

Please use this form if you want the Hong Kong Offer Shares to be issued in your name
如閣下欲以本身名義登記將獲發行的香港發售股份，請使用本表格

Staple your
payment here
請將股款
繫釘在此

This Application Form uses the same terms as defined in the prospectus of International Alliance Financial Leasing Co., Ltd. (the "Company") dated 28 February 2019 (the "Prospectus").

本申請表格使用国际友联融资租赁有限公司(「本公司」)於二零一九年二月二十八日刊發的招股章程(「招股章程」)所界定的詞語。

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

本申請表格及招股章程概不構成在香港以外司法權區要約出售或游說要約購買任何香港發售股份。若無根據美國《證券法》登記或豁免登記，香港發售股份不得在美國提呈發售或出售。

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

任何根據當地法例不得發送、派發或複製本申請表格及招股章程的司法權區內概不得發送或派發或複製(不論方式，也不論全部或部分)本申請表格及招股章程。

Copies of the Prospectus, all related Application Forms and the other documents specified in the paragraph headed "1. Documents Delivered to the Registrar of Companies" in Appendix VI to the Prospectus, have been registered by the Registrar of Companies in Hong Kong as required by section 342C of the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Chapter 32 of the Laws of Hong Kong). Hong Kong Exchanges and Clearing Limited, The Stock Exchange of Hong Kong Limited (the "Stock Exchange"), Hong Kong Securities Clearing Company Limited ("HKSCC"), the Securities and Futures Commission (the "SFC") and the Registrar of Companies in Hong Kong take no responsibility for the contents of these documents.

招股章程、所有相關申請表格及招股章程附錄六「1. 送呈公司註冊處處長文件」一段所述其他文件已按照香港法例第32章《公司(清盤及雜項條文)條例》第342C條規定送呈香港公司註冊處處長登記。香港交易及結算有限公司、香港聯合交易所有限公司(「聯交所」)、香港中央結算有限公司(「香港結算」)、證券及期貨事務監察委員會(「證監會」)及香港公司註冊處處長對此等文件的內容概不負責。



INTERNATIONAL ALLIANCE FINANCIAL LEASING CO., LTD.

国际友联融资租赁有限公司

(Incorporated in the Cayman Islands with limited liability)

(於開曼群島註冊成立之有限公司)

Stock code : 1563

股份代號 : 1563

Offer Price : HK\$0.84 to HK\$1.67 per Offer Share, plus

(subject to a Downward Offer Price Adjustment)

brokerage of 1.0%, SFC transaction levy of 0.0027% and a Stock Exchange trading fee of 0.005% (payable in full on application in Hong Kong dollars and subject to refund)

(If the Offer Price is set at 10% below the bottom end of the indicative Offer Price range after making a Downward Offer Price Adjustment, the Offer Price will be HK\$0.76 per Offer Share)

發售價 :
(受下調發售價調整規限)

每股發售股份0.84港元至1.67港元，另加1.0%經紀佣金、0.0027%證監會交易徵費及0.005%聯交所交易費(須於申請時以港元繳足，多繳款項可予退還)

(倘發售價於作出下調發售價調整後定為低於指示性發售價範圍下限10%，發售價將為每股發售股份0.76港元)

You should read this Application Form in conjunction with the Prospectus, which contains further information on the application procedures. 招股章程尚有關於申請程序的其他資料，本申請表格應與招股章程一併閱讀。

Application Form 申請表格

To: International Alliance Financial Leasing Co., Ltd.
The Sole Sponsor
The Joint Global Coordinators
The Joint Bookrunners
The Joint Lead Managers
The Hong Kong Underwriters

致：国际友联融资租赁有限公司
獨家保薦人
聯席全球協調人
聯席賬簿管理人
聯席牽頭經辦人
香港包銷商

Applicants' declaration

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

申請人聲明

本人/吾等同意本申請表格及招股章程的條款及條件以及申請程序。見本申請表格「填交本申請表格的效用」一節。

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

警告：任何人士只限作出一次為其利益而進行的認購申請。請參閱「填交本申請表格的效用」一節最後四點。

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如閣下欲以本身名義登記將獲發行的香港發售股份，請使用本表格

