



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: 3968)

10 September 2008

To the Shareholders

Dear Sir/Madam,

Letter to new shareholders – Election of Language of Corporate Communication

We enclose China Merchants Bank Co., Ltd.'s (the "Company") 2008 Interim Report, which has been prepared in English and Chinese versions.

Pursuant to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited, we are writing to seek your election in relation to the following matters regarding the corporate communication ("Corporate Communication") of China Merchants Bank Co., Ltd. (the "Company") to be despatched in the future.

Corporate Communication includes any document(s) to be issued by us for your information or action, including but not limited to:

- (a) the annual report;
- (b) the interim report;
- (c) a notice of meeting;
- (d) a listing document;
- (e) a circular; and
- (f) a proxy form.

You may choose to receive either:

- (1) a printed English version only; or
- (2) a printed Chinese version only; or
- (3) both the printed English and Chinese versions of the Corporate Communication of the Company prepared in separate English and Chinese versions.

Please cross the appropriate box in the enclosed Reply Form and sign and return the same with the aerogram provided to the Company's H Share Registrar, Computershare Hong Kong Investor Services Limited, Rooms 1806-1807, 18th Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong. Please note that you are entitled to change the choice at any time by reasonable notice in writing to the Company's H Share Registrar.

If we do not receive the Reply Form from you by 30 September 2008 and until you inform the Company's H Share Registrar by reasonable notice in writing, only a printed Chinese version of the Corporate Communication will be sent if you are a shareholder who is a natural person with a Chinese name and has an address in Hong Kong appearing on the H Share Register of Members of the Company. Otherwise, we will only send you a printed English version of the Corporate Communication.

Please note that: (a) both the printed English and Chinese versions of the Corporate Communication will be available from the Company or the Company's H Share Registrar on request; and (b) both the English and Chinese versions of the Corporate Communication will be available, from its date of despatch, on the Company's website at www.cmbchina.com and the website of The Stock Exchange of Hong Kong Limited at www.hkex.com.hk.

Should you have any queries relating to this letter, please contact us during business hours (9:00 a.m. to 6:00 p.m. Monday to Friday, except public holidays) by calling our hotline at (852) 2862 8555.

Yours faithfully,

For and on behalf of

China Merchants Bank Co., Ltd.

Lan Qi Seng Sze Ka Mee, Natalia

Joint Company Secretaries

Reply Form 回條

To: China Merchants Bank Co., Ltd. (the "Company")
c/o Computershare Hong Kong Investor Services Limited
Rooms 1806-1807, 18th 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」）
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18樓1806-1807室

I/We would like to receive the Corporate Communication of the Company as indicated below:

本人／我們希望以下列方式收取本公司之公司通訊：

(Please cross **ONLY ONE** of the following boxes)

(請從下列選擇中，僅在其中一個空格內劃上「X」號)

- to receive the printed **English version** of the Corporate Communication **ONLY**; **OR**
僅收取公司通訊之英文印刷本；或
- to receive the printed **Chinese version** of the Corporate Communication **ONLY**; **OR**
僅收取公司通訊之中文印刷本；或
- to receive both the printed **English and Chinese versions** of the Corporate Communication.
同時收取公司通訊之英、中文印刷本。

Signature:

簽名：_____

Contact telephone number:

聯絡電話號碼：_____

Date:

日期：_____

Notes:

附註：

- Please complete **all** your details clearly.
請 閣下清楚填妥所有資料。
- If the Company does not receive this Reply Form by 30 September 2008, all future Corporate Communication will be sent out in the manner specified in the Company's letter dated 10 September 2008.
若本公司於2008年9月30日仍未收到 閣下的回條，本公司將按2008年9月10日之本公司函件內所述之方式把公司通訊寄予 閣下。
- If your shares are held in joint names, all joint holders or the shareholder whose name stands first on the register of members of the Company in respect of the joint holding should sign on this Reply Form in order to be valid.
如屬聯名股東，則本回條須由所有聯名股東或由該名於本公司股東名冊上就聯名持有股份其姓名位列首位的股東簽署，方為有效。
- The above instruction will apply to all future Corporate Communication to be sent to shareholders of the Company until you notify the Company's H Share Registrar, Computershare Hong Kong Investor Services Limited, Rooms 1806-1807, 18th Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong, otherwise by reasonable notice in writing.
上述指示適用於將來寄發予本公司股東之所有公司通訊，直至 閣下發出合理書面通知予本公司之H股股份過戶登記處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18樓1806-1807室）作選擇為止。
- All future Corporate Communication in both the English and Chinese languages will be available from the Company or the Company's H Share Registrar upon request.
本公司或本公司H股股份過戶登記處將備有所有公司通訊之英、中文印刷本以供索閱。
- The shareholders are entitled to change the choice of language of the Company's Corporate Communication at any time by reasonable notice in writing to the Company's H Share Registrar.
股東有權隨時發出合理書面通知本公司H股股份過戶登記處，要求更改收取公司通訊之語言版本。

請在此摺疊及封口
Please fold and seal here

POSTAGE
WILL BE
PAID BY
LICENSEE
郵費由持
牌人支付

NO POSTAGE
STAMP
NECESSARY IF
POSTED IN
HONG KONG
如在本港投寄
毋須貼上郵票

BUSINESS REPLY SERVICE LICENCE NO.
商業回郵牌號：7001

Computershare Hong Kong Investor Services Limited
Attention: China Merchants Bank Co., Ltd.
Rooms 1806-07, 18th Floor, Hopewell Centre,
183 Queen's Road East,
Wanchai, Hong Kong

