
OUR CORPORATE INVESTORS

CORPORATE PLACING

We have entered into cornerstone investment agreements with the following investors (the “Corporate Investors”, each a “Corporate Investor”), pursuant to which the Corporate Investors have agreed to subscribe at the Offer Price for such number of Offer Shares (rounded down to the nearest whole board lot of 1,000 H Shares) that may be purchased for an aggregate amount of US\$1,744 million or HK\$13,518 million (the “Corporate Placing”). Assuming an Offer Price of HK\$3.83 (being the low-end of the indicative Offer Price range stated in this prospectus), the total number of H Shares to be subscribed for by the Corporate Investors would be 3,529,411,000, representing approximately (i) 7.50% of the Shares in issue upon the completion of the Global Offering and 53.44% of the H Shares issued pursuant to the Global Offering, assuming that both the Offer Size Adjustment Option and the Over-allotment Option are fully exercised; or (ii) 7.75% of the Shares in issue upon the completion of the Global Offering and 69.48% of the H Shares issued pursuant to the Global Offering, assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05 (being the mid-point of the indicative Offer Price range stated in this prospectus), the total number of H Shares to be subscribed for by the Corporate Investors would be 3,337,688,000, representing approximately (i) 7.10% of the Shares in issue upon the completion of the Global Offering and 50.54% of the H Shares issued pursuant to the Global Offering, assuming that both the Offer Size Adjustment Option and the Over-allotment Option are fully exercised; or (ii) 7.33% of the Shares in issue upon the completion of the Global Offering and 65.70% of the H Shares issued pursuant to the Global Offering, assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27 (being the high-end of the indicative Offer Price range stated in this prospectus), the total number of H Shares to be subscribed for by the Corporate Investors would be 3,165,718,000, representing approximately (i) 6.73% of the Shares in issue upon the completion of the Global Offering and 47.94% of the H Shares issued pursuant to the Global Offering, assuming that both the Offer Size Adjustment Option and the Over-allotment Option are fully exercised; or (ii) 6.96% of the Shares in issue upon the completion of the Global Offering and 62.32% of the H Shares issued pursuant to the Global Offering, assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

Except for Sany International Development Limited, Sun Hung Kai Strategic Capital Limited and First Asian Holdings Limited as described further below, each of the Corporate Investors, and their respective beneficial owners, is an independent third party, independent of each other, not our connected person, and not an existing shareholder of our Bank. Details of the actual number of Offer Shares to be allocated to the Corporate Investors will be disclosed in the allotment results announcement to be issued by our Bank on or around December 19, 2013.

The Corporate Placing forms part of the International Offering. The Offer Shares to be subscribed for by the Corporate Investors will rank *pari passu* in all respects with the other fully paid H Shares in issue and will (other than those subscribed by Sany) be counted towards the public float of our Bank. None of the Corporate Investors will subscribe for any Offer Shares under the Global Offering (other than and pursuant to the respective cornerstone investment agreements). Immediately following the completion of the Global Offering, none of the Corporate Investors will have any board representation in our Bank, nor will any of the Corporate Investors become our substantial Shareholder (as defined under the Listing Rules). The Offer Shares to be subscribed for by the Corporate Investors will not be affected by any reallocation of the Offer Shares between the International Offering and the Hong Kong Public Offering described in “Structure of the Global Offering – The Hong Kong Public Offering.”

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We have entered into cornerstone investment agreements with each of the following Corporate Investors in respect of the Corporate Placing. The information about our Corporate Investors set forth below has been provided by the Corporate Investors in connection with the Corporate Placing:

Ocean Fortune Investment Limited

Ocean Fortune Investment Limited (“Ocean Fortune”) has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of US\$800 million at the Offer Price. Assuming an Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that Ocean Fortune would subscribe for would be 1,619,342,000, representing approximately 3.56% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that Ocean Fortune would subscribe for would be 1,531,377,000, representing approximately 3.36% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that Ocean Fortune would subscribe for would be 1,452,477,000, representing approximately 3.19% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

Ocean Fortune is registered in the Republic of the Marshall Islands and its ultimate controlling shareholder is China Shipping (Group) Company, a shipping conglomerate in the PRC.