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

Date: 日期: / /
D日 M月 Y年

Number of Hong Kong Offer Shares applied for (not more than 24,750,000 Shares) 申請香港發售股份數目 (不超過24,750,000股股份)

Total amount 總額

HK\$ 港元

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

Family name or company name 姓氏或公司名稱

Forename(s) 名字

Name in Chinese 中文姓名/名稱

Family name or company name 姓氏或公司名稱

Forename(s) 名字

Occupation in English 職業(以英文填寫)

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

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

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

(1)

(1)

(2)

(2)

(3)

(3)

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

Telephone No. 電話號碼

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

ADDRESS LABEL 地址標貼 (Your name(s) and address in Hong Kong in BLOCK letters 請用英文正楷填寫姓名/名稱及香港地址)

For Internal Use 此欄供內部使用

Please use this form if you want the Hong Kong Offer Shares to be issued in your name
如閣下欲以本身名義登記將獲發行的香港發售股份，請使用本表格

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

Sample

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Sample

How to make your application

- Use the table below to calculate how much you must pay. Your application must be for a minimum of 3,000 Hong Kong Offer Shares and in one of the numbers set out in the table, or your application will be rejected.

NUMBER OF HONG KONG OFFER SHARES THAT MAY BE APPLIED FOR AND PAYMENTS					
No. of Hong Kong Offer Shares applied for	Amount payable on application HK\$	No. of Hong Kong Offer Shares applied for	Amount payable on application HK\$	No. of Hong Kong Offer Shares applied for	Amount payable on application HK\$
3,000	5,060.49	150,000	253,024.29	2,700,000	4,554,437.19
6,000	10,120.97	180,000	303,629.15	3,000,000	5,060,485.77
9,000	15,181.46	210,000	354,234.01	6,000,000	10,120,971.54
12,000	20,241.94	240,000	404,838.86	9,000,000	15,181,457.31
15,000	25,302.43	270,000	455,443.72	12,000,000	20,241,943.08
18,000	30,362.91	300,000	506,048.58	15,000,000	25,302,428.85
21,000	35,423.40	600,000	1,012,097.15	18,000,000	30,362,914.62
24,000	40,483.88	900,000	1,518,145.73	21,000,000	35,423,400.39
27,000	45,544.37	1,200,000	2,024,194.31	24,000,000	40,483,886.16
30,000	50,604.86	1,500,000	2,530,242.89	24,750,000*	41,749,007.61
60,000	101,209.72	1,800,000	3,036,291.46	*Maximum number of Hong Kong Offer Shares that may apply for	
90,000	151,814.58	2,100,000	3,542,340.04		
120,000	202,419.43	2,400,000	4,048,388.62		

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

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

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

	Branch Name	Address
Hong Kong Island	Sheung Wan Branch	Shop 1-4, G/F, Tung Hip Commercial Building, 244-248 Des Voeux Road Central, Hong Kong
Kowloon	Kwun Tong Plaza Branch	G1 Kwun Tong Plaza, 68 Hoi Yuen Road, Kwun Tong, Kowloon
	Tsim Sha Tsui East Branch	Shop 3, LG/F, Hilton Towers, 96 Granville Road, Tsim Sha Tsui East, Kowloon
New Territories	Sheung Shui Branch Securities Services Centre	136 San Fung Avenue, Sheung Shui, New Territories
	Kwai Chung Plaza Branch	A18-20, G/F Kwai Chung Plaza, 7-11 Kwai Foo Road, Kwai Chung, New Territories

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

Thursday, 28 February 2019 – 9:00 a.m. to 5:00 p.m.
Friday, 1 March 2019 – 9:00 a.m. to 5:00 p.m.
Saturday, 2 March 2019 – 9:00 a.m. to 1:00 p.m.
Monday, 4 March 2019 – 9:00 a.m. to 5:00 p.m.
Tuesday, 5 March 2019 – 9:00 a.m. to 12:00 noon

6. The latest time for lodging your application is 12:00 noon on Tuesday, 5 March 2019. The application lists will be open between 11:45 a.m. to 12:00 noon on that day, subject only to the weather conditions, as described in "How to Apply for Hong Kong Offer Shares – 10. Effect of bad weather on the opening of the application lists" of the Prospectus.

