

Hong Kong Public Offering – BLUE Form 香港公開發售 – 藍表

Please use this Application Form if you are a Qualifying Hopewell Shareholder and have difficulties applying online via www.eipo.com.hk 閣下如為合資格合和股東且透過 www.eipo.com.hk 進行網上申請時遇到困難，則請使用本申請表格

NOTE: Unless defined herein, terms used in this Application Form bear the same meanings as defined in the prospectus dated Thursday, 6 June 2013 (the Prospectus) of Hopewell Hong Kong Properties Limited (the Company) together with any supplement thereto.

Please staple your payment here 請將股款緊釘在此

This Application Form, together with a copy of each of the WHITE, YELLOW, GREEN and PINK Application Forms, the Prospectus and the other documents specified in the paragraphs headed "Documents Delivered to the Registrar of Companies" and "Documents Available for Inspection" in Appendix VII to the Prospectus, have been registered by the Registrar of Companies in Hong Kong as required by section 342C of the Companies Ordinance (Chapter 32 of the Laws of Hong Kong) (the Companies Ordinance) and the Securities and Futures Commission of Hong Kong (SFC) and the Registrar of Companies in Hong Kong take no responsibility for the contents of any of these documents.

HOPEWELL HONG KONG PROPERTIES LIMITED 合和香港房地產有限公司

(Incorporated in the Cayman Islands with limited liability)

(於開曼群島註冊成立之有限公司)

GLOBAL OFFERING

Number of Offer Shares under the Global Offering : 340,000,000 Shares (subject to the Over-allotment Option)
Number of Hong Kong Offer Shares : 51,000,000 Shares (subject to reallocation)
Number of International Offer Shares : 289,000,000 Shares (subject to reallocation and the Over-allotment Option)
Maximum Offer Price : HK\$17.80 per Offer Share plus brokerage of 1.0%, SFC transaction levy of 0.003% and Stock Exchange trading fee of 0.005% (payable in full on application in Hong Kong dollars and subject to refund)

Nominal value : HK\$0.10 per Share
Stock code : 288

全球發售
全球發售的發售股份數目 : 340,000,000 股股份 (視乎超額配股權行使與否而定)
香港發售股份數目 : 51,000,000 股股份 (可予重新分配)
國際發售股份數目 : 289,000,000 股股份 (可予重新分配及視乎超額配股權行使與否而定)
最高發售價 : 每股發售股份港幣17.80元, 另加1.0%經紀佣金, 0.003%證監會交易徵費及0.005%聯交所交易費 (須於申請時以港幣繳足, 多繳款項可予退還)

面值 : 每股股份港幣0.10元
股份代號 : 288

Application Form for Reserved Shares 預留股份申請表格

For Qualifying Hopewell Shareholders, applications will be accepted until 12:00 noon on Tuesday, 11 June 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 in English and in ink.

Mixed Media Offer: The Company will be relying on section 9A of the Companies Ordinance (Exemption of Companies and Prospectuses from Compliance with Provisions) Notice (Chapter 32 of the Laws of Hong Kong) and will be issuing the WHITE, YELLOW, BLUE and PINK Application Forms without them being accompanied by a printed Prospectus.

To: Hopewell Hong Kong Properties Limited, BOCI Asia Limited, Credit Suisse (Hong Kong) Limited, Hong Kong Underwriters

I/We: being the Qualifying Hopewell Shareholder(s) named hereon, apply for Reserved Shares, on the terms and conditions of the Prospectus and this Application Form, and subject to the Memorandum and Articles of Association of the Company;
enforce payment in full for the Reserved Shares applied for at the maximum Offer Price of HK\$17.80 per Offer Share, including a 1% brokerage fee and 0.003% SFC transaction levy and 0.005% Stock Exchange trading fee;
understand and agree to accept the Reserved Shares applied for, or any fewer number allotted to me/us on this application;

Warning: It is important that you read the terms and conditions and application procedures overleaf. Only one application may be made for the benefit of any person for Reserved Shares through the Blue Form eIPO service (www.eipo.com.hk) or on a BLUE Application Form.

混合媒體要約: 本公司將依據香港法律第32章公司條例(豁免公司及招股章程遵從條文)公告第9A條, 在並非與招股章程之印刷本一同發出的情況下, 將白、黃、藍及粉紅色申請表格, 招股章程及招股章程附錄(入選公司註冊處處長的文件及/或備查文件)兩位所列明的其他文件, 已經遵照香港法律第32章公司條例(公司條例)第342C條的規定, 送呈香港公司註冊處處長登記。

1. 香港公開發售的收款銀行以下列各分行:
(a) 中國銀行(香港)有限公司
總行地址: 香港花園道1號3樓;
皇后大道中分行, 地址為皇后大道中720-722號樓上;
觀塘分行, 地址為觀塘裕民坊20-24號;
油蔴地分行, 地址為油蔴地彌敦道471號;
好運中心分行, 地址為好運中心好運中心; 及
屯門新墟分行, 地址為屯門翠海路裕都花園商場G13-14號;

致: 合和香港地產有限公司, 中銀國際亞洲有限公司, 瑞士信貸(香港)有限公司, 香港包銷商

本人: 吾等;
為名列背頁之合資格合和股東, 按照招股章程及本申請表格所載條款及條件以及在 貴公司的組織章程大綱及細則的規限下申請預留股份;
夾附以最高發售價每股發售股份港幣17.80元計算申請認購預留股份所需的全數付款(包括1%經紀佣金、0.003%證監會交易費徵費及0.005%聯交所交易費);
承諾及同意按本人/吾等根據本申請所申請認購的預留股份, 或獲配發的任何較少數目的預留股份;

警告: 閣下必須細閱背頁的條款和條件及申請程序。閣下必須以親筆(不得以個人印章方式)簽署本申請, 否則申請會被拒絕受理。任何人士僅可為其本身預留股份或透過藍表eIPO服務(www.eipo.com.hk)或以合資格合和股東身份以粉紅色申請表格或收或獲配發或分配一次申請。

Name(s) and address of the Qualifying Hopewell Shareholder  
合資格合和股東姓名及地址

User ID  
使用者編號

Access Code  
通行編號

**Option 1 — Apply for a number of Reserved Shares that is equal to your Assured Entitlement**  
A valid application made on this Application Form for a number of Reserved Shares that is equal to a Qualifying Hopewell Shareholder's Assured Entitlement will be accepted in full, subject to the terms and conditions set out in this Application Form and the Prospectus and assuming that the conditions of the Preferential Offering are satisfied.  
You need to complete and sign this Application Form and submit one cheque (or banker's cashier order) for the exact amount of remittance printed in Box B on the right.  
**選項1 — 申請之預留股份數目等於 閣下的保證配額**  
在本申請表格及招股章程所載條款及條件規限下且假設優先發售之條件得以達成，以本申請表格認購相等於合資格合和股東保證配額數目之預留股份之有效申請將獲全數接納。  
閣下須填妥及簽署本申請表格並提交一張支票（或銀行本票）支付右方乙欄列明的應付款項。

Box A 甲欄	Number of Hopewell Shares registered in your name as at 4:30 p.m. on Wednesday, 29 May 2013 (the "Record Date"): 於二零一三年五月二十九日(星期三) (「記錄日期」)下午4時30分以 閣下名義登記之合和股份數目：	
Box B 乙欄	Number of Reserved Shares in your Assured Entitlement: 閣下所獲保證配額之預留股份數目：	Amount payable if your Assured Entitlement is taken up in full: 閣下的保證配額獲全數接納應付之款項：  HK\$ 港幣

**Option 2 — Apply for a number of Reserved Shares within your Assured Entitlement and Excess Reserved Shares**  
If an application is made on this Application Form for both Assured Entitlement and Excess Reserved Shares, the relevant Assured Entitlement will be satisfied in full, but the excess portion of such application will only be met to the extent that there are sufficient available Reserved Shares. Such application will be subject to the terms and conditions set out in this Application Form and the Prospectus and assuming that the conditions of the Preferential Offering are satisfied.  
If the Assured Entitlement portion you intend to apply for is less than your Assured Entitlement, you should either apply for a number which is one of the numbers set out in the table below, otherwise you must calculate the correct amount of remittance payable on application for the number of Reserved Shares applied for by using the special formula set out below.  
The number of Excess Reserved Shares that you intend to apply for should be one of the numbers set out in the table below. If the number of Excess Reserved Shares applied for is not one of the numbers set out in the payment table below, the excess application will be rejected if the amount on the cheque/banker's cashier order does not match with the amount payable calculated by using the special formula set out in this Application Form.  
You should (i) write the number of Assured Entitlement applied for and the amount payable (the table below) in Box C; (ii) the Excess Reserved Shares applied for and the amount payable (the table below) in Box D; (iii) add the Assured Entitlement and the Excess Reserved Shares, together with the corresponding total amount payable (sum of the amount you put in Box C and Box D) and the total in Box E; and (iv) submit the total application monies in one cheque (or banker's cashier order).  
**選項2 — 申請不超過保證配額的預留股份數目及超額預留股份**  
倘以本申請表格申請保證配額及超額預留股份，相關保證配額將獲悉數配發，但有關申請的超額部分則只有在有足夠的可用預留股份的情況下下方獲接納。有關申請將受到本申請表格及招股章程所載條款及條件的規限且假設優先發售的條件得以達成。  
倘 閣下擬申請的保證配額部份少於 閣下的保證配額， 閣下應申請下表中載列的其中一個數目，否則 閣下必須按照下方所載之特別公式計算申請有關預留股份數目之正確應繳金額。  
閣下擬申請之超額預留股份數目應為下表所列的其中一個數目，如申請的超額預留股份數目並非下應付款項一覽表所列的其中一個數目，而支票／銀行本票上的金額與利用本申請表格所載的特定公式計算的應付金額不符，則超額申請會被拒絕受理。  
閣下須(i)將申請保證配額的數目及應付款項(應從下表中選擇)填於丙欄；(ii)將申請超額預留股份的數目及應付款項(應從下表中選擇)填於丁欄；(iii)自行相加保證配額及超額預留股份數目，並同相應的應付款項總額( 閣下於丙欄和丁欄所填的金額之和)填於戊欄；及(iv)提交一張支票(或銀行本票)支付申請應付總額。

