

## ANNOUNCEMENT OF ALLOTMENT RESULTS

### SUMMARY

#### Offer Price and Net Proceeds

- The Offer Price has been determined at HK\$59.70 per H Share, exclusive of brokerage of 1%, SFC transaction levy of 0.0027% and Hong Kong Stock Exchange trading fee of 0.005%.
- Based on the Offer Price of HK\$59.70 per H Share, the net proceeds from the Global Offering to be received by the Company, after deduction of the underwriting commissions and other estimated expenses in connection with the Global Offering and assuming no exercise of the Over-Allotment Option, is estimated to be approximately HK\$11,531 million.

#### Applications under the Hong Kong Public Offer

- A total of 120,106 valid applications have been received pursuant to the Hong Kong Public Offering on **WHITE** and **YELLOW** Application Forms and through giving **electronic application instructions** to HKSCC via CCASS and through the **HK eIPO White Form** Service under the **HK eIPO White Form** for a total of 3,913,587,000 Hong Kong Offer Shares, equivalent to approximately 392.74 times of the total number of 9,964,800 Hong Kong Offer Shares initially available for subscription under the Hong Kong Public Offering.
- As the over-subscription in the Hong Kong Public Offering is more than 100 times and very significantly over-subscribed, the reallocation procedure as disclosed in the section headed “Structure of the Global Offering — Hong Kong Public Offering — Reallocation and Clawback” in the Prospectus has been applied and 29,894,000 International Offer Shares have been reallocated from the International Offering to the Hong Kong Public Offering.
- As a result of re-allocation the final number of Offer Shares under the Hong Kong Public Offering is 39,858,800 Offer Shares, representing 20% of the total number of the Offer Shares initially available under the Global Offering (before any exercise of the Over-allotment Option). The Offer Shares offered in the Hong Kong Public Offering were conditionally allocated on the basis set out in the paragraph headed “Basis of Allocation under the Hong Kong Public Offering” below.

## **International Offering**

- The final number of Offer Shares allocated to the placees under the International Offering is 159,435,100 Offer Shares, representing approximately 80% of the total number of the Offer Shares under the Global Offering (before the exercise of the Over-allotment Option). The Offer Shares initially offered under the International Offering have been significantly over-subscribed and an overallocation of the 29,894,000 H Shares was made in the International Offering.
- Pursuant to the Cornerstone Investment Agreement with the Cornerstone Investor, the number of Offer Shares subscribed for by the Cornerstone Investors has now been determined. SoftBank Group Corp has subscribed for 71,909,800 H Shares, representing (i) approximately 4.99% of the Company's total issued share capital following the completion of the Global Offering; and (ii) approximately 36.08% of the number of Offer Shares under the Global Offering, assuming the Over-Allotment Option is not exercised. Please refer to the section headed "Our Cornerstone Investor" in the Prospectus for further details relating to the Cornerstone Investor.
- To the best knowledge of the Company, the Cornerstone Investor is an independent third party, not a connected person and not an existing Shareholder of the Company and will not be a substantial shareholder of the Company upon Listing. Accordingly, the shareholding of the Cornerstone Investor in the Company will be counted towards the public float of the H Shares. Further, the Cornerstone Investor has agreed that it will not, and will procure that its subsidiary(ies) will not, at any time during the period of six months following the Listing Date, dispose of any Offer Shares so subscribed.
- We have applied to the Hong Kong Stock Exchange for, and the Hong Kong Stock Exchange has granted us a consent under paragraph 5(1) of Appendix 6 to the Hong Kong Listing Rules to permit the Company to allocate H Shares in the International Offering to connected clients, (i) JF Asset Management Ltd., (ii) UBS Asset Management (Hong Kong) Limited, (iii) Morgan Stanley Investment Management Company and (iv) Head and Shoulders Global Investment Fund SPC - HS Powered Alpha SP.
- Save as disclosed above, no placement of shares is made to other connected clients.

