

Please use this form if you want the Hong Kong Offer Shares to be issued in your name 如閣下欲以本身的名義登記將獲發行的香港發售股份，請用本表格

NOTE: Unless defined herein, terms and expressions used in this Application Form have the same meanings as defined in the prospectus of Haitong Securities Co., Ltd. (the "Company") dated December 5, 2011 (the "Prospectus").

附註：除非本申請表格所界定者外，本申請表格所用之詞語及措辭與海通證券股份有限公司（「本公司」）於2011年12月5日刊發的招股書（「招股書」）所界定者具有相同涵義。

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 or damage arising from or in reliance upon the whole or any part of this Application Form. 香港交易所有限公司、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可能引致之任何損失或損害承擔任何責任。

A copy of this Application Form, together with a copy of each of the YELLOW and GREEN Application Forms, the Prospectus and the other documents specified in the paragraph headed "Documents Delivered to the Registrar of Companies" in "Appendix IX – Documents Delivered to the Registrar of Companies in Hong Kong and Available for Inspection" in 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 Securities and Futures Commission (the "SFC") in Hong Kong and the Registrar of Companies in Hong Kong take no responsibility as to the contents of any of these documents. 本申請表格連同黃色及綠色申請表格、招股書及招股章程（附錄九 – 送呈香港公司註冊處處長及備查文件）內（送呈公司註冊處處長文件）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，於香港公司註冊處處長處註冊。香港證券及期貨事務監察委員會（「證監會」）及香港公司註冊處處長對任何此等文件的內容概不負責。

This Application Form and the Prospectus may not be forwarded or distributed or reproduced (in whole or in part) in any manner whatsoever in any jurisdiction where such forwarding, distribution or reproduction is not permitted under the law of that jurisdiction. The information contained in this Application Form is not for publication, distribution or release, directly or indirectly, in or into the United States (including its territories and dependencies, any State of the United States and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 U.S. Securities Act mentioned herein has not been, and will not be, registered under the United States Securities Act of 1933, as amended (the "U.S. Securities Act"). 本申請表格所載資料，不會於或向美國（包括其領土及屬地、美國各州及哥倫比亞特區）境內直接或間接刊發、分發或發布。此等資料並不構成或視為購買或認購證券的任何要約或邀請。本申請表格所述招股書並無及將不會根據1933年美國證券法（經修訂「美國證券法」）登記。

The H Shares may not be offered or sold in the United States except pursuant to registration or an exemption from the registration requirements of the U.S. Securities Act. No public offering of the securities will be made in the United States. 除非已進行登記或已根據美國證券法的登記規定獲得豁免，否則將不會在美國境內或向美國境內人士出售或發行H股，亦不會在美國境內進行證券的公開發售。

Nothing in the Application Form or the Prospectus constitutes an offer to sell or the solicitation of an offer to buy nor shall there be any sale of Hong Kong Offer Shares in any jurisdiction in which such offer, solicitation or sales would be unlawful. 本申請表格或招股書的內容概不構成或視為出售、要約購買或出售任何香港發售股份或認購證券之司法管轄區內作出有關提呈或要約，亦不存在有關司法管轄區出售香港發售股份。

Staple your
payment
here
請將股款
緊釘在此



海通證券股份有限公司

HAITONG SECURITIES CO., LTD.*

(A joint stock limited company incorporated in the People's Republic of China with limited liability)
(於中華人民共和國註冊成立之股份有限公司)

GLOBAL OFFERING

Number of Offer Shares under the Global Offering	:	1,229,400,000 H Shares (subject to the Over-allotment Option)
Number of Hong Kong Offer Shares	:	61,470,000 H Shares (subject to adjustment)
Number of International Offer Shares	:	1,167,930,000 H Shares (subject to adjustment and the Over-allotment Option)
Maximum Offer Price	:	HK\$10.58 per H Share (payable in full on application in Hong Kong dollars and subject to refund on final pricing), plus brokerage of 1%, SFC transaction levy of 0.003% and Hong Kong Stock Exchange trading fee of 0.005%
Nominal value	:	RMB1.00 per H Share
Stock code	:	6837