Box C 丙欄	Number of Assured Entitlement applied for (not to exceed the number in Box B): 申請保證配額之數目(不得超過乙欄數目)：	Amount payable for Assured Entitlement: 保證配額之應付款項：
Box D 丁欄	Number of Reserved Shares in excess of your Assured Entitlement applied for ("Excess Reserved Shares"): 申請超過保證配額之預留股份數目 (「超額預留股份」)：	Amount payable for Excess Reserved Shares: 超額預留股份之應付款項：
Box E 戊欄	Total number of Reserved Shares applied for (Box C + Box D): 預留股份的申請總數(丙欄+丁欄)：	Amount payable for total number of Reserved Share (amount payable in Box C + amount payable in Box D): 預留股份總數之應付總額(丙欄應付款項+丁欄應付款項)：

**NUMBER OF RESERVED SHARES THAT MAY BE APPLIED FOR AND PAYMENTS**  
可供申請認購的預留股份數目及款項

No. of Reserved Shares applied for 申請認購的預留股份數目	Amount payable on application 申請時應繳款項 HK\$ 港幣	No. of Reserved Shares applied for 申請認購的預留股份數目	Amount payable on application 申請時應繳款項 HK\$ 港幣	No. of Reserved Shares applied for 申請認購的預留股份數目	Amount payable on application 申請時應繳款項 HK\$ 港幣	No. of Reserved Shares applied for 申請認購的預留股份數目	Amount payable on application 申請時應繳款項 HK\$ 港幣
200	3,595.89	7,000	125,855.97	300,000	5,393,827.20	8,000,000	143,835,392.00
400	7,191.77	8,000	143,835.39	400,000	7,191,769.60	9,000,000	161,814,816.00
600	10,787.65	9,000	161,814.82	500,000	8,989,712.00	10,000,000	179,794,240.00
800	14,383.54	10,000	179,794.24	600,000	10,787,654.40	20,000,000	359,588,480.00
1,000	17,979.42	20,000	359,588.48	700,000	12,585,596.80	30,000,000	539,382,720.00
1,200	21,575.31	30,000	539,382.72	800,000	14,383,539.20	35,006,100	629,389,514.49
1,400	25,171.20	40,000	719,176.96	900,000	16,181,481.60		
1,600	28,767.07	50,000	898,971.20	1,000,000	17,979,424.00		
1,800	32,362.96	60,000	1,078,765.44	2,000,000	35,958,848.00		
2,000	35,958.85	70,000	1,258,559.68	3,000,000	53,938,272.00		
3,000	53,938.27	80,000	1,438,353.92	4,000,000	71,917,696.00		
4,000	71,917.70	90,000	1,618,148.16	5,000,000	89,897,120.00		
5,000	89,897.12	100,000	1,797,942.40	6,000,000	107,876,544.00		
6,000	107,876.54	200,000	3,595,884.80	7,000,000	125,855,968.00		

To the extent that excess applications for the Reserved Shares are:  
(i) less than the Reserved Shares not taken up by the Qualifying Hopewell Shareholders' Assured Entitlement (the "Available Reserved Shares"), the Available Reserved Shares will first be allocated to satisfy such excess applications for the Reserved Shares in full and thereafter will be allocated, at the discretion of the Joint Global Coordinators, to the International Offering;  
(ii) equal to the Available Reserved Shares, the Available Reserved Shares will be allocated to satisfy such excess applications for the Reserved Shares in full; or  
(iii) more than the Available Reserved Shares, the Available Reserved Shares will be allocated with an allocation basis which will be consistent with the allocation basis commonly used in the case of over-subscriptions in public offerings in Hong Kong, where a higher allocation percentage will be applied in respect of smaller applications. If there is an odd lot number of Shares left after satisfying the excess applications, such number of odd lot shares will be re-allocated, at the discretion of the Joint Global Coordinators, to the International Offering.  
Save for the above, the Preferential Offering will not be subject to the clawback arrangement between the International Offering and the Hong Kong Public Offering.

倘預留股份的超額申請：  
(i) 少於未獲合資格合和股東接納之保證配額預留股份(「可用預留股份」)，則可用預留股份將首先悉數分配以滿足該等預留股份的超額申請，其後，則由聯席全球協調人酌情分配予國際發售；  
(ii) 與可用預留股份相同，則可用預留股份將悉數分配以滿足該等預留股份的超額申請；或  
(iii) 多於可用預留股份，則可用預留股份將按與香港公開發售超額認購情況下常用的分配基準一致的分配基準分配，當中認購較少的申請將獲較高的分配百分比。倘滿足超額申請後餘下股份的零碎數目，該零碎股份數目將由聯席全球協調人酌情向國際發售作出重新分配。  
除上文所述者外，優先發售將不受國際發售與香港公開發售間的回補安排所限。

Please REMEMBER to complete the form and sign on the next page before you submit this Application Form.  
遞交本申請表格前，請謹記填妥表格及於下一頁簽署。

Name(s) and address of the Qualifying Hopewell Shareholder  
合資格合和股東姓名及地址

User ID  
使用者編號

Access Code  
通行編號

**Option 3 — Apply only for Excess Reserved Shares**

If an application is made on this Application Form for Excess Reserved Shares only, such application will only be met to the extent that there are sufficient available Reserved Shares. Such application will be subject to the terms and conditions set out in this Application Form and the Prospectus and assuming that the conditions of the Preferential Offering are satisfied. The number of Excess Reserved Shares that you intend to apply for should be one of the numbers set out in the table on the left. If the number of Excess Reserved Shares applied for is not one of the numbers set out in the payment table on the left, the excess application will be rejected if the amount on the cheque/banker's cashier order does not match with the amount payable calculated by using the special formula set out below.

**選項3 — 只申請超額預留股份**

倘以本申請表格只申請超額預留股份，有關申請則只有在有足夠的可用預留股份的情況下方獲接納。有關申請將受到本申請表格及招股章程所載條款及條件的規限且假設優先發售的條件得以達成。閣下擬申請之超額預留股份數目應為左表所列的其中一個數目。如申請的超額預留股份數目並非左表的其中一個數目，而支票／銀行本票上的金額與利用下方所載之特定公式計算的應付金額不符，則超額申請會遭拒絕受理。

Box F  
己欄

Number of Excess Reserved Shares applied for: 申請的超額預留股份數目：	Amount payable for Excess Reserved Shares: 超額預留股份之應付款項：
	HKS 港幣

**Option 4 — Apply for a number of Reserved Shares that is less than your Assured Entitlement**

A valid application made on this Application Form for a number of Reserved Shares that is less than a Qualifying Hopewell Shareholder's Assured Entitlement will be accepted in full, subject to the terms and conditions set out in this Application Form and the Prospectus and assuming that the conditions of the Preferential Offering are satisfied.

If your application is made for a number of Reserved Shares that is less than your Assured Entitlement as a Qualifying Hopewell Shareholder, you should either apply for a number which is one of the numbers set out in the table on the left, otherwise you must calculate the correct amount of remittance payable on application for the number of Reserved Shares applied for by using the special formula set out below.

