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## HOW TO APPLY FOR HONG KONG OFFER SHARES, AGENT RESERVED SHARES AND EMPLOYEE RESERVED SHARES

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### 1. HOW TO APPLY

You may either:

- apply for Hong Kong Offer Shares under the Hong Kong Public Offer; or
- apply for or indicate an interest for International Placing Shares under the International Placing,

but you may not do both.

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

- using a **white** or **yellow** Application Form;
- applying online via the White Form eIPO service at [www.eipo.com.hk](http://www.eipo.com.hk); or
- electronically instructing HKSCC to cause HKSCC Nominees to apply for Hong Kong Offer Shares on your behalf.

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 applying online through the White Form eIPO service or by giving **electronic application instructions** to HKSCC.

In addition, you may also apply:

- for less than, equal to or more than your Assured Agent Entitlement of Agent Reserved Shares via the Online Agent Preferential Offer service at [www.eipo.com.hk](http://www.eipo.com.hk) or by using a **blue** Application Form, if you are an Eligible Agent.

For each Tier 1 Agent (being a contracted agent of the Company or any of its subsidiaries or branches as of 31 August 2010, who remains as an agent as at the date of this prospectus, whose primary place of work is in Hong Kong, who is a Hong Kong resident and has had a length of service with the Company or its subsidiaries or branches of 10 years or more or who holds the position of District Director, Senior District Director or Executive District Director, excluding the directors and chief executive of the Company or any of its subsidiaries or branches and existing beneficial owners of Shares or of shares of any of the subsidiaries of the Company or their respective associates), the Assured Agent Entitlement is 4,000 Agent Reserved Shares (being 20 board lots equating to a value, calculated on the basis of the maximum offer price, of HK\$78,720, excluding brokerage, SFC transaction levy and Hong Kong Exchange trading fee).

For each Tier 2 Agent (being a contracted agent of the Company or any of its subsidiaries or branches as of 31 August 2010, who remains as an agent as at the date of this prospectus, whose primary place of work is in Hong Kong, who is a Hong Kong resident and is not a Tier 1 Agent, excluding the directors and chief executive of the Company or any of its subsidiaries or branches and existing beneficial owners of Shares or of shares of any of the subsidiaries of the Company or their respective associates), the Assured Agent Entitlement is 2,000 Agent Reserved Shares (being 10 board lots equating to a value, calculated on the basis of the maximum offer price, of HK\$39,360, excluding brokerage, SFC transaction levy and Hong Kong Exchange trading fee); or

- for less than or equal to your Assured Employee Entitlement of Employee Reserved Shares via the Online Employee Preferential Offer service at [www.eipo.com.hk](http://www.eipo.com.hk) or by using a **pink** Application Form, if you are an Eligible Employee.

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For each Eligible Employee (being a full-time employee of the Company or any of its subsidiaries or branches as of 31 August 2010, who remains as an employee as at the date of this prospectus, whose primary place of work is in Hong Kong, who is not on probation and who is a Hong Kong resident, excluding the directors and chief executive of the Company or any of its subsidiaries or branches and existing beneficial owners of Shares or of shares of any of the subsidiaries of the Company or their respective associates), the Assured Employee Entitlement is 4,000 Employee Reserved Shares (being 20 board lots equating to a value, calculated on the basis of the maximum offer price, of HK\$78,720, excluding brokerage, SFC transaction levy and Hong Kong Stock Exchange trading fee).

We, the Joint Global Coordinators or the eIPO Service Provider (where applicable) or our or its respective agents, have full discretion to reject or accept any application, in full or in part, without assigning any reason.

### 2. WHO CAN APPLY

You can apply for the Hong Kong Offer Shares available for purchase 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 outside the United States or are not a United States Person (as defined in Regulation S); and
- are not a legal or natural person of the PRC.

You can also apply for Agent Reserved Shares and Employee Reserved Shares if you satisfy the above criteria and you are also an Eligible Agent or an Eligible Employee, respectively.

If you apply for Hong Kong Offer Shares online through the White Form eIPO 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.

If the applicant is a firm, the application must be in the names of the individual members, not the firm's name. If the applicant is a body corporate, the application form must be 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 Global Coordinators (or its 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 the attorney.

The number of joint applicants may not exceed four. Joint applicants may not apply by means of White Form eIPO service or for the Agent Reserved Shares or the Employee Reserved Shares.

The Hong Kong Offer Shares, the Agent Reserved Shares and the Employee Reserved Shares are not available to existing beneficial owners of Shares, the Directors or chief executive officer of the Company, the directors or chief executive officer of any of our subsidiaries, or their respective associates or any other connected persons of the Company or persons who will become our connected persons immediately upon completion of the Global Offering.

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### 3. APPLYING BY USING AN APPLICATION FORM

#### Which Application Form to Use

Use a **white** Application Form if you want the Hong Kong Offer Shares issued in your own name.

Instead of using a **white** Application Form, you may apply for the Hong Kong Offer Shares by the White Form eIPO service by submitting an application online through the designated website at [www.eipo.com.hk](http://www.eipo.com.hk). Use the White Form eIPO service if you want the Shares to be issued in your own name.

Use a **yellow** Application Form if you want the Hong Kong Offer Shares to 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.

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's stock account or your designated CCASS Participant's stock account.

Use a **blue** Application Form if you are an Eligible Agent applying for the Agent Reserved Shares under the Agent Preferential Offer. Eligible Agents may apply on an assured basis for a number of Agent Reserved Shares less than or equal to their Assured Agent Entitlement, which will be specified on their **blue** Application Form. Eligible Agents may also apply for a number of Agent Reserved Shares in excess of their Assured Agent Entitlement specified on their **blue** Application Form.

Instead of using a **blue** Application Form, you may apply for Agent Reserved Shares by the Online Agent Preferential Offer service by submitting an application online through the designated website at [www.eipo.com.hk](http://www.eipo.com.hk).

Use a **pink** Application Form if you are an Eligible Employee applying for the Employee Reserved Shares under the Employee Preferential Offer. Eligible Employees may apply on an assured basis for a number of Employee Reserved Shares less than or equal to their Assured Employee Entitlement, which will be specified on their **pink** Application Form.

Instead of using a **pink** Application Form, you may apply for Employee Reserved Shares by the Online Employee Preferential Offer service by submitting an application online through the designated website at [www.eipo.com.hk](http://www.eipo.com.hk).

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### Where to Collect the Application Forms

You can collect a **white** Application Form and a prospectus during normal business hours between 9:00 a.m. to 4:30 p.m. from Monday, 18 October 2010 to Wednesday, 20 October 2010 and between 9:00 a.m. to 12:00 noon on Thursday, 21 October 2010 from:

(1) any of the following branches of the Hong Kong Underwriters:

<b>Citigroup Global Markets Asia Limited</b>	50th Floor, Citibank Tower, 3 Garden Road Central, Hong Kong
<b>Deutsche Bank AG, Hong Kong Branch</b>	48th Floor, Cheung Kong Center, 2 Queen's Road Central, Central, Hong Kong
<b>Goldman Sachs (Asia) L.L.C.</b>	68th Floor, Cheung Kong Center, 2 Queen's Road Central, Central, Hong Kong
<b>Morgan Stanley Asia Limited</b>	46th Floor, International Commerce Center 1 Austin Road West, Kowloon, Hong Kong
<b>Barclays Capital Asia Limited</b>	41st Floor, Cheung Kong Centre, 2 Queen's Road Central, Central, Hong Kong
<b>Merrill Lynch Far East Limited</b>	15th Floor, Citibank Tower, 3 Garden Road Central, Hong Kong
<b>CIMB Securities (HK) Ltd.</b>	25th Floor, Central Tower, 28 Queen's Road Central, Central, Hong Kong
<b>Credit Suisse (Hong Kong) Limited</b>	45th Floor, Two Exchange Square, 8 Connaught Place, Central, Hong Kong
<b>ICBC International Securities Limited</b>	Level 17 & 18, Three Pacific Place, 1 Queen's Road East, Hong Kong
<b>J.P. Morgan Securities (Asia Pacific) Limited</b>	28th Floor, Chater House, 8 Connaught Road Central, Central, Hong Kong
<b>UBS AG, Hong Kong Branch</b>	52nd Floor, Two International Finance Centre 8 Finance Street, Central, Hong Kong
<b>BNP Paribas Capital (Asia Pacific) Limited</b>	Suite 6415, 64th Floor, Two International Finance Centre, 8 Finance Street, Central, Hong Kong
<b>BOCI Asia Limited</b>	26th Floor, Bank of China Tower, 1 Garden Road, Central, Hong Kong
<b>CCB International Capital Limited</b>	34th Floor, Two Pacific Place, 88 Queensway, Admiralty, Hong Kong
<b>Daiwa Capital Markets Hong Kong Limited</b>	Level 26, One Pacific Place, 88 Queensway, Hong Kong
<b>DBS Asia Capital Limited</b>	22nd Floor, 99 Queen's Road Central, Hong Kong
<b>Macquarie Capital Securities Limited</b>	Level 18, One International Finance Centre, 1 Harbour View Street, Central, Hong Kong
<b>Nomura International (Hong Kong) Limited</b>	30th Floor, Two International Finance Centre, 8 Finance Street, Central, Hong Kong
<b>Standard Chartered Securities (Hong Kong) Limited</b>	15th Floor, Two International Finance Centre, 8 Finance Street, Central, Hong Kong

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(2) any of the following branches of Citibank (Hong Kong) Limited:

