

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 April 17, 2012 (the "Prospectus").

附註：除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2012年4月17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.

Staple your payment here 請將股款緊釘在此

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 VII – 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.



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

Table with 2 columns: Offer details and Amount. Includes Number of Offer Shares, Number of Hong Kong Offer Shares, Number of International Offer Shares, Maximum Offer Price, Nominal value, and Stock code.

Table with 2 columns: Offer details and Amount. Includes Global Offer Shares, Hong Kong Offer Shares, International Offer Shares, Maximum Offer Price, and Face value.

Application Form 申請表格

Applications will be accepted until 12:00 noon on Friday, April 20, 2012. You must read the conditions and instructions attached to this Application Form. To be valid, you must complete all applicable parts of this Application Form. Please write clearly in ink.

截止接受申請時間為 2012年4月20日（星期五）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/我們：

- 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 0.003% 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 Application Form or by giving electronic application instructions to HKSCC or to the White Form eIPO Service Provider under the White Application 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, and each of the persons for whose benefit I am/we are applying are neither U.S. person(s) nor a person inside 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%證監會交易費及0.003%香港聯交所交易費）；
承諾及同意接受認購的香港發售股份，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/我們為申請的人士為受益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所作出的唯一認購申請；
承諾及確認本人/我們及本人/我們為其利益作出認購申請的人士並無申請、接納或表示有意認購或收取或獲配或分配（包括有條件及/或暫定），亦不會申請、接納或表示有意認購國際發售的任何國際發售股份或以其他方式參與國際發售；
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股或以上之香港發售股份，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員及招股書所載的條款、條件及申請程序，並闡明受其約束；
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既非美國人士，亦非身居美國境內的人士（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（不論是香港法律及/或）；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管轄及按其詮釋。

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

Table with 2 rows: Broker No. 經紀號碼 and 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本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

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

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**
(請刪去不適用者)

(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
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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 Thursday, April 26, 2012, 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 'v' 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，並擬親身於寄發/領取H股股票/電子退款指示/退款支票(如適用)當日(預計為2012年4月26日(星期四)或本公司在報章上公佈寄發/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號舖)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「v」號。有關詳情請參閱招股書「如何申請香港發售股份—寄發/領取H股股票及退款」一節。

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

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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 thereon. If your application is accepted only 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 as finally determined is less than the maximum offer price of HK\$11.18 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/return cheques/H Share certificates. The date of despatch is expected to be Thursday, April 26, 2012.

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, 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 Thursday, April 26, 2012, 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 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" (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 the Hong Kong Offer Shares applied for;
- "If your application for Hong Kong Offer Shares is successful (in whole or in part)";
- "Circumstances in which you will not be allotted Hong Kong Offer Shares"; and
- "Refund of 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 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

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, to which the holders of securities have or propose to have dealings, such as their bankers, solicitors, accountants or stockbrokers, etc.

4. Access to and correction of personal data

The Ordinance provides the holders of securities with rights to ascertain whether the Company or the H Share Registrar hold their personal data, to obtain a copy of that data, and to correct any data that is inaccurate. In accordance with the Ordinance, the Company and the H Share Registrar have the right to charge a reasonable fee for the processing of any data access request. All requests for access to data or correction of data or for information regarding policies and practices and the kinds of data held should be addressed to the Company at its registered office described in the section entitled "Corporate Information" in the Prospectus or as notified from time to time in supplements to this Application Form, for the attention of the Company Secretary or (as the case may be) the H Share Registrar for the attention of the privacy compliance officer.

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

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 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\$11.18 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.
 - Complete this Application Form and sign it. **Only written signatures** will be accepted.
 - 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 "HSBC Nominees (Hong Kong) Limited – Haitong 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 "HSBC Nominees (Hong Kong) Limited – Haitong 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

Branch Name	Branch Address
Hong Kong	Hong Kong Office North Point Branch Des Voeux Road Central Branch Hopewell Centre Branch
Kowloon	Kwun Tong Branch Hong Kok Branch Tsim Sha Tsui Branch
New Territories	Shatin Plaza Branch
	Level 3, 1 Queen's Road Central G/F, Winner House, 306-316 King's Road, North Point China Insurance Group Bldg, 141 Des Voeux Road Central Shops 2, 2/F, Hopewell Centre, 183 Queen's Road East, Wan Chai No. 1, Yue Nhat Square, Kwun Tong Basement & 1/F, 673 Nathan Road, Mong Kok Basement & 1/F, 82-84 Nathan Road, Tsim Sha Tsui Shop 49, Level 1, Shatin Plaza, 21-27 Sha Tin Centre Street, Sha Tin

