
HOW TO APPLY FOR HONG KONG OFFER SHARES AND RESERVED SHARES

I. HOW TO APPLY FOR HONG KONG OFFER SHARES

1. Who can apply for the Hong Kong Offer Shares

You can apply for the Hong Kong Offer Shares available for subscription by the public on a **WHITE** or **YELLOW** Application Form if you, or any person(s) for whose benefit you are applying, are an individual, and:

- are 18 years of age or older;
- have a Hong Kong address;
- are not inside the United States (as defined in Regulation S under the U.S. Securities Act) when completing and submitting the Application Form and are not either (a) a person described in paragraph (h)(3) of Rule 902 of Regulation S under the U.S. Securities Act or (b) a QIB; and
- are not a legal or natural person of the PRC (except qualified domestic institutional investors).

If you wish to apply for the Hong Kong Offer Shares online through the HK eIPO White Form service, in addition to the above you must also:

- have a valid Hong Kong identity card number; and
- be willing to provide a valid e-mail address and a contact telephone number.

You may only apply by means of the **HK eIPO White Form** service by submitting an electronic application instruction through the designated website at www.hkeipo.hk if you are an individual applicant. Corporations or joint applicants may not apply by means of the **HK eIPO White Form** service.

If the applicant is a firm, the application must be in the names of the individual members, not in the name of the firm. If the applicant is a body corporate, the application must be stamped with the company chop (bearing the company name) and signed by a duly authorised officer, who must state his or her representative capacity.

If an application is made by a person duly authorised under a valid power of attorney, the Company, the Joint Global Coordinators, the Hong Kong Underwriters (or their respective agents or nominees) may accept it at their discretion, and subject to any conditions as they think fit, including production of evidence of the authority of the attorney.

The number of joint applicants may not exceed four.

We, the Joint Global Coordinators or the HK eIPO White Form Service Provider (where applicable) in their capacity as our agent, will have full discretion to reject or accept any application, in full or in part, without assigning any reason.

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The Hong Kong Offer Shares are not available to existing beneficial owners of Shares, the Directors or chief executive of our Company or their respective associates (as defined in the Listing Rules) or any other connected persons (as defined in the Listing Rules) of our Company or persons who will become our connected persons immediately upon completion of the Global Offering.

You may apply for Offer Shares under the Hong Kong Public Offering or indicate an interest for Offer Shares under the International Offering, but may not do both (except in respect of the Reserved Shares applied for pursuant to the Preferential Offering).

2. Method of applying for the Hong Kong Offer Shares

There are four ways to make an application for the Hong Kong Offer Shares:

- You may apply for the Hong Kong Offer Shares by using a **WHITE** Application Form. Use a **WHITE** Application Form if you want the Shares issued in your own name;
- Instead of using a **WHITE** Application Form, you may apply for the Hong Kong Offer Shares by means of the **HK eIPO White Form** service by submitting an electronic application instruction through the designated website at www.hkeipo.hk if you want the Shares issued in your own name;
- You may apply for the Hong Kong Offer Shares by using a **YELLOW** Application Form. Use a **YELLOW** Application Form if you want the Shares issued in the name of HKSCC Nominees and deposited directly into CCASS for credit to your CCASS Investor Participant stock account or your designated CCASS Participant's stock account; or
- Instead of using a **YELLOW** Application Form, you may give electronic application instructions to HKSCC to cause HKSCC Nominees to apply for the Hong Kong Offer Shares on your behalf. Any Hong Kong Offer Shares allocated to you will be issued in the name of HKSCC Nominees and deposited directly into CCASS for credit to your CCASS Investor Participant stock account or your designated CCASS Participant's stock account.

Except where you are a nominee and provide the required information in your application, you or your joint applicant(s) may not make more than one application (whether individually or jointly) by applying on a **WHITE** or **YELLOW** Application Form or by giving **electronic application instructions** to HKSCC via CCASS or applying online through the **HK eIPO White Form** Service Provider under the **HK eIPO White Form** service.

3. Where to collect the prospectus and Application Forms

You can collect a **WHITE** Application Form and a prospectus from:

Any of the following addresses of the Hong Kong Underwriters:

Credit Suisse (Hong Kong) Limited

45/F, Two Exchange Square
8 Connaught Place
Central
Hong Kong

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Morgan Stanley Asia Limited

Level 46, International Commerce Centre
1 Austin Road West
Kowloon
Hong Kong

The Royal Bank of Scotland N.V., Hong Kong Branch

38/F, Cheung Kong Center
2 Queen's Road Central
Central
Hong Kong

China Everbright Securities (HK) Limited

36/F, Far East Finance Centre
16 Harcourt Road
Central
Hong Kong

Tai Fook Securities Company Limited

25/F, New World Tower
16-18 Queen's Road Central
Hong Kong

Sun Hung Kai International Limited

42/F, The Lee Gardens
33 Hysan Avenue
Causeway Bay
Hong Kong

(a) Any of the following branches of The Hongkong and Shanghai Banking Corporation Limited

