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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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### I. METHODS OF APPLICATION

There are three ways to make an application for the Hong Kong Public Offer Shares. You may apply for the Hong Kong Public Offer Shares by either (i) using a **WHITE** or **YELLOW** Application Form; (ii) submitting applications online through the designated website of the **HK eIPO White Form** Service Provider, referred herein as the “**HK eIPO White Form service**”; or (iii) giving **electronic application instructions** to HKSCC via CCASS to cause HKSCC Nominees to apply for the Hong Kong Public Offer Shares on your behalf. Except where you are a nominee and provide the required information in your application, you or you and your joint applicant(s) may not make more than one application by any of the above methods.

In addition, if you are an Eligible Employee, you may also apply for Employee Reserved Shares by using a **PINK** Application Form.

### II. WHO CAN APPLY FOR THE HONG KONG PUBLIC OFFER SHARES

You, the applicant(s) and any person(s) for whose benefit you are applying must be 18 years of age or older and must have a Hong Kong address.

You cannot apply for any Hong Kong Public Offer Shares if you are or any person(s) for whose account or benefit you are applying is/are:

- a legal or natural person of the PRC except qualified domestic institutional investors (other than Hong Kong, Macau and Taiwan);
- a United States person, not outside the United States, or will not be acquiring the Hong Kong Public Offer Shares in an offshore transaction (as defined in Regulation S); or
- a person who does not have a Hong Kong address.

If you wish to apply for the Hong Kong Public Offer Shares online through the designated website at [www.hkeipo.hk](http://www.hkeipo.hk), referred to herein as the “**HK eIPO White Form**” service, in addition to the above you must also:

- have a valid Hong Kong identity card number; and
- be willing to provide a valid e-mail address and a contact telephone number.

You may only apply by means of the **HK eIPO White Form** service if you are an individual applicant. Corporations or joint applicants may not apply by means of **HK eIPO White Form** service.

If you are a firm, the application must be in the name(s) of the individual member(s), not the firm's name. If you are a body corporate, the Application Form must be stamped with the company chop (bearing the company name) and signed by a duly authorized officer, who must state his or her representative capacity.

If your application is made through a duly authorized attorney, our Company and the Sole Global Coordinator (or its respective agents or nominees) may accept it at their absolute discretion, and subject to any conditions they think fit, including production of evidence of the authority of your attorney.

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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The number of joint applicants may not exceed four.

Our Company and the Sole Global Coordinator (or their respective agents and nominees), as our Company's agent(s), 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.

Save under the circumstances permitted by the Listing Rules, you cannot apply for any Hong Kong Public Offer Shares if you are or any person(s) for whose benefit you are applying is/are:

- an existing beneficial owner of the Shares or of the shares in any of our subsidiaries;
- the chief executive or a Director of our Company or the chief executive or a director of any of our subsidiaries;
- a connected person of our Company or will become a connected person of our Company immediately upon completion of the Global offering; or
- an associate of any of the above.

You should also note that you will not receive any allotment of the Hong Kong Public Offer Shares if you or the person for whose benefit you apply for have applied for or taken up, or indicated an interest for, or have been or will be placed or allocated (including conditionally and/or provisionally) Offer Shares under the International Placing.

### III. APPLYING BY USING AN APPLICATION FORM

#### 1. Which application method to use

- (a) Use a **WHITE** Application Form if you want the Hong Kong Public Offer Shares to be issued in your own name.
- (b) Instead of using a **WHITE** Application Form, you may apply for the Hong Kong Public Offer Shares by means of the **HK eIPO White Form** service by submitting an application online through the designated website at [www.hkeipo.hk](http://www.hkeipo.hk). Use the **HK eIPO White Form** service if you want the Shares to be registered in your own name.
- (c) Use a **YELLOW** Application Form if you want the Hong Kong Public Offer Shares to be issued in the name of HKSCC Nominees and deposited directly into CCASS for credit to your CCASS Investor Participant stock account or your designated CCASS Participant's stock account.
- (d) Instead of using a **YELLOW** Application Form, you may give **electronic application instruction** to HKSCC to cause HKSCC Nominees to apply for the Hong Kong Public Offer Shares on your behalf via CCASS. Any Hong Kong Public Offer Shares allocated to you will be registered in the name of HKSCC Nominees and deposited directly into CCASS for credit to your CCASS Investor Participants stock account or your designated CCASS Participant's stock account.

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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### 2. Where to collect the Application Forms

- (a) You can collect a **WHITE** Application Form and a copy of this prospectus during normal business hours from 9:00 a.m. on Wednesday, November 14, 2012 until 12:00 noon on Monday, November 19, 2012, from:

**Wednesday, November 14, 2012 — 9:00 a.m. to 5:00 p.m.**  
**Thursday, November 15, 2012 — 9:00 a.m. to 5:00 p.m.**  
**Friday, November 16, 2012 — 9:00 a.m. to 5:00 p.m.**  
**Saturday, November 17, 2012 — 9:00 a.m. to 1:00 p.m.**  
**Monday, November 19, 2012 — 9:00 a.m. to 12:00 noon**

at any of the following addresses of the Hong Kong Underwriters:

**Deutsche Bank AG, Hong Kong Branch**  
52/F, International Commerce Centre  
1 Austin Road West  
Kowloon, Hong Kong

**CCB International Capital Limited**  
34/F, Two Pacific Place  
88 Queensway  
Admiralty  
Hong Kong

or any of the following branches of Bank of China (Hong Kong) Limited:

District	Branch	Address
Hong Kong Island	Bank of China Tower Branch	3/F, 1 Garden Road, Central
	Lee Chung Street Branch	29–31 Lee Chung Street, Chai Wan
Kowloon	Tseung Kwan O Plaza Branch	Shop 112–125, Level 1, Tseung Kwan O Plaza, Tseung Kwan O
	Kowloon Plaza Branch	Unit 1, Kowloon Plaza, 485 Castle Peak Road
New Territories	Kau Yuk Road Branch	18–24 Kau Yuk Road, Yuen Long

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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or any of the following branches of Standard Chartered Bank (Hong Kong) Limited:

District	Branch	Address
Hong Kong Island	Quarry Bay Branch	G/F, Westlands Gardens, 1027 King's Road, Quarry Bay
	Yun Ping Road Branch	G/F to 2/F, Fortune Centre, 44-48 Yun Ping Road, Causeway Bay
Kowloon	Kwun Tong Branch	1A Yue Man Square, Kwun Tong
	Mei Foo Stage I Branch	G/F, 1C Broadway, Mei Foo Sun Chuen Stage I, Lai Chi Kok
New Territories	Metroplaza Branch	Shop No. 175-176, Level 1, Metroplaza, 223 Hing Fong Road, Kwai Chung

or any of the following branches of Hang Seng Bank Limited:

District	Branch	Address
Hong Kong Island	Head Office	83 Des Voeux Road Central
	Wanchai Branch	200 Hennessy Road
	North Point Branch	335 King's Road
Kowloon	Tsimshatsui Branch	18 Carnarvon Road
	Kowloon Main Branch	618 Nathan Road

- (b) You can collect a **YELLOW** Application Form and a copy of this prospectus during normal business hours from 9:00 a.m. on Wednesday, November 14, 2012 until 12:00 noon on Monday, November 19, 2012, from:
- (1) the **Depository Counter of HKSCC** at 2nd Floor, Infinitus Plaza, 199 Des Voeux Road Central, Hong Kong; or
  - (2) your stockbroker, who may have copies of the **YELLOW** Application Form and this prospectus available.
- (c) A **PINK** Application Form together with the prospectus can be collected by Eligible Employees from our Company's headquarters at 3/F, Tsui Wah Group Centre, 50 Lai Yip Street, Ngau Tau Kok, Kowloon, Hong Kong during normal business hours from 9:00 a.m. on Wednesday, November 14, 2012 until 4:00 p.m. on Friday, November 16, 2012. Electronic copies of the **PINK** Application Form and the prospectus can be viewed from the website of the Company at [www.tsuiwah.com](http://www.tsuiwah.com).

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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### 3. How to complete the Application Form

There are detailed instructions on each Application Form. You should read these instructions carefully. If you do not follow the instructions, your application may be rejected and returned by ordinary post together with the accompanying cheque or banker's cashier order to you (or the first-named applicant in the case of joint applicants) at your own risk at the address stated in the Application Form.

Decide how many Hong Kong Public Offer Shares you want to purchase. Calculate the amount you must pay in accordance with the table of numbers and payments set out in the Application Forms on the basis of the maximum Offer Price of HK\$2.27 per Hong Kong Public Offer Share, plus brokerage of 1.0%, the SFC transaction levy of 0.003% and the Stock Exchange trading fee of 0.005%.