**選項4 — 申請之預留股份數目少於閣下的保證配額**

在本申請表格及招股章程所載條款及條件規限下且假設優先發售之條件得以達成，以本申請表格認購少於合資格合和股東保證配額數目之預留股份之有效申請將獲全數接納。

倘閣下申請之預留股份數目少於閣下作為合資格合和股東獲得的保證配額，閣下應申請左表中載列的其中一個數目，否則閣下必須按照下方所載之特別公式計算申請有關預留股份數目之正確應繳金額。

Box G  
庚欄

Number of Reserved Shares less than your Assured Entitlement applied for: 申請少於保證配額之預留股份數目：	Amount payable for less than your Assured Entitlement: 少於保證配額之應付款項：
	HKS 港幣

Formula for calculating total amount of remittance payable:

A = No. of Reserved Shares applied for × HK\$17.80

B = A × 0.01 (round to the nearest cent)

C = A × 0.00005 (round to the nearest cent)

D = A × 0.00003 (round to the nearest cent)

Total Amount Payable = A+B+C+D

計算應繳總額的公式：

A = 申請預留股份數目 × 港幣17.80元

B = A × 0.01 (四捨五入至仙位)

C = A × 0.00005 (四捨五入至仙位)

D = A × 0.00003 (四捨五入至仙位)

應繳款項總額 = A+B+C+D

If you apply for 200 Reserved Shares:

A = 200 × HK\$17.80 = HK\$3,560.0

B = A × 0.01 (round to the nearest cent) = HK\$35.60

C = A × 0.00005 (round to the nearest cent) = HK\$0.18

D = A × 0.00003 (round to the nearest cent) = HK\$0.11

Total Amount Payable = HK\$3,595.89

如閣下申請200股預留股份：

A = 200 × 港幣17.80元 = 港幣3,560.0元

B = A × 0.01 (四捨五入至仙位) = 港幣35.60元

C = A × 0.00005 (四捨五入至仙位) = 港幣0.18元

D = A × 0.00003 (四捨五入至仙位) = 港幣0.11元

應繳款項總額 = 港幣3,595.89元

**YOU CAN APPLY RESERVED SHARES BY CHOOSING ONE OF THE FOUR OPTIONS ABOVE**

閣下可選擇使用上方四個選項中其中一個申請預留股份

Cheque or banker's cashier order should be crossed "Account Payee Only" and made payable to "Bank of China (Hong Kong) Nominees Limited — Hopewell Preferential Offer".

支票或銀行本票須以「只准存入抬頭人賬戶」方式劃線開出，並須註明抬頭人為「中國銀行(香港)代理人有限公司—合和優先發售」。

Applicants who have applied for 1,000,000 Reserved Shares or more and wish to collect their Share certificates and/or refund cheques (where relevant) in person from Computershare Hong Kong Investor Services Limited at Shops 1712-1716, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wan Chai, Hong Kong from 9:00 a.m. to 1:00 p.m. on Tuesday, 18 June 2013 or such other dates as notified by the Company in the newspapers as the dates of despatch/collection of Share certificate(s) or Refund Payment instructions/refund cheque(s), should mark "✓" in the box on the left.

如申請人申請1,000,000股或以上預留股份，及欲於二零一三年六月十八日(星期二)或本公司在報章上公佈發送／領取股票／電子退款指示／退款支票之其他日期上午9時正至下午1時正，親臨香港中央證券登記有限公司(地址為香港灣仔皇后大道東183號合和中心17樓1712-1716室)領取股票及／或退款支票(如相關)，應在左欄方格劃上「✓」號。

Cheque/Banker's cashier order number\*

支票／銀行本票號碼\*

Name of bank on which cheque/

banker's cashier order is drawn\*

支票／銀行本票之付款銀行名稱\*

Contact telephone no.

聯絡電話號碼

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):

You (or, if you are joint applicants, the first-named applicant) must provide your Hong Kong identity card number/passport number/Hong Kong business registration certificate number (Please delete as appropriate)

閣下或(倘閣下為聯名申請人)排名首位申請人必須提供香港身份證號碼／護照號碼／香港商業登記證號碼(請刪除不適用者)

Date: 日期: ..... / ..... / .....

D日

M月

Y年



## HOPEWELL HONG KONG PROPERTIES LIMITED

### 合和香港房地產有限公司

(Incorporated in the Cayman Islands with limited liability)

#### GLOBAL OFFERING

#### Conditions of your application

Unless otherwise stated, terms used in these conditions have the same meanings ascribed thereto in the Prospectus.

#### A. Who can apply

- You, the applicant(s), and any person(s) for whose benefit you are applying, must be Qualifying Hopewell Shareholder(s).
- If you are a **firm**, the application must be in the names of the individual members, not in the name of the firm.
- If you are a **body corporate**, the application must be stamped with the company chop (bearing the company name) and signed by a duly authorised officer, who must state his or her representative capacity.
- Save under the circumstances permitted by the Listing Rules, you cannot apply for any Reserved Shares using this BLUE Application Form if you or any person(s) for whose benefit you are applying are:
  - an existing beneficial owner of Shares or shares in any of the Company's subsidiaries or the existing beneficial owner of Shares;
  - an associate (as defined in the Listing Rules) of any of the above;
  - a connected person (as defined in the Listing Rules) of the Company or a person who will become a connected person of the Company immediately upon completion of the Global Offering (except Directors and/or their associates who are Qualifying Hopewell Shareholders);
  - a legal or natural person of the PRC (except qualified domestic institutional investors); or
  - within the United States (within the meaning of Regulation S under the U.S. Securities Act).
- The number of joint applicants may not exceed four.

#### B. Allocation of Reserved Shares

A valid application for a number of Reserved Shares that is less than or equal to your Assured Entitlement will be accepted in full, subject to the terms and conditions set out in this Application Form and assuming that the conditions of the Preferential Offering are satisfied. If an application is made for a number of Reserved Shares that is greater or less than your Assured Entitlement, you should apply for a number in one of the numbers set out in the table of numbers and payments in this Application Form, otherwise you must calculate the correct amount of remittance payable on application for the number of Reserved Shares applied for by using the special formula set out in this Application Form. If an application is made for a number of Reserved Shares that is greater than your Assured Entitlement, the relevant Assured Entitlement will be satisfied in full, but the excess portion of such application will only be met to the extent that there are sufficient Available Reserved Shares. To the extent that excess applications for the Reserved Shares are:

- less than the Available Reserved Shares, the Available Reserved Shares will first be allocated to satisfy such excess applications for the Reserved Shares in full and thereafter will be allocated, at the discretion of the Joint Global Coordinators, to the International Offering;
- equal to the Available Reserved Shares, the Available Reserved Shares will be allocated to satisfy such excess applications for the Reserved Shares in full; or
- more than the Available Reserved Shares, the Available Reserved Shares will be allocated on a fair and reasonable basis, which is consistent with the allocation basis commonly used for over-subscriptions in public offerings in Hong Kong, where a higher allocation percentage will be applied in respect of smaller applications of excess Reserved Shares. If there is an odd lot number of Shares left after satisfying the excess applications, such number of odd lot Shares will be re-allocated, at the discretion of the Joint Global Coordinators, to the International Offering.

Save for the above, the Preferential Offering will not be subject to the clawback arrangement between the International Offering and the Hong Kong Public Offering. If no number is inserted in Box C, Box D, Box E, Box F or Box G overleaf, you will be deemed to have applied for such number of Reserved Shares shown in Box B. Any application not accompanied by the correct amount of application monies will be treated as invalid in its entirety and no Reserved Shares will be allotted to such applicant (except when the number of Shares applied is more than the Assured Entitlement and the amount of application money accompanied is not less than the amount payable shown in Box B of the Assured Entitlement will be accepted in full).

In addition to any application for Reserved Shares made either through the **Blue Form eIPO** service ([www.eipo.com.hk](http://www.eipo.com.hk)) or on a **BLUE** Application Form, Qualifying Hopewell Shareholders will be entitled to make one application for Hong Kong Offer Shares on **WHITE** or **YELLOW** Application Form or by giving **electronic application instructions** to HKSCC via CCASS or by applying through the **WHITE Form eIPO** service. Qualifying Hopewell Shareholders with no preference as to entitlement or allocation in respect of applications for Hong Kong Offer Shares made on **WHITE** or **YELLOW** Application Forms or by giving **electronic application instructions** to HKSCC or by applying through the **WHITE Form eIPO** service under the Hong Kong Public Offering. Qualifying Hopewell Shareholders who are also Eligible Employees may also apply for Employee Reserved Shares under the Employee Preferential Offering either through the **Pink Form eIPO** service ([www.eipo.com.hk](http://www.eipo.com.hk)) or on **PINK** Application Forms.

Qualifying Hopewell Shareholders are entitled to apply on the basis of an Assured Entitlement of one Reserved Share for every integral multiple of 25 Hopewell Shares held by each Qualifying Hopewell Shareholder as at 4:30 p.m. on the Record Date. Any Qualifying Hopewell Shareholder holding less than 25 Hopewell Shares as at 4:30 p.m. on the Record Date will not be entitled to apply for the Reserved Shares.

#### C. Supplemental information

If any supplement to the Prospectus is issued, applicant(s) who have already submitted an application may or may not (depending on the information contained in the supplement) be notified that they are required to confirm their applications. If applicant(s) have been so notified but have not confirmed their applications in accordance with the procedure to be notified, all unconfirmed applications will not be valid. Subject to the above, an application once made is irrevocable and applicants shall be deemed to have applied on the basis of the Prospectus as supplemented.