District	Branch Name	Branch Address
Hong Kong	Hong Kong Office	Level 3, 1 Queen's Road Central, Central, Hong Kong
	Aberdeen Centre Branch	Shop 2, G/F, Site I, Aberdeen Centre, Aberdeen, Hong Kong
	Cityplaza Branch	Unit 065, Cityplaza I, Taikoo Shing, Hong Kong
	Hay Wah Building Branch	G/F, Hay Wah Bldg, 71-85B Hennessy Rd, Wan Chai, Hong Kong

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District	Branch Name	Branch Address
Kowloon	Kwun Tong Branch	No. 1, Yue Man Square, Kwun Tong, Kowloon
	Telford Gardens Branch	Shop Unit P16, Blk G, Telford Plaza I, Kowloon Bay, Kowloon
	Mong Kok Branch	L/G & U/G, 673 Nathan Road, Mong Kok, Kowloon
	Lai Chi Kok Road Branch	245 Lai Chi Kok Road, Sham Shui Po, Kowloon
	Tsim Sha Tsui Branch	Basement, UG/F & 1/F, 82-84 Nathan Road, Tsim Sha Tsui, Kowloon
New Territories	Tuen Shing Street Branch	Shop No. 1225, 1/F, Tuen Mun Town Plaza Phase 1, 1 Tuen Shing Street, Tuen Mun, New Territories

(b) or any of the following branches of Industrial and Commercial Bank of China (Asia) Limited:

District	Branch Name	Branch Address
Hong Kong	Queen's Road Central Branch	122-126 Queen's Road Central, Central, Hong Kong
	West Point Branch	242-244 Queen's Road West, Sai Ying Pun, Hong Kong
	Hennessy Road Branch	Shop 2A, G/F & Basement, Cameron Commercial Centre, 468 Hennessy Road, Causeway Bay, Hong Kong
Kowloon	Tsim Sha Tsui Branch	Shop 1&2, G/F, No. 35-37 Hankow Road, Tsimshatsui, Kowloon
	Prince Edward Branch	777 Nathan Road, Mongkok, Kowloon
	Mok Cheong Street Branch	12-14 Mok Cheong Street, Tokwawan, Kowloon
New Territories	Sha Tsui Road Branch	Shop 4, G/F., Chung On Building, 297-313 Sha Tsui Road, Tsuen Wan, New Territories
	Yuen Long Branch	G/F., 197-199 Castle Peak Road, Yuen Long, New Territories
	Shatin Branch	Shop 22J, Level 3, Shatin Centre, New Territories
	Tai Po Branch	Shop F, G/F, Mee Fat Building, No 34-38 Tai Wing Lane, Tai Po, New Territories

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Prospectuses and Application Forms will be available for collection at the above places during the following times:

Tuesday, 28 September 2010	—	9:00 a.m. to 4:30 p.m.
Wednesday, 29 September 2010	—	9:00 a.m. to 4:30 p.m.
Thursday, 30 September 2010	—	9:00 a.m. to 4:30 p.m.
Saturday, 2 October 2010	—	9:00 a.m. to 1:00 p.m.
Monday, 4 October 2010	—	9:00 a.m. to 12:00 noon

You can collect a **YELLOW** Application Form and a prospectus during normal business hours from 9:00 a.m. on Tuesday, 28 September 2010 until 12:00 noon on Monday, 4 October 2010, from the Depository Counter of HKSCC at 2nd Floor, Vicwood Plaza, 199 Des Voeux Road Central, Hong Kong.

Your stockbroker may also have Application Forms and this prospectus available.

4. How to apply by using a WHITE or YELLOW Application Form

- (a) Obtain an Application Form as described in the sub-section headed “— I. How to Apply for Hong Kong Offer Shares — 3. Where to collect the prospectus and Application Forms” in this section.
- (b) Complete the Application Form in English in ink, and sign it. There are detailed instructions on each Application Form. You should read these instructions carefully. If you do not follow the instructions, your application may be rejected and returned by ordinary post together with the accompanying cheque(s) or banker’s cashier order(s) to you (or the first-named applicant in the case of joint applicants) at your own risk at the address stated in the Application Form.
- (c) Each Application Form must be accompanied by payment, in the form of either one cheque or one banker’s cashier order. You should read the detailed instructions set out on the Application Form carefully, as an application is liable to be rejected if the cheque or banker’s cashier order does not meet the requirements set out on the Application Form.
- (d) Lodge the Application Form in one of the collection boxes by the time and at one of the locations as described in the sub-section headed “— I. How to Apply for Hong Kong Offer Shares — 7. When may applications be made — (a) Applications on **WHITE** or **YELLOW** Application Forms” in this section.

In order for an application made on a **YELLOW** Application Form to be valid:

- (i) If you are applying through a designated CCASS Participant (other than a CCASS Investor Participant):
 - the designated CCASS Participant must endorse the form with its company chop (bearing its company name) and insert its participant I.D. in the appropriate box in the Application Form.