The application for the Hong Kong Offer Shares will commence on Thursday, 28 February 2019 through Tuesday, 5 March 2019. Such time period is longer than the normal market practice of four days. The application monies (including brokerage fee, SFC transaction levy and Stock Exchange trading fee) will be held by the receiving bank on behalf of our Company and the refund monies, if any, will be returned to the applicant(s) without interest on or before Thursday, 14 March 2019. Investors should be aware that the dealings in the Shares on the Stock Exchange are expected to commence on Friday, 15 March 2019.

如閣下欲以本身名義登記將獲發行的香港發售股份，請使用本表格

申請手續

1. 使用下表計算閣下應付的款項。閣下申請認購的股數須至少為3,000股香港發售股份，並為下表所列的其中一個數目，否則恕不受理。

可供申請認購的香港發售股份數目及應繳款項

申請認購的香港發售股份數目	申請時應繳款項(港元)	申請認購的香港發售股份數目	申請時應繳款項(港元)	申請認購的香港發售股份數目	申請時應繳款項(港元)
3,000	5,060.49	150,000	253,024.29	2,700,000	4,554,437.19
6,000	10,120.97	180,000	303,629.15	3,000,000	5,060,485.77
9,000	15,181.46	210,000	354,234.01	6,000,000	10,120,971.54
12,000	20,241.94	240,000	404,838.86	9,000,000	15,181,457.31
15,000	25,302.43	270,000	455,443.72	12,000,000	20,241,943.08
18,000	30,362.91	300,000	506,048.58	15,000,000	25,302,428.85
21,000	35,423.40	600,000	1,012,097.15	18,000,000	30,362,914.62
24,000	40,483.88	900,000	1,518,145.73	24,000,000	35,423,400.39
27,000	45,544.37	1,200,000	2,024,194.31	24,000,000	40,483,886.16
30,000	50,604.86	1,500,000	2,530,242.89	24,750,000*	41,749,007.61
60,000	101,209.72	1,800,000	3,036,291.46	* 閣下可申請認購的香港發售股份最高數目。	
90,000	151,814.58	2,100,000	3,542,340.04		
120,000	202,419.43	2,400,000	4,048,388.62		

2. 以正楷英文填妥及簽署申請表格。只接納親筆簽名(不得以個人印章代替)。
3. 閣下須將支票或銀行本票釘於表格上。每份香港發售股份申請須附一張獨立開出支票或一張獨立開出銀行本票。支票或銀行本票必須符合以下所有規定，否則有關閣下的認購申請不獲接納：

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

如閣下欲以本身名義登記將獲發行的香港發售股份，請使用本表格

4. 請撕下申請表格，對摺一次，然後將填妥的申請表格(連同所附帶支票或銀行本票)投入中國銀行(香港)有限公司下列任何一家分行特設的收集箱：

	分行名稱	地址
港島區	上環分行	香港德輔道中244-248號東協商業大廈地下1-4號舖
九龍區	觀塘廣場分行	九龍觀塘開源道68號觀塘廣場G1
	尖沙咀東分行	九龍尖沙咀東加連威老道96號希爾頓大廈低層地下3號舖
新界區	上水分行證券服務中心	新界上水新豐路136號
	葵涌廣場分行	新界葵涌葵富路7-11號葵涌廣場地下A18-20號

5. 閣下可於下列時間遞交申請表格：

二零一九年二月二十八日(星期四) - 上午九時正至下午五時正
二零一九年三月一日(星期五) - 上午九時正至下午五時正
二零一九年三月二日(星期六) - 上午九時正至下午一時正
二零一九年三月四日(星期一) - 上午九時正至下午五時正
二零一九年三月五日(星期二) - 上午九時正至中午十二時正

