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## HOW TO APPLY FOR HONG KONG OFFER SHARES

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### 1. METHODS TO APPLY FOR HONG KONG OFFER SHARES

You may apply for Hong Kong Offer Shares by using one of the following methods:

- using a **WHITE** or **YELLOW** Application Form; or
- **electronically** instructing HKSCC via CCASS to cause HKSCC Nominees to apply for Hong Kong Offer Shares on your behalf.

### 2. WHICH APPLICATION METHOD YOU SHOULD USE

#### (a) **WHITE Application Forms**

Use a **WHITE** Application Form if you want the Hong Kong Offer Shares to be registered in your own name.

#### (b) **YELLOW Application Forms**

Use a **YELLOW** Application Form if you want the Hong Kong Offer Shares to be registered 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.

#### (c) **Electronically instruct HKSCC via CCASS to make an application on your behalf**

Instead of using a **YELLOW** Application Form, you may **electronically** instruct HKSCC via CCASS to cause HKSCC Nominees to apply for Hong Kong Offer Shares on your behalf. Any Hong Kong Offer Shares allocated to you will be registered 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.

### 3. WHERE TO COLLECT THE APPLICATION FORMS

- (a) You can collect a **WHITE** Application Form and a prospectus during normal business hours from 9:00 a.m. on Monday, June 14, 2004 until 12:00 noon on Thursday, June 17, 2004 from:

**Any participant of the Hong Kong Stock Exchange**

or

BOCI Asia Limited

35th Floor, Bank of China Tower  
1 Garden Road  
Hong Kong

Goldman Sachs (Asia) L.L.C.

68th Floor, Cheung Kong Center  
2 Queen's Road Central  
Hong Kong

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## HOW TO APPLY FOR HONG KONG OFFER SHARES

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The Hongkong and Shanghai Banking Corporation Limited	1 Queen's Road Central Hong Kong
Morgan Stanley Dean Witter Asia Limited	30th Floor, Three Exchange Square Central Hong Kong
BNP Paribas Peregrine Capital Limited	36/F, Asia Pacific Finance Tower 3 Garden Road, Central Hong Kong
Celestial Capital Limited	21/F, Low Block, Grand Millennium Plaza 181 Queen's Road Central Hong Kong
CM-CCS Securities Limited	48th Floor, One Exchange Square 8 Connaught Place, Central Hong Kong
DBS Asia Capital Limited	16th Floor, Man Yee Building 68 Des Voeux Road, Central Hong Kong
First Shanghai Securities Limited	19/F Wing On House 71 Des Voeux Road, Central Hong Kong
Guotai Junan Securities (Hong Kong) Limited	27/F, Low Block, Grand Millennium Plaza 181 Queen's Road Central Hong Kong
KGI Capital Asia Limited	Asia Pacific Finance Tower 27/F Citibank Plaza 3 Garden Road, Central Hong Kong
Oriental Patron Asia Limited	27/F, Two Exchange Square 8 Connaught Place, Central Hong Kong
Tai Fook Securities Company Limited	25th Floor, New World Tower I 16-18 Queen's Road Central Hong Kong

or any of the following branches of The Hongkong and Shanghai Banking Corporation Limited:

### **Hong Kong Island:**

Hong Kong Main Branch	Level 3, 1 Queen's Road, Central
Aberdeen Centre Branch	Shop 2 G/F Site I, Aberdeen Centre, Aberdeen
Chai Wan Branch	Shop No. 1-11, Block B, G/F, Walton Estate, Chai Wan, HK
Cityplaza Branch	Unit 065, Cityplaza I, Taikoo Shing

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## HOW TO APPLY FOR HONG KONG OFFER SHARES

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Des Voeux Road Central Branch	China Insurance Group Building, 141 Des Voeux Road Central
Hay Wah Building Branch	G/F Hay Wah Building, 71-85B Hennessy Road, Wanchai
North Point Branch	G/F, Winner House, 306-316 King's Road, North Point
The Westwood Branch	LG01-3, Lower Ground Floor, The Westwood, 8 Belcher's St., HK