#### D. Effect of completing and submitting this Application Form

- By completing and submitting this Application Form, you (and if you are joint applicants, each of you jointly and severally) for yourself or as agent or nominee and on behalf of each person for whom you act as agent or nominee:
- instruct and authorise** the Company, the Joint Sponsors, the Joint Global Coordinators and/or the Joint Bookrunners, (or their respective agents or nominees), to execute any transfer forms, contract notes or other documents on your behalf and to do on your behalf all other things necessary to effect the registration of any Reserved Shares allocated to you in your name(s), as required by the Articles of Association and otherwise to give effect to the arrangements described in the Prospectus and this Application Form;
  - undertake** to sign all documents and to do all things necessary to enable you to be registered as the holder of the Reserved Shares allocated to you, and as required by the Articles of Association;
  - represent, warrant and undertake** that you understand that the Reserved Shares have not been and will not be registered under the U.S. Securities Act and you and any person for whose account or benefit you are acquiring the Reserved Shares are outside the United States (as defined in Regulation S under the U.S. Securities Act) or a person described in paragraph h(3) of Rule 902 of Regulation S under the U.S. Securities Act;
  - confirm** that you have received a copy of the Prospectus and have only relied on the information and representations contained in the Prospectus in making this application, and will not rely on any other information or representation save as set out in any supplement to the Prospectus;
  - agree** (without prejudice to any other rights which you may have) that once this application has been accepted, you may not rescind it due to an innocent misrepresentation;
  - (if the application is made by an agent on your behalf) **warrant** that you have validly and irrevocably conferred on your agent all necessary power and authority to make this application;
  - (if you are an agent for another person) **warrant** that reasonable enquiries have been made of the beneficial owner that this application is the only application which will be made for the benefit of that other person on a **BLUE** Application Form and that you are duly authorised to sign this Application Form as that other person's agent;
  - agree** that once your application is accepted, your application will be evidenced by the results of the Preferential Offering made available by the Company;
  - undertake and confirm** that you have only applied for, taken up or indicated an interest in, or received or been placed or allocated (including conditionally and/or provisionally) and will only apply for or take up or indicate any interest in either, but not both of, the Hong Kong Offer Shares in the Hong Kong Offering (except in respect of Employee Reserved Shares applied for under the Employee Preferential Offering) or the International Offer Shares in the International Offering (except in respect of Reserved Shares applied for under the Preferential Offering);
  - warrant** the truth and accuracy of the information contained in this application;
  - warrant** that, in making an application, you or any person(s) on whose behalf you may be acting is/are Qualifying Hopewell Shareholder(s);
  - (with the exception of Directors and/or their associates who are Qualifying Hopewell Shareholders) **represent, warrant and undertake** that in making this application, you and/or, with the exception of HKSCC Nominees, any person(s) for whose behalf you may be acting are not connected person(s) or person(s) who will become connected person(s) of the Company immediately upon completion of the Global Offering, the subscription for Reserved Shares by you and/or, with the exception of HKSCC Nominees, any person(s) on whose behalf you may be acting is not financed directly or indirectly by a connected person of the Company, and you and/or, with the exception of HKSCC Nominees, any person(s) on whose behalf you may be acting is not taking instructions from a connected person of the Company in making this subscription for Reserved Shares;

- agree** that your application, any acceptance of it and the resulting contract will be governed by and construed in accordance with the laws of Hong Kong;
- undertake and agree** to accept the Reserved Shares applied for, or any lesser number allocated to you under the application;
- authorise** the Company to place your name(s) on the Hong Kong Share Register as the holder(s) of any Reserved Shares allocated to you, and despatch any Share certificate(s) (where applicable) and/or any refund cheque(s) (where applicable) to you or (in case of joint applicants) the first-named applicant in this Application Form by ordinary post at your own risk to the address stated on this Application Form (except if you have applied for 1,000,000 Reserved Shares or more and have indicated in your Application Form your wish to collect your refund cheque and Share certificates (where applicable) in person);
- agree** that the processing of your application, may be done by any of the receiving bankers and is not restricted to the bank at which your Application Form is lodged;
- confirm** that you are aware of the restrictions on the Preferential Offering of the Reserved Shares described in the Prospectus;
- understand** that these declarations and representations will be relied upon by the Company, the Joint Global Coordinators, the Joint Bookrunners, and the Joint Sponsors in deciding whether or not to allocate any Reserved Shares in response to your application;
- if the laws of any place outside Hong Kong are applicable to your application, you **agree and warrant** that you have complied with all such laws and none of the Company, the Joint Global Coordinators, the Joint Bookrunners, the Joint Sponsors and the Underwriters, nor any of their respective officers or advisers, will infringe any laws outside Hong Kong as a result of the acceptance of your offer to purchase any Reserved Shares, or any actions arising from your rights and obligations under the terms and conditions contained in the Prospectus;
- agree** with the Company and each Shareholder of the Company, and the Company agrees with each of the Company's shareholders, to observe and comply with the Cayman Companies Law, the Companies Ordinance and the Articles of Association;
- agree** with the Company and each Shareholder that the Shares are freely transferable by the holder thereof;
- agree** that the Company, the Joint Global Coordinators, the Joint Bookrunners, the Joint Sponsors and the Underwriters, any of their respective directors, officers, employees, agents or advisers and any other parties involved in the Global Offering are liable only for the information and representations contained in the Prospectus and any supplement to the Prospectus (and only then to the extent such liability is held to exist by a court with competent jurisdiction); and
- agree** to disclose to the Company, Hong Kong Share Registrar, the receiving bankers, the Joint Global Coordinators, the Joint Bookrunners, the Joint Sponsors, and their respective advisers and agents, any personal data and any other information about you or, with the exception of HKSCC Nominees, the person(s) for whose benefit you have made the application which they require.

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

The Company, the Joint Global Coordinators, the Joint Bookrunners, the Joint Sponsors, the Underwriters, their respective directors and any other parties involved in the Global Offering, are entitled to rely on any warranty and representation or declaration made by you in this application.

In the event of the application being made by joint applicants, all the warranties, representations, declarations and obligations expressed to be made, given or assumed by or imposed on the joint applicants shall be deemed to have been made, given and assumed by and imposed on the applicants jointly and severally. You may be prosecuted if you make a false declaration.

#### E. Power of attorney

If your application is made by a person duly authorised under a valid power of attorney, the Company and the Joint Global Coordinators, as the Company's agent, may accept it at their discretion and subject to any conditions they think fit, including production of evidence of the authority of your attorney.

#### F. Determination of Offer Price

The Offer Price is expected to be fixed by agreement between the Joint Global Coordinators (jointly on behalf of the Underwriters), the Company and Hopewell Holdings Limited on the Price Determination Date. The Price Determination Date is expected to be on or around Wednesday, 12 June 2013 and, in any event, not later than Tuesday, 18 June 2013. The Offer Price will be not more than HK\$17.80 per Share and is expected to be not less than HK\$15.30 per Share. Applicants for Reserved Shares are required to pay, on application, the maximum Offer Price of HK\$17.80 for each Offer Share together with a brokerage of 1%, a SFC transaction levy of 0.003% and a Stock Exchange trading fee of 0.005%, subject to refund if the Offer Price should be lower than HK\$17.80. The Joint Global Coordinators (jointly on behalf of the Underwriters) may, with the consent of the Company, reduce the number of Offer Shares and/or the indicative Offer Price range below that stated in the Prospectus (which is HK\$15.30 to HK\$17.80) at any time prior to the morning of the last day for lodging applications under the Preferential Offering. In such a case, an announcement of the reduction in the number of Offer Shares and/or the indicative Offer Price range will be published in South China Morning Post (in English) and Hong Kong Economic Times (in Chinese) not later than the morning of the day which is the last day for lodging applications under the Hong Kong Public Offering. Such announcement will also be available at the websites of the Stock Exchange at [www.hkexnews.hk](http://www.hkexnews.hk) and the Company at [www.hopewellhkproperties.com](http://www.hopewellhkproperties.com). If, for whatever reason, the Joint Global Coordinators (jointly on behalf of the Underwriters) and the Company are not able to agree on the Offer Price on or before Tuesday, 18 June 2013 the Global Offering (including the Hong Kong Public Offering) will not proceed and will lapse.

#### Allotment of Reserved Shares

Subject to the terms and conditions as set out herein and in the Prospectus, the Hong Kong Offer Shares will be allotted after the application lists close.

The Offer Price is expected to be announced on Tuesday, 18 June 2013 and the level of applications in the Hong Kong Public Offering and the Preferential Offering, the level of indications of interest in the International Offering and the basis of allocations of the Reserved Shares are also expected to be announced on Tuesday, 18 June 2013 in both cases in South China Morning Post (in English) and the Hong Kong Economic Times (in Chinese) and the websites of the Stock Exchange at [www.hkexnews.hk](http://www.hkexnews.hk) and the Company at [www.hopewellhkproperties.com](http://www.hopewellhkproperties.com). Results of allocations of the Preferential Offering, and the Hong Kong identity card/passport/Hong Kong business registration numbers of successful applicants (where appropriate) will be made available through various channels as described in the section headed "How to apply for Hong Kong Offer Shares, Reserved Shares and Employee Reserved Shares — Publication of Results" in the Prospectus on Tuesday, 18 June 2013.

