

IMPORTANT 重要提示

TERMS USED HEREIN SHALL HAVE THE SAME MEANINGS AS DEFINED IN THE H SHARE RIGHTS ISSUE PROSPECTUS OF PICC Property and Casualty Company Limited (THE "Company") DATED 9 December 2011 (THE "H SHARE RIGHTS ISSUE PROSPECTUS") UNLESS THE CONTEXT OTHERWISE REQUIRES.

THIS FORM IS VALUABLE BUT IS NOT TRANSFERABLE AND IS ONLY FOR THE USE OF THE QUALIFIED H SHAREHOLDER(S) NAMED THEREIN WHO WISH(ES) TO APPLY FOR H RIGHTS SHARES IN ADDITION TO THOSE PROVISIONALLY ALLOTTED TO IT, HIM, HER OR THEM.

Applications must be received by 4:00 p.m. on 23 December 2011.

If you are in any doubt as to the contents of this document or as to the action to be taken, or if you have sold all or part of your H Shares, you should consult a licensed securities dealer, bank manager, solicitor, professional accountant or other professional adviser.

A copy of each of the Prospectus Documents has been registered with the Registrar of Companies in Hong Kong pursuant to Section 342C of the Hong Kong Companies Ordinance. The Registrar of Companies in Hong Kong takes no responsibility as to the contents of the Prospectus Documents.

Hong Kong Exchanges and Clearing Limited, The Stock Exchange of Hong Kong Limited and Hong Kong Securities Clearing Company Limited take no responsibility for the contents of this form, make no representation as to its accuracy or completeness and expressly disclaim any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this form.

Dealings in the securities of the Company and the Nil Paid H Rights and the H Rights Shares may be settled through CCASS and you should consult a licensed securities dealer, bank manager, solicitor, professional accountant or other professional adviser for details of the settlement arrangements and how such arrangements may affect your rights and interests.

Subject to the granting of the listing of, and permission to deal in, the Nil Paid H Rights and the H Rights Shares on the Hong Kong Stock Exchange, and subject to compliance with the stock admission requirements of HKSCC, the Nil Paid H Rights and the H Rights Shares will be accepted as eligible securities by HKSCC for deposit, clearing and settlement in CCASS with effect from the respective commencement dates of dealings in the Nil Paid H Rights and the H Rights Shares on the Hong Kong Stock Exchange or such other date(s) as determined by HKSCC. Settlement of transactions between participants of Hong Kong Stock Exchange on any trading day is required to take place in CCASS on the second trading day thereafter. All activities under CCASS are subject to the "General Rules of CCASS" and "CCASS Operational Procedures" in effect from time to time.

It should be noted that the Underwriting Agreement contains provisions entitling the Underwriters to terminate the Underwriting Agreement on or prior to the Latest Time for Termination in accordance with the terms thereof upon the occurrence of certain events. If the Underwriting Agreement does not become unconditional or if it is terminated in accordance with the terms thereof, the H Share Rights Issue will not proceed.

The H Share Rights Issue is conditional upon the fulfillment of the conditions set out in the paragraphs headed "Conditions of the H Share Rights Issue" under the section headed "Letter from the Board" of the H Share Rights Issue Prospectus. If the conditions of the H Share Rights Issue are not fulfilled, the H Share Rights Issue will not proceed.

It should be noted that the H Shares have been dealt in on an ex-rights basis from 5 December 2011. Dealings in the Nil Paid H Rights will take place from 13 December 2011 to 20 December 2011 (both days inclusive). Any H Shareholders or other person dealing in the H Shares up to the date on which all the conditions to which the H Share Rights Issue is subject are fulfilled (and the Latest Time for Termination), and any person dealing in the Nil Paid H Rights between 13 December 2011 to 20 December 2011 (both days inclusive) will bear the risk that the H Share Rights Issue may not become unconditional or may not proceed. If in doubt, investors are recommended to consult their own professional advisers.

This Excess Application Form and all applications pursuant to it shall be governed by and construed in accordance with the laws of Hong Kong.

