

Please use this form if you want the Hong Kong Offer Shares to be issued in your name

如閣下欲以本身名義登記將獲發行的香港發售股份，請使用本表格

Staple your
payment
here
請將股款
緊釘在此

This Application Form uses the same terms as defined in the prospectus of Shandong Fengxiang Co., Ltd.* (the “Company”) dated 30 June 2020 (the “Prospectus”).

本申請表格所用詞彙與山東鳳祥股份有限公司(「本公司」)於2020年6月30日刊發的招股章程(「招股章程」)所界定者相同。

Neither this Application Form nor the Prospectus constitutes an offer to sell or the solicitation of an offer to buy any Hong Kong Offer Shares in any jurisdiction other than Hong Kong. The Hong Kong Offer Shares may not be offered or sold in the United States without registration or an exemption from registration under the US Securities Act.

本申請表格及招股章程概不構成在香港以外的任何司法管轄區要約出售或遊說要約購買任何香港發售股份。若無根據美國《證券法》登記或獲豁免登記，香港發售股份不得在美國提呈發售或出售。

This Application Form and the Prospectus may not be forwarded or distributed or reproduced (in whole or in part) in any manner whatsoever in any jurisdiction where such forwarding, distribution or reproduction is not permitted under the law of that jurisdiction.

在任何根據當地法例不得發送、派發或複製本申請表格及招股章程的司法管轄區內概不得發送或派發或複製(不論以任何方式，亦不論全部或部分)本申請表格及招股章程。

Copies of the Prospectus, all related Application Forms and the other documents specified in the paragraph headed “Documents Delivered to the Registrar of Companies and Available for Inspection — Documents Delivered to the Registrar of Companies in Hong Kong” in Appendix VIII to the Prospectus, have been registered by the Registrar of Companies in Hong Kong as required by Section 342C of the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Chapter 32 of the Laws of Hong Kong). Hong Kong Exchanges and Clearing Limited, The Stock Exchange of Hong Kong Limited (the “Stock Exchange”), Hong Kong Securities Clearing Company Limited (“HKSCC”), the Securities and Futures Commission of Hong Kong (the “SFC”) and the Registrar of Companies of Hong Kong take no responsibility for the contents of these documents.

招股章程、所有相關申請表格及招股章程附錄八「送呈公司註冊處處長及備查文件 — 送呈香港公司註冊處處長的文件」一段所述的其他文件已遵照香港法例第32章《公司(清盤及雜項條文)條例》第342C條的規定送呈香港公司註冊處處長登記。香港交易及結算有限公司、香港聯合交易所有限公司(「聯交所」)、香港中央結算有限公司(「香港結算」)、香港證券及期貨事務監察委員會(「證監會」)及香港公司註冊處處長對此等文件的內容概不負責。



鳳祥食品

SHANDONG FENGXIANG CO., LTD.*

山東鳳祥股份有限公司

(A joint stock company incorporated in the People's Republic of China with limited liability)

(於中華人民共和國註冊成立的股份有限公司)

Stock Code : 9977

股份代號 : 9977

Maximum Offer Price : HK\$5.10 per H Share plus brokerage of 1.0%, SFC transaction levy of 0.0027% and Stock Exchange trading fee of 0.005% (payable in full on application in Hong Kong dollars and subject to refund)

最高發售價 : 每股H股5.10港元，另加1.0%經紀佣金、0.0027%證監會交易徵費及0.005%聯交所交易費(須於申請時以港元繳足，多繳款項可予退還)

You should read this Application Form in conjunction with the Prospectus, which contains further information on the application procedures.

招股章程載有關於申請程序的其他資料，閣下應將本申請表格連同招股章程一併閱讀。

Application Form 申請表格

To: Shandong Fengxiang Co., Ltd.*
Sole Sponsor
Joint Global Coordinators
Joint Bookrunners
Joint Lead Managers
The Hong Kong Underwriters

致：山東鳳祥股份有限公司
獨家保薦人
聯席全球協調人
聯席賬簿管理人
聯席牽頭經辦人
香港包銷商

Applicants' declaration

I/We agree to the terms and conditions and application procedures in this Application Form and the Prospectus. Please refer to the “Effect of completing and submitting this Application Form” section of this Application Form.

申請人聲明

本人/吾等同意本申請表格及招股章程的條款及條件以及申請程序。請參閱本申請表格「填妥並遞交本申請表格的效用」一節。

Warning: Only one application may be made for the benefit of any person. Please refer to the last four bullets of “Effect of completing and submitting this Application Form” section.

警告：僅可就任何人士的利益作出一份申請。請參閱「填妥並遞交本申請表格的效用」一節最後四點。

* For identification purpose only
僅供識別

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如閣下欲以本身名義登記將獲發行的香港發售股份，請使用本表格

Signed by (all) applicant(s) (all joint applicants must sign):
由(所有)申請人簽署(所有聯名申請人必須簽署)：

Date日期：..... / /
D日 M月 Y年

Number of Hong Kong Offer Shares applied for (not more than 17,750,000 H shares)
申請香港發售股份數目(不超過17,750,000股H股)

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Total amount 總額

HK\$	港元
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Name in English (in BLOCK letters) 英文姓名/名稱(以正楷填寫)

Family name or company name 姓氏或公司名稱	Forename(s) 名字
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Name in Chinese 中文姓名/名稱

Family name or company name 姓氏或公司名稱	Forename(s) 名字
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Occupation in English 職業(以英文填寫)

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For Broker use 此欄供經紀填寫 Lodged by 遞交申請的經紀

Broker No. 經紀號碼	Broker's Chop 經紀印章

Cheque/banker's cashier order number 支票/銀行本票號碼

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Name of bank on which cheque/banker's cashier order is drawn (see "How to make your application" section) 兌現支票/銀行本票的銀行名稱(請參閱「申請手續」一節)

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Hong Kong Identity Card No./Passport No./Hong Kong Business Registration No.* (Please delete as appropriate)
香港身份證號碼/護照號碼/香港商業登記號碼*(請刪除不適用者)

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Names of all other joint applicants in English (if any, in BLOCK letters)
所有其他聯名申請人的英文姓名/名稱(如有，以正楷填寫)

1)
2)
3)