	Branch Name	Address
<b>Hong Kong Island:</b>	Wanchai Branch	Yue Hing Building, 101-105 Hennessy Road, Wanchai
	North Point Branch	Fortress Tower, 250 King's Road, North Point
<b>Kowloon:</b>	Mong Kok Branch	Punfet Building, 699-701 Nathan Road, Mong Kok
	Kwun Tong Branch	26 Yue Man Square, Kwun Tong
<b>New Territories:</b>	Shatin Branch	Shop 7, G/F, Shatin Plaza, Shatin

(3) any of the branches of the following receiving banks:

(i) The Hongkong and Shanghai Banking Corporation Limited:

	Branch Name	Address
<b>Hong Kong Island:</b>	Hong Kong Office	Level 3, 1 Queen's Road Central, Central
	Hopewell Centre Branch	Shop 2A, 2/F, Hopewell Centre, 183 Queen's Road East, Wan Chai
<b>Kowloon:</b>	Kwun Tong Branch	No. 1, Yue Man Square, Kwun Tong
	Mong Kok Branch	L/G & U/G, 673 Nathan Road, Mong Kok
	Tin On Building Branch	777-779 Cheung Sha Wan Road
	238 Nathan Road Branch	Shop No. 1, 1/F, 238 Nathan Road
	Hung Hom Branch	G/F, Hung Hom Commercial Centre, 37-39 Ma Tau Wai Road, Hung Hom
<b>New Territories:</b>	Kwai Hing Branch	Shop 2, 3/F, Sun Kwai Hing Plaza, 166-174 Hing Fong Road, Kwai Chung
	Tuen Mun Town Plaza Branch	Shop 1, UG/F, Shopping Arcade Phase II, Tuen Mun Town Plaza, Tuen Mun
	Sheung Shui Centre Branch	Shop 1024-1028 & 1030-1031, Level 1, Sheung Shui Centre, Sheung Shui

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(ii) Bank of China (Hong Kong) Limited:

	Branch Name	Address
<b>Hong Kong Island:</b>	Bank of China Tower Branch	3/F, 1 Garden Road
	North Point (Kiu Fai Mansion) Branch	413-415 King's Road, North Point
	Aberdeen Branch	25 Wu Pak Street, Aberdeen
	Chai Wan Branch	Block B, Walton Estate, 341-343 Chai Wan Road, Chai Wan
<b>Kowloon:</b>	Kwun Tong Branch	20-24 Yue Man Square, Kwun Tong
	Whampoa Garden Branch	Shop G8B, Site 1, Whampoa Garden, Hung Hom
<b>New Territories:</b>	Lucky Plaza Branch	Lucky Plaza, Wang Pok Street, Shatin
	Kau Yuk Road Branch	18-24 Kau Yuk Road, Yuen Long

(iii) China Construction Bank (Asia) Corporation Limited:

	Branch Name	Address
<b>Hong Kong Island:</b>	Central Branch	6 Des Voeux Road Central, Central
	Sheung Wan Des Voeux Road Branch	237 Des Voeux Road Central, Sheung Wan
	Causeway Bay Plaza Branch	G/F, Causeway Bay Plaza 1, Causeway Bay
	Wanchai Hennessy Road Branch	139 Hennessy Road, Wanchai
<b>Kowloon:</b>	Yaumati Branch	556 Nathan Road, Yaumati
	Mei Foo Branch	Shop N46, G/F, Mei Foo Sun Chuen, Stage 6
<b>New Territories:</b>	Tsuen Wan Branch	282 Sha Tsui Road, Tsuen Wan
	Yuen Long Branch	68 Castle Peak Road, Yuen Long

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(iv) Standard Chartered Bank (Hong Kong) Limited:

	Branch Name	Address
<b>Hong Kong Island:</b>	88 Des Voeux Road Branch	88 Des Voeux Road Central, Central
	Quarry Bay Branch	G/F, Westlands Gardens, 1027 King's Road, Quarry Bay
<b>Kowloon:</b>	San Po Kong Branch	Shop A, G/F, Perfect Industrial Building, 31 Tai Yau Street, San Po Kong
	Mongkok Branch	Shop B, G/F, 1/F & 2/F, 617- 623 Nathan Road, Mongkok
	Tsimshatsui Branch	G/F, 10 Granville Road, Tsimshatsui
<b>New Territories:</b>	Shatin Centre Branch	Shop 32C, Level 3, Shatin Shopping Arcade, Shatin Centre, 2-16 Wang Pok Street, Shatin
	Yuen Long Fung Nin Road Branch	Shop B at G/F and 1/F, Man Cheong Building, 247 Castle Peak Road, Yuen Long
	Tseung Kwan O Branch	Shop G37-40, G/F, Hau Tak Shopping Centre East Wing, Hau Tak Estate, Tseung Kwan O

(v) Industrial and Commercial Bank of China (Asia) Limited:

	Branch Name	Address
<b>Hong Kong Island:</b>	Central Branch	1/F, 9 Queen's Road Central, Central
	Wan Chai Road Branch	G/F, 103-103A Wan Chai Road, Wanchai
	North Point Branch	G/F, 436-438 King's Road, North Point
<b>Kowloon:</b>	Tsimshatsui East Branch	Shop B, G/F, Railway Plaza, 39 Chatham Road South, Tsimshatsui
	Mongkok Branch	G/F, Belgian Bank Building, 721-725 Nathan Road, Mongkok
	Hung Hom Branch	Shop 2A, G/F, Hung Hom Shopping Mall, 2-34E Tak Man Street, Hung Hom
<b>New Territories:</b>	Tsuen Wan Castle Peak Road Branch	G/F, 423-427 Castle Peak Road, Tsuen Wan
	Tai Po Branch	Shop F, G/F, Mee Fat Building, No 34-38 Tai Wing Lane, Tai Po

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You can collect a **yellow** Application Form and a prospectus during normal business hours from 9:00 a.m. on Monday, 18 October 2010 until 12:00 noon on Thursday, 21 October 2010 from the Depository Counter of HKSCC at 2nd Floor, Vicwood Plaza, 199 Des Voeux Road Central, Hong Kong.

A **blue** Application Form is being despatched with an electronic copy of this prospectus on CD ROM to you by the Company if you are an Eligible Agent. Printed copies of this prospectus are available at the branches of the Hong Kong Underwriters and the receiving banks stated in this section above between 9:00 a.m. on Monday, 18 October 2010 and 12:00 noon on Thursday, 21 October 2010. Replacement **blue** Application Forms and electronic copies of this prospectus on CD ROM are available for collection from the Company's Hong Kong Share Registrar, Computershare Hong Kong Investor Services Limited, at 17M Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong between 9:00 a.m. on Monday, 18 October 2010 and 12:00 noon on Thursday, 21 October 2010.

A **pink** Application Form is being despatched with an electronic copy of this prospectus on CD ROM to you by the Company if you are an Eligible Employee. Printed copies of this prospectus are available at the branches of the Hong Kong Underwriters and the receiving banks stated in this section above between 9:00 a.m. on Monday, 18 October 2010 and 12:00 noon on Thursday, 21 October 2010. Replacement **pink** Application Forms and electronic copies of this prospectus on CD ROM are available for collection from the Company's Hong Kong Share Registrar, Computershare Hong Kong Investor Services Limited, at 17M Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong between 9:00 a.m. on Monday, 18 October 2010 and 12:00 noon on Thursday, 21 October 2010.

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

#### 4. TERMS AND CONDITIONS OF AN APPLICATION

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

You should note that by completing and submitting an Application Form or applying through the White Form eIPO service, Online Agent Preferential Offer service or Online Employee Preferential Offer service, among other things, you:

- (i) instruct and authorise the Company and/or the Joint Global Coordinators (or their agents or nominees), as agents of the Company, to execute any documents on your behalf and to do on your behalf all things necessary to effect the registration of any Hong Kong Offer Shares and/or Agent Reserved Shares and/or Employee Reserved Shares allocated to you in your name(s) or in the name of HKSCC Nominees, as the case may be, required by the Articles, and otherwise to give effect to the arrangements described in this prospectus, the Application Forms and/or the White Form eIPO service designated website at [www.eipo.com.hk](http://www.eipo.com.hk) (as the case may be);
- (ii) undertake to sign all documents and to do all things necessary to enable you or HKSCC Nominees, as the case may be, to be registered as the holder of the Hong Kong Offer Shares and/or Agent Reserved Shares and/or Employee Reserved Shares to be allocated to you, and as required by the Articles;
- (iii) agree with the Company and each of our shareholders, and the Company agrees with each of our shareholders, to observe and comply with the Hong Kong Companies Ordinance and the Articles;
- (iv) confirm that you have read the terms and conditions and application procedures set out in this prospectus (and in the case of an application through the White Form eIPO service, Online Agent Preferential Offer service or Online Employee Preferential Offer service, additionally the terms and conditions of the White Form eIPO service designated website at [www.eipo.com.hk](http://www.eipo.com.hk)) and agree to be bound by them;