(b) Standard Chartered Bank (Hong Kong) Limited

Branch Name	Branch Address
Kowloon	Telford Gardens Branch
New Territories	Tsuen Wan Branch
	Shop P9-12, Telford Centre, Telford Gardens, Tai Yip Street, Kwun Tong Shop C, G/F & 1/F, Jade Plaza, 298 Sha Tsui Road, Tsuen Wan

(c) Bank of China (Hong Kong) Limited	Branch Name Kowloon New Territories	Branch Address 55 Hoi Yuen Road, Kwun Tong G13-G14 Eldo Court, Heung Sze Wui Road, Tuen Mun
(d) China Construction Bank (Asia) Corporation Limited	Branch Name Hong Kong New Territories	Branch Address G/F, Causeway Bay Plaza I, Causeway Bay Shop 5, Level 1, Shatin Plaza, Shatin
(e) Bank of Communications Co., Ltd. Hong Kong Branch	Branch Name Kowloon	Branch Address 20 Pedder Street, Central Unit G04, Cheung Sha Wan Plaza, 833 Cheung Sha Wan Road
(f) The Bank of East Asia, Limited	Branch Name Hong Kong	Address 10 Des Voeux Road Central, HK Shop A-C, G/F, Eassey Commercial Building, 253-261 Hennessy Road, Wanchai 345 Chai Wan Road

- Your Application Form as above can be lodged at these times:

Tuesday, April 17, 2012	– 9:00 a.m. to 4:30 p.m.
Wednesday, April 18, 2012	– 9:00 a.m. to 4:30 p.m.
Thursday, April 19, 2012	– 9:00 a.m. to 4:30 p.m.
Friday, April 20, 2012	– 9:00 a.m. to 12:00 noon
- The latest time for lodging your application is **12:00 noon on Friday, April 20, 2012**. 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 Friday, April 20, 2012. 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.
- 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 Friday, April 20, 2012. 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	4,517.07	16,000	180,683.11	100,000	1,129,269.44	4,000,000	45,170,777.60
800	9,034.16	20,000	225,853.89	200,000	2,258,538.88	5,000,000	56,463,472.00
1,200	13,551.23	24,000	271,024.67	300,000	3,387,808.32	6,000,000	67,756,166.40
1,600	18,068.31	28,000	316,195.44	400,000	4,517,077.76	7,000,000	79,048,860.80
2,000	22,585.39	32,000	361,366.22	500,000	5,646,347.20	8,000,000	90,341,555.20
2,400	27,102.46	36,000	406,536.99	600,000	6,775,616.64	9,000,000	101,634,249.60
2,800	31,619.55	40,000	451,707.78	700,000	7,904,886.08	10,000,000	112,926,944.00
3,200	36,136.62	50,000	564,634.72	800,000	9,034,155.52	20,000,000	225,853,888.00
3,600	40,653.70	60,000	677,561.66	900,000	10,163,424.96	30,734,800 ⁽¹⁾	347,078,703.84
4,000	45,170.78	70,000	790,488.61	1,000,000	11,292,694.40		
8,000	90,341.55	80,000	903,415.55	2,000,000	22,585,388.80		
12,000	135,512.33	90,000	1,016,342.50	3,000,000	33,878,083.20		

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

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

退還 閣下的款項

倘閣下基於上述任何原因未能收取任何香港發售股份，本公司會將閣下的申請股款(連同相關的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)，不計利息退還予閣下。如閣下的申請僅部分獲接納，本公司將閣下申請股款中的有關部分(連同相關的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)不計利息退還予閣下。如最終釐定的發售價低於申請時所繳付的最高發售價每股H股11.18港元，本公司將不計利息退還多收申請股款連同多收申請股款應佔相關的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。奇發退還支票日期前有關股款產生的所有應計利息歸本公司所有。倘出現涉及大量超額認購的偶然情況，本公司及聯席全線協調人可酌情決定不兌現申請認購若干小額香港發售股份的支票(成功的申請除外)。退還支票將會以郵遞方式寄往閣下在申請表格中填列的銀行賬戶。退還支票，閣下或如屬聯名申請人，則退還予閣下申請表格上排名首位的申請人。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，或會列印在退還支票(如有)上。有關資料亦會轉交第三方支付退還用途。閣下將退還支票兌現前，銀行或會要求查驗閣下的香港身份證號碼/護照號碼。未有準確填妥閣下的香港身份證號碼/護照號碼，或會導致退還支票延遲兌現或無效。如閣下申請認購1,000,000股或以上香港發售股份並在申請表格上表明擬親自領取退還支票(如有)，閣下可在本公司於報章上公佈奇發/領取電子退還支票/退還支票/H股股票日期當日上午9時正至下午1時正期間，前往以下地點領取退還支票：