Hong Kong Identity Card No./Passport No./Hong Kong Business Registration No. of all other joint applicants* (Please delete as appropriate)
所有其他聯名申請人的香港身份證號碼/護照號碼/香港商業登記號碼*(請刪除不適用者)

1)
2)
3)

Hong Kong address in English and telephone no. (joint applicants should give the address and the telephone number of first-named applicant only in BLOCK letters) 香港地址(以英文填寫)及電話號碼(聯名申請人只須填寫排名首位申請人的地址及電話號碼，以正楷填寫)

Telephone No. 電話號碼

For Nominees: You will be treated as applying for your own benefit if you do not complete this section. Please provide an account number or identification code for each (joint) beneficial owner. 由代名人遞交：閣下若不填寫本節，是項申請將視為閣下本身利益提出。請填寫每名(聯名)實益擁有人的賬戶號碼或識別編碼。

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ADDRESS LABEL 地址標貼 (Your name(s) and address in Hong Kong in BLOCK letters 請用正楷填寫閣下的姓名/名稱及香港地址)

For internal use
此欄供內部使用

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- * (1) An individual must provide his Hong Kong Identity Card number or, if he does not hold a Hong Kong Identity Card, his passport number. A body corporate must provide its Hong Kong Business Registration number. Each joint applicant must provide its or his relevant number. The Hong Kong Identity Card number(s)/passport number(s)/Hong Kong Business Registration number(s) will be transferred to a third party for checking the Application Form's validity.
個人須填寫其香港身份證號碼或(如非香港身份證持有人)護照號碼。法人團體須填寫其香港商業登記號碼。每名聯名申請人均須提供其相關號碼。該等香港身份證號碼／護照號碼／香港商業登記號碼將轉交第三方以核實申請表格的有效性。
- (2) Part of the Hong Kong Identity Card number/passport number of you or, for joint applicants, the first-named applicant may be printed on your refund cheque (if any). Your banker may require verification of your Hong Kong Identity Card number/passport number before you can cash your refund cheque.
退款支票(如有)上或會印有閣下或(如屬聯名申請人)排名首位申請人的香港身份證號碼／護照號碼的一部分。銀行兌現退款支票前或會要求查證閣下的香港身份證號碼／護照號碼。
- (3) 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 made for your benefit.
倘申請人是一家非上市公司，而：
• 該公司的主要業務為證券買賣；及
• 閣下對該公司可行使法定控制權，
則是項申請將視作為閣下的利益提出。

樣版

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此乃白頁 特意留空

Sample

Please use this form if you want the Hong Kong Offer Shares to be issued in your name

How to make your application

- Use the table below to calculate how much you must pay. Your application must be for a minimum of 1,000 Hong Kong Offer Shares and in one of the numbers set out in the table, or your application will be rejected.

SHANDONG FENGXIANG CO., LTD.* (HK\$5.10 per Hong Kong Offer Share)							
NUMBER OF HONG KONG OFFER SHARES THAT MAY BE APPLIED FOR AND PAYMENTS							
No. of Hong Kong Offer Shares applied for	Amount payable on application	No. of Hong Kong Offer Shares applied for	Amount payable on application	No. of Hong Kong Offer Shares applied for	Amount payable on application	No. of Hong Kong Offer Shares applied for	Amount payable on application
	HK\$		HK\$		HK\$		HK\$
1,000	5,151.40	20,000	103,027.85	100,000	515,139.27	3,000,000	15,454,178.10
2,000	10,302.79	25,000	128,784.82	200,000	1,030,278.54	4,000,000	20,605,570.80
3,000	15,454.18	30,000	154,541.78	300,000	1,545,417.81	5,000,000	25,756,963.50
4,000	20,605.57	35,000	180,298.75	400,000	2,060,557.08	6,000,000	30,908,356.20
5,000	25,756.97	40,000	206,055.71	500,000	2,575,696.35	7,000,000	36,059,748.90
6,000	30,908.36	45,000	231,812.68	600,000	3,090,835.62	8,000,000	41,211,141.60
7,000	36,059.75	50,000	257,569.64	700,000	3,605,974.89	9,000,000	46,362,534.30
8,000	41,211.14	60,000	309,083.56	800,000	4,121,114.16	10,000,000	51,513,927.00
9,000	46,362.54	70,000	360,597.49	900,000	4,636,253.43	17,750,000 ⁽¹⁾	91,437,220.43
10,000	51,513.93	80,000	412,111.42	1,000,000	5,151,392.70		
15,000	77,270.90	90,000	463,625.34	2,000,000	10,302,785.40		

(1) Maximum number of Hong Kong Offer Shares you may apply for.

- Complete the form in English in BLOCK letters and sign it. Only written signatures will be accepted (and not by way of personal chop).
- Staple your cheque or banker's cashier order to the form. Each application for the Hong Kong Offer Shares must be accompanied by either one separate cheque or one separate banker's cashier order. Your application will be rejected if your cheque or banker's cashier order does not meet all the following requirements:

The cheque must:	Banker's cashier order must:
<ul style="list-style-type: none"> be in Hong Kong dollars; not be post-dated; be made payable to "BANK OF CHINA (HONG KONG) NOMINEES LIMITED — SHANDONG FENGXIANG PUBLIC OFFER"; be crossed "Account Payee Only"; 	<ul style="list-style-type: none"> be issued by a licensed bank in Hong Kong, and have your name certified on the back by a person authorised by the bank. The name on the banker's cashier order must correspond with your name. If it is a joint application, the name on the back of the banker's cashier order must be the same as the first-named applicant's name.
<ul style="list-style-type: none"> be drawn on your Hong Kong dollar bank account in Hong Kong; and show your account name, which must either be pre-printed on the cheque, or be endorsed on the back by a person authorised by the bank. This account name must correspond with your name. If it is a joint application, the account name must be the same as the first-named applicant's name. 	

