Hong Kong Public Offering - Yellow Form 香港公開發售一黃色申請表格
Please use this form if you want the Hong Kong Offer Shares to be issued in the name of HKSCC Nominees Limited ("HKSCC Nominees") and deposited directly into the Central Clearing and Settlement System ("CCASS") for credit to your CCASS Investor Participant stock account or the stock account of your designated CCASS Participant.

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

Unless otherwise defined herein, terms and expressions used in this Application Form bear the same meanings as defined in the prospectus issued by The People's Insurance Company (Group) of China Limited. (the "Company") dated November 26, 2012 (the "Prospectus") together with any supplement thereto. 原本中請求務分配義外,本中請求務所用的詞彙和用語具有中國人民保險集團股份有限公司(「本公司」於2012年11月26日刊發的招股認明書(招股認明書)及其任何補充文件所界定的誦義。

附註

Staple your payment here 請將股款 緊釘在此

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 r

romy nome excavanges and exerting Limited, the Nock Exchange of Hong Kong Limited (the "Hong Kong Sock Exchange") and Hong Kong Securities (Clearing Company Limited) "HKSCC") also no responsibility for the contents of this Application Form, make no representation as to its accuracy or completeness and expressly disciplinary liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this Application Form, make no representation as the securities (Earling Company Limited) "HKSCC") also no responsibility for the contents of this Application Form, the Properties (Earling Companies the Registrary of Companies and Properties (Earling Companies and Properties) (Earling Companies and Available for Inspection") in Approximate VIII to the Prospectus, have been registered by the Registrary of Companies and Available for Inspection of Approximate VIII to the Prospectus, have been registered by the Registrary of Companies of Companies and Properties (Earling Companies Companies and Properties) (Earling Companies Companies and Properties) (Earling Companies Compan

E監督」和音港公司正傳鑑麗長對任何武等文件的內容概不負責。 information contained in this Application Form is not for distribution, directly or indirectly, in or into the United States (including its territories and dependencies, any State of the United States here in Instituted States (including its territories and dependencies, and State of the United States to Institute of Columbia). These materials do not constitute or form or form or form or form or form or form of the United States (including its territories and dependencies, and State of the United States State and the United States States and the United States (including its territories and dependencies, and State of the United States States and States (including its territories and dependencies, and State Office Institute States States Institute States (including its territories and dependencies, and states its Application Form is not for distribution, directly or indirectly, in or into the United States (including its territories and dependencies, and system of the United States States (including its territories and dependencies, and system of the United States States (including its territories, and dependencies, and system of the United States States (including its territories, and dependencies, and system of the United States (including its territories, and dependencies, and system of the United States (including its territories, and dependencies, and system of the United States (including its territories, and dependencies, and system of the United States (including its territories, and dependencies, and system of the United States (including its territories, and system of the United States (including its territories, and dependencies, and system of the United States (including its territories, and system of the United States (including its territories, and system of the United States (including its territories, and system of the United States (including its territories, and system of the United States (including its territories, and system of the United States (including its t

コステルステレンスル。 Mones may not be offered or sold in the United States except pursuant to registration or an exemption from the registration requirements of the Securities Act. No public offering of the securities will be made in the United States 進行登記或獲得豁免遵守美國證券法之登記規定。否則不得於美國簽售或出售日販。證券不會在美國公園簽售。



中国人民保险集团股份有限公司

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

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

GLOBAL OFFERING

6,898,209,000 H Shares (subject to the H Share Over-allotment Option) 6,553,299,000 H Shares (subject to adjustment and the H Share Over-allotment Option) Number of Offer Shares in the Global Offering

Number of International Offer Shares

Number of Hong Kong Offer Shares Maximum Offer Price

Over-allotment Option)
344,910,000 H Shares (subject to adjustment)
HK\$4.03 per Hong Kong Offer Share, plus brokerage of 1%,
SFC transaction levy of 0.003%, and Hong Kong Stock Exchange trading fee of 0.005% (payable in full on application in Hong Kong dollars and subject to refund)

Nominal value RMB1.00 each

Stock code 1339

全球發售

全球發售的發售股份數目

6,898,209,000股H 版 (視乎H 股超額配售權行使與否而定) 6,553,299,000股H 股 (可予調整及視乎H 股超額配售權行使與否而定) 344,910,000股H 股 (可予調整) 國際發售股份數目

香港發售股份數目

最高發售價

344,316,000 mm 1 mm - 1 mm 2 mm - 1 mm

面值股份代號 1339

Application Form 申請表格

Applications will be accepted until 12:00 noon on Thursday, November 29, 2013 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.

The People's Insurance Company (Group) of China Limited China International Capital Corporation Hong Kong Securities Limited HSBC Corporate Finance (Hong Kong) Limited Credit Suisse (Hong Kong) Limited Goldman Sachs (Asia) L.L.C.

Hong Kong Underwriter

I/We

apply for the desired number of Hong Kong Offer Shares set out below, on the terms and conditions of the Prospectus and this Application Form, and subject to the Articles of Association; on the Grant of the Hong Kong Offer Shares, applied for, including brokerage of 1%, SFC transaction levy of control to the Stock Exchange trading fee of 10085%; on the Hong Kong Offer Shares applied for, or any lesser number allocated to me/or on this application;

(10.03% and Hong Kong Stock Exchange training fee of 0.00%).

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10.03% and Hong Kong Stock Exchange training fee of 0.00% application:

10.03% and Hong Kong Stock Exchange training fee of 0.00% and the fee of th

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	M	Υ	
			日	月	年	

- important that you read the terms and conditions and application procedures on the pages attached overleaf.
 must complete this application in English unless otherwise stated, otherwise this application is liable to be rejected.
 must sign this Application Form in writing (and not by way of personal chop), otherwise this application is liable
- ortant that you follow the application procedures on the pages attached overleaf, otherwise the Company reserves the
- It is important that you follow the application procedures on the pages attached overleat, otherwise the company coarses aright 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 via CCASS or to the White Form eIPO Service Provider under the White Form eIPO service (www.eipo.com.hk). Whitlipe or suspected multiple applications on WHITE and/or YELLOW Application Form or by way of giving electronic application instructions to HKSCC via CCASS or to the White Form eIPO Service Provider (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 via CCASS or to the White Form eIPO Service Provider under the White Form eIPO Service (www.eipo.com.hk), for more than 172.455.000 H Shares, being the maximum number of Hong Kong Offer Shares initially comprised in pool B in the Hong Kong Public Offering, and applications where cheques or banker's cashier orders are dishonoured upon first presentation are liable to be rejected.

截止接受申請時間為

2012年11月29日(星期四)中午十二時正 阁下必須細閱本申請表格所附載的條件及指示。 本申請表格各適用部分必須全部清楚填妥,方為有效。

中國人民保險集團股份有限公司 中國國際金融香港證券有限公司 1850C Corporate Finance (Hong Kong) Limited 調土信貸(香港)有限公司 高盛(延州)有限責任公司

香港承銷商

- 本人/吾等: 按照据股說明書及本申請表格的條款及條件,並在公司章程所載的各項規定規限下,申請以下合意數目的香港發 俄股份;
- 售股份: 夾附申請認購香港發售股份所需的全數款項(包括1%經紀網金、0.003%避監會交易微費及0.005%香港聯交所交易 實計 素譜及圖章接納本人/吾等根據本申請所申請認購的香港發售股份,或本人/吾等獲分配的任何較少數目的香港 養舊、陳信級及豐明是項申請表為本人/吾等的利益。或本人/吾等所代表人士的利益以自色或黃色申請表格或透 婚恤中央結算系統向香港結算或根據白養elPO服務(www.eipo.com.hk/)向白表elPO服務供應商發出電子認購指示將作 电 及略作用の他一申該。

For Broker use 此欄供經紀填寫 Lodged by 由以下經紀遞交								
Broker No. 經紀號碼								
Broker's Chop 經紀印章								