Ever Ideal Limited

Ever Ideal Limited (“Ever Ideal”) has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of HK\$780 million at the Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that Ever Ideal would subscribe for would be 203,655,000, representing approximately 0.45% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that Ever Ideal would subscribe for would be 192,592,000, representing approximately 0.42% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that Ever Ideal would subscribe for would be 182,669,000, representing approximately 0.40% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

Ever Ideal is a company incorporated in the British Virgin Islands and its principal activity is securities investment. The ultimate controlling shareholder of Ever Ideal is Chinese Estates Holdings Limited (“Chinese Estates”). Chinese Estates is publicly listed on the Hong Kong Stock Exchange (Stock Code: 0127) and its subsidiaries are principally engaged in property investment and development, brokerage, securities investment, money lending and cosmetics distribution and trading.

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Ever Ideal may obtain external financing from lenders (which may include affiliates of UBS) to finance its subscription of H Shares. The loan, if obtained, will be on normal commercial terms after arm's length negotiations. All or some of the H Shares to be subscribed for by Ever Ideal may be charged to the lenders as security for such loan. Under the financing agreement, Ever Ideal may be required to repay the loan before its maturity following the occurrence of certain customary events of default. The lenders may therefore have the right to enforce their security interest in the H Shares subject to such charge at any time from and including the Listing Date upon the occurrence of certain customary events of default.

The Prudential Insurance Company of America

The Prudential Insurance Company of America ("Prudential Insurance") has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of US\$50 million at the Offer Price. Assuming an Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that Prudential Insurance would subscribe for would be 101,208,000, representing approximately 0.22% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that Prudential Insurance would subscribe for would be 95,711,000, representing approximately 0.21% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that Prudential Insurance would subscribe for would be 90,779,000, representing approximately 0.20% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

Prudential Insurance is a life insurance company incorporated in New Jersey, USA. It is ultimately owned by Prudential Financial Inc., a financial services company listed on the New York Stock Exchange.

Sun Life Assurance Company of Canada

Sun Life Assurance Company of Canada ("Sun Life") has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of US\$50 million at the Offer Price. Assuming an Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that Sun Life would subscribe for would be 101,208,000, representing approximately 0.22% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that Sun Life would subscribe for would be 95,711,000, representing approximately 0.21% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that Sun Life would subscribe for would be 90,779,000, representing approximately 0.20% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

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Sun Life is a Canadian life insurance company, which was incorporated in 1865. It is governed by the Insurance Companies Act of Canada and is regulated by the Office of the Superintendent of Financial Institutions of Canada. Sun Life and its subsidiaries and joint venture partners provide a wide range of savings, retirement, pension, mutual funds, and life and health insurance products and services to individual and corporate customers in key markets worldwide, including Canada, the United States, the United Kingdom, Ireland, Hong Kong, the Philippines, Japan, Indonesia, India, China, Australia, Singapore, Vietnam, Malaysia and Bermuda. Sun Life has an extensive global distribution network consisting of career sales forces in certain countries, independent insurance agents, managing general agents, investment dealers and banks.

Sun Life is a wholly-owned subsidiary of Sun Life Financial Inc. and is the principal operating insurance company in the Sun Life Financial group of companies. As of September 30, 2013, the Sun Life Financial group of companies had total assets under management of Cdn\$590 billion. Sun Life Financial Inc. is a public holding company that is listed on the Toronto, New York and Philippines stock exchanges.

Zhongrong International Trust Co., Ltd.

Zhongrong International Trust Co., Ltd. (“Zhongrong Trust”) has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of US\$200 million at the Offer Price. Assuming an Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that Zhongrong Trust would subscribe for would be 404,835,000, representing approximately 0.89% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that Zhongrong Trust would subscribe for would be 382,844,000, representing approximately 0.84% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that Zhongrong Trust would subscribe for would be 363,119,000, representing approximately 0.80% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

Zhongrong Trust is a company registered in the People’s Republic of China with limited liability and its principal activities are trust business. The ultimate controlling shareholder of Zhongrong Trust is Jingwei Textile Machinery Company Limited (listed on the Hong Kong Stock Exchange, HK Stock Code: 0350), principal business of which are production of textile machinery and the other machinery and electronic products.

