defined in Regulation S under the US Securities Act 1933 as amended); or
 - a legal or natural person of the PRC (except qualified domestic institutional investors);
 - or if you do not have a Hong Kong address.

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 (if you are a CCASS Participant); or (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:

- an account number; or
- some other identification code for each beneficial owner or, in the case of joint beneficial owners, for each such beneficial owner.

If you do not include this information, the application will be deemed to be made for your own 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 Bookrunners and the Hong Kong Underwriters that he/she has been duly authorized by such person or, if more than one of them, to submit this application and to agree to the terms of this Application Form on behalf of such person/each such person. You further undertake to supply to the Company, the Joint Sponsors, the Joint Bookrunners and each of the Hong Kong Underwriters such information about such person/each such person as any of them may require for any of the purposes set out in the section below headed "Personal Data".

C. Lodge only one application for your benefit or any of your joint applicants' 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 Limited 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 with others) 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 a CCASS Clearing or Custodian Participant) or to the HK eIPO White Form Service Provider via the HK eIPO White Form service (www.hkeipo.hk) (save in the case of applications made by nominees in accordance with paragraph B above);
 - apply (whether individually or jointly) on one WHITE Application Form and one YELLOW Application Form or on one WHITE or YELLOW Application Form and give electronic application instructions to HKSCC or to the HK eIPO White Form Service Provider via the HK eIPO White Form service (www.hkeipo.hk);
 - apply on 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 a CCASS Clearing or Custodian Participant) or to the HK eIPO White Form Service Provider via the HK eIPO White Form service (www.hkeipo.hk) for more than 25,000,000 Hong Kong Offer Shares, being 50% of the Shares initially offered for public subscription under the Hong Kong Public Offering; or
 - have applied for or taken up, or indicated an interest in applying for or taking up or have been or will be placed (including conditionally and/or provisionally) any International Offer Shares under the International Offering.

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 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 you benefit.

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

Statutory control in relation to a company means you:

- control the composition of the board of directors of that company; or
- control more than half of the voting power of that company; or
- hold more than half of the issued share capital of that 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 total number of Hong Kong Offer Shares available for subscription under the Hong Kong Public Offering (after taking into account any reallocation in the now-closed International Offering and the Hong Kong Public Offering) will be divided equally into two pools for allocation purposes (to the nearest ballot lot): pool A and pool B. The Hong Kong Offer Shares in pool A will be allocated on an equitable basis to applicants who have applied for Hong Kong Offer Shares with an aggregate subscription amount of HK\$5 million or less (excluding brokerage fee, SFC transaction levy and Stock Exchange trading fee payable). The Hong Kong Offer Shares in Pool B will be allocated on an equitable basis to applicants who have applied for Hong Kong Offer Shares with an aggregate subscription amount of more than HK\$5 million (excluding brokerage fee, SFC transaction levy and Stock Exchange trading fee payable) and up to the value of pool B. You should be aware that applicants in pool A and pool B may receive different allocation ratios. If Hong Kong Offer Shares in one pool (but not both pools) are under subscribed, the surplus Hong Kong Offer Shares will be transferred to the other pool to satisfy the level of valid applications received under 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 such allocation 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 ballot may not receive any Hong Kong Offer Shares. Each applicant under the Hong Kong Public Offering will be required to sign an undertaking and confirmation in this Application Form identifying him that he and any person(s) for whose benefit he is making the application have received any Offer Shares under the International Offering, and such applicant's application is liable to be rejected if the said undertaking and/or confirmation is breached and/or untrue (as the case may be).

E. Supplemental information

If any supplement to the Prospectus is issued, applicant(s) 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 procedure to be notified, 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 accepted the Prospectus as supplemented.

F. Effect of completing and submitting this Application Form

- By completing and submitting this Application Form (and, 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 Joint Bookrunners (or their respective agents or nominees) to execute any transfer forms, contract notes or other documents on your behalf and to sign on your behalf or on behalf of the Company to register any Hong Kong Offer Shares allocated to you in your name(s), as required by the Articles of Association (including the registration of the Hong Kong Offer Shares allocated to you in your name(s) on the Company Register of members in Hong Kong) and otherwise to give effect to the arrangements described in the Prospectus and this Application Form;
 - undertake** to sign and apply for the application to be registered as the holder of the Hong Kong Offer Shares allocated to you, and as required by the Articles of Association;
 - represent and warrant** that you understand that the Hong Kong Offer Shares have not been and will not be registered under the Securities Act, that you are not a U.S. person (as defined in Regulation S) and that you are outside the United States and will be acquiring the Offer Shares in part to place your name(s) on the HK eIPO White Form Service Provider via the HK eIPO White Form service (www.hkeipo.hk);
 - confirm** that you have received a copy of the Prospectus and have only relied on the information and representations in the Prospectus in making your application and not on any other information or representation;
 - agree** that neither the Company, the Joint Sponsors and the Joint Bookrunners and the Hong Kong Underwriters nor their respective directors and any other parties involved in the Global Offering will have any liability for any such other information or representations concerning the Company;
 - agree** (without prejudice to any other rights which you may have) that once your application has been accepted, you may not revoke or rescind it because of an innocent misrepresentation;
 - (if the application is made for your own benefit) **warrant** that this is the only application which will 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 HK eIPO White Form Service Provider via the HK eIPO White Form service (www.hkeipo.hk);
 - (if you are an agent for another person) **warrant** that reasonable enquiries have been made of that person to establish 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 via CCASS or to the HK eIPO White Form Service Provider via the HK eIPO White Form service (www.hkeipo.hk); and that you are duly authorized to sign this Application Form (where relevant) as that other person's agent;
 - agree** that once your application is accepted, your application will be evidenced by the results of the Hong Kong Public Offering made available by the Company;
 - undertake to confirm** to you (if the application is made for your benefit or the other 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) any International Offer Shares under 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 this application;
 - agree** with the Company, for itself and for the benefit of each Shareholder and so that the Company will be deemed by its application to have agreed to itself and for itself and on behalf of each Shareholder to observe and comply with the laws of the Cayman Companies Law, Hong Kong Companies Ordinance, the Company's Memorandum and Articles of Association and relevant laws and regulations;
 - agree** with the Company and each Shareholder that Shares are freely transferable by the holders thereof;
 - authorize** the Company to place your name(s) on the register of members of the Company whereby such Directors and officers undertake to observe and comply with their obligations to shareholders as stipulated in the Articles;
 - 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;
 - (if the application is made by an agent on your behalf) **warrant** that you have validly and irrevocably conferred on your agent all necessary power and authority to make this application;
 - agree** to disclose to the Company, the receiving banker, the Joint Sponsors and the Joint Bookrunners, the Hong Kong Share Registrar, the Hong Kong Underwriters and their respective agents any information about you or the person(s) for whose benefit you have made this application which they require;
 - 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 to send any 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 share certificate(s) and/or refund cheque(s) (where applicable) in person, you can collect your share certificate(s) and/or refund cheque(s) (where applicable) in person between 9:00 a.m. and 1:00 p.m. on Tuesday, 12 July 2011 from Tricor Investor Services Limited);

- understand** that these declarations and representations will be relied upon by the Company, the Joint Sponsors and the Joint Bookrunners 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 a false declaration;
- undertake and warrant** that the allotment of or application for the Hong Kong Offer Shares to you or by you or to you or by any person for whose benefit the application is made would not require the Company to comply with any requirements under any law or regulation (whether or not having the force of law) of any territory outside Hong Kong;
- 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 and the Joint Bookrunners, the Hong Kong Underwriters, the other parties involved in the Global Offering nor any of their respective directors, employees, partners, agents, officers or advisers will infringe any laws outside Hong Kong as a result of the acceptance of your application or purchase, or any actions arising from your rights and obligations under the terms and conditions contained in the Prospectus; and
- undertake and agree** to accept Hong Kong Offer Shares applied for any less than the number allotted to you under the application.