- 周下必須細閱背頁的條款和條件及申請手賴。 除非另有說明。周下必須以英文項妥本申請,各則本申請可遵拒絕受理。 關下每須以青面方式、不得以關人印章方式,簽署本申請表格、各則申請會被拒絕受理。 關下每須更守質的申請手續。 否則本公司使居拒絕受理有關申請的權利。 除另有說明外,屬下務須以英文項妥本申請,各則中當可應拒絕受理。 為任何人士的內益優限以自色成黃色申請表格或透過中央結算系統向香港結算或根據自表elPO服務(www.cipo.com.hk) 向自表elPO服務供應商發出電子認購指亦作出一次申請。以自色及/或養色申請表格及/或透過中央結算系統向香港 結算或自表elPO服務供應商(www.cipo.com.hk)設計也需求認明表示作出的重複或聚類重建申請,由一位申請人以自色或 營金由該基本級等認由生就等查提出意理。 黃色申請表格或透過中央結算系統向香港結算或根據自表elPO服務(www.cipo.com.hk)向白表clPO服務供應商發出電子 認購指示認購超過172.455,000股租股(即香港公開發售乙组初步發售乙香港發售股份數目上限)的申請及支票或銀行本 票於百%團戶所不優克規的申請。均會被拒絕受理。 關下如作出虛假聲明,可能會遭受檢控。

Please use this form if you want the Hong Kong Offer Shares to be issued in the name of HKSCC Nominees Limited ("HKSCC Nominees") and deposited directly into the Central Clearing and Settlement System ("CCASS") for credit to your CCASS Investor Participant stock account or the stock account of your designated CCASS Participant. 如欲以香港中央結算(代理人)有限公司(「香港結算代理人」)的名義登記獲配發的香港發售股份,並直接存入中央結算及交收系統(「中央結算系統」),以記存於閣下的中央結算系統投資者戶口持有人股份戶口或閣下指定的中央結算系統參與者的股份戶口,請使用本表格。

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Number of Hong Kong Offer Shares ap to exceed 172,455,000 Hong Kong Obeing 50% under the Hong Kong Publi	Offer Shares				Cheque	e/banker's (cashier			
申請香港發售股份數目(不超過172,455,0 股份(即香港公開發售項下50%))					支	order i 支票/銀行本				
Total amount of payment 付款總額		нк\$	港元	banl	ker's cashi	on which c er order is 票的付款銀	drawn*			
* Cheques or banker's cashier order * 支票或銀行本票須以「只准人抬頭」 To be completed in BLOCK letters in E 除另有說明外,請用墨水筆或原子筆以		」方式劃線開出,並須註 in ink, except as stated	明抬頭人為「滙豐代理人 (香港) otherwise. Joint applicants sho	有限公司一人保 ould give the add	公開發售」。			ublic Offer".	7	
Name in English 英文姓名/名稱	Family na	ame or company nam	e 姓氏或公司名稱			Forename	e(s) 名字	-	A	-
Name in Chinese 中文姓名/名稱	Family na	ame or company nam	e 姓氏或公司名稱			Forename	e(s) 名字			
Occupation (in English) 職業(以英文填寫)					ng Kong Busir (Please 香港	Kong Identity Pass ness Registra delete as ap 身份證號碼/說 講嗎** (請剛去	sport No./ tion No.** propriate) 雙照號碼			
Names of all other joint applicants in	(1)			l l	Cong Business F	ard No./Passpor Registration No.	of all other	(1)		
English (if any) 所有其他聯名申請人的 英文姓名/名稱(如有)	(2)			joint	所有其他聯名甲	ease delete as a 申請人的香港身 號碼/香港商業 (請刪去	份證號碼/ 登記號碼**	(2)		
Address (in English) (joint applicants should give the address and telephone number of the							V			
first-named applicant only) 地址(以英文填寫) (聯名申請人只須填寫排名首 位申請人的地址及電話號碼)										
Only an address in Hong Kong will be accepted 只接受香港地址	Tel. No. 電話號碼									
For nominees: 由代名人遞交:	Please provide an account number or identification code for each (joint) benefic al owner 請填寫每一名 (聯名) 實益擁有人的賬戶號碼或識別編碼。									
If you are a nominee and you (joint) beneficial owner must 如閣下為代名人,而並無填妥本 "(()) If you are a CGASS Investor P	be provide 節,則是項	ed. 『認購申請將視作為閣下	本身利益提出。必須填寫各	(聯名)實益擁有	人的賬戶號碼	馬或識別編碼	•			
section" How to make your app 如關下為中央結算系統投資者戶 (2) If you are applying through a d passport number. For bodies co	「日持有人,就本申請而言僅會接躺香港身份證裝碼(倘間下為個別人士/或香港高套经記號碼(倘間下為些人團體)。論參閱背頁「申請手賴」一節第2段。 Besignated CCASS Participant (other than a CCASS (investor Participant); For individuals, it you under a know for going the little Card, please provide you provide you would not hold a Hong Kong Identity Card, please provide you would you would not hold a Hong Kong Identity Card, please provide you would your be paid for checking the validity of Application Forms and otherwise for									
將會用作核對本申請表格是否有	Offer Shares and such data would be transferred to a third party for the accomplishment of such purposes. 與著(中央結算系統投資者戶口持有人能分)提出申請:如屬何別,上,如周下持有主册分超。請填寫香港身份超號碼,否則,請填寫護照號碼。如為法人團體,請填寫香港商業登記號碼。香港身份遊/護照/香港商業登記號碼 效及處理香港發青股份申請,並會轉交第三刀以達至上返目節。 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. 個八其香港身份發號碼或 伽薩用,護風號商,或伽屬法人順列,考修商業包記號商。									
(4) Part of your Hong Kong Identity data will be used for checking t encashment of your refund che 閣下所提供的閣下香港身份遊號	y Card number/p he validity of App que. Inaccurate 養碼/護照號碼的	assport number (or, in the case o plication Forms and such data wor completion of your Hong Kong Ide 一部分(或者,在聯名申請人的情	f joint applicants, part of the Hong Kong uld also be transferred to a third party for ntity Card number/passport number may 及下 名列首位的申请人的香港身份答號 份金號碼/護照號碼。如果服下的香港身	Identity Card number/ such purpose and refu lead to delay in encast 碼/護照號碼的一部分	bassport number of and purpose. Your hment of, or may ir 可能被印刷在閣下	f the first-named a banker may require nvalidate, your refu 的退款支票(如有)	pplicant) provide e verification of y and cheque.	ed by you may be prin your Hong Kong Ident 好會用作核對申請表格	ited on your refund ity Card number/pa 是否有效,並將被輔	cheque, if any. Such ssport number before 其送至第三方以達至上
Applicants who Computershard (where relevan	o have appli e Hong Kon nt) refund ch	ed for 1,000,000 or more g Investor Services Limit eque(s) which is expecte	Hong Kong Offer Shares and ed, at Shops 1712-1716, 17th d to be on Thursday, Decemb collect your refund cheques (i	wish to collect of Floor, Hopewell er 6, 2012 shoul			eque(s) in pe d East, Wan e left. Pleas	erson from the C nchai, Hong Kon e see the sectio	Company's H S g on the date in overleaf hea	Share Registrar of collection of aded "Refund of
凡申請1,000,00	0股或以上香	·港發售股份,並擬親自於	collect your refund cheques 領取退款支票(如適用)日期(五支票(如適用)的申請人,請在	頁期為2012年12月	6日(星期四)) 「√」號。有關領	在本公司的H 頁取退款支票(股證券登記。 如有)的時間	處香港中央證券 「、地點及方法詳	登記有限公司(情,見背頁[建	地址為香港灣仔 艮還款項」一節。
	DETAILS FOR CCASS PARTICIPANT 中央結算系統參與者資料									
	THIS BOX MUST BE DULY COMPLETED 此空格必須填寫妥當									
			Participant I.D. of the designated CCASS Participant or CCASS 指定中央結算系統參與者或中央結算系統投資者戶口持有							
								or Corporate Co		r Participant,
ADDRESS I ADDI M M ARRIV						算系統參與者		i bearing its col [系統公司投資		請加蓋顯示公
Please repeat your name(s		.ABEL 地址標貼 Iress as set out abo	ve in BLOCK letters							
	•	所示姓名/名稱及地								

Name(s) 姓名/名稱	
Address 地址	

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



中国人民保险集团股份有限公司

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

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

GLOBAL OFFERING

Conditions of your application

tions have the same meanings ascribed thereto in the Prospectus

- terms used in these conditions have the same meanings ascribed thereto in the Prospectus.

 papply

 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 body corporate, the application form must be stamped with the company chop (bearing the company name) and signed by a duly authorized officer, who must state his or her representative capacity. Save under the circumstances permitted by the Listing Rules or otherwise permitted by the Hong Kong Stock Exchange, you cannot apply for any Hong Kong Offer Shares if you are or any person(s) for whose benefit you are applying talare:

 **the property of the prop

 - a United Mates person (as wearners) as a mended); person (as defined in Regulation S under the U.S. Securities Act of 1933, as amended); or a person who does not have a Hong Kong address, unber of joint applicants may not exceed four.
- The total n

- a person who does not have a trong Aong, auuress.

