

## ANNOUNCEMENT OF OFFER PRICE AND ALLOTMENT RESULTS

### SUMMARY

- The Offer Price has been determined at HK\$7.56 per H Share (exclusive brokerage of 1%, SFC transaction levy of 0.0027% and Hong Kong Stock Exchange trading fee of 0.005%).
- Based on the Offer Price of HK\$7.56 per H Share, the net proceeds from the Global Offering to be received by the Bank, after deduction of (i) the net proceeds from the sale of the Sale Shares in the Global Offering, and (ii) the underwriting commissions and other estimated expenses in connection with the Global Offering and assuming no exercise of the Over-Allotment Option, is estimated to be approximately HK\$9,135.11 million.
- A total of 2,217 valid applications have been received pursuant to the Hong Kong Public Offering on **WHITE** and **YELLOW** Application Forms and through giving **electronic application instructions** to HKSCC via CCASS and through the **White Form eIPO** service under the **White Form eIPO** for a total of 151,417,500 Hong Kong Offer Shares, equivalent to approximately 2.2 times of the total number of 68,750,000 Hong Kong Offer Shares initially available for subscription under the Hong Kong Public Offering.
- The Offer Shares initially offered under the International Offering have been moderately over-subscribed.
- The final number of Offer Shares under the International Offering (subject to the Over-Allotment Option) is 1,306,250,000 H Shares.
- Pursuant to the cornerstone investment agreements with the Cornerstone Investors, the number of Offer Shares subscribed for by the Cornerstone Investors has now been determined. Bondic International Holdings Limited has subscribed for 205,153,000 H Shares, Sheng Hua Financial Stable Growth Investment Fund SP has subscribed for 203,106,500 H Shares, Suen, Cho Hung Paul has subscribed for 182,796,000 H Shares, Chow Tai Fook Nominee Limited has subscribed for 102,576,500 H Shares, and Prospect Vantage Holdings Limited has subscribed for 20,310,500 H Shares, in all totalling 713,942,500 H Shares representing in aggregate (i) 12.64% of the Bank's total issued share capital following the completion of the Global Offering and (ii) 51.92% of the final number of Offer Shares, assuming the Over-Allotment Option is not exercised. Please refer to the section headed "Cornerstone Investors" in the Prospectus for further details relating to the Cornerstone Investors.
- The Bank and the Selling Shareholders have granted to the International Underwriters the Over-Allotment Option exercisable by the Joint Global Coordinators from the date of the International Underwriting Agreement up to (and including) the date which is the 30th day from the last day for lodging application under the Hong Kong Public Offering (Saturday, January 17, 2015) to require the Bank to allot and issue and the Selling Shareholders to sell up to an aggregate of 206,250,000 additional H Shares representing approximately 15% of the initial Offer Shares under the Global Offering at the Offer Price to cover over-allocations in the International Offering. There was an over-allocation of 206,250,000 H Shares. The Over-Allotment Option has not yet been exercised. If the Over-Allotment Option is exercised, an announcement will be made.