The Company, the Joint Sponsors and the Joint Bookrunners, the Hong Kong Underwriters and their respective directors 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 the event of the application being made by joint applicants, 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 and assumed by and imposed on the applicants jointly and severally.

You must complete this application in English, unless otherwise stated, and you or (in case of joint applicants) each of the joint applicants must sign this application in writing (and not by way of personal chop), otherwise the application is liable to be rejected.

G. Power of attorney

If your application is made through a duly authorized attorney, the Company and the Joint Sponsors and the Joint Bookrunners or their respective agents and nominees as agent of the Company may accept your application at their discretion, and subject to any conditions they think fit, including production of evidence of the authority of your attorney. The Joint Bookrunners, in their capacity as agents for the Company, have full power to reject or accept any application, in full or in part, without assigning any reason.

H. Determination of Offer Price

The Offer Price is expected to be fixed by agreement between the Company and the Joint Bookrunners (on behalf of the Hong Kong Underwriters) on Wednesday, 6 July 2011, using the Price Determination Date. Applicants for the Hong Kong Offer Shares are required to pay, on application, the maximum Offer Price of HK\$5.57 for each Offer Share together with a coverage fee of 0.003% SFC transaction levy of 0.003% and Stock Exchange trading fee of 0.003%. The Joint Bookrunners, on behalf of the Hong Kong Underwriters, may, based on the level of interest expressed by prospective professional, institutional and other investors during the book-building process, and 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 below that stated in the Prospectus (which is HK\$2.88 to HK\$3.57 per Offer Share) at any time on or prior to the morning of the last day of the Hong Kong Public Offering. In such a case, notices of the 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), in the Hong Kong Economic Times (in Chinese), on the Company's website (www.zalcn.com) and on the Stock Exchange's website (www.hkexnews.hk) not later than the morning of the day which is the last day for lodging applications under the Hong Kong Public Offering. If, for any reason, the Offer Price is not agreed between the Company, the Joint Bookrunners and the Joint Bookrunners (on behalf of the Hong Kong Underwriters) or on before Wednesday, 6 July 2011, the Global Offering will not proceed.

Allocation of Hong Kong Offer Shares

The applications for the Hong Kong Offer Shares will not be processed and the allocation of any such Hong Kong Offer Shares will be made until the closing of the book-building process on Wednesday, 6 July 2011. The level of applications in the Hong Kong Public Offering, the level of indications of interest in the International Offering, the results of allocations and the basis of allocation of the Hong Kong Offer Shares available under the Hong Kong Public Offering on Tuesday, 12 July 2011, and expects to announce these results in the South China Morning Post (in English), in the Hong Kong Economic Times (in Chinese), on the Company's website (www.zalcn.com) and on the Stock Exchange's website (www.hkexnews.hk).

Results of allocations under the Hong Kong Public Offering, including the Hong Kong Identity card/passport/Hong Kong business registration numbers of successful applicants (where appropriate) who applied on a WHITE or YELLOW Application Form or by giving electronic application instructions to HKSCC or to the HK eIPO White Form service provider via the HK eIPO White Form service (www.hkeipo.hk) will be made available through various channels as described in the section headed "How to apply for the Hong Kong Offer Shares – Publication of Results" in the Prospectus on Tuesday, 12 July 2011.

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

If you are an applicant for 1,000,000 or more Hong Kong Offer Shares and you have indicated on your Application Form that you wish to collect your share certificate(s) in person and have provided all information required by your Application Form, you may collect them in person from:

Tricor Investor Services Limited
26/F, Tesbury Centre
28 Queen's Road East
Wanchai
Hong Kong

between 9:00 a.m. and 1:00 p.m. on the date notified by the Company in the South China Morning Post (in English) and the Hong Kong Economic Times (in Chinese) on the date of despatch of share certificates. The date of despatch is expected to be on Tuesday, 12 July 2011.

If you are an applicant for 1,000,000 or more Hong Kong Offer Shares and you have indicated on your Application Form that you wish to collect your share certificate(s) in person and have provided all information required by your Application Form, you may collect them in person from:

Tricor Investor Services Limited to collect share certificate(s). If you are a corporate applicant which has opted for personal collection, you must attend by your authorized representative bearing a letter of authorization from your corporation stamped with your corporation's chop. Such authorized representatives must produce, at the time of collection, evidence of identity acceptable to Tricor Investor Services Limited.

If you are an applicant for 1,000,000 or more Hong Kong Offer Shares and you have indicated on your Application Form that you wish to collect your share certificate(s) in person and have provided all information required by your Application Form, you may collect them in person from:

Tricor Investor Services Limited to collect share certificate(s). If you are a corporate applicant which has opted for personal collection, you must attend by your authorized representative bearing a letter of authorization from your corporation stamped with your corporation's chop. Such authorized representatives must produce, at the time of collection, evidence of identity acceptable to Tricor Investor Services Limited.

If you have applied for less than 1,000,000 Hong Kong Offer Shares or if you have applied for 1,000,000 or more Hong Kong Offer Shares but have not indicated on your Application Form that you wish to collect your share certificate(s) in person then your share certificate(s) will be sent to the address specified in this Application Form in the afternoon on the date of despatch, by ordinary post or at your own risk.

Share certificates will only be issued on or before the expiration of the fifth day after the opening of the application lists (excluding for this purpose any day which is a Saturday, Sunday or a public holiday in Hong Kong) 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, applicant(s) 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 procedure to be notified, all applications that have been submitted remain valid and may be accepted.

In the event that the Offer Price is less than the price per Hong Kong Offer Share paid by you, the surplus application monies (including the related 1% brokerage fee, SFC transaction levy of 0.003% and Stock Exchange trading fee of 0.005%) will be refunded to you without interest.

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

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

- Full discretion to reject or accept your application:**
 - The Company, the Joint Bookrunners and the HK eIPO White Form Service Provider in their capacity as agent of the Company, or their respective agents and nominees, have full discretion to reject or accept any application, in whole or in part, without assigning any reason therefor.
- You will not receive any allocation if:**
 - you make multiple applications or suspected multiple applications;
 - you or the person for whose benefit you apply has applied for or taken up, or indicated an interest for, or has been or will be placed or allocated (including conditionally and/or provisionally), International Offering Shares under the International Offering;
 - your Application Form is not filled in correctly in accordance with the instructions as stated in the Application Form (if you apply by 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 on its first presentation;
 - the Underwriting Agreements do not become unconditional;
 - either of the Underwriting Agreements is terminated in accordance with its respective terms;
 - your application is for more than 50% of the Hong Kong Offer Shares initially available for public subscription; or
 - the Company and the Joint Bookrunners (as agents of the Company) believe that accepting your application would violate the applicable securities or other laws, rules or regulations of the jurisdiction in which your application is completed and signed.

Note: If any of these situations happens, the application will be rejected by the receiving banker and the attached cheque(s) will not be presented for clearance.

By filing in this Application Form, you agree not to apply for Hong Kong Offer Shares in addition to International Offer Shares under the International Offering. Reasonable steps will be taken to identify and reject applications under the Hong Kong Public Offering from investors who have received International 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.

3. If your application is revoked or withdrawn:

- By completing and submitting an Application Form you agree that your application cannot be revoked or before the expiration of the fifth day after the opening of the application lists. This agreement will take effect as a collateral contract with the Company and will become binding when you lodge your Application Form or on the expiration of the fifth day after the opening of the application lists (excluding for this purpose any day which is a Saturday, Sunday or a public holiday in Hong Kong) 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, applicant(s) 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 procedure to be notified, 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. If your application has been accepted, it cannot be revoked or withdrawn. Acceptance of applications which are not rejected will be constituted by notification in the announcement 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 conditions or results of the ballot, respectively.