除文義另有指外，本表格內所採用之詞語與中國人民財產保險股份有限公司（「本公司」）於2011年12月9日刊發之H股供股章程（「H股供股章程」）所界定者具有相同涵義。

本表格具有價值但不得轉讓，只供文中列名之合資格H股股東在申請其／彼／彼等所獲暫定配發供股股份數額以外之H股供股股份時使用。

申請表格必須不遲於2011年12月23日下午四時正交回。

閣下如對本文件內容或應採取之行動有任何疑問，或 閣下已售出名下全部或部份H股，閣下應諮詢持牌證券交易商、銀行經理、律師、專業會計師或其他專業顧問。

各供股文件已根據公司條例第342C條向香港公司註冊處登記。香港公司註冊處處長對供股文件之內容概不負責。

香港交易及結算有限公司、香港聯合交易所有限公司及香港中央結算有限公司對本表格之內容概不負責，對其準確性或完整性亦不發表任何聲明，並明確表示概不就因本表格全部或任何部份內容而產生或因依賴該等內容而引致之任何損失承擔任何責任。

本公司證券、未繳款H股供股權及H股供股份之買賣可透過中央結算系統交收，閣下應向持牌證券交易商、銀行經理、律師、專業會計師或其他專業顧問查詢有關交收安排之詳情及該等安排對 閣下之權利及權益可能造成之影響。

待未繳款H股供股權及H股供股份獲准於香港聯交所上市及買賣，且符合香港結算公司之股份收納規定後，未繳款H股供股權及H股供股份將獲香港結算公司接納為合資格證券，自未繳款H股供股權及H股供股份各自於香港聯交所開始買賣當日（或於香港結算公司釐定之其他日期）起，可於中央結算系統內寄存、結算及交收。香港聯交所之參與者於任何交易日進行之交易須於其後第二個交易日在中央結算系統進行交收。於中央結算系統內進行之所有活動均須符合不時生效之《中央結算系統一般規則》及《中央結算系統操作程序規則》。

敬請注意，承銷協議規定，各承銷商有權在若干事件發生後以書面通知形式終止承銷協議。倘承銷協議不能成為無條件或根據其條款被終止，則H股供股將不會進行。

H股供股須待H股供股章程中「董事會函件」一節「H股供股的條件」一段所載之條件達成後，方可作實。倘H股供股之條件未能達成，則H股供股不會進行。

敬請注意，H股供股自2011年12月6日起以除權基準買賣。未繳款H股供股權將由2011年12月13日至2011年12月20日（包括首尾兩日）期間進行買賣。截至H股供股之所有條件達成之日（及最後截止時限）買賣H股的任何H股股東或其他人士以及於2011年12月13日至2011年12月20日期間（包括首尾兩日）買賣未繳款H股供股權的任何人士將承擔H股供股未能成為無條件或未能進行之風險。投資者如有任何疑問，建議諮詢其專業顧問。

本額外申請表格及據此作出之所有申請均受香港交易所管轄及須按香港法例詮釋。

QUALIFIED H SHAREHOLDERS AND EXCLUDED SHAREHOLDERS

To qualify for the subscription of the H Rights Shares, an H Shareholder must be registered as a member of the Company at the close of business on 8 December 2011 and must not be an Excluded Shareholder. In order to be registered as members of the Company at the close of business on 8 December 2011, H Shareholders must lodge any transfer of H Shares (together with the relevant share certificates) with the H Share Registrar for registration no later than 4:30 p.m. on 6 December 2011.

Excluded Shareholders are those H Shareholders or Beneficial H Shareholders with registered addresses in, or who are otherwise known by the Company to be residents of, places outside Hong Kong and in respect of whom the Directors, based on enquiries made by the Directors, consider it necessary or expedient not to offer the H Rights Shares on account either of the legal restrictions under the laws of the relevant place in which the H Shareholder or Beneficial H Shareholder is located or the requirements of the relevant regulatory body or stock exchange in that place.

For the purposes of the H Share Rights Issue, the Excluded Shareholders are:

- H Shareholders whose name(s) appeared in the register of members of the Company at the close of business on 8 December 2011 and whose address(es) as shown in this register is/are in any of the Specified Territories, except for those H Shareholders with addresses in the PRC and the United States who fulfil the relevant requirements to the satisfaction of the Company; and
- any H Shareholders or Beneficial H Shareholders at that time who are otherwise known by the Company to be resident in any of the Specified Territories, except for those H Shareholders or Beneficial H Shareholders resident in the PRC and the United States who fulfil the relevant requirements to the satisfaction of the Company.