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- (ii) If you are applying as an individual CCASS Investor Participant:
- the Application Form must contain your name and Hong Kong identity card number; and
 - your participant I.D. must be inserted in the appropriate box in the Application Form.
- (iii) If you are applying as a joint individual CCASS Investor Participant:
- the Application Form must contain names and Hong Kong identity card numbers of all joint CCASS Investor Participants; and
 - your participant I.D. must be inserted in the appropriate box in the Application Form.
- (iv) If you are applying as a corporate CCASS Investor Participant:
- the Application Form must contain the company's name and its Hong Kong business registration number; and
 - your participant I.D. and your company chop (bearing your company's name) must be inserted in the appropriate box in the Application Form.

Incorrect or incomplete details of the CCASS Participant or the omission or inadequacy of participant I.D. or other similar matters may render the application invalid.

5. How to apply through the HK eIPO White Form service

- (a) If you are an individual and meet the criteria set out in the sub-section headed “— I. How to Apply for Hong Kong Offer Shares — 1. Who can apply for the Hong Kong Offer Shares” in this section, you may apply through the HK eIPO White Form service by submitting an electronic application instruction through the designated website at www.hkeipo.hk. If you apply through the HK eIPO White Form service, the Shares will be issued in your own name.
- (b) Detailed instructions for application through the HK eIPO White Form service are set out on the designated website at www.hkeipo.hk. You should read these instructions carefully. If you do not follow the instructions, your application may be rejected by the HK eIPO White Form Service Provider and may not be submitted to our Company.
- (c) In addition to the terms and conditions set out in this prospectus, the HK eIPO White Form Service Provider may impose additional terms and conditions upon you for the use of the HK eIPO White Form service. Such terms and conditions are set out on the designated website at www.hkeipo.hk. You will be required to read, understand and agree to such terms and conditions in full prior to making any application.
- (d) By submitting an application to the HK eIPO White Form Service Provider through the HK eIPO White Form service, you are deemed to have authorised the HK eIPO White Form Service Provider to transfer the details of your application to our Company and the Hong Kong Share Registrar.

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- (e) You may submit an application through the HK eIPO White Form service in respect of a minimum of 1,000 Hong Kong Offer Shares. Each electronic application instruction in respect of more than 1,000 Hong Kong Offer Shares must be in one of the numbers set out in the table in the Application Forms, or as otherwise specified on the designated website at www.hkeipo.hk.
- (f) You should give electronic application instructions through the HK eIPO White Form service at the times set out in the sub-section headed “— I. How to Apply for the Hong Kong Offer Shares — 7. When may applications be made — (b) HK eIPO White Form” in this section.
- (g) You should make payment for your application made by the HK eIPO White Form service in accordance with the methods and instructions set out in the designated website at www.hkeipo.hk. If you do not make complete payment of the application monies (including any related fees) on or before 12:00 noon on Monday, 4 October 2010, or such later time as described under the sub-section headed “— I. How to Apply for the Hong Kong Offer Shares — 7. When may applications be made — (e) Effect of bad weather conditions on the opening of the application lists” in this section, the HK eIPO White Form Service Provider will reject your application and your application monies will be returned to you in the manner described in the designated website at www.hkeipo.hk.
- (h) Warning: The application for the Hong Kong Offer Shares through the HK eIPO White Form service is only a facility provided by the designated HK eIPO White Form Service Provider to public investors. Our Company, the Directors, the Joint Sponsors and the Underwriters take no responsibility for any such applications and provide no assurance that applications through the **HK eIPO White Form** service will be submitted to our Company or that you will be allotted any Hong Kong Offer Shares.

Please note that internet services may have capacity limitations and/or be subject to service interruptions from time to time. To ensure that you can submit your applications through the HK eIPO White Form service, you are advised not to wait until the last minute for submitting applications in the Hong Kong Public Offering to submit your electronic application instructions. In the event that you have problems connecting to the designated website for the HK eIPO White Form service, you should submit a **WHITE** Application Form. However, once you have submitted electronic application instructions and completed payment in full using the application reference number provided to you on the designated website, you will be deemed to have made an actual application and should not submit a **WHITE** Application Form. Please refer to the sub-section headed “— I. How to Apply for the Hong Kong Offer Shares — 8. How many applications may be made” in this section.

6. How to apply by giving electronic application instructions to HKSCC

(a) General

CCASS Participants may give electronic application instructions to HKSCC to apply for the Hong Kong Offer Shares and to arrange payment of the monies due on application and payment of refunds. This will be in accordance with their participant agreements with HKSCC and the General Rules of CCASS and the CCASS Operational Procedures in effect from time to time.

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If you are a CCASS Investor Participant, you may give electronic application instructions through the CCASS phone system by calling 2979 7888 or through the CCASS internet system (<https://ip.ccass.com>) (using the procedures contained in HKSCC's "An Operating Guide for Investor Participants" in effect from time to time).

