

OUR CORNERSTONE INVESTORS

The Cornerstone Placing

We have entered into placing agreements with the following investors, or the Cornerstone Investors, who in the aggregate have agreed to subscribe at the Offer Price for such number of Offer Shares that may be purchased with an aggregate amount of US\$395 million (or approximately HK\$3,061 million). Assuming an Offer Price of HK\$28.45, being the mid-point of the estimated Offer Price range set forth in this prospectus, the total number of H Shares to be subscribed for by the Cornerstone Investors would be approximately 107,599,400 H Shares, representing approximately 1.27% of our issued and outstanding share capital or approximately 4.93% of our H Shares upon completion of the Global Offering (assuming that the H Share Over-Allotment Option is not exercised). The Cornerstone Investors are unrelated to one another and each of them is independent from us. None of the Cornerstone Investors is an existing shareholder of the Company, and none of them will subscribe for any Offer Shares under the Global Offering other than pursuant to the respective placing agreement. Immediately following the completion of the Global Offering, no Cornerstone Investor will have any board representation in our Company, nor will any Cornerstone Investor become a substantial shareholder of our Company. The shareholdings of the Cornerstone Investors will be counted towards the public float of our H Shares.

The Offer Shares to be subscribed for by the Cornerstone Investors will not be affected by any reallocation of the Offer Shares between the International Offering and the Hong Kong Public Offering in the event of over-subscription under the Hong Kong Public Offering as described in the section headed “Structure of the Global Offering — The Hong Kong Public Offering”.

Our Cornerstone Investors

We set forth below a brief description of our Cornerstone Investors:

Allianz Finance II Luxembourg S.a.r.l.

Allianz Finance II Luxembourg S.a.r.l. has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 200 H Shares) which may be purchased with an aggregate amount of US\$150 million at the Offer Price. Assuming an Offer Price of HK\$28.45, being the mid-point of the estimated Offer Price range set forth in this prospectus, Allianz Finance II Luxembourg S.a.r.l. would subscribe for approximately 40,860,600 H Shares, representing approximately 0.48% of our issued and outstanding share capital or approximately 1.87% of our H Shares upon completion of the Global Offering (assuming that the H Share Over-Allotment Option is not exercised).

Allianz Finance II Luxembourg S.a.r.l. is a limited liability company organized under the laws of Luxembourg. It is an indirectly wholly-owned subsidiary of Allianz SE and acts as one of the holding companies through which Allianz SE holds participations in various insurance and other companies.

Allianz SE is a stock corporation in the form of a European Company (*Societas Europaea*), incorporated in the Federal Republic of Germany and organized under the laws of the Federal Republic of Germany and the European Union. Allianz SE is the ultimate parent of the Allianz Group. The Allianz Group is one of the leading integrated financial services providers worldwide, with property-casualty insurance, life/health insurance, banking and asset management operations in more than 70 countries.

In addition, we and Allianz SE entered into a non-binding set of key principles on 3 December 2009 regarding cooperation in asset management, in particular as related to the pension business, and regarding the evaluation of opportunities for future cooperation in other areas such as insurance product development, reinsurance and investment. The parties intend to discuss and negotiate the terms and conditions of their future cooperation in such areas, using the non-binding principles as the basis for their discussions.

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Mitsui Sumitomo Insurance Co., Limited

Mitsui Sumitomo Insurance Co., Limited has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 200 H Shares) which may be purchased with an aggregate amount of US\$65 million at the Offer Price. Assuming an Offer Price of HK\$28.45, being the mid-point of the estimated Offer Price range set forth in this prospectus, Mitsui Sumitomo Insurance Co., Limited would subscribe for approximately 17,706,200 H Shares, representing approximately 0.21% of our issued and outstanding share capital or approximately 0.81% of our H Shares upon completion of the Global Offering (assuming that the H Share Over-Allotment Option is not exercised).

Mitsui Sumitomo Insurance Co., Limited is a wholly-owned subsidiary of Mitsui Sumitomo Insurance Group Holdings, Inc., a Japan-based holding company whose shares are listed on the Tokyo Stock Exchange, and a market leader in Japan's non-life insurance industry. Through a nationwide domestic network of 645 sales branch offices and about 41,000 agents, Mitsui Sumitomo Insurance Co., Limited provides both commercial line and personal line non-life insurance products.