### **Kowloon:**

Amoy Plaza Branch	Shops G193 – 200 & 203, G/F, Amoy Plaza Phase II, 77 Ngau Tau Kok Road, KLN
Kwun Tong Branch	1 Yue Man Square, Kwun Tong
Mei Foo Sun Chuen Branch	79, Broadway Stage 4, Mei Foo Sun Chuen
Mongkok Branch	673 Nathan Road, Mongkok
Ocean Centre Branch	Shop 355, 3/F, Ocean Centre, 5 Canton Road, KLN
Tai Yau Street Branch	26-28 Tai Yau Street, San Po Kong, Kowloon
Tsim Sha Tsui Branch	82-84 Nathan Road, Tsimshatsui
Waterloo Road Branch	71 Waterloo Road, Homantin

### **New Territories:**

Citylink Plaza Branch	Shops 38-46, Citylink Plaza, Shatin Station Circuit, Sha Tin, NT
Kwai Fong D & N Banking Centre Branch	Shops Nos. 218A, 219-220, Level 2, Metroplaza, Kwai Fong, NT
Tuen Mun Town Plaza Branch	Shop 1, UG/F, Tuen Mun Town Plaza Phase II
Yuen Long Branch	G/F, HSBC Building Yuen Long, 150-160 Castle Peak Road, Yuen Long

or any of the following branches of Bank of China (Hong Kong) Limited:

### **Hong Kong Island:**

Bank of China Tower Branch	3/F, 1 Garden Road, Central
Central District (Wing On House) Branch	71 Des Voeux Road Central, Hong Kong
Causeway Bay Branch	18 Percival Street, Causeway Bay, Hong Kong
North Point Branch	G/F, Roca Centre, 464 King's Road, North Point
United Centre Branch	Shop 1021, 1/F, United Centre, 95 Queensway

### **Kowloon:**

Mong Kok (President Commercial Centre) Branch	608 Nathan Road, Mong Kok
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## HOW TO APPLY FOR HONG KONG OFFER SHARES

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Kowloon Plaza Branch	Unit 1, Kowloon Plaza, 485 Castle Peak Road, Kowloon
Hoi Yuen Road Branch	55 Hoi Yuen Road, Kwun Tong
Tsim Sha Tsui East Branch	Shop G02-03 , Inter-Continental Plaza, 94 Granville Road, Tsim Sha Tsui
Whampoa Garden Branch	Shop G8B, Site 1, Whampoa Garden, Hung Hom
Festival Walk Branch	Unit LG149, Festival Walk, Kowloon Tong
Diamond Hill Branch	G107, G/F., Plaza Hollywood, Diamond Hill

### **New Territories:**

Castle Peak Road (Tsuen Wan) Branch	167 Castle Peak Road, Tsuen Wan
Lucky Plaza Branch	G/F., Lucky Plaza, Wang Pok Street, Shatin
Maritime Square Branch	Shop 115, Maritime Square, Tsing Yi

or any of the following branches of The Bank of East Asia, Limited:

### **Hong Kong Island:**

Main Branch	10 Des Voeux Road, Central
Causeway Bay Branch	46 Yee Wo Street
Central Branch	31 Des Voeux Road Central
Kennedy Town Centre Branch	Shop D, G/F, Kennedy Town Centre, 23 Belcher's Street
Sai Ying Pun Branch	338-342 Queen's Road West
Shaukiwan Branch	G/F., 307-313 Shaukiwan Road
Wanchai Branch	314-324 Hennessy Road

### **Kowloon:**

Kwun Tong Branch	7 Hong Ning Road
Mongkok Branch	638-640 Nathan Road
Mongkok South Branch	G/F, Righteous Centre, 585 Nathan Road, Mongkok
Tsim Sha Tsui Branch	Shop A and B, Milton Mansion, No. 96 Nathan Road

### **New Territories:**

Shatin New Town Branch	Shop 726-730, Level 7/F., New Town Plaza Phase 1, Shatin
Tai Po Plaza Branch	Units 49-52, Level 1 Tai Po Plaza
Tsuen Wan Branch	239 – 243 Sha Tsui Road
Tuen Mun Branch	Shop No. G16, G/F, Eldo Court Shopping Centre