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- (v) confirm that you have received and/or read a copy of this prospectus (and in the case of an application through the White Form eIPO service, Online Agent Preferential Offer service or Online Employee Preferential Offer service, the terms and conditions of the White Form eIPO service designated website at [www.eipo.com.hk](http://www.eipo.com.hk)) and have only relied on the information and representations contained in this prospectus (and additionally in the case of an application through the White Form eIPO service, Online Agent Preferential Offer service or Online Employee Preferential Offer service, the White Form eIPO service designated website at [www.eipo.com.hk](http://www.eipo.com.hk)) in making your application and will not rely on any other information or representations save as set out in any supplement to this prospectus;
- (vi) confirm that you are aware of the restrictions on the Global Offering disclosed in this prospectus;
- (vii) agree that none of the Company, the Joint Global Coordinators, the Underwriters, their respective directors, officers, employees, partners, agents, advisers and any other parties involved in the Global Offering is or will be liable for any information and representations not contained in this prospectus (and any supplement thereto);
- (viii) undertake and confirm that you (if the application is made for your benefit) or the person(s) for whose benefit you have made the application have not applied for or taken up, or indicated an interest for, and will not apply for or take up, or indicate an interest for, any Offer Shares under the International Placing nor otherwise participated in the International Placing;
- (ix) agree to disclose to the Company, our Hong Kong Share Registrar, receiving banks, the Joint Global Coordinators, the Underwriters and/or their respective advisers and agents any personal data which they may require about you and the person(s) for whose benefit you have made the application;
- (x) if the laws of any place outside Hong Kong are applicable to your application, agree and warrant that you have complied with all such laws and none of the Company, the Joint Global Coordinators and the Underwriters nor any of their respective officers or advisers will infringe any law outside Hong Kong as a result of the acceptance of your offer to purchase, or any action arising from your rights and obligations under the terms and conditions contained in this prospectus;
- (xi) agree (without prejudice to any other rights which you may have) that once your application has been accepted, you may not rescind it because of an innocent misrepresentation;
- (xii) (if the application is made by an agent on your behalf) warrant that you have validly and irrevocably conferred on the agent all necessary power and authority to make the application;
- (xiii) agree that your application, any acceptance of it and the resulting contract will be governed by and construed in accordance with the laws of Hong Kong;
- (xiv) represent, warrant and undertake that you understand that the Hong Kong Offer Shares, the Agent Reserved Shares and the Employee Reserved Shares have not been and will not be registered under the U.S. Securities Act and you and any person for whose account or benefit you are applying for the Hong Kong Offer Shares and/or Agent Reserved Shares and/or Employee Reserved Shares are outside the United States (as defined in Regulation S) when completing and submitting any Application Form or applying through the White Form eIPO service, Online Agent Preferential Offer service or Online Employee Preferential Offer service or are a person described in paragraph (h)(3) of Rule 902 of Regulation S;

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- (xv) warrant the truth and accuracy of the information contained in the application;
- (xvi) undertake and agree to accept the Hong Kong Offer Shares and/or Agent Reserved Shares and/or Employee Reserved Shares applied for, or any lesser number allocated to you under the application;
- (xvii) authorise the Company to place your name(s) or the name of the HKSCC Nominees, as the case may be, on the register of members of the Company as the holder(s) of any Hong Kong Offer Shares and/or Agent Reserved Shares and/or Employee Reserved Shares allocated to you, and the Company and/or its agents to despatch any share certificate(s) and/or any e-refund payment instructions and/or any refund cheque(s) to you or (in case of joint applicants) the first-named applicant in the application by ordinary post at your own risk to the address stated on the application, except that if you have applied for 1,000,000 or more Hong Kong Offer Shares and/or 1,000,000 or more Agent Reserved Shares and/or 1,000,000 or more Employee Reserved Shares, and have indicated in the relevant application that you will collect the share certificate(s) and/or refund cheque(s) in person, you may do so in the manner as described in “— Despatch/Collection of Share Certificates and Refund Monies” in this section or on such other date as notified by the Company in the newspapers as the date of despatch/collection of share certificates/e-refund payment instructions/refund cheques;
- (xviii) authorise the Company to enter into a contract on your behalf with each of the Directors and officers whereby each such Director and officer undertakes to observe and comply with their obligations to shareholders of the Company, as stipulated in the Articles; and
- (xix) understand that these declarations and representations will be relied upon by the Company and the Joint Global Coordinators in deciding whether or not to allocate any Hong Kong Offer Shares and/or Agent Reserved Shares and/or Employee Reserved Shares in response to this application and you may be prosecuted for making a false declaration.

### Additional Instructions for Yellow Application Forms

If you apply for the Hong Kong Offer Shares using a **yellow** Application Form, in addition to the confirmations and agreements referred to above, you agree that:

- any Hong Kong Offer Shares allocated to you shall be registered in the name of HKSCC Nominees and deposited directly into CCASS operated by HKSCC for credit to your CCASS Investor Participant stock account or the stock account of your designated CCASS Participant, in accordance with your election on the Application Form;
- each of HKSCC and HKSCC Nominees reserves the right (1) not to accept any or part of such allotted Hong Kong Offer Shares issued in the name of HKSCC Nominees or not to accept such allotted Hong Kong Offer Shares for deposit into CCASS; (2) to cause such allotted Hong Kong Offer Shares to be withdrawn from CCASS and transferred into your name at your own risk and costs; and (3) to cause such allotted Hong Kong Offer Shares to be issued in your name (or, if you are a joint applicant, to the first-named applicant) and in such a case, to post the share certificates for such allotted Hong Kong Offer Shares at your own risk to the address on your Application Form by ordinary post or to make available the same for your collection;
- each of HKSCC and HKSCC Nominees may adjust the number of allotted Hong Kong Offer Shares issued in the name of HKSCC Nominees;

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- neither HKSCC nor HKSCC Nominees shall have any liability for the information and representations not so contained in this prospectus and the Application Form; and
- neither HKSCC nor HKSCC Nominees shall be liable to you in any way.

In order for the **yellow** Application Forms to be valid, you, as an applicant(s), must complete the Application Form as indicated below and sign on the first page of the **yellow** Application Form. Only written signatures will be accepted:

- (i) **If the application is made 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.
- (ii) **If the application is made by an individual CCASS Investor Participant:**
  - (a) the Application Form must contain the CCASS Investor Participant's name and Hong Kong identity card number; and
  - (b) the CCASS Investor Participant must insert its participant I.D. in the appropriate box in the Application Form.
- (iii) **If the application is made by a joint individual CCASS Investor Participant:**
  - (a) the Application Form must contain all joint CCASS Investor Participants' names and the Hong Kong identity card number of all joint CCASS Investor Participants; and
  - (b) the participant I.D. must be inserted in the appropriate box in the Application Form.
- (iv) **If the application is made by a corporate CCASS Investor Participant:**
  - (a) the Application Form must contain the CCASS Investor Participant's company name and Hong Kong Business Registration number; and
  - (b) the participant I.D. and company chop (bearing its company 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.

### **Additional Instructions for Blue Application Forms for Eligible Agents**

If you apply for the Agent Reserved Shares via the Online Agent Preferential Offer service or by using a **blue** Application Form, in addition to the confirmations and agreements referred to above, you warrant that in making an application, you or any person(s) for whose behalf you may be acting is an/are Eligible Agent(s).

### **Additional Instructions for Pink Application Forms for Eligible Employees**

If you apply for the Employee Reserved Shares via the Online Employee Preferential Offer service or by using a **pink** Application Form, in addition to the confirmations and agreements referred to above, you warrant that in making an application, you or any person(s) for whose behalf you may be acting is an/are Eligible Employee(s).

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### 5. APPLYING THROUGH THE WHITE FORM eIPO SERVICE

#### General

If you are an individual and meet the criteria set forth in “— Who can apply” in this section, you may apply through the White Form eIPO service by submitting an application through the designated website at [www.eipo.com.hk](http://www.eipo.com.hk). If you apply through the White Form eIPO service, the Shares will be transferred into your own name.

Detailed instructions for application through the White Form eIPO service are set out on the designated website at [www.eipo.com.hk](http://www.eipo.com.hk). You should read these instructions carefully. If you do not follow the instructions, your application may be rejected by the eIPO Service Provider and may not be submitted to the Company.

If you give electronic application instructions through the designated website at [www.eipo.com.hk](http://www.eipo.com.hk), you will have authorised the eIPO Service Provider to apply on the terms and conditions set out in this prospectus, as supplemented and amended by the terms and conditions applicable to the White Form eIPO service.

In addition to the terms and conditions set out in this prospectus, the eIPO Service Provider may impose additional terms and conditions upon you for the use of the White Form eIPO service. Such terms and conditions are set out on the designated website at [www.eipo.com.hk](http://www.eipo.com.hk). You will be required to read, understand and agree to such terms and conditions in full prior to making any application.

By submitting an application to the eIPO Service Provider through the White Form eIPO service, you are deemed to have authorised the eIPO Service Provider to transfer the details of your application to the Company and our registrars.

#### Minimum Purchase Amount and Permitted Numbers

You may submit an application through the White Form eIPO service in respect of a minimum of 200 Hong Kong Offer Shares. Each electronic application instruction in respect of more than 200 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.eipo.com.hk](http://www.eipo.com.hk).

#### Time for Submitting Applications under the White Form eIPO Service

You may submit your application to the eIPO Service Provider through the designated website at [www.eipo.com.hk](http://www.eipo.com.hk) from 9:00 a.m. on Monday, 18 October 2010 until 11:30 a.m. on Thursday, 21 October 2010 or such later time as described under “— Effects of Bad Weather on the Opening of the Applications 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 Thursday, 21 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 “— Effects of Bad Weather on the Opening of the Applications Lists” in this section.