### **Over-Allotment Option**

- Pursuant to the International Underwriting Agreement, the Company has granted the Over-Allotment Option to the International Underwriters, exercisable by the Joint Global Coordinators (on behalf of the International Underwriters) from the date of the International Underwriting Agreement until 30 days after the last day for the lodging applications under the Hong Kong Public Offering, to require the Company to allot and issue up to an aggregate of 29,894,000 additional H Shares at the Offer Price under the International Offering. In the event that the Over-Allotment Option is exercised to cover over-allocations in the International Offering an announcement will be made by the Company. There was over-allocation of 29,894,000 H Shares. Such over-allocation may be covered by exercising the Over-allotment Option or by making purchases in the secondary market at prices that do not exceed the Offer Price or through deferred settlement or a combination of these means. In the event that the Over-allotment Option is exercised, an announcement will be made. As of the date of this announcement, the Over-Allotment Option has not been exercised.
- 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 will be published on or before Wednesday, September 27, 2017 in the South China Morning Post (in English) and the Hong Kong Economic Times (in Chinese).

### **Results of Allocations**

In relation to the Hong Kong Public Offering, the Company announces that 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 made available at the times and dates and in the manner specified below:

- in the announcement posted on the Company's website at <https://www.zhongan.com> and on the website of the Hong Kong Stock Exchange at [www.hkexnews.hk](http://www.hkexnews.hk) by no later than 8:00 a.m. on Wednesday, September 27, 2017;
- from the designated results of allocations website at [www.tricor.com.hk/ipo/result](http://www.tricor.com.hk/ipo/result) with a "search by ID" function on a 24-hour basis from 8:00 a.m. on Wednesday, September 27, 2017 to 12:00 midnight on Wednesday, October 4, 2017;

- by telephone enquiry line by calling +852 3691 8488 between 9:00 a.m. and 6:00 p.m. from Wednesday, September 27, 2017 to Tuesday, October 3, 2017 (excluding Saturday, Sunday and public holiday); and
- in the special allocation results booklets which will be available for inspection during opening hours from Wednesday, September 27, 2017, to Friday, September 29, 2017 at all the receiving banks' designated branches at the addresses set out in the paragraph headed "Results of Allocations" in this announcement.
- Applicants who apply for 1,000,000 or more Hong Kong Offer Shares using **HK eIPO White Form** or using **WHITE** Application Forms and have provided all information required may collect their H Share certificates (if any) in person from Tricor Investor Services Limited, at Level 22, Hopewell Centre, 183 Queen's Road East, Hong Kong from 9:00 a.m. to 1:00 p.m. on Wednesday, September 27, 2017.
- H Share certificates (if any) for Hong Kong Offer Shares allotted to applicants using **WHITE** Application Forms or **HK eIPO White Form** which are either not available for personal collection, or which are so available but are not collected in person, are expected to be dispatched by ordinary post to those entitled at their own risk on or before Wednesday, September 27, 2017.
- H Share certificates (if any) for Hong Kong Offer Shares allotted to applicants using **YELLOW** Application Forms and those who applied by giving **electronic application instructions** to HKSCC via CCASS are expected to be deposited into CCASS for credit to their CCASS Investor Participant stock accounts or the stock accounts of their designated CCASS Participants on Wednesday, September 27, 2017, or upon contingency, on any other date determined by HKSCC or HKSCC Nominees.
- Applicants who have applied for 1,000,000 Hong Kong Offer Shares or more using **YELLOW** Application Forms and have provided all information required may collect refund cheques (if any) in person from Tricor Investor Services Limited, at Level 22, Hopewell Centre, 183 Queen's Road East, Hong Kong from 9:00 a.m. to 1:00 p.m. on Wednesday, September 27, 2017.
- Refund cheques for wholly or partially unsuccessful applicants using **WHITE** or **YELLOW** Application Forms which are either not available for personal collection or which are so available but are not collected in person, will be dispatched by ordinary post to those entitled at their own risk on or before Wednesday, September 27, 2017.