After the opening of the Hong Kong Public Offering on Monday, June 14, 2004, if the Company, the Sponsor and the Co-Sponsors consider it advisable for The Hongkong and

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## HOW TO APPLY FOR HONG KONG OFFER SHARES

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Shanghai Banking Corporation Limited, Bank of China (Hong Kong) Limited and The Bank of East Asia, Limited to make available additional branches (“**Additional Receiving Branches**”) for the collection of copies of the **WHITE** Application Form and prospectuses, an announcement setting out the details of such additional branches will be published in the South China Morning Post (in English) and in the Hong Kong Economic Times (in Chinese) on or before Thursday, June 17, 2004.

- (b) You can collect a **YELLOW** Application Form and a prospectus from:
- (1) the Depository Counter of HKSCC at 2nd Floor, Vicwood Plaza, 199 Des Voeux Road Central, Hong Kong; or
  - (2) the Customer Service Centre of HKSCC at Upper Ground Floor, V-Heun Building, 128-140 Queen’s Road Central, Hong Kong.
- (c) Your broker may have the Application Forms available.

### 4. WHEN TO APPLY FOR THE HONG KONG OFFER SHARES

#### (a) **WHITE** or **YELLOW** Application Forms

Completed **WHITE** or **YELLOW** Application Forms, with check or banker’s cashier order attached, must be lodged by 12:00 noon on Thursday, June 17, 2004, or, if the application lists are not open on that day, by the time and date stated in the sub-paragraph headed “Effect of bad weather conditions on the opening of the application lists” below.

Your completed **WHITE** or **YELLOW** Application Form, with one check or one banker’s cashier order attached, should be deposited in the special collection boxes provided at the branches of The Hongkong and Shanghai Banking Corporation Limited, Bank of China (Hong Kong) Limited and The Bank of East Asia, Limited stated above at the following times:

Monday, June 14, 2004	—	9:00 a.m. to 4:00 p.m.
Tuesday, June 15, 2004	—	9:00 a.m. to 4:00 p.m.
Wednesday, June 16, 2004	—	9:00 a.m. to 4:00 p.m.
Thursday, June 17, 2004	—	8:00 a.m. to 12:00 noon

After the opening of the Hong Kong Public Offering on Monday, June 14, 2004, if the Company, the Sponsor and the Co-Sponsors consider it advisable for branches of The Hongkong and Shanghai Banking Corporation Limited, Bank of China (Hong Kong) Limited and The Bank of East Asia, Limited to extend the times during which they will collect the completed Application Forms, an announcement setting out the revised times will be published in the South China Morning Post (in English) and in the Hong Kong Economic Times (in Chinese) on or before Thursday, June 17, 2004. If any Additional Receiving Branches were to be opened as stated above, completed Application Forms can also be deposited in the special collection boxes provided at such branches during the times stated above or as otherwise announced.

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## HOW TO APPLY FOR HONG KONG OFFER SHARES

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### (b) Electronic application instructions to HKSCC via CCASS

CCASS Participants should input **electronic application instructions** at the following times:

Monday, June 14, 2004	—	9:00 a.m. to 7:00 p.m. <sup>(1)</sup>
Tuesday, June 15, 2004	—	9:00 a.m. to 7:00 p.m. <sup>(1)</sup>
Wednesday, June 16, 2004	—	9:00 a.m. to 7:00 p.m. <sup>(1)</sup>
Thursday, June 17, 2004	—	9:00 a.m. to 12:00 noon

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(1) These times are subject to change as HKSCC may determine from time to time with prior notification to CCASS Participants.

The latest time for inputting your **electronic application instructions** via CCASS (if you are a CCASS Participant) is 12:00 noon on Thursday, June 17, 2004 or if the application lists are not open on that day, by the time and date stated in the sub-paragraph headed “Effect of bad weather conditions on the opening of the application lists” below.

### (c) Application lists

The application lists will be open from 11:45 a.m. to 12:00 noon on Thursday, June 17, 2004, except as provided in the sub-paragraph headed “Effect of bad weather conditions on the opening of the application lists” below. No proceedings will be taken on applications for the Hong Kong Offer Shares and no allocation of any such Shares will be made until after the closing of the application lists.

