

Unless otherwise defined herein, capitalised terms in this announcement shall have the same meanings as those defined in the prospectus dated 19 March 2014 (the “**Prospectus**”) issued by Harbin Bank Co., Ltd. (the “**Bank**”).

Hong Kong Exchanges and Clearing Limited, The Stock Exchange of Hong Kong Limited (the “**Hong Kong Stock Exchange**”) and Hong Kong Securities Clearing Company Limited (“**HKSCC**”) take no responsibility for the contents of this announcement, make no representation as to its accuracy or completeness and expressly disclaim any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this announcement.

This announcement is for information purposes only and does not constitute an offer or an invitation to induce an offer by any person to acquire, purchase or subscribe for securities. Potential investors should read the Prospectus for detailed information about the Hong Kong Public Offering and the International Offering described below before deciding whether or not to invest in the Shares thereby offered.

This announcement is not for release, publication, distribution, directly or indirectly, in or into the United States (including its territories and possessions, any state of the United States and the District of Columbia). This announcement does not constitute or form a part of any offer or solicitation to purchase or subscribe for securities in the United States. The Shares have not been, and will not be, registered under the United States Securities Act of 1933, as amended from time to time (the “**U.S. Securities Act**”). The securities may not be offered or sold in the United States except pursuant to registration or an exemption from the registration requirements of the U.S. Securities Act. There will be no public offer of securities in the United States.

In connection with the Global Offering, Haitong International Securities Company Limited, as stabilizing manager (the “**Stabilizing Manager**”), its affiliates or any person acting for it, on behalf of the Underwriters, may effect transactions with a view to stabilizing or supporting the market price of the Shares at a level higher than that which might otherwise prevail for a limited period after Listing Date. However, there is no obligation on the Stabilizing Manager, its affiliates or any person acting for it, to conduct any such stabilizing action, which, if commenced, will be done at the sole and absolute discretion of the Stabilizing Manager, its affiliates or any person acting for it, and may be discontinued at any time. Any such stabilizing activity is required to be brought to an end on the 30th day after the last day for the lodging of applications under the Hong Kong Public Offering. Such stabilization action, if commenced, may be effected in all jurisdictions where it is permissible to do so, in each case in compliance with all applicable laws, rules and regulatory requirements, including the Securities and Futures (Price Stabilizing) Rules, as amended, made under the Securities and Futures Ordinance (Cap. 571 of the Laws of Hong Kong).

Potential investors should be aware that stabilizing action cannot be taken to support the price of the Shares for longer than the stabilization period which begins on the Listing Date and is expected to expire on 23 April 2014, being the 30th day after the date of closing of the application lists under the Hong Kong Public Offering. After this date, no further stabilizing action may be taken, demand for the Shares, and therefore the price of the Shares, could fall.

Harbin Bank Co., Ltd.*

哈爾濱銀行股份有限公司**

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

GLOBAL OFFERING

Number of Offer Shares in the Global Offering	:	3,023,570,000 H Shares (comprising 2,748,700,000 New Shares to be offered by the Bank and 274,870,000 Sale Shares to be offered by the Selling Shareholders, subject to the Over-allotment Option)
Number of Offer Shares in the International Offering	:	2,721,212,000 H Shares (subject to reallocation and the Over-allotment Option)
Number of Hong Kong Offer Shares	:	302,358,000 H Shares (subject to reallocation)
Maximum Offer Price	:	HK\$3.33 per H Share
Nominal Value	:	RMB1.00 per H Share
Stock Code	:	6138

Joint Sponsors



Joint Global Coordinators



Joint Bookrunners and Joint Lead Managers



Application has been made by the Bank to the Listing Committee of the Hong Kong Stock Exchange for the listing of, and permission to deal in, (i) the H Shares to be issued or sold pursuant to the Global Offering (including any additional H Shares which may be issued or sold pursuant to the exercise of the Over-allotment Option); and (ii) the H Shares which will be converted from Domestic Shares and sold for the benefit of the NSSF pursuant to the relevant PRC regulations relating to reduction of state-owned shares. Dealings in the H Shares on the Main Board are expected to commence at 9:00 a.m. on Monday, 31 March 2014. In the event the Over-allotment Option is exercised, an announcement will be made by the Bank on the Bank's website at www.hrbb.com.cn and the website of the Hong Kong Stock Exchange at www.hkexnews.hk.

