

BLUE Form 藍表 (Assured Entitlement 保證配額)
Please use this Application Form if you are a Qualifying ZhengTong Shareholder and
have difficulties applying online via www.eipo.com.hk
閣下如為合資格正通汽車股東且透過 www.eipo.com.hk 進行網上申請時遇到困難，請使用本申請表格

Please 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 Shanghai Dongzheng Automotive Finance Co., Ltd.* (the “Company”) dated March 14, 2019 (the “Prospectus”).

本申請表格使用上海東正汽車金融股份有限公司(「本公司」)於2019年3月14日刊發的招股章程(「招股章程」)所界定的相同詞語。

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Copies of the Prospectus, all related Application Forms and the other documents specified in the “Documents Delivered to the Registrar of Companies and Available for Inspection” section in Appendix V of 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 in Hong Kong take no responsibility for the content of these documents.

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Shanghai Dongzheng Automotive Finance Co., Ltd.*

上海東正汽車金融股份有限公司

(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之股份有限公司)

Stock Code : 2718

股份代號 : 2718

Maximum Offer Price : HK\$6.30 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6.30港元，另加1.0%經紀佣金、

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Applicants' declaration

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Name(s) and address of the Qualifying ZhengTong Shareholder
 合資格正通汽車股東姓名/名稱及地址

User ID 使用者編號

Access Code 通行編號

<p>Apply for Assured Entitlement of Reserved Shares You may apply for a number of Reserved Shares pursuant to your Assured Entitlement that is equal to or less than the number stated in Box B. If you intend to apply for a number of Reserved Shares that is less than your Assured Entitlement, you MUST apply for a number which is one of the numbers set out in the table below (other than HKSCC Nominees). If you intend to apply for a number of Assured Entitlement which is not one of the numbers set out in the table below, you MUST apply by using Blue Form eIPO only. If you wish to apply for excess Reserved Shares in addition to your Assured Entitlement, you should complete and sign the Blue Application Form for excess Reserved Shares and lodge it, together with a separate remittance for the full amount payable on application in respect of the excess Reserved Shares applied for or apply through the Blue Form eIPO service via www.eipo.com.hk. You need to complete and sign this Application Form and submit one cheque (or banker's cashier order) for the exact amount of remittance printed in Box B on the right or in the table below. 申請保證配額之預留股份 閣下申請保證配額之預留股份數目可相等或少於B欄列明的數目。倘閣下擬申請的預留股份數目少於閣下的保證配額，閣下必須申請下表中的其中一個數目(香港結算代理人除外)。倘閣下擬申請不在下表中的其中一個保證配額數目，閣下必須用藍表eIPO申請。倘閣下擬申請保證配額以外的超額預留股份，則須填妥並簽署申請超額預留股份之藍色申請表格，並單獨匯款足額支付所申請超額預留股份的應付股款，或透過www.eipo.com.hk使用藍表eIPO服務遞交申請。 閣下須填妥及簽署本申請表格並提交一張支票(或銀行本票)支付於右方乙欄或下表列明的應付確切金額。</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;">Box A 甲欄</td> <td>Number of ZhengTong Shares registered in your name as at 4:30 p.m. on Thursday, March 7, 2019 (the "Record Date"): 於2019年3月7日(星期四)(「記錄日期」)下午四時三十分以閣下名義登記之正通股份數目:</td> </tr> <tr> <td>Box B 乙欄</td> <td>Number of Reserved Shares in your Assured Entitlement (Amount payable if your Assured Entitlement is taken up in full): 閣下所獲保證配額之預留股份數目(倘保證配額全數獲接納時應付之款項):</td> </tr> <tr> <td></td> <td align="right">HK\$港幣</td> </tr> </table>	Box A 甲欄	Number of ZhengTong Shares registered in your name as at 4:30 p.m. on Thursday, March 7, 2019 (the "Record Date"): 於2019年3月7日(星期四)(「記錄日期」)下午四時三十分以閣下名義登記之正通股份數目:	Box B 乙欄	Number of Reserved Shares in your Assured Entitlement (Amount payable if your Assured Entitlement is taken up in full): 閣下所獲保證配額之預留股份數目(倘保證配額全數獲接納時應付之款項):		HK\$港幣
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	HK\$港幣						

Shanghai Dongzheng Automotive Finance Co., Ltd.* 上海東正汽車金融股份有限公司 Stock Code 股份代號 2711 (每股預留股份 6.30 港元 HK\$6.30 per Reserved Share) NUMBER OF RESERVED SHARES THAT MAY BE APPLIED FOR UNDER THE BLUE FORM 可供申請認購的預留股份數目及款項					
No. of Reserved Shares applied for 申請認購的預留股份數目	Amount payable on application 申請時應繳款項 HK\$ 港元	No. of Reserved Shares applied for 申請認購的預留股份數目	Amount payable on application 申請時應繳款項 HK\$ 港元	No. of Reserved Shares applied for 申請認購的預留股份數目	Amount payable on application 申請時應繳款項 HK\$ 港元
1,000	6,363.49	20,000	127,269.70	100,000	636,349.50
2,000	12,726.97	25,000	159,087.13	200,000	1,272,697.00
3,000	19,090.46	30,000	190,904.55	300,000	1,909,045.53
4,000	25,453.94	35,000	222,721.98	400,000	2,545,394.04
5,000	31,817.43	40,000	254,539.40	500,000	3,181,742.55
6,000	38,180.91	45,000	286,356.83	600,000	3,818,091.06
7,000	44,544.40	50,000	318,174.26	700,000	4,454,439.57
8,000	50,907.88	60,000	381,742.55	800,000	5,090,788.08
9,000	57,271.37	70,000	445,394.40	900,000	5,727,136.59
10,000	63,634.85	80,000	509,045.53	1,000,000	6,363,485.10
15,000	95,452.28	90,000	572,713.65	2,000,000	12,726,970.20

Write down the number of Assured Entitlement you want to apply for and the total amount payable in the following appropriate boxes in ink (preferably in black) and mark "X" in the corresponding boxes underneath. 請在以下適當空格內用墨水筆(以黑色為佳)填寫閣下擬申請之保證配額數目及總款項，並在相應空格內標記「X」。

<p>Number of Assured Entitlement applied for 申請保證配額數目</p> <table border="1" style="width: 100%; border-collapse: collapse; text-align: center;"> <tr><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td></tr> <tr><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td></tr> <tr><td>1</td><td>1</td><td>1</td><td>1</td><td>1</td><td>1</td></tr> <tr><td>2</td><td>2</td><td>2</td><td>2</td><td>2</td><td>2</td></tr> <tr><td>3</td><td>3</td><td>3</td><td>3</td><td>3</td><td>3</td></tr> <tr><td>4</td><td>4</td><td>4</td><td>4</td><td>4</td><td>4</td></tr> <tr><td>5</td><td>5</td><td>5</td><td>5</td><td>5</td><td>5</td></tr> <tr><td>6</td><td>6</td><td>6</td><td>6</td><td>6</td><td>6</td></tr> <tr><td>7</td><td>7</td><td>7</td><td>7</td><td>7</td><td>7</td></tr> <tr><td>8</td><td>8</td><td>8</td><td>8</td><td>8</td><td>8</td></tr> <tr><td>9</td><td>9</td><td>9</td><td>9</td><td>9</td><td>9</td></tr> </table>							0	0	0	0	0	0	1	1	1	1	1	1	2	2	2	2	2	2	3	3	3	3	3	3	4	4	4	4	4	4	5	5	5	5	5	5	6	6	6	6	6	6	7	7	7	7	7	7	8	8	8	8	8	8	9	9	9	9	9	9	<p>Total amount of remittance (HK\$) 付款總額(港元)</p> <table border="1" style="width: 100%; border-collapse: collapse; text-align: center;"> <tr><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td></tr> <tr><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td></tr> <tr><td>1</td><td>1</td><td>1</td><td>1</td><td>1</td><td>1</td></tr> <tr><td>2</td><td>2</td><td>2</td><td>2</td><td>2</td><td>2</td></tr> <tr><td>3</td><td>3</td><td>3</td><td>3</td><td>3</td><td>3</td></tr> <tr><td>4</td><td>4</td><td>4</td><td>4</td><td>4</td><td>4</td></tr> <tr><td>5</td><td>5</td><td>5</td><td>5</td><td>5</td><td>5</td></tr> <tr><td>6</td><td>6</td><td>6</td><td>6</td><td>6</td><td>6</td></tr> <tr><td>7</td><td>7</td><td>7</td><td>7</td><td>7</td><td>7</td></tr> <tr><td>8</td><td>8</td><td>8</td><td>8</td><td>8</td><td>8</td></tr> <tr><td>9</td><td>9</td><td>9</td><td>9</td><td>9</td><td>9</td></tr> </table>							0	0	0	0	0	0	1	1	1	1	1	1	2	2	2	2	2	2	3	3	3	3	3	3	4	4	4	4	4	4	5	5	5	5	5	5	6	6	6	6	6	6	7	7	7	7	7	7	8	8	8	8	8	8	9	9	9	9	9	9
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 * Cheque or banker's cashier order should be crossed "Account Payee Only" and made payable to "Ting Hong Nominees Limited - Dongzheng AFC Preferential Offer". The applicant's name/the first applicant's name on the joint application must be the same as the name pre-printed or certified/endorsed by the drawee bank on the cheque/banker's cashier order.
 支票或銀行本票須以「只准入抬頭人賬戶」方式劃線開出，並須註明抬頭人為「鼎康代理人有限公司-東正金融優先發售」。申請人名稱/聯名申請的排名首位申請人名稱須與在支票/銀行本票的預印名稱或付款銀行證明/背面簽署的名稱相同。

Cheque/Banker's cashier order number* 支票/銀行本票號碼* _____
 Name of bank on which cheque/banker's cashier order is drawn* 支票/銀行本票之付款銀行名稱* _____
 Contact telephone no. 聯絡電話號碼 _____

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):

You (or, if you are joint applicants, the first-named applicant) must provide your Hong Kong identity card number/passport number/Hong Kong business registration certificate number (Please delete as appropriate) 閣下或(倘閣下為聯名申請人)排名首位申請人必須提供香港身份證號碼/護照號碼/香港商業登記號碼(請刪除不適用者) _____

Date 日期: _____ / _____ / _____
 D 日 M 月 Y 年

Please staple your payment here
請將股款緊釘在此

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* For identification purposes only

* 僅供識別

BLUE Form 藍表 (Excess Application 超額申請)
Please use this Application Form if you are a Qualifying ZhengTong Shareholder and have difficulties applying online via www.eipo.com.hk
閣下如為合資格正通汽車股東且透過 www.eipo.com.hk 進行網上申請時遇到困難，請使用本申請表格