HKSCC can also input electronic application instructions for you if you go to:

Hong Kong Securities Clearing Company Limited

Customer Service Centre
2/F Vicwood Plaza
199 Des Voeux Road Central
Hong Kong

and complete an input request form.

Prospectuses will be available for collection at the above address.

If you are not a CCASS Investor Participant, you may instruct your broker or custodian who is a CCASS Clearing Participant or a CCASS Custodian Participant to give electronic application instructions via CCASS terminals to apply for the Hong Kong Offer Shares on your behalf.

You are deemed to have authorised HKSCC and/or HKSCC Nominees to transfer the details of your application, whether submitted by you or through your broker or custodian, to our Company, the Joint Sponsors and our registrars.

(b) Minimum Subscription Amount and Permitted Multiples

You may give electronic application instructions in respect of a minimum of 1,000 Hong Kong Offer Shares. Each electronic application instruction in respect of more than 1,000 Hong Kong Offer Shares must be in one of the numbers set out in the table in the Application Forms.

(c) Warning

The subscription for the Hong Kong Offer Shares by giving electronic application instructions to HKSCC is only a facility provided to CCASS Participants. Our Company, the Directors, the Joint Sponsors and the Underwriters take no responsibility for any such applications and provide no assurance that any CCASS Participant will be allotted any Hong Kong Offer Shares.

To ensure that CCASS Investor Participants can give their electronic application instructions to HKSCC through the CCASS phone system or the CCASS internet system, CCASS Investor Participants are advised not to wait until the last minute to input their electronic application instructions. In the event that CCASS Investor Participants have problems connecting to the CCASS phone system or the CCASS internet system to submit their electronic application instructions, they should either:

- (i) submit a **WHITE** or **YELLOW** Application Form; or
- (ii) apply online by means of the HK eIPO White Form service by submitting an election application instruction through the designated website at www.hkeipo.hk; or

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- (iii) go to HKSCC's Customer Service Centre to complete an input request form for electronic application instructions before 12:00 noon on Monday, 4 October 2010, or such later time as described under the section headed "— I. How to Apply for Hong Kong Offer Shares — 7. When may applications be made — (e) Effect of bad weather conditions on the opening of the application lists" below.

7. When may applications be made

(a) Applications on WHITE or YELLOW Application Forms

Your completed **WHITE** or **YELLOW** Application Form, together with payment attached, should be deposited in the special collection boxes provided at any of the branches of the receiving banks listed in the section headed "— I. How to Apply for Hong Kong Offer Shares — 3. Where to collect the prospectus and Application Forms" above at the following times:

Tuesday, 28 September 2010	— 9:00 a.m. to 4:30 p.m.
Wednesday, 29 September 2010	— 9:00 a.m. to 4:30 p.m.
Thursday, 30 September 2010	— 9:00 a.m. to 4:30 p.m.
Saturday, 2 October 2010	— 9:00 a.m. to 1:00 p.m.
Monday, 4 October 2010	— 9:00 a.m. to 12:00 noon

Completed **WHITE** or **YELLOW** Application Forms, together with payment attached, must be lodged by 12:00 noon on Monday, 4 October 2010, or, if the application lists are not open on that day, then by the time and date stated in the sub-section headed "— I. How to Apply for Hong Kong Offer Shares — 7. When may applications be made — (e) Effect of bad weather conditions on the opening of the application lists" in this section.

(b) HK eIPO White Form

You may submit your application to the HK eIPO White Form Service Provider through the designated website at www.hkeipo.hk from 9:00 a.m. on Tuesday, 28 September 2010, until 11:30 a.m. on Monday, 4 October 2010, or such later time as described under the sub-section headed "— I. How to Apply for Hong Kong Offer Shares — 7. When may applications be made — (e) Effect of bad weather conditions on the opening of the application lists" in this section (24 hours daily, except on the last application day). The latest time for completing full payment of application monies in respect of such applications will be 12:00 noon on Monday, 4 October 2010, the last application day, or, if the application lists are not open on that day, then by the time and date stated in the sub-section headed "— I. How to Apply for Hong Kong Offer Shares — 7. When may applications be made — (e) Effect of bad weather conditions on the opening of the application lists" in this section.

You will not be permitted to submit your application to the HK eIPO White Form Service Provider through the designated website at www.hkeipo.hk after 11:30 a.m. on the last day for submitting applications. If you have already submitted your application and obtained an application reference number from the designated website prior to 11:30 a.m., you will be permitted to continue the application process (by completing payment of application monies) until 12:00 noon on the last day for submitting applications, when the application lists close.

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(c) *Electronic Application Instructions to HKSCC via CCASS*

CCASS Clearing or Custodian Participants should input electronic application instructions at the following times on the following dates:

Tuesday, 28 September 2010	—	9:00 a.m. to 8:30 p.m.⁽¹⁾
Wednesday, 29 September 2010	—	8:00 a.m. to 8:30 p.m.⁽¹⁾
Thursday, 30 September 2010	—	8:00 a.m. to 8:30 p.m.⁽¹⁾
Saturday, 2 October 2010	—	8:00 a.m. to 1:00 p.m.⁽¹⁾
Monday, 4 October 2010	—	8:00 a.m.⁽¹⁾ to 12:00 noon

(1) These times are subject to changes as HKSCC may determine from time to time with prior notification to CCASS Clearing/Custodian Participants

CCASS Investor Participants can input electronic application instructions from 9:00 a.m. on Tuesday, 28 September 2010, until 12:00 noon on Monday, 4 October 2010 (24 hours daily, except the last application day).