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

The application lists will be open between 11:45 a.m. and 12:00 noon on Thursday, June 17, 2004, subject to weather conditions. The application lists will not be open in relation to the Hong Kong Public Offering 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 Thursday, June 17, 2004, or if there are similar extraneous factors as are acceptable to the Hong Kong Stock Exchange. Instead, they will be open between 11:45 a.m. and 12:00 noon on the next business day which does not fall within the above circumstances at any time between 9:00 a.m. and 12:00 noon in Hong Kong. Business day means a day that is not a Saturday, Sunday or public holiday in Hong Kong.

## 5. HOW TO APPLY USING A WHITE OR YELLOW APPLICATION FORM

- (a) Obtain a **WHITE OR YELLOW** Application Form.
- (b) You should read the instructions in this prospectus and the relevant Application Form carefully. If you do not follow the instructions, your application is liable to be rejected and returned by ordinary post together with the accompanying check or banker’s cashier order to you (or the first-named application in the case of joint applications) at your own risk to the address stated on your Application Form.

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## HOW TO APPLY FOR HONG KONG OFFER SHARES

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- (c) Decide how many Hong Kong Offer Shares you want to purchase. Calculate the amount you must pay on the basis of the maximum Offer Price of HK\$11.88 per Hong Kong Offer Share, plus brokerage of 1.0%, the SFC transaction levy of 0.005%, the investor compensation levy of 0.002% and the Hong Kong Stock Exchange trading fee of 0.005%. This means for every 500 Shares you will pay HK\$6,000.12.
- (d) Complete the Application Form in English (save as otherwise indicated) and sign it. Only written signatures will be accepted. Applications made by corporations, whether on their own behalf, or on behalf of other persons, must be stamped with the company chop (bearing the company name) and signed by a duly authorised officer, whose representative capacity must be stated. If you are applying for the benefit of someone else, you, rather than that person, must sign the Application Form. If it is a joint application, all applicants must sign it. If your application is made through a duly authorized attorney, the Company and the Joint Global Coordinators (or their respective agents or nominees) may accept it at their discretion, and subject to any conditions they think fit, including production of evidence of the authority of your attorney.
- (e) Each Application Form must be accompanied by either one check or one banker's cashier order, which must be stapled to the top left-hand corner of the Application Form.

If you pay by check, the check must:

- be in Hong Kong dollars;
- be drawn on a Hong Kong dollar bank account in Hong Kong;
- show your account name, which must either be pre-printed on the check, or be endorsed on the back by a person authorized by the bank. This account name must be the same as the name in the Application Form. If the check is drawn on a joint account, one of the joint account names must be the same as the name of the first-named applicant;
- be made payable to “HSBC Nominees (Hong Kong) Limited — Ping An Public Offer” or “滙豐代理人(香港)有限公司—中國平安公開發售”; and
- be crossed “Account Payee Only”.
- not be post-dated

Your application may be rejected if your check does not meet all these requirements or is dishonoured on its first presentation.

If you pay by banker's cashier order, the banker's cashier order must:

- be issued by a licensed bank in Hong Kong and have your name certified on the back by a person authorized by the bank. The name on the back of the banker's cashier order and the name on the Application Form must be the same. If it is a joint application, the name on the back of the banker's cashier order must be the same as the name of the first-named joint applicant;
- be in Hong Kong dollars;



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## HOW TO APPLY FOR HONG KONG OFFER SHARES

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- be made payable to “HSBC Nominees (Hong Kong) Limited — Ping An Public Offer” or “滙豐代理人(香港)有限公司－中國平安公開發售”; and
- be crossed “Account Payee Only”.
- not be post-dated

Your application is liable to be rejected if your banker’s cashier order does not meet all these requirements.