- The final Offer Price, the level of indication of interest in the International Offering, the level of applications in the Hong Kong Public Offering and the basis of allocation of the Hong Kong Offer Shares will be announced on Wednesday, December 24, 2014 in the South China Morning Post (in English) and the Hong Kong Economic Times (in Chinese).
- In relation to the Hong Kong Public Offering, the Bank announces that the results of allocations which will include the Hong Kong identity card/passport/Hong Kong business registration numbers of successful applicants under the Hong Kong Public Offering will be made available at the times and dates and in the manner specified below:
  - Results of allocations for the Hong Kong Public Offering will be available from the designated results of allocations website at ([www.iporesults.com.hk](http://www.iporesults.com.hk)) on a 24-hour basis from 8:00 a.m. on Wednesday, December 24, 2014 to 12:00 midnight on Tuesday, December 30, 2014. The user will be required to key in the Hong Kong identity card/passport/Hong Kong business registration number provided in his/her/its application to search for his/her/its own allocation result;
  - Results of allocations for the Hong Kong Public Offering can be found in the Bank's announcement and will be posted on the Bank's website at ([www.shengjingbank.com.cn](http://www.shengjingbank.com.cn)) and on the website of the Hong Kong Stock Exchange at ([www.hkexnews.hk](http://www.hkexnews.hk)) before 9:00 a.m. on Wednesday, December 24, 2014;
  - Results of allocations will be available from the Hong Kong Public Offering allocation results telephone enquiry line. Applicants may find out whether or not their applications have been successful and the number of Hong Kong Offer Shares allocated to them, if any, by calling (852) 2862 8669 between 9:00 a.m. and 10:00 p.m. from Wednesday, December 24, 2014 to Saturday, December 27, 2014; and
  - Special allocation results booklets setting out the results of allocations will be available for inspection during opening hours of individual branches on Wednesday, December 24, 2014, Saturday, December 27, 2014 and Monday, December 29, 2014 at all the receiving bank branches and sub-branches at the addresses set out herein.
- Applicants who apply for 1,000,000 or more Hong Kong Offer Shares using **White Form eIPO** or using **WHITE** Application Forms and have provided all information required may collect their H Share certificates (if any) in person from Computershare Hong Kong Investor Services Limited, at 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 Wednesday, December 24, 2014.
- H Share certificates (if any) for Hong Kong Offer Shares allotted to applicants using **WHITE** Application Forms or **White Form eIPO** which are either not available for personal collection, or which are so available but are not collected in person, are expected to be dispatched by ordinary post to those entitled at their own risk on or before Wednesday, December 24, 2014.

- H Share certificates (if any) for Hong Kong Offer Shares allotted to applicants using **YELLOW** Application Forms and those who applied by giving **electronic application instructions** to HKSCC are expected to be deposited into CCASS for credit to their CCASS Investor Participant stock accounts or the stock accounts of their designated CCASS Participants on Wednesday, December 24, 2014.
- Applicants who have applied for 1,000,000 Hong Kong Offer Shares or more using **WHITE** or **YELLOW** Application Forms and have provided all information required may collect refund cheques (if any) in person from Computershare Hong Kong Investor Services Limited, at 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 Wednesday, December 24, 2014.
- Refund cheques for wholly or partially unsuccessful applicants using **WHITE** or **YELLOW** Application Forms which are either not available for personal collection or which are so available but are not collected in person, will be dispatched by ordinary post to those entitled at their own risk on or before Wednesday, December 24, 2014.
- For applicants who have paid the application monies from a single bank account using **White Form eIPO**, e-Refund payment instructions (if any) are expected to be dispatched to the application payment account on Wednesday, December 24, 2014. For applicants who have paid the application monies from multi-bank accounts using **White Form eIPO**, refund cheques (if any) are expected to be dispatched by ordinary post at their own risk on or before Wednesday, December 24, 2014.
- Refund monies for applicants applying by giving **electronic application instructions** to HKSCC via CCASS are expected to be credited to the relevant applicants' designated bank account or the designated bank account of their broker or custodian on Wednesday, December 24, 2014.
- H Share certificates will only become valid certificates of title at 8:00 a.m. on Monday, December 29, 2014, provided that the Hong Kong Public Offering has become unconditional in all respects and the right of termination as described in the section headed "Underwriting – Underwriting Arrangements and Expenses – Hong Kong Public Offering – Grounds for Termination" in the Prospectus has not been exercised.
- Dealings in the H Shares on the Hong Kong Stock Exchange are expected to commence at 9:00 a.m. on Monday, December 29, 2014. The H Shares will be traded in board lots of 500 H Shares each. The stock code of the H Shares is 02066.

## APPLICATIONS AND INDICATIONS OF INTEREST RECEIVED

The Offer Price has been determined at HK\$7.56 per H Share (exclusive brokerage of 1%, SFC transaction levy of 0.0027% and Hong Kong Stock Exchange trading fee of 0.005%). Based on the Offer Price of HK\$7.56 per H Share, the net proceeds from the Global Offering to be received by the Bank, after deduction of (i) the net proceeds from the sale of the Sale Shares in the Global Offering, and (ii) the underwriting commissions and other estimated expenses in connection with the Global Offering and assuming no exercise of the Over-Allotment Option, is estimated to be approximately HK\$9,135.11 million and the Bank currently intends to use the net proceeds to strengthen its capital base to support the ongoing growth of its business. Please refer to the Prospectus for further details in respect of the Bank's use of proceeds from the Global Offering.