4. If your application is not accepted:

- Your application may not be accepted if:
 - the Hong Kong Underwriting Agreement and/or the International Underwriting Agreement do/does not become unconditional in accordance with their/its respective terms; or
 - the Hong Kong Underwriting Agreement and/or the International Underwriting Agreement are/is terminated in accordance with their/its respective terms.

5. If your allocation of Hong Kong Offer Shares is void:

- Your allocation of the Hong Kong Offer Shares will be void if the Listing Committee of the Stock Exchange does not grant approval for the listing of, and permission to deal in the Shares either:
 - within 3 weeks from the closing of the Application Lists; or
 - within a longer period of up to 6 weeks if the Listing Committee of the Stock Exchange notifies the Company of that longer period within 3 weeks of the closing of the Application Lists.

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

Refund of your money

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

If your application is accepted only in part, the appropriate portion of your application monies, including the related brokerage fee of 1%, SFC transaction levy of 0.003% and Stock Exchange trading fee of 0.005%, will be refunded to you, without interest. If the Offer Price as finally determined is less than the maximum Offer Price (including brokerage fee of 1%, SFC transaction levy of 0.003% and Stock Exchange trading fee of 0.005% thereon) paid on application, the surplus application monies, together with the related brokerage fee of 1%, the SFC transaction levy of 0.003% and the Stock Exchange trading fee of 0.005%, will be refunded to you, without interest. All such interest accrued on such monies prior to the date of despatch of refund cheques will be retained for the benefit of the Company. In a contingency situation involving a substantial over-application, at the discretion of the Company and the Joint Bookrunners, cheques for applications for certain small denominations of Hong Kong Offer Shares (apart from successful applications) may not be cleared.

Refund cheques will be crossed "Account Payee Only", and made out to you, 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, if you are 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 purposes. 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.

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

Tricor Investor Services Limited
26/F, Tesbury Centre
29 Queen's Road East
Wanchai
Hong Kong

between 9:00 a.m. and 1:00 p.m. on the date notified by the Company in the South China Morning Post (in English) and the Hong Kong Economic Times (in Chinese) as the date of collection of refund cheques. The date of collection is expected to be Tuesday, 12 July 2011.

If you are an individual who has opted for personal collection, you must not authorize any other person to make collection on your behalf. You must produce your identification documents (which must be acceptable to Tricor Investor Services Limited) for collection of your refund cheque. If you are a corporate applicant and have opted for personal collection, you must attend by your authorized representative bearing a letter of authorization from your corporation stamped with your corporation's chop. Such authorized representatives must produce, at the time of collection, evidence of identity acceptable to Tricor Investor Services Limited.

If you do not collect any refund cheque in person within the time specified for collection, it will be promptly sent to the address specified on this Application Form in the afternoon on the date of despatch, by ordinary post and at your own risk.

If you have applied for less than 1,000,000 Hong Kong Offer Shares or you have applied for 1,000,000 or more Hong Kong Offer Shares but have not indicated on your Application Form that you will collect any refund cheque personally, your refund cheque will be sent to the address specified on your Application Form in the afternoon on the date of despatch, 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

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 the provisions in the Prospectus shall prevail. Without limiting the generality of this paragraph, the following sections of this 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";
- 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 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 allocated Hong Kong Offer Shares"; and
- "Refund of your 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 20 December 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 its Hong Kong 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 Hong Kong Share Registrar when applying for securities or transferring securities into or out of their names or in procuring the services of the Hong Kong Share Registrar.

Failure to supply the requested data may result in your application for securities being delayed, rejected or the inability of the Hong Kong 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 share certificate(s) and/or the despatch of refund cheque(s) to which you are entitled. It is important that the applicants and the holders of securities inform the Company and the Hong Kong Share Registrar immediately of any inaccuracies in the personal data supplied.

2. Purposes

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 verification of compliance with the terms and application procedures set out in this Application Form and the Prospectus and announcing results at allocations of the 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 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;
- distributing communications from the Company and its subsidiaries;
- compiling statistical information and shareholder profiles;
- making disclosures as required by laws, rules or regulations;
- disclosing identities of successful applicants by way of press announcement or otherwise;
- 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 Hong Kong Share Registrar to discharge their obligations to holders of securities and/or regulators and/or any other purposes to which the holders of securities may be from time to time agree.

3. Transfer of personal data

Personal data held by the Company and the Hong Kong Share Registrar relating to the applicants and the holders of securities will be kept confidential but the Company and the Hong Kong 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 Share Registrar;
- 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;
- any agents, contractors or third-party service providers who offer administrative, telecommunications, computer, payment or other services to the Company and/or the Hong Kong Share Registrar in connection with the operation of their respective businesses;
- any regulatory or governmental bodies (including the 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 applicants and the holders of securities with rights to ascertain whether the Company and/or the Hong Kong 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 Hong Kong 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 for attention of the Company Secretary or (as the case may be) the Hong Kong Share Registrar for the attention of the Privacy Compliance Officer for the purposes of the Ordinance.

By signing this form, you agree to all of the above.

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

(i) Bank of Communications Co., Ltd. Hong Kong Branch

Hong Kong Island	Branch name	Branch address
	Hong Kong Branch Quarry Bay Sub-Branch Chaiwan Sub-Branch	20 Pedder Street, Central G/F, 981 C, King's Road G/F., 121-121A Wan Tsui Road
Kowloon	Shamshuipo Sub-Branch Jordan Road Sub-Branch Lam Tin Sub-Branch	1/F., Shop 1, Golden Centre, 94 Yen Chow Street G/F., Booman Building, 37U Jordan Road G/F., 63-65 Kai Tin Tower, Kai Tin Road
New Territories	Tsuen Wan Sub-Branch Ma On Shan Sub-Branch	G/F., Shop 69B-G11, Pacific Commercial Plaza, Bo Shuk Mansion, 328 Sha Tsui Road Shop Nos. 3038A & 3054-56, Level 3, Sunshine City Plaza

(ii) The Bank of East Asia, Limited:

Hong Kong Island	Branch name	Branch address
	Main Branch 39F Hennessy Road Branch Taikoo Shing Branch	10 Des Voeux Road Central, HK 39F, Eastern Commercial Centre, 399 Hennessy Road, Wanchai Shop G1010-1011, Yu Sing Mansion
Kowloon	Mongkok Branch Tsim Sha Tsui Branch Millennium City 5 Branch	638-640 Nathan Road Shop A & B, Milton Mansion, 96 Nathan Road Shop 1, G/F, Millennium City 5, 418 Kwun Tong Road, Kwun Tong, Kowloon
New Territories	Tai Wai Branch Tuen Mun Town Plaza Branch	16-18 Tai Wai Road, Cheung Fung Mansion, Shatin Shop 2-10, UG/F, Tuen Mun Town Plaza Phase II, 3 Tuen Lung Street, Tuen Mun

6. Your Application Form can be lodged at these times:

Thursday, 30 June 2011	—	9:00 a.m. to 5:00 p.m.
Saturday, 2 July 2011	—	9:00 a.m. to 1:00 p.m.
Monday, 4 July 2011	—	9:00 a.m. to 5:00 p.m.
Tuesday, 5 July 2011	—	9:00 a.m. to 6:00 p.m.
Wednesday, 6 July 2011	—	9:00 a.m. to 12:00 noon

7. The latest time for lodging your application is 12:00 noon on Wednesday, 6 July 2011, or if the Application Lists are not open on that day, by the time and date stated below. The Application Lists will be open from 11:45 a.m. until 12:00 noon on Wednesday, 6 July 2011, 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 Wednesday, 6 July 2011. 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 a.m. and 12 noon. Business day means a day that is not a Saturday, Sunday or public holiday in Hong Kong.