* For identification purpose only

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4. Tear off the Application Form, fold it once and lodge your completed Application Form (with cheque or banker's cashier order attached) to one of the collection boxes at any of the following designated branches of:

Bank of China (Hong Kong) Limited

District	Branch Name	Address
Hong Kong Island	Chai Wan Branch	Block B, Walton Estate, 341–343 Chai Wan Road, Chai Wan, Hong Kong
	South Horizons Branch	Shop G13 & G15, G/F, Marina Square, West Commercial Block, South Horizons, Ap Lei Chau, Hong Kong
Kowloon	Lam Tin Branch	Shop 12, 49 Kai Tin Road, Lam Tin, Kowloon
	Tsim Sha Tsui East Branch	Shop 3, LG/F, Hilton Towers, 96 Granville Road, Tsim Sha Tsui East, Kowloon
New Territories	Kwai Cheong Road Branch	40 Kwai Cheong Road, Kwai Chung, New Territories

5. Your Application Form can be lodged at these times:

Tuesday, 30 June 2020 — 9:00 a.m. to 5:00 p.m.
Thursday, 2 July 2020 — 9:00 a.m. to 5:00 p.m.
Friday, 3 July 2020 — 9:00 a.m. to 5:00 p.m.
Saturday, 4 July 2020 — 9:00 a.m. to 1:00 p.m.
Monday, 6 July 2020 — 9:00 a.m. to 5:00 p.m.
Tuesday, 7 July 2020 — 9:00 a.m. to 12:00 noon

6. The latest time for lodging your application is 12:00 noon on Tuesday, 7 July 2020. The application lists will be open between 11:45 a.m. and 12:00 noon on that day, subject only to the weather conditions, as described in the paragraph headed “How to Apply for Hong Kong Offer Shares — 10. Effect of Bad Weather on the Opening of the Application Lists” in the Prospectus.

如閣下欲以本身名義登記將獲發行的香港發售股份，請使用本表格

申請手續

1. 使用下表計算閣下應付的款項。閣下申請認購的股數須至少為1,000股香港發售股份，並為下表所列的其中一個數目，否則閣下的申請將不獲受理。

山東鳳祥股份有限公司 (每股香港發售股份5.10港元) 可供申請認購香港發售股份數目及應繳款項							
申請認購的 香港發售 股份數目	申請時 應繳款項	申請認購的 香港發售 股份數目	申請時 應繳款項	申請認購的 香港發售 股份數目	申請時 應繳款項	申請認購的 香港發售 股份數目	申請時 應繳款項
	港元		港元		港元		港元
1,000	5,151.40	20,000	103,027.85	100,000	515,139.27	3,000,000	15,454,178.10
2,000	10,302.79	25,000	128,784.82	200,000	1,030,278.54	4,000,000	20,605,570.80
3,000	15,454.18	30,000	154,541.78	300,000	1,545,417.81	5,000,000	25,756,963.50
4,000	20,605.57	35,000	180,298.75	400,000	2,060,557.08	6,000,000	30,908,356.20
5,000	25,756.97	40,000	206,055.71	500,000	2,575,696.35	7,000,000	36,059,748.90
6,000	30,908.36	45,000	231,812.68	600,000	3,090,835.62	8,000,000	41,211,141.60
7,000	36,059.75	50,000	257,569.64	700,000	3,605,974.89	9,000,000	46,362,534.30
8,000	41,211.14	60,000	309,083.56	800,000	4,121,114.16	10,000,000	51,513,927.00
9,000	46,362.54	70,000	360,597.49	900,000	4,636,253.43	17,750,000 ⁽¹⁾	91,437,220.43
10,000	51,513.93	80,000	412,111.42	1,000,000	5,151,392.70		
15,000	77,270.90	90,000	463,625.34	2,000,000	10,302,785.40		

(1) 閣下可申請認購的香港發售股份最高數目。

2. 以英文正楷填妥及簽署表格。僅接納親筆簽名(不得以個人印章代替)。
3. 閣下須將支票或銀行本票釘於表格上。每份香港發售股份申請須附一張獨立開出的支票或一張獨立開出的銀行本票。支票或銀行本票必須符合以下所有規定，否則閣下的申請將不獲受理：

支票必須：	銀行本票必須：
<ul style="list-style-type: none"> 為港元； 不得為期票； 註明抬頭人為「中國銀行(香港)代理人有限公司—山東鳳祥公開發售」； 劃線註明「只准入抬頭人賬戶」； 	<ul style="list-style-type: none"> 須由香港持牌銀行開出，並由有關銀行授權的人士在銀行本票背面簽署核證閣下的姓名／名稱。銀行本票所示姓名／名稱須與閣下的姓名／名稱相同。如屬聯名申請，銀行本票背面所示姓名／名稱必須與排名首位申請人的姓名／名稱相同。
<ul style="list-style-type: none"> 從閣下在香港的港元銀行賬戶中開出；及 顯示閣下的賬戶名稱，而該賬戶名稱必須已預印在支票上，或由有關銀行授權的人士在支票背書。賬戶名稱必須與閣下的姓名／名稱相同。如屬聯名申請，賬戶名稱必須與排名首位申請人的姓名／名稱相同。 	

如閣下欲以本身名義登記將獲發行的香港發售股份，請使用本表格

4. 請撕下申請表格，對摺一次，然後將填妥的申請表格(連同所附支票或銀行本票)投入下列任何一家指定分行的收集箱：

中國銀行(香港)有限公司

地區	分行名稱	地址
香港區	柴灣分行	香港柴灣柴灣道341-343號 宏德居B座
	海怡分行	香港鴨脷洲海怡廣場西翼G13及G15舖
九龍區	藍田分行	九龍藍田啟田道49號12號舖
	尖沙咀東分行	九龍尖沙咀東加連威老道96號 希爾頓大廈低層地下3號舖
新界區	葵昌路分行	新界葵涌葵昌路40號

5. 閣下可於下列時間遞交申請表格：

2020年6月30日(星期二)	— 上午九時正至下午五時正
2020年7月2日(星期四)	— 上午九時正至下午五時正
2020年7月3日(星期五)	— 上午九時正至下午五時正
2020年7月4日(星期六)	— 上午九時正至下午一時正
2020年7月6日(星期一)	— 上午九時正至下午五時正
2020年7月7日(星期二)	— 上午九時正至中午十二時正

6. 截止遞交申請的時間為2020年7月7日(星期二)中午十二時正。本公司將於當日上午十一時四十五分至中午十二時正期間登記認購申請，惟僅受限於當日的天氣情況(詳見招股章程「如何申請香港發售股份—10.惡劣天氣對開始辦理申請登記的影響」一段)。