You will not be permitted to submit your application to the eIPO Service Provider through the designated website at [www.eipo.com.hk](http://www.eipo.com.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 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. If you do not make complete payment of the application monies (including any related fees) on or before 12:00 noon on Thursday, 21 October 2010, or such later time as described under “— Effect of Bad Weather on the Opening of the Application Lists” in this section, the eIPO

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## HOW TO APPLY FOR HONG KONG OFFER SHARES, AGENT RESERVED SHARES AND EMPLOYEE RESERVED SHARES

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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.eipo.com.hk](http://www.eipo.com.hk).

### No Multiple Applications

If you apply by means of the White Form eIPO service, once you complete payment in respect of any electronic application instruction given by you or for your benefit to the eIPO Service Provider to make an application for Hong Kong Offer Shares, an actual application shall be deemed to have been made. For the avoidance of doubt, giving an electronic application instruction under the White Form eIPO 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 White Form eIPO service by giving electronic application instructions through the designated website at [www.eipo.com.hk](http://www.eipo.com.hk) and completing payment in respect of such electronic application instructions, or of submitting one application through the White Form eIPO service and one or more applications by any other means (other than a further application made as an Eligible Agent for Agent Reserved Shares via the Online Agent Preferential Offer service at [www.eipo.com.hk](http://www.eipo.com.hk) or by using a **blue** Application Form or a further application made as an Eligible Employee for Employee Reserved Shares via the Online Employee Preferential Offer service at [www.eipo.com.hk](http://www.eipo.com.hk) or by using a **pink** Application Form, which are permitted), all of your applications are liable to be rejected.

### Additional Information

For the purposes of allocating Hong Kong Offer Shares, each applicant giving electronic application instructions through the White Form eIPO service to the eIPO Service Provider through the designated website at [www.eipo.com.hk](http://www.eipo.com.hk) will be treated as an applicant.

If your payment of application monies is insufficient, or in excess of the required amount, having regard to the number of Offer Shares for which you have applied, or if your application is otherwise rejected by the eIPO Service Provider, the eIPO Service Provider may adopt alternative arrangements for the refund of monies to you. Please refer to the additional information provided by the eIPO Service Provider on the designated website at [www.eipo.com.hk](http://www.eipo.com.hk).

Otherwise, any monies payable to you due to a refund for any of the reasons set forth in “— Refund of Application Monies” in this section.

### Environmental Protection

The obvious advantage of White Form eIPO is to save the use of paper via the self-serviced and electronic application process. Computershare Hong Kong Investor Services Limited, being the designated eIPO Service Provider, will contribute HK\$2 for each “AIA Group Limited” White Form eIPO application submitted via [www.eipo.com.hk](http://www.eipo.com.hk) to support the funding of “Source of DongJiang — Hong Kong Forest” project initiated by Friends of the Earth (HK).

### Warning

The application for Hong Kong Offer Shares through the White Form eIPO service is only a facility provided by the eIPO Service Provider to public investors. The Company, the Directors, the Joint Bookrunners, the Joint Sponsors, the Joint Lead Managers, the Joint Global Coordinators, the Underwriters and the Hong Kong Share Registrar take no responsibility for such applications, and provide no assurance that applications through the White Form eIPO service will be submitted to the Company or that you will be allotted any Hong Kong Offer Shares.

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## HOW TO APPLY FOR HONG KONG OFFER SHARES, AGENT RESERVED SHARES AND EMPLOYEE RESERVED SHARES

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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 application through the White Form eIPO service, you are advised not to wait until the last day for submitting applications in the Hong Kong Public Offer to submit your electronic application instructions. In the event that you have problems connecting to the designated website for the White Form eIPO service, you should submit a **white** or **yellow** 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** or **yellow** Application Form nor give electronic application instructions to HKSCC via CCASS.

### 6. APPLYING BY GIVING ELECTRONIC APPLICATION INSTRUCTIONS TO HKSCC VIA CCASS

#### 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.

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 Center  
2/F Vicwood Plaza  
199 Des Voeux Road Central  
Hong Kong

and complete an input request form.

Prospectuses are available for collection from 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 the Company, the Joint Global Coordinators and our Hong Kong Share Registrar.

#### Giving Electronic Application Instructions to HKSCC via CCASS

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 a 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;

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## HOW TO APPLY FOR HONG KONG OFFER SHARES, AGENT RESERVED SHARES AND EMPLOYEE RESERVED SHARES

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- (ii) HKSCC Nominees does the following things on behalf of each such person:
- agrees that the Hong Kong Offer Shares to be allotted shall be transferred into the name of HKSCC Nominees and deposited directly into CCASS for the credit of the stock account of the CCASS Participant who has inputted electronic application instructions on that person's behalf or that person's CCASS Investor Participant stock account;
  - undertakes and agrees to accept the Hong Kong Offer Shares in respect of which that person has given electronic application instructions or any lesser number allocated to that person;
  - undertakes and confirms that that person has not applied for or taken up, or indicated an interest for, and will not apply for or take up, or indicate an interest for, any Offer Shares under the International Placing nor otherwise participated in the International Placing;
  - (if the electronic application instructions are given for that person's own benefit) declares that only one set of electronic application instructions has been given for that person's benefit;
  - (if that person is an agent for another person) declares that that person has only given one set of electronic application instructions for the benefit of that other person and that that person is duly authorised to give those instructions as that other person's agent;
  - understands that these declarations and representations will be relied upon by the Company, the Directors and the Joint Global Coordinators in deciding whether or not to make any allocation of Hong Kong Offer Shares in respect of the electronic application instructions given by that person and that that person may be prosecuted if he makes a false declaration;
  - authorises the Company to place the name of HKSCC Nominees on our register of members as the holder of the Hong Kong Offer Shares allocated in respect of that person's electronic application instructions and to send share certificate(s) and/or refund monies in accordance with the arrangements separately agreed between us and HKSCC;
  - confirms that that person has read the terms and conditions and application procedures set out in this prospectus and agrees to be bound by them;
  - confirms that that person has received and/or read a copy of this prospectus and has only relied on the information and representations in this prospectus in giving that person's electronic application instructions or instructing that person's broker or custodian to give electronic application instructions on that person's behalf save as set out in any supplement to this prospectus;
  - agrees that none of the Company, the Joint Global Coordinators, the Underwriters, their respective directors, officers, employees, partners, agents, advisers and any other parties involved in the Global Offering, is or will be liable for any information and representations not contained in this prospectus (and any supplement thereto);
  - agrees to disclose that person's personal data to the Company, our Hong Kong Share Registrar, receiving banks, the Joint Global Coordinators, the Underwriters and/or its respective advisers and agents which they may require about that person;

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## HOW TO APPLY FOR HONG KONG OFFER SHARES, AGENT RESERVED SHARES AND EMPLOYEE RESERVED SHARES

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- agrees (without prejudice to any other rights which that person may have) that once the application of HKSCC Nominees has been accepted, the application cannot be rescinded for innocent misrepresentation;
- agrees that any application made by HKSCC Nominees on behalf of that person pursuant to electronic application instructions given by that person is irrevocable before the fifth day after the time of the opening of the application lists (excluding for this purpose any day which is Saturday, Sunday or public holiday in Hong Kong), such agreement to take effect as a collateral contract with us and to become binding when that person gives the instructions and such collateral contract to be in consideration of the Company agreeing that we will not offer any Hong Kong Offer Shares to any person before the fifth day after the time of the opening of the application lists (excluding for this purpose any day which is Saturday, Sunday or public holiday in Hong Kong), except by means of one of the procedures referred to in this prospectus. However, HKSCC Nominees may revoke the application before the fifth day after the time of the opening of the application lists (excluding for this purpose any day which is a Saturday, Sunday or public holiday in Hong Kong) if a person responsible for this prospectus under Section 40 of the Hong Kong Companies Ordinance gives a public notice under that section which excludes or limits the responsibility of that person for this prospectus;
- agrees that once the application of HKSCC Nominees is accepted, neither that application nor that person's electronic application instructions can be revoked, and that acceptance of that application will be evidenced by the announcement of the results of the Hong Kong Public Offer published by the Company;
- agrees to the arrangements, undertakings and warranties specified in the participant agreement between that person and HKSCC, read with the General Rules of CCASS and the CCASS Operational Procedures, in respect of the giving of electronic application instructions relating to Hong Kong Offer Shares;
- agrees with the Company, for ourselves and for the benefit of each of our shareholders (and so that we will be deemed by our acceptance in whole or in part of the application by HKSCC Nominees to have agreed, for ourselves and on behalf of each of our shareholders, with each CCASS Participant giving electronic application instructions) to observe and comply with the Hong Kong Companies Ordinance and the Articles; and
- agrees that that person's application, any acceptance of it and the resulting contract will be governed by and construed in accordance with the laws of Hong Kong.

### **Effect of Giving Electronic Application Instructions to HKSCC via CCASS**

By giving electronic application instructions to HKSCC or instructing your broker or custodian who is a CCASS Clearing Participant or a CCASS Custodian Participant to give such instructions to HKSCC, you (and, if you are joint applicants, each of you jointly and severally) are deemed to have done the following things. Neither HKSCC nor HKSCC Nominees shall be liable to the Company or any other person in respect of the things mentioned below:

- instructed and authorised HKSCC to cause HKSCC Nominees (acting as nominee for the relevant CCASS Participants) to apply for the Hong Kong Offer Shares on your behalf;
- instructed and authorised HKSCC to arrange payment of the maximum Offer Price, brokerage, SFC transaction levy and the Hong Kong Stock Exchange trading fee by debiting your designated bank account and, in the case of a wholly or partially unsuccessful application and/or if the Offer Price is less than the Offer Price per Share initially paid on

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## HOW TO APPLY FOR HONG KONG OFFER SHARES, AGENT RESERVED SHARES AND EMPLOYEE RESERVED SHARES

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application, refund of the application monies, in each case including brokerage, SFC transaction levy and the Hong Kong Stock Exchange trading fee, by crediting your designated bank account; and

- instructed and authorised HKSCC to cause HKSCC Nominees to do on your behalf all the things which it is stated to do on your behalf in the **white** Application Form and in this prospectus.