The latest time for inputting electronic application instructions will be 12:00 noon on Monday, 4 October 2010, the last application day, or if the application lists are not open on that day, by the time and date stated in the sub-section headed “— I. How to Apply for Hong Kong Offer Shares — 7. When may applications be made — (e) Effect of bad weather conditions on the opening of the application lists” in this section.

(d) *Application Lists*

The application lists will be open from 11:45 a.m. to 12:00 noon on Monday, 4 October 2010, save as provided in the sub-section headed “— I. How to Apply for Hong Kong Offer Shares — 7. When may applications be made — (e) Effect of bad weather conditions on the opening of the application lists” in this section.

Applicants should note that cheques or banker’s cashier orders will not be presented for payment before the closing of the application lists but may be presented at any time thereafter.

(e) *Effect of Bad Weather Conditions on the Opening of the application lists*

The application lists will not open if there is:

- a tropical cyclone warning signal number 8 or above, or
- a “black” rainstorm warning signal,

in force in Hong Kong at any time between 9:00 a.m. and 12:00 noon on Monday, 4 October 2010. Instead they will open between 11:45 a.m. and 12:00 noon on the next Business Day which does

Note:

¹ These times are subject to change as HKSCC may determine from time to time with prior notification to CCASS Clearing or Custodian Participants.

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not have either of those signals in Hong Kong in force at any time between 9:00 a.m. and 12:00 noon. For this purpose, “Business Day” means a day that is not a Saturday, Sunday or a public holiday in Hong Kong.

8. How many applications may be made

Multiple applications or suspected multiple applications are liable to be rejected.

You may make more than one application for the Hong Kong Offer Shares if you are a nominee, in which case you may make an application as a nominee by (i) giving electronic application instructions to HKSCC via CCASS (if you are a CCASS Participant); or (ii) lodging more than one Application Form in your own name if each application is made on behalf of different beneficial owners. In the box on the Application Form marked “For nominees”, you must include:

- an account number; or
- some other identification code

for each beneficial owner or, in the case of joint beneficial owners, for each beneficial owner. If you do not include this information, the application will be treated as being made for your benefit.

If you are a Qualifying FEC Shareholder applying for Reserved Shares under the Preferential Offering on a **BLUE** Application Form, as beneficial owner, you may also make one application for Hong Kong Offer Shares either on a **WHITE** or **YELLOW** Application Form or electronically through CCASS (if you are a CCASS Investor Participant or act through a CCASS Clearing or Custodian Participant) or submit an application to the HK eIPO White Form Service Provider at www.hkeipo.hk. However, in respect of any application for Hong Kong Offer Shares using the above-mentioned methods, you will not enjoy any preferential treatment accorded to you under the Preferential Offering as described in the section headed “Structure of the Global Offering — The Preferential Offering” in this prospectus.

Otherwise, multiple applications are not allowed.

If you apply by means of **HK eIPO White Form**, once you complete payment in respect of any electronic application instruction given by you or for your benefit to the HK eIPO White Form Service Provider to make an application for the Hong Kong Offer Shares, an actual application shall be deemed to have been made. For the avoidance of doubt, giving an electronic application instruction through the HK eIPO White Form service more than once and obtaining different application reference numbers without effecting full payment in respect of a particular reference number will not constitute an actual application.

If you are suspected of submitting more than one application through the HK eIPO White Form service by giving more than one electronic application instructions through the designated website at www.hkeipo.hk and completing payment in respect of such electronic application instructions, or of submitting one application through the HK eIPO White Form service and one or more applications by any other means (other than an application (if any) made on a **BLUE** Application Form in the capacity as a Qualifying FEC Shareholder), all of your applications are liable to be rejected.

If you have made an application by giving electronic application instructions to HKSCC and you are suspected of having made multiple applications or if more than one application is made for your

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benefit (other than an application (if any) made on a **BLUE** Application Form in the capacity as a Qualifying FEC Shareholder), the number of Hong Kong Offer Shares applied for by HKSCC Nominees will be automatically reduced by the number of Hong Kong Offer Shares in respect of which you have given such instructions and/or in respect of which such instructions have been given for your benefit. Any electronic application instructions to make an application for the Hong Kong Offer Shares given by you or for your benefit to HKSCC shall be deemed to be an actual application for the purpose of considering whether multiple applications have been made. No application for any other number of Hong Kong Offer Shares will be considered and any such application is liable to be rejected.

For further information, you should read the section headed “Further Terms and Conditions of Hong Kong Public Offering and the Preferential Offering — 5. Multiple Applications” in this prospectus.