凤祥食品

SHANDONG FENGXIANG CO., LTD.*

山東鳳祥股份有限公司

(A joint stock company incorporated in the People's Republic of China with limited liability)

GLOBAL OFFERING

Conditions of your application

A. Who can apply

1. You and any person(s) for whose benefit you are applying must be 18 years of age or older and must have a Hong Kong address.
2. If you are a firm, the application must be in the individual members' names.
3. The number of joint applicants may not exceed 4.
4. If you are a body corporate, the application must be signed by a duly authorised officer, who must state his representative capacity, and stamped with your corporation's chop.
5. You must be outside the United States, not be a United States Person (as defined in Regulation S under the US Securities Act) and not be a legal or natural person of the PRC.
6. Unless permitted by the Listing Rules, you cannot apply for any Hong Kong Offer Shares if you are:
 - an existing beneficial owner of Shares in the Company and/ or any of its subsidiaries;
 - a Director or chief executive officer of the Company and/or any of its subsidiaries;
 - an associate (as defined in the Listing Rules) of any of the above;
 - a connected person (as defined in the Listing Rules) of the Company or will become a connected person (as defined in the Listing Rules) of the Company immediately upon completion of the Global Offering; or
 - have been allocated or have applied for or indicated an interest in any Offer Shares under the International Offering.

B. If you are a nominee

You, as a nominee, may make more than one application for the Hong Kong Offer Shares by: (i) giving **electronic application instructions** to HKSCC via Central Clearing and Settlement System ("CCASS") (if you are a CCASS Participant); or (ii) using a **WHITE** or **YELLOW** Application Form, and lodge more than one application in your own name on behalf of different beneficial owners.

C. Effect of completing and submitting this Application Form

By completing and submitting this Application Form, you (and if you are joint applicants, each of you jointly and severally) for yourself or as an agent or a nominee on behalf of each person for whom you act:

- undertake to execute all relevant documents and 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 for you and to do on your behalf all things necessary to register any Hong Kong Offer Shares allocated to you in your name as required by the Articles of Association;
- agree to comply with the Companies Ordinance, the Companies (Winding Up and Miscellaneous Provisions) Ordinance, the PRC Company Law, the Special Regulations and the Articles of Association;
- confirm that you have read the terms and conditions and application procedures set out in the Prospectus and in this Application Form and agree to be bound by them;
- confirm that you have received and read the Prospectus and have only relied on the information and representations contained in the Prospectus in making your application and will not rely on any other information or representations except those in any supplement to the Prospectus;

- confirm that you are aware of the restrictions on the Global Offering in the Prospectus;
- agree that none of the Company, the Sole Sponsor, the Joint Global Coordinators, the Joint Bookrunners, the Joint Lead Managers, 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 in the Prospectus (and any supplement to it);
- undertake and confirm that you 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 International Offer Shares under the International Offering nor participated in the International Offering;
- agree to disclose to the Company, the H Share Registrar, receiving bank, the Sole Sponsor, the Joint Global Coordinators, the Joint Bookrunners, the Joint Lead Managers, 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;
- if the laws of any place outside Hong Kong apply to your application, agree and warrant that you have complied with all such laws and none of the Company, the Sole Sponsor, the Joint Global Coordinators, the Joint Bookrunners, the Joint Lead Managers and the Underwriters nor any of their respective officers or advisers will breach 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 the Prospectus and this Application Form;
- agree that once your application has been accepted, you may not rescind it because of an innocent misrepresentation;
- agree that your application will be governed by the laws of Hong Kong;
- represent, warrant and undertake that (i) you understand that the Hong Kong Offer Shares have not been and will not be registered under the US Securities Act; and (ii) you and any person for whose benefit you are applying for the Hong Kong Offer Shares are outside the United States (as defined in Regulation S) or are a person described in paragraph (h)(3) of Rule 902 of Regulation S;
- warrant that the information you have provided is true and accurate;
- agree to accept the Hong Kong Offer Shares applied for, or any lesser number allocated to you under the application;
- authorise the Company to place your name(s) on the Company's H Share register of members as the holder(s) of any Hong Kong Offer Shares allocated to you, and the Company and/or its agents to send any H Share certificate(s) and/or any refund cheque(s) to you or the first-named applicant for joint application by ordinary post at your own risk to the address stated on the application, unless you fulfil the criteria mentioned in the paragraph headed "How to Apply for Hong Kong Offer Shares — 14. Despatch/ Collection of H Share Certificates and Refund Monies — Personal Collection" in the Prospectus to collect H Share certificate(s) and/ or refund cheque(s) in person;
- declare and represent that this is the only application made and the only application intended by you to be made to benefit you or the person for whose benefit you are applying;
- understand that the Company and the Joint Global Coordinators will rely on your declarations and representations in deciding whether or not

* For identification purpose only

Please use this form if you want the Hong Kong Offer Shares to be issued in your name

to make any allotment of any of the Hong Kong Offer Shares to you and that you may be prosecuted for making a false declaration;

- (if the application is made for your own benefit) warrant that no other application 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 **White Form eIPO** Service Provider by you or by any one as your agent or by any other person; and
- (if you are making the application as an agent for the benefit of another person) warrant that (i) no other application has been or will be made by you as an agent for or for the benefit of that person or by that person or by any other person as an agent for that person on a **WHITE** or **YELLOW** Application Form or by giving **electronic application instructions** to HKSCC or to the **White Form eIPO** Service Provider; and (ii) you have due authority to sign the Application Form or give **electronic application instructions** on behalf of that other person as their agent.

D. Power of attorney

If your application is made through an authorised attorney, the Company and the Joint Global Coordinators may accept or reject your application at their discretion, and on any conditions they think fit, including evidence of the attorney's authority.

Determination of Offer Price and Allocation of Hong Kong Offer Shares

The Offer Price is expected to be fixed on or around Tuesday, 7 July 2020. Applicants are required to pay the maximum Offer Price of HK\$5.10 for each Hong Kong Offer Share together with 1% brokerage, 0.0027% SFC transaction levy and 0.005% Stock Exchange trading fee. If the Offer Price is not agreed between the Company and the Joint Global Coordinators (for themselves and on behalf of the Underwriters) on or before Friday, 10 July 2020, the Global Offering will not proceed.