Name(s) and address of the Qualifying ZhengTong Shareholder
 合資格正通汽車股東姓名/名稱及地址

User ID 使用者編號

Access Code 通行編號

Apply for Excess Reserved Shares
 Other than Assured Entitlement, you may apply for excess Reserved Shares. If you intend to apply for excess Reserved Shares, you MUST apply for a number of excess Reserved Shares which is one of the numbers set out in the table below (other than HKSCC Nonimisees). If you intend to apply for a number of excess Reserved Shares which is not one of the numbers set out in the table below, you MUST apply by using Blue Form eIPO only. If you wish to apply for excess Reserved Shares in addition to your Assured Entitlement, you should complete and sign the Blue Application Form for excess Reserved Shares and lodge it, together with a separate remittance for the full amount payable on application in respect of the excess Reserved Shares applied for or apply through the Blue Form eIPO service via www.eipo.com.hk.
 You need to complete and sign this Application Form and submit one cheque (or banker's cashier order) for the exact amount of remittance in the table below.
申請超額預留股份
 除保證配額外，閣下亦可申請超額預留股份。倘閣下擬申請超額預留股份，閣下必須申請下表中載列的其中一個超額預留股份數目(香港結算代理人除外)。倘閣下擬申請不在下表中載列的其中一個超額預留股份數目，閣下必須用藍表eIPO申請。倘閣下擬申請保證配額以外的超額預留股份，則須填妥並簽署申請超額預留股份之藍色申請表格，並單獨匯款足額支付所申請超額預留股份的應付股款，或透過www.eipo.com.hk使用藍表eIPO服務遞交申請。閣下須填妥及簽署本申請表格並提交一張支票(或銀行本票)支付下表中載列的應付確切金額。

Shanghai Dongzheng Automotive Finance Co., Ltd.* 上海東正汽車金融有限公司 (Stock Exchange Code: 1668) (每股預留股份 6.30 港元 HK\$6.30 per reserved share)							
NUMBER OF EXCESS RESERVED SHARES THAT MAY BE APPLIED FOR AND PAYMENTS							
No. of excess Reserved Shares applied for 申請認購的超額預留股份數目	Amount payable on application 申請時應繳款項 HK\$ 港元	No. of excess Reserved Shares applied for 申請認購的超額預留股份數目	Amount payable on application 申請時應繳款項 HK\$ 港元	No. of excess Reserved Shares applied for 申請認購的超額預留股份數目	Amount payable on application 申請時應繳款項 HK\$ 港元	No. of excess Reserved Shares applied for 申請認購的超額預留股份數目	Amount payable on application 申請時應繳款項 HK\$ 港元
1,000	6,363.49	20,000	127,269.70	100,000	636,348.51	3,000,000	19,090,455.30
2,000	12,726.97	25,000	159,087.13	200,000	1,272,697.02	4,000,000	25,453,940.40
3,000	19,090.46	30,000	190,904.55	300,000	1,909,045.53	5,000,000	31,817,425.50
4,000	25,453.94	35,000	222,721.98	400,000	2,545,394.04	6,000,000	38,180,910.60
5,000	31,817.43	40,000	254,539.40	500,000	3,181,742.55	7,000,000	44,544,395.70
6,000	38,180.91	45,000	286,356.83	600,000	3,818,091.06	8,000,000	50,907,880.80
7,000	44,544.40	50,000	318,174.25	700,000	4,454,439.57	9,000,000	57,271,365.90
8,000	50,907.88	60,000	381,742.55	800,000	5,090,788.08	10,000,000	63,634,851.00
9,000	57,271.37	70,000	445,310.85	900,000	5,727,136.59	20,000,000	127,269,702.00
10,000	63,634.85	80,000	509,078.85	1,000,000	6,363,485.10	26,675,462	169,748,904.98
15,000	95,452.28	90,000	727,113.66	2,000,000	12,726,970.20		

Write down the number of excess Reserved Shares you want to apply for and the total amount payable in the following appropriate boxes in ink (preferably in black) and mark "X" in the corresponding boxes underneath.
 請在以下適當空格內用墨水筆(以黑色為佳)填寫閣下擬申請之超額預留股份數目及應繳總額，並在相應空格內加上「X」。

Number of excess Reserved Shares applied for 申請超額預留股份數目				Total amount of remittance (HK\$) 付款總額(港元)			
0	0	0	0	0	0	0	0
1	1	1	1	1	1	1	1
2	2	2	2	2	2	2	2
3	3	3	3	3	3	3	3
4	4	4	4	4	4	4	4
5	5	5	5	5	5	5	5
6	6	6	6	6	6	6	6
7	7	7	7	7	7	7	7
8	8	8	8	8	8	8	8
9	9	9	9	9	9	9	9

You must pay for the excess Reserved Shares applied for by a separate cheque or banker's cashier order.
 閣下必須以獨立開出的支票或銀行本票支付所申請的超額預留股份。
 *Cheque or banker's cashier order should be crossed "Account Payee Only" and made payable to "Ting Hong Nominees Limited - Dongzheng AFC Preferential Offer". The applicant's name/the first applicant's name on the joint application must be the same as the name pre-printed or certified/endorsed by the drawee bank on the cheque/banker's cashier order.
 *支票或銀行本票須以「只准入抬頭人賬戶」方式劃線開出，並須註明抬頭人為「鼎康代理人有限公司-東正金融優先發售」。申請人名稱/聯名申請的排名首位申請人名稱須與在支票/銀行本票的預印名稱或付款銀行證明/背面簽署的名稱相同。

Cheque/Banker's cashier order number*
 支票/銀行本票號碼* _____
 Name of bank on which cheque/banker's cashier order is drawn*
 支票/銀行本票之付款銀行名稱* _____
 Contact telephone no.
 聯絡電話號碼 _____

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):

You (or, if you are joint applicants, the first-named applicant) must provide your Hong Kong identity card number/passport number/Hong Kong business registration certificate number (Please delete as appropriate)
 閣下或(倘閣下為聯名申請人)排名首位申請人必須提供香港身份證號碼/護照號碼/香港商業登記號碼(請刪除不適用者) _____

Date 日期: _____ / _____ / _____
 D 日 M 月 Y 年

Application Form for Assured Entitlement 保證配額申請表格

For Qualifying ZhengTong Shareholders, applications will be accepted until
12:00 noon on Tuesday, March 19, 2019.

You must read the conditions and instructions attached to this
Application Form. To be valid, you must complete all applicable parts
of this Application Form. Please write clearly in English and in ink.

合資格正通汽車股東的截止接受申請時間為
2019年3月19日(星期二)中午十二時正。

閣下務必細閱本申請表格隨附的條件及指示。
本申請表格各適用部分必須以英文用墨水筆或
原子筆清楚填妥，方為有效。

To: Shanghai Dongzheng Automotive Finance Co., Ltd.*
Joint Sponsors
Joint Global Coordinators
Joint Bookrunners
Joint Lead Managers
The Hong Kong Underwriters

致：上海東正汽車金融股份有限公司
联席保薦人
联席全球協調人
联席賬簿管理人
联席牽頭經辦人
香港包銷商

I/We:

- being the Qualifying ZhengTong Shareholder(s) named overleaf, **apply** for the number of Reserved Shares specified or deemed to be specified, on the terms and conditions of the Prospectus and this Application Form, and subject to the Articles of Association of the Company;
- **enclose** payment in full for the Reserved Shares applied for at the Maximum Offer Price of HK\$6.30 per Offer Share, plus a 1% brokerage fee, a 0.0027% SFC transaction levy and a 0.005% Stock Exchange trading fee;
- **undertake** and **agree** to accept the Reserved Shares applied for, or any lesser number allotted to me/us on this application;
- **warrant** that this is the only application made by me/us for Reserved Shares for my/our Assured Entitlement for my/our own benefit;
- **understand** and **confirm** that these declarations and representations will be relied upon by the Company and the Joint Global Coordinators in deciding whether or not to make any allotment of Reserved Shares to me/us, and I/we accept responsibility for this application and that I/we may be prosecuted for making a false declaration;
- **authorize** the Company to place my/our name(s) on the H Share Register as the holder(s) of any Reserved Shares to be allotted to me/us and such other registers as required under the Articles of Association of the Company, and despatch any H Share certificate(s) (where applicable) and/or any refund cheque(s) (where applicable) to me/us by ordinary post at my/our own risk to the address stated in this Application Form unless I/we have applied for 1,000,000 Reserved Shares or more and I/we am/are eligible to collect my H Share certificate(s) and/or any refund cheque (where applicable) personally, as provided in this Application Form;
- **undertake** to sign all documents and to do all things necessary to enable me/us to be registered as the holder of the Reserved Shares to be allocated to me/us, and as required by the Articles of Association of the Company;
- **request** that any refund cheque(s) be made payable to me/the first-named of us (in the case of joint applicants) in this Application Form;
- **have** read the terms and conditions and application procedures set out on the pages attached to this Application Form and in the Prospectus and agree to be bound by them, and am aware of the restrictions on the Preferential Offering described in the Prospectus;

本人/我們：

- 乃名列背頁之合資格正通汽車股東，按照招股章程及本申請表格所載條款及條件以及在該公司組織章程細則之規限下，申請所指定或視作指定數目之預留股份；
- 附收最多發售每三股發售股份6.30港元計算申請認購預留股份所需的款項付款(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)；
- 承諾及同意接納本人/我們就本申請所申請認購的預留股份，或獲配發的任何較少數目；
- 保證是項申請乃本人/我們就預留股份為本人/我們本身利益就本人/我們的保證配額作出之唯一申請；
- 明白及確認 貴公司及聯席全球協調人將依賴該等聲明及陳述，以決定是否就本申請向本人/我們配發任何預留股份，而本人/我們如果作出虛假聲明可能會被檢控；
- 授權 貴公司將本人/我們的姓名/名稱列入股東名冊內，作為將配發予本人/我們的任何預留股份的持有人，及根據 貴公司組織章程細則規定的其他登記冊內，並按本申請表格上所示地址以普通郵遞方式向本人/我們寄發任何股票(如適用)及/或任何退款支票(如適用)，郵誤風險概由本人/我們自行承擔(除非本人/我們申請1,000,000股或以上預留股份，且本人/我們符合資格按本申請表格規定親自領取任何股票及/或任何退款支票(如適用))；
- 承諾簽署所有文件並採取所有必要的事宜，以及根據 貴公司組織章程細則規定讓本人/我們登記為本人/我們獲分配的預留股份的持有人；
- 要求任何退款支票以本人/本申請表格內我們的排名首位者(倘屬聯名申請人)為抬頭人；
- 已細閱本申請表格隨附各頁及招股章程所載的條款和條件及申請程序，並同意受其約束且知悉招股章程所述有關優先發售的限制；