6. 截止遞交申請的時間為二零一九年三月五日(星期二)中午12時正。本公司將於當日上午11時45分至中午12時正期間登記認購申請，唯一會影響此時間的變化因素為當日的天氣情況(詳見招股章程「如何申請香港發售股份 - 10. 惡劣天氣對開始辦理申請登記的影響」)。

香港發售股份申請將於二零一九年二月二十八日(星期四)開始直至二零一九年三月五日(星期二)為止。該時期長於一般市場慣例的四天。申請款項(包括經紀佣金、證監會交易徵費及聯交所交易費)將由收款銀行代表本公司持有，且退款金額(如有)將於二零一九年三月十四日(星期四)或之前不計利息退還予申請人。投資者務請注意，預期股份將於二零一九年三月十五日(星期五)於聯交所開始買賣。

IAL

INTERNATIONAL ALLIANCE FINANCIAL LEASING CO., LTD.

国际友联融资租赁有限公司

(incorporated in the Cayman Islands with limited liability)

Global Offering

Conditions of your application

A. Who can apply

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

B. If you are a nominee

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

C. Effect of completing and submitting this Application Form

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

- **undertake** to execute all relevant documents and instruct and authorise the Company and/or the Joint Global Coordinators (or their agents or nominees), as agents of the Company, to execute any documents for you and to do on your behalf all things necessary to register any Hong Kong Offer Shares allocated to you in your name as required by the Articles of Association;
- **agree** to comply with the Companies Law, the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Cap. 32), Companies Ordinance (Cap. 622) and the Articles of Association;
- **confirm** that you have read the terms and conditions and application procedures set out in the Prospectus and in this Application Form and agree to be bound by them;

- **confirm** that you have received and read the Prospectus and have only relied on the information and representations contained in the Prospectus in making your application and will not rely on any other information or representations except those in any supplement to the Prospectus;
- **confirm** that you are aware of the restrictions on the Global Offering in the Prospectus;
- **agree** that none of the Company, the Sole Sponsor, the Joint Global Coordinators, the Joint Bookrunners, the Joint Lead Managers, the Underwriters, their respective directors, officers, employees, partners, agents, advisers and any other parties involved in the Global Offering is or will be liable for any information and representations not in the Prospectus (and any supplement to it);
- **undertake and confirm** that you or the person(s) for whose benefit you have made the application have not applied for or taken up, or indicated an interest for, and will not apply for or take up, or indicate an interest for, any International Offer Shares under the International Offering nor participated in the International Offering;
- **agree** to disclose to the Company, the Hong Kong Branch Share Registrar, the receiving bank, the Sole Sponsor, the Joint Global Coordinators, the Joint Bookrunners, the Joint Lead Managers, the Underwriters and/or their respective advisers and agents any personal data which they may require about you and the person(s) for whose benefit you have made the application;
- if the laws of any place outside Hong Kong apply to your application, **agree and warrant** that you have complied with all such laws and none of the Company, the Sole Sponsor, the Joint Global Coordinators, the Joint Bookrunners, the Joint Lead Managers and the Underwriters nor any of their respective officers or advisers will breach any law outside Hong Kong as a result of the acceptance of your offer to purchase, or any action arising from your rights and obligations under the terms and conditions contained in the Prospectus and this Application Form;
- **agree** that once your application has been accepted, you may not rescind it because of an innocent misrepresentation;
- **agree** that your application will be governed by the laws of Hong Kong;
- **represent, warrant and undertake** that (i) you understand that the Hong Kong Offer Shares have not been and will not be registered under the U.S. Securities Act; and (ii) you and any person for whose benefit you are applying for the Hong Kong Offer Shares are outside the United States (as defined in Regulation S) or are a person described in paragraph (h)(3) of Rule 902 of Regulation S;
- **warrant** that the information you have provided is true and accurate;
- **agree** to accept the Hong Kong Offer Shares applied for, or any lesser number allocated to you under the application;
- **authorise** the Company to place your name(s) on the Company's register of members as the holder(s) of any Hong Kong Offer Shares allocated to you, and the Company and/or its agents to send any Share certificate(s) and/or e-Auto Refund Payment Instructions 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 are eligible and chosen to collect the Share certificate(s) and/or refund cheque(s) in person;
- **declare and represent** that this is the only application made and the only application intended by you to be made to benefit you or the person for whose benefit you are applying;