- For applicants who have paid the application monies from a single bank account using **HK eIPO White Form**, e-Auto Refund payment instructions (if any) are expected to be dispatched to the application payment account on Wednesday, September 27, 2017. For applicants who have paid the application monies from multi-bank accounts using **HK eIPO White Form**, refund cheques (if any) are expected to be dispatched by ordinary post at their own risk on or before Wednesday, September 27, 2017.
- Refund monies for applicants applying by giving **electronic application instructions** to HKSCC via CCASS are expected to be credited to the relevant applicants' designated bank account or the designated bank account of their broker or custodian on Wednesday, September 27, 2017.
- H Share certificates will only become valid certificates of title at 8:00 a.m. on Thursday, September 28, 2017, provided that the Hong Kong Public Offering has become unconditional in all respects and the right of termination as described in the section entitled "Underwriting — Hong Kong Underwriting Arrangements — The Hong Kong Public Offering — Grounds for Termination" in the Prospectus has not been exercised.
- Dealings in the H Shares on the Hong Kong Stock Exchange are expected to commence at 9:00 a.m. on Thursday, September 28, 2017. The H Shares will be traded in board lots of 100 H Shares each. The stock code of the H Shares is 6060.

## **APPLICATIONS AND INDICATIONS OF INTEREST RECEIVED**

The Offer Price has been determined at HK\$59.70 per H Share, exclusive of brokerage of 1%, SFC transaction levy of 0.0027% and Hong Kong Stock Exchange trading fee of 0.005%. Based on the Offer Price of HK\$59.70 per H Share, the net proceeds from the Global Offering to be received by the Company, after deduction of the underwriting commissions and other estimated expenses in connection with the Global Offering and assuming no exercise of the Over-Allotment Option, is estimated to be approximately HK\$11,531 million. Please refer to the section headed "Future Plans and Use of Proceeds — Use of Proceeds" in the Prospectus for further details in respect of the Company's use of proceeds from the Global Offering.

The Directors announce that at the close of the application lists at 12:00 noon on Thursday September 21, 2017, a total of 120,106 valid applications (including applications on **WHITE** and **YELLOW** Application Forms and through giving **electronic application instructions** to HKSCC via CCASS and through the **HK eIPO White Form** have been received pursuant to the Hong Kong Public Offering for a total of 3,913,587,000 Hong Kong Offer Shares, equivalent to approximately 392.74 times the total number of 9,964,800 Hong Kong Offer Shares initially available under the Hong Kong Public Offering.

As the over-subscription in the Hong Kong Public Offering is more than 100 times and very significantly over-subscribed, the reallocation procedure as disclosed in the section headed “Structure of the Global Offering — Hong Kong Public Offering — Reallocation and Clawback” in the Prospectus has been applied and 29,894,000 International Offer Shares have been reallocated from the International Offering to the Hong Kong Public Offering.

As a result of re-allocation the final number of Offer Shares under the Hong Kong Public Offer is 39,858,800 Offer Shares, representing 20% of the total number of the Offer Shares initially available under the Global Offering (before any exercise of the Over-allotment Option). The Offer Shares offered in the Hong Kong Public Offering were conditionally allocated on the basis set out in the paragraph headed “Basis of Allocation under the Hong Kong Public Offering” below.

Of the 120,106 valid applications on **WHITE** and **YELLOW** Application Forms or to the designated **HK eIPO White Form** Service Provider through **HK eIPO White Form** website ([www.hkeipo.hk](http://www.hkeipo.hk)) and by **electronic application instructions** given to HKSCC via CCASS for a total of 3,913,587,000 Hong Kong Offer Shares, a total of 114,239 applications in respect of a total of 681,776,200 Hong Kong Offer Shares were for Hong Kong Offer Shares with an aggregate subscription amount based on the maximum offer price of HK\$59.70 per Offer Share (excluding brokerage of 1%, SFC transaction levy of 0.0027% and Hong Kong Stock Exchange trading fee of 0.005%) of HK\$5 million or less (representing approximately 136.84 times the 4,982,400 Hong Kong Offer Shares initially comprised in pool A), and a total of 5,867 applications in respect of a total of 3,231,810,800 Hong Kong Offer Shares were for Hong Kong Offer Shares with an aggregate subscription amount based on the maximum offer price of HK\$59.70 per Offer Share (excluding brokerage of 1%, SFC transaction levy of 0.0027% and Hong Kong Stock Exchange trading fee of 0.005%) of more than HK\$5 million (representing approximately 648.65 times the 4,982,400 Hong Kong Offer Shares initially comprised in pool B). Applications not completed in accordance with the instructions set out in the Application Forms have been rejected. 161 multiple applications or suspected multiple applications have been identified and rejected. 115 applications have been rejected due to bounced cheques



