

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

You may apply for the Hong Kong Offer Shares by using a **WHITE** or **YELLOW** and/or **PINK** application form.

## 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) **PINK** application forms

Use a **PINK** application form if you are a full-time employee of the Group and were a full-time employee of the Group as at 31 December 2004 (other than a director or a chief executive of the Company and its subsidiaries, an existing beneficial owner of the Shares or their respective associates) ("Eligible Employee"), want the Hong Kong Offer Shares to be registered in your own name and want your application to be given preferential treatment. Up to 3,044,000 Shares under the Hong Kong Offer representing approximately 10% of the total number of Shares initially available under the Hong Kong Offer, are available for subscription by Eligible Employees.

Joint applications are not permitted. You may not apply on behalf of other person(s) as a nominee.

**3. WHERE TO COLLECT THE APPLICATION FORMS**

(a) You can collect a **WHITE** application form and a prospectus from:

**Any participant of the Stock Exchange**

or any of the following branches of Hang Seng Bank Limited:

	<b>Branches</b>	<b>Address</b>
Hong Kong Island:	Head Office	83 Des Voeux Road Central
	Central District Branch	Basement Central Building, Pedder Street
	Causeway Bay Branch	28 Yee Wo Street
	Wanchai Branch	200 Hennessy Road
Kowloon:	Kowloon Main Branch	618 Nathan Road
	Tsim Sha Tsui Branch	18 Carnarvon Road
	Kwun Tong Branch	70 Yue Man Square
	Mongkok Branch	677 Nathan Road
	Yaumatei Branch	363 Nathan Road
	Hung Hom Branch	21 Ma Tau Wai Road
	Hankow Road Branch	4 Hankow Road
New Territories:	Tsuen Wan Branch	289 Sha Tsui Road, Tsuen Wan
	Shatin Branch	Shop 18 Lucky Plaza, Wang Pok Street
	Tai Po (On Chee Road) Branch	48 Fortune Plaza, On Chee Road, Tai Po
	Tuen Mun Town Plaza Branch	Shop No 28, Upper G/F, Tuen Mun Town Plaza, Phase II

or any of the following stores of the Group:

*I.T* Stores:

- G/F, Sino Plaza, Causeway Bay, Hong Kong
- Basement, 2 Kingston Street, Causeway Bay, Hong Kong
- Shop 113–119, 1/F, Silvercord, 30 Canton Road, Tsimshatsui, Kowloon
- Shop LG2–02 Festival Walk, 80 Tat Chee Avenue, Kowloon Tong, Kowloon

*i.t* Stores

- Shop 1030, Miramar Shopping Centre, Tsimshatsui, Kowloon
- Shop 517, Times Square, Causeway Bay, Hong Kong

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## HOW TO APPLY FOR THE HONG KONG OFFER SHARES

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- G/F, 6–10 Cleveland Street, Causeway Bay, Hong Kong
- Shop 10–19, Level 3, Langham Place, 8 Argyle Street, Mongkok, Kowloon

(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.
- (3) Your broker, who may have **YELLOW** application forms and this prospectus available.

(c) You can collect a **PINK** application form from the Company Secretary, Mr. Chan Wai Mo, Alva, at 31/F Tower A, Southmark, 11 Yip Hing Street, Wong Chuk Hang, Hong Kong.

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

##### (a) **WHITE** or **YELLOW** application forms

Completed **WHITE** or **YELLOW** application forms, with a cheque or banker’s cashier order attached, must be lodged by 12:00 noon on Friday, 25 February 2005, or, if the application lists are not open on that day, by the time and date stated in the paragraph headed “Effect of bad weather conditions on the opening of the application lists” below.

Your completed **WHITE** or **YELLOW** application form, with payment attached, should be deposited in the special collection boxes provided at any of the branches of the Hang Seng Bank listed under the section headed “How to apply for Hong Kong Offer Shares — Where to collect the application forms” in this prospectus, at the following times:

<b>22 February 2005</b>	—	<b>9:00 a.m. to 4:00 p.m.</b>
<b>23 February 2005</b>	—	<b>9:00 a.m. to 4:00 p.m.</b>
<b>24 February 2005</b>	—	<b>9:00 a.m. to 4:00 p.m.</b>
<b>25 February 2005</b>	—	<b>9:00 a.m. to 12:00 noon</b>

##### (b) **PINK** application forms

Completed **PINK** application forms, with a cheque or banker’s cashier order attached, must be returned to the Company Secretary, Mr. Chan Wai Mo, Alva, at the Company’s head office and principal place of business in Hong Kong at 31/F Tower A Southmark, 11 Yip Hing Street, Wong Chuk Hang, Hong Kong by 5:00 p.m. on Thursday, 24 February 2005.

### (c) Application lists

The application lists will be opened from 11:45 a.m. to 12:00 noon on Friday, 25 February 2005, except as provided in the 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 opened between 11:45 a.m. and 12:00 noon on Friday, 25 February 2005, 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 Friday, 25 February 2005, or if there are similar extraneous factors as are acceptable to the 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.