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

- **understand** that the Company, the Joint Global Coordinators, the Joint Bookrunners and the Joint Lead Managers will rely on your declarations and representations in deciding whether or not to make any allotment of any of the Hong Kong Offer Shares to you and that you may be prosecuted for making a false declaration;
- (if the application is made for your own benefit) **warrant** that no other application has been or will be made for your benefit on a **WHITE** or **YELLOW** Application Form or by giving **electronic application instructions** to HKSCC or through **HK eIPO White Form Service** by you or by any one as your agent or by any other person; and
- (if you are making the application as an agent for the benefit of another person) **warrant** that (i) no other application has been or will be made by you as agent for or for the benefit of that person or by that person or by any other person as agent for that person on a **WHITE** or **YELLOW** Application Form or by giving **electronic application instructions** to HKSCC or to **HK eIPO White Form Services Provider** and (ii) you have due authority to sign the Application Form or give **electronic application instructions** on behalf of that other person as their agent.

D. Power of attorney

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

Determination of Offer Price and Allocation of Hong Kong Offer Shares

The Offer Price is expected to be fixed on or around Tuesday, 5 March 2019. Applicants are required to pay the maximum Offer Price of HK\$1.67 for each Hong Kong Offer Share together with 1% brokerage, 0.0027% SFC transaction levy and 0.005% Stock Exchange trading fee. If the Offer Price is not agreed between the Company and the Joint Global Coordinators (for themselves and on behalf of the Underwriters) on or before Friday, 8 March 2019, the Global Offering will not proceed. Applications for Hong Kong Offer Shares will not be processed and no allotment of any Hong Kong Offer Shares will be made until the application lists close.

If the Company decides to reduce the Offer Price by making a Downward Offer Price Adjustment (a reduction of up to 10% below HK\$0.84, the Company will separately announce the final Offer Price no later than Thursday, 14 March 2019 on the website of the Stock Exchange at www.hkexnews.hk and the Company's website at www.iaf-leasing.com.

Irrespective of whether a Downward Offer Price Adjustment is made, the Company expects to announce the final Offer Price, the indication of the level of interest in the International Offering, the level of applications under the Hong Kong Public Offering and the basis of allocation of the Hong Kong Public Offering on Thursday, 14 March 2019 on the website of the Stock Exchange at www.hkexnews.hk and the Company's website at www.iaf-leasing.com. Results of allocations in Hong Kong Public Offering, and the Hong Kong Identity Card/passport/Hong Kong business registration numbers of successful applicants (where applicable) will be available on the above websites.

The allocation of the Offer Shares between the Hong Kong Offering and the International Offering will be subject to adjustment as described in the section "Structure of the Global Offering" in the Prospectus. In addition, the Joint Global Coordinators may, in certain circumstances, reallocate Offer Shares from the International Offering to the Hong Kong Public Offering to satisfy valid applications under the Hong Kong Public Offering. In accordance with Guidance Letter HKEX-GL91-18 issued by the Stock Exchange, if such reallocation is done other than pursuant to Practice Note 18 of the Listing Rules as described above, the maximum total number of Offer Shares that may be allocated to the Hong Kong Public Offering following such reallocation shall not

be more than double the initial allocation to the Hong Kong Public Offering (i.e. 99,000,000 Offer Shares, being 20% of the Offer Shares under the Global Offering), and the final Offer Price shall be fixed at the bottom end of the indicative Offer Price range (i.e. HK\$0.84 per Offer Share) stated in the Prospectus.

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

If you apply for 1,000,000 or more Hong Kong Offer Shares, you may collect your Share certificate(s) and/or refund cheque(s) in person from: Tricor Investor Services Limited at Level 22, Hopewell Centre, 183 Queen's Road East, Hong Kong from 9:00 a.m. to 1:00 p.m. on Thursday, 14 March 2019 or such other date as notified by us.