TEDA Investment Holding Co., Ltd.

TEDA Investment Holding Co., Ltd. (“TEDA”) has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of US\$80 million at the Offer Price. Assuming an Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that TEDA would subscribe for would be 161,934,000, representing approximately 0.36% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that TEDA would subscribe for would be 153,137,000, representing approximately 0.34% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the

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Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that TEDA would subscribe for would be 145,247,000, representing approximately 0.32% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

TEDA was established in December 1984. It is a major wholly state-owned company formed by the former Tianjin Economic-Technological Development Area Corporation, TEDA Group and Tianjin TEDA Construction Group. The company's major scope of business covers regional development and real estate, public utilities, manufacturing, financial and modern service industries. TEDA has 15 wholly-owned subsidiaries including TEDA Group and Tianjin TEDA Construction Group, over 23 affiliates including TEDA International, Tianjin Pipe and Bohai Bank and holds equity interest in more than 23 companies including TEDA Development and Changjiang Securities.

Wenze International Investment Limited

Wenze International Investment Limited ("Wenze") has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of HK\$546 million at the Offer Price. Assuming an Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that Wenze would subscribe for would be 142,558,000, representing approximately 0.31% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that Wenze would subscribe for would be 134,814,000, representing approximately 0.30% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that Wenze would subscribe for would be 127,868,000, representing approximately 0.28% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

Wenze is established in Hong Kong as a private company on March 28, 2012. It primarily makes investments in industries of energy, mining, finance, real estate, consumer goods and high-tech, with its business presence in Asia-Pacific, North America, Europe, Middle East and Africa. Wenze's investment philosophy is to "Explore Value & Create Value", which also presents Wenze's vision and mission, that is, to promote social civilization through economic prosperity. Throughout its business, Wenze is always dedicated to optimize corporate governance, promote sustainable development of the company, and to create value for shareholders and other stakeholders.

Wenze may use all or some of the H Shares to be subscribed for by it as security in favor of a financial institution for a bona fide commercial loan. Wenze may be required to repay the loan before its maturity following the occurrence of certain customary events of default. The lenders may therefore have the right to enforce their security interest in the H Shares subject to such charge at any time including within the lock up period of six months starting from and including the Listing Date upon the occurrence of certain customary events of default.

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China Oceanwide International Investment Co., LTD.

China Oceanwide International Investment Co., LTD. (“China Oceanwide International”) has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of US\$67 million at the Offer Price. Assuming an Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that China Oceanwide International would subscribe for would be 135,619,000, representing approximately 0.30% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that China Oceanwide International would subscribe for would be 128,252,000, representing approximately 0.28% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that China Oceanwide International would subscribe for would be 121,645,000, representing approximately 0.27% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

China Oceanwide International was established in Hong Kong. It is a wholly-owned subsidiary of China Oceanwide Holdings Group Co., Ltd. (“China Oceanwide Holdings”) as its overseas platform for developing international partnerships and projects. China Oceanwide Holdings was founded by Mr. LU Zhiqiang in 1985. Currently it has established an integrative investment pattern and business structure to include finance, real estate, energy development, culture and media, and integrative investment.

The H Shares subscribed by China Oceanwide International were partially financed by a margin loan of up to US\$50 million with recourse with a fixed term from Haitong International Securities Company Limited on normal commercial terms on an arm’s length basis. All H Shares subscribed by China Oceanwide International will be deposited to a securities account opened by China Oceanwide International with Haitong International Securities Company Limited and charged in favor of Haitong International Securities Company Limited as security for such loan. Upon the occurrence of customary events of default, repayment of the loan may be accelerated before its maturity and Haitong International Securities Company Limited has agreed with China Oceanwide International not to dispose of the collateral shares to third parties in the event of default until after the date falling six months after the Listing Date.

Sinochem International (Overseas) Pte. Ltd.

