

FUTURE PLANS AND USE OF PROCEEDS FROM THE GLOBAL OFFERING

FUTURE PLANS AND PROSPECTS

See the sections headed “Business – Our Strategy”, “Business – Our Principal Business Activities – Corporate Banking – Business Initiatives” and “Business – Our Principal Business Activities – Retail Banking – Business Initiatives” for a detailed description of our future plans.

USE OF PROCEEDS FROM THE GLOBAL OFFERING

We estimate that we will receive net proceeds from the Global Offering of approximately HK\$12,643 million (RMB13,441 million), after deducting the estimated underwriting fees and expenses payable by us in the Global Offering, assuming the Over-allotment Option is not exercised, no new shares are issued pursuant to the HSBC Price Adjustment Top-Up, and assuming an Offer Price of HK\$2.25 per H Share, the midpoint of the estimated offer price range. We intend to use these net proceeds to strengthen our capital base to support ongoing growth of our business as set forth in the section headed “Business – Our Strategy”.

The net proceeds from the Global Offering received by the Company in Hong Kong dollars will be accounted for in our financial statements at the exchange rate published by PBOC in effect at the time the net proceeds are received.