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

預期該奇發日期為2012年4月26日(星期四)。

倘閣下為選擇親自領取退還支票的個人申請人，則閣下不可授權任何其他人士代表閣下領取。閣下必須於領取退還支票時出示身份證明文件(必須為香港中央證券登記有限公司所接受的身份證明文件)。倘閣下為選擇親自領取退還支票的公司申請人，則閣下必須由閣下的授權代表閣下向閣下申請表格上印有的授權代表閣下有關授權代表於領取退還支票時香港中央證券登記有限公司所接受的身份證明文件。如閣下未在指定取現時親自領取退還支票，則退還支票將會以普通郵遞方式寄往本申請表格上所示地址，郵誤風險概由閣下承擔。閣下申請表格上所示地址，郵誤風險概由閣下承擔。如有需要，本公司擬作出特別安排，以盡量避免延遲發還支票。

香港結算代理人提出的申請

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，則本申請表格與招股書不符的條款將不適用，且以招股書所述者為準。在不限制此段一般應用的前提下，本申請表格的以下部分在香港結算代理人作簽署人的情況下並不適用：

- 第一頁所載的所有保證；惟第一項有關根據招股書及本申請表格的條款及條件申請認購香港發售股份的保證及受公司章程規限者除外；
「第一頁的「警告」」；
「倘閣下為代理人」；
「僅可為閣下本身的利益提交一份申請」(為閣下及任何聯名申請人)；
「填妥及遞交本申請表格的效用」一節所載陳述及保證，惟首兩項有關申請人名義登記香港發售股份及簽署致令申請人登記成為所申請認購香港發售股份持有人的文件除外；
「倘閣下成功申請認購香港發售股份(全部或部分)」；
「閣下不獲配發香港發售股份的情況」；及
「退還閣下的款項」。

個人資料

個人資料收集聲明

個人資料(私隱)條例(「條例」)的主要條款已於1996年12月20日在香港生效。此項個人資料收集聲明是向H股申請人及持有人說明有關本公司及其H股證券登記處在個人資料和條例方面的政策和慣例。

1. 收集閣下個人資料的原因

證券申請人或證券登記持有人以本身名義申請認購證券或轉讓或受讓證券時或尋求登記處的服務時，須不時向本公司或其代理及H股證券登記處提供其最新的準確個人資料。未能提供所要求的資料可能導致閣下申請證券遭拒絕或延遲，或本公司或其H股證券登記處無法落實轉讓或提供服務，亦可能延誤或延遲登記或轉讓。閣下成功申請的香港發售股份及/或奇發H股股票及/或奇發閣下應得的退還支票。

如提供的個人資料有任何錯誤，證券持有人須立即通知本公司及H股證券登記處。

2. 目的

- 證券申請人及持有人的個人資料可作以下目的使用、持有及/或保存(以任何方式)：
處理閣下的申請及退還支票(如適用)及核實是否符合本申請表格及招股書載列的條款和申請程序；以及公佈香港發售股份的分配結果；
遵守香港及其他地區的一切適用法律法規；
登記新發行證券或以證券持有人的名義(包括(如適用)以香港結算代理人名義)轉讓或受讓證券；
存貯或更新本公司證券持有人的名冊；
核實或協助核實簽名、任何其他核證或交換資料；
確立本公司證券持有人的受益權利，如股息、供股和紅股等；
分發本公司及其子公司的通訊；
編製統計信息和股東資料；
根據法律、規則或法規進行披露；
披露有關資料以便就權益索償；及
與上述有關的任何其他附帶或相關目的及/或使本公司及H股證券登記處能履行對證券持有人及/或監管者承擔的責任及/或證券持有人不時同意的任何其他目的。

3. 向他人轉交個人資料

本公司及其H股證券登記處會將證券持有人的個人資料保密，但本公司及其H股證券登記處可能會作出他們認為必要的查詢以確保個人資料的準確性以達到上述任何目的，尤其為他們可向或從下列任何及全部人士和實體或與下列任何及全部人士和實體互相披露、取得或轉送(無論在香港境內或境外)證券持有人的個人資料：

- 本公司或其委任的代理，如財務顧問、收銀行及海外主要登記處；
如證券申請人要求將證券存於中央結算系統，則為香港結算或香港結算代理人，彼等將會就中央結算系統運作使用個人資料；
任何向本公司或H股證券登記處提供有關其合業務營運的行政、電訊、電腦、付款或其他服務的代理人、承包商或第三方服務供應商；
任何法定、監管或政府機關(包括香港聯交所及證監會)；及
與證券持有人進行或擬進行交易的任何其他人士或機構，如彼等的銀行、律師、會計師或股票經紀等。