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

- (a) Obtain a **WHITE** or **YELLOW** and/or **PINK** 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 cheque or banker’s cashier order to you (or the first-named applicant in the case of joint applicants) at your own risk to the address stated on your application form.
- (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\$1.95 per Hong Kong Offer Share, plus brokerage fee of 1%, the SFC transaction levy of 0.005% (per side), the investor compensation levy of 0.002% (per side) and the Stock Exchange trading fee of 0.005% (per side). The table below sets out the total amount payable for the specified number of Hong Kong Offer Shares.

## HOW TO APPLY FOR THE HONG KONG OFFER SHARES

Each application must be in one of the numbers set out in the table below:

**Table of multiples and payments**

<b>No. of Hong Kong Offer Shares applied for</b>	<b>Amount payable on application</b>	<b>No. of Hong Kong Offer Shares applied for</b>	<b>Amount payable on application</b>	<b>No. of Hong Kong Offer Shares applied for</b>	<b>Amount payable on application</b>
<b>HK\$</b>	<b>HK\$</b>	<b>HK\$</b>	<b>HK\$</b>	<b>HK\$</b>	<b>HK\$</b>
2,000	3,939.48	150,000	295,460.11	4,000,000	7,878,936.00
4,000	7,878.94	200,000	393,946.80	4,500,000	8,863,803.00
6,000	11,818.41	250,000	492,433.51	5,000,000	9,848,670.00
8,000	15,757.87	300,000	590,920.20	5,500,000	10,833,537.00
10,000	19,697.35	350,000	689,406.91	6,000,000	11,818,404.00
12,000	23,636.81	400,000	787,893.60	6,500,000	12,803,271.00
14,000	27,576.29	450,000	886,380.31	7,000,000	13,788,138.00
16,000	31,515.74	500,000	984,867.00	7,500,000	14,773,005.00
18,000	35,455.22	600,000	1,181,840.40	8,000,000	15,757,872.00
20,000	39,394.68	700,000	1,378,813.80	8,500,000	16,742,739.00
30,000	59,092.03	800,000	1,575,787.20	9,000,000	17,727,606.00
40,000	78,789.36	900,000	1,772,760.60	9,500,000	18,712,473.00
50,000	98,486.71	1,000,000	1,969,734.00	10,000,000	19,697,340.00
60,000	118,184.04	1,500,000	2,954,601.00	11,000,000	21,667,074.00
70,000	137,881.39	2,000,000	3,939,468.00	12,000,000	23,636,808.00
80,000	157,578.72	2,500,000	4,924,335.00	13,000,000	25,606,542.00
90,000	177,276.07	3,000,000	5,909,202.00	13,706,000*	26,997,174.21
100,000	196,973.40	3,500,000	6,894,069.00		

\* 13,706,000 Shares is the maximum number of Hong Kong Offer Shares originally allocated to each of pool A and pool B.

- (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 authorised attorney, the Company and the Sponsor (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 cheque or one banker's cashier order, which must be stapled to the top left-hand corner of the application form.

If you pay by cheque, the cheque must:

- be in HK dollars;
- be drawn on your HK dollar bank account in Hong Kong;

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## HOW TO APPLY FOR THE HONG KONG OFFER SHARES

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- show your account name, which must either be pre-printed on the cheque, or be endorsed on the back by a person authorised by the bank. This account name must be the same as the name on the application form. If the cheque 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 “Hang Seng (Nominee) Limited — I.T Offer”; and
- be crossed “Account Payee Only”.

Your application may be rejected if your cheque 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 authorised 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 HK dollars;
- be made payable to “Hang Seng (Nominee) Limited — I.T Offer”; and
- be crossed “Account Payee Only”.

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 branches of Hang Seng Bank Limited, as respectively referred to in sections 4(a) and 3(a) above.
- (g) Multiple or suspected multiple applications are liable to be rejected. Please see the section headed “Terms and conditions of the Hong Kong Public Offering — How many applications you can make” in this prospectus.
- (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 authorised 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 CCASS participant I.D. in the appropriate box.

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## HOW TO APPLY FOR THE HONG KONG OFFER SHARES

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- 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 I.D. 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 I.D. and the authorised 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 I.D. and stamp your company chop (bearing your company's name) in the presence of the authorised signatory or signatories of the CCASS investor participant's stock account 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 authorised signatory or signatories (if applicable), CCASS participant I.D. or other similar matters may render the application invalid.

- (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 identification number 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\$1.95 per Share, appropriate refund payments (including the brokerage fee, the SFC transaction levy, the investor compensation levy and the 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 refunds are set out in the section headed "Terms and conditions of the Hong Kong Public Offering — Refund of your money — additional information" in this prospectus.

### 7. RESULTS OF ALLOCATIONS

The results of allocations of the Hong Kong Offer Shares under the Hong Kong Public Offering, including applications made under **WHITE**, **YELLOW** and **PINK** application forms, including the Hong Kong identity card numbers, passport numbers or Hong Kong business registration numbers of successful applicants and the number of the Hong Kong Offer Shares successfully applied for, are expected to be published in the South China Morning Post and The Standard (in English) and Hong Kong Economic Times (in Chinese) on or before Thursday, 3 March 2005.