- **represent, warrant and undertake** that the allotment of, or application for, the Reserved Shares would not require the Company, the Joint Sponsors, the Joint Global Coordinators, the Joint Bookrunners, the Joint Lead Managers or the Underwriters to comply with any requirements under any law or regulation (whether or not having the force of law) of any territory outside Hong Kong;
- **represent, warrant and undertake** that I am not/we are not restricted by any applicable laws of Hong Kong or elsewhere from making this application, paying any application monies for, or being allotted or taking up any Reserved Shares; that I/we understand that the Reserved Shares have not been and will not be registered under the U.S. Securities Act; and that I/we will acquire the Reserved Shares in an **“offshore transaction”** (within the meaning of Regulation S); and
- **agree** that this application, any acceptance of it and the resulting contract, will be governed by and construed in accordance with the laws of Hong Kong.
- **聲明、保證及承諾**獲配發或申請認購預留股份不會引致 貴公司、聯席保薦人、聯席全球協調人、聯席賬簿管理人、聯席牽頭經辦人或包銷商須遵從香港以外任何地區的任何法律或法規的任何規定(不論是具法律效力)；
- **聲明、保證及承諾**本人/我們並非香港或其他地區任何適用法律規定不得作出是項申請、支付任何申請款項或獲配發或接納任何預留股份的受限制人士；及本人/我們明白預留股份並無亦將不會根據美國證券法登記，而本人/我們將在「**離岸交易**」(定義見S規例)中購買預留股份；及
- **同意**本申請、任何對本申請的接納以及因此訂立的合約，將受香港法例規管及按其詮釋。

Warning:

- It is important that you read the terms and conditions and application procedures overleaf.
- You must sign this application in writing (and not by way of personal chop), otherwise the application is liable to be rejected.
- Only one application may be made for the benefit of any person for the Reserved Shares (other than an application (if any) made either through the Blue Form eIPO service via www.eipo.com.hk or on a BLUE Application Form for his/its Assured Entitlement applications in the capacity as a Qualifying ZhengTong Shareholder). Please refer to the last four bullets of **“Effect of competing applications when submitting this Application Form”** section.
- You may be prosecuted if you make a false declaration.
- All information stated in this Application Form must be the same as that maintained by China ZhengTong Auto Services Holdings Limited or any of its wholly-owned subsidiaries.
- **You must complete this application in English in BLOCK letters (not Chinese name) unless otherwise stated, otherwise the application is liable to be rejected.**
- Any alteration to any application detail that you provide on this Application Form should be authorized by the signature of the applicant.
- If you are joint applicants, the first-named applicant must provide your Hong Kong identity card number/passport number/Hong Kong business registration certificate number.

警告：

- 閣下必須細閱背頁的條款和條件及申請程序。
- 閣下必須以書面方式(不得以個人印章方式)簽署本申請表格，否則申請會遭拒絕受理。
- 警告：任何人只限作出一次為其利益而進行的預留股份認購申請(以合資格正通汽車股東身份就其保證配額通過 www.eipo.com.hk 採用藍表 eIPO 服務或採用藍色申請表格提出的申請(如有)除外)。請參閱「**填交本申請表格的效用**」一節最後四點。
- 倘閣下作出虛假聲明，則可遭檢控。
- 在本申請表格中聲明的所有資料必須與中國正通汽車服務控股有限公司或其任何全資附屬公司所保存者相同。
- 除中文姓名/名稱外，閣下必須以英文正楷填妥本申請(除非另有指明)，否則申請會被拒絕受理。
- 閣下於本申請表格提供的任何申請資料如有任何更改，須由申請人簽署授權。
- 閣下或(倘閣下為聯名申請人)排名首位申請人必須提供香港身份證號碼/護照號碼/香港商業登記號碼。

Application Form for Excess Reserved Shares
 超額預留股份申請表格

For Qualifying ZhengTong Shareholders, applications will be accepted until 12:00 noon on Tuesday, March 19, 2019.

You must read the conditions and instructions attached to this Application Form. To be valid, you must complete all applicable parts of this Application Form. Please write clearly in English and in ink.

合資格正通汽車股東的截止接受申請時間為2019年3月19日(星期二)中午十二時正。閣下務必細閱本申請表格隨附的條件及指示。本申請表格各適用部分必須以英文用墨水筆或原子筆清楚填妥，方為有效。

To: Shanghai Dongzheng Automotive Finance Co., Ltd.*
 Joint Sponsors
 The Joint Global Coordinators
 Joint Bookrunners
 Joint Lead Managers
 The Hong Kong Underwriters

致：上海東正汽車金融股份有限公司
 联席保薦人
 联席全球協調人
 联席賬簿管理人
 联席牽頭經辦人
 香港包銷商

I/We:

- being the Qualifying ZhengTong Shareholder(s) named overleaf, **apply** for the number of excess Reserved Shares specified or deemed to be specified, on the terms and conditions of the Prospectus and this Application Form, and subject to the Articles of Association of the Company;
- **enclose** payment in full for the excess Reserved Shares applied for at the Maximum Offer Price of HK\$6.30 per Offer Share, plus a 1% brokerage fee, a 0.0027% SFC transaction levy and a 0.005% Stock Exchange trading fee;
- **undertake** and **agree** to accept the excess Reserved Shares applied for, or any lesser number allotted to me/us in this application;
- **warrant** that this is the only application made by me/us for excess Reserved Shares for my/our own benefit;
- **understand** and **confirm** that these declarations and representations will be relied upon by the Company and the Joint Global Coordinators in deciding whether or not to make any allotment of excess Reserved Shares to me/us in response to this application and that I/we will be prosecuted for making a false declaration;
- **authorize** the Company to place (our name(s)) on the H Share Register as the holder(s) of excess Reserved Shares to be allotted to me/us and such other registers as required under the Articles of Association of the Company, and dispatch any H Share certificate(s) (where applicable) and/or any refund cheque(s) (where applicable) to me/us by ordinary post at my/our own risk to the address stated in this Application Form. I/we have applied for 1,000,000 excess Reserved Shares or more and I/we am/are eligible to collect any H share certificate(s) and/or any refund cheque (where applicable) personally, as provided in this Application Form;
- **undertake** to sign all documents and to do all things necessary to enable me/us to be registered as the holder of the excess Reserved Shares to be allocated to me/us, and as required by the Articles of Association of the Company;
- **request** that any refund cheque(s) be made payable to me/ the first-named of us (in the case of joint applicants) in this Application Form;

本人/我們：

- 乃名列背頁合資格正通汽車股東，按招股章程及本申請表格所載條款及條件以及貴公司組織章程細則之限制，申請所指定或視為指定數目之超額預留股份；
- 隨附以最高發售價每股發售股份6.30港元計算申請認購超額預留股份所需的全數付款(包括1%經紀佣金、0.0027%證監會交易徵費及0.005%聯交所交易費)；
- 承諾及同意接受本人/我們就本申請所申請認購的超額預留股份，或獲配發的任何較少數目；
- 保證這項申請乃本人/我們就超額預留股份為本人/我們本身利益作出之唯一申請；
- 明白及確認 貴公司及聯席全球協調人將依賴該等聲明及陳述，以決定是否就本申請向本人/我們配發任何超額預留股份，而本人/我們如果作出虛假聲明可能會被檢控；
- 授權 貴公司將本人/我們的姓名/名稱列入股東名冊內，作為將配發予本人/我們的任何超額預留股份的持有人，及根據 貴公司組織章程細則規定的其他登記冊內，並按本申請表格上所示地址以普通郵遞方式向本人/我們寄發任何H股股票(如適用)及/或任何退款支票(如適用)，郵誤風險概由本人/我們自行承擔(除非本人/我們申請1,000,000股或以上超額預留股份，且本人/我們符合資格按本申請表格所述親自領取任何H股股票及/或任何退款支票(如適用))；
- 承諾簽署所有文件並採取所有必要的事宜，以及根據 貴公司組織章程細則規定讓本人/我們登記為本人/我們獲分配超額預留股份的持有人；
- 要求任何退款支票以本人/本申請表格內我們的排名首位者(倘屬聯名申請人)為抬頭人；

- **have** read the terms and conditions and application procedures set out on the pages attached to this Application Form and in the Prospectus and agree to be bound by them, and am aware of the restrictions on the Preferential Offering described in the Prospectus;
- **represent, warrant and undertake** that the allotment of, or application for, the excess Reserved Shares would not require the Company, the Joint Sponsors, the Joint Global Coordinators, the Joint Bookrunners, the Joint Lead Managers or the Underwriters to comply with any requirements under any law or regulation (whether or not having the force of law) of any territory outside Hong Kong;
- **represent, warrant and undertake** that I am not/we are not restricted by any applicable laws of Hong Kong or elsewhere from making this application, paying any application monies for, or being allotted or taking up any excess Reserved Shares; that I/we understand that the excess Reserved Shares have not been and will not be registered under the U.S. Securities Act; and that I/we will acquire the excess Reserved Shares in an “**offshore transaction**” (within the meaning of Regulation S); and
- **agree** that this application, any acceptance of it and the resulting contract, will be governed by and construed in accordance with the laws of Hong Kong.
- 已細閱本申請表格隨附各頁及招股章程所載的條款和條件及申請程序，並同意受其約束且知悉招股章程所述有關優先發售的限制；
- **聲明、保證及承諾** 獲配發或申請認購超額預留股份不會引致 貴公司、聯席保薦人、聯席全球協調人、聯席賬簿管理人、聯席牽頭經辦人或包銷商須遵從香港以外任何地區的任何法律或法規的任何規定(不論是否具法律效力)；
- **聲明、保證及承諾** 本人／我們並非香港或其任何地區任何適用法律規定不得作出是項申請、交付任何申請款項或獲配發或接納任何超額預留股份的受限制人士；及本人／我們明白超額預留股份並無及將不會根據美國證券法註冊，而本人／我們將不在「離岸交易」(定義見S規則)下購入超額預留股份；
- **同意** 本申請、任何該項申請的接納以及因此訂立的合約，將受香港法例規管及按其詮釋。

Warning:

- It is important that you read the terms and conditions and application procedures overleaf.
- You must sign this application in writing (and not by way of personal chop), otherwise the application is liable to be rejected.
- Only one application may be made for the benefit of any person (other than an application (if any) made exclusively through the **Blue Form eIPO** service via www.eipo.com.hk or on a **BLUE** Application Form for the applications in the capacity as a Qualifying ZhengTong Shareholder for the excess application). Please refer to the last four bullets of “Effect on completing and submitting this Application Form” section.
- You may be prosecuted if you make a false declaration.
- All information stated in this Application Form must be maintained by China ZhengTong Auto Services Holding Limited or any of its wholly-owned subsidiaries.
- **You must complete this application in English in BLOCK letters (except Chinese name) unless otherwise stated, otherwise the application is liable to be rejected.**
- Any alteration to any application detail that you provide on this Application Form should be authorized by the signature of the applicant.
- You or, if you are joint applicants, the first-named applicant must provide your Hong Kong identity card number/ passport number/Hong Kong business registration certificate number.