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 Tricor Investor Services Limited.

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

If you apply for less than 1,000,000 Hong Kong Offer Shares, your refund cheque(s) and/or Share certificate(s) will be sent to the address on the relevant Application Form on Thursday, 14 March 2019, by ordinary post and at your own risk.

Refund of your money

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

The refund procedures are stated in "How to Apply for Hong Kong Offer Shares – 14. Despatch/collection of share certificates and refund monies" of the Prospectus.

Application by HKSCC Nominees Limited ("HKSCC Nominees")

Where this Application Form is signed by HKSCC Nominees on behalf of persons who have given **electronic application instructions** to apply for the Hong Kong Offer Shares, the provisions of this Application Form which are inconsistent with those set out in the Prospectus shall not apply and provisions in the Prospectus shall prevail.

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

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

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

- 8. "How many applications can you make"; and
- 12. "Circumstances in which you will not be allotted Hong Kong Offer Shares".

IAL

INTERNATIONAL ALLIANCE FINANCIAL LEASING CO., LTD.
国际友联融资租赁有限公司

(於開曼群島註冊成立之有限公司)

全球發售

申請條件

甲、可提出申請的人士

- 閣下及閣下為其利益提出申請的任何人士必須年滿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，並非美國籍人士(定義見美國《證券法》S規例)，亦非中國法人或自然人。
- 除《上市規則》批准外，下列人士概不得申請認購任何香港發售股份：
 - 本公司及／或其任何附屬公司股份的現有實益擁有人；
 - 本公司及／或其任何附屬公司的董事或行政總裁；
 - 本公司關連人士(定義見《上市規則》)或緊隨全球發售完成後成為本公司關連人士的人士；
 - 上述任何人士的聯繫人(定義見《上市規則》)；或
 - 已獲分配或已申請或表示有意申請國際發售或以其他方式參與或已參與國際發售項下的任何國際發售股份的人士。

乙、如閣下為代名人

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

丙、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：

- 承諾簽立所有相關文件，並指示及授權本公司及／或作為本公司代理的聯席全球協調人(或其代理或代名人)，代表閣下簽立任何文件，並為按照組織章程細則的規定，代表閣下辦理一切必要事宜以將閣下獲分配的任何香港發售股份以閣下名義登記；
- 同意遵守公司法、第32章《公司(清盤及雜項條文)條例》、第622章公司條例及組織章程細則；
- 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、獨家保薦人、聯席全球協調人、聯席賬簿管理人、聯席牽頭經辦人、包銷商、彼等各自的董事、高級職員、僱員、代理人、代理、顧問及參與全球發售的任何其他人士現時及日後均毋須對並非載於招股章程(及其任何補充文件)的任何資料及陳述負責；
- 承諾及確認閣下或閣下為其利益提出申請的人士並無申請或接納或表示有意認購，亦不會申請或接納或表示有意認購國際發售的任何國際發售股份，也沒有參與國際發售；
- 同意在本公司、香港股份過戶登記分處、收款銀行、獨家保薦人、聯席全球協調人、聯席賬簿管理人、聯席牽頭經辦人、包銷商及／或彼等各自的顧問及代理提出要求時，向彼等披露其所要求提供有關閣下及閣下為其利益提出申請的人士的任何個人資料；若香港境外任何地方的法例適用於閣下的申請，則同意及保證閣下已遵守所有有關法例，且本公司、獨家保薦人、聯席全球協調人、聯席賬簿管理人、聯席牽頭經辦人及包銷商和彼等各自的高級職員或顧問概不會因接納閣下的購買要約，或閣下在招股章程及本申請表格所載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)閣下明白香港發售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香港發售股份的人士均身處美國境外(定義見S規例)，或屬S規例第902條第(h)(3)段所述的人士；
- 保證閣下提供的資料真實及準確；
- 同意接納所申請數目或根據申請分配予閣下但數目較少的香港發售股份；
- 授權本公司將閣下的姓名／名稱列入本公司股東名冊，作為閣下獲分配的任何香港發售股份的持有人，並授權本公司及／或其代理以普通郵遞方式按申請所示地址向閣下或聯名申請的首名申請人發送任何股票及／或電子自動退款指示及／或退款支票，郵誤風險由閣下承擔，除非閣下符合資格並選擇親身領取股票及／或退款支票；
- 聲明及表示此乃閣下為閣下或閣下為其利益提出申請的人士提出及擬提出的唯一申請；