II. HOW TO APPLY FOR RESERVED SHARES

1. Who can apply for the Reserved Shares

Qualifying FEC Shareholders are entitled to apply on the basis of an Assured Entitlement of 15 Reserved Shares for every whole multiple of 1,000 FEC Shares held by them as at 5:00 p.m. on the Record Date.

You may apply for the Reserved Shares if you, or any person(s) for whose benefit you are applying, are a Qualifying FEC Shareholder, and if you are an individual and:

- are 18 years of age or older; and
- are not inside the United States (as defined in Regulation S under the U.S. Securities Act when completing and submitting the Application Form and are not either (a) a person described in paragraph (h)(3) of Rule 902 of Regulation S under the U.S. Securities Act 1933, as amended or (b) a QIB).

If the applicant is a firm, the application must be in the names of the individual members, not in the name of the firm. If the applicant is a body corporate, the application must be stamped with the company chop (bearing the company name) and signed by a duly authorised officer, who must state his or her representative capacity.

If an application is made by a person duly authorised under a valid power of attorney, the Joint Sponsors (or their respective agents or nominees) may accept it at their discretion, and subject to any conditions as they think fit, including production of evidence of the authority of the attorney.

The Reserved Shares are not available to existing beneficial owners of Shares, the Directors or chief executive of our Company or their respective associates (as defined in the Listing Rules) or any other connected persons (as defined in the Listing Rules) of our Company or persons who will become our connected persons immediately upon completion of the Global Offerings unless such Director or chief executive or their respective associates is a Qualifying FEC Shareholder.

2. Method of applying for the Reserved Shares

An application for Reserved Shares under the Preferential Offering may only be made by Qualifying FEC Shareholders using a **BLUE** Application Form which is being despatched to Qualifying FEC Shareholders by our Company. Using the **BLUE** Application Form, Qualifying FEC Shareholders may apply on an assured basis for a number of Reserved Shares greater than, less than or equal to their Assured Entitlement, which will be specified on their individual **BLUE** Application Form.

A valid application for a number of Reserved Shares equal to or less than a Qualifying FEC Shareholder's Assured Entitlement will be accepted in full, subject to the terms and conditions set forth on the **BLUE** Application Form assuming that the conditions of the Preferential Offering are satisfied. If an application is made for a number of Reserved Shares greater than the Assured Entitlement of a Qualifying FEC Shareholder, the Assured Entitlement will be satisfied in full but the excess portion of such application will only be met to the extent that there are sufficient available Reserved Shares resulting from other Qualifying Shareholders declining to take up some or all their Assured Entitlement. If an application is made for a number of Reserved Shares less than or greater than the Assured Entitlement of a Qualifying FEC Shareholder, the applicant is recommended to apply for a number in one of the multiples of full board lots stated in the table of multiples and payments on the back page of the **BLUE** Application Form which also states the amount of remittance payable on application for each multiple of full board lots of Reserved Shares; if such applicant does not follow this recommendation when applying for less than or greater than the Assured Entitlement, he/she/it must calculate the correct amount of remittance payable on application for the number of Reserved Shares applied for by using the formula set out below the table of multiples and payments on the back page of the **BLUE** Application Form. Any application not accompanied by the correct amount of application monies will be treated as invalid in its entirety and no Reserved Share will be allotted to such applicant. The Joint Global Coordinators, on behalf of the Underwriters, will allocate any Assured Entitlements not taken up by Qualifying FEC Shareholders to the International Offering.

Qualifying FEC Shareholders who have applied for Reserved Shares under the Preferential Offering on a **BLUE** Application Form, as beneficial owner, may also make one application either on a **WHITE** or **YELLOW** Application Form, or by giving electronic application instructions to HKSCC via CCASS (if you are a CCASS Investor Participant or act through a CCASS Clearing or Custodian Participant) or through the HK eIPO White Form service for the Hong Kong Offer Shares in the Hong Kong Public Offering. However, Qualifying FEC Shareholders will receive no preference as to entitlement or allocation in respect of applications for Hong Kong Offer Shares made on **WHITE** or **YELLOW** Application Forms or by giving electronic application instructions to HKSCC or through the HK eIPO White Form Service Provider under the Hong Kong Public Offering.

3. Despatch of the prospectus and BLUE Application Forms

A **BLUE** Application Form, together with an electronic copy of this prospectus on CD-ROM, are being despatched to you by our Company at your address recorded on FEC's register of members as at 5:00 p.m. on the Record Date if you are a Qualifying FEC Shareholder with an Assured Entitlement. Persons who held their FEC Shares as at 5:00 p.m. on the Record Date in CCASS indirectly through a broker or custodian, and wish to participate in the Preferential Offering, should instruct their broker or custodian to apply for the Reserved Shares on their behalf no later than the deadline set by HKSCC or HKSCC Nominees. In order to meet the deadline set by HKSCC, such persons should check with their broker/custodian for the timing on the processing of their

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instructions, and submit their instructions to their broker/custodian as required by them. Persons who held their FEC Shares as at 5:00 p.m. on the Record Date in CCASS directly as a CCASS Investor Participant, and wish to participate in the Preferential Offering, should give their instruction to HKSCC via the CCASS Phone System or CCASS Internet System no later than the deadline set by HKSCC or HKSCC Nominees. Qualifying FEC Shareholders who require a replacement **BLUE** Application Form should contact Tricor Investor Services Limited at 26/F Tesbury Centre, 28 Queen's Road East, Hong Kong or at its hotline 2980 1333.