The Global Offering comprises the Hong Kong Public Offering of 302,358,000 H Shares (subject to reallocation), and the International Offering of an aggregate of 2,721,212,000 H Shares (including 274,870,000 Sale Shares to be offered by the Selling Shareholders and subject to reallocation and the Over-allotment Option). The allocation of the Offer Shares between the Hong Kong Public Offering and the International Offering will be subject to adjustment as described in the section headed "Structure of the Global Offering" in the Prospectus.

Subject to the granting of the approval for listing of, and permission to deal in, the H Shares on the Hong Kong Stock Exchange and compliance with the stock admission requirements of HKSCC, the H 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 H Shares on the Hong Kong Stock Exchange or such other date as may be determined by HKSCC. Settlement of transactions between participants of the Hong Kong 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. All necessary arrangements have been made to enable the H Shares to be admitted into CCASS.

The Offer Price will not be more than HK\$3.33 per Offer Share and is currently expected to be not less than HK\$2.89 per Offer Share, unless otherwise announced. Applicants for the Hong Kong Offer Shares are required to pay, on application, the maximum Offer Price of HK\$3.33 per Offer Share together with brokerage of 1.0%, SFC transaction levy of 0.003% and Hong Kong Stock Exchange trading fee of 0.005%, subject to refund if the Offer Price as finally determined is less than HK\$3.33 per Offer Share.

Applications for the Hong Kong Offer Shares will only be considered on the basis of the terms and conditions set out in the Prospectus and the Application Forms. Applicants who would like to have the allotted Hong Kong Offer Shares registered in their own names should either (i) complete and sign the **WHITE** Application Forms, or (ii) submit applications online through the designated website of the **White Form eIPO Service Provider** at www.eipo.com.hk under the **White Form eIPO** service. Applicants who would like to have the allotted Hong Kong Offer Shares registered in the name of HKSCC Nominees and deposited directly into CCASS for credit to their CCASS Investor Participant stock accounts or the stock accounts of their designated CCASS Participants maintained in CCASS should either (i) complete and sign the **YELLOW** Application Forms, or (ii) give **electronic application instructions** to HKSCC via CCASS.

Copies of the Prospectus, together with the **WHITE** Application Form, may be obtained during normal business hours from 9:00 a.m. on Wednesday, 19 March 2014, until 12:00 noon on Monday, 24 March 2014 from:

1. the following address of the Hong Kong Underwriters:

China International Capital Corporation, Hong Kong Securities Limited
29/F, One International Finance Centre, 1 Harbour View Street, Central, Hong Kong

Credit Suisse (Hong Kong) Limited
Level 88, International Commerce Centre, 1 Austin Road West, Kowloon, Hong Kong

BOCI Asia Limited
26th Floor, Bank of China Tower, 1 Garden Road, Hong Kong

ABCI Securities Company Limited
Room 701, 7/F, One Pacific Place, 88 Queensway, Hong Kong

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

DBS Asia Capital Limited
17th Floor, The Center, 99 Queen's Road Central, Hong Kong

Haitong International Securities Company Limited
22/F Li Po Chun Chambers, 189 Des Voeux Road Central, Hong Kong

CIMB Securities Limited
Units 7706–08 Level 77, International Commerce Centre, 1 Austin Road West,
Kowloon, Hong Kong

BOCOM International Securities Limited
9/F, Man Yee Building, 68 Des Voeux Road Central, Hong Kong

China Merchants Securities (HK) Co., Limited
48/F., One Exchange Square, Central, Hong Kong

CCB International Capital Limited
12/F., CCB Tower, 3 Connaught Road Central, Hong Kong