#### If your application for Reserved Shares is successful (in whole or in part)

If you apply for 1,000,000 Reserved Shares or more and have indicated your intention on this Application Form to collect your Share certificate(s) and/or refund cheque(s) (where applicable) in person, you may collect the Share certificate(s) and/or refund cheque(s) from the Hong Kong Share Registrar, Computershare Hong Kong Investor Services Limited at Shops 1712-1716, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wan Chai, Hong Kong, from 9:00 a.m. to 1:00 p.m. on Tuesday, 18 June 2013 or such other place or date as notified by the Company in the newspapers as the place or date of despatch/collection of Share certificate(s)-Refund payment instructions/refund cheques. If you are an individual who opts for personal collection, you must not authorise any other person to make collection on your behalf. If you are a corporate applicant which opts for personal collection, your authorised representative must attend bearing a letter of authorisation from your corporation stamped with your corporation's chop. Both individuals and authorised representatives (if applicable) must produce, at the time of collection, evidence of identity acceptable to the Hong Kong Share Registrar. If you do not collect your Share certificate(s) and refund cheque(s) (where relevant) in person within the time specified for collection, it will be sent to the address as specified in this Application Form thereafter by ordinary post and at your own risk. If you apply for less than 1,000,000 Reserved Shares or if you apply for 1,000,000 or more Reserved Shares but have not indicated in this Application Form that you wish to collect your Share certificate(s) and/or refund cheque(s) (where applicable) in person, your Share certificate(s) and/or refund cheque(s) (where applicable) will be sent to the address as specified in this Application Form on Tuesday, 18 June 2013 by ordinary post and at your own risk. The Company will not issue temporary documents of title. Share certificates will only become valid at 8:00 a.m. on Wednesday, 19 June 2013 provided that the Global Offering has become unconditional in all respects and the right of termination under the Underwriting Agreements and described in the section headed "Underwriting — Underwriting Arrangements and Expenses — Hong Kong Public Offering — Grounds for Termination" in the Prospectus has not been exercised. No receipt will be issued for application monies paid. In the event that the Offer Price is less than the price per Reserved Share paid by you, the surplus application money (including the brokerage fee, the SFC transaction levy and the Stock Exchange trading fee attributable to such surplus) will be refunded to you without interest. Investors who trade Shares prior to the receipt of Share certificates or prior to the Share certificates becoming valid do so entirely at their own risk.

Please use this Application Form if you are a Qualifying Hopewell Shareholder and have difficulties applying online via [www.eipo.com.hk](http://www.eipo.com.hk)  
閣下如為合資格合和股東且透過 [www.eipo.com.hk](http://www.eipo.com.hk) 進行網上申請時遇到困難，則請使用本申請表格

**Circumstances in which you will not be allotted Reserved Shares**

You may not be allocated Reserved Shares for any of the following reasons:

- If your application is revoked:**
  - By completing and submitting an Application Form, you agree that your application cannot be revoked on or before the expiration of the fifth day after the time of the opening of the application lists under Section 40 of the Companies Ordinance (excluding for this purpose any day which is not a business day), unless a person responsible for the Prospectus gives a public notice under that section which excludes or limits the responsibility of that person for the Prospectus. This agreement will take effect as a collateral contract with the Company, and will become binding when you lodge this Application Form. This agreement will be in consideration of the Company agreeing that they will not offer any Reserved Shares to any person on or before Wednesday, 19 June 2013, except by means of one of the procedures referred to in the Prospectus.
  - If your application has been accepted, it cannot be revoked. For this purpose, acceptance of applications which are not rejected will be constituted by notification in the press of the results of allocation, and where such basis of allocation is subject to certain conditions or provides for allocation by ballot, such acceptance will be subject to the satisfaction of such conditions or results of the ballot, respectively.
- Full discretion of the Company, the Joint Sponsors, and their respective agents or nominees, to reject or accept your application:**
  - The Company and the Joint Global Coordinators or its or their respective agents or nominees, have full discretion to reject or accept any application, or to accept only part of any application. No reasons have to be given for any rejection or acceptance.
- If the allotment of Reserved Shares is void:**
  - The allotment of Reserved Shares to you will be void if the Listing Committee does not grant permission to list the Shares either:
    - within three weeks from the closing of the application lists; or
    - within a longer period of up to six weeks if the Listing Committee of the Stock Exchange notifies the Company of that longer period within three weeks of the closing date of the application lists.
- You will not receive any allotment if:**
  - you apply for, have taken up, or indicated an interest or applied for or received or have been or will be placed or allocated (including conditionally and/or provisionally) both Hong Kong Offer Shares (other than an application (if any) made on a PINK Application Form or through the Pink Form eIPO service ([www.eipo.com.hk](http://www.eipo.com.hk)) in the capacity of an eligible Employee) and International Offer Shares (other than an application (if any) on a BLUE Application Form or through the Blue Form eIPO service ([www.eipo.com.hk](http://www.eipo.com.hk)) in your capacity as a Qualifying Hopewell Shareholder). Reasonable steps will be taken to identify and reject applications in the Hong Kong Public Offering (except in respect of Employee Reserved Shares applied for under the Employee Preferential Offering) from investors who have received International Offer Shares in the International Offering (except in respect of Reserved Shares applied for under the Preferential Offering), and to identify and reject indications of interest in the International Offering (except in respect of Reserved Shares applied for under the Preferential Offering) from investors who have received Hong Kong Offer Shares in the Hong Kong Public Offering (except in respect of Employee Reserved Shares applied for under the Employee Preferential Offering);
  - your payment is not made correctly or your payment by cheque or banker's cashier order and the cheque or banker's cashier order is dishonoured on its first presentation; or
  - your Application Form is not completed in accordance with the instructions as stated in the Application Form; or
  - the Company believe that by accepting your application, the Company would violate the applicable securities or other laws, rules or regulations of the jurisdiction in which your application is received or your address is located;
  - the Underwriting Agreements do not become unconditional; or
  - the Hong Kong Underwriting Agreement and/or the International Underwriting Agreement are/its terminated in accordance with their respective terms.

**Refund of your money**

If you do not receive any Reserved Shares for any of, but not limited to, the above reasons, the Company will refund your application monies, including the brokerage fee of 1%, the SFC transaction levy of 0.003% and the Stock Exchange trading fee of 0.005%. 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 brokerage fee of 1%, the SFC transaction levy of 0.003% and the Stock Exchange trading fee of 0.005%) without interest. If the Offer Price as finally determined is less than the initial price of HK\$17.80 per Share (excluding brokerage, SFC transaction levy and Stock Exchange trading fee thereon) paid on application, the Company will refund to you the surplus application monies, together with the related brokerage fee of 1%, SFC transaction levy of 0.003% and Stock Exchange trading fee of 0.005%, without interest. All such interest accrued on such monies prior to the date of refund will be retained for the Company's benefit. Refund of your application monies (if any) will be made on Tuesday, 18 June 2013 in accordance with the various arrangements as described in the Prospectus. Refund cheques will be crossed "Account Payee Only" made out to you. Part of your Hong Kong Identity Card number or passport number provided by you may be printed on your refund cheque, if any. Such data would also be transferred to a third party for refund purposes. Your banker may require verification of your Hong Kong Identity Card number or passport number before encashment of your refund cheque. Inaccurate completion of your Hong Kong Identity Card number or passport number may lead to delay in encashment of or may invalidate your refund cheque. It is intended that special efforts will be made to avoid any undue delay in refunding application monies where appropriate. If you apply for 1,000,000 Reserved Shares or more and have indicated your intention in your Application Form to collect your refund cheque(s) (where applicable) from Computershare Hong Kong Investor Services Limited and have provided all information required by your Application Form, you may collect your refund cheque(s) from Computershare Hong Kong Investor Services Limited at Shops 1712-1716, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wan Chai, Hong Kong, from 9:00 a.m. to 1:00 p.m. on Tuesday, 18 June 2013 or such other place or date as notified by the Company in the newspapers as the place or date of despatch of refund cheques. If you are an individual who opts for personal collection, you must not authorise any other person to make collection on your behalf. If you are a corporate applicant which opts for personal collection, your authorised

representative must attend bearing a letter of authorisation from your corporation stamped with your corporation's chop. Both individuals and authorized representatives of corporations (if applicable) must produce, at the time of collection, evidence of identity acceptable to the Hong Kong Share Registrar. If you do not collect your refund cheque personally within the time specified for their collection, they will be sent to the address as specified in your Application Form promptly thereafter by post and at your own risk. If you apply for less than 1,000,000 Reserved Shares or if you apply for 1,000,000 Reserved Shares or more but have not indicated on your Application Form that you will collect your refund cheque(s) in person, your refund cheque(s) will be sent to the address as specified on your Application Form on Tuesday, 18 June 2013 by ordinary post and at your own risk.