4. How to apply by using a **BLUE** Application Form

- (a) Complete the **BLUE** Application Form in English in ink, and sign it. There are detailed instructions on each **BLUE** Application Form. You should read these instructions carefully. If you do not follow the instructions, your application may be rejected and returned by ordinary post together with the accompanying cheque(s) or banker's cashier order(s) to you (or the first-named applicant in the case of joint applicants) at your own risk at the address stated in the **BLUE** Application Form.
- (b) Each **BLUE** Application Form must be accompanied by payment, in the form of either one cheque or one banker's cashier order. You should read the detailed instructions set out on the Application Form carefully, as an application is liable to be rejected if the cheque or banker's cashier order does not meet the requirements set out on the Application Form.
- (c) Lodge the **BLUE** Application Form in one of the collection boxes by the time and at one of the locations as described in the sub-section headed "— II. How to Apply for Reserved Shares — 5. When may applications be made" in this section.

5. When may applications be made

(a) *Applications on **BLUE** Application Forms*

Your completed **BLUE** Application Form, together with payment attached, should be deposited in the special collection boxes provided at any of the branches of the receiving banks listed in the section headed "— I. How to Apply for Hong Kong Offer Shares — 3. Where to collect the prospectus and Application Forms" above or at the office of **Tricor Investor Services Limited** at 26/F Tesbury Centre, 28 Queen's Road East, Hong Kong at the following times:

Tuesday, 28 September 2010	— 9:00 a.m. to 4:30 p.m.
Wednesday, 29 September 2010	— 9:00 a.m. to 4:30 p.m.
Thursday, 30 September 2010	— 9:00 a.m. to 4:30 p.m.
Saturday, 2 October 2010	— 9:00 a.m. to 1:00 p.m.
Monday, 4 October 2010	— 9:00 a.m. to 12:00 noon

Completed **BLUE** Application Forms, together with payment attached, must be lodged by 12:00 noon on Monday, 4 October 2010, or, if the application lists are not open on that day, then by the time and date stated in the sub-section headed "— II. How to Apply for Reserved Shares — 5. When may applications be made — (c) Effect of bad weather conditions on the opening of the application lists" in this section.

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(b) Application lists

The application lists will be open from 11:45 a.m. to 12:00 noon on Monday, 4 October 2010, save as provided in the sub-section headed “— II. How to Apply for Reserved Shares — 5. When may applications be made — (c) Effect of bad weather conditions on the opening of the application lists” in this section.

Applicants should note that cheques or banker’s cashier orders will not be presented for payment before the closing of the application lists but may be presented at any time thereafter.

(c) Effect of bad weather conditions on the opening of the application lists

The application lists will not open if there is:

- a tropical cyclone warning signal number 8 or above, or
- a “black” rainstorm warning signal,

in force in Hong Kong at any time between 9:00 a.m. and 12:00 noon on Monday, 4 October 2010. Instead they will open between 11:45 a.m. and 12:00 noon on the next Business Day which does not have either of those signals in Hong Kong in force at any time between 9:00 a.m. and 12:00 noon. For this purpose, “Business Day” means a day that is not a Saturday, Sunday or a public holiday in Hong Kong.

6. How many applications may be made

You should see the sub-section headed ‘ — I. How to Apply for Hong Kong Offer Shares — 8. How many applications may be made’ in this section for the situations where you may make more than one application for Hong Kong Offer Shares.

III. HOW MUCH ARE THE HONG KONG OFFER SHARES AND RESERVED SHARES

The maximum Offer Price is HK\$2.75 per Share. You must also pay brokerage of 1%, SFC transaction levy of 0.003%* and Stock Exchange trading fee of 0.005%. This means that for every board lot of 1,000 Shares you will pay HK\$2,777.72. The **WHITE** and **YELLOW** Application Forms have tables showing the exact amount payable for numbers of Shares applied for up to 27,000,000 Shares. The **BLUE** Application Form has a table showing the exact amount payable for multiples of Shares applied for.

If the Offer Price as finally determined is less than HK\$2.75 per Share, appropriate refund payments (including brokerage of 1%, SFC transaction levy of 0.003%* and Stock Exchange trading fee of 0.005% attributable to the surplus application monies) will be made to successful applicants, without interest. Details of the procedure for refund are set out in the sub-section headed “— IV. Publication of Results, Despatch/Collection of Share Certificates and Refunds of Application Monies” in this section.