4. 查閱及更正個人資料

條例規定，證券持有人有權確定本公司或H股證券登記處是否有其個人資料，並有權索取有關該資料的副本並更正任何不準確資料。根據條例，本公司及H股證券登記處有權就處理任何查閱資料的要求收取合理的費用。所有查閱資料或更正資料的要求或查詢有關收集及備用資料種類的要求，均須通過招股書「個人資料」一節所披露或不時按適用情況而變化的本公司資訊部辦事處或本公司秘書或(視乎情況而定)通過H股證券登記處遞交私隱處管人員。如閣下簽署本申請表格或向香港結算發出電子認購指示，即表示閣下同意上述各項。

申請手續

- 按照下表計算閣下擬認購的香港發售股份數目應付的認購申請款項。閣下申請認購的股數最少為400股香港發售股份。申請認購股數須為下表所列的其中一個數目。申請任何其他數目香港發售股份概不會獲接受且該等申請或會遭拒絕。下表亦列出申請認購有關香港發售股份數目(最多30,734,800股香港發售股份)的應付股款總額。閣下須於申請時繳付每股H股11.18港元的最高發售價，另加1%經紀佣金、0.003%證監會交易徵費及0.005%香港聯交所交易費。下表載列申請認購若干香港發售股份數目的應繳股款總額。

- 請填妥及簽署本申請表格。本公司僅接納親筆簽名。
閣下的支票或銀行本票須釘於本申請表格上。閣下必須以一張支票或一張銀行本票支付所認購香港發售股份的股款。

每份申請均須附帶一張獨立開出的支票或一張獨立開出的銀行本票。

如以支票付款，該支票必須：

- 為港元支票；
由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，或由有關銀行授權簽署的人士在該支票背面。該賬戶名稱必須與閣下於申請表格上的姓名相同。如屬聯名申請，則該賬戶名稱必須與排名首位申請人的姓名相同。倘支票由聯名賬戶開出，其中一個聯名賬戶名稱必須與排名首位申請人的姓名相同；
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」；
劃線註明「只准存入抬頭人賬戶」；
每份申請必須附帶一張獨立開出的支票或銀行本票；及
支票不得為期票。

閣下的認購申請將不獲接納，倘閣下的支票：

- 未能符合上述所有規定；或
首次過戶不獲兌現。

如以銀行本票付款：

- 銀行本票必須為港元本票；
閣下必須購買由香港持牌銀行發出的銀行本票，並由銀行授權人在銀行本票背面簽署以核證。閣下姓名、銀行本票所載姓名必須與申請表格所示姓名相同。如屬聯名申請，則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；
銀行本票必須註明抬頭人為「滙豐代理人(香港)有限公司—海通證券公開發售」；
銀行本票上必須劃線註明「只准存入抬頭人賬戶」；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，閣下的認購申請可能不獲接納。

請將下申請表格，對摺一次，然後投入下列任何分行的特快收集箱內：

Table with 2 columns: Branch Name (分行名稱) and Branch Address (分行地址). Includes branches like 香港上海滙豐銀行有限公司, 渣打銀行(香港)有限公司, etc.

Table with 3 columns: Branch Name (分行名稱), Branch Address (分行地址), and Branch Name (分行名稱). Lists branches of 中國銀行(香港)有限公司, 交通銀行股份有限公司, etc.

- 閣下可於下列時間內遞交申請表格：
2012年4月17日(星期二) 上午9時正至下午4時30分
2012年4月18日(星期三) 上午9時正至下午4時30分
2012年4月19日(星期四) 上午9時正至下午4時30分
2012年4月20日(星期五) 上午9時正至中午12時正

閣下遞交申請的截止時間為2012年4月20日(星期五)中午12時正。本公司將於當日上午11時45分至中午12時正期間辦理認購申請登記，惟視乎當日天氣情況而定。如香港在2012年4月20日(星期五)上午9時正至中午12時正內任何時間發出下列警告訊號，將不會辦理認購申請登記：

- 八號或以上熱帶氣旋警告訊號，或
「黑色」暴雨警告訊號。
而登記將改為在上午9時正至中午12時正期間任何時間並無發出上述警告訊號的下一個營業日上午11時45分至中午12時正期間內進行。

營業日指除星期六、星期日或香港公眾假期以外的日子。
本公司保留將所有或任何認購申請款項退還的權利。惟閣下的支票或銀行本票將不會於2012年4月20日(星期五)中午12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股款的任何應計利息。本公司亦有權在閣下的支票或銀行本票過戶之前保留任何H股股票及/或任何多收的申請股款或退還款。

Table titled '可供申請認購股份數目及應繳款項' with 8 columns: Application Shares, Application Fee (HKD), Application Shares, Application Fee (HKD), Application Shares, Application Fee (HKD), Application Shares, Application Fee (HKD). Shows a range of share counts from 400 to 12,000 and corresponding fees.