### Minimum Purchase Amount and Permitted Numbers

You may give or cause your broker or custodian who is a CCASS Clearing Participant or a CCASS Custodian Participant to give electronic application instructions in respect of a minimum of 200 Hong Kong Offer Shares. Such instructions in respect of more than 200 Hong Kong Offer Shares must be in one of the numbers set out in the table in the Application Forms. No application for any other number of Hong Kong Offer Shares will be considered and any such application is liable to be rejected.

Those who are not CCASS Investor Participants can instruct their brokers or custodians who are CCASS Clearing Participants or CCASS Custodian Participants to give electric application instructions to HKSCC through CCASS terminals to apply for Hong Kong Offer Shares on their behalf.

### Time for Inputting Electronic Application Instructions

CCASS Clearing/Custodian Participants can input electronic application instructions at the following times on the following dates:

- Monday, 18 October 2010 – 9:00 a.m. to 8:30 p.m.<sup>(1)</sup>
- Tuesday, 19 October 2010 – 8:00 a.m. to 8:30 p.m.<sup>(1)</sup>
- Wednesday, 20 October 2010 – 8:00 a.m. to 8:30 p.m.<sup>(1)</sup>
- Thursday, 21 October 2010 – 8:00 a.m.<sup>(1)</sup> to 12:00 noon

(1) These times are subject to change 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 Monday, 18 October 2010 until 12:00 noon on Thursday, 21 October 2010 (24 hours daily, except the last application day).

The latest time for inputting your electronic application instructions will be 12:00 noon on Thursday, 21 October 2010, the last application day or such later time as described in “— Effect of Bad Weather on the Opening of the Application Lists” in this section.

### No Multiple Applications

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 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 purposes of considering whether multiple applications have been made.

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## HOW TO APPLY FOR HONG KONG OFFER SHARES, AGENT RESERVED SHARES AND EMPLOYEE RESERVED SHARES

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### Section 40 of the Hong Kong Companies Ordinance

For the avoidance of doubt, the Company and all other parties involved in the preparation of this prospectus acknowledge that each CCASS Participant who gives or causes to give electronic application instructions is a person who may be entitled to compensation under Section 40 of the Hong Kong Companies Ordinance.

### Personal Data

The section of the Application Form entitled “Personal Data” applies to any personal data held by us and our Hong Kong Share Registrar about you in the same way as it applies to personal data about applicants other than HKSCC Nominees.

### Warning

The purchase of the Hong Kong Offer Shares by giving electronic application instructions to HKSCC is only a facility provided to CCASS Participants. The Company, the Directors, the Joint Bookrunners, the Joint Sponsors, the Joint Lead Managers, the Joint Global Coordinators and the Underwriters take no responsibility for the application 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 to the systems. 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) go to HKSCC’s Customer Service Center to complete an input request form for electronic application instructions before 12:00 noon on Thursday, 21 October 2010, or such later time as described in “– Effect of Bad Weather on the Opening of the Application Lists” in this section.

## 7. HOW MANY APPLICATIONS CAN YOU MAKE

You may make more than one application for the Hong Kong Offer Shares if and only if you are a nominee, in which case you may give electronic application instructions to HKSCC (if you are a CCASS Participant) and lodge more than one **white** or **yellow** 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 such joint beneficial owner. If you do not include this information, the application will be treated as being made for your benefit.

Otherwise, multiple applications for the Hong Kong Offer Shares are not allowed.

In addition, you may make:

- an application for Agent Reserved Shares if you are an Eligible Agent via the Online Agent Preferential Offer service at [www.eipo.com.hk](http://www.eipo.com.hk) or, by using a **blue** Application Form. Only

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one application for Agent Reserved Shares is permitted per Eligible Agent. Multiple applications by any Eligible Agent are liable to be rejected; or

- an application for Employee Reserved Shares if you are an Eligible Employee via the Online Employee Preferential Offer service at [www.eipo.com.hk](http://www.eipo.com.hk) or, by using a **pink** Application Form. Only one application for Employee Reserved Shares is permitted per Eligible Employee. Multiple applications by any Eligible Employee are liable to be rejected.

It will be a term and condition of all applications for Hong Kong Offer Shares that by completing and delivering an Application Form or applying through the White Form eIPO service, you:

- (if the application is made for your own benefit) warrant that this is the only application which has been or will be made for your benefit on a **white** or **yellow** Application Form or by giving electronic application instructions to HKSCC or to the eIPO Service Provider through White Form eIPO service ([www.eipo.com.hk](http://www.eipo.com.hk)); or
- (if you are an agent for another person) warrant that reasonable enquiries have been made of that other person that this is the only application which has been or will be made for the benefit of that other person on a **white** or **yellow** Application Form or by giving electronic application instructions to HKSCC or to the eIPO Service Provider through White Form eIPO service ([www.eipo.com.hk](http://www.eipo.com.hk)) and that you are duly authorised to sign the Application Form or give electronic application instructions as that other person's agent.

It will be a term and condition of all applications for:

- Agent Reserved Shares that by submitting an application via the Online Agent Preferential Offer service or by completing and delivering a **blue** Application Form, you warrant that this is the only application which has been or will be made for your benefit via the Online Agent Preferential Offer service at [www.eipo.com.hk](http://www.eipo.com.hk) or on a **blue** Application Form; and
- Employee Reserved Shares that by submitting an application via the Online Employee Preferential Offer service or by completing and delivering a **pink** Application Form, you warrant that this is the only application which has been or will be made for your benefit via the Online Employee Preferential Offer service at [www.eipo.com.hk](http://www.eipo.com.hk) or on a **pink** Application Form.

Except where you are a nominee and provide the information required to be provided in your application, all of your applications will be rejected as multiple applications under the Hong Kong Public Offer if you, or you and your joint applicant(s) together:

- make more than one application (whether individually or jointly) on a **white** or **yellow** Application Form or give electronic application instructions to HKSCC or to the eIPO Service Provider through White Form eIPO service ([www.eipo.com.hk](http://www.eipo.com.hk)); or
- both apply (whether individually or jointly) on one (or more) **white** Application Form and one (or more) **yellow** Application Form or apply on one (or more) **white** or **yellow** Application Form and give electronic application instructions to the HKSCC via CCASS or to the designated eIPO Service Provider through the White Form eIPO Service ([www.eipo.com.hk](http://www.eipo.com.hk));
- apply (whether individually or jointly) on a **white** or **yellow** Application Form or give electronic application instructions to HKSCC or to the designated eIPO Service Provider through White Form eIPO service ([www.eipo.com.hk](http://www.eipo.com.hk)) for more than 292,870,800 Shares, being 50% of the Shares initially being offered for public purchase under the Hong Kong Public Offer, as more

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## HOW TO APPLY FOR HONG KONG OFFER SHARES, AGENT RESERVED SHARES AND EMPLOYEE RESERVED SHARES

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particularly described in the section headed “Structure of the Global Offering – The Hong Kong Public Offer” in this prospectus; or

- have applied for or taken up, or indicated an interest for, or have been or will be placed or allocated (including conditionally and/or provisionally) Offer Shares under the International Placing.

All of your applications will also be rejected as multiple applications if more than one application on a **white** or **yellow** Application Form or by giving electronic application instructions to HKSCC or to the eIPO Service Provider through White Form eIPO service ([www.eipo.com.hk](http://www.eipo.com.hk)), 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:

- the principal business of that company is dealing in securities; and
- 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” means you:

- control the composition of the board of directors of the company;
- control more than half of the voting power of the company; or
- hold more than half of the issued share capital of the 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).

### 8. HOW MUCH ARE THE HONG KONG OFFER SHARES, AGENT RESERVED SHARES AND EMPLOYEE RESERVED SHARES

The maximum offer price is HK\$19.68 per Share. You must also pay brokerage of 1%, SFC transaction levy of 0.003% and the Hong Kong Stock Exchange trading fee of 0.005%. This means that for one board lot of 200 Shares you will pay HK\$3,975.68. The **white**, **yellow**, **blue** and **pink** Application Forms have tables showing the exact amount payable for the numbers of Shares as shown in the table.

You must pay the maximum Offer Price, brokerage, SFC transaction levy and the Hong Kong Stock Exchange trading fee in full upon application for Shares by a cheque or a banker’s cashier order in accordance with the terms set out in the Application Forms (if you apply by an Application Form).

If your application is successful, brokerage is paid to participants of the Hong Kong Stock Exchange, and the SFC transaction levy and the Hong Kong Stock Exchange trading fee are paid to the Hong Kong Stock Exchange (in the case of the SFC transaction levy, collected by the Hong Kong Stock Exchange on behalf of the SFC).

The final Offer Price will be determined by the Joint Global Coordinators, on behalf of the Underwriters, the Selling Shareholder and the Company on or before Friday, 22 October 2010 and, in any event, not later than Wednesday, 27 October 2010, failing which the Global Offering will not

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## HOW TO APPLY FOR HONG KONG OFFER SHARES, AGENT RESERVED SHARES AND EMPLOYEE RESERVED SHARES

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proceed and will lapse. For further details see the section headed “Structure of the Global Offering – Pricing and Allocation” in this prospectus.