全球發售

全球發售的發售股份數目	:	1,229,400,000股H股（視乎超額配股權行使與否而定）
香港發售股份數目	:	61,470,000股H股（可予調整）
國際發售股份數目	:	1,167,930,000股H股（可予調整及視乎超額配股權行使與否而定）
最高發售價	:	每股H股10.58港元（須於申請時以港元繳足，可按最終價格退還），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
面值	:	每股H股人民幣1.00元
股份代號	:	6837

Application Form 申請表格

Applications will be accepted until 12:00 noon on Thursday, December 8, 2011.
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.
Please write clearly in ink.

截止接受申請時間為
2011年12月8日（星期四）中午12時正。
閣下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以墨水筆清楚填妥，方為有效。

To: Haitong Securities Co., Ltd. (the "Company")
The Hong Kong Underwriters

致：海通證券股份有限公司（「貴公司」）
香港承銷商

I/We:

本人/吾等：

- apply for the 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;
- enclose payment in full for the Hong Kong Offer Shares applied for, including 1% brokerage, 0.003% SFC transaction levy and 0.005% Hong Kong Stock Exchange trading fee;
- undertake and agree to accept the Hong Kong Offer Shares applied for, or any lesser number allotted to me/us in 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 or to the White Form eIPO Service Provider under the White Form eIPO service (www.eipo.com.hk) to benefit me/us or the person for whose benefit I am/we are applying;
- undertake and confirm that I/we and the person for whose benefit I am/we are applying have not applied for, taken up or indicated an interest in, or received or been placed or allocated (including conditionally and/or provisionally) and will not apply for, take up or indicate an interest in any International Offer Shares under the International Offering, nor otherwise participate in the International Offering;
- understand that these declarations and representations will be relied upon by the Company and the Joint Global Coordinators in deciding whether or not to make any allotment of Hong Kong Offer Shares in response to this application;
- authorise the Company to place my/our name(s) 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 (subject to the terms and conditions set out on the pages attached to this Application Form) to send any H Share certificate(s) and/or any refund cheque(s) (where applicable) by ordinary post at my/our own risk to the address stated 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 H Share certificate(s) and/or any refund cheque(s) (where applicable) 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 I am/each of us is, and each of the persons for whose benefit I am/we are applying are neither U.S. person(s) nor a person in the United States (both as defined in Regulation S under the U.S. Securities Act), when completing and submitting this Application Form, or I am/each of us, and each of the persons for whose benefit I am/we are applying is a person described in paragraph (b)(3) of Rule 902 of Regulation S under the U.S. Securities Act and the allotment of or application for the Hong Kong Offer Shares to me/us or by me/us or for whose benefit this application is made would 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 this application, any acceptance of it and the resulting contract, will be governed by and construed in accordance with the laws of Hong Kong.