 5. The total number of joint application may not exceed four.

 If you are a nominee

 If you are a nominee, ou 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 jour own name on behalf of different beneficial owners. In the box on this Application from marked "For nominees", you must include, for each beneficial owner or in the case of joint beneficial owners, for each such beneficial owner.

 an account must include, for each beneficial owner or in the case of joint beneficial owners, for each such beneficial owner.

 an account must include, for each beneficial owner or in the case of joint beneficial owners, for each such beneficial owners, the control of the company o Application Foun to the continuous and a second process of the continuous and th

- ntrol means you:
 control the composition of the board of directors of the company;
 control more than half of the voting power of the company; on
 the more than half of the issued share capital of the company (not counting any part of it whi
 right to participate beyond a specified amount in a distribution of either profits or capital).

hold more than half of the issued share capital of the company (not counting any part of it which carries no right to participate beyond a specified amount in a distribution of either profits or capital).

Allocation of Hong Kong Offer Shares - Pools A and B
The 344,910.000 Hong Kong Offer Shares in stillally being offered for subscription by the public under the long Kong
Public Offering (after taking into account of any adjustment in the number of Offer Shares allocated between the
International Offering and the Hong Kong Public Offering) will be divided into two pools for allocation purposes, pool A
and pool B. Accordingly, the maximum number of Hong Kong Offer Shares initially comprised in pool A and pool B and
be 172,455,000 and 172,455,000 correspective). The H Shares in pool A will be allocated on an equitable basis to successful applicants who have applied for I of the Shares with an aggregate price of HKS5 million capital to the state of the st

not successful in the ballot may no recession.

Supplemental information

If any supple out to the Prospectus sused, applicant with have already a smitted an application may or may a dependent of the Prospectus sused, applicant which is information continued in the swiplement be optified that may can withdraw their applications applicant when it been so notified or application applicant which is not the product or be notified. If all prications that we be a submitted remain valid and may be accept.

Swip ct to the above an below, an application or made is irreveable and applicants shall be deemed to have applied the basis of the Prospectus as supplemented.

the basis of the Prospectus as supplemented.

feet of completing and submitting this application for m
for yourself or as an or menince and on behalf of each person for whom you act as agent or nominee:
instructed and submitted the Company and is Underwriters Representatives as agent for he Company (or
their respective such as most possible for the Company and the form of the Company (or
the respective such as form of the Company of the Company of the respective such as a company of the Company of the

- agree that the Hong Kong of the Shares to be allotted shall be issued in the name of HANCU Nominees and electronic application anstructions on that person's behalf or that person's CCASS Investor Participant who has inputted electronic application anstructions on that person's behalf or that person's CCASS Investor Participant and Engineering and the Conference of the C

- have been made of that other person that this is the only application which has been, it will be made for the benefit of that other person on a WHITE or YELLOW Application Form or by giving electronic application instructions to HRSCC via CCASS or the White Form elPO Service (www.eigo.com.hab), and that you are duly authorized to sign this Application Form as that other person's agent, to your benefit) or the person(s) for whose benefit you have made this application have on applied for or taken up, or indicat, an interest in or received or been placed of allocated (including conditionally and/or provisionally), and will not apply for take up or indicat an interest in or received or been placed or allocated (including conditionally and/or provisionally), and will not apply for the up or indicate an interest in care of the person o

- agree that your application, any acceptance of it and the results is outract will be governed by an construed in accordance with the laws of Hong Kong;
 warrant the truth and accuracy of the information of your applications agree to disclose to the Company, and/or its H Share Registrar, receiving ben'ers, the Joint Showns, the Joint Coordinators, the Underwriters' Representatives the Underwriters, the Joint P is moners, the Joint L of Managers and their respective advisers and agents personal data and in information which they require should you or the person(b) for whose benefits the Company of the P is the Company of the Compan

- holders thereof:
 authorize the Company to enter into a contract on your behalf with such Director, Supervisor, manager and officer of the Company which is on the obstance of the Company which is on the obstance of the Company which is one of the Company which is one of the Company which is one of the Company which is not one of the Company which is not not one of the Company which is not one of the Company which is not one of the Company and which is not one of the Company which is not one of the Company of the Company of the Company which is not one of the Company of the Company which is not one of the Company which is not to allow the Company which which is not to allow the Company which is not to allow the Company, the Joint Sponsors, the Jo

Impact on the applicant; multy and sevenus,

Power of attorney, the Company or the Underwriters' Representatives (for their respective guarts and nominees), as its agents, may accept it at their discretion and subject to any conditions as any of them may think fit, including production of evidence of the authority of your attorney. The Company and the Underwriters' Representatives, the White Form ePrO Service Provider or their respective agents or nominees have full discretion to reject or accept any application, in full or in part, about assigning any resonance.

н.

Form eIPO Service Provider or their respective agents or nominees have full discretion to reject or accept any application, in full or in part, whole a signing any reason.

Detarination of Offer Price and/or number of Offer Shares

The Offer Price is expected to be fixed by agreement between the Underwriters' Representatives (on behalf of the Underwriters) and the commany on or around November 30, 2012 and, in any event, not later than December 6, 2012. Applicants for the Hong Kong Offer Shares required to the command of the

Allotment of Hong Kong Offer Shares

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

If your application is wholly or partially successful, your H Share certificate(s) (subject to their becoming valid certificates of title provided that the Hong was presented to the provided that the Hong Congression of the provided provided that the Hong Congression of the Provided Hand the Hong Congression of the Provided Hand Hand Congression of the Hong Congression of Hong Congression of Hong Congression of Hong Congression of the Hong Congression of Hong Co

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

- stances in which you will not be allotted Hong Kong Offer Shares

 to be allotted Hong Kong Offer Shares for any of the following reasons:

 the company and the Underwriter's Representatives (sa agents for the Company) and White Form eIPO Service Provider (where applicable) and their agents or nominees to reject or accept your application.

 The Company and the Underwriter's Representatives (sa agents for the Company) and White Form eIPO Service Provider (where applicable) or their respective agents and nominees, have full discretion to reject or accept any application, or to accept only part of any application.

 No reason has to be given for any rejection or acceptance.

 It your application is rejected.

 You will see that the standard of the

 - respective terms; the Company, the Joint Sponsors, the Joint Global Coordinators, the Underwriters' Representatives, the Joint Bookrunners, the Underwriters or the Joint Lead Managers believe that by accepting your application, they would violate applicable securities or other laws, rules or regulations of the jurisdiction in which your application is completed, received or signed or your address is located; or
 - located, or your application is for more than 172,455,000 H Shares, being the maximum number of the Hong Kong Offer Shares initially being offered for subscription in pool B.

for identification purpose only

If your application is revoked or withdrawn

By completing and submitting this Application Form you agree that you cannot revoke your application on or before Wednesday, December 26, 2012. The agreement will take effect as a collateral contract with the Company, and will become binding when you lodge your Application Form. This collateral contract with the Company, and will become binding when you lodge your Application Form. This collateral contract will be in consideration of the Company agreeing that it will not offer any Hong Kong Offer Shares to any person on or before Wednesday, December 26, 2012 Your application may only be revoked on or before Wednesday, December 26, 2012 if a person responsible for the Prospectus under section 40 of the Hong Kong Companies Ordinance (six applicant) application and you have been public notice under that section which excludes or limits the responsibility of that person for the Prospectus is 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; if applicant(s) have not been so notified, or if applicant(s) have been notified but have not withdrawn their applications if applicant(s) have not been so notified, or if applicantion have been submitted remain valid and may be accepted. Subject to the above, an application once made is irrevocable and applicants shall be deemed to have applied on the basis of allocation is subject to certain conditions or provides for allocation by ballot, such acceptance of applications if your application has been acceptance of applications or provides for allocation by ballot, such acceptance with the subject to the astifaction of such condition or results of the ballot respectively.