Applications for Hong Kong Offer Shares will not be processed and no allotment of any Hong Kong Offer Shares will be made until the application lists close.

The Company expects to announce the fixed Offer Price, the level of indication of interest in the International Offering, the results of applications under the Hong Kong Public Offering and the basis of allocation of the Hong Kong Public Offering on Wednesday, 15 July 2020 on the website of the Stock Exchange at www.hkexnews.hk and the Company's website at www.fengxiang.com. Results of allocations in the Hong Kong Public Offering, and the Hong Kong Identity Card/passport/Hong Kong business registration numbers of successful applicants (where applicable) will be available on the above websites.

The allocation of the Offer Shares between the Hong Kong Public Offering and the International Offering will be subject to adjustment as described in the section headed "Structure of the Global Offering" in the Prospectus. In addition, the Offer Shares to be offered in the Hong Kong Public Offering and the International Offering may in certain circumstances be reallocated as between these offerings at the discretion of the Joint Global Coordinators. In accordance with Guidance Letter HKEXGL91-18 issued by the Stock Exchange, if such reallocation is done other than pursuant to Practice Note 18 of the Listing Rules, the maximum total number of shares that may be allocated to the Hong Kong Public Offering shall be not more than 71,000,000 Offer Shares, representing double of the initial allocation to the Hong Kong Public Offering and the final Offer Price shall be fixed at HK\$3.33 per Offer Share, the low-end of the Offer Price range stated in the Prospectus.

If your application for Hong Kong Offer Shares is successful (in whole or in part)

If you apply for 1,000,000 or more Hong Kong Offer Shares and have provided all information required by your Application Form, you may collect your refund cheque(s) and/or H Share certificate(s) (where applicable) in person and may do so from: the H Share Registrar, Computershare Hong Kong Investor Services Limited at Shops 1712- 1716, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong from 9:00 a.m. to 1:00 p.m. on Wednesday, 15 July 2020 or such other date as notified by us in the newspapers.

If you are an individual who is eligible for personal collection, you must not authorise any other person to collect for you. If you are a corporate applicant which is eligible for personal collection, your authorised representative

must bear a letter of authorisation from your corporation stamped with your corporation's chop. Both individuals and authorised representatives must produce, at the time of collection, evidence of identity acceptable to Computershare Hong Kong Investor Services Limited.

If you do not collect your H Share certificate(s) and/or refund cheque(s) personally within the time period specified for collection, they will be dispatched promptly to the address as specified on this Application Form by ordinary post at your own risk.

If you apply for less than 1,000,000 Hong Kong Offer Shares, your refund cheque(s) and/or H Share certificate(s) (where applicable) will be sent to the address on the relevant Application Form on or before Wednesday, 15 July 2020, by ordinary post and at your own risk. No receipt will be issued for application money paid. The Company will not issue temporary documents of title.

Refund of your money

If you do not receive any Hong Kong Offer Shares or if your application is accepted only in part, the Company will refund to you your application monies (including the related 1% brokerage, 0.0027% SFC transaction levy and 0.005% Stock Exchange trading fee) without interest. If the Offer Price is less than the maximum Offer Price, the Company will refund to you the surplus application monies (including the related 1% brokerage, 0.0027% SFC transaction levy and 0.005% Stock Exchange trading fee) without interest.

The refund procedures are stated in the paragraph headed "How to Apply for Hong Kong Offer Shares — 14. Despatch/Collection of H Share Certificates and Refund Monies" in the Prospectus.

Application by HKSCC Nominees Limited ("HKSCC Nominees")

Where this 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, the provisions of this Application Form which are inconsistent with those set out in the Prospectus shall not apply and provisions in the Prospectus shall prevail.

Without limiting the generality of this paragraph, the following sections of this Application Form are inapplicable where this form is signed by HKSCC Nominees:

- "Applicants' declaration" on the first page;
- "Warning" on the first page;
- "If you are a nominee";
- All representations and warranties under the "Effect of completing and submitting this Application Form" section, except the first one regarding registration of Hong Kong Offer Shares in the applicant's name and the signing of documents to enable the applicant to be registered as the holder of the Hong Kong Offer Shares;
- "If your application for Hong Kong Offer Shares is successful (in whole or in part)"; and
- "Refund of your money".

The following paragraphs in the section headed "How to Apply for Hong Kong Offer Shares" in the Prospectus are inapplicable where this form is signed by HKSCC Nominees:

- "8. How Many Applications Can You Make"; and
- "12. Circumstances in Which You Will Not Be Allotted Offer Shares".

Effect of the Information You Give to Computershare Hong Kong Investor Services Limited

Computershare Hong Kong Investor Services Limited and its related bodies' corporate, directors, officers, employees and agents ("Representatives") expressly disclaim and exclude to the maximum extent permitted by law any liability for any loss or damage suffered or incurred by the applicant or any other person or entity however caused relating in any way to, or connected with, any information provided by or on behalf of the applicant on or in connection with this document or any services provided hereunder, or any other written or oral communication provided by or on behalf of the applicant in connection with this document or any services provided hereunder. This includes, without limitation, any errors or omissions in such information however caused, or the Representatives or any other person or entity placing any reliance on such information or any documentation, image, recording or reproduction of such information, or its accuracy, completeness, currency or reliability.