- 按照招股書及本申請表格的條款及條件，並依據本公司章程規定，申請認購以下數目的香港發售股份；
- 隨附申請香港發售股份所需全數款項（包括1%經紀佣金、0.003%證監會交易徵費及0.005%香港聯交所交易費）；
- 承諾及擔保本人/我們及本人/我們承購或獲配或獲分配的香港發售股份，或獲分配的任何較少數目的香港發售股份；
- 聲明是認購申請乃以本人/我們或本人/我們承購或獲配或獲分配的香港發售股份，或向香港結算或根據白表eIPO服務（www.eipo.com.hk）向白表eIPO服務供應商發出電子認購指示所作出的唯一認購申請；
- 承諾及擔保本人/我們及本人/我們承購或獲配或獲分配的香港發售股份，或獲分配的任何較少數目的香港發售股份，或向香港結算或根據白表eIPO服務（www.eipo.com.hk）向白表eIPO服務供應商發出電子認購指示所作出的唯一認購申請；
- 明白貴公司及聯席全球協調人將倚賴此等聲明及陳述，以決定是否就本申請配發任何香港發售股份；
- 授權貴公司將本人/我們的姓名列入貴公司股東名冊內，登記為任何將配發予本人/我們的香港發售股份的持有人，並（在符合本申請表格附載各款條款及條件的情況下）按本申請表格所指示地址以普通郵遞方式寄發任何H股股票及/或任何退款支票（如適用），郵遞風險由本人/我們承擔（惟本人/我們已申請1,000,000股或以上的香港發售股份，並於本申請表格上表明擬按本申請表格及招股書所述程序親自領取任何H股股票及/或任何退款支票（如適用）則除外）；
- 要求任何退款支票以本人或（倘屬聯名申請人）本申請表格內我們中排名首位者為抬頭人；
- 已細閱本申請表格附載各款條款及條件及申請程序，並同意受其約束；
- 聲明「保證及承諾本人/我們中的任何人及本人/我們為其利益而提出申請的每名人士在填寫及遞交本申請表格之時為非美國人士，亦非身處美國境內的人士（兩者定義見美國證券法S規例）或本人/我們中的任何人，及本人/我們為其利益而提出申請的每名人士為美國證券法規例第902條(b)(3)所載之人士，及本人/我們或本人/我們為其利益而提出申請的人士獲配或申請香港發售股份將不會引致貴公司須遵從香港以外任何地區的任何法律或法規的任何規定（不論是具法律效力）；及
- 同意本申請、任何對本申請的接納及因此訂立的合同須受香港法律規管及按其詮釋。

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

For Broker use 此欄供經紀填寫
Lodged by 申請由以下經紀遞交

Broker No. 經紀號碼			
Broker's Chop 經紀印章			

Warning:

- It is important that you read the terms and conditions and application procedures overleaf.
- You must sign this Application Form in writing (and not by way of personal chop), otherwise this application is liable to be rejected.
- All applicable boxes in this Application Form must be completed, otherwise the application is liable to be rejected.
- It is important that you follow the application procedures on the overleaf, otherwise the Company reserves the right to reject the application.
- You must complete this application in English unless as stated otherwise, 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 and/or to the White Form eIPO Service Provider under the White Form eIPO service (www.eipo.com.hk). Multiple or suspected multiple applications on WHITE and/or YELLOW Application Forms and/or by way of giving electronic application instructions to HKSCC or to the White Form eIPO Service Provider under the White Form eIPO service (www.eipo.com.hk), applications made by one applicant on either a WHITE or YELLOW Application Form or by way of giving electronic application instructions to HKSCC or to the White Form eIPO Service Provider under the White Form eIPO service (www.eipo.com.hk) for more than 30,734,800 Hong Kong Offer Shares and applications where cheques or banker's cashier orders are dishonoured upon first presentation are liable to be rejected.
- You may be prosecuted if you make a false declaration.

警告：

- 閣下務必細閱背頁所載條款及條件以及申請程序。
- 閣下必須親筆簽署本申請表格，不得以個人印章代替，否則申請會遭拒絕受理。
- 本申請表格內所有適用空格均必須填妥，否則申請會遭拒絕受理。
- 閣下務必遵守背頁的申請程序，否則本公司保留拒絕受理有關申請的權利。
- 閣下必須以英文填妥本申請（除非另有指明），否則申請會遭拒絕受理。
- 僅限以白色或黃色申請表格或向香港結算及/或根據白表eIPO服務（www.eipo.com.hk）向白表eIPO服務供應商發出電子認購指示以受益人身份作一次認購申請。以白色及/或黃色申請表格及/或向香港結算或根據白表eIPO服務（www.eipo.com.hk）向白表eIPO服務供應商發出電子認購指示所作出的重複或疑慮重複申請，由一名申請人以白色或黃色申請表格或向香港結算或根據白表eIPO服務（www.eipo.com.hk）向白表eIPO服務供應商發出電子認購指示提出認購超過30,734,800股香港發售股份的認購申請，及支票或銀行本票於首次遞交時不獲受理的申請，均可能遭拒絕受理。
- 閣下如作出虛假聲明，可能會被檢控。