If the allotment of Hong Kong Offer Shares is void:

The allotment of Hong Kong Offer Shares is void:

The allotment of Hong Kong Offer Shares is void:

We have the provider of the Hong Kong Offer Sh

Refund of your money

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

related brokerage of 1%, SPC transaction levy of 0.003% and Hong Kong Stock Exchange trading fee of 0.005%. No interest will be paid thereon.

If you application is accepted only in part or if the Offer Price finally determined is less than the maximum offer price paid on application, the Company will refund to you the appropriate portion of your application monies, including brokerage of 1%, SPC determined is less than the initial offer price per II Share (excluding brokerage of 1%, SPC transaction levy of 0.003% and Hong Kong Stock Exchange trading fee of 0.005% thereon) paid on application, the Company will refund to you the surplus application monies, together with brokerage of 1%, SPC transaction levy of 0.003% and Hong Kong Stock Exchange trading fee of 0.005% without interest active of the surplus application price to the date of despatch of e-Refund payment instructions/ferion monies, together with brokerage of 1%, SPC transaction levy of 0.003% and Hong Kong Stock Exchange trading fee of 0.005% without interests. All such interests acround the price of the surplus application of the surplus of the surplus application of the surplus applicant on your Application form. Part of your Hong Kong Identity Card number/passport number (or, in the case of 100 first applicants, part of the Hong Kong Identity Card number/passport number of the first-named application you may be printed on your Kong Identity Card number/passport number of the first-named application for on, in the surplus papication for the Mong Kong Identity Card number/passport number of the first-named application provided by you may be printed on your Kong Identity Card number/passport number of the first-named application for on, in the case of the surplus applicants on your Application for the surplus applicants on the surplus applicants to your Offer Shares and solve and have indica

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

between 9:00 a.m. and 1:00 p.m. on Thursday, December 6, 2012 or any other place and date notified by the Company in the newapper as the place and date of dispatch of refund cheque(s). The date of despatch is expected to be Thursday, December 6, 2017 or any to the place and date of dispatch of refund cheque(s). The date of despatch is expected to be Thursday, December 6, 2017 or must produce evidence of identity (which must be acceptable to Computershare Hong Kong Investor Services Limited) for collection of your refund cheque (where applicable and/or each H Share certificate). If you are a corporate which opts for personal collection, you must attend by your authorized representative bearing a letter of authorisation from such corporations stamped with your corporation's chop. Such authorized representative bearing a letter of authorisation from such corporations stamped with your corporation's chop. Such authorized representative bearing a letter of authorisation from such corporations stamped with your corporation's chop. Such authorized representative must produce at the time of collection, evidence of identity acceptable to Computershare flong Kong Investor Services Limited.

If you do not collect your refund cheque(s) (where applicable) and/or H Share certificate(s) (where applicable) in person within the time specified for its collection, it will be despatched to you by ordinary post to the address on this Application Form at your own risk. If you apply for 10,000 00H Box [Kong Offer Shares or above but have not indicated on your Application Form that you will collect your refund cheque(s) (where applicable) and/or H Share certificate(s) (where applicable) and/or H Share certificate(s) (where applicable) and to estudy the explicable personally, your refund cheque(s) (where applicable) and/or H Share certificate(s) (where applicable) and lose sent to the address on your Applicators on or or before Thursday, December 6, 2012, by ordinary post and at your own risk.

It is intended that special efforts will be made to avoid any undue delay in refunding application monies where appropriate.

Personal data

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

strar in relation to personal data and the Ordinance.

Reasons for the collection of your personal data

From time to time it is necessary for applicants for securities or registered holders of securities to supply their latest correct personal data to
the Company and the H Share Registrar when applying for securities or transferring securities into or out of their names or in procuring the
services of the H Share 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
and the H Share Registrar to effect transfers or otherwise render their services. It may also prevent or delay registration or transfer of the
Hong Kong Offer Shares which you have successfully applied for and/or the despatch of the H Share certificate(s) and/or refund cheque(s) to
which you are entitled.

It is important that holders of securities inform the Company and the H Share Registrar immediate(s) of any inaccuracies in the personal data
supplication.

all data of the holders of securities may be used, held and/or stored (by whatever means) for the following purposes: processing of your application and refund cheque, where applicable, an 'verifications of compliance with the terms and application procedures set out in this Application form and the Prospection and announcing results of allocations of Hong Kong Office Dhares.

Office Dhares.

The procedure of the procedure of the process of the process

Transfer of personal data
Personal data held by the Company and the H Share Registrar relation to the applicants and the holders of occurrities will be kept confidential but the Company and the H Share Registrar may, to the extent necessary for achievin the above purposes or any of them, make such enquiries as they consider necessary to confirm, the accuracy of the promal data and in particular, the may distely, obtain, transfer (whether within or outside Hong Kong) the insonal data of the applicant and the bours of securities to, from or with any and all of the following persons and entities:

wassue roug song the prisonal data of the applicant of the holders of securities to, from or wif any and all of the rooms and entitles appendix agent in a sa financial advisors, recting bankers and verseas principal re-istrars; the Company or its appendix agent in a safety of the purposes of operating the CC 55; and a safety of the purposes of operating the CC 55; and a safety of the purposes of operating the CC 55; are Registrar in connection with a operation of the respective businesses, and yeggliar over the H 5 are Registrar in connection with an operation of the respective businesses, and yeggliarous government of bodies including the Hong Kong Stock Excludes and the SPC, and any without policy of the respective businesses, which has been applied to the safety of the saf

solictors accountant or stock owners, etc.

Acces o and correction of prosaid def

The Orinance provides the adders of curitie win rights to asce in whether the Company or the H Share Registrar hold their personal
data, what is copy of that data, and a correction of the state o

20 Pedder Street, Central G/F., 981 C, King's Road, Quarry Bay G/F., 121-121A Wan Tsui Road

G/F., 563 Nathan Road

Shops 2A, 2/F, Hopewell Centre, 183 Queen's Road East, Wan Chai

No. 1, Yue Man Square, Kwun Tong

54-62 Kwong Fuk Road, Tai Po

Basement & U/G, 673 Nathan Road, Mong Kok Shop 49, Level 1, Shatin Plaza, 21-27 Sha Tin Centre Street, Sha Tin

G/F., Shop G9B-G11, Pacific Commercial Plaza, Bo Shek Mansion, 328 Sha Tsui Road

Level 3, 1 Queen's Road Central G/F, Winner House, 306-316 King's Road, North Point

Shop 2A, G/F & Basement, Cameron Commercial Centre, 468 Hennessy Road, Causeway Bay

G/F., Belgian Bank Building, 721-725 Nathan Road, Mongkok G/F., 423-427 Castle Peak Road, Tsuen Wan

Shop 1&2, G/F, No. 35-37 Hankow Road, Tsimshatsui Shop 2A, G/F, Hung Hom Shopping Mall, 2-34E Tak Man Street, Hung Hom

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. 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 the numbers set out in the table below. The subscription of Hong Kong Offer Shares will be numbers of Hong Kong Offer Shares will be numbers of Hong Kong Offer Shares up to 172,455,000 Hong Kong Offer Shares. On application, you must pay the numbers of Hong Kong Offer Shares up to 172,455,000 Hong Kong Offer Shares. On application, you must pay the numbers of Hong Kong Offer Shares up to 172,455,000 Hong Kong Offer Shares on application, you must pay the numbers of Hong Kong Offer Shares. On application, you must pay the number training the set of the subscription of the subs

3. 4

one cheque or by one banker's cashier order.