如閣下欲以本身名義登記將獲發行的香港發售股份，請使用本表格

- 明白本公司、聯席全球協調人、聯席賬簿管理人及聯席牽頭經辦人將依據閣下的聲明及陳述而決定是否向閣下配發任何香港發售股份，閣下如作出虛假聲明，可能會被檢控；
- (如本申請為閣下本身的利益提出) 保證或作為閣下代理的任何人士或任何其他人士不曾亦不會為閣下的利益以白色或黃色申請表格或向香港結算或透過網上白表服務發出電子認購指示而提出其他申請；及
- (如閣下作為代理為另一人士的利益提出申請) 保證(i) 閣下(作為代理或為該人士利益)或該人士或任何其他作為該人士代理的人士不曾亦不會以白色或黃色申請表格或向香港結算或網上白表服務供應商發出電子認購指示而提出其他申請；及(ii) 閣下獲正式授權作為該其他人士的代理代為簽署本申請表格或發出電子認購指示。

丁、授權書

如閣下透過授權人士提出申請，本公司、聯席全球協調人、聯席賬簿管理人及聯席牽頭經辦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。

釐定發售價及香港發售股份的分配

預期發售價於二零一九年三月五日(星期二)或前後釐定。申請人須繳付每股香港發售股份1.67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)並無於二零一九年三月八日(星期五)或之前協定發售價，則全球發售將不會進行。截止登記認購申請前，概不處理香港發售股份的申請或配發任何香港發售股份。

若本公司決定按發售價下調機制下調發售價(下調至較0.84港元低最多10%)，本公司將於不遲於二零一九年三月十四日(星期四)另行於聯交所網站(www.hkexnews.hk)及本公司網站(www.iaf-leasing.com)公佈最終發售價。

不論是否按發售價下調機制下調發售價，本公司預期於二零一九年三月十四日(星期四)在聯交所網站(www.hkexnews.hk)及本公司網站(www.iaf-leasing.com)公布最終發售價、國際發售踴躍程度、香港公開發售認購水平及香港公開發售分配基準。香港公開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)將同於上述網站公布。

香港發售與國際發售之間的發售股份分配須根據招股章程「全球發售的架構」一節所述作出調整。此外，在若干情況下，聯席全球協調人可將發售股份由國際發售重新分配至香港公開發售以滿足香港公開發售項下的有效申請。根據聯交所刊發的指引信HKEXGL91-18，倘上述重新分配並非根據上市規則第18項應用指引而作出，則於有關重新分配後可重新分配至香港公開發售的發售股份總數不得多於香港公開發售初始分配的兩倍(即99,000,000股發售股份，即全球發售

下發售股份的20%)，而最終發售價須釐定為招股章程訂明的指示性發售價範圍的下限(即每股發售股份0.84港元)。

如閣下成功申請認購香港發售股份(全部或部分)

如閣下申請認購1,000,000股或以上香港發售股份，閣下可於二零一九年三月十四日(星期四)上午9時正至下午1時正或本公司公佈的其他日期，親身前往卓佳證券登記有限公司(地址為香港皇后大道東183號合和中心22樓)領取股票及/或退款支票。

如閣下為個別人士並合資格親身領取，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。個別人士及授權代表領取股票時均須出示卓佳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股票及/或退款支票。有關股票將會及時以普通郵遞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股以下香港發售股份，閣下的退款支票及/或股票將於二零一九年三月十四日(星期四)以普通郵遞方式寄往相關申請表格所示地址，郵誤風險由閣下承擔。