8. 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 Wednesday, 6 July 2011. The Company will not give you a receipt for your payment. The Company shall keep all interest accrued on your application monies (up until, in the case of monies to be refunded, the date of despatch of refund cheques). The right is also reserved to retain any share certificates and/or any surplus application monies or refunds pending clearance of your cheque or banker's cashier order.

How to make your application

- 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 and must not exceed 26,250,000 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 Hong Kong Offer Shares.** On application, you must pay the maximum offer price of HK\$3.57 per Share, plus brokerage fee of 1%, SFC transaction levy of 0.003% and Stock Exchange trading fee of 0.005%.
- Complete the form and sign it. Only written signatures will be accepted.
- Each application must be accompanied by a separate cheque or banker's cashier order.
- Staple your cheque or banker's cashier order to the form.

If you pay by cheque, the cheque must:

- be in Hong Kong dollars;
- not be post-dated;
- be drawn on your Hong Kong dollar bank account in Hong Kong;
- show your account name. This name must either be pre-printed on the cheque, or be endorsed at the back by a person authorized by the bank. This account name must correspond with your name. If it is a joint application, the account name must be that of the first 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 applicant;
- be made payable to "Bank of Communications (Nominee) Co. Ltd. — Zail Development Public Offer"; and
- be crossed "Account Payee Only".

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 issued by a licensed bank in Hong Kong, be in Hong Kong dollars, and have your name certified on the back by a person authorized by the bank. The name on 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 applicant;
 - the banker's cashier order must be made payable to "Bank of Communications (Nominee) Co. Ltd. — Zail Development 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.

NUMBER OF SHARES THAT MAY BE APPLIED FOR AND PAYMENTS

No. of Hong Kong Offer Shares applied for	Amount payable on application		No. of Hong Kong Offer Shares applied for	Amount payable on application		No. of Hong Kong Offer Shares applied for	Amount payable on application	
	HK\$	HK\$		HK\$	HK\$		HK\$	HK\$
1,000	3,605.99	60.000	216,359.14	2,000,000	7,211,971.20	16,000,000	57,695,769.60	
2,000	7,211.97	70.000	252,419.00	3,000,000	10,817,956.80	17,000,000	61,301,755.20	
3,000	10,817.96	80.000	288,478.85	4,000,000	14,423,942.40	18,000,000	64,907,740.80	
4,000	14,423.94	90.000	324,538.71	5,000,000	18,029,928.00	19,000,000	68,513,726.40	
5,000	18,029.93	100.000	360,598.56	6,000,000	21,635,913.60	20,000,000	72,119,712.00	
6,000	21,635.91	200.000	721,197.12	7,000,000	25,241,899.20	21,000,000	75,725,697.60	
7,000	25,241.90	300.000	1,081,795.68	8,000,000	28,847,884.80	22,000,000	79,331,683.20	
8,000	28,847.89	400.000	1,442,394.24	9,000,000	32,453,870.40	23,000,000	82,937,668.80	
9,000	32,453.87	500.000	1,802,992.80	10,000,000	36,059,856.00	24,000,000	86,543,654.40	
10,000	36,059.86	600.000	2,163,591.36	11,000,000	39,665,841.60	25,000,000	90,149,640.00	
20,000	72,119.71	700.000	2,524,189.92	12,000,000	43,271,827.20	26,000,000	93,755,625.60	
30,000	108,179.57	800.000	2,884,788.48	13,000,000	46,877,812.80	26,250,000 ⁽¹⁾	94,657,122.01	
40,000	144,239.42	900.000	3,245,387.04	14,000,000	50,483,798.40			
50,000	180,299.29	1,000,000	3,605,985.60	15,000,000	54,089,784.00			

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

Zall Development (Cayman) Holding Co., Ltd.

卓爾發展(開曼)控股有限公司

(於開曼群島註冊成立的有限公司)

全球發售

申請條件

甲. 申請人資格

- 閣下作為申請人及閣下為其利益提出申請的任何人士，必須年滿18歲或以上並須擁有香港地址。
- 如閣下屬**高誠**，則須以個人成員而非以高誠的名義提出申請。聯名申請人不得超過四名。
- 如閣下屬**法人團體**，申請表格須加蓋附有公司名稱的公司印章，以及由一名正式授權的高級職員簽署，並須註明簽署人的職銜。
- 除非是在獲得上市規則批准的情況下，倘閣下或閣下為其利益提出申請的任何人士屬下列身份，則不得申請任何香港發售股份：
 - 股份的現有實益擁有人；
 - 本公司或其任何附屬公司的主要行政人員或董事；
 - 上述任何人士的聯繫人(「聯繫人」一詞的定義見上市規則)；或
 - 本公司的關連人士(定義見上市規則)或於緊隨全球發售完成後將成為本公司關連人士(定義見上市規則)的人士。
- 如閣下或閣下為其利益提出申請的任何人士屬下列身份，則不得申請任何香港發售股份：
 - 美籍人士(定義見一九三三年美國證券法(經修訂)S規例)；或
 - 中國法人或自然人(含資格境外機構投資者)；或
 - 如閣下並無香港地址。

乙. 閣下為代名人

- 閣下為代名人，則閣下可以自身名義代表不同實益擁有人：(1)透過中央結算系統向香港結算發出**電子認購指示**(閣下為中央結算系統參與者)；或(2)利用**白色或黃色**申請表格遞交超過一份申請，惟須於申請表格上(由代名人遞交)方格內填寫每名實益擁有人(或如屬聯名實益擁有人，則填寫每位有關實益擁有人)之以下資料：
 - 賬戶號碼；或
 - 其他身份識別編碼。

如未有填妥以上資料，則該份申請將被視作以閣下的利益而提出。凡代他人遞交本申請表格的代名人一概被視作向本公司、聯席保薦人、聯席賬簿管理人及香港包銷商陳述及承諾，彼已獲該位人士(或如超過一人，則每位人士)正式授權代該位人士/每位該等人士遞交是項申請並同意本申請表格之條款。閣下進一步承諾會向本公司、聯席保薦人、聯席賬簿管理人及香港包銷商提供彼等任何一方所需有關該位人士/每位該等人士的資料，以便達成下文「個人資料」一節所載之任何目的。

丙. 僅可為閣下的利益(或閣下與閣下任何聯名申請人的利益)遞交一份申請

- 重複申請或疑屬重複的申請概不受理。除非符合上文乙節所述者，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(包括香港發售)由本公司代發**電子認購指示**提出申請之部分將被視為重複申請而遭拒絕受理：
 - (不論個人或與他人聯名)以**白色或黃色**申請表格或透過中央結算系統(如閣下是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**網上白表服務(www.hkeipo.hk)**向網上白表服務供應商發出**電子認購指示**提出超過26,250,000股香港發售股份(透過上文乙節提出的申請除外)；
 - (不論個人或與他人聯名)同時以一份**白色**及一份**黃色**申請表格或以一份**白色**或**黃色**申請表格及向香港結算或透過**網上白表服務(www.hkeipo.hk)**向網上白表服務供應商發出**電子認購指示**提出申請；
 - (不論個人或與他人聯名)以一份**白色**或**黃色**申請表格或透過中央結算系統(如閣下是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**網上白表服務(www.hkeipo.hk)**向網上白表服務供應商發出**電子認購指示**提出超過26,250,000股香港發售股份(即根據香港公開發售初步或可供公開認購股份的50%)；或
 - 已申請或認購，或表示有意申請或認購，或經已或將獲分配(包括有條件及/或暫時性)國際發售項下的任何國際發售股份。

如為閣下的利益而提出多於一份申請(包括香港發售代理人代發**電子認購指示**提出申請之部分)，則閣下之所有申請亦會被視為重複申請而遭拒絕受理。如申請人為非上市公司，而：