Notwithstanding any other provision in the Prospectus Documents, the Company reserves the right to permit any H Shareholder or Beneficial H Shareholder to take up his/her/s rights if the Company, in its absolute discretion, is satisfied that the transaction in question is exempt from or not subject to the legislation or regulations giving rise to the restrictions in question. The Company also reserves the right to treat as invalid, and will not be bound to allot or issue any H Rights Shares in respect of, any acceptance or purported acceptance of the offer of Nil Paid H Rights or the H Rights Shares which:

- appears to the Company or its agents to have been executed, effected or despatched in a manner which may involve a breach of the laws or regulations of any jurisdiction; or
- in the case of a Provisional Allotment Letter, provides for an address for delivery of the share certificates in, or in the case of a credit of H Rights Shares in CCASS, a CCASS participant whose address is in, or is otherwise a resident of, any of the Specified Territories or any other jurisdiction in which it would be unlawful to deliver such share certificates or make such a credit or if the Company believes or its agents believe that the same may violate applicable legal or regulatory requirements.

Receipt of any of the Prospectus Documents or the crediting of Nil Paid H Rights to a stock account in CCASS does not and will not constitute an offer in those jurisdictions in which it would be illegal to make an offer and, in those circumstances, the Prospectus Documents must be treated as sent for information purposes only and should not be copied or redistributed. Persons (including, without limitation, agents, custodians, nominees and trustees) who receive a copy of any of the Prospectus Documents or whose stock account in CCASS is credited with Nil Paid H Rights or the H Rights Shares must not distribute or sell the same into or from, or transfer Nil Paid H Rights to any person in, into or from, any of the Specified Territories, if a Provisional Allotment Letter or an Excess Application Form or a credit of Nil Paid H Rights to a stock account in CCASS is received by any person in any such Specified Territory, or by his/her/its agent or nominee, he/she/it should not seek to take up the rights referred to in the Provisional Allotment Letter or transfer the Provisional Allotment Letter (or apply for any excess H Rights Shares under the Excess Application Form) or transfer the Nil Paid H Rights in CCASS unless the Company determines that such actions would not violate applicable legal or regulatory requirements. Any person (including, without limitation, agents, custodians, nominees and trustees) who does forward any of the Prospectus Documents in, into or from any of the Specified Territories (whether under a contractual or legal obligation or otherwise) should draw the recipient's attention to the contents of this section.

合資格H股股東及除外股東

為符合認購H股供股股份的資格，H股股東須於2011年12月8日營業時間結束時登記為本公司股東且不屬除外股東。在2011年12月8日營業時間結束時登記為本公司的股東，H股股東須不遲於2011年12月6日下午四時三十分向H股股份過戶登記處提交任何H股之過戶（連同相關股票）。

除外股東指登記地址位於香港以外地區或據本公司推悉為香港以外地區居民之H股股東或實益H股股東，且據董事作出查詢，基於該H股股東或實益H股股東所處之有關地區的法例之法律限制或該地區有關監管機構或證券交易所之規定，董事認為無或不宜有關H股股東或實益H股股東提呈發售H股供股股份。

就H股供股而言，除外股東為：

- 於H股股份登記日營業時間結束時名列本公司股東名冊且於該登記冊內所示地址位於任何指定地區之H股股東（惟地址位於中國和美國且本公司信納符合有關規定之H股股東除外）；及
 - 當時據本公司另行得悉為任何指定地區居民之任何H股股東或實益H股股東（惟屬中國和美國居民且本公司信納符合有關規定之H股股東或實益H股股東除外）。
- 不管供股文件有任何其他規定，倘本公司按其絕對酌情權接納有關文據獲豁免或無須遵守引致有關限制之法律或規例，則本公司保留權利容許任何H股股東或實益H股股東接納其供股權。若出現以下情況，本公司保留權利視提呈未繳款H股供股權或H股供股份的任何接納或聲稱接納為無效，且毋須受到約束配發或發行任何H股供股份：

- 本公司或其代理人認為任何接納或聲稱接納的發立、生效或寄發方式可能涉及違反任何司法管轄區的法例或規例；或
- 如為暫定配額通知書，當中註明交付股票的地點，或如在中央結算系統內存入H股供股份，中央結算系統參與者的地址位於或居於任何指定地區或任何其他司法管轄區，而交付該等股票或進行該等存入乃屬違法，或如本公司相信或其代理人相信該等行動可能違反適用的法律或監管規定。