* For identification purpose only

* 僅供識別

Number of Hong Kong Offer Shares applied for, not to exceed 30,734,800 Hong Kong Offer Shares being approximately 50.0% of the Hong Kong Offer Shares initially available for subscription under the Hong Kong Public Offering
申請認購香港發售股份數目（不得超過30,734,800股香港發售股份，即香港公開發售項下初步提呈可供認購的香港發售股份的約50.0%）

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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
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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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* Cheque and banker's cashier order should be crossed "Account Payee Only" and made payable to "HSBC Nominees (Hong Kong) Limited – Haitong Securities Public Offer".
* 支票及銀行本票須以劃線註明「只准存入抬頭人賬戶」方式開出，並須註明抬頭人為「滙豐代理人（香港）有限公司－海通證券公開發售」。

To be completed in BLOCK letters in English in ink, except as stated otherwise. Joint applicants should give the address of the first-named applicant only. 除另有說明外，請用墨水筆或原子筆以英文正楷填寫。聯名申請人只須填寫排名首位申請人的地址。

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）

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Your Hong Kong identity card No./Passport No./Hong Kong business registration No.**
(Please delete as appropriate)
閣下的香港身份證號碼／護照號碼／香港商業登記號碼**
(請刪除不適用者)

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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)
(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**
(請刪除不適用者)

(1)
(2)
(3)

Your address (in English) (joint applicants should give address and telephone number of the first-named applicant only) Only an address in Hong Kong will be accepted
閣下的地址（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）
只接受香港地址

Telephone No. 電話號碼

For nominees: Please provide an account number or identification code for each (joint) beneficial owner(s).
由代理人遞交：請填寫各（聯名）實益擁有人的賬戶號碼或身份識別編碼。

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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.

如閣下為代理人且並無填寫本節，則是項申請將被視為閣下本身利益提出。

** (a) For individuals, you must provide your Hong Kong identity card number or passport number. If you hold a Hong Kong identity card, please provide your Hong Kong identity card number. If you do not hold a Hong Kong identity card, please provide your passport number. For a body corporate, please provide your Hong Kong business registration number. Such Hong Kong identity card number/passport number/Hong Kong business registration number will be used for checking the validity of Application Forms and for processing the application for H Shares and such data would be transferred to a third party for the accomplishment of such purposes. 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.
如屬個人人士，閣下必須填寫閣下的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。該等香港身份證號碼／護照號碼／香港商業登記號碼將用以核實申請表格是否有效及處理H股的申請，為此，該等資料將轉交予第三方以供核實之用。所有聯名申請人必須提供（如屬個人人士）其香港身份證號碼或護照號碼（如適用）或（如屬法人團體）其香港商業登記號碼。
(b) 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.
閣下所提供的香港身份證號碼／護照號碼的一部分，或如屬聯名申請人，則排名首位申請人的香港身份證號碼／護照號碼的一部分，或會列印在退款支票（如有）上。有關資料亦會轉交予第三方作退款用途。銀行或會於兌現閣下的退款支票前，要求核實閣下的香港身份證號碼／護照號碼。未有準確填寫閣下的香港身份證號碼／護照號碼，或會導致延遲兌現退款支票甚至無效。
Applicants who have applied for 1,000,000 or more Hong Kong Offer Shares and wish to collect H Share certificate(s) and/or refund cheque(s) (where relevant), 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 for dispatch/collection of H Share certificate(s)/e-Refund payment instructions/refund cheque(s) (where relevant), which is expected to be on Wednesday, December 14, 2011, or such other date as notified by the Company in the newspapers as the date at despatch/collection of H Share certificates/e-Refund payment instructions/refund cheques, should mark 'X' in the box on the left. Please refer to the section entitled "How to Apply for the Hong Kong Offer Shares — Dispatch/Collection of H Share Certificates and Refund Monies" in the Prospectus for more information.
凡申請1,000,000股或以上香港發售股份，並擬親身於發送／領取H股股票／電子退款指示／退款支票（如適用）當日（預計為2011年12月14日（星期三）或本公司在報章上公佈發送／領取H股股票／電子退款指示／退款支票的其他日期）前往本公司的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H股股票及／或退款支票（如適用）的申請人，請在左方空格內填上「X」號。有關詳情請參閱招股書「如何申請香港發售股份－發送／領取H股股票及退款」一節。