Complete the Application Form in block letters in English in ink, except as stated otherwise. You must sign the application in writing (and not by way of personal chop), otherwise the application is liable to be rejected. If you are a body corporate, the application must be stamped with the company chop (bearing the company name) and signed by a duly authorized officer, who must state his or her representative capacity. If you are applying for the benefit of someone else, you, rather than that person, must sign on the Application Form. If it is a joint application, all applicants must sign on the Application Form. If your application is made through a duly authorized attorney, our Company and the Sole Global Coordinator (or their respective agents or nominees) as our Company's agent(s) may accept or reject the application at their absolute discretion, and subject to any conditions they think fit, including production of evidence of the authority of your attorney. Our Company and the Sole Global Coordinator in its capacity (as agent of our Company), or their respective agents and nominees, have full discretion to reject or accept any application, in full or in part, without assigning any reasons therefor.

Tear off your **WHITE** or **YELLOW** Application Form, fold the form once and lodge it in one of the special collection boxes provided at any of the branches of Bank of China (Hong Kong) Limited, Standard Chartered Bank (Hong Kong) Limited or Hang Seng Bank Limited set out in "— III. Applying by using an Application Form — 2. Where to collect the Application Forms" in this section above at the times set out in "— III. Applying by using an Application Form — 5. Members of the Public — Time for applying for the Hong Kong Public Offer Shares" in this section below.

In order for the **YELLOW** Application Forms to be valid, you, as the applicant(s), must complete the form as indicated below and sign on the first page of the Application Form. Only written signatures will be accepted.

**(i) If you are applying through a designated CCASS Participant (other than a CCASS Investor Participant):**

the designated CCASS Participant must endorse the form with its company chop (bearing its company name) and insert its participant I.D. in the appropriate box in the Application Form.

**(ii) If you are applying as an individual CCASS Investor Participant:**

- (a) the Application Form must contain your name and Hong Kong identity card number; and

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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- (b) your participant I.D. must be inserted in the appropriate box in the Application Form.

**(iii) If you are applying as joint individual CCASS Investor Participants:**

- (a) the Application Form must contain all joint CCASS Investor Participants' names and the Hong Kong identity card number of all the joint CCASS Investor Participants; and
- (b) your participant I.D. must be inserted in the appropriate box in the Application Form.

**(iv) If you are applying as a corporate CCASS Investor Participant:**

- (a) the Application Form must contain your company name and Hong Kong business registration number; and
- (b) your participant I.D. and your company chop (bearing your company name) must be inserted in the appropriate box in the Application Form.

Incorrect, incomplete or omission of details of the CCASS Participant (including participant I.D. and/or company chop bearing its company name) or omission or inadequacy of authorized signatory(ies) (if applicable) or other similar matters may render the application invalid.

The account number or identification code for each (joint) beneficial owner must also be inserted in the box marked "For nominees" in the Application Form. Failure to provide the account number(s) or other identification code(s) for the beneficial owner(s) will result in the application being deemed to be submitted for the benefit of the nominee(s) in question.

If your application is made through a duly authorized attorney, our Company and the Sole Global Coordinator (or their respective agents and nominees), as our Company's agent(s), may accept it at their absolute discretion, and subject to any conditions they think fit, including evidence of the authority of your attorney.

#### **4. How to make payment for the Application**

Each completed **WHITE** or **YELLOW** Application Form must be accompanied by either one cheque or one banker's cashier order, which must be stapled to the top left hand corner of the Application Form.

If you pay by cheque, the cheque must:

- be in Hong Kong dollars;
- be drawn on your Hong Kong dollar bank account with a licensed bank in Hong Kong;
- bear an account name. This name must either be pre-printed on the cheque, or be endorsed at the back by a person authorized by the bank. This account name must correspond with your name. If it is a joint application, the account name must be that of the first-named applicant;
- be made payable to Bank of China (Hong Kong) Nominees Limited — Tsui Wah Holdings Public Offer;

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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- be crossed “Account Payee Only”; and
- not be post-dated.

Your application may be rejected if your cheque does not meet all of these requirements or is dishonoured on first presentation.

If you pay by banker’s cashier order,

- you must purchase the banker’s cashier order, and have your name certified on the back by a person authorized by the bank. The name certified on the back of the banker’s cashier order and the name on the Application Form must be the same. If it is a joint application, the name on the back of such banker’s cashier order must be the same as the name of the first-named applicant;
- the banker’s cashier order must be in Hong Kong dollars;
- the banker’s cashier order must be made payable to Bank of China (Hong Kong) Nominees Limited — Tsui Wah Holdings Public Offer;
- the banker’s cashier order must be crossed “Account Payee Only”; and
- the banker’s cashier order must not be post-dated.

Your application may be rejected if your banker’s cashier order does not meet all of these requirements.

The right is reserved to present all or any remittance for payment. However, your cheque or banker’s cashier order will not be presented for payment before 12:00 noon on Monday, November 19, 2012. Our Company will not give you a receipt for your payment. Our Company will keep any interest accrued on your application monies (up until, in the case of monies to be refunded, the date of despatch of refund cheques). The right is also reserved to retain any share certificates and/or any surplus application monies or refunds pending clearance of your cheque or banker’s cashier order.

### **5. Members of the public — Time for applying for Hong Kong Public Offer Shares**

The latest time for lodging your application, together with payment attached, is 12:00 noon on Monday, November 19, 2012, or, if the application lists are not open on that day then by 12:00 noon on the next day the lists are open. The application lists will be open between 11:45 a.m. and 12:00 noon on that day, subject only to the weather conditions, details of which are set out in “— III. Applying by using an Application Form — 6. Effect of bad weather on the opening of the application lists” in this section below.

Your completed Application Form, together with payment attached, should be deposited in the special collection boxes provided at any of the branches of Bank of China (Hong Kong)



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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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Limited, Standard Chartered Bank (Hong Kong) Limited or Hang Seng Bank Limited listed in “— III. Applying by using an Application Form — 2. Where to collect the Application Forms” in this section above at the following times:

<b>Wednesday, November 14, 2012</b>	<b>— 9:00 a.m. to 5:00 p.m.</b>
<b>Thursday, November 15, 2012</b>	<b>— 9:00 a.m. to 5:00 p.m.</b>
<b>Friday, November 16, 2012</b>	<b>— 9:00 a.m. to 5:00 p.m.</b>
<b>Saturday, November 17, 2012</b>	<b>— 9:00 a.m. to 1:00 p.m.</b>
<b>Monday, November 19, 2012</b>	<b>— 9:00 a.m. to 12:00 noon</b>

Your completed **PINK** Application Form, together with a cheque attached and marked payable to “Bank of China (Hong Kong) Nominees Limited — Tsui Wah Holdings Public Offer” for the payment must be returned to our Company’s headquarters at 3/F, Tsui Wah Group Centre, 50 Lai Yip St., Ngau Tau Kok, Kowloon, Hong Kong by 4:00 p.m. on Friday, November 16, 2012.

Subject to the terms and conditions set out in the Application Form and in this prospectus, no proceedings will be taken on applications for the Hong Kong Public Offer Shares and no allotment of any such Hong Kong Public Offer Shares will be made until after the closing of the application lists.

You may submit your application to the designated **HK eIPO White Form** Service Provider through the designated website at [www.hkeipo.hk](http://www.hkeipo.hk) from 9:00 a.m. on Wednesday, November 14, 2012 until 11:30 a.m. on Monday, November 19, 2012 or such later time as described in “— III. Applying by using an Application Form — 6. Effect of bad weather conditions on the opening of the application lists” in this section below (24 hours daily, except on the last application day). The latest time for completing full payment of application monies in respect of such applications will be 12:00 noon on Monday, November 19, 2012, the last application day, or, if the application lists are not open on that day, by the time and date stated in “— III. Applying by using an Application Form — 6. Effect of bad weather conditions on the opening of the application lists” in this section below.

You will not be permitted to submit your application to the designated **HK eIPO White Form** Service Provider through the designated website at [www.hkeipo.hk](http://www.hkeipo.hk) after 11:30 a.m. on the last day for submitting applications. If you have already submitted your application and obtained a payment reference number from the website prior to 11:30 a.m., you will be permitted to continue the application process (by completing payment of application monies) until 12:00 noon on the last day for submitting applications, when the application lists close.

### **6. Effect of bad weather on the opening of the application lists**

The application lists will not open if there is:

- a tropical cyclone warning signal number 8 or above, and/or
- a “black” rainstorm warning,

in force in Hong Kong at any time between 9:00 a.m. and 12:00 noon on Monday, November 19, 2012. Instead they will open between 11:45 a.m. and 12:00 noon on the next Business Day (as defined below) which does not have either of those warnings in Hong Kong in force at any time between 9:00 a.m. and 12:00 noon.