- 閣下必須細閱背頁的條款和條件及申請程序。
- 閣下必須以書面方式(不得以個人印章方式)簽署本申請，否則申請會被拒絕受理。
- 警告：任何人士只限作出一次為其利益而進行的認購申請(以合資格正通汽車股東身份通過 www.eipo.com.hk 採用 **藍表 eIPO** 服務或採用 **藍色** 申請表格提出的超額申請(如有)除外)。請參閱「填交本申請表格的效用」一節最後四點。
- 倘 閣下作出虛假聲明，則可遭檢控。
- 在本申請表格中聲明的所有資料必須與中國正通汽車服務控股有限公司或其任何全資附屬公司所保存者相同。
- 除中文姓名／名稱外，閣下必須以英文正楷填妥本申請(除非另有指明)，否則申請會被拒絕受理。
- 閣下於本申請表格提供的任何申請資料如有任何更改，須由申請人簽署授權。
- 閣下或(倘 閣下為聯名申請人)排名首位申請人必須提供香港身份證號碼／護照號碼／香港商業登記號碼。

GLOBAL OFFERING OF RESERVED SHARES
to be issued by

Shanghai Dongzheng Automotive Finance Co., Ltd.*
上海東正汽車金融股份有限公司

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

GLOBAL OFFERING

Conditions of your Application

Unless otherwise stated, terms used in these conditions have the same meanings ascribed thereto in the Prospectus.

A. Who can apply

1. You and any person(s) for whose benefit you are applying, must be Qualifying ZhengTong Shareholder(s) and 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 U.S. Person (as defined in Regulation S) and not be a legal or natural person of the PRC.
6. Unless permitted by the Listing Rules, you cannot apply for any Reserved Shares if you are:
 - an existing beneficial owner of Shares in the Company;
 - a Director or chief executive officer of the Company;
 - an associate of any of the above person(s); or
 - a connected person of the Company, or will become a connected person of the Company immediately upon completion of the Global Offering.

B. Allocation of Reserved Shares

A valid application for a number of Reserved Shares that is less than or equal to your Assured Entitlement will be accepted in full, subject to the terms and conditions set out in this Application Form and assuming that the conditions of the Preferential Offering are satisfied. If an application is made for a number of Reserved Shares that is less than your Assured Entitlement, you MUST apply for a number in one of the numbers set out in the table of numbers and payments in this Application Form and make a payment of the corresponding amount (other than HKSCC Nominee). If you intend to apply for a number of Reserved Shares and excess Reserved Shares which is not one of the numbers set out in the table in the BLUE Application Form for Assured Entitlement and excess Reserved Shares, you MUST apply by using **Blue Form eIPO** only. If you wish to apply for excess Reserved Shares in addition to your Assured Entitlement, you should complete and sign the BLUE Application Form for excess Reserved Shares and lodge it, together with a separate remittance for the full amount payable on application in respect of the excess Reserved Shares applied for or apply for through the **Blue Form eIPO** service via www.eipo.com.hk. If an application is made for a number of Reserved Shares that is greater than your Assured Entitlement, the relevant Assured Entitlement will be satisfied in full, but the excess portion of such application will only be met to the extent that there are sufficient

available Reserved Shares. To the extent that excess applications for the Reserved Shares are:

- (i) less than the available Reserved Shares, the available Reserved Shares will first be allocated to satisfy such excess applications for the Reserved Shares. Following thereafter will be allocations, at the discretion of the Joint Global Coordinators to the International Offering.
- (ii) equal to the available Reserved Shares, the available Reserved Shares will be allocated to satisfy such excess applications for the Reserved Shares in full.
- (iii) more than the available Reserved Shares, the Available Reserved Shares will be allocated on an allocation basis which will be consistent with the allocation basis commonly used in the case of over-subscriptions in public offerings in Hong Kong, where a higher allocation percentage will be applied in respect of smaller applications. If there are any H Shares left after satisfying the excess applications, such H Shares will be re-allocated, at the discretion of the Joint Global Coordinators, to the International Offering. No preference will be given to any excess applications made to top up odd lot holdings to whole lot holdings of H Shares. Nominee companies are regarded as single shareholders for the purpose of this application.

Save for the above, the Preferential Offering will not be subject to the clawback arrangement between the International Offering and the Hong Kong Public Offering. Any application not accompanied by the correct amount of application monies will be treated as invalid in its entirety and no Reserved Shares will be allotted to such applicant.

In addition to any application for Reserved Shares made either through the **Blue Form eIPO** service (www.eipo.com.hk) or on a BLUE Application Form, Qualifying ZhengTong Shareholders will be entitled to make one application for Hong Kong Offer Share on **WHITE** or **YELLOW** Application Forms or by giving instructions to HKSCC via CCASS or by applying through the **WHITE Form eIPO** service under the Hong Kong Public Offering.

Qualifying ZhengTong Shareholders are entitled to apply on the basis of Assured Entitlement of one Reserved Share for every integral multiple of 92 ZhengTong Shares held by each Qualifying ZhengTong Shareholder on the Record Date. Qualifying ZhengTong Shareholders who hold less than 92 ZhengTong Shares on the Record Date will not have an Assured Entitlement to the Reserved Shares, but they will still be entitled to participate in the Preferential Offering by applying for excess Reserved Shares.

C. Supplemental information

If any supplement to the Prospectus is issued, applicants who have already submitted an application will be notified that they are required to confirm their applications. If applicants have been so notified but have not confirmed their applications in accordance with the procedure to be notified, all unconfirmed applications will be deemed revoked.

* For identification purposes only

D. 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 Reserved Shares allocated to you in your name as required by the Articles of Association;
- **agree** to comply with the Companies Ordinance (Chapter 622 of the Laws of Hong Kong), the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Chapter 32 of the Laws of Hong Kong), the Articles of Association, the Special Regulations and the PRC Company Law;
- **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 Joint Sponsors, the Joint Global Coordinators, the Joint Bookrunners, the Joint Lead Managers, the Underwriters, ZhengTong or any of their or the Company's respective directors, officers or representatives or any other parties involved in the Global Offering ("Relevant Persons") and Computershare Hong Kong Investor Services Limited ("Computershare") is or will be liable for any information and representations in this prospectus (and any supplement to it);
- **agree** to disclose to the Company, your H Share Registrar, receiving banks and Relevant Persons 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 jurisdiction outside Hong Kong apply to your application, **agree** and **warrant** that you have complied with all such laws and none of the Company nor the Relevant Persons will breach any law outside Hong Kong in connection with 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 Reserved Shares have not been and will not be registered under the U.S. Securities Act; and (ii) you and any person for whose benefit you are applying for the Reserved Shares are outside the United States (as defined in Regulation S);
- **warrant** that the information you have provided is true and accurate;
- **authorise** the Company to place your name(s) on the Company's H Share register of members as the holder(s) of any Reserved 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 have chosen to collect the H Share certificate(s) and/or refund cheque(s) in person;
- **understand** that the Company and the Joint Global Coordinators will rely on your declarations and representations in deciding whether or not to make any allotment of any of the Reserved Shares to you and that you may be prosecuted for making a false declaration;
- **confirm** that you are aware of the restrictions on the Preferential Offering of the Reserved Shares as set out in the Prospectus;
- (if you are an agent for another person) **warrant** that reasonable enquiries have been made of the beneficial owner that his application is the only application which may be made for the benefit of that other person on a Blue Application Form and that you are duly authorised to sign the Application Form as that other person's agent; **agree** that once your application is accepted, your application will be evidenced by the results of the Preferential Offering made available by the Company;
- **warrant** that, in making an application, you or any person(s) on whose behalf you may be acting is/are Qualifying ZhengTong Shareholder(s);
- (with the exception of Directors and/or their associates who are Qualifying ZhengTong Shareholders) **represent, warrant and undertake** that in making this application, you and/or, with the exception of HKSCC Nominees, any person(s) for whose behalf you may be acting are not connected person(s) or person(s) who will become connected person(s) of the Company immediately upon completion of the Global Offering, the subscription for Reserve Shares by you and/or, with the exception of HKSCC Nominees, any person(s) on whose behalf you may be acting is not financed directly or indirectly by a connected person of the Company, and you and/or, with the exception of HKSCC Nominees, any person(s) on whose behalf you may be acting is not taking instructions from a connected person of the Company in making this subscription for the Reserved Shares;
- **undertake and agree** to accept the Reserved Shares applied for, or any lesser number allocated to you under the application;
- **agree** with the Company and for itself and for the benefit of each holder of the Reserved Shares (and so that the Company shall be deemed by their acceptance in whole or in part of this application to have agreed, for itself and on behalf of each holder of Reserved Shares) (and if applicable, with each CCASS Participant giving electronic application instructions), and the Company agree with each holder of the Reserved Shares, to observe and comply with Companies (Winding Up and Miscellaneous Provisions) Ordinance, the Articles of Association of the Company, the Special Regulations and the PRC Company Law;

BLUE Form 藍表

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閣下如為合資格正通汽車股東且透過 www.eipo.com.hk 進行網上申請時遇到困難，請使用本申請表格

The Company, the Joint Sponsors, Joint Global Coordinators, Joint Bookrunners, Joint Lead Managers and the Underwriters and any of their respective officers or advisers are entitled to rely on any warranty, representation or declaration made by you in this application with the exception of HKSCC Nominees. In the event of the application being made by joint applicants, all the warranties, representations, declarations and obligations expressed to be made, given or assumed by or imposed on the joint applicants shall be deemed to have been made, given and assumed by and imposed on the applicants jointly and severally. You may be prosecuted if you make a false declaration.

You must complete this application in English, unless otherwise stated, and you or (in case of joint applicants) each of the joint applicants must sign this application in writing (and not by way of personal chop), otherwise the application is liable to be rejected.

E. 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. The Company and the Joint Global Coordinators, as the Company's agents, will have full discretion to reject or accept any application, in full or in part without giving any reason.

F. Determination of Offer Price

The Offer Price is expected to be fixed on or around Tuesday, March 19, 2019. Applicants are required to pay the maximum Offer Price of HK\$6.30 for each Reserved 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 Monday, March 25, 2019, the Global Offering will not proceed and will lapse.

Allotment of Reserved Shares

Subject to the terms and conditions as set out herein and in the Prospectus, the Reserved Shares will be allotted and the application lists close. The Offer Price is expected to be announced on or about Monday, March 25, 2019 by Zheng Tong and the level of application in the Hong Kong Public Offering and the Preferential Offering, the level of indications of interest in the International Offering and the basis of allocations of the Reserved Shares are also expected to be announced on Monday, March 25, 2019 in both cases in the South China Morning Post (in English) and the Hong Kong Economic Times (in Chinese) and the website of the Company at www.dongzhengaf.com and the Stock Exchange at www.hkexnews.hk. Results of allocations in the Preferential Offering, and the Hong Kong identity card/passport/Hong Kong business registration numbers of successful applicants (where appropriate) will be made available through various channels as described in the section headed "How to Apply for Hong Kong Offer Shares and Reserved Shares – E. Publication of Results" in the Prospectus on Monday, March 25, 2019.