The Directors announce that at the close of the application lists at 12:00 noon on Thursday, December 18, 2014, a total of 2,217 valid applications (including applications on **WHITE** and **YELLOW** Application Forms and through giving **electronic application instructions** to HKSCC via CCASS and to the **White Form eIPO** Service Provider through the White Form eIPO) have been received pursuant to the Hong Kong Public Offering for a total of 151,417,500 Hong Kong Offer Shares, equivalent to approximately 2.2 times the total number of 68,750,000 Hong Kong Offer Shares initially available under the Hong Kong Public Offering.

Of the 2,217 valid applications on **WHITE** and **YELLOW** Application Forms or to the designated **White Form eIPO** Service Provider through **White Form eIPO** website ([www.eipo.com.hk](http://www.eipo.com.hk)) and by **electronic application instructions** given to HKSCC for a total of 151,417,500 Hong Kong Offer Shares, a total of 2,174 applications in respect of a total of 24,017,500 Hong Kong Offer Shares were for Hong Kong Offer Shares with an aggregate subscription amount based on the maximum Offer Price of HK\$7.81 per Offer Share (excluding brokerage of 1%, SFC transaction levy of 0.0027% and Hong Kong Stock Exchange trading fee of 0.005%) of HK\$5 million or less (representing approximately 0.7 times the 34,375,000 Hong Kong Offer Shares initially comprised in pool A), and a total of 43 applications in respect of a total of 127,400,000 Hong Kong Offer Shares were for Hong Kong Offer Shares with an aggregate subscription amount based on the maximum Offer Price of HK\$7.81 per Offer Share (excluding brokerage of 1%, SFC transaction levy of 0.0027% and Hong Kong Stock Exchange trading fee of 0.005%) of more than HK\$5 million (representing approximately 3.71 times the 34,375,000 Hong Kong Offer Shares initially comprised in pool B). Applications not completed in accordance with the instructions set out in the Application Forms have been rejected. Four multiple applications or suspected multiple applications have been identified and rejected. One application has been rejected due to bounced cheques. No applications have been rejected due to invalid application. No applications for more than 50% of the Hong Kong Offer Shares initially available under the Hong Kong Public Offering (i.e. more than 34,375,000 H Shares) have been identified. The Offer Shares offered in the Hong Kong Public Offering were conditionally allocated on the basis set out in the paragraph headed "Basis of Allotment under the Hong Kong Public Offering" below.

## INTERNATIONAL OFFERING

Based on the Offer Price of HK\$7.56 per Offer Share and pursuant to the cornerstone investment agreements with the Cornerstone Investors as disclosed in the section headed “Cornerstone Investors” in the Prospectus, the number of Offer Shares subscribed for by the Cornerstone Investors has now been determined as set out below:

	Number of H Shares subscribed	Approximate percentage of the Offer Shares*	Approximate percentage of the total issued share capital following the completion of the Global Offering*
Bondic International Holdings Limited	205,153,000	14.92%	3.63%
Sheng Hua Financial Stable Growth Investment Fund SP	203,106,500	14.77%	3.60%
Suen, Cho Hung Paul	182,796,000	13.29%	3.24%
Chow Tai Fook Nominee Limited	102,576,500	7.46%	1.81%
Prospect Vantage Holdings Limited	20,310,500	1.48%	0.36%
<b>Total</b>	<b>713,942,500</b>	<b>51.92%</b>	<b>12.64%</b>

\* Assuming that the Over-allotment Option is not exercised.

The Directors further announce that the Offer Shares initially offered under the International Offering have been moderately over-subscribed. The final number of Offer Shares under the International Offering is 1,306,250,000 H Shares (subject to the Over-Allotment Option).

The number of Offer Shares allocated to placees under the International Offering includes an over-allocation of 206,250,000 H Shares. The settlement of such over-allocation will be effected by exercising the Over-Allotment Option, which will be exercisable by the Joint Global Coordinators, or by market purchases in the secondary market at prices that do not exceed the Offer Price or through deferred settlement or a combination of these means.