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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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### 7. Results of Allocations

The results of allocations of the Hong Kong Public Offer Shares and Employee Reserved Shares and the Hong Kong identity card/passport/Hong Kong business registration certificate numbers of successful applicants and the number of the Hong Kong Public Offer Shares and Employee Reserved Shares successfully applied for will be made available at the times and dates and in the manner specified below:

- on the website of our Company at [www.tsuiwah.com](http://www.tsuiwah.com) and the Stock Exchange's website at [www.hkexnews.hk](http://www.hkexnews.hk) from 9:00 a.m., Friday, November 23, 2012 onward;
- on the Hong Kong Public Offering results of allocations website designated by our Company at [www.tricor.com.hk/ipo/result](http://www.tricor.com.hk/ipo/result) on a 24-hour basis from 8:00 a.m. on Friday, November 23, 2012 to 12:00 midnight on Thursday, November 29, 2012. The user will be required to key in the Hong Kong identity card/passport/Hong Kong business registration certificate number provided in his/her/its application form to search for his/her/its own allocation result;
- from the Hong Kong Public Offering allocation results telephone enquiry line designated by our Company, applicants may find out whether or not their applications have been successful and the number of the Hong Kong Public Offer Shares allocated to them, if any, by calling 3691 8488 between 9:00 a.m. and 6:00 p.m. from Friday, November 23, 2012 to Wednesday, November 28, 2012 (excluding Saturday, Sunday and public holiday); and
- from special allocation results booklets which set out the results of allocations and will be available for inspection during opening hours of the designated branches of the receiving banks of the Hong Kong Public Offering from Friday, November 23, 2012 to Tuesday, November 27, 2012.

### 8. Despatch/Collection of share certificates, e-Auto Refund payment instructions and refund cheques

If you do not receive any Hong Kong Public Offer Shares for any of the reasons set out in “— VIII. Circumstances in which you will not be allotted Hong Kong Public Offer Shares” in the Application Forms and in this section below, our Company will refund to you your application monies, including the related brokerage of 1.0%, SFC transaction levy of 0.003% and Stock Exchange trading fee of 0.005%. No interest will be paid thereon.

If your application is accepted only in part, our Company will refund to you the appropriate portion of your application monies, including the related brokerage of 1.0%, SFC transaction levy of 0.003% and Stock Exchange trading fee of 0.005%, without interest. If the Offer Price as finally determined is less than HK\$2.27 per Offer Share (excluding brokerage, SFC transaction levy and Stock Exchange trading fee thereon) initially paid on application, our Company will refund to you the surplus application monies, together with the related brokerage of 1.0%, SFC transaction levy of 0.003% and Stock Exchange trading fee of 0.005%, attributable to the surplus application monies, without interest. It is intended that special efforts will be made to avoid any undue delay in refunding application monies where appropriate.

You will receive one share certificate for all the Hong Kong Public Offer shares allotted to you under the Hong Kong Public Offering (except pursuant to the applications made on **YELLOW** Application Forms or by electronic application instructions to HKSCC via CCASS

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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where the share certificates will be deposited into CCASS as described below) and one share certificate for all the Employee Reserved Shares allotted to you under the Employee Preferential Offering.

Our Company will not issue temporary documents of title. Our Company will not give you a receipt for your payment. Subject to personal collection as mentioned below, in due course there will be sent to you, or in the case of joint applicants, to the first-named applicant, by ordinary post, at your own risk, to the address specified on your Application Form:

- (a) for applications on **WHITE** and/or **PINK** Application Forms or to the designated **HK eIPO White Form** Service Provider: share certificate(s) for such allotted Hong Kong Public Offer Shares and/or Employee Reserved Shares successfully applied for. For applications on **YELLOW** Application Forms: share certificates for the Hong Kong Public Offer Shares successfully applied for will be deposited into CCASS as described below; and/or
- (b) for applications on all Application Forms, refund cheque(s) crossed “Account Payee Only” in favour of the applicant, or in the case of joint applicants, the first-named applicant, for (i) the surplus application monies for the Hong Kong Public Offer Shares unsuccessfully applied for, if the application is partially unsuccessful; or (ii) all the application monies, if the application is wholly unsuccessful; and/or (iii) the difference between the Offer Price and the maximum Offer Price per Share paid on application in the event that the Offer Price is less than the Offer Price per Share initially paid on application, in each case including the brokerage of 1.0%, SFC transaction levy of 0.003% and Stock Exchange trading fee of 0.005%, attributable to such refund/surplus monies but without interest.

Subject to personal collection as mentioned below, refund cheques for surplus application monies (if any) in respect of wholly and partially unsuccessful applications and the difference between the Offer Price and the maximum Offer Price per Share initially paid on application (if any) under **WHITE** and/or **YELLOW** and/or **PINK** Application Forms or to the designated **HK eIPO White Form** Service Provider; and share certificates for wholly and partially successful applicants under **WHITE** and/or **PINK** Application Forms or to the designated **HK eIPO White Form** Service Provider are expected to be posted on or around Friday, November 23, 2012. The right is reserved to retain any share certificate(s) and/or any surplus application monies or refunds pending clearance of your cheque(s) or banker’s cashier order.

Share certificates will only become valid certificates of title at 8:00 a.m. on Monday, November 26, 2012, provided that the Hong Kong Public Offering has become unconditional in all respects and the right of termination described in “Underwriting — Underwriting arrangements and expenses — Grounds for termination” in this prospectus has not been exercised.

### Personal Collection

#### ***(a) If you apply using a WHITE and/or PINK Application Form:***

If you apply for 1,000,000 or more Hong Kong Public Offer Shares and/or 1,000,000 or more Employee Reserved Shares on a **WHITE** and/or **PINK** Application Form and have indicated on your Application Form to collect your share certificate(s) (where applicable) and/or refund cheque(s) (where applicable) in person and have provided all information required by your Application Form, you may collect them in person from Tricor Investor Services Limited at 26/F, Tesbury Centre, 28 Queen’s Road East, Wanchai, Hong Kong

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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between 9:00 a.m. and 1:00 p.m. on the date to be notified by our Company on the Stock Exchange's website at [www.hkexnews.hk](http://www.hkexnews.hk) and our Company's website at [www.tsuiwah.com](http://www.tsuiwah.com) as at the date of despatch/collection of share certificates. This is expected to be Friday, November 23, 2012.

If you are an individual who opts for personal collection, you must not authorise any other person to make collection on your behalf. You must produce evidence of identity (which must be acceptable to our Hong Kong Share Registrar and must correspond with the information contained in this Application Form) to collect your refund cheque(s) and/or share certificate(s). If you are a corporate applicant which opts for personal collection, you must attend by your authorized representative bearing a letter of authorisation from your corporation stamped with your corporation's chop. Both individuals and authorized representatives must produce, at the time of collection, evidence of identity acceptable to our Hong Kong Share Registrar. If you do not collect your refund cheque(s) (where applicable) and/or share certificate(s) (where applicable) personally within the time specified for collection, they will be despatched to you by ordinary post to the address on the Application Form at your own risk on Friday, November 23, 2012.

If you apply for less than 1,000,000 Hong Kong Public Offer Shares and/or 1,000,000 Employee Reserved Shares or if you apply for 1,000,000 Hong Kong Public Offer Shares or more and/or 1,000,000 Employee Reserved Shares or more but have not indicated on your Application Form that you will collect your refund cheque(s) (where applicable) and/or share certificate(s) (where applicable) in person, your refund cheque(s) (where applicable) and/or share certificate(s) (where applicable) will be sent to the address on your Application Form on Friday, November 23, 2012 by ordinary post and at your own risk.

**(b) If you apply using a YELLOW Application Form:**

If you apply for 1,000,000 Hong Kong Public Offer Shares or more and you have elected on your **YELLOW** Application Form to collect your refund cheque (where applicable) in person, please follow the same instructions as those for **WHITE** and **PINK** Application Form applicants as described above.

If you apply for less than 1,000,000 Hong Kong Public Offer Shares or if you apply for 1,000,000 Hong Kong Public Offer Shares or more but have not indicated on your Application Form that you will collect your refund cheque(s) (where applicable) in person, your refund cheque(s) (where applicable) will be sent to the address on your Application Form on Friday, November 23, 2012 by ordinary post, at your own risk.

If you apply for Hong Kong Public Offer Shares using a **YELLOW** Application Form and your application is wholly or partially successful, your share certificate(s) will be issued in the name of HKSCC Nominees and deposited into CCASS for credit to your CCASS Investor Participant stock account or the stock account of your designated CCASS Participant as instructed by you in your Application Form on Friday, November 23, 2012, or under contingent situation, on any other date as shall be determined by HKSCC or HKSCC Nominees.

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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If you are applying through a designated CCASS Participant (other than a CCASS Investor Participant):

- for Hong Kong Public Offer Shares credited to the stock account of your designated CCASS Participant (other than a CCASS Investor Participant), you can check the number of Hong Kong Public Offer Shares allocated to you with that CCASS Participant.