If you pay by cheque, the cheque mast:

be in Hong Kong dollars:

be drawn on your Hong Kong dollar bank account in Hong Kong:

the cheque must bear an account name (or, in the case of joint apilicants, the name of the first-named applicant) (either preprinted on the cheque or endorsed on the revirse of the cheque by any authorized signatory of the bank on which it is drawn), which must be fite same is the name on your Application Form (or, in the case of joint applicants, the name of the first-damed applical). If the cheque is drawn on a joint account, one of the joint account names must be the same as the name or be first-damed applicant.

be crossed "Account Payee Only" and (Hong Kong) Limited — PICC Proble Offer";

the crossed "Account Payee Only" and (Hong Kong) Limited — PICC Proble Offer";

Your application will be rejected if your cheque:
does not meet all these requirements; or
is dishonoured on its first presentation.

is dishonoured on its first presentation.

If you pay by hanker's cashier order must be in Hong Kong dollars;
the banker's cashier order must be in Hong Kong dollars;
the banker's cashier order must be insued by licensed banks in Hong Kong, and have your name certified on
the back by a person author lead by the bank. The name on the back of the banker's cashier order and the
name on the Application Form must be the same. If it is a joint propietieston, the name on the back of
the banker's cashier order must be made, payable to "HSBC Nominees (Hong Kong) Limited – PICC
Public Offer":
the banker's cashier order must be cro--det "Account Payes Only"; and
banks's cashier order must be post-dated.

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

ank of China (Hong Kong) Limited:

Central District (Wing On House) Branch Kwun Tong Branch Tseung Kwan O Plaza Branch

Tuen Mun Town Plaza Branch Kau Yuk Road Branch New Territories:

3/F. 1 Garden Road

71 Des Voeux Road Central 20-24 Yue Man Square, Kwun Tong Shop 112-125, Level 1, Tseung Kwan O Plaza, Tseung Kwan O

Shop 2, Tuen Mun Town Plaza Phase II 18-24 Kau Yuk Road, Yuen Long

ons Co., Ltd. Hong Kong Branch: Bank of Communica

Branch Name
Hong Kong Branch
Quarry Bay Sub-Branch
Chaiwan Sub-Branch Hong Kong Island:

Kowloon Sub-Branch lew Territo Tsuen Wan Sub-Branch

he Hongkong and Shanghai Banking Corporation Limited: ranch Name

Hong Kong Office North Point Branch Hopewell Centre Branch

Kwun Tong Branch Mong Kok Branch

New Territories: Shatin Plaza Branch

Industrial and Commercial Bank of China (Asia) Limited:

Branch Name Hong Kong Island: Hennessy Road Branch

Kowloon:

Mongkok Branch

Tsim Sha Tsui Branch

Tsuen Wan Castle Peak Road Branch Your application form can be lodged at these times:

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

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

a tropical cyclone warning signal number 8 or above, or
if or a "black" rainstorm warning signal in the condition of the conditi

9-00 a.m. and 12:00 noon.

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

The right is reserved to present all or any remittances for payment. However, your cheque or banker's cashier order will no presented for payment before 12:00 noon on Thursday, November 29, 2012. The Company will not give you a receipt for payment. The Company shall keep all interest accrued on your application monites. The right is also reserved to retain any H secretific tasts and/or any surplus application monites or refunds pending clearance of your cheque or banker's cashier order.

	NUMBER OF	HONG KONG OF	FER SHARES 1	HAT MAY BE APP	PLIED FOR AND	PAYMENTS	
Number of Hong Kong Offer Shares applied for	Amount payable on application HK\$	Number of Hong Kong Offer Shares applied for	Amount payable on application HK\$	Number of Hong Kong Offer Shares applied for	Amount payable on application HK\$	Number of Hong Kong Offer Shares applied for	Amount payable on application HK\$
1,000	4,070.62	35,000	142,471.78	700,000	2,849,435.68	30,000,000	122,118,672.00
2,000	8,141.24	40,000	162,824.90	800,000	3,256,497.92	40,000,000	162,824,896.00
3,000	12,211.86	45,000	183,178.01	900,000	3,663,560.16	50,000,000	203,531,120.00
4,000	16,282.49	50,000	203,531.13	1,000,000	4,070,622.40	60,000,000	244,237,344.00
5,000	20,353.11	60,000	244,237.34	2,000,000	8,141,244.80	70,000,000	284,943,568.00
6,000	24,423.74	70,000	284,943.57	3,000,000	12,211,867.20	80,000,000	325,649,792.00
7,000	28,494.36	80,000	325,649.79	4,000,000	16,282,489.60	90,000,000	366,356,016.00
8,000	32,564.98	90,000	366,356.02	5,000,000	20,353,112.00	100,000,000	407,062,240.00
9,000	36,635.60	100,000	407,062.24	6,000,000	24,423,734.40	150,000,000	610,593,360.00
10,000	40,706.23	200,000	814,124.48	7,000,000	28,494,356.80	172,455,000(1)	701,999,185.99
15,000	61,059.33	300,000	1,221,186.72	8,000,000	32,564,979.20	1	
20,000	81,412.45	400,000	1,628,248.96	9,000,000	36,635,601.60	(i) Maximum number of Hono	Kong Offer Shares you ma
25,000	101,765.56	500,000	2,035,311.20	10,000,000	40,706,224.00	apply for.	Kong Orier Shares you ma
30.000	122.118.68	600,000	2,442,373.44	20,000,000	81.412.448.00	apply for.	



中国人民保险集团股份有限公司

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

(在中華人民共和國註冊成立的股份有限公司)

全球發售

申請條件

有註明外,以下條件所用詞彙具有招股説明書賦予的涵義。

申請人資格

- - 益而提出申請,則不得申請認轉任何香港發售股份: 本公司成的知有宜益練有人;致人員、董事或監事; 上述任何人公司的最高行敌人員、董事或監事; 上述任何人公司的關連人土(定義見上市規則); 本公司或其任何子公司的關連人土(定義見上市規則)或緊接全球發售完成後將成 為本公司的關連人土的人土; 已提配發或將收到國際發售項;的任何發售股份或已經以其他方式參與國際發售 或表示有意認期國際發售項下的發售股份的人土; 中國(不包括香港、澳門和台灣)的法人或自然人(不包括台資格境內機構投資 名);
 - 有), 美國人士(定義見1933年美國證券法(經修訂)S規例)
 - ・ 大岡へ上 (定義光1953 ** 大殿原安治 (地跡1) S限例) : ・ 於填放及提交本申請表格時身處美國境內的人士;美國人士(定義見1933年美國 證券法(以悪修訂者為準) S規例);成 ・ 変無香港地址的人。 職名申請人總數不得超過四名。

5. 聯名申請人總數不得超過四名。 如關下為代名人,則則下可透過以下方式應交超過一份申請:(1)(如關下為中名義代表不同實益維 中於第系統而者総結算部理學子解購採示:成(2)使用自色或黃色申請表格以本身名義代表不同實益維 有人應沒超過一份申請。關下必須於本申請表格上「由代名人應交」—關填寫每名實益維有人(如屬聯 名實益維一份申請。關下必須於本申請表格上「由代名人應交」—關填寫每名實益維有人(如屬聯 2) 應戶號碼;或 應戶數碼;或 與一其他身份識別編碼。 如未有列則以上資料,則該份申請將視作為固下本身利益而應交。 代表他人應交本中請表格的代名人被稅作已向本公司、聯席保萬人、聯席全球協測人、承銷商代表、承銷商、聯席股尚管理人及聯席奉頭經齡人整明及承請其已獲正式授權。 僅內自滿屬下本身(或關下與任何聯名申請人)的利益提交一份申請 重務的關下本身(或關下與任何聯名申請人)的利益提交一份申請 重務的關下本身(或關下與任何聯名申請人)的利益提交一份申請

- 值 中為個 內平 J (國國 N與任何聯名申請人) 的利益提交一份申請 更為申請或疑關重複的申請概不受理。除非符合上文 互原域的規定,如關下或關下連同關下的聯名 申請人作出以下任何一項行為,則關下的所有申請(包括香港結算代理、根據電子認購指示提出的申 請所包含的部分) 將會視為重複申請而不穩受理: (結婚開政處與他人共同) 以自免政責色申請表格或透過中央結算系統(如關下為中央結算 系統投資者戶口持有人或透過中央結算系統結算或託管商參與者提出申請)向香港結算或透 過自表eIPO服務(www.cipo.com.hk)向白表eIPO服務供應商發出電子認購指示遞交超過一 份認應申請;