Ceroilfood Finance Limited

Ceroilfood Finance Limited has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 200 H Shares) which may be purchased with an aggregate amount of US\$50 million at the Offer Price. Assuming an Offer Price of HK\$28.45, being the mid-point of the estimated Offer Price range set forth in this prospectus, Ceroilfood Finance Limited would subscribe for approximately 13,620,200 H Shares, representing approximately 0.16% of our issued and outstanding share capital or approximately 0.62% of our H Shares upon completion of the Global Offering (assuming that the H Share Over-Allotment Option is not exercised).

Ceroilfood Finance Limited is a general trading and investment company registered in Hong Kong. It is a wholly-owned subsidiary of COFCO Corporation, which is a leading grain, oils and foodstuffs import and export group and one of the largest food manufacturers in the PRC. It also engages in real estate, hotel businesses and financial services. Fortune magazine lists it as one of the world's top 500 enterprises.

China Overseas Finance Investment Limited

China Overseas Finance Investment Limited, or COFI, has agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 200 H Shares) which may be purchased with an aggregate amount of US\$50 million at the Offer Price. Assuming an Offer Price of HK\$28.45, being the mid-point of the estimated Offer Price range set forth in this prospectus, COFI would subscribe for approximately 13,620,200 H Shares, representing approximately 0.16% of our issued and outstanding share capital or approximately 0.62% of our H Shares upon completion of the Global Offering (assuming that the H Share Over-Allotment Option is not exercised).

COFI is a wholly-owned subsidiary of China Overseas Holdings Limited, or COHL, which in turn is a wholly-owned subsidiary of a large state-owned enterprise. It is an investment holding company incorporated in Hong Kong and primarily engaged in the provision of financial advisory services as well as investment strategies for COHL. The scope of COFI's services includes, but is not limited to, fund-raising activities from capital markets, evaluations and implementations of equity investments, corporate restructuring and mergers and acquisitions advisory.

Mr. Lo Yuk Sui, H.P. Nominees Limited and Honormate Nominees Limited

Mr. Lo Yuk Sui, or Mr. Lo, H.P. Nominees Limited and Honormate Nominees Limited have agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 200 H Shares) which may be purchased with an aggregate amount of US\$50 million at the Offer Price. Assuming an Offer Price of HK\$28.45, being the mid-point of the estimated Offer Price range set

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forth in this prospectus, Mr. Lo, H.P. Nominees Limited and Honormate Nominees Limited would subscribe for approximately 13,620,200 H Shares, representing approximately 0.16% of our issued and outstanding share capital or approximately 0.62% of our H Shares upon completion of the Global Offering (assuming that the H Share Over-Allotment Option is not exercised).

Mr. Lo is the chairman and chief executive officer of Century City International Holdings Limited (stock code: 355), or Century, Paliburg Holdings Limited (stock code: 617), or Paliburg, and Regal Hotels International Holdings Limited (stock code: 78), or Regal, all of which are companies listed on the Hong Kong Stock Exchange. Mr. Lo is also the non-executive chairman of Regal Portfolio Management Limited, the manager of Regal Real Estate Investment Trust (stock code: 1881), or Regal REIT, the associate of Regal listed on the Hong Kong Stock Exchange. Mr. Lo is the controlling shareholder of Century, of which Paliburg is the listed subsidiary, and Regal is the listed associate of Paliburg.

H.P. Nominees Limited is a company incorporated in Hong Kong and is principally engaged in investment holding, nominee services and securities investment businesses. It is a wholly-owned subsidiary of Paliburg, which is the immediate listed holding company of the Paliburg group (comprising Paliburg and its subsidiaries), or the Paliburg Group. The significant investments and principal business activities of the Paliburg Group mainly comprise property development and investment, construction related businesses and other investments including, in particular, its interests in Regal, the listed associate of Paliburg. The significant investments of Regal comprise its interests in the operation and management of Regal Hotels, including the five Regal Hotels in Hong Kong, the investment in Regal REIT (which owns the five Regal Hotels), the asset management of Regal REIT, interests in certain luxurious properties and other investment businesses.