If you are applying as a CCASS Investor Participant:

- we expect to publish the results of CCASS Investor Participants' applications together with the results of the Hong Kong Public Offering in the newspapers on Friday, November 23, 2012. You should check the announcement published by us and report any discrepancies to HKSCC before 5:00 p.m. on Friday, November 23, 2012 or such other date as shall be determined by HKSCC or HKSCC Nominees. Immediately after the credit of the Hong Kong Public Offer Shares to your stock account, you can check your new account balance via the CCASS Phone System and the CCASS Internet System (under the procedures contained in HKSCC's "An Operating Guide for Investor Participants" in effect from time to time). HKSCC will also make available to you an activity statement showing the number of Hong Kong Public Offer Shares credited to your stock account.

### IV. APPLYING THROUGH HK eIPO WHITE FORM

#### 1. General

- (a) If you are an individual and satisfy the relevant eligibility criteria set out in "— II. Who can Apply for the Hong Kong Public Offer Shares" in this section above, you may apply through **HK eIPO White Form** by submitting an application to the **HK eIPO White Form** Service Provider through the designated website at [www.hkeipo.hk](http://www.hkeipo.hk). If you apply through **HK eIPO White Form**, the Shares will be issued in your own name.
- (b) Detailed instructions for application through the **HK eIPO White Form** service are set out in the designated website at [www.hkeipo.hk](http://www.hkeipo.hk). You should read these instructions carefully. If you do not follow the instructions, your application may be rejected by the **HK eIPO White Form** Service Provider and may not be submitted to our Company.
- (c) In addition to the terms and conditions set out in this prospectus, the **HK eIPO White Form** Service Provider may impose additional terms and conditions upon you for the use of the **HK eIPO White Form** service. Such terms and conditions are set out on the designated website at [www.hkeipo.hk](http://www.hkeipo.hk). You will be required to read, understand and agree to such terms and conditions in full prior to making any application.
- (d) By submitting an application to the **HK eIPO White Form** Service Provider through the **HK eIPO White Form** service, you are deemed to have authorized the **HK eIPO White Form** Service Provider to transfer the details of your application to our Company and our Hong Kong Share Registrar.

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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- (e) You may submit an application through the **HK eIPO White Form** service in respect of a minimum of 2,000 Hong Kong Public Offer Shares. Each **electronic application instruction** in respect of more than 2,000 Hong Kong Public Offer Shares must be in one of the numbers set out in the table in the Application Forms, or as otherwise specified on the designated website at [www.hkeipo.hk](http://www.hkeipo.hk).
- (f) You should make payment for your application made by **HK eIPO White Form** service in accordance with the methods and instructions set out in the designated website at [www.hkeipo.hk](http://www.hkeipo.hk). If you do not make complete payment of the application monies (including any related fees) on or before 12:00 noon on Monday, November 19, 2012 or such later time as described under in “— III. Applying by using an Application Form — 6. Effect of bad weather on the opening of the application lists” in this section above, the **HK eIPO White Form** Service Provider will reject your application and your application monies will be returned to you in the manner described in the designated website [www.hkeipo.hk](http://www.hkeipo.hk).
- (g) Once you have completed payment in respect of any **electronic application instruction** given by you or for your benefit to the designated **HK eIPO White Form** Service Provider to make an application for Hong Kong Public Offer Shares, an actual application shall be deemed to have been made. For the avoidance of doubt, giving an **electronic application instruction** under **HK eIPO White Form** more than once and obtaining different payment reference numbers without effecting full payment in respect of a particular payment reference number will not constitute an actual application.
- (h) For applicants applying through the **HK eIPO White Form** service by paying the application monies through a single bank account and applicant's application is wholly or partially unsuccessful and/or the final Offer Price being different from the maximum Offer Price initially paid on applicant's application, e-Auto Refund payment instructions (if any) will be despatched to application payment bank account on or around Friday, November 23, 2012.
- (i) For applicants applying through the **HK eIPO White Form** service by paying the application monies through multiple bank accounts and applicant's application is wholly or partially unsuccessful and/or the final Offer Price being different from the maximum Offer Price initially paid on applicant's application, refund cheque(s) will be sent to the address specified in applicant's application instructions to the designated **HK eIPO White Form** Service Provider on or around Friday, November 23, 2012, by ordinary post and at applicant's own risk.
- (j) Warning: Application for Hong Kong Public Offer Shares through **HK eIPO White Form** service is only a facility provided by the **HK eIPO White Form** Service Provider to public investors. Our Company, our Directors, the Sole Sponsor, the Sole Global Coordinator and the Underwriters take no responsibility for such applications, and provide no assurance that applications through the **HK eIPO White Form** service will be submitted to our Company or that you will be allotted any Hong Kong Public Offer Shares.

**Please note that internet services may have capacity limitations and/or be subject to service interruptions from time to time. To ensure that you can submit your applications through the HK eIPO White Form service, you are advised not to wait until the last day for submitting applications in the Hong Kong Public Offering to submit your electronic application instructions. In the event that you have problems connecting to the designated**



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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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website for the **HK eIPO White Form** service, you should submit a **WHITE** Application Form. However, once you have submitted **electronic application instructions** and completed payment in full using the payment reference number provided to you on the designated website, you will be deemed to have made an actual application and should not submit a **WHITE** or **YELLOW** Application Form or give **electronic application instructions** to HKSCC via CCASS. See “— VII. How many applications you may make” in this section below.

### 2. Additional Information

For the purposes of allocating Hong Kong Public Offer Shares, each applicant giving **electronic application instructions** through **HK eIPO White Form** service to the **HK eIPO White Form** Service Provider through the designated website at [www.hkeipo.hk](http://www.hkeipo.hk) will be treated as an applicant. If your payment of application monies is insufficient, or in excess of the required amount, having regard to the number of Offer Shares for which you have applied, or if your application is otherwise rejected by the designated **HK eIPO White Form** Service Provider, the designated **HK eIPO White Form** Service Provider may adopt alternative arrangements for the refund of monies to you. See the additional information provided by the designated **HK eIPO White Form** service provider on the designated website at [www.hkeipo.hk](http://www.hkeipo.hk). Otherwise, any monies payable to you due to a refund for any of the reasons is set out in “— X. Refund of Application Monies” in this section below.

If you apply for 1,000,000 Hong Kong Public Offer Shares or more through the **HK eIPO White Form** service by submitting an electronic application to the designated **HK eIPO White Form** Service Provider through the designated website at [www.hkeipo.hk](http://www.hkeipo.hk) and your application is wholly or partially successful, you may collect your share certificate(s) and/or refund cheque(s) (where applicable) in person from Tricor Investor Services Limited at 26/F, Tesbury Centre, 28 Queen’s Road East, Wanchai, Hong Kong, from 9:00 a.m. to 1:00 p.m. on Friday, November 23, 2012, or such other date as notified by our Company in the newspapers as the date of despatch/collection of share certificates/refund cheques/e-Auto Refund payment instructions. If you do not collect your share certificate(s) and/or refund cheque(s) (where applicable) personally within the time specified for collection, they will be despatched to you by ordinary post to the address as specified in your application instructions to the designated **HK eIPO White Form** Service Provider at your own risk.

If you apply for less than 1,000,000 Hong Kong Public Offer Shares, your share certificate(s) and/or refund cheque(s) (where applicable) will be sent to the address specified in your application instructions to the designated **HK eIPO White Form** Service Provider through the designated website at [www.hkeipo.hk](http://www.hkeipo.hk) on Friday, November 23, 2012 by ordinary post and at your own risk.

## V. APPLYING BY GIVING ELECTRONIC APPLICATION INSTRUCTIONS TO HKSCC

### 1. General

CCASS Participants may give **electronic application instructions** to HKSCC to apply for the Hong Kong Public Offer Shares and to arrange payment of the monies due on application and payment of refunds. This will be in accordance with their participant agreements with HKSCC and the General Rules of CCASS and the CCASS Operational Procedures.

If you are a CCASS Investor Participant, you may give **electronic application instructions** through the CCASS Phone System by calling 2979 7888 or through the CCASS Internet System (<https://ip.ccass.com>) (using the procedures contained in HKSCC’s “An Operating Guide for Investor Participants” in effect from time to time).

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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HKSCC can also input **electronic application instructions** for you if you go to:

**Hong Kong Securities Clearing Company Limited**  
Customer Service Centre  
2/F, Infinitus Plaza  
199 Des Voeux Road Central  
Hong Kong

and complete an input request form.

Prospectuses are available for collection from the above address.

If you are not a CCASS Investor Participant, you may instruct your broker or custodian who is a CCASS Clearing Participant or a CCASS Custodian Participant to give **electronic application instructions** via CCASS terminals to apply for the Hong Kong Public Offer Shares on your behalf.

You are deemed to have authorized HKSCC and/or HKSCC Nominees to transfer the details of your application, whether submitted by you or through your broker or custodian, to us and our registrars.

Please also note the additional information relating effect of giving electronic application instructions to HKSCC set out below in paragraph (c) in “— VI. Effect of making an application” in this section below.