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ADDRESS LABEL 地址標貼

Please repeat your name(s) and address as set out above in BLOCK letters
請用正楷字母填寫上表所示姓名／名稱及地址

Name(s) 姓名／名稱
Address 地址

For Bank Use 此欄供銀行填寫

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

Refund of your money

If you do not receive any Hong Kong Offer Shares for any of the above reasons, the Company will refund to you your application monies (including the related 1% brokerage, 0.003% SFC transaction levy and 0.005% Hong Kong Stock Exchange trading fee). No interest will be paid hereon. If your application is accepted in part, the Company will refund to you the appropriate portion of your application monies (including the related 1% brokerage, 0.003% SFC transaction levy and 0.005% Hong Kong Stock Exchange trading fee) without interest. If the Offer Price is finally determined to be less than the maximum offer price of HK\$10.58 per H Share paid on application, the Company will refund to you the surplus application monies together with the related 1% brokerage, 0.003% SFC transaction levy and 0.005% Hong Kong Stock Exchange trading fee attributable to the surplus application monies, 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 the contingency of a substantial over-subscription, at the discretion of the Company and the Joint Global Coordinators, 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 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.

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

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

between 9:00 a.m. and 1:00 p.m. on the date notified by the Company in the newspapers as the date of despatch/collection of e-Refund payment instructions/refund cheques/H Share certificates. The date of despatch is expected to be Wednesday, December 14, 2011.

If you are an individual who opts for personal collection, you must not authorise any other person to make collection on your behalf. You must produce evidence of identity (which must be acceptable to Computershare Hong Kong Investor Services Limited) for collection of your refund cheque(s). If you are a corporate applicant and opt for personal collection, you must attend by your authorised representative bearing a letter of authorisation from your corporation stamped with your corporation's chop. Such authorised representative must produce at the time of collection evidence of identity acceptable to Computershare Hong Kong Investor Services Limited. If you do not collect your refund cheque(s) personally within the time specified for collection, it/they will be despatched to you by ordinary post to the address on this Application Form 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 Hong Kong Offer Shares or more but have not indicated on your Application Form that you wish to collect your refund cheque in person, your refund cheque will be sent to the address on your Application Form on the date of despatch, which is expected to be on Wednesday, December 14, 2011, by ordinary post and at your own risk. It is intended that special efforts will be made to avoid undue delay in refunding 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 Application Form which are inconsistent with those set out in the Prospectus shall not apply and provisions in the Prospectus shall prevail. Without limiting the generality of this paragraph, the following sections of this Application Form are inapplicable where this form is signed by HKSCC Nominees:

- all warranties and undertakings given by the applicant for 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" (for you and any of your joint applicant);
- 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 allotted Hong Kong Offer Shares"; and
- "Refund of your money".

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 400 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 30,734,800 Hong Kong Offer Shares. On application, you must pay the maximum offer price of HK\$10.58 per H Share, plus 1% brokerage, 0.003% SFC transaction levy and 0.005% Hong Kong Stock Exchange trading fee. The table below sets out the total amount payable for certain numbers of the Hong Kong Offer Shares.

2. Complete this Application Form and sign it. Only written signatures will be accepted.
3. Staple your cheque or banker's cashier order to this Application Form. You must pay for the Hong Kong Offer Shares applied for by one cheque or by one banker's cashier order.
Each application must be accompanied by either one separate cheque or one separate 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;
- show your account name. This name must either be pre-printed on the cheque, or be endorsed on the back by a person authorised by the bank. This account name must correspond with your name on your Application Form. If it is a joint application, the account name must be the same as the name of the first-named applicant. If the cheque is drawn on a joint account, one of the joint account names must be the same as the name of the first-named applicant;
- be payable to "HKSCC Nominees (Hong Kong) Limited – HaiHong Securities Public Offer";
- be crossed "Account Payee Only";
- each application must be accompanied by either a separate cheque or banker's cashier order; and
- the cheque must not be post-dated.

