

Unless otherwise defined herein, capitalised terms in this announcement shall have the same meanings as those defined in the prospectus dated December 30, 2017 (the “**Prospectus**”) issued by Bank of Gansu Co., Ltd. (the “**Bank**”).

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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 H 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 and is not an offer to sell or a solicitation of any offer to buy securities in Hong Kong, the United States or elsewhere. The securities referred to in this announcement have not been and will not be registered under the U.S. Securities Act or any state securities laws of the United States and are being offered, sold or delivered outside the United States in reliance on Regulation S. There is not and it is not currently intended for there to be any public offering of securities of the Bank in the United States.

In connection with the Global Offering, Guotai Junan Securities (Hong Kong) Limited or any of its affiliates or any person acting for it, as stabilizing manager (the “**Stabilizing Manager**”), on behalf of the Underwriters, may over-allocate or effect transactions with a view to stabilizing or supporting the market price of the H Shares at a level higher than that which might otherwise prevail for a limited period after the 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 H Shares for longer than the stabilization period which begins on the Listing Date and is expected to expire on Saturday, February 10, 2018, being the 30th day after the last day for the lodging of applications under the Hong Kong Public Offering. After this date, no further stabilizing action may be taken, demand for the H Shares, and therefore the price of the H Shares, could fall.



BANK OF GANSU CO., LTD.*
甘肅銀行股份有限公司*

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

GLOBAL OFFERING

Number of Offer Shares under the Global Offering	: 2,212,000,000 H Shares (subject to the Over-allotment Option)
Number of Offer Shares under International Offering	: 1,990,800,000 H Shares (subject to re-allotment and the Over-allotment Option)
Number of Hong Kong Offer Shares	: 221,200,000 H Shares (subject to re-allotment)
Maximum Offer Price	: HK\$2.77 per H Share (payable in full on application in Hong Kong dollars, subject to refund on final pricing), plus brokerage of 1%, SFC transaction levy of 0.0027% and Hong Kong Stock Exchange trading fee of 0.005%
Nominal Value	: RMB1.00 per H Share
Stock Code	: 2139

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 the H Shares to be issued pursuant to the Global Offering (including any additional H Shares which may be issued pursuant to the exercise of the Over-allotment Option). Assuming that the Hong Kong Public Offering becomes unconditional at or before 8:00 a.m. in Hong Kong on Thursday, January 18, 2018, it is expected that dealings in the H Shares on the Hong Kong Stock Exchange will commence at 9:00 a.m. on Thursday, January 18, 2018.

The Global Offering comprises the Hong Kong Public Offering of initially 221,200,000 H Shares (subject to re-allotment), representing 10% of the initially total Offer Shares, and the International Offering of an aggregate of initially 1,990,800,000 H Shares (subject to re-allotment and the Over-allotment Option), representing 90% of the initially total Offer Shares. 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.

The Bank is expected to grant the Over-allotment Option to the International Underwriters, exercisable by the Joint Representatives (for themselves and on behalf of the International Underwriters) within 30 days after the last day for lodging applications under the Hong Kong Public Offering, to require the Bank to allot and issue up to an aggregate of 331,800,000 additional H Shares, together representing 15% of the number of Offer Shares initially being offered under the Global Offering, at the Offer Price to solely cover over-allocations in the International Offering, if any.

In the event the Over-allotment Option is exercised, an announcement will be made by the Bank on the Bank's website at www.gsbankchina.com and the website of the Hong Kong Stock Exchange at www.hkexnews.hk.

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\$2.77 per Offer Share and is currently expected to be not less than HK\$2.61 per Offer Share, unless otherwise announced, not later than the morning of the last day for lodging applications under the Hong Kong Public Offer. Applicants for the Hong Kong Offer Shares are required to pay, on application, the maximum Offer Price of HK\$2.77 per Offer Share together with brokerage of 1%, SFC transaction levy of 0.0027% and Hong Kong Stock Exchange trading fee of 0.005%, subject to refund on final pricing. If the Offer Price as finally determined is less than the maximum Offer Price of HK\$2.77 per Offer Share (excluding brokerage, SFC transaction levy and the Hong Kong Stock Exchange trading fee thereon), or if the conditions of the Hong Kong Public Offering are not fulfilled in accordance with the section headed "Structure of the Global Offering — Conditions of the Global Offering" in the Prospectus or if any application is revoked, the application monies, or the appropriate portion thereof, together with the related brokerage, SFC transaction levy and the Hong Kong Stock Exchange trading fee, will be refunded, without interest or the cheque or banker's cashier order will not be cleared.

