How to complete a Provisional Allotment Letter (PAL) 如何填寫暫定配額通知書

Please follow the following steps if you want to subscribe for all Rights Shares provisionally allotted to you:

如欲認購所有獲暫定配發之供股股份,請留意以下步驟:

Please write a cheque / banker's cashier order made payable to "Shui On Land Limited - Provisional Allotment Account" and crossed "Account Payee Only". Write your name and identifier (the number indicated on the middle of Form A on page 1 of your PAL) on the back of your cheque / banker's cashier order.

請填寫支票/銀行本票抬頭人名稱為「Shui On Land Limited」 <u> Provisional Allotment Account</u>」及以「**只准入抬頭人賬戶**」劃 線方式開出。並於支票/銀行本票背頁寫上 閣下的姓名及識別 號(見暫定配額通知書第一頁表格甲中間部份)。

Please write the name of the bank on which the cheque / banker's cashier order is to be drawn.

步驟2:

請填寫支票/銀行本票的付款銀行名稱。

Step 3:

Please write the cheque / banker's cashier order number.

步驟3:

請填寫支票/銀行本票號碼。

Step 4:

Please provide your contact telephone number.

步驟4:

請提供 閣下聯絡電話號碼。

Step 5:

Please staple a cheque / banker's cashier order to the duly completed PAL and submit the application to Shops 1712–1716, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong or 3rd Floor, Futura Plaza, 111-113 How Ming Street, Kwun Tong, Kowloon, Hong Kong by no later than 4:00 p.m. on Monday, 13 May 2013.

請將有關支票/銀行本票緊釘於已填妥的暫定配額通知書上, 並遞交至香港灣仔皇后大道東183號合和中心17樓1712-1716室或 香港九龍觀塘巧明街111-113號富利廣場3樓,惟不得遲於2013年 5月13日(星期一)下午4時正。

Form A 表格甲

IMPORTANT

Please stanle vour paymen 請將股款

音港 港仔 皇后大道東183號 合和中心17樓1712-1716室

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請將股款 緊釘在此

THIS DOCUMENT IS VALUABLE AND HANNEHCHAILE AND INCLUDIES TOURI INVINCENCE A LEVISION. In Contraction to the Open And MONDAY, 13 MAY 2013.

本文件具有價值及可轉讓・務請 閣下立即處理。格文件及隨州之額外申購表格所載之提星要約於2013年5月13日 星期一)下午4時正截止。

Dealings in the securities of the Company, the NIP Paid Rights and the Rights Shares may be settled through CCASS and you should consult your licensed securities dealer, bank manager, solicitor, professional accountant or other professional adviser for details of those settlement arrangements and how such arrangements may affect your rights and interests. Existing Shares have been dealt in on an ex-rights basis from Thursday, 18 April 2013. Dealings in the NIP Paid Rights will take place from Tuesday, 30 April 2013 to Wednesday, 8 May 2013 (both days inclusive).

This provisional allotment letter in relation to the Rights Issue (the "Provisional Allotment Letter") and any acceptance of and application made under it are governed by and shall be construed in accordance with the laws of Hong Kong.



SHULON LAND

Shui On Land Limited 瑞安房地產有限公司*

(Stock code: 272) (股份代號: 272) RIGHTS ISSUE

RIGHTS ISSUE
ON THE BASIS OF ONE RIGHTS SHARE
FOR EVERY THREE EXISTING SHARES HELD ON THE RECORD DATE
AT HK\$1.84 PER RIGHTS SHARE
按記錄日期
每持有三股現有股份獲發一股供股股份之基準
以每股供股股份1.84港元進行供股
PAYABLE IN FULL ON ACCEPTANCE
BY NOT LATER THAN 4:00 P.M. ON MONDAY, 13 MAY 2013
股款須不遲於2013年5月13日(星期一)下午4時正接納時全數繳足

PROVISIONAL ALLOTMENT LETTER 暫定配額通知書

Registered Office: 註冊辦事處: 190 Elgin Avenue George Town Grand Cayman KY1-9005 Cayman Islands

瑞安廣場26樓

港灣道6至8號

> 項均須以支票或銀行本票以港元繳付。支票必須由書 考不會獲發收據。

Chan Tai Man Flat A, 18/F, HK Building, Central

XX Bank ****************** .000456 12345678 ************

處香港以外地區之人士如有意接納獲 l。填妥、簽署及交回本暫定配額通知 限公司代表中央結算系統參與者認購

Name(s) and address of the Qualifying Shareholder(s) 合資格股東姓名及地址

HK.



Chan Tai Man

HK Building, Central

Flat A, 18/F,

HK.