or rejection of Electronic Payment Instructions. 13 applications have been rejected due to invalid application. No application for more than 50% of the Hong Kong Offer Shares initially available under the Hong Kong Public Offering (i.e. more than 4,982,400 H Shares) has been identified. The Offer Shares offered in the Hong Kong Public Offering were conditionally allocated on the basis set out in the paragraph headed “Basis of Allotment under the Hong Kong Public Offering” below.

## **INTERNATIONAL OFFERING**

The final number of Offer Shares allocated to the placees under the International Offering is 159,435,100 Offer Shares, representing approximately 80% of the total number of the Offer Shares under the Global Offering (before the exercise of the Over-allotment Option). The Offer Shares initially offered under the International Offering have been significantly over-subscribed and an over-allocation of the 29,894,000 H Shares was made in the International Offering.

### **Cornerstone Investor**

Based on the Offer Price of HK\$59.70 per Offer Share and pursuant to the cornerstone investment agreements with the Cornerstone Investors as disclosed in the section headed “Our Cornerstone Investor” in the Prospectus, the number of Offer Shares subscribed for by the Cornerstone Investor has now been determined as set out below:

	<b>Number of H Shares subscribed</b>	<b>Approximate Percentage of the Offer Shares*</b>	<b>Approximate Percentage of the total issued share capital following the completion of the Global Offering*</b>
SoftBank Group Corp	71,909,800	36.08	4.99

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

To the best knowledge of the Company, the Cornerstone Investor is an independent third party, not a connected person and not an existing Shareholder of the Company and will not be a substantial shareholder of the Company upon Listing. Accordingly, the shareholding of the Cornerstone Investor in the Company will be counted towards the public float of the H Shares. Further, the Cornerstone Investor has agreed that it

will not, and will procure that its subsidiary(ies) will not, at any time during the period of six months following the Listing Date, dispose of any Offer Shares so subscribed, as described in section headed “Our Cornerstone Investor” in the Prospectus.

#### **Placees with the consent from the Hong Kong Stock Exchange**

4,150,000 Offer Shares, representing approximately 2.08% of the Offer Shares initially available under the Global Offering (before the exercise of the Over-allotment Option), were placed to JF Asset Management Ltd. (“**JF AM**”), which will hold the Offer Shares for and on behalf of its independent underlying clients, as a placee.

JF AM is a member of the J.P. Morgan group together with J.P. Morgan Securities (Asia Pacific) Limited (“**JPMAP**”), one of the Joint Global Coordinators, Joint Bookrunners (in relation to the Hong Kong Public Offering only) and the Hong Kong Underwriters, and J.P. Morgan Securities plc (“**JPMS**”), one of the Joint Bookrunners (in relation to the International Offering only) and the International Underwriters, and therefore JF AM is a connected client of JPMAP and JPMS within the meaning of paragraph 13(7) of Appendix 6 to the Hong Kong Listing Rules. We have applied to the Hong Kong Stock Exchange for, and the Hong Kong Stock Exchange has granted us a consent under paragraph 5(1) of Appendix 6 to the Hong Kong Listing Rules to permit the Company to allocate H Shares in the International Offering to JF AM.