### 2. Multiple applications

If you are suspected of having made multiple applications or if more than one application is made for your benefit, the number of Hong Kong Public Offer Shares applied for by HKSCC Nominees will be automatically reduced by the number of Hong Kong Public Offer Shares in respect of which you have given such instructions and/or in respect of which such instructions have been given for your benefit. Any **electronic application instructions** to make an application for the Hong Kong Public Offer Shares given by you or for your benefit to HKSCC shall be deemed to be an actual application for the purposes of considering whether multiple applications have been made. No application for any other number of Hong Kong Public Offer Shares will be considered and any such application is liable to be rejected.

### 3. Minimum subscription amount and permitted multiples

You may give or cause your broker or custodian who is a CCASS Clearing Participant or a CCASS Custodian Participant to give **electronic application instructions** in respect of a minimum of 2,000 Hong Kong Public Offer Shares. Such instructions in respect of more than 2,000 Hong Kong Public Offer Shares must be in one of the numbers or multiples set out in the table in the Application Forms.



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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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### 4. Time for inputting electronic application instructions

CCASS Clearing/Custodian Participants can input **electronic application instructions** at the following times on the following dates:

Wednesday, November 14, 2012	—	9:00 a.m. to 8:30 p.m. <sup>(1)</sup>
Thursday, November 15, 2012	—	8:00 a.m. to 8:30 p.m. <sup>(1)</sup>
Friday, November 16, 2012	—	8:00 a.m. to 8:30 p.m. <sup>(1)</sup>
Saturday, November 17, 2012	—	8:00 a.m. to 1:00 p.m. <sup>(1)</sup>
Monday, November 19, 2012	—	8:00 a.m. <sup>(1)</sup> to 12:00 noon

*Note:*

- (1) These times are subject to change as HKSCC may determine from time to time with prior notification to CCASS Clearing/Custodian Participants.

CCASS Investor Participants can input **electronic application instructions** from 9:00 a.m. on Wednesday, November 14, 2012 until 12:00 noon on Monday, November 19, 2012 (24 hours daily, except the last application day).

### 5. Effect of bad weather on the opening of the application lists

The latest time for inputting your **electronic application instructions** will be 12:00 noon on Monday, November 19, 2012, the last application day. If:

- a tropical cyclone warning signal number 8 or above; and/or
- a “black” rainstorm warning signal,

is in force in Hong Kong at any time between 9:00 a.m. and 12:00 noon on Monday, November 19, 2012, the last application day will be postponed to the next business day which does not have either of those warning signals in force in Hong Kong at any time between 9:00 a.m. and 12:00 noon on such day.

### 6. Allocation of Hong Kong Public Offer Shares

For the purposes of allocating Hong Kong Public Offer Shares, HKSCC Nominees will not be treated as an applicant. Instead, each CCASS Participant who gives **electronic application instructions** or each person for whose benefit each such instructions is given will be treated as an applicant.

### 7. Deposit of share certificates into CCASS and refund of application monies

- No temporary document of title will be issued. No receipt will be issued for application monies received.
- If your application is wholly or partially successful, your share certificate(s) will be issued in the name of HKSCC Nominees and deposited into CCASS for the credit of the stock account of the CCASS Participant which you have instructed to give **electronic application instructions** on your behalf or your CCASS Investor Participant stock account on Friday, November 23, 2012, or, in the event of a contingency, on any other date as shall be determined by HKSCC or HKSCC Nominees.

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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- We expect to publish the application results of CCASS Participants (and where the CCASS Participant is a broker or custodian, we will include information relating to the relevant beneficial owner if supplied), your Hong Kong identity card/passport number or other identification code (Hong Kong business registration number for corporations) and the basis of allotment of the Hong Kong Public Offering in the newspapers on Friday, November 23, 2012. You should check the announcement published by us and report any discrepancies to HKSCC before 5:00 p.m. on Friday, November 23, 2012 or such other date as shall be determined by HKSCC or HKSCC Nominees.
- If you have instructed your broker or custodian to give **electronic application instructions** on your behalf, you can also check the number of Hong Kong Public Offer Shares allotted to you and the amount of refund monies (if any) payable to you with that broker or custodian.
- If you have applied as a CCASS Investor Participant, you can also check the number of Hong Kong Public Offer Shares allotted to you and the amount of refund monies (if any) payable to you via the CCASS Phone System and the CCASS Internet System (under the procedures contained in HKSCC's "An Operating Guide for Investor Participants" in effect from time to time) on Friday, November 23, 2012. Immediately after the credit of the Hong Kong Public Offer Shares to your CCASS Investor Participant stock account and the credit of refund monies to your bank account, HKSCC will also make available to you an activity statement showing the number of Hong Kong Public Offer Shares credited to your CCASS Investor Participant stock account and the amount of refund monies (if any) credited to your designated bank account (if any).
- Refund of your application monies (if any) in respect of wholly and partially unsuccessful applications and/or difference between the Offer Price and the maximum Offer Price per Share initially paid on application, in each case including brokerage of 1.0%, SFC transaction levy of 0.003% and Stock Exchange trading fee of 0.005%, will be credited to your designated bank account or the designated bank account of your broker or custodian on Friday, November 23, 2012. No interest will be paid thereon.

### 8. Section 40 of the Companies Ordinance

For the avoidance of doubt, we and all other parties involved in the preparation of this prospectus acknowledge that each CCASS Participant who gives or causes to give **electronic application instructions** is a person who may be entitled to compensation under section 40 of the Companies Ordinance.

### 9. Personal data

The section of the Application Form entitled "Personal Data" applies to any personal data held by our Company, our Hong Kong Share Registrar, receiving bankers, the Sole Sponsor, the Sole Global Coordinator, the Underwriters and any of their respective advisors and agents about you in the same way as it applies to personal data about applicants other than HKSCC Nominees.

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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### 10. Warning

The subscription of the Hong Kong Public Offer Shares by giving **electronic application instructions** to HKSCC is only a facility provided to CCASS Participants. We, our Directors, the Sole Sponsor, the Sole Global Coordinator and the Underwriters and any party or person involved in the Global Offering take no responsibility for the application and provide no assurance that any CCASS Participant will be allotted any Hong Kong Public Offer Shares.

To ensure that CCASS Investor Participants can give their **electronic application instructions** to HKSCC through the CCASS Phone System or the CCASS Internet System, CCASS Investor Participants are advised not to wait until the last minute to input their **electronic application instructions** to the systems. In the event that CCASS Investor Participants have problems connecting to the CCASS Phone System or the CCASS Internet System to submit their **electronic application instructions**, they should either: (i) submit a **WHITE** or **YELLOW** Application Form; or (ii) go to HKSCC's Customer Service Centre to complete an input request form for **electronic application instructions** before 12:00 noon on Monday, November 19, 2012.

### VI. EFFECT OF MAKING AN APPLICATION

- (a) By completing and submitting an Application Form, amongst other things, 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:
- agree with our Company and each Shareholder, and our Company agrees with each of our Shareholders, to observe and comply with the Companies Ordinance, the Memorandum and Articles of Association of our Company;
  - agree with our Company and each Shareholder that the Shares are freely transferable by the holder thereof;
  - authorise our Company to enter into a contract on your behalf with each of our Directors and officers of our Company whereby each such Director and officer undertakes to observe and comply with his obligations to the Shareholders as stipulated in the Memorandum and Articles of Association of our Company;
  - confirm that you have received and/or read a copy of this prospectus, have only relied on the information and representations contained in this prospectus in making your application and will not rely on any other information and representations save as set out in any supplement to this prospectus;
  - agree that our Company, our Directors, the Sole Sponsor, the Sole Global Coordinator, the Hong Kong Underwriters and/or any of their respective directors, officers, employees, agents or advisers and any other parties involved in the Global Offering are liable only for and that you have only relied upon, the information and representations contained in this prospectus and any supplement to this prospectus;
  - undertake and confirm that you (if the application is made for your benefit) or the person(s) for whose benefit you have made the application have not applied for or taken up or indicated an interest for or received or been placed or allocated

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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(including conditionally and/or provisionally), and will not apply for or take up or indicate any interest in any International Placing Shares in the International Placing, nor otherwise participate in the International Placing;