Oriental Patron Securities Limited
27/F, Two Exchange Square, 8 Connaught Place, Central, Hong Kong

CMB International Capital Limited
Units 1803–4, 18/F, Bank of America Tower, 12 Harcourt Road, Central, Hong Kong

RHB OSK Securities Hong Kong Limited
12/F, Worldwide House, 19 Des Voeux Road Central, Hong Kong

Convoy Investment Services Limited
Room C, 24/F, @CONVOY, 169 Electric Road, North Point, Hong Kong

Core Pacific — Yamaichi International (H.K.) Limited
36/F, COSCO Tower, Grand Millennium Plaza, 183 Queen's Road Central, Hong Kong

Prudential Brokerage Limited
9/F, Worldwide House, 19 Des Voeux Road C, Central, Hong Kong

Shenyin Wanguo Capital (H.K.) Limited
Level 19, 28 Hennessy Road, Hong Kong

Tung Shing Securities (Brokers) Limited
22/F, China Overseas Building, 139 Hennessy Road, Wanchai, Hong Kong

Guosen Securities (HK) Capital Company Limited
1604, Infinitus Plaza, 199 Des Voeux Road Central, Hong Kong

Bright Smart Securities International (H.K.) Limited
10/F Wing On House, 71 Des Voeux Road Central, Hong Kong

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

District	Branch Name	Address
Hong Kong Island	Bank of China Tower Branch	3/F, 1 Garden Road
	Central District (Wing On House) Branch	71 Des Voeux Road Central
	Lee Chung Street Branch	29–31 Lee Chung Street Chai Wan
	Wan Chai (Wu Chung House) Branch	213 Queen's Road East Wan Chai
Kowloon	Wang Kwun Road Branch	Unit G1 Nan Fung Commercial Centre Wang Kwun Road, Kowloon Bay
	Wong Tai Sin Branch	Shop G13 Wong Tai Sin Plaza Wong Tai Sin
	Hoi Yuen Road Branch	55 Hoi Yuen Road Kwun Tong
New Territories	Sheung Shui Branch Securities Services Centre	136 San Fung Avenue Sheung Shui
	Tuen Mun San Hui Branch	G13–G14 Eldo Court Heung Sze Wui Road Tuen Mun
	Kau Yuk Road Branch	18–24 Kau Yuk Road Yuen Long

3. any of the following branches of Wing Lung Bank Limited:

District	Branch Name	Address
Hong Kong Island	Head Office	45 Des Voeux Road Central
	North Point Branch	361 King's Road
Kowloon	Mongkok Branch	B/F Wing Lung Bank Centre, 636 Nathan Road
	Sham Shui Po Branch	111 Tai Po Road
	To Kwa Wan Branch	64 To Kwa Wan Road
	Tsim Sha Tsui Branch	4 Carnarvon Road
New Territories	Sheung Shui Branch	128 San Fung Avenue

4. any of the following branches of Bank of Communications Co., Ltd. Hong Kong Branch:

District	Branch Name	Address
Hong Kong Island	Central District Sub-Branch	G/F., Far East Consortium Building 125A Des Voeux Road C., Central
	Taikoo Shing Sub-Branch	Shop 38, G/F. CityPlaza 2 18 Taikoo Shing Road
	Wanchai Sub-Branch	G/F., 32–34 Johnston Road
Kowloon	Cheung Sha Wan Plaza Sub-Branch	Unit G04 Cheung Sha Wan Plaza 833 Cheung Sha Wan Road
	Kwun Tong Sub-Branch	Shop A, G/F. Hong Ning Court 55 Hong Ning Road Kwun Tong
New Territories	Shatin Sub-Branch	Shop No.193 Level 3, Lucky Plaza Shatin
	Tseung Kwan O Sub-Branch	Shop 253–255 Metro City Shopping Arcade, Phase I Tseung Kwan O
	Sha Tsui Road Sub-Branch	122–124 Sha Tsui Road, Tsuen Wan

Copies of the Prospectus, together with the **YELLOW** Application Form, may be obtained during normal business hours from 9:00 a.m. on Wednesday, 19 March 2014 until 12:00 noon on Monday, 24 March 2014 from the Depository Counter of HKSCC at 2nd Floor, Infinitus Plaza, 199 Des Voeux Road Central, Hong Kong or your stockbroker, who may have such Application Forms and the Prospectus available.