### 9. WHEN AND WHERE CAN YOU APPLY

Completed Application Forms, together with a cheque attached and marked payable to “HSBC Nominees (Hong Kong) Limited – AIA Public Offer” for the payment, must be lodged by 12:00 noon on Thursday, 21 October 2010, or, if the application lists are not open on that day, then by the time and date stated in “– Effect of Bad Weather on the Opening of the Application Lists” in this section.

Your completed **white** or **yellow** Application Form, together with a cheque attached and marked payable to “HSBC Nominees (Hong Kong) Limited – AIA Public Offer” for the payment, should be deposited in the special collection boxes provided at any of the branches of the receiving banks listed under “– where to collect the Application Form” above, at the following times:

- **Monday, 18 October 2010** – 9:00 a.m. to 4:30 p.m.
- **Tuesday, 19 October 2010** – 9:00 a.m. to 4:30 p.m.
- **Wednesday, 20 October 2010** – 9:00 a.m. to 4:30 p.m.
- **Thursday, 21 October 2010** – 9:00 a.m. to 12:00 noon

Your completed Pink or Blue Application Form, together with a cheque attached and marked payable to “HSBC Nominees (Hong Kong) Limited – AIA Preferential Offer” for the payment, can only be deposited in the special collection boxes provided at the following branches of the Hongkong and Shanghai Banking Corporation Limited:

	<u>Branch Name</u>	<u>Address</u>
<b>Hong Kong Island:</b>	Hong Kong Office	Level 3, 1 Queen’s Road Central, Central
<b>Kowloon:</b>	Mong Kok Branch	L/G & U/G, 673 Nathan Road, Mong Kok
<b>New Territories:</b>	Tuen Mun Town Plaza Branch	Shop 1, UG/F, Shopping Arcade Phase II, Tuen Mun Town Plaza, Tuen Mun

at the following times:

- **Monday, 18 October 2010** – 9:00 a.m. to 4:30 p.m.
- **Tuesday, 19 October 2010** – 9:00 a.m. to 4:30 p.m.
- **Wednesday, 20 October 2010** – 9:00 a.m. to 4:30 p.m.
- **Thursday, 21 October 2010** – 9:00 a.m. to 12:00 noon

The application lists will be open from 11:45 a.m. to 12:00 noon on Thursday, 21 October 2010.

No proceedings will be taken on applications for the Hong Kong Offer Shares and no allotment of any such Hong Kong Offer Shares will be made until the closing of the application lists. No allotment of any of the Hong Kong Offer Shares will be made until after Thursday, 21 October 2010.

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## HOW TO APPLY FOR HONG KONG OFFER SHARES, AGENT RESERVED SHARES AND EMPLOYEE RESERVED SHARES

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### 10. EFFECT OF BAD WEATHER 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,

in-force in Hong Kong at any time between 9:00 a.m. and 12:00 noon on Thursday, 21 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 warnings in Hong Kong in-force at any time between 9:00 a.m. and 12:00 noon.

“**Business Day**” means a day that is not a Saturday, Sunday or a public holiday in Hong Kong.

If the application lists do not open and close on Thursday, 21 October 2010 or if there is a tropical cyclone warning signal number 8 or above or a “black” rainstorm warning signal in force in Hong Kong on the other dates mentioned in the section headed “Expected Timetable” in this prospectus, such dates mentioned in the section headed “Expected Timetable” in this prospectus may be affected. An announcement will be made in such event.

### 11. PUBLICATION OF RESULTS

We expect to announce the final Offer Price, an indication of the level of interest in the International Placing, the level of applications of the Hong Kong Public Offer and the basis of allocation of the Hong Kong Offer Shares, the Agent Reserved Shares and the Employee Reserved Shares on Thursday, 28 October 2010 in the South China Morning Post (in English) and the Hong Kong Economic Times (in Chinese) on the Company’s website at [www.aia.com](http://www.aia.com) and the website of the Hong Kong Stock Exchange at [www.hkexnews.hk](http://www.hkexnews.hk).

The results of allocations and the Hong Kong identity card/passport/Hong Kong business registration numbers of successful applicants under the Hong Kong Public Offer, the Agent Preferential Offer and the Employee Preferential Offer will be available at the times and date and in the manner specified below:

- Results of allocations for the Hong Kong Public Offer, the Agent Preferential Offer and the Employee Preferential Offer can be found in our announcement to be posted on the Company’s website at [www.aia.com](http://www.aia.com) and the website of the Hong Kong Stock Exchange at [www.hkexnews.hk](http://www.hkexnews.hk) by no later than 9:00 a.m. on Thursday, 28 October 2010;
- Results of allocations for the Hong Kong Public Offer, the Agent Preferential Offer and the Employee Preferential Offer will be available from our designated results of allocations website at [www.iporeresults.com.hk](http://www.iporeresults.com.hk) on a 24-hour basis from 8:00 a.m. on Thursday, 28 October 2010 to 12:00 midnight on Wednesday, 3 November 2010. Search by ID function will be available on our results of allocations website at [www.iporeresults.com.hk](http://www.iporeresults.com.hk), or via a hyperlink from our website at [www.aia.com](http://www.aia.com) to our results of allocations website at [www.iporeresults.com.hk](http://www.iporeresults.com.hk). 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 to search for his/her/its own allocation result;
- Results of allocations will be available from our Hong Kong Public Offer, Agent Preferential Offer and Employee Preferential Offer 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, Agent Reserved Shares and/or Employee Reserved Shares allocated to them, if any, by calling 2862 8669 between 9:00 a.m. and 10:00 p.m. from Thursday, 28 October 2010 to Sunday, 31 October 2010;

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- Special allocation results booklets setting out the results of allocations will be available for inspection during opening hours of individual branches and sub-branches from Thursday, 28 October 2010 to Saturday, 30 October 2010 at all the receiving bank branches and sub-branches at the addresses set forth “— Where to Collect the Application Forms” in this section.

The Company may accept your offer to purchase (if your application is received, valid, processed and not rejected) by announcing the basis of allocations and/or making available the results of allocations publicly.

If the Company accepts your offer to purchase (in whole or in part), there will be a binding contract under which you will be required to purchase the Hong Kong Offer Shares, the Agent Reserved Shares and/or the Employee Reserved Shares in respect of which your offer has been accepted if the conditions of the Global Offering are satisfied or the Global Offering is not otherwise terminated. Further details are contained in the section headed “Structure of the Global Offering” in this prospectus.

You will not be entitled to exercise any remedy of rescission for innocent misrepresentation at any time after acceptance of your application. This does not affect any other right you may have.

### 12. CIRCUMSTANCES IN WHICH YOU WILL NOT BE ALLOTTED OFFER SHARES

Full details of the circumstances in which you will not be allotted Hong Kong Offer Shares, Agent Reserved Shares and/or Employee Reserved Shares are set out in this prospectus, in the notes attached to the relevant Application Forms (whether you are making your application by an Application Form or electronically instructing HKSCC to cause HKSCC Nominees to apply on your behalf) and in the electronic application instructions on the White Form eIPO service designated website at [www.eipo.com.hk](http://www.eipo.com.hk) for applications made using the White Form eIPO service, and you should read them carefully. You should note in particular the following situations in which Hong Kong Offer Shares, Agent Reserved Shares and/or Employee Reserved Shares will not be allotted to you:

#### (i) If your application is revoked:

By completing and submitting an Application Form or giving electronic application instructions to HKSCC, you agree that your application or the application made by HKSCC Nominees on your behalf cannot be revoked on or before the fifth day after the time of the opening of the application lists (excluding for this purpose any day which is Saturday, Sunday or public holiday in Hong Kong). This agreement will take effect as a collateral contract with the Company, and will become binding when you lodge your Application Form, submit an application through the White Form eIPO service or give your electronic application instruction to HKSCC and an application has been made by HKSCC Nominees on your behalf accordingly. This collateral contract will be in consideration of the Company agreeing that it will not offer any Hong Kong Offer Shares, Agent Reserved Shares or Employee Reserved Shares to any person on or before the fifth day after the time of the opening of the application lists (excluding for this purpose any day which is Saturday, Sunday or public holiday in Hong Kong) except by means of one of the procedures referred to in this prospectus.

Your application or the application made by HKSCC Nominees on your behalf may only be revoked on or before the fifth day after the time of the opening of the application lists (excluding for this purpose any day which is Saturday, Sunday or public holiday in Hong Kong) if a person responsible for this prospectus under Section 40 of the Hong Kong Companies Ordinance (as applied by Section 342E of the Hong Kong Companies Ordinance)

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gives a public notice under that section which excludes or limits the responsibility of that person for this prospectus.

If any supplement to this prospectus is issued, applicant(s) who have already submitted an application may or may not (depending on the information contained in the supplement) be notified that they can withdraw their applications. If applicant(s) have not been so notified, or if applicant(s) have been notified but have not withdrawn their applications in accordance with the procedure to be notified, all applications that have been submitted remain valid and may be accepted. Subject to the above, an application once made is irrevocable and applicants shall be deemed to have applied on the basis of this prospectus as supplemented.

If your application or the application made by HKSCC Nominees on your behalf has been accepted, it cannot be revoked. For this purpose, acceptance of applications which are not rejected will be constituted by notification in the press of the results of allocation, and where such basis of allocation is subject to certain conditions or provides for allocation by ballot, such acceptance will be subject to the satisfaction of such conditions or results of the ballot respectively.