Sinochem International (Overseas) Pte. Ltd. (“Sinochem”) has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of RMB400 million at the Offer Price. Assuming an Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that Sinochem would subscribe for would be 132,028,000, representing approximately 0.29% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that Sinochem would subscribe for would be 124,856,000, representing approximately 0.27% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that Sinochem would subscribe for would be 118,423,000, representing approximately 0.26% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

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Sinochem is incorporated in Singapore and wholly owned by Sinochem International Corporation (“SIC”). Sinochem acts as a key overseas trading arm and investment platform for SIC. SIC is a large state-owned holding company engaging in industrial investment, logistics, trading and distribution in the fields of natural rubber, fine chemicals, agrochemicals, chemical logistics, chemical distribution, and other sub-sectors international chemical business (stock code: 600500), with customers from over 100 countries and regions worldwide.

Shanghai Electric Group Hongkong Company Limited

Shanghai Electric Group Hongkong Company Limited (“Shanghai Electric”) has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of US\$30 million at the Offer Price. Assuming an Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that Shanghai Electric would subscribe for would be 60,725,000, representing approximately 0.13% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that Shanghai Electric would subscribe for would be 57,426,000, representing approximately 0.13% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that Shanghai Electric would subscribe for would be 54,467,000, representing approximately 0.12% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

Shanghai Electric is a wholly-owned subsidiary of Shanghai Electric (Group) Corporation incorporated in Hong Kong. Shanghai Electric (Group) Corporation is the equipment manufacturing industry group registered in Shanghai. The main business covers high-efficiency clean energy, new energy and environmental protection, industrial equipment and modern service industry. Shanghai Electric is the overseas investment and financing platform of the group, with main businesses in general contracting, industrial investment, business consulting, import & export of machinery & electronic products.

Sany International Development Limited

Sany International Development Limited (“Sany”) has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of US\$30 million at the Offer Price. Assuming an Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that Sany would subscribe for would be 60,725,000, representing approximately 0.13% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that Sany would subscribe for would be 57,426,000, representing approximately 0.13% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that Sany would subscribe for would be 54,467,000, representing approximately 0.12% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

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Sany is a wholly owned subsidiary of Sany Heavy Industry Co., Ltd (Shanghai Stock Exchange: 600031). Sany Heavy Industry Co., Ltd. is the largest construction manufacturer in China. Sany Heavy Industry Co., Ltd. manufactures construction machinery industry with a vast product range of concrete machinery, excavator, etc. Sany Group Co., Ltd. is the controlling shareholder of Sany Heavy Industry Co., Ltd. Sany Group Co., Ltd., which controls 10% equity interests in Shaoshan Everbright Village Bank, is a substantial shareholder of one of our subsidiaries, therefore is our connected person under the Listing Rules. Shares held by Sany after the listing will not be counted as part of the public float.

C.N. Team Limited

C.N. Team Limited (“C.N. Team”) has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of HK\$234 million at the Offer Price. Assuming an Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that C.N. Team would subscribe for would be 61,096,000, representing approximately 0.13% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that C.N. Team would subscribe for would be 57,777,000, representing approximately 0.13% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that C.N. Team would subscribe for would be 54,800,000, representing approximately 0.12% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

C.N. Team, an international business company, is registered in the British Virgin Islands on April 26, 2000. Its legal representative is Ms. WU Xiuli, who is the sole shareholder. C.N. Team could engage in any business not prohibited by the law of the British Virgin Islands. Now the C.N. Team mainly is doing commodity trading and foreign investment business.

NorthShore Investment (HK) Limited

NorthShore Investment (HK) Limited (“NorthShore”) has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of US\$30 million at the Offer Price. Assuming an Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that NorthShore would subscribe for would be 60,725,000, representing approximately 0.13% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that NorthShore would subscribe for would be 57,426,000, representing approximately 0.13% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that NorthShore would subscribe for would be 54,467,000, representing approximately 0.12% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

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NorthShore is an investment holding company incorporated in Hong Kong. It is an indirect wholly-owned subsidiary of China Qing Hua Energy Group Co., Ltd., a PRC-incorporated company which engages in metal ores mining and dressing, metallurgical chemical, refined coal chemical, building materials, logistics, hotel and international trade. China Qing Hua Energy Group Co., Ltd. is ultimately controlled by Mr. HUO Qing Hua.