If your application for Reserved Shares is successful (in whole or in part)

If you apply for 1,000,000 or more Reserved Shares, you may collect refund cheque(s) and/or H Share certificate(s) in person from: 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 Monday, March 25, 2019 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 refund cheques and/or H Share certificate(s) personally within the time period specified for collection, it/they will be despatched promptly refund cheque(s) and/or H Share certificate 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 Reserved 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 Monday, March 25, 2019, by ordinary post and at your own risk. The Company will process temporary documents of title.

H Share certificate(s) will only become valid at 8:00 a.m. on Tuesday, March 26, 2019 provided that the Global Offering has become conditional and no suspension or termination described in the Prospectus under "Underwriting" in the Prospectus has not been exercised. No receipt will be issued for sums paid on application. In the event that the Offer Price is less than the price per Reserved Share paid by you, the surplus application money (including the brokerage fee, the SFC transaction levy and the Stock Exchange trading fee attributable to such surplus) will be refunded to you without interest. Investors who trade H Shares to the receipt of H Share certificates or the H Share certificates becoming valid do so at their own risk.

Circumstances in which you will not be allotted Reserved Shares

You may not be allocated Reserved Shares for any of the following reasons:

1. If your application is revoked:

By completing and submitting an Application Form or giving electronic application instructions to HKSCC or through the **Blue Form eIPO** service, you agree that your application or the application made by HKSCC Nominees on your behalf cannot be revoked on or before the expiration of 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), unless a person responsible for the Prospectus under Section 40 of the Companies (Winding Up and Miscellaneous Provisions) Ordinance gives a public notice under that section which excludes or limits the responsibility of that person for the Prospectus. This agreement will take effect as a collateral contract with the Company, and will become binding when you lodge this Application Form. This collateral contract will be in consideration of the Company agreeing that they will not offer any Reserved Shares to any person on or before Monday, March 25, 2019, except by means of one of the procedures referred to in the Prospectus.

If your application has been accepted, it cannot be revoked. For this purpose, acceptance of applications which are not rejected will be constituted by notification in the announcement 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.

BLUE Form 藍表

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2. **Full discretion of the Company, the Joint Global Coordinators, and their respective agents or nominees, to reject or accept your application:**

The Company and the Joint Global Coordinators or its or their respective agents or nominees, 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.
 3. **If the allotment of Reserved Shares is void:**

The allotment of Reserved Shares to you will be void if the Listing Committee does not grant permission to list the Offer Shares either:

 - within three weeks from the closing of the application lists; or
 - within a longer period of up to six weeks if the Listing Committee notifies the Company of that longer period within three weeks of the closing date of the application lists.
 4. **You will not receive any allotment if:**
 - this Application Form is not completed in accordance with the instructions as stated herein;
 - this Application Form has not been duly signed (only written signatures are acceptable) (or in the case of a joint application, not all applicants have signed);
 - in respect of applicants who are corporate entities, this Application Form has not been duly signed (only written signature is acceptable) by an authorised officer or affixed with a company chop;
 - the cheque/banker's cashier order/this Application Form is defective;
 - this Application Form or either Reserved Shares pursuant to the Assured Entitlement or excess Reserved Shares is not accompanied with a cheque/banker's cashier order or is accompanied by more than one cheque/banker's cashier order for each of the application for Assured Entitlement and excess application for Reserved Shares;
 - the account name on cheque/banker's cashier order is not pre-printed or certified by the issuing bank;
 - the cheque/banker's cashier order is not drawn on a Hong Kong dollar bank account in Hong Kong;
 - the name of the payee indicated on the cheque/banker's cashier order is not "Ting Hong Nominees Limited – Dongzheng AFC Preferred Client";
 - the cheque has not been crossed ("account payee only");
 - the cheque was post-dated;
 - the applicant's payment is not made correctly or the applicant pays by cheque or banker's cashier order and the cheque or banker's cashier order is dishonoured on its presentation;
 - the applicant's name/the joint applicant's name on the joint application is not the same as the name pre-printed or printed on the cheque/banker's cashier order;
 - alteration(s) to the application details on this Application Form has not been authorised by the signature(s) of the applicant(s);
 - the application is completed by pencil;
 - the application does not fill in all the boxes in the option he/she/it chooses;
 - the Company believe that by accepting the application, the Company would violate the applicable securities or other laws, rules or regulations of the jurisdiction where this Application Form is received or where the applicant's address is located; or
 - the Company and the Joint Global Coordinators, and their respective agents or nominees, exercise their 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.
 5. If you are applying by using the **BLUE** Application Form for Assured Entitlement, you may apply for a number of Reserved Shares pursuant to your Assured Entitlement that is equal to or less than the number stated in Box B. If you intend to apply for a number of Reserved Shares that is less than your Assured Entitlement, you **MUST** apply for a number which is one of the numbers set out in the table in the **BLUE** Application Form and make a payment of the corresponding amount (other than HKSCC Nominees). You need to complete and sign the **BLUE** Application Form for Assured Entitlement and submit one cheque (or banker's cashier order) for the exact amount of remittance printed in Box B of the corresponding amount payable as set out in the table in the **BLUE** Application Form. If you intend to apply for a number of Assured Entitlement which is not one of the numbers set out in the table in the **BLUE** Application Form for Assured Entitlement, you **MUST** apply by using **Blue Form eIPO** only. If you wish to apply for excess Reserved Shares in addition to your Assured Entitlement, you should complete and sign the **BLUE** Application Form for excess Reserved Shares and lodge it, together with a separate remittance for the full amount payable on application in respect of the excess Reserved Shares, and for or apply for through the **Blue Form eIPO** service via www.eipo.com.hk.
 6. If you are applying by using the **BLUE** Application Form for excess Reserved Shares, you **MUST** apply for a number which is one of the numbers set out in the table in the **BLUE** Application Form for excess Reserved Shares and make a payment of the corresponding amount (other than HKSCC Nominees). You need to complete and sign the **BLUE** Application Form for excess Reserved Shares and submit a separate cheque (or banker's cashier order) for the exact amount of remittance. If you intend to apply for a number of excess Reserved Shares which is not one of the numbers set out in the table in the **BLUE** Application Form for excess Reserved Shares, you **MUST** apply by using **Blue Form eIPO** only.
 7. If you intend to apply for both Reserved Shares pursuant to your Assured Entitlement and excess Reserved Shares, you must submit both the **BLUE** Application Form for Assured Entitlement and the **BLUE** Application Form for excess Reserved Shares. Each **BLUE** Application Form must be accompanied by a separate cheque (or banker's cashier order) for the exact amount of remittance.
- Refund of your money**
- If you do not receive any Reserved 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) or the appropriate portion thereof 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 "H. Despatch/Collection of H Share Certificates and Refund Monies" in the "How to Apply for Hong Kong Offer Shares and Reserved Shares" section of the Prospectus.
- 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

BLUE Form 藍表

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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.

By signing this Application Form, you agree to all of the above.

How to make your application

Instead of using the BLUE Application Form, you may apply for the Reserved Shares through the Blue Form eIPO service at www.eipo.com.hk and make payment using PPS or the internet banking payment methods.

- If you are applying by using the BLUE Application Form for Assured Entitlement**, you may apply for a number of Reserved Shares pursuant to your Assured Entitlement that is equal to or less than the number stated in Box B in the Application Form. If you intend to apply for a number of Reserved Shares that is less than your Assured Entitlement, you **MUST** apply for a number which is one of the numbers set out in the table in the **BLUE** Application Form for Assured Entitlement, you should (i) write the number of Reserved Shares applied for and the amount payable (as set out in the table in the Application Form); (ii) complete and sign the Application Form; and (iii) submit one cheque (or banker's cashier order) for the same amount that you have written in the Application Form (other than HKSCC Nominees). If you intend to apply for a number of Assured Entitlement which is not one of the numbers set out in the table in the **BLUE** Application Form for Assured Entitlement, you **MUST** apply by using **Blue Form eIPO** only. If you wish to apply for excess Reserved Shares in addition to your Assured Entitlement, you should complete and sign the **BLUE** Application Form for excess Reserved Shares and lodge it, together with a separate remittance for the full amount payable on application in respect of the excess Reserved Shares applied for or apply for through the **Blue Form eIPO** service via www.eipo.com.hk. If you intend to apply for a number of Reserved Shares that is equal to your Assured Entitlement, you should (i) complete and sign the Application Form and (ii) submit one cheque (or banker's cashier order) for the exact amount of remittance printed in Box B in the Application Form.
If you are applying by using the BLUE Application Form for excess Reserved Shares, you should (i) write the number of excess Reserved Shares applied for and the amount payable (as set out in the table in the Application Form); (ii) complete and sign the Application Form; and (iii) submit one separate cheque (or banker's cashier order) for the same amount that you have written on the Application Form. The number of excess Reserved Shares that you intend to apply for **MUST** be one of the numbers set out in the table in the Application Form (other than HKSCC Nominees). If you intend to apply for a number of excess Reserved Shares which is not one of the numbers set out in the table in the **BLUE** Application Form for excess Reserved Shares, you **MUST** apply by using **Blue Form eIPO** only. If the number of excess Reserved Shares applied for is not one of the numbers set out in the table in the Application Form, the excess application is liable to be rejected.

- The amount of the remittance payable on application will be equal to the number of Reserved Shares applied for multiplied by the maximum Offer Price of HK\$6.30 per Offer Share plus 1% brokerage, 0.005% Stock Exchange trading fee and 0.0027% SFC transaction levy. For easy reference, the table in this Application Form sets out the amount of remittance payable for applications for certain numbers of Reserved Shares. It should be noted that Assured Entitlement may represent H Shares not in whole multiples of full shares of 1,000 H Shares. There is no guarantee that your resultant aggregate holding of H Shares will form an integral multiple of 1,000 H Shares.

- Complete the form and sign. **Only written signatures will be accepted.**

- Submit one cheque or banker's cashier order to the form. You must pay for the Reserved Shares applied for by one cheque or by one banker's cashier order. Each application must be accompanied by either a separate cheque or banker's cashier order.

If you pay by cheque, the cheque must:

- be in Hong Kong dollars;
- be drawn on your Hong Kong dollar bank account in Hong Kong;
- show your account name. This name must either be pre-printed on the cheque, or be endorsed at the back by a person authorised by the bank. This account name must be the same name as the name on this form. If it is a joint application, the account name must be the same as the name of the first-named applicant;
- be made payable to **"Ting Hong Nominees Limited — Dongzheng AFC Preferential Offer"**;
- be crossed "Account Payee Only"; and
- not be post-dated.