- 該公司主要從事證券買賣；及
- 閣下對該公司可行使法定控制權；

則是項申請將被視作以閣下為受益人而提出。**非上市公司**指其股本證券概未在聯交所上市之公司。一家公司之**法定控制權**指：

- 控制該公司董事會之組成；或
- 控制該公司一半以上投票權；或
- 持有該公司一半以上已發行股本(不包括無權分享超逾特定金額之利潤或股本派之任何部分)。

丁. 香港發售股份的分配-甲組及乙組

經計及國際發售及香港公開發售之間所分配的發售股份數目的任何重新分配後，根據香港公開發售提早發售的發售股份總數將平均分為兩組以供分配(取最接近每手買賣單位)：甲組及乙組。香港的香港發售股份將按公平基準分配予申請總認購金額為5,000,000港元或以下(不包括應付的經紀佣金、證監會交易徵費及聯交所交易費)的香港發售股份申請人。乙組的香港發售股份將按公平基準分配予申請總認購金額為5,000,000港元以上(不包括應付的經紀佣金、證監會交易徵費及聯交所交易費)至最高達乙組價值的申請人。閣下應注意，甲組申請與乙組申請所獲的分配比例或有差異。倘其中一組香港發售股份(僅非兩組)認購不足，剩餘的香港發售股份將轉售至另一組，以滿足另一組的需求及作出相應分配。閣下僅可獲分配甲組或乙組其中一組的香港發售股份，但不得同時獲分配。組別或組別間之重複或疑屬重複申請，以及超過26,250,000股香港發售股份(即每組初步發售的香港發售股份數目)的申請，一概被拒絕受理。香港公開發售項下分配予投資者的香港發售股份(甲組及乙組)，將根據香港公開發售項下的有效申請數量而定。各組之分配基準或應回應申請香港發售股份的有效申請人數目而有所不同。儘管如此，上述分配(如適用)可能包括抽籤、換而言之，部分申請人將獲分配的股數或數目與其申請的香港發售股份數目的大小有關。未能申請的申請人，可能不會獲發任何香港發售股份。香港公開發售項下的每位申請人亦須在其提交的申請表格中作出承諾，並確認其或其代表利益提出申請屬本人並無獲得任何國際發售項下的發售股份，倘上述承諾及/或承諾遭違反及/或不實(取決於情況而定)，該申請人的申請可遭拒絕受理。

戊. 補充資料

如就招股章程刊登任何補充文件，已遞交申請的申請人可能會亦可能不取(取決於補充文件所載資料)獲通知可撤回其中之申請。如申請人未獲知會或申請人已知獲知會但未根據所通知之手續撤回申請，則所有已遞交之申請仍屬有效及可供接納。除上文及下文所述情況外，申請一經提出即不可撤回，而申請人亦須根據招股章程之招股章程提出申請。

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，則各聯名申請人個別及共同)就閣下自身或作為代理或代名人及代表閣下(如屬聯名申請人，則各聯名申請人個別及共同)各位人士：
 - 指示及授權本公司及/或聯席保薦人、聯席賬簿管理人、香港包銷商及/或其各自之代理及代名人**根據組織章程細則之規定，代表閣下簽立任何增補表格、成交單據或其他文件和代表閣下進行所有必要事宜，以閣下的名義登記分配予閣下之任何香港發售股份(包括在本公司香港之股東名冊中)；閣下名義登記閣下獲分配之香港發售股份)；以及以其他方式令招股章程及本申請表格所述之安排得以進行；
 - 承諾**簽署所有必要文件及進行所有必要事宜，以及根據組織章程細則規定，令閣下登記為閣下獲分配之香港發售股份之持有人；
 - 陳述及保證**閣下明白香港發售股份並未且不會根據證券法登記；而閣下亦非美籍人士(定義見S規例)；且閣下現時身處美國境外，並將以一項離岸交易(定義見S規例)購入發售股份；
 - 確認**閣下已收取招股章程，並根據招股章程所載之資料及陳述提出申請，而不會依賴任何其他資料或陳述；
 - 同意**本公司、聯席保薦人、聯席賬簿管理人、香港包銷商及彼等各自之董事及任何其他參與全球發售之各方毋須對有關本公司的任何其他資料或陳述承擔責任；
 - 同意**(在不損害閣下可能擁有的任何其他權利之情況下)閣下之申請一經接納，閣下不得因無意的失實陳述撤回或撤銷申請；
 - (如屬項申請人為閣下自身之利益而提出)保證是項申請乃為閣下利益，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**網上白表服務(www.hkeipo.hk)**向網上白表服務供應商發出**電子認購指示**而提出之唯一申請；
 - (如閣下為他人之代理)保證已向該位人士作合理查詢，確定是項申請乃為該位人士之利益，以**白色**或**黃色**申請表格或透過中央結算系統或透過**網上白表服務(www.hkeipo.hk)**向網上白表服務供應商發出**電子認購指示**而提出之唯一申請，而閣下已獲正式授權以該位人士之代理之身份簽署本申請表格(如適用)；
 - 同意**閣下的申請一經接納，閣下的申請將以本公司發出的香港公開發售表格為準；
 - 承諾及確認**閣下(如屬項申請人為閣下利益而提出)或閣下為其利益提出是項申請之其他人士並無申請或認購或表示有意申請或認購或分配(包括有條件及/或暫時性)國際發售項下的任何國際發售股份；
 - 同意**閣下之申請、任何申請之接納及據此訂立之合約受香港法例管轄，並按其詮釋；
 - 保證**是項申請所載資料乃真實準確；
 - 同意**本公司亦將其自身及各股東之利益協定，而本公司亦將其接納全部或部分申請而就其本身及代表各股東同意被視作遵守和符合開曼群島公司法、香港公司條例、本公司組織章程大綱及細則及相關法律及規例；
 - 向本公司和各股東表示**同意**股份持有人可自由轉讓其股份；
 - 授權**本公司代表閣下與本公司各董事及高級職員訂立合約，而該等董事及高級職員據此承諾履行及遵守細則規定須向股東承擔的責任；
 - 確認**閣下已細閱招股章程及本申請表格所載條款及條件與申請手續，並同意受其約束；
 - (如本申請由代理為閣下提出)保證閣下有效及不可撤回地授予閣下代理一切所需權力及授權以提出此項申請；
 - 同意**本公司、收款銀行、聯席保薦人、聯席賬簿管理人、香港證券登記處、香港包銷商及其各自代理之要求，向彼等披露所需有關閣下或閣下為其利益提出申請之人士之任何資料；