Applications for the Hong Kong Offer Shares will only be considered on the basis of the terms and conditions set out in the Prospectus, the Application Forms and the designated website (www.eipo.com.hk) in relation to the White Form eIPO. 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 Saturday, December 30, 2017, until 12:00 noon on Thursday, January 11, 2018 from:

1. any of the following offices of the Hong Kong Underwriters:

CMB International Capital Limited
45/F, Champion Tower
3 Garden Road
Central, Hong Kong

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

Huatai Financial Holdings (Hong Kong) Limited
Unit 5801-05 & 08-12, 58/F
The Center
99 Queen's Road Central
Hong Kong

Guotai Junan Securities (Hong Kong) Limited
27/F, Low Block, Grand Millennium Plaza
181 Queen's Road Central
Hong Kong

BOCI Asia Limited
26/F, Bank of China Tower
1 Garden Road
Central, Hong Kong

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

ABCI Securities Company Limited
10th Floor
Agricultural Bank of China Tower
50 Connaught Road Central
Central, Hong Kong

ICBC International Securities Limited
37/F, ICBC Tower
3 Garden Road
Hong Kong

China Silk Road International Capital Limited
2901, 29/F
Two International Finance Center
8 Finance Street
Central
Hong Kong

2. any of the designated branches of the following receiving banks:

Bank of China (Hong Kong) Limited

District	Branch Name	Address
Hong Kong Island	Bank of China Tower Branch	3/F, 1 Garden Road Central Hong Kong
	Sheung Wan Branch	Shop 1–4, G/F Tung Hip Commercial Building 244-248 Des Voeux Road Central Central Hong Kong
Kowloon	Mei Foo Mount Sterling Mall Branch	Shop N47–49 Mount Sterling Mall Mei Foo Sun Chuen Kowloon Hong Kong
	To Kwa Wan Branch	80N To Kwa Wan Road To Kwa Wan Kowloon Hong Kong
	Hoi Yuen Road Branch	55 Hoi Yuen Road Kwun Tong Kowloon Hong Kong

New Territories	Kwai Chung Plaza Branch	A18–20, G/F Kwai Chung Plaza 7–11 Kwai Foo Road Kwai Chung New Territories Hong Kong
	City One Sha Tin Branch	Shop Nos.24–25 G/F, Fortune City One Plus No.2 Ngan Shing Street ShaTin New Territories Hong Kong
	Fo Tan Branch	No 2, 1/F Shatin Galleria 18–24 Shan Mei Street Fo Tan New Territories Hong Kong

Wing Lung Bank Limited

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

Copies of the Prospectus, together with the **YELLOW** Application Form, may be obtained during normal business hours from 9:00 a.m. on Saturday, December 30, 2017 until 12:00 noon on Thursday, January 11, 2018 from the Depository Counter of HKSCC at 1/F, One & Two Exchange Square, 8 Connaught Place, 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 — BANK OF GANSU PUBLIC OFFER**" attached should be deposited in the special collection boxes provided at any of the designated branches of the receiving banks referred to above, at the following times:

Saturday, December 30, 2017 — 9:00 a.m. to 1:00 p.m.

Tuesday, January 2, 2018 — 9:00 a.m. to 5:00 p.m.

Wednesday, January 3, 2018 — 9:00 a.m. to 5:00 p.m.

Thursday, January 4, 2018 — 9:00 a.m. to 5:00 p.m.

Friday, January 5, 2018 — 9:00 a.m. to 5:00 p.m.

Saturday, January 6, 2018 — 9:00 a.m. to 1:00 p.m.

Monday, January 8, 2018 — 9:00 a.m. to 5:00 p.m.

Tuesday, January 9, 2018 — 9:00 a.m. to 5:00 p.m.

Wednesday, January 10, 2018 — 9:00 a.m. to 5:00 p.m.

Thursday, January 11, 2018 — 9:00 a.m. to 12:00 noon

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 Saturday, December 30, 2017 until 11:30 a.m. on Thursday, January 11, 2018 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 Saturday, December 30, 2017 until 12:00 noon on Thursday, January 11, 2018 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 final 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 the Bank's website (www.gsbankchina.com) on or before Wednesday, January 17, 2018. 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 Wednesday, January 17, 2018 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. No receipt will be issued for application monies received. Share certificates will only become valid at 8:00 a.m. on Thursday, January 18, 2018 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. Dealings in the H Shares on the Hong Kong Stock Exchange are expected to commence at 9:00 a.m. on Thursday, January 18, 2018. The H Shares will be traded in board lots of 1,000 H Shares each. The stock code of the Bank is 2139.

By order of the Board of Directors
Bank of Gansu Co., Ltd.
LI Xin
Chairman

Hong Kong, December 30, 2017

As of the date of this announcement, the board of directors of the Bank comprises Mr. LI Xin and Mr. LEI Tie as executive directors; Ms. WU Changhong, Ms. ZHANG Hongxia, Mr. LI Hui, Mr. GUO Jirong and Mr. ZHANG Youda as non-executive directors; and Mr. CHEN Aiguo, Ms. TANG Xiuli, Ms. LUO Mei and Mr. WONG Sincere 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).*

** Bank of Gansu Co., Ltd. is not an authorized institution within the meaning of the Banking Ordinance (Chapter 155 of the 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.*