**Personal Data and Personal information collection statement**

The main provisions of the Personal Data (Privacy) Ordinance (Chapter 486 of the Laws of Hong Kong) (the *Ordinance*) came into effect in Hong Kong on December 20, 1996. This Personal Information Collection Statement informs the applicant for and holder of the Shares of the policies and practices of the Company and its Hong Kong Share Registrar 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 its Hong Kong Share Registrar when applying for securities or transferring securities into or out of their names or in procuring the services of the Hong Kong Share Registrar.
  - Failure to supply the requested data may result in your application for securities being rejected or in delay or inability of the Company or its Hong Kong Share Registrar to effect transfers or otherwise render their services. It may also prevent or delay registration or transfer of the Hong Kong Offer Shares which you have successfully applied for and/or the despatch of Share certificate(s), and/or the despatch of refund cheque(s) to which you are entitled.
  - It is important that holders of securities inform the Company and the Hong Kong Share Registrar immediately of any inaccuracies in the personal data supplied.
- 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 the Hong Kong Offer Shares;
    - enabling compliance with all applicable laws and regulations in Hong Kong and elsewhere;
    - registering new issues or transfers into or out of the name of holders of securities including, where applicable, in the name of HKSCC Nominees;
    - maintaining or updating the registers of holders of securities of the Company;
    - conducting or assisting in the conduct of signature verifications, any other verification or exchange of information;
    - establishing benefit entitlements of holders of securities of the Company, such as dividends, rights issues and bonus issues, etc.;
    - distributing communications from the Company and its subsidiaries;
    - compiling statistical information and shareholder profiles;
    - making disclosures as required by laws, rules or regulations (whether statutory or otherwise) in Hong Kong or elsewhere;
    - 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 its Hong Kong Share Registrar to discharge their obligations to holders of securities and/or regulators and/or other purpose to which the holders of securities may from time to time agree.
- Transfer of personal data**
  - Personal data held by the Company and its Hong Kong Share Registrar relating to the applicants and the holders of securities will be kept confidential by the Company and its Hong Kong Share Registrar, to the extent necessary for achieving the above purposes or any of them, may make such enquiries as they consider necessary to confirm the accuracy of the personal data and in particular, they may disclose, obtain, transfer (whether within or outside Hong Kong) the personal data of the applicants and the holders of securities to, from or with any and all of the following persons and entities:
    - the Company or its respective appointed agents such as financial advisors and receiving bankers;
    - HKSCC and HKSCC Nominees, who will use the personal data for the purposes of operating CCASS (in cases where the applicants have requested for the Hong Kong Offer Shares to be deposited into CCASS);
    - any agents, contractors or third-party service providers who offer administrative, telecommunications, computer, payment or other services to the Company and/or its Hong Kong Share Registrar in connection with the operation of their respective businesses;
    - the Stock Exchange, the SFC and any other statutory, regulatory or governmental bodies in Hong Kong or elsewhere; and
    - any other persons or institutions with which the holders of securities have or propose to have dealings, such as their bankers, solicitors, accountants or stockbrokers.
- Access to and correction of personal data**
  - The Ordinance provides the applicants and the holders of securities with rights to ascertain whether the Company or its Hong Kong Share Registrar holds 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 its Hong Kong Share Registrar have the right to charge a reasonable fee for the processing of any data access request. All requests for access to data or correction of data or for information regarding policies and practices and kinds of data held should be addressed to the Company at its registered address disclosed in the section headed "Corporate Information" in the Prospectus or as notified from time to time in accordance with applicable law, for the attention of the company secretary, or the Hong Kong Share Registrar for the attention of the privacy compliance officer.
  - By signing this Application Form, you agree to all of the above.

**How to make your application**

- You may choose one of the four options on this Application Form in applying for Reserved Shares.
  - Option 1 – Apply for a number of Reserved Shares that is equal to your Assured Entitlement:**
    - You need to complete and sign this Application Form and submit one cheque (or banker's cashier order) for the exact amount of remittance payable on this Application Form.
    - Option 2 – Apply for a number of Reserved Shares within your Assured Entitlement and Excess Reserved Shares:**
      - You should (i) write the number of Reserved Shares applied for under the Assured Entitlement and the amount payable (as set out in the table in this Application Form) in Box C; (ii) write the number of Excess Reserved Shares applied for and the amount payable (as set out in the table in this Application Form) in Box D; (iii) add the number of Reserved Shares applied for under Assured Entitlement and the Excess Reserved Shares, together with the corresponding total amount payable (being the sum of the written in Box C and Box D) and write the total in Box E; and (iv) submit the total application monies in one cheque (or banker's cashier order).
      - If the number of Reserved Shares that you apply for under the Assured Entitlement is less than your Assured Entitlement, you should apply for a number which is one of the numbers set out in the table in this Application Form, otherwise you must calculate the correct amount of remittance payable on application for the number of Reserved Shares applied for by using the special formula in this Application Form.
      - The number of Excess Reserved Shares that you intend to apply for should be one of the numbers set out in the table in this Application Form. If the number of excess Reserved Shares applied for is not one of the numbers set out in the table in this Application Form, the excess application will be rejected if the amount on the cheque/banker's cashier order does not match with the amount payable calculated by using the special formula set out in this Application Form.
    - Option 3 – Apply for Excess Reserved Shares only:**
      - You should (i) write the number of Excess Reserved Shares applied for and the amount payable (as set out in the table in this Application Form) in Box F; and (ii) submit one cheque (or banker's cashier order) for the same amount that you have written in Box F on this Application Form.
      - The number of Excess Reserved Shares that you intend to apply for should be one of the numbers set out in the table in this Application Form. If the number of Excess Reserved Shares applied for is not one of the numbers set out in the table in this Application Form, the excess application will be rejected if the amount on the cheque/banker's cashier order does not match with the amount payable calculated by using the special formula set out in this Application Form.
    - Option 4 – Apply for a number of Reserved Shares that is less than your Assured Entitlement:**
      - You should (i) write the number of Reserved Shares applied for and the amount payable (as set out in the table in this Application Form) in Box G; and (ii) submit one cheque (or banker's cashier order) for the same amount that you have written in Box G on this Application Form.
      - If your application is made for a number of Reserved Shares that is less than your Assured Entitlement of a Qualifying Hopewell Shareholder, you should either apply for a number which is one of the numbers set out in the table in this Application Form, otherwise you must calculate the correct amount of remittance payable on application for the number of Reserved Shares applied for by using the special formula set out in this Application Form.
  - The amount of the remittance payable on application will be equal to the number of Reserved Shares applied for multiplied by the maximum Offer Price of HK\$17.80 per Reserved Share plus 1% brokerage, 0.003% Stock Exchange trading fee and 0.003% SFC transaction levy and then rounded up to the nearest cent. For your easy reference, the table in this BLUE Application Form sets out the amount of remittance payable for applications in certain numbers of Reserved Shares. It should be noted that Assured Entitlements may represent Shares not in whole multiples of a full board lot of 200 Shares. There is no guarantee that your resultant aggregate holding of Shares will form an integral multiple of 200 Shares.
    - Complete the form and sign it. Only written signatures will be accepted.
    - Staple your cheque or cashier order to the form. You must pay for the Reserved Shares applied for by one cheque or by one banker's cashier order. Each application must be accompanied by either a separate cheque or 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 at the back by a person authorised by the bank. This account name must be the same name as the name on this form. If it is a joint application, the account name must be the same as the name of the first-named applicant;
      - be made payable to "Bank of China (Hong Kong) Nominees Limited – Hopewell Preferential Offer";
      - be crossed "Account Payee Only"; and
      - not be post-dated.
    - Your application may be rejected if your cheque:
      - does not meet all the requirements; or
      - is dishonoured on its first presentation.
    - If you pay by banker's cashier order, the cashier order must:
      - be in Hong Kong dollars;
      - be issued by licensed banks in Hong Kong, and have your name certified at the back of the order by a person authorised by the bank. The name on the back of the order and the name on this Application Form must be the same. If it is a joint application, the name at the back of the order must be the same as the name of the first-named applicant;
      - be made payable to "Bank of China (Hong Kong) Nominees Limited – Hopewell Preferential Offer";
      - be crossed "Account Payee Only"; and
      - not be post-dated.
    - Your application is liable to be rejected if your cheque or banker's cashier order does not meet all these requirements.

5. Tear off this Application Form, fold the form once and lodge it in the special collection box at Computershare Hong Kong Investor Services Limited at 17M Floor, Hopewell Centre, 183 Queen's Road East, Wan Chai, Hong Kong or at any one of the following branches or sub-branches of:

(a) Bank of China (Hong Kong) Limited

	Branch Name	Address
Hong Kong Island	Bank of China Tower Branch Wan Chai (Wu Chung Hing) Branch	3/F, 1 Garden Road 213 Queen's Road East, Wan Chai
Kowloon	Kwun Tong Branch Yau Ma Tei Branch	20-24 Yue Man Square, Kwun Tong 471 Nathan Road, Yau Ma Tei
New Territories	Lucky Plaza Branch Tuen Mun San Hui Branch	Lucky Plaza, Wang Pok Street, Sha Tin G13-G14 Eldo Court, Heung Sze Wui Road, Tuen Mun

(b) The Bank of East Asia, Limited

	Branch Name	Address
Hong Kong Island	Main Branch Queen's Road Central Branch	10 Des Voeux Road Central, HK Shop A-C, G/F, Wah Ying Cheong Central Building, 158-164 Queen's Road Central
Kowloon	Mongkok North Branch Waterloo Road Branch	G/F, Kalok Building, 720-722 Nathan Road, Mongkok Shop A, G/F, Ricland House, 77B & 77C Waterloo Road
New Territories	East Point City Branch Tai Po Plaza Branch	Shop 217B, Level 2, East Point City, 8 Chung Wa Road, Tsung Kwan O Units 49-52, Level 1, Tai Po Plaza

(c) Hang Seng Bank Limited

	Branch Name	Address
Hong Kong Island	Head Office North Point Branch	83 Des Voeux Road Central 335 King's Road
Kowloon	Tsim Sha Tsui Branch Kowloon Main Branch	18 Carnarvon Road 618 Nathan Road
New Territories	Hung Hom Branch Tsuen Wan Branch	21 Ma Tau Wai Road 289 Sha Tsui Road, Tsuen Wan

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

Thursday, 6 June 2013	— 9:00 a.m. to 5:00 p.m.
Friday, 7 June 2013	— 9:00 a.m. to 5:00 p.m.
Saturday, 8 June 2013	— 9:00 a.m. to 1:00 p.m.
Monday, 10 June 2013	— 9:00 a.m. to 5:00 p.m.
Tuesday, 11 June 2013	— 9:00 a.m. to 12:00 noon

- The latest time for lodging your application is 12:00 noon on Tuesday, 11 June 2013 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 weather conditions. The application lists will not open if there is:
  - a tropical cyclone warning signal 8 or above, or
  - a "black" rainstorm warning
- in force in Hong Kong at any time between 9:00 a.m. and 12:00 noon on Tuesday, 11 June 2013. Instead they will be open between 11:45 a.m. and 12:00 noon on the next business day which does not have either of those warnings in force at any time between 9:00 a.m. and 12:00 noon. Business 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 not be presented for payment before 12:00 noon on Tuesday, 11 June 2013. You will not be given a receipt for your payment. The Company will retain any interest accrued on your application monies. The right is also reserved to retain any Share certificates and/or any surplus application money(ies) or refunds pending clearance of your cheque or banker's cashier order.