凤祥食品

SHANDONG FENGXIANG CO., LTD.*

山東鳳祥股份有限公司

(於中華人民共和國註冊成立的股份有限公司)

全球發售

申請條件

甲、可提出申請的人士

- 閣下及閣下為其利益提出申請的人士必須年滿18歲並擁有香港地址。
- 如閣下為商號，則申請須以個別成員名義提出。
- 聯名申請人的人數不得超過四名。
- 如閣下為法人團體，申請須經獲正式授權人員簽署，並註明其代表身份及加蓋公司印章。
- 閣下必須身處美國境外且並非美國籍人士(定義見美國《證券法》S規例)，亦非中國法人或自然人。
- 除非為《上市規則》所允許，否則下列人士概不得申請認購任何香港發售股份：
 - 本公司及／或其任何附屬公司股份的現有實益擁有人；
 - 本公司及／或其任何附屬公司的董事或行政總裁；
 - 上述任何人士的聯繫人(定義見《上市規則》)；
 - 本公司的關連人士(定義見《上市規則》)或緊隨全球發售完成後將成為本公司的關連人士(定義見《上市規則》)的人士；或
 - 已獲分配或已申請或表示有意申請國際發售的任何發售股份的人士。

乙、如閣下為代名人

閣下作為代名人可提出超過一份香港發售股份申請，方法是：(i)透過中央結算及交收系統(「中央結算系統」)向香港結算發出電子認購指示(如閣下為中央結算系統參與者)；或(ii)使用白色或黃色申請表格以本身名義代表不同實益擁有人提交超過一份申請。

丙、填妥並遞交本申請表格的效用

- 閣下填妥並遞交本申請表格，即表示閣下(如屬聯名申請人，則各人共同及個別)代表閣下本身，或作為閣下代其行事的每名人士的代理或代名人：
- 承諾簽立所有相關文件，並指示及授權本公司及／或作為本公司代理的聯席全球協調人(或其代理或代名人)代表閣下簽立任何文件，並代表閣下辦理一切必要事宜，以便根據組織章程細則的規定以閣下名義登記閣下獲分配的任何香港發售股份；
 - 同意遵守《公司條例》、《公司(清盤及雜項條文)條例》、中國《公司法》、《特別規定》及組織章程細則；
 - 確認閣下已閱讀招股章程及本申請表格所載條款及條件以及申請程序，並同意受其約束；
 - 確認閣下已接獲及閱讀招股章程，且閣下提出申請時僅依賴招股章程所載資料及陳述，且將不會依賴招股章程任何補充文件所載者以外的任何其他資料或陳述；

- 確認閣下知悉招股章程內有關全球發售的限制；
- 同意本公司、獨家保薦人、聯席全球協調人、聯席賬簿管理人、聯席牽頭經辦人、包銷商、其各自的董事、高級人員、僱員、合夥人、代理、顧問及參與全球發售的任何其他各方均不會或將不會對並非載於招股章程(及其任何補充文件)的任何資料及陳述負責；
- 承諾及確認閣下或閣下為其利益提出申請的人士並無申請或認購或表示有意認購(亦不會申請或認購或表示有意認購)國際發售的任何國際發售股份，亦無參與國際發售；
- 同意向本公司、H股過戶登記處、收款銀行、獨家保薦人、聯席全球協調人、聯席賬簿管理人、聯席牽頭經辦人、包銷商及／或其各自的顧問及代理披露其所需有關閣下及閣下為其利益提出申請的人士的任何個人資料；
- 若香港境外任何地方的法例適用於閣下的申請，則同意及保證閣下已遵守所有有關法例，且本公司、獨家保薦人、聯席全球協調人、聯席賬簿管理人、聯席牽頭經辦人及包銷商以及其各自任何高級人員或顧問概不會因接納閣下的購買要約，或閣下在招股章程及本申請表格所載條款及條件項下的權利及責任所引致的任何行動，而違反香港境外的任何法例；
- 同意閣下的申請一經接納，即不得因無意的失實陳述而撤銷；
- 同意閣下的申請將受香港法例規管；
- 聲明、保證及承諾(i)閣下明白香港發售股份不曾亦將不會根據美國《證券法》登記；及(ii)閣下及閣下為其利益申請香港發售股份的任何人士均身處美國境外(定義見S規例)，或屬S規例第902條第(h)(3)段所述的人士；
- 保證閣下提供的資料真實及準確；
- 同意接納所申請數目或根據申請分配予閣下但數目較申請為少的香港發售股份；
- 授權本公司將閣下的姓名／名稱列入本公司H股股東名冊，作為閣下獲分配的任何香港發售股份的持有人，並授權本公司及／或其代理以普通郵遞方式按申請所示地址向閣下或聯名申請排名首位的申請人寄發任何H股股票及／或任何退款支票，郵誤風險概由閣下自行承擔，除非閣下符合招股章程內「如何申請香港發售股份—14.寄發／領取H股股票及退回股款—親身領取」一段所述條件親身領取H股股票及／或退款支票；
- 聲明及表示此乃閣下為本身或為其利益提出申請的人士提出及擬提出的唯一申請；
- 明白本公司及聯席全球協調人將依賴閣下的聲明及陳述而決定是否向閣下配發任何香港發售

如閣下欲以本身名義登記將獲發行的香港發售股份，請使用本表格

- 股份，閣下如作出虛假聲明，可能會被檢控；(倘為閣下本身的利益提出申請)保證閣下或作為閣下代理的任何人士或任何其他人士不曾亦不會為閣下的利益以白色或黃色申請表格或向香港結算或白表eIPO服務供應商發出電子認購指示而提出其他申請；及
- (倘閣下作為代理為另一人士的利益提出申請)保證(i)閣下(作為代理或為該人士利益)或該人士或任何其他作為該人士代理的人士不曾亦不會以白色或黃色申請表格或向香港結算或白表eIPO服務供應商發出電子認購指示而提出其他申請；及(ii)閣下獲正式授權作為該人士的代理代為簽署申請表格或發出電子認購指示。

丁、授權書

如閣下透過授權人士提出申請，本公司及聯席全球協調人可按其認為合適的任何條件(包括出示獲授權證明)酌情接納或拒絕閣下的申請。

釐定發售價及分配香港發售股份

預期發售價將於2020年7月7日(星期二)或前後釐定。申請人須繳付最高發售價每股香港發售股份5.10港元，另加1%經紀佣金、0.0027%證監會交易徵費及0.005%聯交所交易費。倘本公司與聯席全球協調人(為其本身及代表包銷商)並無於2020年7月10日(星期五)或之前協定發售價，則全球發售將不會進行。截止辦理認購申請登記前，概不處理香港發售股份的申請或配發任何香港發售股份。

本公司預期於2020年7月15日(星期三)在聯交所網站www.hkexnews.hk及本公司網站www.fengxiang.com公佈協定發售價、國際發售踴躍程度、香港公開發售申請結果及香港公開發售分配基準。香港公開發售的分配結果以及獲接納申請人的香港身份證/護照/香港商業登記號碼(如適用)將於上述網站公佈。