You must pay the maximum Offer Price and related brokerage, SFC transaction levy and the Stock Exchange trading fee in full when you apply for the Hong Kong Offer Shares and the Reserved Shares. You must pay the amount payable upon application for the Hong Kong Offer Shares and the

* SFC transaction levy of 0.003% to come into effect on 1 October 2010

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Reserved Shares by a cheque or a banker's cashier order in accordance with the terms set out in the Application Form. Any application not accompanied by the correct amount of application monies will be treated as invalid in its entirety and no Hong Kong Offer Shares and/or Reserved Shares will be allotted to such applicant.

If your application is successful, brokerage is paid to participants of the Stock Exchange (or the Stock Exchange, as the case may be), the Stock Exchange trading fee of 0.005% is paid to the Stock Exchange, and the SFC transaction levy of 0.003%* is paid to the SFC.

IV. PUBLICATION OF RESULTS, DESPATCH/COLLECTION OF SHARE CERTIFICATES AND REFUNDS OF APPLICATION MONIES

It is expected that the final Offer Price, the level of indications of interest in the International Offering, the results of applications and the basis of allotment of the Hong Kong Offer Shares and the Reserved Shares will be published on Friday, 8 October 2010 in The Standard (in English) and the Sing Tao Daily (in Chinese).

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 and the Preferential Offering will be available at the times and date and in the manner specified below:

- Results of allocations for the Hong Kong Public Offering and the Preferential Offering can be found in our Announcement to be posted on the Company's website at www.kosmohotels.com and on the website of the Stock Exchange at www.hkexnews.hk on Friday, 8 October 2010;
- Results of allocations for the Hong Kong Public Offering and the Preferential Offering will be available from our designated results of allocations website at www.tricor.com.hk/ipo/result (a hyper link to which can also be found on the Company's website at www.kosmohotels.com) on a 24-hour basis from 8:00 a.m. on Friday, 8 October 2010 to 12:00 midnight on Thursday, 14 October 2010. The user will be required to key in the Hong Kong identity card/passport/Hong Kong business registration number provided in his/her/its application form to search for his/her/its own allocation result;
- Results of allocations will be available from our Hong Kong Public Offering allocation results telephone enquiry line. Applicants may find out whether or not their applications have been successful and the number of Hong Kong Offer Shares allocated to them, if any, by calling 3691 8488 between 9:00 a.m. and 6:00 p.m. from Friday, 8 October 2010 to Wednesday, 13 October 2010 (excluding Saturday, Sunday or public holiday in Hong Kong); and
- Special allocation results booklets setting out the results of allocations will be available for inspection during opening hours of individual branches from Friday, 8 October 2010 to Monday, 11 October 2010 at all the receiving bank branches at the addresses set out in the sub-section headed "— I. How to Apply for Hong Kong Offer Shares — 3. Where to collect the prospectus and Application Forms" in this section.

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Refund cheques for surplus application monies (if any) under **WHITE, YELLOW** or **BLUE** Application Forms and in respect of applications made via the HK eIPO White Form service where payment of applications monies are made through multiple bank accounts, and Share certificates for successful applicants under **WHITE** or **BLUE** Application Forms and applications made via the HK eIPO White Form service, are expected to be posted and/or available for collection (as the case may be) on or around Friday, 8 October 2010. E-Auto Refund payment instructions for surplus application monies (if any) in respect of applications made via the HK eIPO White Form service where payment of applications monies are made through single bank account will be despatched to the applicants' payment bank accounts on or around Friday, 8 October 2010.

Share certificates will only become valid certificates of title at 8:00 a.m. on Monday, 11 October 2010, provided that the Hong Kong Public Offering and the Preferential Offering have become unconditional in all respects and the right of termination under the Underwriting Agreements as described in the section headed "Underwriting — Grounds for termination by the Hong Kong Underwriters" in this prospectus has not been exercised. Investors who trade Shares prior to the receipt of Share certificates or prior to the Share certificates becoming valid certificates of title do so entirely at their own risk.

For further information on arrangements for the despatch/collection of Share certificates and refunds of application monies, you should refer to the sections headed "Further Terms and Conditions of Hong Kong Public Offering and the Preferential Offering — 7. If Your Application for Hong Kong Offer Shares and/or Reserved Shares is Successful (in Whole or in Part)" and "Further Terms and Conditions of Hong Kong Public Offering and the Preferential Offering — 8. Refund of Application Monies" in this prospectus.

V. COMMENCEMENT OF DEALINGS IN THE SHARES

Dealings in the Shares on the Stock Exchange are expected to commence on Monday, 11 October 2010. The Shares will be traded in board lots of 1,000 Shares.

Shares will be eligible for CCASS

Subject to the granting of the listing of, and permission to deal in, the Shares on the Stock Exchange as well as the compliance with the stock admission requirements of HKSCC, the 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 Shares on the Stock Exchange or on any other date HKSCC chooses. Settlement of transactions between participants of the 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 for the Shares to be admitted into CCASS.