- agree to disclose to our Company, the Hong Kong Share Registrar, the receiving bankers, the Sole Sponsor, the Sole Global Coordinator, the Hong Kong Underwriters and/or their respective advisers and agents any personal data and information which they require about you or the person(s) for whose benefit you have made the application;
- instruct and authorise our Company, the Sole Sponsor, the Sole Global Coordinator and/or the Hong Kong Underwriters (or their respective agents or nominees) as agent for our Company execute any transfer forms, contract notes or other documents on your behalf and to do on your behalf all things necessary to effect the registration of any Hong Kong Public Offer Shares allocated to you in your name(s) or HKSCC Nominees, as the case may be, as required by the Articles of Association of our Company and otherwise to give effect to the arrangements described in this prospectus and the Application Form;
- represent, warrant and undertake that the Shares have not been and will not be registered under the US Securities Act and you are outside the United States when completing the Application Form and you are not, and none of the other person(s) for whose benefit you are applying is, a United States person (as defined in Regulation S);
- agree (without prejudice to any other rights which you may have) that once your application has been accepted, you may not rescind it because of an innocent misrepresentation or other than as provided;
- warrant the truth and accuracy of the information contained in your application;
- 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;
- confirm that you have read the terms and conditions and application procedures set out in this prospectus and the Application Form and agree to be bound by them;
- undertake and agree to accept the Shares applied for, or any lesser number allocated to you under the application;
- undertake to sign all documents and to do all things necessary to enable you or HKSCC Nominees, as the case may be, to be registered as the holder of the Hong Kong Public Offer Shares allocated to you, and as required by the Articles and Association and otherwise to give effect to the arrangements described in the prospectus and the Application Form;
- (if the application is made for your own benefit) warrant that the application is only application which will be made for your benefit on a **WHITE** or **YELLOW** Application Form or by giving **electronic application instructions** to HKSCC via CCASS or to the designated **HK eIPO White Form** Service Provider through the **HK eIPO White Form** service ([www.hkeipo.hk](http://www.hkeipo.hk));

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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- (if you are an agent for another person) warrant that reasonable enquiries have been made of that other person and that this is the only application which will be made for the benefit of that other person, on a **WHITE** or **YELLOW** Application Form or by giving **electronic application instructions** to HKSCC via CCASS or to the designated **HK eIPO White Form** Service Provider through **HK eIPO White Form** service ([www.hkeipo.hk](http://www.hkeipo.hk)), and that you are duly authorized to sign the Application Form as that other person's agent;
  - (if the application is made by an agent on your behalf) warrant that you have validly and irrevocably conferred on your agent all necessary powers and the authority to make the application;
  - authorise our Company to place your name(s) or the name of HKSCC Nominees, as the case may be, on the register of members of our Company as the holder(s) of any Hong Kong Public Offer Shares allocated to you, and our Company and/or our Company's agents to send 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 on the Application Form by ordinary post at your own risk to the address stated in your Application Form (unless you have applied for 1,000,000 Hong Kong Public Offer Shares or more and/or 1,000,000 Employee Reserved Shares or more and have indicated on your Application Form that you wish to collect your share certificate(s) (where applicable) and/or refund cheque(s) (where applicable) in person), between 9:00 a.m. and 1:00 p.m. on Friday, November 23, 2012 from Tricor Investor Services Limited, our Hong Kong Share Registrar;
  - understand that these declarations and representations will be relied upon by our Company and the Sole Global Coordinator in deciding whether or not to allocate any Hong Kong Public Offer Shares in response to your application and that you may be prosecuted if you make a false declaration; and
  - 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 our Company, the Sole Sponsor, the Sole Global Coordinator and/or the Hong Kong 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, or any actions arising from your rights and obligations under the terms and conditions contained in this prospectus and any supplement thereto.
- (b) If you apply for the Hong Kong Public Offer Shares using a **YELLOW** Application Form, in addition to the confirmations and agreements referred to in (a) above, you agree that:
- any Hong Kong Public Offer Shares to be allotted to you shall be registered in the name of HKSCC Nominees and deposited directly into CCASS operated by HKSCC for credit to your CCASS Investor Participant stock account or the stock account of your designated CCASS Participant, in accordance with your instruction on the Application Form;
  - each of HKSCC and HKSCC Nominees reserves the right (1) not to accept any or part of such allotted Hong Kong Public Offer Shares issued in the name of HKSCC Nominees or not to accept such allotted Hong Kong Public Offer Shares for deposit into CCASS; (2) to cause such allotted Hong Kong Public Offer

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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Shares to be withdrawn from CCASS and transferred into your name, or if you are joint applicants, into the first-named applicant's name, at your own risk and costs; and (3) to cause such allotted Hong Kong Public Offer Shares to be registered in your name (or, if you are joint applicants, to the first-named applicant's) and in such a case, to post the share certificate(s) for such allotted Hong Kong Public Offer Shares at your own risk to the address on your Application Form by ordinary post or to make available the same for your collection;

- each of HKSCC and HKSCC Nominees may adjust the number of allotted Hong Kong Public Offer Shares issued in the name of HKSCC Nominees;
- neither HKSCC nor HKSCC Nominees shall have any liability for the information and representations not so contained in this prospectus and the Application Form; and
- neither HKSCC nor HKSCC Nominees shall be liable to you in any way.

Our Company, the Sole Sponsor, the Sole Global Coordinator, the Underwriters, any other parties involved in the Global Offering and their respective directors are entitled to rely on any warranty, representation or declaration made by you in the 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.

- (c) In addition, by giving **electronic application instructions** to HKSCC or instructing your broker or custodian who is a CCASS Clearing Participant or a CCASS Custodian Participant to give such instructions to HKSCC, you (and if you are joint applicants, each of you jointly and severally) are deemed to do the following additional things and neither HKSCC nor HKSCC Nominees will be liable to our Company nor any other person in respect of such things and shall not be liable for any breach of the terms and conditions of the white application forms or this prospectus:
- instruct and authorise HKSCC to cause HKSCC Nominees (acting as nominee for the CCASS Participants) to apply for the Hong Kong Public Offer Shares on your behalf;
  - instruct and authorise HKSCC to arrange payment of the maximum Offer Price, brokerage fee, the SFC transaction levy and the Stock Exchange trading fee by debiting your designated bank account and, in the case of wholly or partly unsuccessful applications and/or if the final Offer Price is less than the maximum Offer Price of HK\$2.27 per Hong Kong Public Offer Share, refund the appropriate portion of the application money by crediting your designated bank account;
  - instruct and authorise HKSCC to cause HKSCC Nominees to do on your behalf all the things which it is stated to do on your behalf in the **WHITE** Application Form;



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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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- (in addition to the confirmations and agreements set out in paragraph (a) above) instruct and authorise HKSCC to cause HKSCC Nominees to do on your behalf the following:
  - agree that the Hong Kong Public Offer Shares to be allocated shall be registered in the name of HKSCC Nominees and deposited directly into CCASS for credit to our CCASS Investor Participant stock account or the stock account of the CCASS Participant who has inputted **electronic application instructions** on your behalf;
  - undertake and agree to accept the Hong Kong Public Offer Shares in respect of which you have given **electronic application instructions** or any lesser number;
  - undertake and confirm that you have not applied for or taken up or indicated an interest in or received or been placed or allocated (including conditionally and/or provisionally) and will not apply for or take up or indicate any interest in any International Placing Shares in the International Placing, nor otherwise participate in the International Placing;
  - (if the **electronic application instructions** are given for your own benefit) declare that only one set of **electronic application instructions** has been given for your benefit;
  - (if you are an agent for another person) declare that you have given only one set of **electronic application instructions** for the benefit of that other person, and that you are duly authorized to give those instructions as that other person's agent;
  - understand that the above declaration will be relied upon by our Company and the Sole Global Coordinator in deciding whether or not to make any allocation of the Hong Kong Public Offer Shares in respect of the **electronic application instructions** given by you and that you may be prosecuted if you make a false declaration;
  - authorise our Company to place the name of HKSCC Nominees on the register of members of our Company as the holder of the Hong Kong Public Offer Shares allocated in respect of your **electronic application instructions** and to send share certificates and/or refund monies in accordance with arrangements separately agreed between our Company and HKSCC;
  - confirm that you have read the terms and conditions and application procedures set out in this prospectus and agree to be bound by them;
  - confirm that you have only relied on the information and representations in this prospectus in giving your **electronic application instructions** or instructing your CCASS Clearing Participant or CCASS Custodian Participant to give **electronic application instructions** on your behalf;
  - agree that our Company, the Sole Sponsor, the Sole Global Coordinator, the Underwriters and any of their respective directors, officers, employees, partners, agents, advisers and any other parties involved in the Global



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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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Offering are liable only for, and that you have only relied upon, the information and representations contained in this prospectus and any supplement to this prospectus;