Honormate Nominees Limited is a company incorporated in Hong Kong and is principally engaged in nominee services and securities investment businesses. It is a wholly-owned subsidiary of Regal, which is the ultimate listed holding company of the Regal Group (comprising Regal and its subsidiaries). The significant investments and principal business activities of the Regal Group comprise its interests in the operation and management of Regal Hotels, including the five Regal Hotels in Hong Kong, the investment in Regal REIT (which owns the five Regal Hotels), the asset management of Regal REIT, interests in certain luxurious properties and other investment businesses.

World Prosper Limited and Progress Investment Management Company (BVI) Limited

World Prosper Limited and Progress Investment Management Company (BVI) Limited have agreed to subscribe for such number of H Shares (rounded down to the nearest whole board lot of 200 H Shares) which may be purchased with an aggregate amount of US\$30 million at the Offer Price. Assuming an Offer Price of HK\$28.45, being the mid-point of the estimated Offer Price range set forth in this prospectus, World Prosper Limited and Progress Investment Management Company (BVI) Limited would subscribe for approximately 8,172,000 H Shares, representing approximately 0.10% of our issued and outstanding share capital or approximately 0.37% of our H Shares upon completion of the Global Offering (assuming that the H Share Over-Allotment Option is not exercised).

World Prosper Limited is a company incorporated in Hong Kong. It is a wholly-owned subsidiary of Dah Sing Financial Holdings Ltd., whose shares are listed on the Hong Kong Stock Exchange (stock code: 440), or DSFH. DSFH has entered into the placing agreement as the guarantor for the obligations of World Prosper Limited under the placing agreement. It holds subsidiaries operating or investing in the banking, life and general insurance, investment, and financial services in Hong Kong, Macau and the PRC. DSFH's principal and wholly-owned insurance subsidiaries include Dah Sing Life Assurance Company Limited, or DSLA, and Dah Sing Insurance Company Limited, both of which operate mainly in Hong Kong. DSLA has an 11.87% interest in Great Wall Life Insurance Company Limited, a life insurance company incorporated and operating in the PRC. DSFH's principal

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banking subsidiary is Dah Sing Bank, Limited, or DSB, a licensed bank incorporated and operating in Hong Kong active in the commercial and retail banking businesses. DSB operates its banking businesses in Macau and the PRC through its two wholly-owned banking subsidiaries, Banco Comercial de Macau and Dah Sing Bank (China) Limited, which are banks authorized under the respective banking regulations of Macau and the PRC.

Progress Investment Management Company (BVI) Limited is a company incorporated in the British Virgin Islands. It is a company beneficially owned by Mr. David Shou-Yeh Wong, the Chairman and a controlling shareholder of DSFH. Mr. David Shou-Yeh Wong has entered into the placing agreement as the guarantor for the obligations of Progress Investment Management Company (BVI) Limited under the placing agreement.

Conditions Precedent

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

- (1) the Hong Kong Underwriting Agreement and the International Purchase Agreement having been entered into and having become 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 or as subsequently waived or varied by agreement of the parties thereto in such agreements;
- (2) 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; and
- (3) neither the Hong Kong Underwriting Agreement nor the International Purchase Agreement having been terminated.

Restrictions on the Cornerstone Investors' Investment

Each of the Cornerstone Investors has agreed that, without the prior written consent of the Company and the Joint Bookrunners, it will not, whether directly or indirectly, at any time during a period of six months following the Listing Date, dispose of (as defined in the relevant placing agreement) any of the H Shares subscribed for by it pursuant to the relevant placing agreement (or any interest in any company or entity holding any of the H Shares), other than transfers to any wholly-owned subsidiary of such Cornerstone Investor, provided that such wholly-owned subsidiary undertakes in writing, and such Cornerstone Investor undertakes in writing to procure, that such wholly-owned subsidiary will abide by the restrictions on disposals imposed on the Cornerstone Investor. The Company and the Joint Bookrunners confirm that, unless under exceptional circumstances, the Corporate Investors would not be released from the above restrictions.