Your application may be rejected if your cheque:

- does not meet all these requirements; or
- is dishonoured on its first presentation.

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

- be in Hong Kong dollars;
- be issued by licensed banks in Hong Kong, and have your name certified at the back of the order by a person authorised by the bank. The name on the back of the order and the name on this Application Form must be the same. If it is a joint application, the name at the back of the order must be the same as the name of the first-named applicant;
- be made payable to **"Ting Hong Nominees Limited — Dongzheng AFC Preferential Offer"**;
- be crossed "Account Payee Only"; and
- not be post-dated.

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

BLUE Form 藍表

Please use this Application Form if you are a Qualifying ZhengTong Shareholder and have difficulties applying online via www.eipo.com.hk

閣下如為合資格正通汽車股東且透過 www.eipo.com.hk 進行網上申請時遇到困難, 請使用本申請表格

5. Fold this Application Form once and lodge it in the special collection box at any one of the following branches of the receiving banks:

DBS Bank (Hong Kong) Limited

	Branch Name	Address
Hong Kong Island	Head Office	G/F, The Center, 99 Queen's Road Central
	Queen's Road East - DBS Treasures Centre	Shop A, G/F, Jonsim Place, 228 Queen's Road East, Wanchai
	North Point Branch	G/F, 391 King's Road, North Point
	Happy Valley Branch	G/F, 18A-22 King Kwong Street, Happy Valley
Kowloon	Amoy Plaza Branch	Shops G193-195, Amoy Plaza, 77 Ngau Tau Kok Road, Ngau Tau Kok
	Mei Foo Branch	Shops N26A & N26B, Stage V, Mei Foo Sun Chuen, 10 & 12 Nassau Street
	Nathan Road - SME Banking Centre	2/F, Wofoo Commercial Building, 574-576 Nathan Road, Mongkok
	Kowloon Bay - SME Banking Centre	Shop 6, G/F, Chevalier Commercial Centre, 8 Wang Hoi Road, Kowloon Bay
New Territories	Tuen Mun Town Plaza - SME Banking Centre	Shop 23, G/F, Tuen Mun Town Plaza (II), 3 Tuen Mun Street, Tuen Mun
	Yuen Long Branch	G/F, 1-5 Tai Tong Road, Yuen Long

CMB Wing Lung Bank Limited

	Branch Name	Address
Hong Kong Island	Head Office	45 Des Voeux Road Central
	Johnston Road Branch	110 Johnston Road
	Central District Branch	189 Des Voeux Road Central
Kowloon	Tsim Sha Tsui Branch	Carnarvon Road
	Prince Edward Branch	100 Chi Kok Road
New Territories	Tsuen Wan Branch	251 San Tsui Road

6. This Application Form can be lodged at these times:

Thursday, March 14, 2019	9:00 a.m. to 5:00 p.m.
Friday, March 15, 2019	9:00 a.m. to 5:00 p.m.
Saturday, March 16, 2019	9:00 a.m. to 1:00 p.m.
Monday, March 19, 2019	9:00 a.m. to 5:00 p.m.
Tuesday, March 19, 2019	9:00 a.m. to 12:00 noon

7. The latest time for lodging your application is 12:00 noon on Tuesday, March 19, 2019 or, if the application lists are not open on that day, then by 12:00 noon on the next day the lists are open. The application lists will be open between 11:45 a.m. and 12:00 noon on that day, subject only to weather conditions. The application lists will not open if there is:

- a tropical cyclone warning signal 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 Tuesday, March 19, 2019. Instead they will be open between 11:45 a.m. and 12:00 noon on the next business day which does not have either of the warnings in force 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 Saturday, Sunday or public holiday in Hong Kong.

8. The right is reserved to present any or any remittances for payment. However, your banker's cashier order will not be presented for payment before 12:00 noon Tuesday, March 19, 2019. You will not be given a receipt for your payment. The Company will retain any interest accrued on your application monies. The right is also reserved to suspend any share certificate(s) and/or any such application monies or refunds pending clearance by your banker's cashier order.

全球發售
由本公司發行的預留股份

Shanghai Dongzheng Automotive Finance Co., Ltd.*
上海東正汽車金融股份有限公司

(於中華人民共和國註冊成立之股份有限公司)

全球發售

申請條件

除另有指明外，此等條件所用詞彙具備招股章程所賦予的相同涵義。

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為合資格正通汽車股東及年滿 18 歲並有香港地址。
- 如 閣下為商號，申請須以個別成員名義提出。
- 聯名申請人不得超過四名。
- 如 閣下為法人團體，申請須經獲正式授權人員簽署，並註明其所屬代表身份及蓋上公司印鑑。
- 閣下必須身處美國境外，並非美國人(定義見 S 規例)，亦非中國法人或自然人。
- 除上市規則批准外，下列人士概不得申請認購任何預留股份：
 - 本公司股份的現有實益擁有人；
 - 本公司的董事或最高行政人員；
 - 上述任何人士的聯繫人；或
 - 本公司關連人士或緊隨全球發售完成後，為本公司關連人士的人士。

乙. 分配預留股份

倘有效申請之預留股份數目少於或相等於 閣下之保證配額，在受本申請表所載條款及條件的規限下，且假設優先發售之條件已達成，則申請將會獲全數接納。倘申請的預留股份數目多於 閣下的保證配額，閣下必須申請本申請表格內數目及款項一覽表所列的其中一個數目，並支付相應款額(香港結算代理人除外)。閣下申請並非藍色申請表格申請保證配額或超額預留股份表中載列的其中一個保證配額或超額預留股份數目，閣下必須用藍色 eIPO 申請。倘 閣下擬申請保證配額以外的超額預留股份，則須填妥並簽署申請超額預留股份之藍色申請表格，並單獨匯款足額支付所申請超額預留股份的應付股款，或透過 www.eipo.com.hk 使用藍色 eIPO 服務遞交申請。倘申請的預留股份數目多於 閣下的保證配額，相關的保證配額將獲全數接納，但上述申請的超額部

分則只在有足夠的可用預留股份的情況下獲接納。倘預留股份的超額申請：

- 少於可用預留股份，則可用預留股份將先悉數分配以滿足該等預留股份的超額申請，其後將由聯席全球協調人酌情分配至國際發售；
- 與可用預留股份相同，則可用預留股份將悉數分配以滿足該等預留股份的超額申請；或
- 多於可用預留股份，則可用預留股份將按與香港公開發售超額認購情況下常用的分配基準一致的分配基準分配。當中認購額較細的申請將獲較高的百分比。倘滿足超額申請後有任何剩餘的股份，有關 H 股股份將由聯席全球協調人酌情重新分配至國際發售。為補足 H 股股份的零碎持有量至一手完整持有量而作出的任何超額申請將不會獲得優先處理。就此申請而言，代理人公司視為單一股東。

除上述者外，優先發售將不受國際發售與香港公開發售之間的回補安排所限。未附上正確申請款項金額的任何申請將被視為全部無效，而該申請人將不會獲配發任何預留股份。

除透過藍色 eIPO 服務 (www.eipo.com.hk) 或以藍色申請表格申請預留股份外，合資格正通汽車股東亦可使用白色或黃色申請表格或透過中央結算系統向香港結算發出申請指示或透過白表 eIPO 服務作出一份香港發售股份申請。

合資格正通汽車股東有權按於記錄日期每持有 92 股正通股份可獲一股預留股份的保證配額基準提出申請。於記錄日期持有少於 92 股正通股份的合資格正通汽車股東將無預留股份的保證配額，惟彼等仍將有權透過申請超額預留股份參與優先發售。

丙. 補充資料

倘招股章程其後發出任何補充文件，已遞交申請的申請人將會獲通知須確認其申請。倘申請人接獲通知但卻並無根據所獲通知的流程確認其申請，所有未確認的申請一概視作撤回。

BLUE Form 藍表

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閣下如為合資格正通汽車股東且透過 www.eipo.com.hk 進行網上申請時遇到困難，請使用本申請表格

丁. 填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，即各人共同及個別)代表閣下本身，或作為閣下代其行事的每位人士的代理或代名人：

- **承諾**促使所有相關文件生效，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(或彼等的代理或代名人)，代表閣下促使任何文件生效，並為按照組織章程細則的規定將閣下獲分配的任何預留股份以閣下名義登記；
- **同意**遵守香港法例第622章公司條例、香港法例第32章公司(清盤及雜項條文)條例、本公司的組織章程細則、特別規定以及中國公司法；
- **確認**閣下已細閱招股章程及本申請表格所載的條款及條件以及申請程序，並同意受其約束；
- **確認**閣下已接獲及細閱招股章程，提出申請時也僅依據招股章程載列的資料及陳述，而除招股章程任何補充文件外，不會依賴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、聯席保薦人、聯席全球協調人、聯席賬簿管理人、聯席牽頭經辦人、包銷商、正通汽車、本公司或彼等各自的董事、高級職員或代表或參與全球發售的任何其他人士(「相關人士」)及香港中央證券登記有限公司(「中央證券」)現時及日後均毋須對並非載於招股章程或其任何補充文件的任何資料及陳述負責；
- **同意**在本公司、H股證券登記處、收款銀行及相關人士提出要求時，向彼等披露其所要求提供有關閣下及閣下為其利益申請的人士的個人資料；
- 若如香港境內或地方時的規則適用於閣下的申請，則同意及保證閣下已遵守所有有關法例，且本公司及相關人士不會因接納閣下的購買要約而受閣下招股章程及本申請表格所載的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**閣下的申請受香港法例規管；
- **聲明、保證及承諾**：(i) 閣下明白預留股份不曾亦不會根據美國證券法登記；及(ii) 閣下及閣下為其利益申請預留股份的人士均身處美國境外(定義見S規例)；
- **保證**閣下提供的資料真實及準確；