**(ii) If the Company or our agents exercise our or their discretion to reject your application:**

The Company and the Joint Global Coordinators, or our or their respective agents and nominees or the eIPO Service Provider (where applicable), have full discretion to reject or accept any application, or to accept only part of any application. No reasons have to be given for any rejection or acceptance.

**(iii) If the allotment of Hong Kong Offer Shares, Agent Reserved Shares and Employee Reserved Shares is void:**

The allotment of Hong Kong Offer Shares, Agent Reserved Shares and/or Employee Reserved Shares to you or to HKSCC Nominees (if you give electronic application instructions to HKSCC or apply by a **yellow** Application Form) will be void if the Listing Committee of the Hong Kong Stock Exchange does not grant permission to list the Shares either:

- within three weeks from the closing date of the application lists; or
- within a longer period of up to six weeks if the Listing Committee of the Hong Kong Stock Exchange notifies the Company of that longer period within three weeks of the closing date of the application lists.

**(iv) If:**

- you make multiple applications or suspected multiple applications as described in “— How many Applications can you make” in this section;
- you or the person for whose benefit you are applying have applied for or taken up, or indicated an interest for, or have been or will be placed or allocated (including conditionally and/or provisionally) Hong Kong Offer Shares and Offer Shares in the International Placing. By filling in any of the **white** or **yellow** Application Forms or applying by giving electronic application instructions to HKSCC or to the designated eIPO Service Provider through White Form eIPO service ([www.eipo.com.hk](http://www.eipo.com.hk)), you agree not to apply for Hong Kong Offer Shares as well as Offer Shares in the International Placing. Reasonable steps will be taken to identify and reject applications in the Hong

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Kong Public Offer from investors who have received Offer Shares in the International Placing, and to identify and reject indications of interest in the International Placing from investors who have received Hong Kong Offer Shares in the Hong Kong Public Offer;

- your Application Form is not completed in accordance with the instructions as stated in the Application Form (if you apply by an Application Form);
- your electronic application instructions through the White Form eIPO service are not completed in accordance with the instructions, terms and conditions set out in the designated website at [www.eipo.com.hk](http://www.eipo.com.hk);
- your payment is not made correctly or you pay by cheque or banker's cashier order and the cheque or banker's cashier order is dishonoured upon its first presentation;
- the Hong Kong Underwriting Agreement and the International Placing Agreement do not become unconditional;
- the Hong Kong Underwriting Agreement and the International Placing Agreement are terminated in accordance with their respective terms;
- the Company or the Joint Global Coordinators believe that by accepting your application, it would violate applicable securities or other laws, rules or regulations; or
- your application is for more than 50% of the Hong Kong Offer Shares initially offered for public purchase under the Hong Kong Public Offer or for more than 27,708,000 Agent Reserved Shares or for more than 7,324,000 Employee Reserved Shares.

### 13. REFUND OF APPLICATION MONIES

If an application is rejected, not accepted or accepted in part only, or if the Offer Price as finally determined is less than the offer price of HK\$19.68 per Share (excluding brokerage, SFC transaction levy and the Hong Kong Stock Exchange trading fee thereon) initially paid on application, or if the conditions of the Hong Kong Public Offer, Agent Preferential Offer or Employee Preferential Offer are not fulfilled in accordance with the section headed "Structure of the Global Offering – Conditions of the Global Offer" in this prospectus or if any application is revoked or any allotment pursuant thereto has become void, the application monies, or the appropriate portion thereof, together with the related brokerage, SFC transaction levy and the Hong Kong Stock Exchange trading fee, will be refunded, without interest. It is intended that special efforts will be made to avoid any undue delay in refunding application monies where appropriate.

In a contingency situation involving a substantial over-subscription, at the discretion of the Company and the Joint Global Coordinators, cheques for applications for certain small denominations of Hong Kong Offer Shares, Agent Reserved Shares and/or Employee Reserved Shares on Application Forms (apart from successful applications) may not be cleared.

Refund of your application monies (if any) will be made on Thursday, 28 October 2010 in accordance with the various arrangements as described in this section.

### 14. DESPATCH/COLLECTION OF SHARE CERTIFICATES AND REFUND MONIES

You will receive one share certificate for all the Hong Kong Offer Shares sold to you under the Hong Kong Public Offer (except pursuant to applications made on **yellow** Application Forms or by electronic application instructions to HKSCC via CCASS where the share certificates will be deposited into CCASS as described below), one share certificate for all of the Agent Reserved Shares sold to

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you under the Agent Preferential Offer, and one share certificate for all of the Employee Reserved Shares sold to you under the Employee Preferential Offer.

No temporary document of title will be issued in respect of the Shares. No receipt will be issued for sums paid on application. Subject to personal collection as mentioned below, in due course there will be sent to you (or, in the case of joint applicants, to the first-named applicant) by ordinary post, at your own risk, to the address specified on the Application Form:

- (i) for applications on **white, blue** and/or **pink** Application Forms:
  - (a) share certificate(s) for all the Hong Kong Offer Shares, Agent Reserved Shares and/or Employee Reserved Shares applied for, if the application(s) is wholly successful; or
  - (b) share certificate(s) for the number of Hong Kong Offer Shares, Agent Reserved Shares and/or Employee Reserved Shares successfully applied for, if the application(s) is partially successful (for wholly successful and partially successful applications on **yellow** Application Forms, share certificates for the Shares successfully applied for will be deposited into CCASS as described below); and
- (ii) for applications on all Application Forms, refund cheque(s) crossed “Account Payee Only” in favour of the applicant (or, in the case of joint applicants, the first-named applicant) for (i) the surplus application monies for the Hong Kong Offer Shares, Agent Reserved Shares and/or Employee Reserved Shares unsuccessfully applied for, if the application(s) is partially unsuccessful; or (ii) all the application monies, if the application(s) is wholly unsuccessful; and/or (iii) the difference between the Offer Price and the maximum offer price per Share paid on application in the event that the Offer Price is less than the offer price per Share initially paid on application, in each case including brokerage of 1%, SFC transaction levy of 0.003% and the Hong Kong Stock Exchange trading fee of 0.005%, attributable to such refund/surplus monies but without interest. Part of your Hong Kong identity card number/passport number, or, if you are joint applicants, part of the Hong Kong identity card number/passport number of the first-named applicant, provided by you may be printed on your refund cheque, if any. Such data may also be transferred to a third party for refund purpose. Your banker may require verification of your Hong Kong identity card number/passport number before encashment of your refund cheque(s). Inaccurate completion of your Hong Kong identity card number/passport number may lead to delay in encashment of, or may invalidate, your refund cheque(s).

Subject to personal collection as mentioned below, refund cheques for surplus application monies (if any) in respect of wholly and partially unsuccessful applications and the difference between the Offer Price and the offer price per Share initially paid on application (if any) under the Application Forms, and share certificates for wholly and partially successful applicants under **white, blue** and/or **pink** Application Forms, are expected to be posted on or around Thursday, 28 October 2010. The right is reserved to retain any share certificate(s) and any surplus application monies pending clearance of cheque(s).

Share certificates will only become valid certificates of title at 8:00 a.m. on Friday, 29 October 2010 provided that the Global Offering has become unconditional in all respects and the right of termination described in the section headed “Underwriting” 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 do so entirely at their own risk.

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## HOW TO APPLY FOR HONG KONG OFFER SHARES, AGENT RESERVED SHARES AND EMPLOYEE RESERVED SHARES

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### Personal Collection

**(i) If you apply using a white, blue and/or pink Application Form**

If you apply for 1,000,000 or more Hong Kong Offer Shares and/or 1,000,000 or more Agent Reserved Shares and/or 1,000,000 or more Employee Reserved Shares and have indicated your intention in your **white, blue** and/or **pink** Application Form to collect your refund cheque(s) and/or share certificate(s) (where applicable) in relation to the relevant application in person and have provided all information required by your Application Form, you may collect the relevant refund cheque(s) and/or share certificate(s) (where applicable) from Computershare Hong Kong Investor Services Limited at Shop 1712 -1716, 17/F, Hopewell Centre, 183 Queen's Road East, Wan Chai, Hong Kong, from 9:00 a.m. to 1:00 p.m. on Thursday, 28 October 2010 or such other date as notified by us in the newspapers as the date of collection/despatch of refund cheques/share certificates. If you are an individual who opts for personal collection, you must not authorise any other person to make collection on your behalf. If you are a corporate applicant which opts for personal collection, you must attend by your authorised representative bearing a letter of authorisation from your corporation stamped with your corporation's chop. Both individuals and authorised representatives (if applicable) must produce, at the time of collection, evidence of identity acceptable to Computershare. If you do not collect your refund cheque(s) and/or share certificate(s) (where applicable) personally within the time specified for collection, they will be sent to the address as specified in the relevant Application Form promptly thereafter by ordinary post and at your own risk.

If you apply for less than 1,000,000 Hong Kong Offer Shares and/or less than 1,000,000 Agent Reserved Shares and/or less than 1,000,000 Employee Reserved Shares, or you apply for 1,000,000 or more Hong Kong Offer Shares and/or 1,000,000 or more Agent Reserved Shares and/or 1,000,000 or more Employee Reserved Shares but have not indicated on the relevant Application Form that you will collect your refund cheque(s) and/or share certificate(s) (where applicable) in person, your refund cheque(s) (where applicable) and/or share certificate(s) (where applicable) will be sent to the address on the relevant Application Form on Thursday, 28 October 2010, by ordinary post and at your own risk.