- agree (without prejudice to any other rights which you may have) that once the application of HKSCC Nominees has been accepted, the application cannot be rescinded for innocent misrepresentation;
- agree to disclose to our Company, our Hong Kong Share Registrar, the receiving bankers, the Sole Sponsor, the Sole Global Coordinator and the Underwriters and any of their respective officers, advisers and agents personal data and any information which they require about you or the person(s) for whose benefit you have made the application;
- agree that any application made by HKSCC Nominees on behalf of that person pursuant to **electronic application instructions** given by that person is irrevocable before the expiration of the fifth day after the time of the opening of the application lists (excluding for this purpose any day which is not a business day), such agreement to take effect as a collateral contract with our Company and to become binding when you give the instructions and such collateral contract to be in consideration of our Company agreeing that our Company will not offer any Hong Kong Public Offer Shares to any person before the said fifth day except by means of one of the procedures referred to in this prospectus. However, HKSCC Nominees may revoke the application before the fifth day after the time of the opening of the application lists (excluding for this purpose any day which is not a business day) if a person responsible for this prospectus under section 40 of the Companies Ordinance gives a public notice under that section which excludes or limits the responsibility of that person for this prospectus;
- agree that once the application of HKSCC Nominees is accepted, neither that application nor your **electronic application instructions** can be revoked and that acceptance of that application will be evidenced by the results of the Hong Kong Public Offering made available by our Company;
- agree to the arrangements, undertakings and warranties specified in the participant agreement between you and HKSCC and read with the General Rules of CCASS and the CCASS Operational Procedures, in respect of the giving of **electronic application instructions** relating to the Hong Kong Public Offer Shares;
- agree with us, for ourselves and for the benefit of each of the Shareholders (and so that our Company will be deemed by its acceptance in whole or in part of the application by HKSCC Nominees to have agreed, for itself and on behalf of each of the Shareholders, with each CCASS Participant giving electronic application instructions) to observe and comply with the Companies Ordinance, the Memorandum and Articles of Association;
- agree with us (for ourselves and for the benefit of each of the Shareholders) that the Shares in our Company are freely transferable by the holders thereof;

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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- authorise our Company to enter into a contract on its behalf with each of our Directors and officers of our Company whereby each such Director and officer undertakes to observe and comply with his obligations to Shareholders stipulated in the Memorandum and Articles of Association; and
- agree that that person's application, any acceptance of it and the resulting contract will be governed by and construed in accordance with the Laws of Hong Kong.

### VII. HOW MANY APPLICATIONS YOU MAY MAKE

You may make more than one application for Hong Kong Public Offer Shares if and only if:

- (1) You are a nominee, in which case you may make an application as a nominee by (1) giving **electronic application instructions** to HKSCC via CCASS (if you are a CCASS Participant); or (2) using a **WHITE** or **YELLOW** Application Form and lodging more than one Application Form in your own name if each application is made on behalf of different beneficial owners. In the box on the Application Form marked "For nominees", you must include, for each beneficial owner (or, in the case of joint beneficial owners, for each such beneficial owner):
  - an account number; or
  - some other identification code.

If you do not include this information, the application will be treated as being made for your benefit. As a nominee, you are deemed to have warranted that you are duly authorized to sign the Application Form on behalf of the relevant beneficial owner and agreed to disclose personal data relating to such beneficial owner on the terms set out in the Application Form on personal data.

**Otherwise, multiple applications or suspected multiple applications will be rejected.**

- (2) You are an Eligible Employee, in which case you may also make an application for Employee Reserved Shares by using a **PINK** Application Form. Only one application for Employee Reserved Shares is permitted per Eligible Employee under the Employee Preferential Offering. Multiple applications by any Eligible Employee are liable to be rejected.

By completing and delivering an Application Form, you:

- (if the application is made for your own benefit) warrant that this is the only application which will be made for your benefit on a **WHITE** or **YELLOW** Application Form or by giving **electronic application instructions** to HKSCC or to the designated **HK eIPO White Form** Service Provider through the **HK eIPO White Form** service ([www.hkeipo.hk](http://www.hkeipo.hk)); or
- (if you are an agent for another person) warrant that reasonable enquiries have been made of that other person that this is the only application which will be made for the benefit of that other person on a **WHITE** or **YELLOW** Application Form or by giving

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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**electronic application instructions** to HKSCC or to the designated **HK eIPO White Form** Service Provider and that you are duly authorized to sign the Application Form as that other person's agent.

Except where you are a nominee and provide the information required to be provided in your application, all of your applications will be rejected as multiple applications if you, or you and your joint applicant(s) together or any of your joint applicants:

- make more than one application (whether individually or jointly) on a **WHITE** or **YELLOW** Application Form or by giving **electronic application instructions** to HKSCC via CCASS or to the designated **HK eIPO White Form** Service Provider ([www.hkeipo.hk](http://www.hkeipo.hk));
- both apply (whether individually or jointly) on one **WHITE** Application Form and one **YELLOW** Application Form or on one **WHITE** or **YELLOW** Application Form and give **electronic application instructions** to HKSCC via CCASS or to the designated **HK eIPO White Form** Service Provider via the **HK eIPO White Form** service ([www.hkeipo.hk](http://www.hkeipo.hk));
- apply on one **WHITE** or **YELLOW** Application Form (whether individually or jointly with others) or by giving **electronic application instructions** to HKSCC via CCASS or to the designated **HK eIPO White Form** Service Provider via the **HK eIPO White Form** service [www.hkeipo.hk](http://www.hkeipo.hk) for more than 15,000,000 Hong Kong Public Offer Shares, as more particularly described in "Structure and Conditions of the Global Offering — Hong Kong Public Offering" in this prospectus; or
- have applied for or taken up, or indicated an interest for, or have been or will be allocated or placed (including conditionally and/or provisionally) International Placing Shares under the International Placing.

Save as referred to above, all of your applications will also be rejected as multiple applications if more than one application is made for your benefit (including the part of the application made by HKSCC Nominees acting on **electronic application instructions**). If an application is made by an unlisted company and:

- the principal business of that company is dealing in securities; and
- you exercise statutory control over that company,

then the application will be treated as being made for your benefit.

**Unlisted company** means a company with no equity securities listed on the Stock Exchange.

**Statutory control** in relation to a company means you:

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

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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If you apply by means of **HK eIPO White Form**, once you complete payment in respect of any **electronic application instruction** given by you or for your benefit to the designated **HK eIPO White Form** Service Provider to make an application for Hong Kong Public Offer Shares, an actual application shall be deemed to have been made. For the avoidance of doubt, giving an **electronic application instruction** under **HK eIPO White Form** more than once and obtaining different application reference numbers without effecting full payment in respect of a particular reference number will not constitute an actual application.

If you are suspected of submitting more than one application through **HK eIPO White Form** by giving **electronic application instructions** through the designated website at [www.hkeipo.hk](http://www.hkeipo.hk) and completing payment in respect of such **electronic application instructions**, or of submitting one application through **HK eIPO White Form** and one or more applications by any other means, all of your applications are liable to be rejected.

### VIII. CIRCUMSTANCES IN WHICH YOU WILL NOT BE ALLOTTED HONG KONG PUBLIC OFFER SHARES

Full details of the circumstances in which you will not be allotted the Hong Kong Public Offer Shares are set out in the notes attached to the Application Forms (whether you are making your application by an Application Form or electronically instructing HKSCC to cause HKSCC Nominees to apply on your behalf), and you should read them carefully. You may not be allotted Hong Kong Public Offer Shares if:

- **Your application is revoked or withdrawn:**

By completing and submitting an Application Form or submitting **electronic application instructions** to HKSCC or the designated **HK eIPO White Form** Service Provider, you agree that your application or the application made by HKSCC Nominees or the **HK eIPO White Form** Service Provider on your behalf is irrevocable on or before the fifth day after the time of opening of the application lists (excluding for this purpose any day which is not a business day). This agreement will take effect as a collateral contract with us, and will become binding when you lodge your Application Form or submit your **electronic application instruction** to HKSCC or the **HK eIPO White Form** Service Provider and an application has been made by HKSCC Nominees on your behalf accordingly. This collateral contract will be in consideration of we agreeing that we will not offer any Hong Kong Public Offer Shares to any person before the fifth day after the time of opening of the application lists (excluding for this purpose any day which is not a business day) except by means of one of the procedures referred to in this prospectus.

You may only revoke your application on or before the fifth day after the time of opening of the application lists (excluding for this purpose any day which is not a business day) if a person responsible for this prospectus under Section 40 of the Companies Ordinance (as applied by section 342E of the Companies Ordinance) gives a public notice under that section which excludes or limits the responsibility of that person for this prospectus.

If any supplement to this 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 can withdraw their applications. If applicant(s) has/have not been so notified, or if applicant(s) has/have been notified but have not withdrawn their applications in accordance with the procedure to be notified, all applications that have been

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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submitted shall remain valid and may be accepted. Subject to the above, an application once made is irrevocable and applicants shall be deemed to have applied on the basis of this prospectus as supplemented.

If your application or the application made by HKSCC Nominees on the **HK eIPO White Form** Service Provider on your behalf has been accepted, it cannot be revoked. For this purpose, acceptance of applications which are not rejected will be constituted by notification in the announcement 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.

- **Our Company, the Sole Global Coordinator, or their respective agents rejects your application**

Our Company, the Sole Global Coordinator, or their respective agents and nominees, as our Company's agent(s), 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.