香港公開發售與國際發售之間的發售股份分配將根據招股章程「全球發售的架構」一節所述者予以調整。此外，在若干情況下，聯席全球協調人可酌情決定重新分配香港公開發售及國際發售之間提呈發售的發售股份。根據聯交所發佈的指引信HKEXGL91-18，倘該重新分配並非根據《上市規則》第18項應用指引而作出，則可供分配予香港公開發售的股份總數最多不得超過71,000,000股發售股份，相當於香港公開發售最初分配的兩倍，而最終發售價應定為每股發售股份3.33港元(即招股章程所述的發售價範圍的低位數)。

如閣下成功申請認購香港發售股份(全部或部分)

如閣下申請認購1,000,000股或以上香港發售股份，且已提供閣下申請表格所規定所有資料，閣下可於2020年7月15日(星期三)上午九時正至下午一時正或我們在報章公佈的其他日期，親臨H股過戶登記處香港中央證券登記有限公司(地址為香港灣仔皇后大道東183號合和中心17樓1712-1716室)領取閣下的退款支票及/或H股股票(如適用)。

如閣下為個人申請人並合資格親身領取，則閣下不得授權任何其他人士代為領取。如閣下為公司申請人並合資格派人領取，則閣下的授權代表

須攜同加蓋公司印章的授權書領取。個人及授權代表於領取時均須出示香港中央證券登記有限公司接納的身份證明文件。

如閣下未於指定領取時間內親身領取H股股票及/或退款支票，有關H股股票及/或退款支票將隨即以普通郵遞方式寄往本申請表格所示地址，郵誤風險概由閣下自行承擔。

如閣下申請認購1,000,000股以下香港發售股份，則閣下的退款支票及/或H股股票(如適用)將於2020年7月15日(星期三)或之前以普通郵遞方式寄往有關申請表格所示地址，郵誤風險概由閣下自行承擔。本公司不會就申請時繳付的款項發出收據，亦不會發出臨時所有權文件。

退回款項

若閣下未獲分配任何香港發售股份或申請僅部分獲接納，本公司將不計利息退回閣下的申請股款(包括相關的1%經紀佣金、0.0027%證監會交易徵費及0.005%聯交所交易費)。如發售價低於最高發售價，本公司將不計利息退回多繳申請股款(包括相關的1%經紀佣金、0.0027%證監會交易徵費及0.005%聯交所交易費)。

有關退款程序載於招股章程「如何申請香港發售股份—14.寄發/領取H股股票及退回股款」一段。

香港中央結算(代理人)有限公司(「香港結算代理人」)提出的申請

如本申請表格由香港結算代理人代表發出電子認購指示申請香港發售股份的人士簽署，本申請表格中與招股章程所載者不符的條文將不適用，而以招股章程條文為準。

在不限制此段一般應用的前提下，本申請表格的以下部分在香港結算代理人作簽署人的情況下並不適用：

- 第一頁的「申請人聲明」；
- 第一頁的「警告」；
- 「如閣下為代名人」；
- 「填妥並遞交本申請表格的效用」一節所有陳述及保證，惟首項有關以申請人名義登記香港發售股份及簽署文件使申請人登記成為香港發售股份持有人者除外；
- 「如閣下成功申請認購香港發售股份(全部或部分)」；及
- 「退回款項」。

招股章程「如何申請香港發售股份」一節的以下段落在香港結算代理人作簽署人的情況下並不適用：

- 「8.閣下可提交的申請數目」；及
- 「12.閣下不獲配發發售股份的情況」。

閣下提供予香港中央證券登記有限公司資料的有關影響

香港中央證券登記有限公司及其有關聯的法人團體、董事、高級人員、僱員及代理(「代表」)在法律所容許的最大限度內明確卸棄及免除在任何方面與申請人或代表申請人在此文件提供的或與此文件或在此文件下提供的任何服務相關的任何資料，或申請人或代表申請人提供與此文件或在此文件下提供的任何服務相關的任何其他書面或口頭通訊，有關或相關由申請人或任何其他人士或實體所遭受或招致不論如何造成的任何損失或損害的任何責任。此包括，但不限於，該等資料中不論如何造成的任何錯誤或遺漏，或代表或任何其他人士或實體對該等資料或任何該等資料的文件記錄、影像、記錄或複製品作出的任何依據，或其準確性、完整性、合時性或可靠性。

Personal Data

Personal Information Collection Statement

This Personal Information Collection Statement informs the applicant for, and holder of, Hong Kong Offer Shares, of the policies and practices of the Company and its H Share Registrar in relation to personal data and the Personal Data (Privacy) Ordinance (Chapter 486 of the Laws of Hong Kong) (the "Ordinance").

1. Reasons for the collection of your personal data

It is necessary for applicants and registered holders of securities to supply correct personal data to the Company or its agents and the H Share Registrar when applying for securities or transferring securities into or out of their names or in procuring the services of the H Share Registrar. Failure or refusal to supply the requested data may result in your application for securities being rejected, or in a delay or the withholding, failure or inability of the Company or its H Share Registrar to effect the securities transfers or otherwise render their services. It may also prevent or delay registration or transfers of the Hong Kong Offer Shares which you have successfully applied for and/ or the dispatch of H Share certificate(s), refund cheque(s) and/or e-Refund payment instructions to which you are entitled.

It is important that securities holders inform the Company and the H Share Registrar immediately of any inaccuracies in the personal data supplied and make the correction or an update thereof.

2. Purposes

The personal data of the securities holders may be used, held, processed, and/or stored (by whatever means) for the following purposes:

- processing your application, refund cheque(s) and e-Refund payment instructions, where applicable, verification of compliance with the terms and application procedures set out in this Application Form and the Prospectus and announcing results of allocation of the Hong Kong Offer Shares;
- compliance with applicable laws and regulations in Hong Kong and elsewhere;
- registering new issues or securities transfers into or out of the names of securities holders including, where applicable, HKSCC Nominees;
- maintaining or updating the register of securities holders of the Company;
- verifying securities holders' identities;
- establishing benefit entitlements of securities holders of the Company, such as dividends, distributions in specie, rights issues, open offers, bonus issues, etc.;
- distributing communications from the Company and its subsidiaries;
- compiling statistical information and securities holders' profiles;
- disclosing relevant information to facilitate claims on entitlements; and
- any other incidental or associated purposes relating to the above and/or to enable the Company and the H Share Registrar to discharge their obligations to securities holders and/or regulators and/or any other purposes to which the securities holders may from time to time agree.