Your application will be rejected if your cheque:

- does not meet all these requirements; or
- is dishonoured upon its first presentation.

If you pay by banker's cashier order:

- the banker's cashier order must be in Hong Kong dollars;
- you must purchase the banker's cashier order from licensed banks in Hong Kong, and have your name certified on the back by a person authorised 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-named applicant;
- the banker's cashier order must be made payable to "HKSCC Nominees (Hong Kong) Limited – HaiHong Securities 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 may be rejected if your banker's cashier order does not meet all these requirements.

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

(a) **The Hongkong and Shanghai Banking Corporation Limited**

Hong Kong	Branch Name	Address
	Hong Kong Office	Level 3, 1 Queen's Road Central
	Central Branch	Basement, 29 Queen's Road Central, Central
	Harcourt Road Branch	G/F, Hutchison House, 10 Harcourt Road
	Aberdeen Centre Branch	Shop 2, G/F, Site 5, Aberdeen Centre, Aberdeen
	City Plaza Branch	City Plaza, 100 Wo Shing
	North Point Branch	G/F, Winner House, 306-316 King's Road, North Point
	Des Voeux Road Central Branch	China Insurance Group Bldg., 141 Des Voeux Road Central
	Des Voeux Road West Branch	Western Centre, 40-50 Des Voeux Road West
	Hay Wah Building Branch	G/F, Hay Wah Bldg., 71-83 Hingpooy Rd, Wan Chai
	Hopewell Centre Branch	Shops 2A, 2/F, Hopewell Centre, 183 Queen's Road East, Wan Chai
	Kowloon	
	Kwun Tong Branch	No. 1, Yue Man Square, Kwun Tong
	Mong Kok Branch	Basement & 1/G, 675 Nathan Road, Mong Kok
	Panzer Centre Branch	Shop 218, 2/F, Pioneer Centre, 750 Nathan Road
	Waterloo Road Branch	71 Waterloo Road, Ho Man Tin
	Sheen Centre Branch	Shop 36, 4/F, Level 3, Ocean Centre, Harbour City
	238 Nathan Road Branch	Shop No. 1, 1/F, 238 Nathan Road
	Tsim Sha Tsui Branch	Basement & 1/F, 82-84 Nathan Road, Tsim Sha Tsui
	Hung Hom Branch	G/F, Heng Hom Commercial Centre, 37-39 Ma Tau Wat Road, Hung Hom
	Whampoa Garden Branch	Shop No. G6 & 6A, G/F, Site 4, Whampoa Garden
	New Territories	
	Kwai Hing Branch	Shop 2, 3/F, Sun Kwai Hing Plaza, 166-174 Hing Fong Road, Kwai Chung
	Citywalk Branch	Shops G21-22, Citywalk, 1 Yeung Uk Road, Tsuen Wan
	Tuen Shing Street Branch	Shop No. 1225, 1/F, Tuen Mun Town Plaza Phase 1, 1 Tuen Shing Street, Tuen Mun
	Shatin Branch	Shop No. 30D, Level 3, Shatin Centre Shopping Arcade, Sha Tin
	Tai Po Branch	54-62 Kwong Fuk Road, Tai Po
	Yuen Long Branch	G/F, HSBC Building Yuen Long, 150-160 Castle Peak Road, Yuen Long
	East Point City Branch	Shop No. 198, East Point City, 8 Chung Wa Road, Tsung Kwan O

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 the H Shares of the policies and practices of the Company and its 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 or its agents 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 registrars.
Failure to supply the requested data may result in your application for securities being rejected, or in delay or the inability of the Company or its H Share Registrar to effect transfers or otherwise render their services. It may also prevent or delay registration or transfers of the Hong Kong Offer Shares which you have successfully applied for and/or the despatch of H Share certificate(s) and/or the despatch of 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. **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 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, 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 the 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 purposes to which the holders of securities may from time to time agree.