- **The allotment of Hong Kong Public Offer Shares is void**

The allotment of Hong Kong Public Offer Shares to you, or to HKSCC Nominees, if made, will be void if the Listing Committee does not grant permission to list the Shares either:

- within three weeks from the closing date of the application lists; or
  - within a longer period of up to six weeks if the Listing Committee notifies our Company of that longer period within three weeks of the closing date of the application lists.
- **Any of the following circumstances apply:**
    - you make multiple applications or suspected multiple applications;
    - you or the person for whose benefit you apply for have applied for or taken up, or indicated an interest for or have received, or have been or will be placed or allocated (including conditionally and/or provisionally) any Offer Shares in the International Placing. By filling in any of the Application Forms or apply by giving **electronic application instructions** to HKSCC or the HK eIPO White Form Service Provider, you agree not to apply for or indicate an interest for Offer Shares in the International Placing. Reasonable steps will be taken to identify and reject applications in the Hong Kong Public Offering from investors who have received Offer Shares in the International Placing, and to identify and reject indications of interest in the International Placing from investors who have received Hong Kong Public Offer Shares in the Hong Kong Public Offering;
    - your payment is not made correctly;
    - you pay by cheque or banker's cashier order and the cheque or banker's cashier order is dishonoured upon its first presentation;

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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- your Application Form is not completed in accordance with the instructions as stated in the Application Form (if you apply by an Application Form);
- your **electronic application instructions** through the **HK eIPO White Form** service are not completed in accordance with the instructions, terms and conditions set out in the designated website at [www.hkeipo.hk](http://www.hkeipo.hk);
- our Company, the Sole Global Coordinator and the Sole Sponsor believes that by accepting your application, this would violate the applicable securities or other laws, rules or regulations of the jurisdiction in which your application is completed and/or signed or your address appeared on the Application Form is located;
- you apply for more than 15,000,000 shares initially being offered in the Hong Kong Public Offering for subscription;
- you apply for more than 3,332,000 Employee Reserved Shares
- any of the Underwriting Agreements does not become unconditional; or
- any of the Underwriting Agreements is terminated in accordance with their terms thereof or otherwise.

If any of these situations apply, your application will be rejected by the receiving bankers and the attached cheque(s) and/or banker's cashier order will not be presented for clearance.

You should also note that you may apply for Offer Shares under the Hong Kong Public Offering or indicate an interest for Offer Shares under the International Placing, but may not do both.

### IX. HOW MUCH ARE THE HONG KONG PUBLIC OFFER SHARES

The maximum Offer Price is HK\$2.27 per Share. You must also pay brokerage of 1.0%, SFC transaction levy of 0.003% and Stock Exchange trading fee of 0.005% in full. This means that for every board lot of 2,000 Offer Shares you will pay approximately HK\$4,585.77. The Application Forms have tables showing the exact amount payable for certain multiples of Offer Shares up to 15,000,000 Offer Shares.

You must pay the amount payable upon application for the Offer Shares by one cheque or one banker's cashier order in accordance with the terms set out in the Application Form (if you apply by an Application Form).

If your application is successful, brokerage is paid to participants of the Stock Exchange or the Stock Exchange (as the case may be), the SFC transaction levy and the Stock Exchange trading fee are paid to the Stock Exchange (in the case of the SFC transaction levy, collected on behalf of the SFC).

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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### **X. REFUND OF APPLICATION MONIES**

If you do not receive any Hong Kong Public Offer Shares for any of the reasons set out in “— VIII. Circumstances in which you will not be allotted Hong Kong Public Offer Shares” in the Application Forms and in this section above, we will refund to you your application monies, including the related brokerage of 1.0%, SFC transaction levy of 0.003% and Stock Exchange trading fee of 0.005%. No interest will be paid thereon.

If your application is accepted only in part, we will refund the appropriate portion of your application monies, including the related brokerage of 1.0%, SFC transaction levy of 0.003% and Stock Exchange trading fee of 0.005%, without interest.

If the Offer Price as finally determined is less than HK\$2.27 per Offer Share (excluding brokerage, SFC transaction levy and Stock Exchange trading fee thereon) initially paid on application, we will refund to you the surplus application monies, together with the related brokerage of 1.0%, SFC transaction levy of 0.003%, and Stock Exchange trading fee of 0.005% attributable to the surplus application monies, without interest. All interest accrued on such monies prior to the date of despatch of refund cheques will be retained for the benefit of our Company.

In a contingency situation involving a substantial over-subscription, at the discretion of our Company and the Sole Global Coordinator, cheques for applications for certain small denominations of Hong Kong Public Offer Shares (apart from successful applications) may not be cleared.

Refund of your application monies (if any) will be made on Friday, November 23, 2012 in accordance with the various arrangements as described in this section.

All refunds by cheque will be crossed “Account Payee Only”, and made out to you (or in case of joint applicants, the first-named applicant on the Application Form). Part of your Hong Kong identity card number/passport number, (or in case of joint applicants, part of the Hong Kong identity card number/passport number of the first-named applicant) provided by you may be printed on the refund cheque, if any. Such data would also be transferred to a third party for refund purpose. A banker may require verifications of your Hong Kong identity card number/passport number before encashment of your refund cheque. Inaccurate completion of your Hong Kong identity card number/passport number may lead to delay in encashment of or may invalidate your refund cheque.



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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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### XI. PERSONAL DATA

By signing an Application Form or by giving **electronic application instructions** to HKSCC or to the **HK eIPO White Form** Service Provider, you agree to all of the following:

#### **Personal Information Collection Statement**

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

#### **1. *Reasons for the collection of your personal data***

From time to time it is necessary for applicants for securities or registered holders of securities to supply their latest correct personal data to our Company and the 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, delayed or the inability of the 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 Public Offer Shares which you have successfully applied for and/or the despatch of share certificate(s) and/or refund cheque(s) to which you are entitled. It is important that holders of securities inform our Company and the Hong Kong Share Registrar immediately of any inaccuracies in the personal data supplied.

#### **2. *Purposes***

The personal data of the applicants and 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 the Application Form and this prospectus and announcing the results of allocation of the Hong Kong Public Offer Shares;
- enabling compliance with all applicable laws and regulations in Hong Kong or 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 register of holders of securities of our Company;
- conducting or assisting the conduct of signature verifications, any other verification or exchange of information;
- establishing benefit entitlements, such as dividends, rights issues and bonus issues;
- distributing communications from our Company and our subsidiaries;
- compiling statistical information and shareholder profiles;

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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- making disclosures as required by laws, rules or regulations;
- disclosing identities of successful applicants by way of an announcement or otherwise;
- disclosing relevant information to facilitate claims on entitlements; and
- any other incidental or associated purposes relating to the above and/or to enable our Company and the Hong Kong Share Registrar to discharge their obligations to holders of securities and/or regulators and/or any other purpose to which the holders of securities may from time to time agree.

### **3. *Transfer of personal data***

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

- our Company or our appointed agents such as financial advisers and receiving bankers and overseas principal Share Register;
- where applicants for securities request deposit into CCASS, to HKSCC and HKSCC Nominees, who will use the personal data for the purposes of operating the CCASS;
- any agents, contractors or third-party service providers who offer administrative, telecommunications, computer, payment or other services to our Company or our subsidiaries or the Hong Kong Share Registrar in connection with the operation of their respective businesses;
- the Stock Exchange, the SFC and any other regulatory or governmental bodies; and
- any other persons or institutions with which the holders of securities have or propose to have dealings, such as their bankers, solicitors, accountants or stockbrokers, etc.

### **4. *Access and correction of personal data***

The Personal Data Ordinance provides the applicant and the holder of securities with rights to ascertain whether our Company and/or the Hong Kong Share Registrar hold their personal data, to obtain a copy of that data, and to correct any data that is inaccurate. In accordance with the Personal Data Ordinance, our Company and the 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 the kinds of data held should be addressed to our Company for the attention of our company secretary or (as the case may be) the Hong Kong Share Registrar for the attention of the privacy compliance officer.

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## HOW TO APPLY FOR THE HONG KONG PUBLIC OFFER SHARES AND EMPLOYEE RESERVED SHARES

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### **XII. DEALINGS AND SETTLEMENT**

#### **1. Commencement of dealings in the Shares**

Dealings in the Shares on the Stock Exchange are expected to commence on Monday, November 26, 2012.

The Shares will be traded in board lots of 2,000 Shares each. The stock code of the Shares is 1314.

#### **2. Offer Shares will be eligible for admission into CCASS**

If the Stock Exchange grants the listing of, and permission to deal in, the Shares and we comply with the stock admission requirements of HKSCC, the Shares will be accepted as eligible securities by HKSCC for deposit, clearance and settlement in CCASS with effect from the date of commencement of dealings in the Shares on the Stock Exchange or any other date HKSCC chooses. Settlement of transactions between participants of the Stock Exchange is required to take place in CCASS on the second Business Day after any trading day.

All activities under CCASS are subject to the General Rules of CCASS and CCASS Operational Procedures in effect from time to time.

Investors should seek the advice of their stockbroker or other professional adviser for details of the settlement arrangement as such arrangements may affect their rights and interests.

All necessary arrangements have been made enabling the Shares to be admitted into CCASS.