The **WHITE** or **YELLOW** Application Form completed in accordance with the instructions printed thereon, together with a cheque or banker's cashier order payable to "Bank of China (Hong Kong) Nominees Limited — Harbin Bank Public Offer" attached should be deposited in the special collection boxes provided at any of the branches referred to above on such dates and during such time as specified in the Application Forms.

Applicants applying by **White Form eIPO** may submit applications through the **White Form eIPO** Service at www.eipo.com.hk from 9:00 a.m. on Wednesday, 19 March 2014 until 11:30 a.m. on Monday, 24 March 2014 or such later time as described in the section "How to Apply for Hong Kong Offer Shares — 10. Effect of bad weather on the opening of the application lists" in the Prospectus (24 hours daily, except on the last application day).

CCASS Participants can input **electronic application instructions** from 9:00 a.m. on Wednesday, 19 March 2014 until 12:00 noon on Monday, 24 March 2014 or such later time as described in the section "How to Apply for Hong Kong Offer Shares — 10. Effect of bad weather on the opening of the application lists" in the Prospectus.

Please refer to the sections "Structure of the Global Offering" and "How to Apply for Hong Kong Offer Shares" in the Prospectus for details of the conditions and procedures of the Hong Kong Public Offering.

The Bank expects to publish the announcement on the Offer Price, the level of indications of interest in the International Offering, the level of applications in the Hong Kong Public Offering and the basis of allocation of the Hong Kong Offer Shares under the Hong Kong Public Offering (i) in the South China Morning Post (in English); (ii) in the Hong Kong Economic Times (in Chinese); (iii) on the website of the Hong Kong Stock Exchange (www.hkexnews.hk) and (iv) on our website (www.hrbb.com.cn) on or before Friday, 28 March 2014. The results of allocations and the Hong Kong Identity Card/passport/Hong Kong Business Registration numbers of successful applicants under the Hong Kong Public Offering will be available through a variety of channels from Friday, 28 March 2014 as described in the section headed "How to Apply for Hong Kong Offer Shares — 11. Publication of Results" in the Prospectus.

The Bank will not issue temporary documents of title. Share certificates will only become valid at 8:00 a.m. on Monday, 31 March 2014 provided that the Global Offering has become unconditional and the right of termination described in the section “Underwriting — Underwriting Arrangements and Expenses — Hong Kong Public Offering — Grounds for Termination” in the Prospectus has not been exercised. No receipt will be issued for application monies received. Dealings in the H Shares on the Hong Kong Stock Exchange are expected to commence at 9:00 a.m. on Monday, 31 March 2014. The H Shares will be traded in board lots of 1,000 H Shares each. The stock code of the Bank is 6138.

By order of the Board of Directors
Harbin Bank Co., Ltd.
Guo Zhiwen
Chairman

Hong Kong, 19 March 2014

As at the date of this announcement, the Board of Directors of the Bank comprises Guo Zhiwen, Liu Zhuo and Gao Shuzhen, as executive Directors; Zhang Taoxuan, Chen Danyang, Cui Luanyi and Qin Hongfu, as non-executive Directors; Ma Yongqiang, Zhang Shengping, He Ping, Du Qingchun, Wan Kam To and Kong Siu Chee, as independent non-executive Directors.

*Please also refer to the published version of this announcement in the **South China Morning Post** (in English) and the **Hong Kong Economic Times** (in Chinese).*

* *For identification purposes only.*

** *Harbin Bank Co., Ltd. is not an authorized institution within the meaning of the Banking Ordinance (Chapter 155 of Laws of Hong Kong), not subject to the supervision of the Hong Kong Monetary Authority, and not authorized to carry on banking/ deposit-taking business in Hong Kong.*