400,000 Offer Shares, representing approximately 0.20% of the Offer Shares initially available under the Global Offering (before the exercise of the Over-allotment Option), were placed to UBS Asset Management (Hong Kong) Limited (“**UBS AM HK**”), which will hold the Offer Shares for and on behalf of its independent clients, as a placee.

UBS AM HK is a member of the UBS group together with UBS AG Hong Kong Branch (“**UBS AG**”), one of the Joint Global Coordinators, Joint Bookrunners, the Hong Kong Underwriters and the International Underwriters, and therefore UBS AM HK is a connected client of UBS AG within the meaning of paragraph 13(7) of Appendix 6 to the Hong Kong Listing Rules. We have applied to the Hong Kong Stock Exchange for, and the Hong Kong Stock Exchange has granted us a consent under paragraph 5(1) of Appendix 6 to the Hong Kong Listing Rules to permit the Company to allocate H Shares in the International Offering to UBS AM HK.



1,000,000 Offer Shares, representing approximately 0.50% of the Offer Shares initially available under the Global Offering (before the exercise of the Over-allotment Option), were placed to Morgan Stanley Investment Management Company (“**MSIM**”), which will hold the Offer Shares for and on behalf of independent third parties, as a placee.

MSIM is a member of Morgan Stanley group together with Morgan Stanley Asia Limited (“**MSAL**”), one of Joint Bookrunners (in relation to the Hong Kong Public Offering only), the Joint Lead Managers and the Hong Kong Underwriters, and Morgan Stanley & Co. International plc (“**MSCIP**”), one of the Joint Bookrunners (in relation to the International Offering only), the Joint Lead Managers and the International Underwriters, and therefore MSIM is a connected client of MSAL and MSCIP within the meaning of paragraph 13(7) of Appendix 6 to the Hong Kong Listing Rules. We have applied to the Hong Kong Stock Exchange for, and the Hong Kong Stock Exchange has granted us a consent under paragraph 5(1) of Appendix 6 to the Hong Kong Listing Rules to permit the Company to allocate H Shares in the International Offering to MSIM.

100,000 Offer Shares, representing approximately 0.05% of the Offer Shares initially available under the Global Offering (before the exercise of the Over-allotment Option), were placed to Head and Shoulders Global Investment Fund SPC - HS Powered Alpha SP (“**HSSPC**”), which will hold the Offer Shares for and on behalf of independent third parties, as a placee.

HSSPC is held indirectly by a substantial shareholder of Head & Shoulders Securities Limited (“**HSSL**”), and therefore HSSPC is a connected client of HSSL within the meaning of paragraph 13(3)(a) of Appendix 6 to the Hong Kong Listing Rules. We have applied to the Hong Kong Stock Exchange for, and the Hong Kong Stock Exchange has granted us a consent under paragraph 5(1) of Appendix 6 to the Hong Kong Listing Rules to permit the Company to allocate H Shares in the International Offering to HSSPC.

The H Shares placed to the connected client are held by the connected client on behalf of independent third parties and are in compliance with all the conditions under the consent granted by the Hong Kong Stock Exchange.

Save as disclosed above, no placement of shares is made to other connected clients.

The final number of Offer Shares under the International Offering is 159,435,100 H Shares (subject to the Over-Allotment Option).

The number of Offer Shares allocated to placees under the International Offering includes an over-allocation of 29,894,000 H Shares. The settlement of such

over-allocation will be effected by exercising the Over-Allotment Option, which will be exercisable by the Joint Global Coordinators (on behalf of the International Underwriters), or by market purchases in the secondary market at prices that do not exceed the Offer Price or through deferred settlement or a combination of these means.

The Company has granted to the International Underwriters the Over-Allotment Option exercisable by the Joint Global Coordinators (on behalf of the International Underwriters) from the date of the International Underwriting Agreement until 30 days after the last day for the lodging applications under the Hong Kong Public Offering (Saturday, October 21, 2017) to require the Company to allot and issue up to an aggregate of 29,894,000 additional H Shares representing approximately 15% of the initial Offer Shares, at the Offer Price under the International Offering, to, among other things, cover over-allocations in the International Offering. The Over-Allotment Option has not yet been exercised. If the Over-Allotment Option is exercised, an announcement will be made by the Company.