3. **Transfer of personal data**
The personal data held by the Company and its H Share Registrar relating to the holders of securities will be kept confidential but the Company and its 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 holders of securities to, from or with any and all of the following persons and entities:

- the Company or its appointed agents such as financial advisers, receiving bankers and overseas principal registrars;
- where applicants for securities request deposit into CCASS, HKSCC or HKSCC Nominees, who will use the personal data for the purposes of operating 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 business;
- any statutory, 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 for 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 office disclosed in the section entitled "Corporate Information" in the Prospectus or as notified from time to time in accordance with applicable law, for the attention of the Company Secretary or (as the case may be) the H Share Registrar for the attention of the persons in charge of compliance officers.

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

(b) **Standard Chartered Bank (Hong Kong) Limited**

Hong Kong	Branch Name	Address
	Hongness Road Branch	399 Hongness Road, Wanchai
	Quarry Bay Branch	G/F, Westlands Gardens, 1027 King's Road, Quarry Bay
	Aberdeen Branch	Shop 4A, G/F, Aberdeen Centre Site 5, No.6 Nam Ning Street, Aberdeen
	Hung Valley Branch	16 King Kwong Street, Happy Valley
	Shuk Tak Centre	Shop 294-295, 2/F, Shun Tak Centre, 168-200 Connaught Road Central
	Kowloon	
	Tsimshatsui Branch	G/F, 10 Granville Road, Tsimshatsui
	Telford Gardens Branch	Shop P9-12, Telford Centre, Telford Gardens, Tai Yip Street, Kwun Tong
	New Territories	
	Tsuen Wan Branch	Shop C, G/F & 1/F, Jade Plaza, 298 Sha Tsui Road, Tsuen Wan

(c) **Bank of China (Hong Kong) Limited**

Hong Kong	Branch Name	Address
	Bank of China Tower Branch	3/F, 1 Garden Road
	Wan Chai Branch	25 Wan Chai Street, Aberdeen
	Connaught Road Central Branch	13-14 Connaught Road Central
	Mong Kok (President Commercial Centre) Branch	608 Nathan Road, Mong Kok
	Metro City Branch	Shop 209, Level 2, Metro City Phase 1, Tsung Kwan O
	Kowloon Plaza Branch	Unit 1, Kowloon Plaza, 485 Castle Peak Road
	Hoi Yuen Road Branch	55 Hoi Yuen Road, Kwun Tong
	Humphrey's Avenue Branch	4-4A Humphrey's Avenue, Tsim Sha Tsui
	Unit LG2-56, Festival Walk	Unit LG2-56, Festival Walk, Kowloon Tong
	New Territories	
	Fo Tan Branch	No. 2, 1/F, Shatin Galleria, 18-24 Shan Mei Street, Fo Tan
	Tuen Mun Sun Hui Branch	G13-G14 Elio Court, Heung Sze Wun Road, Tuen Mun

(d) **China Construction Bank (Asia) Corporation Limited**

Hong Kong	Branch Name	Address
	Central Branch	6 Des Voeux Road Central, Central
	Shau Kei Wan Branch	518 Queen's Road West, Sai Wan
	Wanchai Great Eagle Centre Branch	Shop 121, 1/F, Great Eagle Centre, Wanchai
	Causeway Bay Plaza Branch	G/F, Causeway Bay Plaza 1, Causeway Bay
	Shau Kei Wan Branch	2 Po Man Street, Shaukeiwan
	Kowloon	
	Jordan Branch	316 Nathan Road, Jordan
	Yauamati Branch	556 Nathan Road, Yauamati
	Tai Kok Tsui Olympian City Branch	Shop 109, 1/F, Olympian City 2, Tai Kok Tsui
	Mei Foo Branch	Shop N46, G/F, Mei Foo Sun Chuen, Stage 6
	New Territories	
	Shatin Plaza Branch	Shop 5, Level 1, Shatin Plaza, Shatin