The Bank and the Selling Shareholders have granted to the International Underwriters the Over-Allotment Option exercisable by the Joint Global Coordinators from the date of the International Underwriting Agreement up to (and including) the date which is the 30th day from the last day for lodging application under the Hong Kong Public Offering (Saturday, January 17, 2015) to require the Bank to allot and issue and the Selling Shareholders to sell up to an aggregate of 206,250,000 additional H Shares representing approximately 15% of the initial Offer Shares under the Global Offering at the Offer Price to cover over-allocations in the International Offering. The Over-Allotment Option has not yet been exercised. If the Over-Allotment Option is exercised, an announcement will be made.

The Directors confirm that no Offer Shares under the International Offering have been allocated to applicants who are connected persons of the Bank, Directors, existing Shareholders or their respective close associates within the meaning of the Listing Rules.



203,106,500 Offer Shares, representing approximately 14.77% of the Offer Shares initially available under the Global Offering (before the exercise of the Over-Allotment Option), were placed to Sheng Hua Financial Stable Growth Investment Fund SP (“**Sheng Hua Fund Placement**”) who is a Cornerstone Investor as disclosed in the section headed “Cornerstone Investors” in the Prospectus. Sheng Yuan Asset Management Limited is the investment manager of Sheng Hua Financial Stable Growth Investment Fund SP (“**Sheng Hua Fund**”). Sheng Yuan Asset Management Limited and Sheng Yuan Securities Limited, one of the Joint Bookrunners and Joint Lead Managers, are affiliated companies within the same group. As such, Sheng Hua Fund is a connected client of Sheng Yuan Securities Limited within the meaning of the placing guidelines for equity securities as set out in Appendix 6 to the Listing Rules (the “**Placing Guidelines**”). Sheng Hua Fund has subscribed for the Offer Shares on behalf of clients who are independent third parties.

Sheng Hua Fund has agreed that without the prior written consent of the Bank and the Joint Bookrunners, it will not, whether directly or indirectly, at any time during the period of six months following the Listing Date, dispose of any of the Shares purchased by it pursuant to the relevant Cornerstone Investment Agreement, and any shares or other securities of the Bank which are derived from such Shares pursuant to any rights issue, capitalization issue or other form of capital reorganization (whether such transactions are to be settled in cash or otherwise) and any interest from such Shares or securities (the “**Relevant Shares**”) or any interest in any company or entity holding any Relevant Shares in any manner, nor will it agree or contract to (or enter into any transaction with the same economic effect), or publicly announce any intention to enter into a transaction with a third party for the disposal of any of the Relevant Shares, other than transfers to any wholly-owned subsidiary of itself, provided that, among other things, such wholly-owned subsidiary gives a written undertaking agreeing to, and Sheng Hua Fund gives a written undertaking agreeing to procure that such wholly-owned subsidiary shall, be bound by the Sheng Hua Fund’s obligations under the relevant Cornerstone Investment Agreement.

The terms of the Sheng Hua Fund Placement are substantially the same as those of other Cornerstone Investors and no preferential treatment or any direct/indirect benefits have been given to Sheng Hua Fund. On this basis, the Hong Kong Stock Exchange has granted consent to the Sheng Hua Fund Placement.

The International Offering is in compliance with the Placing Guidelines. No Offer Shares placed by or through the Joint Global Coordinators and the Underwriters under the Global Offering have been placed with any connected person (as such term is defined in the Listing Rules) of the Bank or, save as disclosed in the foregoing to any connected clients (as set out in paragraph 5(1) of the Placing Guidelines), or persons set out in paragraph 5(2) of the Placing Guidelines, whether in their own names or through nominees. The Directors confirm that no placee will, individually, be placed more than 10% of the enlarged issued share capital of the Bank immediately after the Global Offering (before any exercise of the Over-Allotment Option). The Directors confirm that none of the placees under the International Offering will become a substantial shareholder (as defined in the Listing Rules) of the Bank immediately after the Global Offering and the number of H Shares in public hands will satisfy the minimum percentage as described in the section headed “Waivers from Strict Compliance with the Listing Rules” in the Prospectus. The Directors confirm that the three largest public shareholders of the Bank do not hold more than 50% of the H Shares held in public hands at the time of the Listing in compliance with Rules 8.08(3) and 8.24 of the Listing Rules.