Save as disclosed above and in the Prospectus, to the best knowledge of the Directors, no Offer Shares under the International Offering have been allocated to applicants who are core connected persons of the Company, Directors, existing Shareholders or their respective close associates within the meaning of the Hong Kong Listing Rules.

Save as disclosed above and in the Prospectus, the International Offering is in compliance with the Placing Guidelines. No Offer Shares placed by or through the Joint Global Coordinators and the Underwriters under the Global Offering have been placed with any core connected person (as such term is defined in the Hong Kong Listing Rules) of the Company or, save as disclosed in the foregoing to any connected clients (as set out in paragraph 5(1) of the Placing Guidelines), or persons as set out in paragraph 5(2) of the Placing Guidelines, whether in their own names or through nominees. The Directors confirm that no placee will, individually, be placed more than 10% of the enlarged issued share capital of the Company immediately after the Global Offering. The Directors confirm that (a) there will not be any new substantial shareholder (as defined in the Listing Rules) of the Company immediately after the Global Offering, (b) there will be at least 300 Shareholders and the number of Shares in public hands will satisfy the minimum percentage prescribed by rule 8.08 of the Listing Rules, and (c) the three largest public shareholders of the Company do not hold more than 50% of the shares in public hands at the time of Listing in compliance with rules 8.08(3) and 8.24 of the Listing Rules.

## BASIS OF ALLOTMENT UNDER THE HONG KONG PUBLIC OFFERING

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

NO. OF SHARES APPLIED FOR	NO. OF VALID APPLICATIONS	BASIS OF ALLOTMENT/BALLOT POOL A	APPROXIMATE PERCENTAGE ALLOTTED OF THE TOTAL NO. OF SHARES APPLIED FOR
100	17,745	100 shares	100.00%
200	9,825	100 shares plus 983 out of 9,825 applicants to receive an additional 100 shares	55.00%
300	6,250	100 shares plus 1,250 out of 6,250 applicants to receive an additional 100 shares	40.00%
400	3,472	100 shares plus 833 out of 3,472 applicants to receive an additional 100 shares	31.00%
500	7,324	100 shares plus 2,015 out of 7,324 applicants to receive an additional 100 shares	25.50%
600	1,895	100 shares plus 606 out of 1,895 applicants to receive an additional 100 shares	22.00%
700	962	100 shares plus 338 out of 962 applicants to receive an additional 100 shares	19.31%

<b>NO. OF SHARES APPLIED FOR</b>	<b>NO. OF VALID APPLICATIONS</b>	<b>BASIS OF ALLOTMENT/BALLOT POOL A</b>	<b>APPROXIMATE PERCENTAGE ALLOTTED OF THE TOTAL NO. OF SHARES APPLIED FOR</b>
800	2,956	100 shares plus 1,112 out of 2,956 applicants to receive an additional 100 shares	17.20%
900	1,133	100 shares plus 450 out of 1,133 applicants to receive an additional 100 shares	15.52%
1,000	15,372	100 shares plus 6,918 out of 15,372 applicants to receive an additional 100 shares	14.50%
2,000	9,894	100 shares plus 5,340 out of 9,894 applicants to receive an additional 100 shares	7.70%
3,000	5,772	100 shares plus 3,441 out of 5,772 applicants to receive an additional 100 shares	5.32%
4,000	2,723	100 shares plus 1,907 out of 2,723 applicants to receive an additional 100 shares	4.25%
5,000	4,198	100 shares plus 3,359 out of 4,198 applicants to receive an additional 100 shares	3.60%
6,000	1,572	100 shares plus 1,409 out of 1,572 applicants to receive an additional 100 shares	3.16%