- (f) Lodge your Application Form in one of the collection boxes by the time and at one of the locations, as respectively referred to in sub-paragraph 4(a) above.
- (g) Multiple or suspected multiple applications are liable to be rejected. Please see the section headed “How many applications you can make” in this section.
- (h) In order for the **YELLOW** Application Forms to be valid:
  - If you are applying through a designated CCASS Participant (other than a CCASS Investor Participant):
    - the designated CCASS Participant or its authorized signatories must sign in the appropriate box; and
    - the designated CCASS Participant must endorse the form with its company chop (bearing its company name) and insert its participant ID in the appropriate box.
  - If you are applying as an individual CCASS Investor Participant:
    - you must fill in your full name and your Hong Kong Identity Card number; and
    - you must insert your CCASS Participant ID and sign in the appropriate box.
  - If you are applying as a joint individual CCASS Investor Participant:
    - you must insert all joint CCASS Investor Participants’ names and the Hong Kong Identity Card numbers of all joint CCASS Investor Participants; and
    - you must insert your CCASS Participant ID and the authorized signatory or signatories of the CCASS Investor Participant’s stock account must sign in the appropriate box.
  - if you are applying as a corporate CCASS Investor Participant:
    - you must insert your company name and your company’s Hong Kong Business Registration number; and
    - you must fill in your CCASS Participant ID and stamp your company chop (bearing your company’s name) and the authorized signatory or signatories of the CCASS Investor Participant’s stock account must sign in the appropriate box.

The signature(s), number of signatories and form of chop, where appropriate, in each **YELLOW** Application Form should match the records kept by HKSCC. Incorrect or incomplete details of the CCASS Participant or the omission or inadequacy of authorized signature(s), CCASS Participant ID or other similar matters may render the application invalid.



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## HOW TO APPLY FOR HONG KONG OFFER SHARES

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- (i) Nominees who wish to submit separate applications in their names on behalf of different beneficial owners are requested to designate on each Application Form in the box marked “For nominees” an account number or identification code for each beneficial owner.

### 6. HOW TO COMPLETE THE APPLICATION FORM

There are detailed instructions on each Application Form. You should read these instructions carefully. If you do not strictly follow the instructions your application may be rejected.

If the Offer Price as finally determined is less than HK\$11.88 per H Share, appropriate refund payments (including the brokerage, the SFC transaction levy, the investor compensation levy and the Hong Kong Stock Exchange trading fee attributable to the surplus application monies) will be made to successful or partially successful applications, without interest. Details of the procedure for refund are set out below in the section headed “Refund of your money — additional information” in the section headed “Terms and conditions of the Hong Kong Public Offering” in this prospectus.

### 7. HOW TO APPLY BY GIVING ELECTRONIC APPLICATION INSTRUCTIONS TO HKSCC

- (a) CCASS Participants may give **electronic application instructions** via CCASS to HKSCC to apply for Hong Kong Offer Shares and to arrange payment of the money 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 CCASS Operational Procedures.
- (b) If you are a CCASS Investor Participant, you may give **electronic application instructions** through the CCASS Phone System by calling 2979 7888 or CCASS Internet System at <https://ip.ccass.com> (using the procedures contained in “An Operating Guide for Investor Participants” in effect from time to time). HKSCC can also input **electronic application instructions** for you if you come to:

Customer Service Centre of HKSCC  
at Upper Ground Floor,  
V-Heun Building,  
128–140 Queen’s Road Central  
Hong Kong

and complete an input request form.

Prospectuses are available for collection from the above address.

- (c) If you are not a CCASS Investor Participant, you may instruct your broker or custodian who is a CCASS Broker Participant or a CCASS Custodian Participant to give **electronic application instructions** via CCASS terminals to apply for Hong Kong Offer Shares.
- (d) You are deemed to have authorized HKSCC and/or HKSCC Nominees to transfer the details of your application whether submitted by you or through your CCASS

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## HOW TO APPLY FOR HONG KONG OFFER SHARES

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Broker Participant or CCASS Custodian Participant to the Company and our H share registrar.