Guangdong Fortune Field Gold Trade Co., Ltd

Guangdong Fortune Field Gold Trade Co., Ltd (previously named Guangzhou Fortune Field Gold Trade Co., Ltd) (“Guangdong Fortune Field”) has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of US\$30 million at the Offer Price. Assuming an Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that Guangdong Fortune Field would subscribe for would be 60,725,000, representing approximately 0.13% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that Guangdong Fortune Field would subscribe for would be 57,426,000, representing approximately 0.13% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that Guangdong Fortune Field would subscribe for would be 54,467,000, representing approximately 0.12% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

Guangdong Fortune Field was incorporated in Guangzhou in 2007 with a registered capital of RMB100 million. It is ultimately owned by Mr. CHEN Hua Wei, an independent third party of our Bank. As approved by the PBOC, Guangdong Fortune Field is the composite class No. 151 member of the Shanghai Gold Exchange. It is also designated by the Shanghai Gold Exchange to conduct businesses of proprietary trading, brokerage, acquisition and advisory services in relation to precious metals including gold, silver and platinum. With 35 branches in China, it serves as one of the vice president entities of the Gold Association of Guangdong Province.

Guangdong Fortune Field is dedicated to building an all-round, high-level and comprehensive investment service platform including gold trading, gold investments and investment advice and market analysis for domestic institutional investors and professional investors.

The H Shares subscribed by Guangdong Fortune Field were partially financed by a margin loan of US\$18,000,000 with recourse with a fixed term from ABCI Securities Company Limited on normal commercial terms on an arm’s length basis. All H Shares subscribed by Guangdong Fortune Field will be deposited to a securities account opened by Guangdong Fortune Field with ABCI Securities Company Limited as security for such loan. Upon the occurrence of customary events of default, repayment of the loan may be accelerated before its maturity and ABCI Securities Company Limited has agreed with Guangdong Fortune Field not to dispose of the collateral shares to third parties in the event of default until after the date falling six months after the Listing Date.

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China Chengtong Holdings Group Ltd.

China Chengtong Holdings Group Ltd. (“China Chengtong”) is the beneficiary of a proposed asset management arrangement to be entered into with Agricultural Bank of China Limited (the “QDII Manager”) in the capacity of a qualified domestic institutional investor (“QDII”) as asset manager and nominee of China Chengtong. China Chengtong has agreed to cause the QDII Manager to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of US\$30 million at the Offer Price. Assuming an Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that the QDII Manager would subscribe for would be 60,725,000, representing approximately 0.13% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that the QDII Manager would subscribe for would be 57,426,000, representing approximately 0.13% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that the QDII Manager would subscribe for would be 54,467,000, representing approximately 0.12% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

The QDII Manager is the controlling shareholder of ABCI Securities Company Limited (“ABCI”) and manages an investment fund in the capacity as a qualified domestic institutional investor (“ABC QDII Fund”) for an on behalf of China Chengtong in accordance with applicable PRC laws, regulations and regulatory documents. The above arrangement will be achieved by an allocation of Offer Shares to the QDII Manager in a structured pass-through transaction (the “Proposed Structure”). The QDII Manager and China Chengtong shall be treated in an equal manner as other cornerstone investors in the allocation process. The ultimate cornerstone investor is independent from the QDII Manager, ABCI and their respective associates. Our PRC legal counsel, King & Wood Mallesons and the Joint Sponsors’ PRC legal counsel, Jingtian & Gongcheng, Attorneys At Law, have advised that the establishment of the ABC QDII Fund by the QDII Manager on behalf of the independent cornerstone investor (as permitted by PRC statutory procedures) and the Proposed Structure (in so far as it concerns PRC laws and regulations as currently in force) comply with PRC laws, regulations and regulatory documents. No financing has been provided by ABCI and its affiliates or the QDII fund to the relevant cornerstone investor in connection with the cornerstone investment. The Joint Sponsors and the Joint Bookrunners confirm that material terms of the above cornerstone investment agreement are substantially the same as those entered into by other corporate investors taking part in the Global Offering. We have applied for and the Hong Kong Stock Exchange has granted its consent under paragraph 5(1) of Appendix 6 of the Listing Rules to allow Offer Shares to be placed to the ABC QDII Fund as a “connected client” (as defined under paragraph 13 of Appendix 6 of the Listing Rules) of ABCI.