- **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預留股份的持有人，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的首名申請人發送任何股票及／或退款支票，郵誤風險由閣下承擔，除非閣下已選擇親身領取股票及／或退款支票；
- **明白**本公司及聯席全球協調人將根據閣下的聲明及陳述而決定是否向閣下分配任何預留股份，閣下如作出虛假聲明，可能會被檢控；
- **確認**閣下知悉招股章程所述有關預留股份的優先發售限制；
- (如閣下為他人的代理) **保證**已為利益擁有人作出一項本申請(證實本申請)為該人士利益以藍色申請表格作出的唯一申請，而閣下已獲正式授權以該人士代理的身份簽署本申請表格；
- **同意**一旦閣下的申請獲接納，閣下的申請將以本公司發出優先發售結果為證；
- **保證**在提出申請時，閣下或閣下可能代其行事的任何人士為合資格正通汽車股東；
- (身為合資格正通汽車股東的董事及／或彼等的聯繫人士除外) **聲明、保證及承諾**，在提出本申請時，閣下及／或(香港結算代理人除外)閣下可能代其行事的任何人士並非關連人士，亦並非將在緊隨全球發售完成後成為本公司關連人士的人士，而閣下及／或(香港結算代理人除外)閣下可能代其行事的任何人士認購預留股份並非直接或間接由本公司的關連人士提供資金，且閣下及／或(香港結算代理人除外)閣下可能代其行事的任何人士並非根據本公司關連人士的指示作出預留股份的是次認購；
- **承諾並同意**接納所申請的預留股份，或閣下根據申請所獲分配的任何較少數目；
- 向本公司表示**同意**(及從而使本公司(為其本身並代表各預留股份持有人)藉其接納全部或部分本申請而視為已同意)(及(如適用)向發出電子認購指示的各中央結算系統參與者表示同意)，以及本公司向各預留股份持有人表示同意，遵守及符合公司(清盤及雜項條文)條例、本公司組織章程細則以、特別規定及中國公司法；

BLUE Form 藍表

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閣下如為合資格正通汽車股東且透過 www.eipo.com.hk 進行網上申請時遇到困難，請使用本申請表格

除香港結算代理人外，本公司、聯席保薦人、聯席全球協調人、聯席賬簿管理人、聯席牽頭經辦人、包銷商及彼等各自的任何高級職員或顧問均有權依賴 閣下在申請中作出的任何保證、陳述或聲明。如為聯名申請人提出申請，聯名申請人明確作出、提供、承擔或被施加的所有保證、陳述、聲明及責任將視為由申請人共同及個別地作出、提供、承擔及被施加。 閣下如作出虛假聲明，可能會遭檢控。

除非另有訂明，否則 閣下必須以英文填妥申請，否則申請可被拒絕受理。 閣下或(如為聯名申請人)各聯名申請人必須親自簽署申請，不得以個人印章代替，否則申請可被拒絕受理。

戊. 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條件(包括出示獲授權證明)酌情接納或拒絕 閣下的申請。本公司及本公司的代理人聯席全球協調人將可全權拒絕或接納任何申請的全部或部分，而毋須申述任何理由。

己. 釐定發售價

預期發售價於2019年3月19日(星期二)或前後釐定。申請人須繳付每股預留股份6.30港元的最高發售價，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。倘若本公司與聯席全球協調人(為其本身及代表包銷商)並無於2019年3月25日(星期一)或之前協定發售價，全球發售將不進行並廣告失效。

預留股份的配發

在本申請表格及招股章程載列的條款及條件規限下，預留股份將於截止辦理申請登記後發售。預留發售價將於2019年3月25日(星期一)或前後由正公佈，而香港公開發售及優先發售的申請數量、實際發售的活躍程度及預留股份的分配基準預期亦將於2019年3月25日(星期一)公佈，兩者均在南華早報(以英文)、香港經濟日報(以中文)，以及本公司網站 www.zhengtong.com 及聯交所網站 www.hkexnews.hk 刊登。優先發售的分配結果，以及成功申請人的香港身份證/護照/香港商業登記號碼(如適用)，將於2019年3月25日(星期一)通過招股章程「如何申請香港發售股份及預留股份-E. 公佈結果」一節所述的多個渠道公佈。

如 閣下成功申請認購預留股份(全部或部分)

如 閣下申請認購1,000,000股或以上預留股份， 閣下可於2019年3月25日(星期一)上午九時正至下午一時正或本公司在報章上公佈的其他日期，親身前往香港中央證券登

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至1716室)領取退款支票及/或股票。

如 閣下為個人申請人並合資格親身領取， 閣下不得授權任何其他人士代領。如 閣下為公司申請人並合資格派人領取， 閣下的授權代表須攜同蓋上公司印鑑的授權書領取。個人申請人及授權代表領取股票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 閣下並無在指定領取時間內親身領取退款支票及/或股票，有關退款支票及/或股票將會以普通郵寄方式寄往本申請表格所示地址。郵誤風險由 閣下承擔。

如 閣下申請認購1,000,000股以下預留股份， 閣下的退款支票及/或股票(如適用)將於2019年3月25日(星期一)或之前以普通郵寄方式寄往本申請表格所示地址，郵誤風險由 閣下承擔。

本公司在發出臨時招股章程時

股票將僅在招股章程為條件以及招股章程「包銷」一節所述終止或未有行俾的情況下，方會於2019年3月26日(星期二)上午九時正成為有效證書。不會就申請時支付款項發出收據。倘發售價低於 閣下支付的每股預留股份價格，多繳的申請款項(包括多繳款項應佔的經紀佣金、證監會交易徵費及聯交所交易費)將不計利息退還予 閣下。投資者如在獲發股票前或股票成為有效證書前買賣股份，須自行承擔一切風險。

閣下不獲配發預留股份的情況

閣下可能基於下列任何理由而不獲分配預留股份：

1. 倘 閣下的申請被撤回：

填妥及遞交申請表格或向香港結算發出電子認購指示或利用藍表eIPO服務後，即表示 閣下同意不得於開始辦理申請登記後第五日(就此而言，不包括任何星期六、星期日或香港公眾假期)屆滿或之前撤回申請或香港結算代理人代表 閣下提出的申請，除非根據公司(清盤及雜項條文)條例第40條對招股章程負責的人士根據該條發出公告，免除或限制該人士對招股章程的責任。此協議將成為本公司訂立的附屬合約，並在 閣下遞交本申請表格時即具約束力。該附屬合約的代價為本公司同意，除按招股章程所述任何一項程序外，不會於2019年3月25日(星期一)或之前向任何人士提呈發售任何預留股份。

閣下的申請一經接納，則不得撤回。就此而言，在報章公佈分配結果即屬接納未遭拒絕的申請，而倘有關分配基準受若干條件規限或訂定以抽籤方式分配，則申請獲接納與否將分別視乎能否達成有關條件或抽籤的結果而定。

BLUE Form 藍表

Please use this Application Form if you are a Qualifying ZhengTong Shareholder and have difficulties applying online via www.eipo.com.hk

閣下如為合資格正通汽車股東且透過 www.eipo.com.hk 進行網上申請時遇到困難，請使用本申請表格

2. 本公司、聯席全球協調人以及彼等各自的代理或代名人可全權酌情決定拒絕或接納閣下的申請：
本公司及聯席全球協調人或其或彼等各自的代理或代名人可全權酌情決定拒絕或接納任何申請，或僅接納任何部分申請，而毋須就任何拒絕或接納提供任何理由。
 3. 倘預留股份配發作廢：
倘上市委員會在下列期間未批准發售股份上市，則配發予閣下的預留股份將告作廢：
 - 由截止辦理申請登記日期起計三星期內；或
 - (倘上市委員會在截止辦理申請登記日期後三星期內通知本公司延長有關期間)由截止辦理申請登記日期起計最多六星期內。
 4. 在下列情況下，閣下將不獲任何配發：
 - 本申請表格並無按照本申請表格所載指示填妥；
 - 本申請表格並無妥為簽署(僅接受親筆簽名)(倘為聯名申請，則未經全部申請人簽署)；
 - 就法人團體申請人而言，本申請表格未經獲授權的高級職員妥為簽署(僅接受親筆簽名)或未加蓋公司印鑑；
 - 支票／銀行本票／本申請表格有缺陷；
 - 認購任何配額或額外預留股份的預留股份的本申請表格並無就各份保證配額的申請及預留股份的超額申請附有支票／銀行本票或附有超過一張支票／銀行本票；
 - 支票／銀行本票並無預印賬戶名稱或賬戶名稱未經開具銀行證明；
 - 支票／銀行本票並非開往特定的港幣銀行賬戶；
 - 支票／銀行本票的抬頭人並非「聯席全球協調人有限公司－東正通汽車優先發售」；
 - 支票並無「線註明「只准入抬頭人賬戶」；
 - 支票為期票；
 - 申請人未正確匯款或申請人以支票或銀行本票付款，但支票或銀行本票於首次過戶時不獲兌現；
 - 申請人名稱／聯名申請的排名首位申請人名稱並非預印名稱或付款銀行證明／在支票／銀行本票背面簽署的名稱；
 - 本申請表格所提供申請資料的更改未獲申請人簽署授權；
 - 以鉛筆填寫本申請表格；
 - 並無填寫申請選項的所有空格；
 - 本公司相信如接納申請，會違反收取本申請表格或申請人地址所在司法權區的適用證券或其他法律例、規則或規例；或
 - 本公司、聯席全球協調人及彼等各自的代理或代名人可酌情拒絕或接納任何申請，或僅接納申請其中一部分，毋須就拒絕或接納給予理由。
 5. 倘閣下使用藍色申請表格申請保證配額，閣下可申請相等於或少於乙欄所列數目的保證配額的預留股份數目。倘閣下擬申請少於乙欄下的保證配額的預留股份數目，閣下必須申請藍色申請表格列表所列數目其中之一，並相應付款(香港結算代理人除外)。閣下需就保證配額填寫並簽署藍色申請表格，並提交一張支票(或銀行本票)，金額須為乙欄所印列的確切金額或藍色申請表格列表所載的相應付金額。倘閣下擬申請並非藍色申請表格申請保證配額表中載列的其中一個保證配額數目，閣下必須用藍表 eIPO 申請。倘閣下擬申請保證配額以外的超額預留股份，則須填寫並簽署申請超額預留股份之藍色申請表格，並附獨立開出的支票(或銀行本票)支付所申請超額預留股份相應付股款，或透過 www.eipo.com.hk 使用藍表 eIPO 表格遞交申請。
 6. 倘閣下使用藍色申請表格申請超額預留股份，閣下必須申請藍色申請表格列表所列超額預留股份數目其中之一，並相應付款(香港結算代理人除外)。閣下需就超額預留股份填寫並簽署藍色申請表格，並提交一張獨立開出的支票(或銀行本票)，金額須為確切金額。倘閣下擬申請並非藍色申請表格申請超額預留股份表中載列的其中一個保證配額數目，閣下必須使用藍表 eIPO 申請。
 7. 倘閣下擬同時申請保證配額項下的預留股份以及超額預留股份，閣下必須同時提交保證配額的藍色申請表格及超額預留股份的藍色申請表格。每份藍色申請表格必須附上一張獨立開出的支票(或銀行本票)支付確切金額。
- ### 退回款項
- 若閣下未獲分配任何預留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或其中適當部分(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)。如最終釐定的發售價低於最高發售價，本公司將不計利息退回多收申請股款(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及預留股份」一節「H.發送／領取H股股票及退回款項」一段。

BLUE Form 藍表

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閣下如為合資格正通汽車股東且透過 www.eipo.com.hk 進行網上申請時遇到困難，請使用本申請表格