發售的發售股份。

於上述各項外,如接獲超過一份為關下的利益提出的認購申請(包括香港結算代理人根據電子認購格 示提出的申請所包含的部分)則關下所有認購申請均將視作重複的認購申請而不獲受理。如申請人 為非上市公司,且:

該公司僅從事證券買賣業務;及

順下對該公司可使法定控制權 則認購申請將視作為關下本身利益提出。 兼上市公司就提及本證券或沒有在香港聯交所上市的公司。 法定控制權指限下:

法定控制權指限下。

- 權 俏阁 F: 控制該公司董事會的組成; 控制該公司一半以上投票權;成 持有該公司一半以上已發行股本(不計及無權**獲分派超過某個特定金額的溢利或**妥本的部分 股本)。

福子婆女 補充養料 如相、說明書演,] 身任何增補,司。如或,通知(視字) 。以資料而定)已幾友申請的申請人,其申 司。可予撤回。倘申請人未獲知會整偽申認,已獲知會仁未在,及據所通知的手賴撤回申請,則所有已經 《的申請仍屬有效及可能被接納。在上文《下文的規》下,申請一經提出即不可撤回,而申請人應視 「根據已增補的租股說明書提出申請。

己、

- 司 張 ない。 同 意 香 港 結 算 及 香 港 結 算 代 理 人 各 自 均 可 調 整 以 香 港 結 算 代 理 人 名 義 發 行 已 配 發 的 香 港 發
- 售股份數目; 同意香港結算及香港結算代理人均毋須就未載於招股說明書及本申請表格的資料及陳述負

- 同臺書池結算及香港結算化理人均毋須就未載於招股說明書及本申請表格的資料及陳述負上任何責任:
 同意者港結算及香港結算及代理人均毋須對關下承擔任何責任:
 同意者港結算及香港結算及香港結算及香港結算及香港結算及香港結算及香港時期,以及在作出認博申請時,僅依據招股說明書數的資料及陳建、以本會傳輸招股說明書於,以及在作出認博申請時,僅依據招股說明書數的資料及東於。及不會傳輸招股說明書於日知輔助被者以外的任何其他資料或陳述;同意本公司。聽席使薦人,聽席全頭結構,及其各自的任何董事。僱員、合夥人、代理人或關則多與全來發售的任何其他各分毋須或將不會對任何並非招股說明書及本申請表格或招股說明書的任何增補文件所被的資料或使明負責:
 同章作不彩響關下可能擁有的任何其他權利的情況下)是項申請一是接納。便不可因非故意作出的失實陳建而將其撤銷,且除按照招股說明書的規定外,開下不可將其撤銷,經年初是須繼,經歷及臺明這是為關下本身利益以自色或黃色申請表格或接過中央結算系統向香港結算或透過自表elPO服務(www.cipo.com.hk)向自表elP及勝供應商發電電影廳積至為關下的利益及關下代為申請的人士的利益已作出或將會作出的唯一及關下擬作出的唯一認贈申請;

- (如是項申請是由代理人代表閣下提出)承諾、確認及聲明閣下已有※及不可撤回地向閣下的代理人轉授提出是項申請所需的一切權力及授權: 承諾、確認及聲明已向有門人士作出合理查詢,證實這是為該人士利益以自仓或查色申詢及蘇克德和大學。 利益以自仓或查色申詢表体或透過中央結算系統向香港結算或。過自表elPO服務(www.cipc.com.hk)向白表elPO服務供應商發出電子認購指示已作出或將會作出的唯一認購申請,面閣下已養正式授權、以該人士代學。 承諾、確認及譽明即「如為閣下利益作出認購申請」或則下為其利益作出是「。。申請的人士並無申請及人 號階或表示有意認購或收取後配售或分配(包括有一及人或暫時),亦「不會」等、認購或表示有意認 購閱際發售項下的任何發售股份或以任何其他形式已。。將會參與國際沒售; 侵騰閣下申請的報的資料直貨準確: 侵騰閣下申請的報的資料直貨準確: 侵騰閣下申請的報的資料直貨準確:

- → 最初、「別文票、如ぎ川); 明白本〉□、辦席保護人、際、全主、調人、京、海代表、承銷商、聯席展詢管理人及聯席条頭經維人將 依賴有。等則、陳建,以決。是否就「下提出的」「分配任何香港發售股份,且倘閒下作出虚假聲明,閒
- 依賴有」等則及變態、以決一是否就「下提出的」的分配任何香港發售股份,且偷閣下作出虚假聲明,閣下可禮檢:

 確謀閣下戶 室交別,說明書及本申請。格所藏條款及條件及申請程於約束:

 谦豫及同意。納所可,他等非營管股,或機嫌是項申請向即下所分配較少數目的股份;及 備香港以外任何維壓品。建總則於閣 的申請。期間下同數及保體已進從一切有關法律,而本公司、聯席 [2] 、 灣路。之球協調, 來銷商代之,乘銷商。 聯席賬簿管理人及聯席率頭經辦人及各自的任何有 如 或關間。不會閱閣「"實要到較接受或閣下根據招股說明書所藏條款及條件所享有的權利與承擔 前 任所引起的任何審證面整。李港以外地區的任何法律。 下公司、豐了條屬人、辦席也學媒協調人、本消商代表,不銷商、壽席全球協調人、聯席賬簿管理人、聯席牽頭經辦人 及其各自別董事、高級、資」《證》人,行理人、顧問及參與全球發售的任何其他各方均有權依賴閣下在本申請 發展上岸出的任何保證 數域或聲明。如為聯和申請人提出的申請,辦名申請人即他作出、提供、承續或被施加的 所不保證、陳建、聲明及責任應視作由聯名申請人共同及個別作出、提供、承續或被施加。

後 如關 5個用有效深層 為獲得正式授權的人士提出申請,本公司或作為其代理人的承銷商代表(或彼等各自的代理人 及代名人 □在行 支等當中任何一方認為總當的條件的情况下,包括出示關下的代表已獲授權的證明,酌情接躺有 關申請。本公司及承銷商代表、白表eIPO服務供應商或其各自的代理人或代名人可全權酌情拒絕或接納任何申請的全 都或都分而與解釋任何理由。

配發香港發售股份

辛、

□ SK 日 16 SK □ DK SU 远隣申請的登記結束前,不會處理任何香港發售股份的申請,亦不會配發任何該等香港發售股份。本公司預期於2012年12 月6日在南華早報(以英文)及香港經濟目接,信報和東方日報(以中文)及香港聯交所劉於<u>www.hicc.news.hk及</u>本公司劉於 <u>www.picc.com.cn</u>公佈有意感灣國際發售股份的鄭羅程度以及西國發售股份的鄭羅程度以及發基準。

香港公開發售項下的成功申請者的香港身份證/護照/香港商業登記證號碼將按招股說明書「如何申請認購香港發售股份一公佈結果」一節所述方式公佈。

倘成功申請香港發售股份(全部或部分)

新貨化安自取用心理水间 [7] 排足的 [7] 未完於了於東京縣等於12 [7] 人和开外。於13 [7] 人形了自然。
下可问該中央結算系統多與看着門持着人身份提出申請;
在公司預期務於2012年12月61程 (担限)
「本公司預期務於2012年12月61程 (租限)
「中市正市政由香港結算系統與資產戶戶持有人身份提出申請;
本公司預測務公12年12月61 (租押四)
「不公司市工程」
「在日期四、下公司市正市政由专业等站結算或香港發售股份一公佈結果」一節所述之方式公佈中央結算系統投資者戶口持有人股份戶口後。關下可透過「就算通」電話系統或中央結算系統至聯盟股份正存於關下的中央結算系統投資者戶口持有人股份戶口後。關下可透過「試算通」電話系統或中央結算系統至聯網系統(根據當時生效的香港結構)投資者戶口持有人股份戶口後。關下可透過「試算通」電話系統或中央結算系統互聯網系統(根據當時生效的香港結構)
「股股票機在香港公開發售於2012年12月15日 (星期四)上午八時正在各方面已成為無條件,以及相股説明書「承銷」一節「香港公開設費」於上現由」一段所述的終止權利公有被行使的情況下,方會於2012年12月7日上午八時正前後成為有效的所有權憑證。根不會就申請數支付的經期申請款項發出收據。
備若最終所定發售價值於關下所支付的每股香港發售股份價格,則多繳的認購申請款項發出了
「被不多數申請數可發出的數」
「本公司不必要任何任於關下所支付的每股香港發售股份價格,則多繳的認購申請款項
「包括多繳款額應估的1%經紀佣金、0.003%證監會交易徵費及0.005%香港聯交所交惠費,將不計利息退還予獲接納的申請人。