退回款項

若閣下未接獲任何香港發售股份或申請僅部分獲接納，本公司將不計利息退回閣下的申請股款(包括相關的1%經紀佣金、0.0027%證監會交易徵費及0.005%聯交所交易費)。如發售價低於最高發售價，本公司將不計利息退回多收申請股款(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 - 14. 寄發/領取股票及退回股款」。

香港中央結算(代理人)有限公司(「香港結算代理人」)提出的申請

如本申請表格由香港結算代理人代表發出電子認購指示申請香港發售股份的人士簽署，本申請表格與招股章程不符的條文將不適用，且以招股章程所述者為準。

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

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

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

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

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 Hong Kong Branch 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 Hong Kong Branch Share Registrar when applying for securities or transferring securities into or out of their names or in procuring the services of the Hong Kong Branch 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 Hong Kong Branch 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 share certificate(s) and/or refund cheque(s) and/or e-Auto Refund payment instruction to which you are entitled.

It is important that securities holders inform the Company and the Hong Kong Branch 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 and e-Auto Refund payment instruction, 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 names of securities’ holders including, where applicable, HKSCC Nominees;
- maintaining or updating the register of securities’ holders of the Company;
- verifying securities holders’ identities;
- establishing benefit entitlements of securities’ holders of the Company, such as dividends, rights issues, bonus issues, etc.;
- distributing communications from the Company and its subsidiaries;
- compiling statistical information and securities’ holder 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 Hong Kong Branch 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 Hong Kong Branch Share Registrar relating to the securities holders will be kept confidential but the Company and its Hong Kong Branch Share Registrar may, to the extent necessary for achieving any of the above purposes, disclose, obtain or transfer (whether within or outside Hong Kong) the personal data to, from or with any of the following:

- the Company’s appointed agents such as financial advisers, receiving bankers and overseas principal share registrar;
- where applicants for securities request a deposit into CCASS, HKSCC or HKSCC Nominees, who will use the personal data for the purposes of operating CCASS;
- any agents, contractors or third-party service providers who offer administrative, telecommunications, computer, payment or other services to the Company or the Hong Kong Branch Share Registrar in connection with their respective business operation;
- the Stock Exchange, the SFC and any other statutory regulatory or governmental bodies 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 Hong Kong Branch 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 Hong Kong Branch 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 Hong Kong Branch 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 “Corporate Information” section of the Prospectus or as notified from time to time, for the attention of the company secretary, or our Hong Kong Branch 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香港股份過戶登記分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香港股份過戶登記分處的服務時，必須向本公司或其代理人及香港股份過戶登記分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，或本公司或其香港股份過戶登記分處無法落實轉讓或另行提供服務。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／或退款支票及／或電子自動退款指示。

證券持有人所提供的個人資料如有任何錯誤，須立即通知本公司及香港股份過戶登記分處。

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及電子自動退款指示(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布香港發售股份的分配結果；
- 遵守香港及其他地區的適用法律及法規；
- 以證券持有人(包括香港結算代理人(如適用))的名義登記新發行證券或轉讓或受讓證券；
- 存置或更新本公司證券持有人的名冊；
- 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／或使本公司及香港股份過戶登記分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

本公司及其香港股份過戶登記分處所持有關證券持有人的個人資料將會保密，但本公司及其香港股份過戶登記分處可以在為達到任何上述用途之必要情況下，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份過戶登記處；
- (如證券申請人要求將證券存入中央結算系統)香港結算或香港結算代理人，彼等將會就中央結算系統的運作使用有關個人資料；
- 向本公司或香港股份過戶登記分處提供與其各自業務營運有關的行政、電訊、電腦、付款或其他服務的任何代理人、承包商或第三方服務供應商；
- 聯交所、證監會及任何其他法定監管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士或機構，例如彼等的銀行、律師、會計師或股票經紀等。

4. 保留個人資料

本公司及其香港股份過戶登記分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香港股份過戶登記分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。本公司和香港股份過戶登記分處有權就處理任何要求收取合理費用。

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，或向本公司的香港股份過戶登記分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。