<b>NO. OF SHARES APPLIED FOR</b>	<b>NO. OF VALID APPLICATIONS</b>	<b>BASIS OF ALLOTMENT/BALLOT POOL A</b>	<b>APPROXIMATE PERCENTAGE ALLOTTED OF THE TOTAL NO. OF SHARES APPLIED FOR</b>
7,000	892	100 shares plus 888 out of 892 applicants to receive an additional 100 shares	2.85%
8,000	1,479	200 shares plus 237 out of 1,479 applicants to receive an additional 100 shares	2.70%
9,000	720	200 shares plus 180 out of 720 applicants to receive an additional 100 shares	2.50%
10,000	8,031	200 shares plus 3,213 out of 8,031 applicants to receive an additional 100 shares	2.40%
20,000	4,472	200 shares plus 4,002 out of 4,472 applicants to receive an additional 100 shares	1.45%
30,000	2,303	300 shares plus 691 out of 2,303 applicants to receive an additional 100 shares	1.10%
40,000	1,216	400 shares plus 390 out of 1,216 applicants to receive an additional 100 shares	1.08%
50,000	1,475	500 shares plus 369 out of 1,475 applicants to receive an additional 100 shares	1.05%
60,000	653	600 shares plus 118 out of 653 applicants to receive an additional 100 shares	1.03%

<b>NO. OF SHARES APPLIED FOR</b>	<b>NO. OF VALID APPLICATIONS</b>	<b>BASIS OF ALLOTMENT/BALLOT POOL A</b>	<b>APPROXIMATE PERCENTAGE ALLOTTED OF THE TOTAL NO. OF SHARES APPLIED FOR</b>
70,000	524	700 shares plus 74 out of 524 applicants to receive an additional 100 shares	1.02%
80,000	<u>1,381</u>	800 shares	1.00%
TOTAL:	<u><u>114,239</u></u>		

<b>NO. OF SHARES APPLIED FOR</b>	<b>NO. OF VALID APPLICATIONS</b>	<b>BASIS OF ALLOTMENT/BALLOT POOL B</b>	<b>APPROXIMATE PERCENTAGE ALLOTTED OF THE TOTAL NO. OF SHARES APPLIED FOR</b>
90,000	475	500 shares plus 264 out of 475 applicants to receive an additional 100 shares	0.62%
100,000	2,051	600 shares plus 342 out of 2,051 applicants to receive an additional 100 shares	0.62%
200,000	1,033	1,200 shares plus 344 out of 1,033 applicants to receive an additional 100 shares	0.62%
300,000	533	1,800 shares plus 267 out of 533 applicants to receive an additional 100 shares	0.62%



<b>NO. OF SHARES APPLIED FOR</b>	<b>NO. OF VALID APPLICATIONS</b>	<b>BASIS OF ALLOTMENT/BALLOT POOL B</b>	<b>APPROXIMATE PERCENTAGE ALLOTED OF THE TOTAL NO. OF SHARES APPLIED FOR</b>
400,000	275	2,400 shares plus 183 out of 275 applicants to receive an additional 100 shares	0.62%
500,000	281	3,000 shares plus 234 out of 281 applicants to receive an additional 100 shares	0.62%
600,000	112	3,700 shares	0.62%
700,000	82	4,300 shares plus 14 out of 82 applicants to receive an additional 100 shares	0.62%
800,000	136	4,900 shares plus 45 out of 136 applicants to receive an additional 100 shares	0.62%
900,000	45	5,500 shares plus 23 out of 45 applicants to receive an additional 100 shares	0.62%
1,000,000	324	6,100 shares plus 215 out of 324 applicants to receive an additional 100 shares	0.62%
2,000,000	197	12,300 shares plus 65 out of 197 applicants to receive an additional 100 shares	0.62%
3,000,000	81	18,500 shares	0.62%
4,000,000	75	24,600 shares plus 50 out of 75 applicants to receive an additional 100 shares	0.62%

NO. OF SHARES APPLIED FOR	NO. OF VALID APPLICATIONS	BASIS OF ALLOTMENT/BALLOT POOL B	APPROXIMATE PERCENTAGE ALLOTTED OF THE TOTAL NO. OF SHARES APPLIED FOR
4,982,400	167	30,700 shares plus 39 out of 167 applicants to receive an additional 100 shares	0.62%
TOTAL:	<u>5,867</u>		

The final number of Offer Shares comprised in the Hong Kong Public Offering is 39,858,800 H Shares, representing approximately 20% of the Offer Shares in the Global Offering (before any exercise of the Over-Allotment Option).