- 授權**本公司將閣下之姓名列入本公司之股東名冊中，作為分配予閣下之任何香港發售股份之持有人，並授權本公司及/或其代理將任何股票及/或任何退款支票(如適用)以普通郵遞方式按申請表格上所示之地址寄予閣下(或如屬聯名申請人)申請表格首位之申請人，郵誤風險概由閣下承擔，惟閣下申請1,000,000股或以上香港發售股份並在申請表格上表明閣下將親自領取股票及/或退款支票(如適用)者除外。在此情況下，閣下可於二零一一年七月十二日(星期二)上午九時正至下午一時正親臨卓佳證券登記有限公司領取閣下之股票及/或退款支票(如適用)；
 - 明白**本公司及全球協調人將於決定是否就閣下之申請作出任何香港發售股份分配時依賴此等聲明及陳述，閣下如作出虛假聲明，可遭檢控；
 - 陳述、保證及承諾**閣下或閣下為其利益提出申請之人士獲分配或申請香港發售股份不會導致本公司須遵守香港境外任何地區任何法例或規則(不論是否具法律效力)之任何規定；
 - 倘香港境外任何地區之法例適用於閣下之申請，則閣下已遵守一切該等法例，而本公司、聯席保薦人、聯席賬簿管理人、香港包銷商、參與香港發售之其他各方或其各自任何董事、職員、合夥人、代理、高級職員或顧問不會因接納閣下之保證及承諾，而閣下根據招股章程所載條款及條件之權利及責任而遭提出任何行動而追究任何香港境外法例；及
 - 承諾及同意**接納閣下所申請香港發售股份或根據此項申請獲分配之任何數目發售股份，本公司、聯席保薦人、聯席賬簿管理人、香港包銷商、彼等各自之董事以及參與全球發售之其他各方，均有權依賴閣下在是項申請中作出之任何保證、陳述或聲明。聯名申請人作出、提供或不提供或須履行之所有保證、陳述、聲明及義務，均視為申請人共同及個別作出、提供或承擔或須履行之保證、陳述、聲明及義務。除非另有聲明，閣下必須以英文填妥本申請，閣下或(如屬聯名申請人)每位聯名申請人亦必須親筆簽署本申請，不得以個人印章代替，否則申請可遭拒絕受理。
- 庚. **授權**閣下透過正式授權代表提出申請，則本公司、聯席保薦人、聯席賬簿管理人(或彼等各自之代理及代名人)(作為本公司代理)可按彼等認為適合之任何條件下(包括出示閣下代表之授權證明)接納閣下之申請。聯席賬簿管理人(以本公司代理之身份)可全權拒絕或接納任何全部或部分申請，而毋須說明任何理由。
- 辛. **釐定發售價**發售價預期由本公司與聯席賬簿管理人(代表香港包銷商)於二零一一年七月六日(星期三)(即定價日)協定。申請香港發售股份的申請人於申請時須支付每股發售股份的最高發售價(3.57港元，另加1%經紀佣金、0.003%證監會交易徵費及0.005%聯交所交易費)。聯席賬簿管理人(代表香港包銷商)基於有意專業、機構和其他投資者於累計及定價程序中所表達的興趣程度，並在與本公司同意下，可於遞交香港公開發售申請截止日上午或之前任何時間調減或全部取消發售股份數目及/或將指示不獲分配或僅分配至低於招股章程所述者(即每股發售股份2.89港元或3.57港元)。在這種情況下，本公司將會遞交香港公開發售申請截止日上午十時正(以英文)以及香港經濟日報(以中文)、本公司網站(www.zallcn.com)及聯交所網站(www.hkexnews.hk)刊登調低發售股份數目及/或指示性發售價範圍的通告。倘本公司與全球協調人(代表香港包銷商)基於任何理由未能於二零一一年七月六日(星期三)之前協定發售價，則全球發售將不會進行。

香港發售股份的分配

本公司於截止辦理申請登記後，方開始處理香港發售股份的申請及分配任何該等香港發售股份。本公司預期於二零一一年七月十二日(星期二)於南華早報(以英文)以及香港經濟日報(以中文)、本公司網站(www.zallcn.com)及聯交所網站(www.hkexnews.hk)公佈香港發售股份的申請數目、國際發售的認購程度、分配結果及香港公開發售項下的分配結果。香港公開發售的分配結果，包括以**白色**或**黃色**申請表格或通過香港結算發出**電子認購指示**或通過**網上白表服務(www.hkeipo.hk)**向網上白表服務供應商發出**電子認購指示**向香港發售股份申請人的香港身份證/護照/香港商業登記號碼(如適用)為二零一一年七月十二日(星期二)通過招股章程「如何申請香港發售股份」分配結果一節所述的多個因素而定。

如成功申請香港發售股份(全部或部分)

閣下可於截止辦理申請登記後，並於閣下的申請表格上表明親身領取閣下的股票，且已提供閣下申請表格要求之所有資料，則閣下可於本公司在南華早報(以英文)以及香港經濟日報(以中文)公佈發售日期當日(上午九時正至下午一時正期間)，親身前往以下地點領取股票：

卓佳證券登記有限公司
香港灣仔
皇后大道東28號
金鐘匯中心26樓

預期發售日期為二零一一年七月十二日(星期二)。

閣下為個別申請人，並申請認購1,000,000股或以上香港發售股份，且選擇親身領取，則不得授權任何其他人士代閣下領取。領取股票時，閣下必須出示由其獲證券登記有限公司接納之身份證明文件。閣下為公司申請人，並選擇親身領取，則必須由其最佳代理持有加蓋公司印章之授權證明方可領取。授權代表須在領取時出示卓佳證券登記有限公司接納之身份證明文件。如閣下未有在指定發售時間內領取閣下之股票，則閣下之股票將隨即於發售日期下午以普通郵遞方式寄往閣下在申請表格上所示之地址，郵誤風險概由閣下承擔。如閣下申請1,000,000股以下香港發售股份或申請1,000,000股或以上香港發售股份，但並非在申請表格上表明親身領取，則閣下之股票將於發售日期下午以普通郵遞方式寄往閣下在申請表格上所示之地址，郵誤風險概由閣下承擔。只有在：包銷協議為無條件及並未根據各自條款終止的情況下，股票才會成為有效之所有權證書(預期於二零一一年七月十三日上午八時正或前後)。本公司不會發出臨時所有權文件，亦不會就申請人所繳之申請款項發出任何收據。如發售失敗，閣下支付之每股香港發售股份價格將為，則多出的申請款項(包括相關的1%經紀佣金、0.003%證監會交易徵費及0.005%聯交所交易費)將不計利息退還閣下。

導致閣下不獲分配香港發售股份之情況

- 閣下可能基於下列任何理由不獲分配香港發售股份：
 - 全權的情況決定拒絕或接納閣下的申請：**本公司、聯席賬簿管理人及**網上白表服務**供應商(以本公司代理身份)，或其各自的代理及代名人，可全權的情況決定拒絕或接納任何申請(全部或部分)，而毋須提出任何理由。
- 如出現下列情況，閣下將不會獲分配任何股份：**
 - 閣下提出重複申請或疑屬重複申請；
 - 閣下或閣下為其利益提出申請的人士已申請或認購或表示有意申請或經已或將獲分配或分配(包括有條件及/或暫時性)國際發售項下的國際發售股份；
 - 閣下未根據申請表格上的指示填妥申請表格(如閣下以申請表格提出申請)；
 - 閣下未按正確方法付款；
 - 閣下以支票或銀行本票付款，但該支票或銀行本票在首次過戶時未能兌現；
 - 包銷協議未能成為無條件；
 - 任何一份包銷協議根據其條款遭終止；
 - 閣下的申請遭初步擱置至其符合國際發售的香港發售股份50%；或
 - 本公司及聯席賬簿管理人(作為本公司代理)拒絕、接納閣下之申請將觸犯閣下填寫及簽署申請表格所處適用法例的適用證券或其他法律、規則或法規。