收到任何供股文件及/或於中央結算系統證券賬戶存入未繳款H股供股權並不（亦將不會）構成在提呈要約的屬地法之該等司法管轄區提呈要約，在該等情況下，供股文件須視為僅供參考處理，亦不應複製或轉發。任何人士（包括（但不限於）代理、保管人、代名人及受託人）如收到任何供股文件或其中央結算系統證券賬戶存入未繳款H股供股權，不應（H股供股章程）將此等人士轉讓未繳款H股供股權或寄發或，向任何指定地區之任何人士轉讓未繳款H股供股權或寄發，倘若任何有關指定地區之任何人士或其代理或代名人或受託人（包括（但不限於）代理、保管人、代名人及受託人）如將任何供股文件（包括（但不限於）代理、保管人、代名人及受託人）如將任何供股文件在／或向任何指定地區轉交（無論根據合約或法律責任或其他理由），應使接收人注意本節內容。

LIMITED CATEGORIES OF PERSONS IN THE SPECIFIED TERRITORIES, WHO MAY BE ABLE TO TAKE UP THEIR NIL PAID H RIGHTS TO SUBSCRIBE FOR THE H RIGHTS SHARES UNDER THE H SHARE RIGHTS ISSUE

Notwithstanding what is said in the section headed "Qualified H Shareholders and Excluded Shareholders" above, the following limited categories of persons in the Specified Territories may be able to take up their rights under the H Share Rights Issue:

- H Shareholders or Beneficial H Shareholders in the United States are generally Excluded Shareholders. However, a limited number of H Shareholders and Beneficial H Shareholders in the United States who the Company reasonably believes are QIBs may be able to take up their Nil Paid H Rights to subscribe for H Rights Shares being offered in the H Share Rights Issue in transactions exempt from registration requirements under the U.S. Securities Act, provided that they fulfil relevant requirements to the satisfaction of the Company; and
- H Shareholders or Beneficial H Shareholders in the PRC are generally Excluded Shareholders. However, QIBs and persons who are entitled to hold H Shares pursuant to relevant PRC laws and regulations or upon approvals of any competent authority may be able to take up their Nil Paid H Rights to subscribe for H Rights Shares being offered under the H Share Rights Issue, provided that they fulfil the requirements under the relevant PRC laws and regulations to the satisfaction of the Company.

In each case, the Company reserves the right, in its absolute discretion, to determine whether to allow such participation, as well as the identity of the persons who may be allowed to do so.

指定地區內可接納其於H股供股中之未繳款H股供股權以認購H股供股股份之有限類別人士

「不上交／除外股東」一語如何規定，以下指定地區內之有限類別人士可接納其於H股供股中之權利：

- 美國的H股股東或實益H股股東一般屬除外股東。然而，如本公司合理相信身為合資格機構買家之有限數目H股股東及實益H股股東可以接納彼等之未繳款H股供股權以認購H股供股提呈之H股供股股份，所涉及交易可豁免遵守美國證券法中登記規定，惟須本公司信納彼等符合相關規定；以及
- 中國的H股股東或實益H股股東一般屬除外股東。然而，合格境內機構投資者及其他依據中國之有關法律及法規規定或有權部門批准持有H股股份的人士可接納其於H股供股中獲提呈的未繳款H股供股權以認購H股供股股份，惟須符合中國相關法律法規的規定及須本公司信納彼等符合相關規定。

在以上各情況下，本公司在釐定是否准許該等人士參與以及獲准參與人士的身份方面保留絕對酌情權。

REPRESENTATIONS AND WARRANTIES

By completing, signing and submitting this Excess Application Form, each subscriber of H Rights Shares being offered and sold outside the United States hereby represents and warrants to the Underwriters and to any person acting on their behalf, unless in their sole discretion the Company and the Underwriters waive such requirement expressly in writing that:

- He/she/it was an H Shareholder as at the H Share Record Date, or he/she/it lawfully acquired or may lawfully acquire the Nil Paid H Rights, directly or indirectly, from such a person; and
- He/she/it is not located in any jurisdiction in which it is unlawful to purchase or take up the Nil Paid H Rights or subscribe for or accept H Rights Shares;
- Subject to certain exceptions, he/she/it is not resident or located in, or a citizen of, the United States;
- Subject to certain exceptions, he/she/it is not accepting an offer to purchase or take up the Nil Paid H Rights or subscribe for or accept H Rights Shares on a non-discretionary basis for a person who is resident or located in, or a citizen of, the United States at the time the instruction to accept was given;
- He/she/it is not doing so for the account of any person who is located in the United States, unless:
 - the instruction to purchase or take up the Nil Paid H Rights or to subscribe for or accept H Rights Shares was received from a person outside the United States, and
 - the person giving such instruction has confirmed that it (a) has the authority to give such instruction, and (y) either (A) has investment discretion over such account or (B) is an investment manager or investment company that is acquiring the H Rights Shares in an "offshore transaction" within the meaning of Regulation S under the U.S. Securities Act;
- He/she/it is acquiring the Nil Paid H Rights and/or the H Rights Shares in an "offshore transaction" as defined in Regulation S under the U.S. Securities Act;
- He/she/it has not been offered the H Rights Shares by means of any "directed selling efforts" as defined in Regulation S under the U.S. Securities Act;
- He/she/it is not purchasing or taking up the Nil Paid H Rights or subscribing for or accepting H Rights Shares with a view to the offer, sale, allotment, take up, exercise, resale, renouncement, pledge, transfer or delivery, directly or indirectly, of any such Nil Paid H Rights or H Rights Shares into the United States or any other jurisdiction referred to in paragraph (i) above; and
- He/she/it understands that neither the Nil Paid H Rights nor the H Rights Shares have been or will be registered under the U.S. Securities Act or with any securities regulatory authority of any state, territory, or possession of the United States and the Nil Paid H Rights or H Rights Shares are being distributed and offered outside the United States in reliance on Regulation S under the U.S. Securities Act. Consequently he/she/it understands the Nil Paid H Rights or H Rights Shares may not be offered, sold, pledged or otherwise transferred in or into the United States, except in reliance on an exemption from, or in transactions not subject to, the registration requirements of the U.S. Securities Act.

By completing, signing and submitting this Excess Application Form, you agree to disclose to the Company and/or its H Share Registrar and their respective advisers and agents personal data and any information which they require about you or the person(s) for whose benefit you have made the application for excess H Rights Shares. The Personal Data (Privacy) Ordinance provides the holders of securities with rights to ascertain whether the Company or its 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 the Personal Data (Privacy) Ordinance, the Company and its H Share Registrar have the right to charge a reasonable fee for the processing of any data access request. All requests for access to data or correction of data or for information regarding policies and practices and the kinds of data held should be addressed to the Company, at its principal place of business in Hong Kong at 15th Floor, Guangdong Investment Tower, 148 Connaught Road, Central, Hong Kong as notified from time to time in accordance with applicable law, for the attention of the Company Secretary or (as the case may be) the H Share Registrar.

聲明及保證

填妥、簽署及交回本暫定配額通知書，即表示在美國以外提呈及出售之H股供股股份之每名認購人據此向本公司及承銷商及代表彼等行事之任何人士作出以下聲明及保證，除非本公司及承銷商全權酌情以書面方式明確決定豁免有關規定：

- 彼於H股股份登記日為H股股東，或彼已合法或可合法直接或間接從有關人士取得未繳款H股供股權；
 - 彼並非位於購或接納未繳款H股供股權或認購或接納H股供股股份乃屬違法之任何其他司法管轄區內；
 - 除若干例外情況之外，彼並非居於或位於美國，或為美國之公民；
 - 除若干例外情況之外，彼並非按非全權委託形式或給予接納指示時居於或位於美國，或為美國公民之人士購買或接納未繳款H股供股權或認購或接納H股供股股份之建議；
 - 彼並非代位於美國之任何人士行事，除非：
 - 接到美國以外地區人士之購買或接納未繳款H股供股權或認購或接納H股供股股份之指示；及
 - 發出該項指示之人士確認(a)彼有權發出該項指示，及(y)對該賬戶擁有投資決定權；或(b)彼為以美國證券法S規例所界定之「離岸交易」方式收購H股供股股份之投資經理或投資公司；
 - 彼乃根據美國證券法S規例所界定之「離岸交易」中收購未繳款H股供股權及／或H股供股份；
 - 彼並非以美國證券法S規例所界定之任何「定向銷售行動」方式獲提呈H股供股份；
 - 彼購買或接納未繳款H股供股權或認購或接納H股供股股份之目的並非為直接或間接向美國境內之任何人士轉讓未繳款H股供股權或認購或接納H股供股股份；及
 - 彼明白，未繳款H股供股權和H股供股份均無（亦將不會）根據美國證券法或在美國任何州、地區或領地之任何證券監管當局登記，而未繳款H股供股權或H股供股份乃依據美國證券法S規例在美國以外派發及提呈。因此，彼明白，未繳款H股供股權或H股供股份不可在或向美國發售、出售、質押或以其他方式轉讓，惟依據美國證券法登記規定之豁免或在無須遵守美國證券法登記規定之交易除外。
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