
OUR CORNERSTONE INVESTORS

THE CORNERSTONE PLACING

We have entered into cornerstone investment agreements with the following investors (the “**Cornerstone Investors**”, each a “**Cornerstone Investor**”), pursuant to which the Cornerstone Investors have agreed to subscribe at the Offer Price for such number of Offer Shares (rounded down to the nearest whole board lot of 500 H Shares) that may be purchased for an aggregate amount of US\$850 million (the “**Cornerstone Placing**”). Assuming an Offer Price of HK\$14.02 (being the mid-point of the indicative Offer Price range stated in this prospectus), the total number of H Shares to be subscribed for by the Cornerstone Investors would be 472,494,000, representing approximately (i) 4.26% of the Shares in issue upon the completion of the Global Offering, assuming that the Over-allotment Option is exercised; or (ii) 4.32% of the Shares in issue upon completion of the Global Offering, assuming that the Over-allotment Option is not exercised.

Each of the Cornerstone Investors is an independent third party and is not our connected persons, and is not an existing shareholder of the Company. Details of the actual number of Offer Shares to be allocated to the Cornerstone Investors will be disclosed in the allotment results announcement to be issued by our Company on or before 4 October 2011.

The Cornerstone Placing forms part of the International Offering. The Offer Shares to be subscribed for by the Cornerstone Investors will rank *pari passu* in all respects with the other fully paid H Shares in issue and will be counted towards the public float of our Company. Immediately following the completion of the Global Offering, none of the Cornerstone Investors will have any board representation in our Company, nor will any of the Cornerstone Investors become our substantial shareholder. 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 described in “Structure of the Global Offering — The Hong Kong Public Offering”.

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

Waddell & Reed

Ivy Investment Management Company (“**Ivy Investment**”) has agreed to subscribe for such number of H shares (rounded down to the nearest whole board lot of 500 H shares) which may be purchased for US\$300 million at the Offer Price. Assuming an Offer Price of HK\$14.02, being the mid-point of the Offer Price range set out in this prospectus, the total number of H shares that Ivy Investment would subscribe for would be 166,763,000, representing (i) approximately 1.50% of the Shares in issue immediately following the completion of the Global Offering assuming that the Over-allotment Option is exercised, or, (ii) approximately 1.52% of the Shares in issue immediately following the completion of the Global Offering, assuming that the Over-allotment Option is not exercised.

Ivy Investment is a wholly-owned subsidiary of Waddell & Reed Financial, Inc. (“**Waddell & Reed**”). Founded in 1937, Waddell & Reed, whose common stock is listed and traded on the New York Stock Exchange (New York Stock Exchange Symbol: WDR), is one of the oldest mutual fund complexes in the United States. Through its subsidiaries, Waddell & Reed provides investment management and financial planning services to clients throughout the United States. As at 30 June 2011, total assets under management reached US\$91.7 billion.

Kuwait Investment Authority

Kuwait Investment Authority has agreed to subscribe for such number of H shares (rounded down to the nearest whole board lot of 500 H shares) which may be purchased for US\$200 million at the Offer Price. Assuming

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an Offer Price of HK\$14.02, being the mid-point of the Offer Price range set out in this prospectus, the total number of H shares that Kuwait Investment Authority would subscribe for would be 111,175,000, representing (i) approximately 1.00% of the Shares in issue immediately following the completion of the Global Offering assuming that the Over-allotment Option is exercised, or, (ii) approximately 1.02% of the Shares in issue immediately following the completion of the Global Offering, assuming that the Over-allotment Option is not exercised.

Kuwait Investment Authority is an autonomous government body of Kuwait responsible for management and administration of funds and assets entrusted to it by the Ministry of Finance of Kuwait for and on behalf of the State of Kuwait.

Temasek

Cairnhill Investments (Mauritius) Pte Ltd. (“**Cairnhill Investments**”) has agreed to subscribe for such number of H shares (rounded down to the nearest whole board lot of 500 H shares) which may be purchased for US\$150 million at the Offer Price. Assuming an Offer Price of HK\$14.02, being the mid-point of the Offer Price range set out in this prospectus, the total number of H shares that Cairnhill Investments would subscribe for would be 83,381,500, representing (i) approximately 0.75% of the Shares in issue immediately following the completion of the Global Offering assuming that the Over-allotment Option is exercised, or, (ii) approximately 0.76% of the Shares in issue immediately following the completion of the Global Offering, assuming that the Over-allotment Option is not exercised.

Cairnhill Investments is a wholly-owned subsidiary of Temasek Holdings (Private) Limited (“**Temasek**”). Temasek was incorporated in 1974 and is an Asia investment company headquartered in Singapore. Supported by 12 affiliates and offices in Asia and Latin America, Temasek owns a diversified S\$193 billion portfolio as at 31 March 2011, concentrated principally in Singapore, Asia and growth markets. It has a corporate credit rating of AAA/Aaa from rating agencies Standard & Poor’s and Moody’s respectively.