導致閣下不獲配發香港發售股份的情況

- 專致閣 ▶ 个復配發音 港發普 股份 的 情況
 即下可能因下列任何一個原因不獲配發音 港發售股份:
 本公司,承賴衛代表 白表elPO服務供應商 如適用) 及其代理人或代名人可全權決定拒絕或接納閣下的認購申請:
 本公司 承賴衛代表 白表elPO服務供應商 如適用) 及其代理人或代名人可全權決定拒絕或接納閣下的認購申請:
 本公司及承翁衛代表 供為本公司代理人,或指定自表elPO服務供應商 如適用) 或其各自的代理人及代名人,可全權的情決定拒絕或接納年前的須申請。或權接納任何認購申請的某部分。
 拒絕或接納年前申請須重稅或是關係任何理由。
 在下列情况下,閣下將不獲配發股份:

 「閣下的申請為重稅或爰關作出重複申請:
 「閣下的兩計為重稅或爰關作出重複申請。」
 「閣下成閣下為其利益作出申請的人土已申請或認購或表示有意認購成已經或即將獲得配售或分配(透過網上白表股務向指定包括有條件及人或實際發售股份及/或國際發售的發售股份。填寫任何白色或黃色申請表格或问香港結算或透過包養elPO服務供應用發出電子認購指示提出申請,即表示。關下同定不會申請關係發售的股份。本公司將採取合理措施,讓別來拒絕已國際發售中發展份份投資者所提出的香港公開發售申請,並將讓別且拒絕已在香港公開發售中獲得香港發售股份的投資者在國際發售中的認酬申請;
 - 在國際發售中的認購申請; 閣下未有根據申請表格上的指示正確地填妥申請表格(如閣下以申請表格提出申請);
 - 閣下未按規定方式付款; 閣下以支票或銀行本票付款,但該支票或銀行本票在首次過戶時不獲兑現;

 - 尚下以又宗政取刊不宗刊献、巨成义宗政取刊不宗任自心则广呵不使无义。 香港承銷協議或國際購買協議托龍成為無條件; 香港承銷協議或國際購買協議根據其各目的條款錄止; 本公司聯席保島人、聯席全球協測人、茶銷商代表、承銷商、聯席賬簿管理人、承銷商或聯席牽頭經辦 相信關下的申請一經接納、會建反關下填妥、收取或簽署或關下地址所在申請表格所在司法轄區的適用; 券或其他法律、規則或法與;或 關下申請的股份總數超過172,455,000股H股,即乙組初步提呈可供認購的香港發售股份最高數目。

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

如閣下的認購申請被撤銷或撤回

如關下的認購申請被繼續或撤回 申請表格—提误妥及經交,即表明閣下同意不得於2012年12月26日(星期三)或之前撤銷認購申請。協 議辦成為與本公司訂立的附屬合約,當閣下呈交申請表格時,本協議即具有約束力。作為本附屬合約 的代價,本公司同意。除稅和股級則書所指的其中—項程序外,不會於2012年12月26日(星期三)或之 前向任何人土提呈發售任何香港發售股份。 關下僅可在根據香港公司條例第40條(引用香港公司條例第342年條)對招股說明書負責的人土按該條發 出公告。免除成限制其對招股說明書項負的責任的情况下,於2012年12月26日(星期三)或之前撤銷閣

下的申請。 如指限認明書類刊發任何增補,可通知或不通知(視乎增補所載資料而定)已遞交申請的申請人其申請 可予撤回。倘申請人未獲知會或倘申請人已獲知會但未有根據所通知的手續撤回申請,則所有已遞交 的申請仍屬有效及可能被接納。在上文的規限下,申請一經提出即不可撤回,而申請人應程 機能的混解的或及可能被接納。在上文的規限下,申請一經提出即不可撤回,而申請人應程作根據已 增補的招限說明書提出申請。 關下的申請一經接辦,概不得撤銷或撤回。就此而言,公佈分配的結果,即構成對未遭拒絕的申請的 接納,而倘分配的基準項至若干條件規限或規定以抽籤方式作出分配,則接納須待該等條件達成後方 可作實或以抽籤結果為等。 如所獲配發的看港發告股份作應: 如新養配發的香港發告股份作應: 如香港聯交所上市委員會在下列期間並未批准日股上市,向香港結算代理人獲配發的香港發售股份將會 作度 :

辦理登記申請截止登記後3星期內;或 香港聯交所上市委員會在辦理登記申請截止登記後3星期內知會本公司的較長期限內,該期 限最长不超過6個星期。

退還款項

五任何原因而未獲得任何香港發售股份,本公司將不計利息退還申請款項,連同1%經紀佣金,0.003%證

星后大道東/IS號 合和中心/7楼 月712-1716套 寄發支票的日期預計為2012年12月6日(星期四)。 如關下為選擇親自領取的個人申請人,則關下不得授權任何其他人士代為領取。關下必須於領取退該支票(如適 用及/或各份H股股票)時出示身份證明文件(必須為獲香港中央證券登記有限公司接輪的身份證明文件)。如關 下為選擇親自領取的公司申請人,則關下公須為獲香港中央證券登記有限公司接輪的身份證明文件)。如關 下為選擇親自領取的公司申請人,則關下公須為獲香港中央證券登記有限公司接輪的身份證明文件

如關下未有於指定時間內親自領取關下的堪數支票(如趙用)及/或各份H股股票(如趙用),該支票(如趙用)將以普通郵應方式 寄往本申請表格所示地址,郵談風險概由關下承擔。 如關下申請認購少於1,000,000股香港發售股份或如關下申請認購1,000,000股或以上香港發售股份,但並無在關下的申請表格上表明維觀自領取堪數支票(如趙用)及/或各份H股股票(如趙用),則堪數支票(如趙用)及/或各份H股股票(如趙用) 12月6日 星期四)或之前以其繼郵應方式寄往關下申請表格上所示地址,郵談風險概由閣下承擔。 在總當情況下,本公司擬作出特別安排,以避免不需延遲退還申請款項。

個人資料

[編入美料收集**聲明** 個人資料收集**聲明** 個人資料化总計條例(「條例」)中的主要條文於1996年12月20日在香港生效,此個人資料收集聲明是向香港發售股份申請人及持 有人說明本公司及日限證券登記處號側人資料及條例而制訂的政策及慣例。

收集閣下個人資料的原因 證券申請人申請認購證券時或證券登記持有人將證券轉往其名下,或將證券轉讓予他人,或要求H股證券登記處提供 服務時,須不時向本公司及H股證券登記處提供其最新的準確側人資料。 若未能提供所需資料,可能每轉致關下認券的認購申請選拒絕受理或是提成本公司及H股證券登記處無法進行過戶或 提供服務,亦可能妨礙或延誤關下成功申請認購的香港發售股份的登記或過戶及/或奇發閣下有權收取的H股股票及 /或退款支票。 /或退款支票。 證券持有人所提供的個人資料如有任何不準確,必須即時知會本公司及H股證券登記處。

登記前頭仔的取份或為證券得有人登記傳任具名下與田具名下傳讓中 算代理人的基發記; 保存或更新本公司證券持有人名冊; 組行成協助任分簽名核對或任何其他核對或**交換資料**; 確確定本公司證券持有人可獲取利益。例如**股息、供股及**紅思等資格, 新發本公司沒其子公司的公司週訊; 編製統計資料及股東資料; (14)

無契率計資料及股東資料; 增加抵制、規則或規例的規定作出披露; 披露有關資料以便作出推利索償;及 與上她有關的任何其他附帶或相關目的及/或以严本公司及相股證券、記處能夠履行共一部等特有人及 收監管機構的責任及/或證券持有人不。同意的任司、這目的。