## HOPEWELL HONG KONG PROPERTIES LIMITED

合和香港房地產有限公司  
(於開曼群島註冊成立之有限公司)

## 全球發售

## 申請條件

除另有說明外，招股章程已界定的詞語在該等條件中有相同涵義。

## 甲. 申請人資格

- 閣下、申請人及閣下為其利益而提出申請的任何人士必須為合資格合和股東。
- 倘屬商號，則須以商號個別成員而非以商號的名義作出申請。
- 倘屬法人團體，申請表格必須加蓋公司印章(印列公司名稱)並由獲正式授權的高級職員簽署，並須註明其代表身份。
- 除上市規則許可的情況外，倘若閣下或閣下為其利益而提出申請的任何人士屬下列人士，則不得使用藍色申請表格申請任何預留股份：
  - 本公司任何附屬公司的股份現有實益擁有人或股份的現有實益擁有人；
  - 任何上述人士的聯繫人(定義見上市規則)；
  - 本公司的關連人士(定義見上市規則)或將於緊隨全球發售完成後成為本公司關連人士的人士(身為合資格合和股東的董事及/或彼等的聯繫人除外)；
  - 中國的法人或自然人(合資格境內機構投資者除外)；或
  - 身處美國境內(定義見美國證券法S規例)。
- 聯名申請人的總數不可超過四人。

## 乙. 分配預留股份

倘有效申請之預留股份數目少於或等於閣下之保證配額，在受本申請表格所載條款及條件的規限下，且假設優先發售之條件已達成，則申請將獲全數接納。倘申請的預留股份數目多於或少於閣下的保證配額，閣下應申請本申請表格內數目及款項一覽表所列其中一個數目的股份。否則，閣下須採用本申請表格載列的特殊公式，計算申請預留股份時應付的正確應繳金額。倘申請的預留股份數目多於閣下的保證配額，相關保證配額將獲全數接納，但上述申請的超額部分則只有在有足夠可用預留股份的情況下方獲接納。倘超額申請的預留股份：

- 少於可用預留股份，則可用預留股份將首先悉數分配以滿足該等預留股份的超額申請，其後將由聯席全球協調人酌情分配至國際發售；
- 與可用預留股份相同，則可用預留股份將獲悉數分配以滿足該等預留股份的超額申請；或
- 多於可用預留股份，則可用預留股份將按公平合理的基準分配，該基準與香港公開發售出現超額認購的情況下普遍使用的分配基準一致，即申請超額預留股份數目較少的申請人可獲較高的股份分配百分比。倘滿足超額申請後餘下零碎數目的股份，該等零碎數目的股份將由聯席全球協調人酌情重新分配至國際發售。

除上述者外，優先發售將不受國際發售與香港公開發售之間的回補安排所限。倘閣下並未於背頁丙欄、丁欄、戊欄、己欄或庚欄填上任何數目，則閣下將被視作申請認購乙欄所示數目的預留股份。未附帶正確金額申請款項的任何申請將視為完全無效且不會向有關申請人配發任何預留股份。除非申請的股份數目多於保證配額且隨附之申請款項不少於申請表格乙欄的應付款項，保證配額將獲全數接納。

除透過藍表eIPO服務(www.eipo.com.hk)或以藍色申請表格申請預留股份外，合資格合和股東亦可使用白色或黃色申請表格或透過香港中央結算系統向香港結算發出電子認購指示或透過白表eIPO服務作出一份香港發售股份申請。合資格合和股東根據香港公開發售使用白色或黃色申請表格或向香港結算發出電子認購指示或透過白表eIPO服務申請發售股份，在配額或分配方面並無優先權。合資格合和股東如同時是合資格僱員，可透過粉紅表eIPO服務(www.eipo.com.hk)或以粉紅色申請表格申請僱員優先發售的僱員預留股份。合資格合和股東可按其各自於記錄日期下午四時三十分持有二十五股合和股份之完整倍數獲保證配額1股預留股份的基準提出申請。於記錄日期下午四時三十分持有不足二十五股合和股份的合資格合和股東概不得申請預留股份。

## 丙. 補充資料

倘刊發招股章程的任何補充文件，已提交申請的申請人未必會(視乎補充文件所載資料而定)獲通知須確認其申請。如申請人已獲通知但未有根據獲通知的程序確認其申請，則所有未經確認申請將無效。受上文所規限，申請一經提交即不得撤銷，而申請人將視為根據已經經補充的招股章程提出申請。

## 丁. 填妥及提交本申請表格的效用

- 本申請表格一經填妥及提交，即表明閣下(如屬聯名申請人，即閣下與聯名申請人共同及個別)本身或(作為代理人或代名人)代表委託閣下作為代理人或代名人的各名人士：
- 指示及授權本公司、聯席保薦人、聯席全球協調人及/或聯席賬簿管理人(或彼等各自的代理人或代名人)，根據組織章程細則的規定，代表閣下簽立任何過戶表格、成交單據或其他文件，並代表閣下辦理其他一切必需手續，以完成以閣下名義登記閣下獲分配的任何預留股份，或以其他方式令閣下認購或認購香港發售的香港發售股份；
  - 承諾簽署所有文件及辦理所有必需手續，以根據組織章程細則的規定，讓閣下登記成為閣下獲分配的預留股份的持有人；
  - 聲明、保證及承諾閣下明白預留股份並無亦不會根據美國證券法登記，閣下及閣下為其賬戶或利益獲取預留股份的任何人士身處美國境外(定義見美國證券法S規例)或身為美國證券法S規例第902條(3)段所述人士；
  - 確認閣下已接獲一份招股章程，而提出本申請時僅依賴招股章程所載資料及陳述，而除招股章程任何補充文件所載者外，將不會依賴任何其他資料或陳述；
  - 同意(在不損害閣下可能擁有的任何其他權利的情況下)本申請一經接納，即不得因無意的失實陳述而撤銷；
  - (如申請由代理人代表閣下提出)保證閣下已向閣下的代理人有效及不可撤回地授出一切必需的權力及授權以提出本申請；
  - (如閣下為他人的代理人)保證已向實益擁有人作出合理查詢，證實本申請乃為該人士利益以藍色申請表格而作出的唯一申請，而閣下已獲正式授權，以該人士代理人的身份簽署本申請表格；
  - 同意閣下的申請一經接納，閣下的申請將以本公司公佈的優先發售結果為證明；
  - 承諾及確認閣下僅申請、認購或表示有意申請或認購，或已經接納或獲配或分配(包括有條件及/或暫時性質)且將會僅申請、認購或表示有意申請或認購香港發售的香港發售股份(惟根據僱員優先發售申請僱員預留股份除外)或國際發售的國際發售股份(惟根據僱員優先發售申請預留股份除外)而非兩者；
  - 保證本申請所載資料真實準確；
  - 保證在提出申請時，閣下或閣下可能代其行事之任何人士為合資格合和股東；
  - (身為合資格合和股東的董事及/或彼等的聯繫人除外)聲明、保證和承諾，在提出本申請時，閣下及/或閣下(香港結算代理人除外)可能代其行事之任何人士並非關連人士，亦並非將在緊隨全球發售完成後成為本公司關連人士的人士，而閣下及/或閣下(香港結算代理人除外)可能代其行事之任何人士認購預留股份並非直接或間接由本公司的關連人士提供融資；且閣下及/或閣下(香港結算代理人除外)可能代其行事之任何人士並非根據本公司關連人士的指示作出預留股份的是次認購。

