



招商銀行

CHINA MERCHANTS BANK

招商銀行股份有限公司

CHINA MERCHANTS BANK CO., LTD.

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

(Stock code: 03968)

12 April 2012

Dear Shareholder⁽¹⁾,

China Merchants Bank Co., Ltd. (the “Company”)

– Notice of publication of Annual Report, Circular and Notice of 2011 Annual General Meeting (“Current Corporate Communications”)

The English and Chinese versions of the Company’s Current Corporate Communications are now available on our Company’s website at www.cmbchina.com and the HKEx’s website at www.hkex.com.hk. You may access the Current Corporate Communications by clicking “Investor Relations” on the home page of our website, then selecting “Announcements” and viewing them require Adobe® Reader® or browsing through the HKEx’s website.

If you would like to receive a printed copy of the Current or Future Corporate Communications, please complete the reversed Request Form and send it to the Company c/o the Company’s H Share Registrar Computershare Hong Kong Investor Services Limited by using the mailing label and need not to affix a stamp when returning (if posted in Hong Kong). Otherwise, please affix an appropriate stamp. You may also send an email with a scanned copy of the enclosed Request Form to cmbchina@computershare.com.hk.

Yours faithfully,

For and on behalf of

China Merchants Bank Co., Ltd.

Lan Qi Seng Sze Ka Mee, Natalia

Joint Company Secretaries

(1) This letter is addressed to non-registered shareholders (“Non-registered shareholder” means such person or company whose shares are held in The Central Clearing and Settlement system (CCASS) and who has notified the Company from time to time through Hong Kong Securities Clearing Company Limited that such person or company wishes to receive Corporate Communications).

各位股東⁽¹⁾：

招商銀行股份有限公司（「本公司」）

— 年度報告、通函及二零一一年度股東大會通知（「本次公司通訊文件」）之發佈通知

本次公司通訊文件的中、英文版本已上載於本公司網站（www.cmbchina.com）及香港交易所網站（www.hkex.com.hk），歡迎瀏覽。閣下可在本公司網站主頁按「投資者關係」一項，再在「公司公告」項下選擇並使用Adobe® Reader®開啟或在香港交易所網站瀏覽有關文件。

如閣下欲索取本次或將來公司通訊文件之印刷本，請填妥背頁的申請表格，並以隨附的郵寄標籤寄回，而毋須貼上郵票（如在香港投寄）；否則，請貼上適當的郵票，寄回本公司經本公司H股股份過戶登記處香港中央證券登記有限公司。閣下亦可把已填妥之申請表的掃描副本電郵到cmbchina@computershare.com.hk。

代表

招商銀行股份有限公司

聯席公司秘書

蘭奇 沈施加美

謹啟

(1) 此函件乃向本公司之非登記之股東（指其股份存放於中央結算及交收系統的人士或公司，而他們已經透過香港中央結算有限公司不時向本公司發出通知，希望收到公司通訊）而發出。

2012年4月12日

CMEH-13042012-1(0)

REQUEST FORM 申請表格

To: **China Merchants Bank Co., Ltd. (the “Company”)**
(Stock Code: 03968)
c/o Computershare Hong Kong Investor Services Limited
17M Floor,
Hopewell Centre, 183 Queen’s Road East,
Wanchai, Hong Kong

致：招商銀行股份有限公司 (「本公司」)
(股份代號：03968)
經香港中央證券登記有限公司
香港灣仔皇后大道東183號
合和中心17M樓

I/We would like to receive the Current or Future Corporate Communication(s) of the Company in the manner as indicated below:
本人/我們希望以下列方式收取 貴公司之本次或將來公司通訊文件：

(Please mark **ONLY ONE** “X” of the following boxes)
(請從下列選擇中，僅在其中一個空格內劃上「X」號)

- I/We would like to receive a printed copy in English now.
本人/我們現希望收取一份英文印刷本。
- I/We would like to receive a printed copy in Chinese now.
本人/我們現希望收取一份中文印刷本。
- I/We would like to receive both printed copies in English and Chinese now.
本人/我們現希望同時收取英文及中文印刷本。

Notes 附註：

- This letter is addressed to non-registered shareholders (“Non-registered shareholder” means such person or company whose shares are held in The Central Clearing and Settlement system (CCASS) and who has notified the Company from time to time through Hong Kong Securities Clearing Company Limited that such person or company wishes to receive Corporate Communications).
此函件乃向本公司之非登記之股東（指其股份存放於中央結算及交收系統的人士或公司，而他們已經透過香港中央結算有限公司不時向本公司發出通知，希望收到公司通訊）而發出。
- Corporate Communication(s) refers to any document(s) issued or to be issued by the Company for your information or action, including but not limited to (a) the directors’ report, its annual accounts together with a copy of the auditors’ report; (b) the interim report; (c) a notice of meeting; (d) a listing document; (e) a circular and (f) a proxy form.
公司通訊文件指本公司發出或將予發出以供 閣下參照或採取行動的任何文件，其中包括但不限於：(a)董事會報告、年度賬目連同核數師報告；(b)中期報告；(c)會議通告；(d)上市文件；(e)通函及(f)代表委任表格。
- Please complete all your details clearly.
請 閣下清楚填妥所有資料。
- Any form with more than one box marked (X), with no box marked (X), with no signature or otherwise incorrectly completed will be void.
如在本表格作出超過一項選擇、或未有作出選擇、或未有簽署、或在其他方面填寫不正確，則本表格將會作廢。
- For the avoidance of doubt, we do not accept any special instructions written on this Request Form.
為免存疑，任何在本申請表格上的額外手寫指示，本公司將不予處理。

Name
姓名

Date
日期

(Please use ENGLISH BLOCK LETTERS 請用英文正楷填寫)

Address
地址

(Please use ENGLISH BLOCK LETTERS 請用英文正楷填寫)

Contact telephone number
聯絡電話號碼

Signature
簽名

郵寄標籤 MAILING LABEL

閣下寄回此申請表格時，請將郵寄標籤剪貼於信封上。
如在本港投寄毋須貼上郵票。
Please cut the mailing label and stick this on the envelope
to return this Request Form to us.
No postage stamp necessary if posted in Hong Kong.

香港中央證券登記有限公司
Computershare Hong Kong Investor Services Limited
簡便回郵號碼Freepost No. 37
香港Hong Kong