版監官機師的實性及人或認券得有人不同意的性門。認目的一點的性門。認目的一點整配處可能所出於極人養料。 各公司及日股證券登記處會對證券申請人及持有人的無 "先保密,但本公司及日股說,登記處可能 "作出必要的查 請以確定個人資料的準確性。以便資料可稱生地任何用 "尤其可能會 從或轉同 可任何或所了人士及機構按 新、後取或轉移證券申請人及等有人一調人資料不締在書。 "外地"。 "本公司或其委任的,理人 例如財務顧問、收款銀、海州王要是 登記處; "市申請人委決辦證券子 不中學,都能請算人 "董算人", "其為為了中央結算系統的運作而使 用個人資料; 任何向本公司或日 證券登 應商, 任何向本公司或日 證券登 應商, 任何的本公司或日 證券登 應商, 任何管徵或可屬數 「各華粉 更所及證監會」;及 與證券持有人有業務。或解,業務往來的任何其他人士或機,,例如銀行、律師、會計師或股票經紀 等。

地址

地址

中晋里打街20號

獨剪道563號地下

制鱼涌並皂道981號C地下

沙咀道328號寶石大廈太平興業廣場地下 G9B-G11號舗

北角英皇道306-316號雲華大廈地下

肝角彌敦道673號地庫及高層地下

沙田正街21-27號沙田廣場L1樓49號舖

灣仔皇后大道東183號合和中心2樓2A舗

環塞道121-121號A地下

香港皇后大道中1號3樓

期捷裕尼坊1號

大埔席福道54-62號

九龍:

界:

香港鳥

新果:

等。 查閱及更正個人談科 條門 予證券持有人查別本公司或出股資。記處是否持「其個人資料、並索取该資料副本及更正任何不準確資料的 權利的一本公司及日里。另参記處。」就處理任「查閱資料的要求收取予理費用、所有關於查閱資料或更正 資料或、實料 及措施厂另有資料類別、多。應此相限說明書「公司信息」而申稅該的本公司註冊地址或根據適用法、「時」知的本公司地址向本公」的公、「中、日曆等等」「屬下的私隱權條例事務主任(視情况而定)提

出。 簽署本申謝表格或向香港結算發出電子認購指示後,即表示閣下同意上述各項

由請手續

該指定的中央組界不知過2、其參與者編號 在申請表格總當空格內填上參與者編號 如關下以個人中央結算系統沒責有戶其等有人名義提出申請: 如請亦奏格必須填上關下的姓名及香港身份證號碼;及 申請奏格必須填上關下的姓名及香港身份證號碼;及

關下必須在申請表格總需空格內填上關下的參與者屬號。如關下以聯名個人中央結算系統投養者戶口持有人名德提出申請:
 申請表格必須填上所有聯名中央結算系統投資者戶口持有人的姓名及所有聯名中央結算系統投資者戶口持有人的香港身份遊號碼;及 金擔查空格內必須其上開下的參與者編號。

如閣下以公司中央結算系統投資者戶口持有人名義提出申請:

申請表格必須由「上2万月入口無據四甲師」 申請表格必須由上中央請募係投資者戶口持有人公司名稱及香港商業登記號產 在申請表格的總當空格內必須填上關下的參與者編號及加蓋公司印章(印章須丁公司名 編)。

中央結算系統參與者資料不正確或不完整或參與者編號有遺漏或不足或其他類似事宜均可令閣下的申

^{如黑风风} 每份申請必須附有一張支票或一張銀行本票。 閣下的支票或銀行本票須緊釘於表格上。閣下必須以**一張支票或一張銀行本票支付香港發**售股份**的認**

申請款項。 以支票付款,該支票必須:

• 該又宗不付為州宗。 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 支票首次過戶不能兑現。

tib til-

國銀行(香港)有限公司:

九龍

中銀大廈分石 花園嶺1號3樓 中環永安集團大廈分行 德輔道中71號 觀塘分行 觀塘裕民坊20-24號

將軍澳廣場分行 將軍澳將軍澳廣場L1層112-125號 屯門市廣場分行 教育路分行 屯門市廣場第二期商場2號 新規 元朗教育路18-24號

交通銀行股份有限公司香港分行:

分行名稱 香港島 香港分行 鰂魚涌支行

柴灣支行 九惠支行 **荃** 支行

香港上海滙豐銀行 限公司:

分行名稱

香港島: 香港總行 北角分行 合和中心分行 翻捕分行

九龍 旺角分行 沙田廣場分行 新界:

大埔分行 中國工商銀行(亞洲)有限公司

分行名稱 **斯尼詩道分行**

九龍: 尖沙咀分行 红磡分行 肝角分行

荃灣青山公路分行

尖沙咀漢口道35至37號地下1-2號舖 紅磡德民街2-34E號紅磡商場地下2A舖 肝角彌敦道721。725號華比銀行大廈地下 荃灣青山道423-427號地下

銅鑼灣軒尼詩道468號金腦商業中心地下2△號鋪

閣下可於下列時間內搋交申請表格

2012年11月26日(星期一) 2012年11月27日(星期二) 2012年11月28日(星期三) 2012年11月29日(星期四)

中諸最壓須於2012年11月29日(建期四)一 上午八時上半中十一時已 日期中午十二時正應交。本公司將於當日上午十一時四十五分至中午十二時正期開齡理整記申請,惟須視乎當日天氣 情況而定。如下列警告信號在2012年11月29日(星期四)上午九時正至中午十二時正期開於理登記申請,惟須視乎當日天氣 信況而定。如下列警告信號在2012年11月29日(星期四)上午九時正至中午十二時正期間內任何時間在香港生效,將不 會辦理登記申請: ・ 八號或以上熱帶氣旋警告信號;或 「黑色」基兩警告信號 東面代之,將改為在下一個上午九時正至中午十二時正內任何時間在香港並無上遞任何一項警告信號生效的營業日上 午十一時四十五分至中午十二時正期同繼行認購申請登記。

第本日有年別へ、生所日政保証公本版例以外的日子本公司保留將所有或任何認識申請款報過戶的權利、推關下的付款支票或銀行本票將不會於2012年11月29日(星期四)中午十二時正前總戶。本公司不會向關下發出付款收據。公司那保留關下的申請認購款項或規款。本公司亦有權在閣下的支票銀銀行本票銀戶之前保留任何旧股股票及、或任何多銀的申請認購款項或規款。

可申請認購的香港發售股份數目及應繳款項									
申請香港發售 股份數目	申請時應繳款項 港元	申請香港發售 股份數目	申請時應繳款項 港元	申請香港發售 股份數目	申請時應繳款項 港元	申請香港發售 股份數目	申請時應繳款項 港元		
1,000	4,070.62	35,000	142,471.78	700,000	2,849,435.68	30,000,000	122,118,672.00		
2,000	8,141.24	40,000	162,824.90	800,000	3,256,497.92	40,000,000	162,824,896.00		
3,000	12,211.86	45,000	183,178.01	900,000	3,663,560.16	50,000,000	203,531,120.00		
4,000	16,282.49	50,000	203,531.13	1,000,000	4,070,622.40	60,000,000	244,237,344.00		
5,000	20,353.11	60,000	244,237.34	2,000,000	8,141,244.80	70,000,000	284,943,568.00		
6,000	24,423.74	70,000	284,943.57	3,000,000	12,211,867.20	80,000,000	325,649,792.00		
7,000	28,494.36	80,000	325,649.79	4,000,000	16,282,489.60	90,000,000	366,356,016.00		
8,000	32,564.98	90,000	366,356.02	5,000,000	20,353,112.00	100,000,000	407,062,240.00		
9,000	36,635.60	100,000	407,062.24	6,000,000	24,423,734.40	150,000,000	610,593,360.00		
10,000	40,706.23	200,000	814,124.48	7,000,000	28,494,356.80	172,455,000 ⁽¹⁾	701,999,185.99		
15,000	61,059.33	300,000	1,221,186.72	8,000,000	32,564,979.20	. , ,			
20,000	81,412.45	400,000	1,628,248.96	9,000,000	36,635,601.60				
25,000	101,765.56	500,000	2,035,311.20	10,000,000	40,706,224.00				
30,000	122.118.68	600,000	2,442,373,44	20,000,000	81.412.448.00	閣下可申請認購的香港發	售股份最高數目。		