## BASIS OF ALLOTMENT UNDER THE HONG KONG PUBLIC OFFERING

Valid applications made by the public of **WHITE** and **YELLOW** Application Forms and by **electronic application instructions** given to HKSCC via CCASS or to the **White Form eIPO** Service Provider under the **White Form eIPO** service will be conditionally allotted on the basis set out below:

<b>NO. OF SHARES APPLIED FOR</b>	<b>NO. OF VALID APPLICATIONS</b>	<b>BASIS OF ALLOTMENT/ BALLOT</b>	<b>APPROXIMATE PERCENTAGE ALLOTTED OF THE TOTAL NO. OF SHARES APPLIED FOR</b>
<b>POOL A</b>			
500	876	500 Shares	100.00%
1,000	269	1,000 Shares	100.00%
1,500	129	1,500 Shares	100.00%
2,000	123	2,000 Shares	100.00%
2,500	44	2,500 Shares	100.00%
3,000	68	3,000 Shares	100.00%
3,500	15	3,500 Shares	100.00%
4,000	35	4,000 Shares	100.00%
4,500	7	4,500 Shares	100.00%
5,000	111	5,000 Shares	100.00%
6,000	28	6,000 Shares	100.00%
7,000	14	7,000 Shares	100.00%
8,000	19	8,000 Shares	100.00%
9,000	10	9,000 Shares	100.00%
10,000	140	10,000 Shares	100.00%
15,000	52	15,000 Shares	100.00%
20,000	47	20,000 Shares	100.00%
25,000	14	25,000 Shares	100.00%
30,000	20	30,000 Shares	100.00%
35,000	9	35,000 Shares	100.00%
40,000	11	40,000 Shares	100.00%
45,000	7	45,000 Shares	100.00%
50,000	41	50,000 Shares	100.00%
60,000	5	60,000 Shares	100.00%
70,000	9	70,000 Shares	100.00%
80,000	7	80,000 Shares	100.00%

<b>NO. OF SHARES APPLIED FOR</b>	<b>NO. OF VALID APPLICATIONS</b>	<b>BASIS OF ALLOTMENT/ BALLOT</b>	<b>APPROXIMATE PERCENTAGE ALLOTTED OF THE TOTAL NO. OF SHARES APPLIED FOR</b>
90,000	1	90,000 Shares	100.00%
100,000	36	100,000 Shares	100.00%
200,000	13	200,000 Shares	100.00%
300,000	3	300,000 Shares	100.00%
400,000	4	400,000 Shares	100.00%
500,000	4	500,000 Shares	100.00%
600,000	3	600,000 Shares	100.00%
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	<b>2,174</b>		
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#### **POOL B**

700,000	4	602,000 Shares	86.00%
800,000	2	608,000 Shares	76.00%
1,000,000	16	610,000 Shares	61.00%
2,000,000	5	800,000 Shares	40.00%
3,000,000	7	962,000 Shares	32.07%
4,000,000	3	1,199,000 Shares	29.98%
5,000,000	1	1,425,000 Shares	28.50%
9,000,000	1	2,457,000 Shares	27.30%
10,000,000	3	2,650,000 Shares	26.50%
20,000,000	1	5,185,500 Shares	25.93%
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The final number of Offer Shares comprised in the Hong Kong Public Offering is 68,750,000, representing 5% of the Offer Shares in the Global Offering (before any exercise of the Over-Allotment Option).

The final number of Offer Shares comprised in the International Offering is 1,306,250,000, representing 95% of the Offer Shares in the Global Offering (before any exercise of the Over-Allotment Option).



## RESULTS OF ALLOCATIONS

The results of allocations of Hong Kong Offer Shares in the Hong Kong Public Offering, including applications made on **WHITE** and **YELLOW** Application Forms and through giving **electronic application instructions** to HKSCC via CCASS and through the **White Form eIPO** service through the designated **White Form eIPO** website and the Hong Kong identity card/passport/Hong Kong business registration numbers of successful applicants will be made available at the times and dates and in the manner specified below:

- Results of allocations for the Hong Kong Public Offering will be available from the designated results of allocations website at ([www.iporesults.com.hk](http://www.iporesults.com.hk)) on a 24-hour basis from 8:00 a.m. on Wednesday, December 24, 2014 to 12:00 midnight on Tuesday, December 30, 2014. The user will be required to key in the Hong Kong identity card/passport/Hong Kong business registration number provided in his/her/its application to search for his/her/its own allocation result;
- Results of allocations for the Hong Kong Public Offering can be found in the Bank's announcement and will be posted on the Bank's website at ([www.shengjingbank.com.cn](http://www.shengjingbank.com.cn)) and on the website of the Hong Kong Stock Exchange at ([www.hkexnews.hk](http://www.hkexnews.hk)) before 9:00 a.m. on Wednesday, December 24, 2014;
- Results of allocations will be available from the Bank's Hong Kong Public Offering allocation results telephone enquiry line. Applicants may find out whether or not their applications have been successful and the number of Hong Kong Offer Shares allocated to them, if any, by calling (852) 2862 8669 between 9:00 a.m. and 10:00 p.m. from Wednesday, December 24, 2014 to Saturday, December 27, 2014; and
- Special allocation results booklets setting out the results of allocations will be available for inspection during opening hours of individual branches on Wednesday, December 24, 2014, Saturday, December 27, 2014 and Monday, December 29, 2014 at all the receiving bank branches and sub-branches at the addresses set out herein.

### a. Bank of China (Hong Kong) Limited

	Branch Name	Address
Hong Kong Island:	Bank of China Tower Branch	3/F, 1 Garden Road, Central
	Shek Tong Tsui Branch	534 Queen's Road West Shek Tong Tsui
Kowloon:	Prince Edward Branch	774 Nathan Road
	Tseung Kwan O Plaza Branch	Shop 112-125, Level 1 Tseung Kwan O Plaza Tseung Kwan O
	Kwai Chung Plaza Branch	A18-20, G/F Kwai Chung Plaza 7-11 Kwai Foo Road, Kwai Chung
New Territories:	Yuen Long (Hang Fat Mansion) Branch	8-18 Castle Peak Road, Yuen Long

**b. Bank of Communications Co., Ltd. Hong Kong Branch**

	<b>Branch Name</b>	<b>Address</b>
Hong Kong Island:	Central District Sub-Branch	G/F., Far East Consortium Building 125A Des Voeux Road C., Central
	Wanchai Sub-Branch	G/F., 32-34 Johnston Road
Kowloon:	Cheung Sha Wan Plaza Sub-Branch	Unit G04, Cheung Sha Wan Plaza 833 Cheung Sha Wan Road
New Territories:	Tuen Mun Sub-Branch	G/F., Lin Won Building 2-4 Yan Ching Street Tuen Mun
	Tai Po Sub-Branch	Shop No.1, G/F. Wing Fai Plaza 29-35 Ting Kok Road, Tai Po

**c. Standard Chartered Bank (Hong Kong) Limited**

	<b>Branch Name</b>	<b>Address</b>
Hong Kong Island:	88 Des Voeux Road Branch	88 Des Voeux Road Central, Central
	Quarry Bay Branch	G/F, Westlands Gardens 1027 King's Road, Quarry Bay
Kowloon:	Kwun Tong Hoi Yuen Road Branch	G/F, Fook Cheong Building No. 63 Hoi Yuen Road, Kwun Tong
	Mei Foo Stage I Branch	G/F, 1C Broadway Mei Foo Sun Chuen Stage I Lai Chi Kok
New Territories:	Tsuen Wan Branch	Shop C, G/F & 1/F, Jade Plaza 298 Sha Tsui Road Tsuen Wan
	Shatin Plaza Branch	Shop No. 8, Shatin Plaza 21-27 Shatin Centre Street Shatin

Applicants who wish to obtain their results of allocations are encouraged to make use of the Bank's Hong Kong Public Offering allocation results enquiry line or to use the Bank's Hong Kong Public Offering website [www.iporesults.com.hk](http://www.iporesults.com.hk).

Applicants applying through their designated CCASS Participants (other than CCASS Investor Participants) can arrange with their designated CCASS Participants to advise them of the number of Offer Shares allocated under their applications. Successful CCASS Investor Participants can check the number of Offer Shares allocated to them via the CCASS Phone System and CCASS Internet System on Wednesday, December 24, 2014 or from the activity statement that will be made available by HKSCC to them showing the number of Hong Kong Offer Shares credited to their CCASS Investor Participant stock accounts.