BTG Pactual

Banco BTG Pactual S.A. (“**BTG Pactual**”) has agreed to subscribe for such number of H shares (rounded down to the nearest whole board lot of 500 H shares) which may be purchased for US\$100 million at the Offer Price. Assuming an Offer Price of HK\$14.02, being the mid-point of the Offer Price range set out in this prospectus, the total number of H shares that BTG Pactual would subscribe for would be 55,587,500, representing (i) approximately 0.50% of the Shares in issue immediately following the completion of the Global Offering assuming that the Over-allotment Option is exercised, or, (ii) approximately 0.51% of the Shares in issue immediately following the completion of the Global Offering, assuming that the Over-allotment Option is not exercised.

BTG Pactual is Brazil’s leading investment bank and largest independent asset manager. BTG Pactual was founded in 1983, is headquartered in São Paulo and Rio de Janeiro, and has international offices in New York, London and Hong Kong. It currently has approximately 1,250 employees. In 2010, BTG Pactual was elected Best Investment Bank in Brazil by Latin Finance and Global Finance, and ranked first in Brazil for mergers and acquisition, equity capital market and local debt capital market. As of 31 August 2011, BTG Pactual was elected Best Asset Manager in Brazil by Exame/FGV, and had approximately US\$64.5 billion in total assets under management and administration and US\$21.6 billion in assets under management in its wealth management division.

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Fubon Life Insurance

Fubon Life Insurance Co., Ltd. (“**Fubon Life Insurance**”) has agreed to subscribe for such number of H shares (rounded down to the nearest whole board lot of 500 H shares) which may be purchased for US\$50 million at the Offer Price. Assuming an Offer Price of HK\$14.02, being the mid-point of the Offer Price range set out in this prospectus, the total number of H shares that Fubon Life Insurance would subscribe for would be 27,793,500, representing (i) approximately 0.25% of the Shares in issue immediately following the completion of the Global Offering assuming that the Over-allotment Option is exercised, or, (ii) approximately 0.25% of the Shares in issue immediately following the completion of the Global Offering, assuming that the Over-allotment Option is not exercised.

Fubon Life Insurance is a wholly-owned subsidiary of Fubon Financial Holding Co., Ltd. (Stock Code: TW2881), a company incorporated in Taiwan whose shares are listed on the Taiwan Stock Exchange. Fubon Financial Holding Co., Ltd. has built a strong lineup of financial service companies. Its other subsidiaries include Taipei Fubon Commercial Bank Co., Ltd., Fubon Insurance Co., Ltd., Fubon Securities Co., Ltd., Fubon Bank (Hong Kong), Limited and Fubon Asset Management Co., Ltd.. Fubon Financial Holding Co., Ltd is one of the largest publicly listed financial holding companies in Taiwan.

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OZ Master Fund, Ltd., OZ Asia Master Fund, Ltd., OZ Global Special Investments Master Fund, L.P., Gordel Holdings, Ltd. and OZ ELS Master Fund, Ltd. (collectively, the “**OZ Funds**”) have agreed to subscribe for such number of H shares (rounded down to the nearest whole board lot of 500 H shares) which may be purchased for US\$50 million at the Offer Price. Assuming an Offer Price of HK\$14.02, being the mid-point of the Offer Price range set out in this prospectus, the total number of H shares that OZ Funds would subscribe for would be 27,793,500, representing (i) approximately 0.25% of the Shares in issue immediately following the completion of the Global Offering assuming that the Over-allotment Option is exercised, or, (ii) approximately 0.25% of the Shares in issue immediately following the completion of the Global Offering, assuming that the Over-allotment Option is not exercised.

Each of the OZ Funds is incorporated or formed in the Cayman Islands or the British Virgin Islands. The investment manager of each of the OZ funds is either OZ Management LP or OZ Management II LP, operating entities of Och-Ziff Capital Management Group LLC. Och-Ziff Capital Management Group LLC is a leading global institutional asset management firm with over US\$29.4 billion of assets under management as of 1 September 2011.

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 Underwriting Agreement having been entered into and having become effective and 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 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 Underwriting Agreement having been terminated.

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RESTRICTIONS ON DISPOSALS BY THE CORNERSTONE INVESTORS

Each of the Cornerstone Investors has agreed that, without the prior written consent of the Company and the Sole Global Coordinator, it will not, whether directly or indirectly, at any time during a period of six months starting from and inclusive of the Listing Date, dispose of (as defined in the relevant cornerstone investment agreement) any of the H Shares subscribed for by it pursuant to the relevant cornerstone investment agreement. Each Cornerstone Investor may transfer the H Shares so subscribed in certain limited circumstances, such as transfer to a wholly-owned subsidiary of such Cornerstone Investor, provided that such wholly-owned subsidiary agrees to be subject to the restrictions on disposals imposed on the Cornerstone Investor.

EXCHANGE RATE CONVERSION

Solely for your convenience, this section contains translations of certain U.S. dollar amounts into Hong Kong dollars at specified rates. No representation is made that the U.S. dollar amounts could actually be converted into any Hong Kong dollar amounts at the rates indicated or at all. Unless indicated otherwise, the translation of U.S. dollar into HK dollars was made at the rate of US\$1 to HK\$7.7934, which is the exchange rate set forth in the H.10 weekly statistical release of the Board of Governors of the Federal Reserve System of the United States on 9 September 2011. Any discrepancies in any table between totals and sums of amounts listed therein are due to rounding.