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

Hong Kong	Branch Name	Address
	Hong Kong Branch	20 Pedder Street, Central
	Chiwan Sub-Branch	G/F, 121-121A Wan Tsui Road
	Hennessy Road Sub-Branch	G/F, Bank of Communications Building, 368 Hennessy Road
	Kennedy Town Sub-Branch	G/F, 113-119 Belcher's Street, Kennedy Town
	Kowloon	
	Kowloon Sub-Branch	G/F, 563 Nathan Road
	Cheung Sha Wan Plaza Sub-Branch	Unit G04, Cheung Sha Wan Plaza, 833 Cheung Sha Wan Road
	Kwun Tong Sub-Branch	Shop 20, A, G/F, Hong Ning Court, 55 Hong Ning Road
	New Territories	
	Tsung Kwan O Sub-Branch	Shop 253-255, Metro City Shopping Arcade, Phase I
	Tai Po Sub-Branch	Shop No. 1, G/F, Wing Fai Plaza, 29-35 Ting Kok Road
	Shatin Sub-Branch	Shop No. 193, Level 3, Lucky Plaza

5. Your Application Form can be lodged at these times

	Monday, December 5, 2011	9:00 a.m. to 4:30 p.m.
	Tuesday, December 6, 2011	9:00 a.m. to 4:30 p.m.
	Wednesday, December 7, 2011	9:00 a.m. to 4:30 p.m.
	Thursday, December 8, 2011	9:00 a.m. to 12:00 noon

6. The latest time for lodging your application is 12:00 noon on Thursday, December 8, 2011. 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 be 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 and 12:00 noon on Thursday, December 8, 2011. Instead they will be open between 11:45 and 12:00 noon on the next Business Day which does not have either of those warnings in force at any time between 9:00 and 12:00 noon.

Business days means a day that is not a Saturday, Sunday or a public holiday in Hong Kong.

7. The right is reserved to present all or any remittance for payment. However, your cheque or banker's cashier order will not be presented for payment before 12:00 noon on Thursday, December 8, 2011. The Company will not give you a receipt for your payment. The Company will keep any 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 SHARES THAT MAY BE APPLIED FOR AND PAYMENTS

No. of Hong Kong Offer Shares applied for	Amount payable on application (HK\$)	No. of Hong Kong Offer Shares applied for	Amount payable on application (HK\$)	No. of Hong Kong Offer Shares applied for	Amount payable on application (HK\$)	No. of Hong Kong Offer Shares applied for	Amount payable on application (HK\$)
400	4,274.66	16,000	170,986.34	100,000	1,068,664.64	4,000,000	42,746,585.60
800	8,549.31	20,000	213,732.93	200,000	2,137,329.28	5,000,000	53,433,232.00
1,200	12,823.97	24,000	256,479.52	300,000	3,205,993.92	6,000,000	64,119,878.40
1,600	17,098.64	28,000	299,226.10	400,000	4,274,658.56	7,000,000	74,806,524.80
2,000	21,373.29	32,000	341,972.69	500,000	5,343,323.20	8,000,000	85,493,171.20
2,400	25,647.95	36,000	384,719.27	600,000	6,411,987.84	9,000,000	96,179,817.60
2,800	29,922.61	40,000	427,465.86	700,000	7,480,652.48	10,000,000	106,866,464.00
3,200	34,197.27	50,000	534,332.32	800,000	8,549,317.12	20,000,000	213,732,928.00
3,600	38,471.92	60,000	641,198.78	900,000	9,617,981.76	30,734,800 ⁽¹⁾	328,451,939.78
4,000	42,746.59	70,000	748,065.25	1,000,000	10,686,646.40		
8,000	85,493.17	80,000	854,931.71	2,000,000	21,373,292.80		
12,000	128,239.76	90,000	961,798.18	3,000,000	32,059,939.20		

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