- (e) You may give **electronic application instructions** in respect of a minimum of 500 Hong Kong Offer Shares. Each **electronic application instruction** in respect of more than 500 Hong Kong Offer Shares must be in one of the multiples set out in the table in the Application Form;
- (f) Where a **WHITE** Application Form is signed by HKSCC Nominees on behalf of persons who have given **electronic application instructions** to apply for the Hong Kong Offer Shares:
  - (i) HKSCC Nominees is only acting as nominee for those persons and shall not be liable for any breach of the terms and conditions of the **WHITE** Application Form or this prospectus; and
  - (ii) HKSCC Nominees does all the things on behalf of each of such persons as stated in sub-paragraph (c) in the section headed “Effect of making any application” in the section headed “Terms and conditions of the Hong Kong Public Offering” in this prospectus.
- (g) If you are suspected of having made multiple applications or if more than one application is made for your benefit, 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** instructions to make an application for Hong Kong Offer Shares given by you or for your benefit to HKSCC shall be deemed to be an actual application.
- (h) For the purpose of allocating Hong Kong Offer Shares, HKSCC Nominees shall not be treated as an applicant. Instead, each CCASS Participant who gives **electronic application instructions** or each person for whose benefit each such instruction is given shall be treated as an applicant.
- (i) The section headed “Personal data” in the section headed “Terms and conditions of the Hong Kong Public Offering” in this prospectus applies to any personal data held by the Joint Global Coordinators, the Sponsor and Co-Sponsors, the Company and our H Share registrar about you in the same way as it applies to personal data about applicants other than HKSCC Nominees.

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## HOW TO APPLY FOR HONG KONG OFFER SHARES

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### Warning

Application for Hong Kong Offer Shares by giving electronic application instructions to HKSCC is only a facility provided to CCASS Participants. The Company, the Joint Global Coordinators and any parties involved in the Global Offering take no responsibility for the application and provide no assurance that any CCASS Participant will be allocated 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 CCASS Internet System, CCASS Investor Participants are advised not to wait until the last minute to input instructions. If CCASS Investor Participants have problems in connecting to the CCASS Phone System or CCASS Internet System to submit electronic application instructions, they should either:

- (a) submit the **WHITE OR YELLOW** Application Form (as appropriate); or
- (b) go to HKSCC's Customer Service Centre to complete an application instruction input request form before 12:00 noon on Thursday, June 17, 2004 or such later time as described under the sub-paragraph headed "Effect of bad weather conditions on the opening of the application lists" above.

### 8. HOW MANY APPLICATIONS YOU CAN MAKE

- (a) You may make more than one application for the Hong Kong Offer Shares only if:
  - You are a nominee, in which case you may make an application as a nominee by: (i) giving **electronic application instructions** to HKSCC (if you are a CCASS Participant); and (ii) lodging more than one application in your own name on behalf of different beneficial owners. In the box on the Application Form marked "For nominees" you must include:
    - an account number; or
    - another identification codefor each beneficial owner. If you do not include this information, the application will be treated as being for your benefit.

Otherwise, multiple applications are liable to be rejected.

- (b) All of your applications under the Hong Kong Public Offering are liable to be rejected as multiple applications if you, or you and other joint applicants together:
  - make more than one application (whether individually or jointly with others) on a **WHITE** or **YELLOW** Application Form or by giving **electronic application instructions** to HKSCC;
  - apply on one **WHITE** or **YELLOW** Application Form (whether individually or jointly with others) or by giving **electronic application instructions** to HKSCC to apply for more than 34,697,500 H Shares; or
  - have applied for or taken up or indicated an interest for or received or have been or will be placed or allocated (conditionally and/or provisionally) any Offer Shares or ADSs in the International Offering.

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## HOW TO APPLY FOR HONG KONG OFFER SHARES

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- (c) All of your applications are liable to be rejected as multiple applications if more than one application is made for your benefit (including the part of the application made by HKSCC Nominees acting on **electronic application instructions**). If an application is made by an unlisted company and (i) the only business of that company is dealing in securities; and (ii) you exercise statutory control over that company, then the application will be treated as being for your benefit. Unlisted company means a company with no equity securities listed on the Hong Kong Stock Exchange. Statutory control in relation to a company means you: (i) control the composition of the board of directors of that company; or (ii) control more than half of the voting power of that company; or (iii) hold more than half of the issued share capital of that company (not counting any part of it which carries no right to participate beyond a specified amount in a distribution of either profits or capital).