*附註：*若發生任何該等情况，收款銀行將把認購申請，隨附支票亦不會過戶。
- 填妥本申請表格，即表示閣下同意不會同時申請認購香港發售股份及國際發售項下國際發售股份。本公司將採取合理步驟，在香港公開發售中識別和拒絕已在國際發售中獲發國際發售股份的投資者所作申請，並將該申請表格已在香港公開發售中獲發香港發售股份之投資者對國際發售表示之興趣。
- 如閣下之申請遭撤銷或撤回：**閣下填妥並遞交申請表格，即表示閣下同意，於開始辦理申請登記後第五日屆滿時或之前不可撤回閣下之申請。該協議為與本公司訂立之附屬合約，於閣下遞交申請表格時或如何申請香港發售股份一經生效對開始辦理申請登記的影響。如上述所述，截止辦理申請登記的較後日期生效，對閣下具有約束力。而該附屬合約則為本公司同意，按招股章程所述任何一項程序外，不會於開始辦理申請登記後第五日屆滿時或之前任何人士發售任何香港發售股份。如根據香港公司條例第40條(按香港公司條例第342E條引用)而對招股章程負責之人士根據該條款發出公告，免除或限制該人士對招股章程之責任，則閣下僅可於開始辦理申請登記後第五日屆滿時或之前(不包括星期六、星期日及香港公眾假期)撤回其申請。如就招股章程之申請人遞交申請表格，已遞交申請的申請人可能會亦可能不取(取決於補充文件所載資料)獲通知可撤回其中之申請。如申請人未獲知會或申請人已知獲知會但未根據所通知之手續撤回申請，則所有已遞交之申請仍屬有效及可供接納。除上文及下文所述情況外，申請一經提出即不可撤回，而申請人亦須根據招股章程之招股章程提出申請。閣下之申請一經接納則不可撤回或撤回。於分配結果公佈發出通知，即代表未經拒絕受理的申請已獲接納。如有關申請符合若干條件或規定以抽籤形式分配，則接納是否有效，視乎有關條件能否達成或抽籤結果而定。
- 如閣下之申請不獲接納：**閣下之申請於以下情況可能遭拒絕受理：
 - 香港包銷協議及/或國際包銷協議未能根據其各自條款成為無條件；或
 - 香港包銷協議及/或國際包銷協議根據其各自條款終止。
- 如閣下之香港發售股份之分配失效：**
 - 如聯交所上市委員會未能於下列時間內批准發售上市及買賣，則閣下之香港發售股份之分配將告失效：
 - 截止辦理申請登記日期後三星期內；或
 - 倘聯交所上市委員會於截止辦理申請登記日期後三星期內通知本公司之較長期限，該期限最長不超過六星期。

如欲以閣下的名義獲發行香港發售股份，請使用本表格

退還股款

閣下未獲得任何香港發售股份，閣下的申請款項，包括有關的1%經紀佣金、0.003%證監會交易徵費及0.005%聯交所交易費，將不計利息予以退還。

閣下之申請手續部分，閣下申請款項之適當部分，包括有關的1%經紀佣金、0.003%證監會交易徵費及0.005%聯交所交易費，將不計利息予以退還。如最終釐定的發售價低於申請時支付的最高發售價(不包括1%經紀佣金、0.003%證監會交易徵費及0.005%聯交所交易費)，則閣下多繳的申請款項，連同有關的1%經紀佣金、0.003%證監會交易徵費及0.005%聯交所交易費，將不計利息予以退還。於寄發退股支票日期前該等款項應計的一切利息將歸本公司所有。在出現涉及大量超額認購之特殊情況下，本公司及聯席賬簿管理人可酌情決定將香港發售股份之若干小額申請支票不予以退還(成功之申請除外)。

退股支票將劃線註明「只准入抬頭人賬戶」，並以閣下作為抬頭人，或如屬聯名申請人，則以申請表格上名列首位的申請人為抬頭人。閣下所提供之香港身份證號碼/護照號碼(如屬聯名申請人，則名列首位申請人之香港身份證號碼/護照號碼)之部分字符或會印列於閣下之退股支票(如有)。上述資料亦會轉交第三方支付以便退股。於兌現閣下之退股支票前，閣下之銀行或須核實閣下之香港身份證號碼/護照號碼。如閣下填寫之香港身份證號碼/護照號碼並不準確，則或會延遲或無法兌現閣下之退股支票。

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擬親身前往領取退股支票並已提供閣下申請表格要求之所有資料，閣下可在本公司於南華早報(以英文)以及香港經濟日報(以中文)公佈領取退股支票日期上午九時正至下午一時正期間，親身前往以下地點領取退股支票：

卓佳證券登記有限公司
香港灣仔
皇后大道東28號
金鐘匯中心26樓

預期領取日期為二零一一年七月十二日(星期二)。

閣下為選擇親身領取之個人申請人，則不得授權任何其他人土代閣下領取。於領取退股支票時，閣下必須出示卓佳證券登記有限公司接納之身份證明文件。如閣下為選擇親身領取之公司申請人，則必須由閣下授權代表持有加蓋公司印章之授權書方可領取。授權代表須在領取時出示卓佳證券登記有限公司接納之身份證明文件。

閣下未有在指定領取時間內親身領取退股支票，則閣下之退股支票將其後於寄發日期下午以普通郵遞方式，寄往閣下在申請表格上所示之地址，郵誤風險概由閣下承擔。

閣下申請少於1,000,000股香港發售股份或1,000,000股或以上香港發售股份，且並無於申請表格上表明閣下將親身領取退股支票，則閣下之退股支票將於寄發日期下午以普通郵遞方式，寄往閣下在申請表格上所示之地址，郵誤風險概由閣下承擔。本公司擬作出特別安排，以盡量避免不當延遲退還申請款項(如適用)。

以香港結算代理人名義提出申請

如本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，則本表格與招股章程不符的一切條文將不適用，而以招股章程的條文為準。在不限制此段的一般性原則之前提下，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：

- 第一頁所載的所有簽署，惟第一項有關簽署根據招股章程及本申請表格的條款與條件，並在組織章程細則的規限下，申請香港發售股份的保證除外；
- 第一頁的「警告」；
- 「閣下為代名人」；
- 「僅可為閣下自身的利益遞交一份申請」；
- 「填妥及遞交本申請表格的效用」一節所載的所有陳述及保證，惟首兩項有關以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；
- 「如成功申請香港發售股份(全部或部分)」；
- 「導致閣下不獲分配香港發售股份之情況」；及
- 「退還股款」。

個人資料

個人資料收集聲明

個人資料(私隱)條例(「條例」)中的主要條文已於一九九六年十二月二十日在香港生效，此份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其香港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**
 - 證券申請人申請證券時或證券登記持有者將證券轉往其名下，或將證券轉讓予他人，或要求香港證券登記處提供服務時，須不時向本公司及香港證券登記處提供其最新的正確個人資料。
 - 若未能提供所需資料，可能會導致閣下的證券申請遭拒絕受理或香港證券登記處延遲或不能使過戶生效或提供服務，亦可能妨礙或延誤閣下成功申請的香港發售股份的登記或過戶及/或寄發閣下應得的股票及/或退股支票。證券申請人及持有人所提供的個人資料如有任何不確，必須即時知會本公司及香港證券登記處。
- 資料用途**
 - 證券申請人及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：
 - 處理閣下的申請及退股支票(如適用)，核實是否遵守本申請表格及招股章程所載條款及申請手續及公佈香港發售股份的分配結果；
 - 確保遵守香港及其他地方之全部適用法律及法規；
 - 登記新發行的證券或為證券持有人登記轉往其名下或由其名下轉讓予他人的證券，包括以香港結算代理人的名義登記(如適用)；
 - 保存或更新本公司證券持有者人名冊；
 - 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的利益，例如股息、供股及紅股等；
 - 寄發本公司及其附屬公司的通訊資料；
 - 編製統計資料及股東資料；
 - 遵照法例、規則或規例的要求作出披露；
 - 透過報章公佈或其他方式披露成功申請人之身份；
 - 披露有關資料以作出權益索償；及
 - 與上述有關的任何其他附帶或相關目的及/或以便本公司及香港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。
- 轉交個人資料**
 - 本公司及香港證券登記處會把其持有證券申請人及持有人的個人資料保密，但本公司及香港證券登記處可能會就上述目的或其中任何目的，作出彼等認為必要的查詢以確定個人資料的準確性，尤其可能會向或從連同下列任何或所有人士及實體披露、索取或轉交(不論在香港或外地)證券申請人及持有人的個人資料：
 - 本公司或其委任的代理，例如財務顧問、收款銀行及海外證券登記處。
 - 當證券申請人要求將證券存入中央結算系統時，向香港結算及香港結算代理人披露，而彼等將為了中央結算系統的運作而使用個人資料；
 - 任何向本公司及/或香港證券登記處提供與其各自業務運作有關的行政、電訊、電腦、付款或其他服務的代理、承包商或第三方服務供應商；
 - 任何監管或政府機關(包括交易所及證監會)；及
 - 與證券持有人有或擁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。
- 查閱及更正個人資料**
 - 閣下親身證券申請人及持有人權利查閱本公司及/或香港證券登記處是否持有其個人資料，並索取有關資料副本及更正任何不確的資料。依據條例，本公司及香港證券登記處有權就處理任何查詢資料的要求收取合理費用。按有關條例，所有關於查閱資料或更正資料或查詢資料政策及慣例及持有資料類別的要求，應向本公司的公司秘書處提出(視情況而定)通過香港證券登記處向私隱條例事務主任提出。