The final number of Offer Shares available in the International Offering is 159,435,100 H Shares which were allocated in full, representing approximately 80% of the Offer Shares in the Global Offering (before any exercise of the Over-allotment Option).

## RESULTS OF ALLOCATIONS

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

- in the announcement posted on the Company's website at <https://www.zhongan.com> and on the website of the Hong Kong Stock Exchange at [www.hkexnews.hk](http://www.hkexnews.hk) on Wednesday, September 27, 2017;
- from the designated results of allocations website at [www.tricor.com.hk/ipo/result](http://www.tricor.com.hk/ipo/result) with a "search by ID" function on a 24-hour basis from 8:00 a.m. on Wednesday, September 27, 2017 to 12:00 midnight on Wednesday, October 4, 2017.

- by telephone enquiry line by calling +852 3961 8488 between 9:00 a.m. and 6:00 p.m. from Wednesday, September 27, 2017, to Tuesday, October 3, 2017 (excluding Saturday, Sunday and public holiday); and
- in the special allocation results booklets which will be available for inspection during opening hours from Wednesday, September 27, 2017 to Friday, September 29, 2017 at all the receiving bank designated branches at the addresses set out below in this announcement.

### **Bank of China (Hong Kong) Limited**

<b>District</b>	<b>Branch</b>	<b>Address</b>
<b>Hong Kong Island</b>	Bank of China Tower Branch	3/F, 1 Garden Road
	Gilman Street Branch	136 Des Voeux Road Central
	Sheung Wan Branch	Shop 1-4, G/F, Tung Hip Commercial Building, 244-248 Des Voeux Road Central
	Wan Chai (Wu Chung House) Branch	213 Queen's Road East, Wan Chai
	Causeway Bay Branch	505 Hennessy Road, Causeway Bay, Hong Kong
	Johnston Road Branch	152-158 Johnston Road, Wan Chai
<b>Kowloon</b>	Chai Wan Branch	Block B, Walton Estate, 341-343 Chai Wan Road, Chai Wan
	Shanghai Street (Mong Kok) Branch	611-617 Shanghai Street, Mong Kok
	Tsim Sha Tsui Branch	24-28 Carnarvon Road, Tsim Sha Tsui, Kowloon
	Whampoa Garden Branch	Shop G8B, Site 1, Whampoa Garden, Hung Hom
	Mei Foo Mount Sterling Mall Branch	Shop N47-49 Mount Sterling Mall, Mei Foo Sun Chuen
	194 Cheung Sha Wan Road Branch	194-196 Cheung Sha Wan Road, Sham Shui Po, Kowloon
	East Point City Branch	Shop 101, East Point City, Tseung Kwan O

<b>New Territories</b>	Tuen Mun San Hui Branch	G13-G14 Eldo Court, Heung Sze Wui Road, Tuen Mun
	Ma On Shan Plaza Branch	Shop 2103, Level 2, Ma On Shan Plaza, Sai Sha Road, Ma On Shan
	Fo Tan Branch	No 2, 1/F Shatin Galleria, 18-24 Shan Mei Street, Fo Tan

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

Applicants applying through their designated CCASS Participants (other than CCASS Investor Participants) can arrange with their designated CCASS Participants to advise them of the number of Offer Shares allocated under their applications. Successful CCASS Investor Participants can check the number of Offer Shares allocated to them via the CCASS Phone System and CCASS Internet System on Wednesday, September 27, 2017 or from the activity statement that will be made available by HKSCC to them showing the number of Hong Kong Offer Shares credited to their CCASS Investor Participant stock accounts.