China Chengtong is a large enterprise group under the supervision of the State-owned Assets Supervision and Administration Commission (SASAC) of the State Council. China Chengtong belongs to the first batch of standard board-of-directors enterprises in the transformation of central enterprises authenticated by SASAC. It serves as a significant operating platform, contributing to structural and distributional adjustments and strategic recombination of central enterprises. At present, China Chengtong owns more than a hundred subsidiary companies all over China, among which, six are listed companies. Besides, it also has set up overseas business platforms in areas such as Hong Kong and Russia. The main businesses of China Chengtong are assets management, integrated logistic service, capital goods trade, production and exploitation of forestry-pulp papers.

OUR CORPORATE INVESTORS

Hongkong Energy Group Investment Limited

Hongkong Energy Group Investment Limited (“HK Energy”) has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of US\$30 million at the Offer Price. Assuming an Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that HK Energy would subscribe for would be 60,725,000, representing approximately 0.13% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that HK Energy would subscribe for would be 57,426,000, representing approximately 0.13% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that HK Energy would subscribe for would be 54,467,000, representing approximately 0.12% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

HK Energy was established in 2004 and is ultimately controlled by Mr. SUN Pei Hua. HK Energy is engaged in the business of investment holding, investing primarily in the energy, chemical and mechanical equipment sectors. HK Energy also engages in import and export of fuel oil. In the PRC, HK Energy has invested in joint ventures in the petrochemical refining industry in Zhuhai and Ningxia with Baota Petrochemical Group (“Baota”). Baota is engaged in the petrochemical, fine chemical and coal chemical industries in the PRC. The Chairman of the Board of Directors of Baota is Mr. SUN Hengchao, who has been engaged in the refining industry for 16 years.

Haochen Holding Limited

Haochen Holding Limited (“Haochen”) has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of HK\$234 million at the Offer Price. Assuming an Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that Haochen would subscribe for would be 61,096,000, representing approximately 0.13% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that Haochen would subscribe for would be 57,777,000, representing approximately 0.13% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that Haochen would subscribe for would be 54,800,000, representing approximately 0.12% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

Haochen was incorporated in Hong Kong on 3 January 2011. Its nature of business is trading & investment, and its principal activity is trading of copper cathode. Haochen purchases goods from the world famous enterprises, such as Marubeni Corporation in Japan, Extend Victory (Hong Kong) Limited and East Success Enterprise Limited in Hong Kong and Raffemet Pte Ltd in Singapore. Haochen also sells goods to the China top 500 enterprises, including Shanghai Material Trading Co., Ltd. and Beida Fangzheng Products Group Co. Ltd. Haochen’s ultimate controlling shareholder is WANG Lina, who is an individual shareholder.

OUR CORPORATE INVESTORS

Sun Hung Kai Strategic Capital Limited

Sun Hung Kai Strategic Capital Limited (“SHKSCL”) has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of US\$10 million at the Offer Price. Assuming an Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that SHKSCL would subscribe for would be 20,241,000, representing approximately 0.04% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that SHKSCL would subscribe for would be 19,142,000, representing approximately 0.04% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that SHKSCL would subscribe for would be 18,155,000, representing approximately 0.04% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

SHKSCL is a wholly-owned subsidiary of Sun Hung Kai & Co. Limited (Stock Code: 86) (“SHK”), one of the leading financial institutions in Hong Kong with its foundation dating back to 1969. SHK, through its subsidiary Sun Hung Kai Financial Limited (“SHKFL”), runs the wealth management & brokerage and capital markets divisions, and offers a diversified financial trading platform to its customers.

SHKSCL may obtain external financing from lenders (which may include affiliates of UBS) to finance its subscription of H Shares. The loan, if obtained, will be on normal commercial terms after arm’s length negotiations. All or some of the H Shares to be subscribed for by SHKSCL may be charged to the lenders as security for such loan. Under the financing agreement, SHKSCL may be required to repay the loan before its maturity following the occurrence of certain customary events of default. The lenders may therefore have the right to enforce their security interest in the H Shares subject to such charge at any time from and including the Listing Date upon the occurrence of certain customary events of default.