Please staple

1971 皇后大道東183號 合和中心17樓1712-1716室

瑞安房地產有限公司(「貴公司」) 列位董事 台照

Number of excess Rights Sh 所申請之額外供股股份數目

Please follow the following steps if you want to apply for excess Rights Shares:

如欲申請額外供股股份,請留意以下步驟:

Step 1:

Please write down the number of excess Rights Shares you want to apply for and the total amount payable (number of excess Rights Shares being applied for x HK\$1.84 per Rights Share) in the appropriate boxes in ink (preferably in black) and mark "x" in the corresponding boxes underneath. The example is for illustration purpose only.

請在適當空格內用墨水筆(以黑色為佳)填寫 閣下 欲申請之額外供股股份數目及應付之股款總額(所 申請之額外供股股份數目x每股供股股份1.84港元) 並在其下相對應空格內填上「x」。例子僅供參考。

Please write a cheque / banker's cashier order made payable to "Shui On Land Limited - Excess Application Account" and crossed "Account Payee Only". Write your name and identifier (the number indicated on the top right hand side on your EAF) on the back of your cheque banker's cashier order.

青填寫支票/銀行本票抬頭人名稱為Γ<mark>Shui On Land</mark> Limited — Excess Application Account]及以「只准 **入抬頭人賬戶**」劃線方式開出。並於 閣下的姓名及識別號(見額外申購表格之

Step 3:

Please write the name of the bank on which cheque / banker's cashier order is to be drawn.

步驟3:

請填寫支票/銀行本票的付款銀行名稱

Step 4:

Signature(s) of applicant(s) (all joint applicant(s) must sign).

步驟4:

申請人簽署(所有聯名申請人均須簽署)。

Step 5:

Please write the cheque / banker's cashier order number.

步驟5:

請填寫支票/銀行本票號碼。

Excess Application F 額外申購表格編號

Identifier 識別號



HK Dollars TWENTY TWO THOUSAND TISEP TO THOUSAND THOUSAND THOUSAND THOUSAND THOUSAND TO THOUSAND THOUSAND TO THOUSAND TH

XX銀行

HK\$22,714.80

SEVEN HUNDRED FOURTEEN AND EIGHTY CENTS ONLY

Chan Tai Man

000456 018744

Step 6:

Please provide your contact telephone number.

步驟6:

請提供 閣下聯絡電話號碼。

Step 7:

Please write the date.

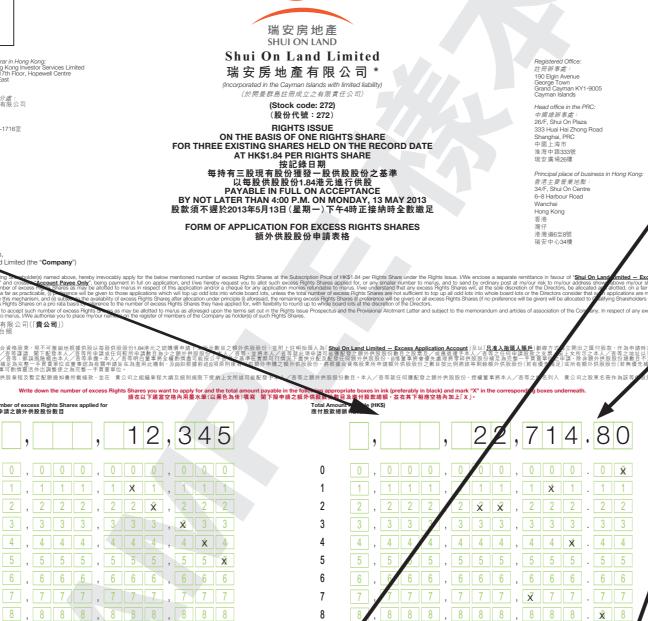
步驟7:

請填寫日期。

Please staple a cheque / banker's cashier order to the duly completed EAF and submit the application to Shops 1712-1716, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong or 3rd Floor, Futura Plaza, 111-113 How Ming Street, Kwun Tong, Kowloon, Hong Kong by no later than 4:00 p.m. on Monday, 13 May 2013.

步驟8:

請將有關支票/銀行本票緊釘於已填妥的額外申 購表格上,並遞交至香港灣仔皇后大道東183號合 和中心17樓1712-1716室或香港九龍觀塘巧明街 111-113號富利廣場3樓,惟不得遲於2013年5月13 日(星期一)下午4時正。



Chan Tai Man

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9,999,999,999

就任何簿配础之额外供股股份·授權董事將本人/吾等之姓名別入 雷公司之股東名冊作為該等額外供股股份

25-01-2013

1234 5678