**(ii) If you apply using a yellow Application Form**

If you apply for 1,000,000 Hong Kong Offer Shares or more and you have elected on your **yellow** Application Form to collect your refund cheque (where applicable) in person, please follow the same instructions as those for **white, blue** and **pink** Application Form applicants as described above. If you have applied for 1,000,000 Hong Kong Offer Shares or above and have not indicated on your Application Form that you will collect your refund cheque (if any) in person, or if you have applied for less than 1,000,000 Hong Kong Offer Shares, your refund cheque (if any) will be sent to the address on your Application Form on the date of despatch, which is expected to be on Thursday, 28 October 2010, by ordinary post and at your own risk.

If you apply for Hong Kong Offer Shares using a **yellow** Application Form and your application is wholly or partially successful, your share certificate(s) will be issued in the name of HKSCC Nominees and deposited into CCASS for credit to your CCASS Investor Participant stock account or the stock account of your designated CCASS Participant as instructed by you in your Application Form on Thursday, 28 October 2010, or under contingent situation, on any other date as shall be determined by HKSCC or HKSCC Nominees.

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## HOW TO APPLY FOR HONG KONG OFFER SHARES, AGENT RESERVED SHARES AND EMPLOYEE RESERVED SHARES

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**(iii) If you are applying through a designated CCASS participant (other than a CCASS investor participant):**

For Hong Kong Public Offer shares credited to the stock account of your designated CCASS participant (other than CCASS investor participant), you can check the number of Hong Kong Public Offer shares allotted to you with that CCASS participant.

**(iv) If you are applying as a CCASS investor participant:**

The Company will publish the results of CCASS investor participants' applications together with the results of the Hong Kong Public Offer in the newspapers on Thursday, 28 October 2010. You should check the announcement published by the Company and report any discrepancies to HKSCC before 5:00 p.m. on Thursday, 28 October 2010 or any other date HKSCC or HKSCC Nominees Limited chooses. Immediately after the credit of the Hong Kong Public Offer shares to your stock account, you can check your new account balance via the CCASS Phone System and CCASS Internet System (under the procedures contained in HKSCC's "An Operating Guide for Investor Participants" in effect from time to time). HKSCC will also make available to you an activity statement showing the number of Hong Kong Offer Shares credited to your stock account.

**(v) If you are applying through the White Form eIPO service**

If you apply for 1,000,000 Hong Kong Offer Shares or more through the White Form eIPO service by submitting an electronic application to the eIPO Service Provider through the designated website [www.eipo.com.hk](http://www.eipo.com.hk) and your application is wholly or partially successful, you may collect your Share certificate(s) (where applicable) in person from Computershare Hong Kong Investor Services Limited at Shop 1712 -1716, 17/F, Hopewell Centre, 183 Queen's Road East, Wan Chai, Hong Kong, from 9:00 a.m. to 1:00 p.m. on Thursday, 28 October 2010, or such other date as notified by the Company in the newspapers as the date of despatch/collection of Share certificates/e-refund payment instructions/refund cheques.

If you do not collect your Share certificate(s) personally within the time specified for collection, they will be sent to the address specified in your application instructions to the eIPO Service Provider promptly thereafter by ordinary post and at your own risk.

If you apply for less than 1,000,000 Hong Kong Offer Shares, your Share certificate(s) (where applicable) will be sent to the address specified in your application instructions to the eIPO Service Provider through the designated website at [www.eipo.com.hk](http://www.eipo.com.hk) on Thursday, 28 October 2010 by ordinary post and at your own risk.

Please also note the additional information relating to refund of application monies overpaid, application monies underpaid or applications rejected by the eIPO Service Provider set forth in "— Applying through the White Form eIPO Service — Additional Information" in this section.

If you apply through the **White Form eIPO** service and pay the application monies from a single bank account, refund monies (if any) will be despatched to the application payment bank account in the form of e-refund payment instructions. If you apply through the **White Form eIPO** service and pay the application monies from multiple bank accounts, refund monies (if any) will be despatched to the address as specified in your **White Form eIPO** application instructed to the eIPO Service Provider in the form of refund cheque(s), by ordinary post at your own risk.

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## HOW TO APPLY FOR HONG KONG OFFER SHARES, AGENT RESERVED SHARES AND EMPLOYEE RESERVED SHARES

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**(vi) If you are applying through Online Agent Preferential Offer service or Online Employee Preferential Offer service**

If you apply for 1,000,000 Agent Reserved Shares or Employee Reserved Shares or more through the Online Agent Preferential Offer service or Online Employee Preferential Offer service by submitting an electronic application to the eIPO Service Provider through the designated website [www.eipo.com.hk](http://www.eipo.com.hk) and your application is wholly or partially successful, you may collect your Share certificate(s) (where applicable) in person from Computershare Hong Kong Investor Services Limited at Shop 1712 -1716, 17/F, Hopewell Centre, 183 Queen's Road East, Wan Chai, Hong Kong, from 9:00 a.m. to 1:00 p.m. on Thursday, 28 October 2010, or such other date as notified by the Company in the newspapers as the date of despatch/collection of Share certificates/e-refund payment instructions/refund cheques.

If you do not collect your Share certificate(s) personally within the time specified for collection, they will be sent to the address specified in your application instructions to the eIPO Service Provider promptly thereafter by ordinary post and at your own risk.

If you apply for less than 1,000,000 Agent Reserved Shares or Employee Reserved Shares, your Share certificate(s) (where applicable) will be sent to the address specified in your application instructions to the eIPO Service Provider through the designated website at [www.eipo.com.hk](http://www.eipo.com.hk) on Thursday, 28 October 2010 by ordinary post and at your own risk.

Please also note the additional information relating to refund of application monies overpaid, application money underpaid or applications rejected by the eIPO Service Provider set forth in “— Applying through the White Form eIPO service — Additional Information” in this section.

If you apply through the Online Agent Preferential Offer service or Online Employee Preferential Offer service and pay the application monies from a single bank account, refund monies (if any) will be despatched to the application payment bank account in the form of e-refund payment instructions. If you apply through the Online Agent Preferential Offer service or Online Employee Preferential Offer service and pay the application monies from multiple bank accounts, refund monies (if any) will be despatched to the address as specified on the your application instructions to the eIPO Service Provider in the form of refund cheque(s), by ordinary post at your own risk.

### **Electronic Application Instructions to HKSCC**

#### ***Allocation of Hong Kong Offer Shares***

For the purposes of allocating Hong Kong Offer Shares, HKSCC Nominees will not be treated as an applicant. Instead, each CCASS Participant who gives electronic application instructions or each person for whose benefit each such instructions is given will be treated as an applicant.

#### ***Deposit of Share Certificates into CCASS and Refund of Application Monies***

- If your application is wholly or partially successful, your share certificate(s) will be issued in the name of HKSCC Nominees and deposited into CCASS for the credit of the stock account of the CCASS Participant which you have instructed to give electronic application instructions on your behalf or your CCASS Investor Participant stock account on Thursday, 28 October 2010, or, in the event of a contingency, on any other date as shall be determined by HKSCC or HKSCC Nominees.

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## HOW TO APPLY FOR HONG KONG OFFER SHARES, AGENT RESERVED SHARES AND EMPLOYEE RESERVED SHARES

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- We expect to publish the application results of CCASS Participants (and where the CCASS Participant is a broker or custodian, we will include information relating to the relevant beneficial owner), your Hong Kong identity card number/passport number or other identification code (Hong Kong business registration number for corporations) and the basis of allotment of the Hong Kong Public Offer in the manner specified in the section head “ How to Apply for Hong Kong Offer Shares, Agent Reserved Shares and Employee Reserved Shares — Publication of Results” on Thursday, 28 October 2010. You should check the announcement published by us and report any discrepancies to HKSCC before 5:00 p.m. on Thursday, 28 October 2010 or such other date as shall be determined by HKSCC or HKSCC Nominees.
- If you have instructed your broker or custodian to give electronic application instructions on your behalf, you can also check the number of Hong Kong Offer Shares allotted to you and the amount of refund monies (if any) payable to you with that broker or custodian.
- If you have applied as a CCASS Investor Participant, you can also check the number of Hong Kong Offer Shares allotted to you and the amount of refund monies (if any) payable to you via the CCASS Phone System and the CCASS Internet System (under the procedures contained in HKSCC’s “An Operating Guide for Investor Participants” in effect from time to time) on Thursday, 28 October 2010. Immediately following the credit of the Hong Kong Offer Shares to your stock account and the credit of refund monies to your bank account, HKSCC will also make available to you an activity statement showing the number of Hong Kong Offer Shares credited to your CCASS Investor Participant stock account and the amount of refund monies (if any) credited to your designated bank account.
- Refund of your application monies (if any) in respect of wholly and partially unsuccessful applications and/or difference between the Offer Price and the offer price per Share initially paid on application, in each case including brokerage of 1%, SFC transaction levy of 0.003% and the Hong Kong Stock Exchange trading fee of 0.005%, will be credited to your designated bank account or the designated bank account of your broker or custodian on Thursday, 28 October 2010. No interest will be paid thereon.

### 15. ADMISSION OF THE SHARES INTO CCASS

If the Hong Kong Stock Exchange grants the listing of, and permission to deal in, the Shares and we comply 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 Hong Kong Stock Exchange or any other date HKSCC chooses. Settlement of transactions between participants of the Hong Kong 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.

Investors should seek the advice of their stockbroker or other professional adviser for details of the settlement arrangement as such arrangements may affect their rights and interests.

All necessary arrangements have been made enabling the Shares to be admitted into CCASS.