簽署本表格後，即表示閣下同意上述各項。

如何提出申請

- 請按照下表計算閣下擬認購的香港發售股份數目所應繳的股款。申請股數最少須為1,000股香港發售股份及必須不超過26,250,000股香港發售股份，並須按照下表載列的數目提出申請。申請任何其他數目的香港發售股份將不予考慮，而任何有關申請將一概拒絕受理。下表亦列出申請各香港發售股份股數的應付股款總額。閣下須於申請時繳付每股股份的最高發售價3.57港元，另加1%經紀佣金、0.003%證監會交易徵費及0.005%聯交所交易費。
- 請填妥並簽署申請表格。只填納親筆簽名。
- 每份申請必須附有獨立開出的支票或銀行本票。
- 支票或銀行本票須黏釘於表格上。
如以支票付款，該支票必須：
 - 為港元支票；
 - 不得為期票；
 - 從閣下在香港開設的港元銀行賬戶開出；
 - 顯示閣下的賬戶名稱，而該賬戶名稱必須已預印在支票上，或由有關銀行授權人在該支票背面加蓋證明。該賬戶名稱必須與閣下姓名相同。如屬聯名申請，該賬戶名稱必須與名列首位申請人的姓名相同。如支票乃從聯名戶口支取，其中一名聯名戶口人士的名稱必須與排名首位申請人的姓名相同；
 - 註明抬頭人為「交通銀行(代理人)有限公司—卓爾發展公開發售」；及
 - 劃線註明「只准入抬頭人賬戶」。

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
- 支票首次過戶時未能兌現。

如以銀行本票付款：

- 銀行本票必須由香港持牌銀行發出，為港元銀行本票，且由有關銀行授權人在該銀行本票背面簽署證明。閣下姓名。銀行本票所示姓名必須與申請表格所示的姓名相同。如屬聯名申請，該銀行本票背面所示姓名必須與排名首位申請人的姓名相同；
- 必須註明銀行本票抬頭人為「交通銀行(代理人)有限公司—卓爾發展公開發售」；
- 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上述所有規定，閣下的申請將一概拒絕受理。

5. 撕下申請表格，對摺一次，然後投入下列任何一間分行的特設收集箱內：

(i) 交通銀行股份有限公司香港分行

分行名稱	分行地址
港島區 香港分行 鰂魚涌支行 柴灣支行	中環畢打街20號 英皇道981號C地下 環翠道121-121號A地下
九龍區 深水埗支行 佐敦支行 慈田支行	欽州街94號黃金中心地下G1號舖 佐敦道37號U寶文大廈1樓 歐田道歐田大廈地下G3-65號舖
新界區 荃灣支行 馬鞍山支行	沙咀道328號寶石大廈太平興業廣場地下G9B-11號舖 新港城中心商場三期3038A及3054-56號舖

(ii) 東亞銀行有限公司

分行名稱	分行地址
港島區 總行 軒尼詩道399號分行 太古城分行	香港德輔道中10號 灣仔軒尼詩道399號東區商業大廈地下 羅星閣G1010-1011號
九龍區 旺角分行 尖沙咀分行 創紀之城五期分行	彌敦道638至640號 彌敦道96號美敦大廈A及B號 九龍觀塘觀塘道418號創紀之城五期地下1號
新界區 大圍分行 屯門市廣場分行	沙田大圍道16-18號祥豐大樓 屯門屯龍街3號屯門市廣場第2期高層地下2-10號

6. 閣下可於下列時間內遞交申請表格：

二零一一年六月三十日(星期四)	上午九時正至下午五時正
二零一一年七月二日(星期六)	上午九時正至下午一時正
二零一一年七月四日(星期一)	上午九時正至下午五時正
二零一一年七月五日(星期二)	上午九時正至下午五時正
二零一一年七月六日(星期三)	上午九時正至中午十二時正

- 申請表格最遲須於二零一一年七月六日(星期三)中午十二時正或(如該日並無開始辦理申請登記)下述日期及時間前遞交。本公司將於二零一一年七月六日(星期三)上午十一時四十五分至中午十二時正期間登記申請，惟視乎當日天氣情況而定。如於二零一一年七月六日(星期三)上午九時正至中午十二時正任何時間內香港發出下列警告信號：

- 八號或以上熱帶氣旋警告信號，或
- 「黑色」暴雨警告信號

則不會辦理申請登記，如下一個營業日上午九時正至中午十二時正期間任何時間香港並無發出上述任何警告信號，則改為於該日上午十一時四十五分至中午十二時正辦理申請登記。營業日指香港之星期六、星期日或公眾假期以外的日子。

- 本公司保留將所有或任何申請款項過戶的權利，惟閣下的支票或銀行本票將不會於二零一一年七月六日(星期三)中午十二時正前過戶。本公司不會向閣下發出付款收據。本公司將保留閣下申請款項(如屬退股，則直至退股支票寄發日期止)的所有應計利息。本公司亦保留權利在閣下的支票或銀行本票過戶之前保留任何股息及/或任何多繳的申請款項或退股。

可申請的股份數目及付款

所申請香港發售股份數目	申請時應繳股款	所申請香港發售股份數目	申請時應繳股款	所申請香港發售股份數目	申請時應繳股款	所申請香港發售股份數目	申請時應繳股款
	港元		港元		港元		港元
1,000	3,605.99	60,000	216,359.14	2,000,000	7,211,971.20	16,000,000	57,695,769.60
2,000	7,211.97	70,000	252,419.00	3,000,000	10,817,956.80	17,000,000	61,301,755.20
3,000	10,817.96	80,000	288,478.85	4,000,000	14,423,942.40	18,000,000	64,907,740.80
4,000	14,423.94	90,000	324,538.71	5,000,000	18,029,928.00	19,000,000	68,513,726.40
5,000	18,029.93	100,000	360,598.56	6,000,000	21,635,913.60	20,000,000	72,119,712.00
6,000	21,635.91	200,000	721,197.12	7,000,000	25,241,899.20	21,000,000	75,725,697.60
7,000	25,241.90	300,000	1,081,795.68	8,000,000	28,847,884.80	22,000,000	79,331,683.20
8,000	28,847.89	400,000	1,442,394.24	9,000,000	32,453,870.40	23,000,000	82,937,668.80
9,000	32,453.87	500,000	1,802,992.80	10,000,000	36,059,856.00	24,000,000	86,543,654.40
10,000	36,059.86	600,000	2,163,591.36	11,000,000	39,665,841.60	25,000,000	90,149,640.00
20,000	72,119.71	700,000	2,524,189.92	12,000,000	43,271,827.20	26,000,000	93,755,625.60
30,000	108,179.57	800,000	2,884,788.48	13,000,000	46,877,812.80	26,250,000 ⁽¹⁾	94,657,122.01
40,000	144,239.42	900,000	3,245,387.04	14,000,000	50,483,798.40		
50,000	180,299.29	1,000,000	3,605,985.60	15,000,000	54,089,784.00		

⁽¹⁾ 閣下最多可申請香港發售股份之數目。