- 同意閣下的申請、接納申請及由此而產生的合約均受香港法例管轄，並按其詮釋；
- 承諾並同意接納所申請的預留股份，或閣下根據申請獲分配的任何較少數目；
- 授權本公司將閣下的姓名/名稱列入香港股東名冊，作為閣下獲分配的任何預留股份的持有人，並按本申請表格所示地址以普通郵遞方式寄發任何股票(如適用)及/或任何退款支票(如適用)予閣下或(如為聯名申請人)本申請表格內排名首位的申請人，郵誤風險概由閣下自行承擔(但如閣下申請1,000,000股或以上的預留股份，並已於申請表格表明欲親自領取閣下的退款支票及股票(如適用)則除外)；
- 同意任何收款銀行，而不限於閣下遞交申請表格的銀行，均可處理閣下的申請；
- 確認閣下知悉招股章程所述有關預留股份的優先發售限制；
- 明白本公司、聯席全球協調人、聯席賬簿管理人及聯席保薦人將依賴此等聲明及陳述，以決定是否就閣下提出的申請向閣下分配任何預留股份；
- 倘香港境外任何地方的法律適用於閣下的申請，則閣下同意並保證，閣下已遵守所有該等法律，而本公司、聯席全球協調人、聯席賬簿管理人、聯席保薦人及包銷商，以及彼等各自之任何高級職員或顧問，概不會因接納閣下購買任何預留股份的約約，或因閣下根據招股章程所載條款及條件的權利與責任所產生的任何行動而觸犯任何香港境外法律；
- 向本公司及本公司各股東表示同意(而本公司亦向本公司各股東表示同意)遵守及符合開曼群島公司法、公司條例及組織章程細則；
- 向本公司及各股東表示同意股份可由其持有人自由轉讓；
- 同意本公司、聯席全球協調人、聯席賬簿管理人、聯席保薦人及包銷商、彼等各自的任何董事、高級職員、僱員、代理人或顧問及任何其他參與全球發售的人士，僅須對招股章程及招股章程的任何補充文件所載資料及陳述負責(及僅以此為限對具司法管轄權的法院裁定存在的有關責任負責)；及
- 同意向本公司、香港證券登記處、收款銀行、聯席全球協調人、聯席賬簿管理人及聯席保薦人，以及彼等各自的顧問及代理人披露彼等所需關於閣下或閣下為其利益提出申請的人士(香港結算代理人除外)的任何個人資料及任何其他資料。

除非另有訂明，閣下必須以英文填妥本申請，而閣下或(倘為聯名申請人)各聯名申請人必須親自簽署本申請，不得以個人印章代替，否則申請可被拒絕受理。

本公司、聯席全球協調人、聯席賬簿管理人、聯席保薦人、包銷商、彼等各自的董事及參與全球發售的任何其他人士均有權依賴閣下於本申請作出的任何保證、陳述或聲明。

倘為聯名申請人提出的申請，聯名申請人提出、作出或承擔或履行的所有保證、陳述、聲明及責任，均視為由各申請人共同及個別提出、作出、承擔及履行。倘閣下作出需求聲明，或會遭檢控。

## 戊. 授權書

倘閣下的申請由根據有效授權書獲正式授權的人士提出，本公司及聯席全球協調人(作為本公司的代理人)可酌情按彼等認為合適的任何條件(包括出示閣下代表的授權證明文件)接納申請。

## 己. 釐定發售價

預期發售價由聯席全球協調人(共同代表包銷商)、本公司及合和實業有限公司於定價日協定。定價日預計約為二零一三年六月十二日(星期三)，無論如何不遲於二零一三年六月十八日(星期二)。發售價不會高於每股港幣17.80元且預計不會低於每股港幣15.30元。預留股份之申請人於申請時須支付每股發售股份之最高發售價港幣17.80元，另加1%經紀佣金、0.003%證監會交易徵費及0.005%聯交所交易費，倘發售價低於港幣17.80元，則多繳申請股款可予退還。聯席全球協調人(共同代表包銷商)經本公司同意，可於遞交優先發售申請截止日早上午或之前隨時調減發售股份數目及/或指示性發售價範圍至低於招股章程所述者(即港幣15.30元至港幣17.80元)。在此情況下，本公司將不遲於遞交香港公開發售申請截止日日上午在《南華早報》(英文)及《香港經濟日報》(中文)刊登調減發售股份數目及/或指示性發售價範圍之公佈。該公佈亦會刊載於聯席全球協調人網站(www.hkxnews.hk)及本公司網站(www.hopewellhkproperties.com)。倘聯席全球協調人(共同代表包銷商)及本公司因任何原因未能於二零一三年六月十八日(星期二)或之前協定發售價，則全球發售(包括香港公開發售)將不會進行而告失效。

## 預留股份的配發

在本申請表格及招股章程所載條款及條件規限下，香港發售股份將於截止辦理申請登記後配發。預期發售價將於二零一三年六月十八日(星期二)公佈，而香港公開發售及優先發售的申請數目、國際發售的踴躍程度及預留股份的分配基準預期亦將於二零一三年六月十八日(星期二)公佈，兩者均在《南華早報》(英文)、《香港經濟日報》(中文)，以及聯交所網站(www.hkxnews.hk)及本公司網站(www.hopewellhkproperties.com)刊登。優先發售的分配結果，以及成功申請人的香港身份證/護照/香港商業登記號碼(如適用)，將於二零一三年六月十八日(星期二)通過招股章程「如何申請香港發售股份、預留股份及僱員預留股份—公佈結果」一節所述的多個渠道公佈。

## 倘閣下成功申請認購(全部或部份)預留股份

倘閣下申請認購1,000,000股或以上的預留股份，並在本申請表格表明欲親自領取股票及/或退款支票(如適用)，閣下可於二零一三年六月十八日(星期二)上午9時正至下午1時正親臨香港證券登記處香港中央證券登記有限公司(地址為香港灣仔皇后大道東183號合和中心17樓1712-1716室)領取或本公司於報章公佈發送/領取股票/電子退款指示/退款支票的其他地點或日期領取。倘閣下屬個人申請人並選擇親自領取，則閣下不得授權任何其他人士代為領取。倘閣下屬公司申請人並選擇派人領取，則須由公司授權代表備妥蓋上公司印章的授權書代為領取。個人申請人或授權代表(如適用)於領取時必須出示香港證券登記處接納的身份證明文件。倘閣下未於指定領取時間內親自領取閣下的股票及退款支票(如適用)，則會於其後以普通郵遞方式將股票及退款支票(如適用)寄往本申請表格所示地址，郵誤風險概由閣下承擔。倘閣下申請認購少於1,000,000股預留股份，或閣下申請認購1,000,000股或以上的預留股份但並未於本申請表格表明欲親自領取閣下的股票及/或退款支票(如適用)，則閣下的股票及/或退款支票(如適用)將於二零一三年六月十八日(星期二)以普通郵遞方式寄往本申請表格所示地址，郵誤風險概由閣下承擔。本公司不會發出臨時所有權文件。股票僅會於全球發售在所有方面成為無條件及招股章程「包銷—包銷安排及開支—香港公開發售—終止理由」一節所述的包銷協議終止權利並無行使的情況下方會於二零一三年六月十九日(星期三)上午8時正成為有效的所有權憑證。已繳付的申請款項將不獲發收據。倘發售價低於閣下支付的每股預留股份價格，多繳的申請款項(包括多繳款項應佔的經紀佣金、證監會交易徵費及聯交所交易費)將不計利息退還予閣下。投資者在接獲股票前或在股票成為有效前買賣股份，須自行承擔全部風險。

閣下不獲配發預留股份的情況

閣下可能基於下列任何理由而不獲配發預留股份：

- 1. 閣下的申請被撤回：倘閣下之申請被撤回，即表示閣下同意不得於開始辦理申請登記後第五日(就此而言，不...

退還閣下的款項

倘閣下基於(但不限於)上述任何原因而未獲任何預留股份，本公司將不計利息退還閣下的申請款項，連同1%經紀佣金、0.003%證監會交易費及0.005%聯交所交易費。如閣下的申請僅部份獲...

申請程序

- 1. 閣下以本申請表格申請預留股份有以下四種選擇。選項1 申請之預留股份數目等於閣下的保證配額：閣下須填妥及簽署本申請表格，並提交一張支票(或銀行本票)支付本申請表格乙欄所印款項。

接納的身份證明文件。倘閣下未於指定領取時間內親自領取閣下的退款支票，則會於其後以普通郵遞方式將退款支票寄往申請表格所示地址，郵誤風險概由閣下承擔。

個人資料

收集個人資料聲明 香港法例第486章《個人資料(私隱)條例》(「該條例」)的主要條款已於一九九六年十二月二十日在香港生效。

- 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自己的名義申請認購證券或轉讓或受讓證券時或尋求香港證券登記處的服務時，須不時向本公司及其香港證券登記處提供其最近的準確個人資料。

閣下簽署本申請表格，即表示閣下同意上述各項。

Table with 3 columns: (a) 中國銀行(香港)有限公司, (b) 東亞銀行有限公司, (c) 恒生銀行有限公司. Columns include 分行名稱, 地址, 香港島, 九龍, 新界.

- 6. 閣下可於下列時間遞交本申請表格：二零一三年六月六日(星期四) — 上午9時正至下午5時正 二零一三年六月七日(星期五) — 上午9時正至下午5時正

- 7. 遞交申請的截止時間是二零一三年六月十一日(星期二)中午12時正。如該日並無開始登記認購申請，則為下一日開始登記認購申請的中午12時正。本公司將於當日上午11時45分至中午12時正期間登記認購申請。