3. Transfer of personal data

Personal data held by the Company and its H Share Registrar relating to the securities holders will be kept confidential but the Company and its H Share Registrar may, to the extent necessary for achieving any of the above purposes, disclose, obtain or transfer (whether within or outside Hong Kong) the personal data to, from or with any of the following:

- the Company's appointed agents such as financial advisers and receiving bankers;
- where applicants for securities request a deposit into CCASS, HKSCC or HKSCC Nominees, who/ which will use the personal data for the purposes of operating CCASS;
- any agents, contractors or third-party service providers who offer administrative, telecommunications, computer, payment or other data processing services to the Company or the H Share Registrar in connection with their respective business operation;
- the Stock Exchange, the SFC and any other statutory regulatory or governmental bodies, administrative authorities, courts or otherwise as required by laws, rules or regulations; and
- any persons or institutions with which the securities' holders have or propose to have dealings, such as their bankers, solicitors, accountants, independent financial advisers or registered securities dealers etc.

4. Retention of personal data

The Company and its H Share Registrar will keep the personal data of the applicants and holders of securities for as long as necessary to fulfil the purposes for which the personal data were collected. Personal data which is no longer required will be destroyed or dealt with in accordance with the Ordinance and other applicable law.

5. Access to and correction of personal data

Securities holders have the right to ascertain whether the Company or the H Share Registrar hold their personal data, to obtain a copy of that data, and to correct any data that is inaccurate. In accordance with other applicable law, the securities holder may have the right to request for any other information required under other applicable law or the deletion of personal data that the H Share Registrar no longer have any lawful ground for use. The Company and the H Share Registrar have the right to charge a reasonable fee for the processing of such requests. However, the H Share Registrar shall not charge any fee if it is not permitted under applicable law.

All requests for access to data, correction of data or deletion of data should be addressed to the Company, at the registered address of the Company disclosed in the section headed "Corporate Information" in the Prospectus or as notified from time to time, for the attention of the company secretaries, or the H Share Registrar for the attention of the Privacy Compliance Officer.

By signing this Application Form or by giving electronic application instructions to HKSCC, you agree to all of the above.

個人資料

個人資料收集聲明

此項個人資料收集聲明是向香港發售股份的申請人和持有人說明有關本公司及其H股過戶登記處有關個人資料和香港法例第486章《個人資料(私隱)條例》(「《條例》」)方面的政策和慣例。

1. 收集閣下個人資料的原因

證券申請人及登記持有人以本身名義申請證券或轉讓或受讓證券時或尋求H股過戶登記處的服務時，必須向本公司或其代理人及H股過戶登記處提供準確個人資料。未能或拒絕提供所需資料，可能會導致閣下的證券申請遭拒絕或延遲受理或本公司或其H股過戶登記處暫緩、未能或無法進行證券轉讓或提供服務。此舉亦可能妨礙或延遲登記或轉讓閣下成功申請的香港發售股份及／或寄發閣下應得的H股股票、退款支票及／或電子退款指示。

證券持有人所提供的個人資料如有任何錯誤，須立即通知本公司及H股過戶登記處並進行更正或更新。

2. 目的

證券持有人的個人資料可以任何方式被採用、持有、處理及／或保存，以作下列用途：

- 處理閣下的申請、退款支票及電子退款指示(如適用)、核實是否遵守本申請表格及招股章程所載條款及申請程序以及公佈香港發售股份的分配結果；
- 遵守香港及其他地區的適用法律法規；
- 以證券持有人(包括香港結算代理人(如適用))的名義登記新發行證券或轉讓或受讓證券；
- 存置或更新本公司證券持有人名冊；
- 核實證券持有人的身份；
- 確定本公司證券持有人的受益權利，例如股息、實物分派、供股、公開發售和紅股等；
- 分發本公司及其附屬公司的通訊資料；
- 編製統計資料及證券持有人資料；
- 披露有關資料以便就權益索償；及
- 與上述有關的任何其他附帶或相關用途及／或使本公司及H股過戶登記處能履行對證券持有人及／或監管機構承擔的責任及／或證券持有人不時同意的任何其他用途。

3. 轉交個人資料

本公司及其H股過戶登記處所持有關證券持有人的個人資料將會保密，但本公司及其H股過戶登記處可在為達到上述任何用途之必要情況下，向下列任何人士披露、獲取或轉交(不論在香港境內或境外)有關個人資料：

- 本公司委任的代理，例如財務顧問及收款銀行；
- (如證券申請人要求將證券存入中央結算系統)香港結算或香港結算代理人，彼等將就運作中央結算系統使用有關個人資料；
- 向本公司或H股過戶登記處提供與其各自業務營運有關的行政、電訊、電腦、付款或其他資料處理服務的任何代理、承包商或第三方服務供應商；
- 聯交所、證監會及任何其他法定監管或政府機關、行政機構、法院或法例、規則或法規所規定的其他各方；及
- 證券持有人與其進行或擬進行交易的任何人士或機構，例如彼等的銀行、律師、會計師、獨立財務顧問或註冊證券交易商等。

4. 保留個人資料

本公司及其H股過戶登記處將按收集證券申請人及持有人個人資料所需的用途保留有關個人資料。無需保留的個人資料將會根據《條例》及其他適用法律銷毀或處理。

5. 查閱和更正個人資料

證券持有人有權確定本公司或H股過戶登記處是否持有其個人資料、索取該資料的副本及更正任何不準確資料。證券持有人有權根據其他適用法律要求取得該其他適用法律下所需的任何其他資料或刪除H股過戶登記處不再有任何合法理由使用的個人資料。本公司和H股過戶登記處有權就處理該等要求收取合理費用，但H股過戶登記處不可收取任何適用法律不容許的費用。所有關於查閱資料、更正資料或刪除資料的要求應按招股章程「公司資料」一節所披露或不時通知的本公司註冊地址送交本公司公司秘書，或向H股過戶登記處的私隱事務主任提出。

閣下簽署本申請表格或向香港結算發出電子認購指示，即表示同意上述各項。