SHKFL entered into a long-term strategic cooperation agreement with our Bank in respect of cross-border financial services in Hong Kong. Our Bank has agreed to mobilize our resources and refer a targeted number of our high net worth customers to SHKFL each year, while SHKFL would supply such customers with access to a full range of offshore financial products through its comprehensive platform.

First Asian Holdings Limited

First Asian Holdings Limited (“FAHL”) has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 1,000 H Shares) which may be purchased with an aggregate amount of US\$10 million at the Offer Price. Assuming an Offer Price of HK\$3.83, being the low-end of the Offer Price range set out in this prospectus, the total number of H Shares that FAHL would subscribe for would be 20,241,000, representing approximately 0.04% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.05, being the mid-point of the Offer Price range set out in this prospectus, the total number of H Shares that FAHL would subscribe for would be 19,142,000, representing approximately 0.04% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised. Assuming an Offer Price of HK\$4.27, being the high-end of the Offer Price range set out in this prospectus, the total number of H Shares that FAHL would subscribe for would be 18,155,000, representing approximately 0.04% of the Shares in issue immediately following the completion of the Global Offering assuming that neither the Offer Size Adjustment Option nor the Over-allotment Option is exercised.

OUR CORPORATE INVESTORS

FAHL is a wholly-owned subsidiary of United Asia Finance Limited (“UAFL”) which in turn is a 58%-owned subsidiary of SHK. Its other shareholders include ITOCHU Hong Kong Limited, ITOCHU Finance (Asia) Limited, Icapital City Limited and ORIX International Finance Limited. As of 30 June 2013, UAFL had 140 branches in Hong Kong and Mainland China. UAFL’s core operation is the personal loans business, consisting mainly of unsecured loans to individual customers of lower to middle income groups. In Hong Kong, UAFL is ranked first among consumer finance companies (excluding banks) in terms of total loans outstanding (excluding property mortgage loans), with a market share of approximately 5.9 per cent as at 31 December 2012.

UAFL entered into a long-term strategic cooperation partnership with our Bank in respect of provision of credit facilities to customers, loans customer referrals and issuance of co-branded cards.

CONDITIONS PRECEDENT

The subscription obligation of each Corporate Investor is subject to, among other things, the following conditions precedent:

- (a) the Hong Kong Underwriting Agreement and the International Underwriting Agreement being entered into and having become effective and unconditional (in accordance with their respective original terms or as subsequently waived or varied by agreement of the parties thereto) by no later than the time and date as specified in such agreements;
- (b) neither the Hong Kong Underwriting Agreement nor the International Underwriting Agreement having been terminated; and
- (c) the Listing Committee of the Hong Kong Stock Exchange having granted the listing of, and permission to deal in, the H Shares and such approval or permission not having been revoked.

RESTRICTIONS ON DISPOSALS BY THE CORPORATE INVESTORS

Each of the Corporate Investors has agreed that, without the prior written consent of our Bank and certain Joint Bookrunners, it will not, whether directly or indirectly, at any time during a period of six months starting from and inclusive of the Listing Date, dispose of (as defined in the relevant cornerstone investment agreements) any of the H Shares subscribed for by it pursuant to the relevant cornerstone investment agreement. Each Corporate Investor may transfer the H Shares so subscribed in certain limited circumstances as set out in the relevant cornerstone investment agreement, such as transfer to a wholly-owned subsidiary of such Corporate Investor, provided that, among other things, such wholly-owned subsidiary undertakes in writing, and such Corporate Investor undertakes in writing to procure, that such wholly-owned subsidiary to be bound by the Corporate Investor’s obligations under the relevant cornerstone investment agreement.

For the case of Ever Ideal, Wenze, China Oceanwide International, Guangdong Fortune Field and SHKSCL, please refer to the above disclosures for further details on the pledge or possible pledge of H Shares according to the relevant cornerstone investment agreement for the purposes of obtaining funding.