閣下提供給香港中央證券登記有限公司的資訊的有關影響香港中央證券登記有限公司和其有關連的法人團體、董事、高級人員、僱員及代理人(「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，或任何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它書面或

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法律責任。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。

如 閣下簽署本申請表格，即表示 閣下同意上述各項。

申請程序

除使用藍色申請表格外，閣下亦可透過 www.eipo.com.hk 利用藍表 eIPO 服務申請預留股份並使用繳費靈或網上銀行付款方法付款。

- 倘 閣下使用藍色申請表格申請保證配額，閣下可申請相等於或少於申請表格乙欄所列數目的保證配額的預留股份數目。倘 閣下擬申請少於 閣下的保證配額的預留股份數目，閣下必須申請藍色申請表格保證配額申請表格中載列的其中一個預留股份數目，閣下應：(i) 填寫所申請的預留股份數目及應支付的金額(誠如申請表格列表所載者)；(ii) 填寫並簽署申請表格；及(iii) 提交一張支票(或銀行本票)，金額須為閣下在申請表格填寫的相同金額(香港結算代理人除外)。倘 閣下擬申請並非藍色申請表格申請保證配額表中載列的其中一個保證配額數目，閣下必須用藍表 eIPO 申請。倘 閣下擬申請保證配額表以外的超額預留股份，則須填妥並簽署申請超額預留股份之藍色申請表格，並單獨匯款足額支票(或新申請超額預留股份的應付股款，或透過 www.eipo.com.hk 使用藍表 eIPO 服務遞交申請)。倘 閣下擬申請相等於 閣下的保證配額的預留股份數目，閣下應：(i) 填寫並簽署申請表格；及(ii) 提交一張支票(或銀行本票)，金額須為申請表格乙欄所列的確切金額。倘 閣下使用藍色申請表格申請超額預留股份，閣下應：(i) 填寫所申請的超額預留股份數目及應支付的金額(誠如申請表格列表所載者)；(ii) 填寫並簽署申請表格；及(iii) 提交一張獨立開出的支票(或銀行本票)，金額須為閣下在申請表格填寫的相同金額。閣下擬申請的超額預留股份數目必須為申請表格列表所載數目之一(香港結算代理人除外)。倘 閣下擬申請並非藍色申請表格申請超額預留股份表中載列的其中一個保證配額數目，閣下必須使用藍表 eIPO 申請。倘申請的超額預留股份數目並非申請表格列表所載數目之一，則超額申請可被拒絕受理。
- 申請時應繳款項相等於所申請的預留股份數目乘以最高發售價每股發售股份 6.30 港元另加 1% 經紀佣金、0.005% 聯交所交易費及 0.0027% 證監會交易徵費。為方便 閣下參考，此申請表格列出申請若干數目的

預留股份時應繳款項。謹請 閣下留意，保證配額可能並非完整買賣單位(1,000 股 H 股股份)之完整倍數股份，不能保證 閣下最終之股份總持有量將為 1,000 股 H 股股份之完整倍數。

- 請填妥並簽署申請表格。僅接納手筆簽名。
- 支票或銀行本票須釘於表格。閣下必須以一張支票或一張銀行本票支付全部的申請款項。每份申請表格均附帶一張獨立支票或銀行本票。

如以支票繳付款項，該支票必須：

- 為港幣支票；
- 由香港的港幣銀行賬戶開出；
- 顯示 閣下的賬戶名稱，而該戶名必須預印於支票，或由有關銀行授權人在該支票背面簽署證明戶名。該賬戶名必須與 閣下於本表格上的姓名相同。如屬聯名申請，則賬戶名稱必須與排名首位申請人的名稱相同；
- 註明抬頭人為「鼎康代理人有限公司－東正金融優先發售」；
- 劃線註明「只准入抬頭人賬戶」；及
- 不得為期票。

下列情況將導致申請可能不獲受理：

- 支票不符合所有上述規定；或
- 支票首次過戶時不獲兌現。

如以銀行本票繳付款項，該本票必須：

- 為港幣；
- 由香港持牌銀行發出，並由發出本票銀行的授權人在本票背面簽署證明 閣下姓名。本票背面所顯示姓名須與本申請表格所填寫的姓名相同。如屬聯名申請，本票背面所示姓名必須與排名首位申請人的姓名相同；
- 註明抬頭人為「鼎康代理人有限公司－東正金融優先發售」；
- 劃線註明「只准入抬頭人賬戶」；及
- 不得為期票。

如 閣下的支票或銀行本票不符合上述所有規定，則 閣下的申請可能遭拒絕受理。

BLUE Form 藍表

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閣下如為合資格正通汽車股東且透過 www.eipo.com.hk 進行網上申請時遇到困難，請使用本申請表格

5. 將本申請表格對摺一次，然後投入收款銀行下列任何一間分行的特設收集箱：

星展銀行(香港)有限公司

分行名稱	地址
港島區 總行	中環皇后大道中99號中環中心地下
皇后大道東一星展豐盛理財中心	灣仔皇后大道東228號中華大廈地下A舖
北角分行	北角英皇道391號地下
跑馬地分行	跑馬地景光街18A-22號地下
九龍區 淘大商場分行	牛頭角牛頭角道77號淘大商場G193-195號舖
美孚新邨分行	美孚新邨第五期蘭秀道10-12號N26A-N26B舖
彌敦道一中小企業銀行	旺角彌敦道574-576號和富商業大廈2樓
九龍灣一中小企業銀行	九龍灣宏開道8號其士商業中心地下商場6號舖
新界區 屯門市廣場一中小企業銀行	屯門屯隆街3號屯門市廣場第2期地下23號舖
元朗分行	元朗大棠道1-5號地下

招商永隆銀行有限公司

分行名稱	地址
港島區 總行	德輔道中45號
莊士敦道分行	莊士敦道118號
中區分行	德輔道中189號
九龍區 尖沙咀分行	加拿分道4號
太子分行	荔枝角道17號
新界區 荃灣分行	沙咀道251號

6. 閣下可於下列時間遞交本申請表格：

2019年3月14日(星期四) – 上午九時正至下午五時正
 2019年3月15日(星期五) – 上午九時正至下午五時正
 2019年3月16日(星期六) – 上午九時正至下午一時正
 2019年3月18日(星期一) – 上午九時正至下午五時正
 2019年3月19日(星期二) – 上午九時正至中午十二時正

7. 遞交申請的截止時間是2019年3月19日(星期二)中午十二時正，如該日並無開始登記認購申請，則為下一日開始登記認購申請的中午十二時正。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，惟須視乎當日天氣情況而定。如下列警告信號在2019年3月19日(星期二)上午九時正至中午十二時正期間任何時間在香港懸掛，將不會登記申請：

- 8號或以上熱帶氣旋警告信號，或
- 「黑色」暴雨警告信號。

如在該日的下一個營業日上午九時正至中午十二時正期間任何時間並無在香港懸掛上述任何警告信號，申請認購登記將在該日一個營業日上午十一時四十五分至中午十二時正期間開始。營業日指星期六、星期日或香港公眾假期以外的日子。

8. 本公司保留將閣下的任何或全部股款過戶的權利，無論閣下的支票或銀行本票不會於2019年3月19日(星期二)中午十二時正前過戶。閣下不會就已繳付款項的證據。本公司將保留閣下的申請款項的應得利息，在閣下的支票或銀行本票過戶前，本公司亦有權保留任何股份證書及/或任何多收的申請款項或退款。

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 to supply the requested data may result in your application for securities being rejected, or in delay or the inability of the Company or its H Share Registrar to effect 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) and/or refund cheque(s) 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.

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 and refund cheque, 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 transfers into or out of the name 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, rights issues and 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, from or with any of the following:

- the Company’s appointed agents such as financial advisers, receiving bankers and overseas principal share registrars;
- where applicants for securities request a deposit into CCAS, HKSCC or HKSCC Nominees, who will use the personal data for the purposes of operating CCAS;
- any other contractors or third-party service providers who provide administrative, telecommunications, computer, payment or other services to the Company or the H Share Registrar in connection with their respective business operation; the Hong Kong Stock Exchange, the SFC and any other statutory regulatory or governmental authorities 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 or stockbrokers 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.

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. The Company and the H Share Registrar have the right to charge a reasonable fee for the processing of such requests.

All requests for access to data or correction of data should be addressed to us, at our registered address disclosed in the section headed “Corporate Information” of the Prospectus or as notified from time to time, for the attention of the company secretary, or our H Share Registrar for the attention of the privacy compliance officer.

By signing an 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股證券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股證券登記處的服務時，必須向本公司或其代理人及H股證券登記處提供準確個人資料。

未能提供所要求的資料可能導致 閣下申請證券被拒或延遲，或本公司或其H股證券登記處無法落實轉讓或提供服務。此舉也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 閣下應得的股票及／或退款支票。

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股證券登記處。

2. 目的

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

- 處理 閣下的申請及退款支票(如適用)、核實是否符合本申請表格及招股章程載列的條款和申請程序以及公佈香港發售股份的分派結果；
- 遵守香港及其他地區的適用法律及法規；
- 以證券持有人(包括香港結算代理人(如適用)的名義)登記所發行證券或轉讓或受讓證券；
- 編製或更新本公司證券持有人的名冊；
- 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、供股和紅股等；
- 分發本公司及其附屬公司的通訊；
- 編製統計數據和證券持有人資料；
- 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目的及／或使本公司及H股證券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目的。

3. 轉交個人資料

本公司及其H股證券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股證券登記處可以在為達到上述任何目的之必要情況下，向下列任何人士披露，獲取或轉交(無論在香港境內或境外)有關個人資料：

- 本公司委任的代理人，例如財務顧問、收款銀行和主要海外股東過戶登記處；
 - (如證券申請人要求將證券存於中央結算系統)香港結算或香港結算代理人；彼等將會就中央結算系統的運作持有關個人資料；
 - 向本公司或其H股證券登記處提供與其各自業務營運有關的行政、電訊、電腦、付款或其他服務的銀行、代理人、承包商或第三方服務供應商；
 - 香港交易所、證監會及任何其他法定監管機關或政府部門或遵照其他法例、規則或法規；及
- 證券持有人與其進行或擬進行交易的任何人或其機構，例如彼等的銀行、律師、會計師或股票經紀等。

4. 個人資料的保留

本公司及其H股證券登記處將按收集個人資料所需的用途保留證券申請人及持有人的個人資料。無需保留的個人資料將會根據條例銷毀或處理。

5. 查閱和更正個人資料

證券持有人有權確定本公司或H股證券登記處是否持有其個人資料，並有權索取有關該資料的副本並更正任何不準確資料。本公司和H股證券登記處有權就處理任何查閱資料的要求收取合理費用。

所有查閱資料或更正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公司秘書，或向本公司的香港證券登記處的個人資料私隱事務主任提出。

閣下簽署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。