



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)

NOTIFICATION LETTER 通知信函

12 April 2012

Dear Shareholder,

China Merchants Bank Co., Ltd. (the "Company")

– Notice of publication of Annual Report, Circular, Notice of 2011 Annual General Meeting, Proxy Form and Reply Slip ("Current Corporate Communications")

The English and Chinese versions of the Company's Current Corporate Communications are available on the Company's website at www.cmbchina.com and the HKEx's website at www.hkex.com.hk, or the arranged printed form(s) of Current Corporate Communications is enclosed (if applicable). 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.

You may at any time choose to receive free of charge Corporate Communications^(Note) either in printed form, or read the website version; and either in English language version only, Chinese language version only or both language versions, notwithstanding any wish to the contrary you have previously conveyed to the Company. If you want to receive another printed version of the Current Corporate Communications, please complete the reversed Request Form and send it to the Company c/o Computershare Hong Kong Investor Services Limited (the "Company's H Share Registrar"), using the mailing label and need not to affix a stamp when returning (if posted in Hong Kong). Otherwise, please affix an appropriate stamp. The address of the Company's H Share Registrar is 17M Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong. The Request Form may also be downloaded from the Company's website at www.cmbchina.com or the HKEx's website at www.hkex.com.hk.

If you would like to change your choice of language or means of receipt of the Company's Corporate Communications in future, please write to the Company c/o the Company's H Share Registrar or send an email at cmbchina@computershare.com.hk. Even if you have chosen (or are deemed to have consented) to receive all future Corporate Communications via electronic means but for any reason you have difficulty in receiving or gaining access to the Corporate Communications, the Company will promptly upon your request send the Corporate Communications to you in printed form free of charge.

Should you have any queries relating to any of the above matters, please call the Company's telephone hotline at (852) 2862 8688 during business hours from 9:00 a.m. to 6:00 p.m. from Monday to Friday, excluding public holidays.

Yours faithfully,
For and on behalf of
China Merchants Bank Co., Ltd.
Lan Qi Seng Sze Ka Mee, Natalia
Joint Company Secretaries

Note: Corporate Communications refer 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.

各位股東：

招商銀行股份有限公司 (「本公司」)

— 年度報告、通函、二零一一年度股東大會通知、代表委任表格及回覆 (「本次公司通訊文件」) 之發佈通知

本公司的本次公司通訊文件中，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，或按安排附上本次公司通訊文件之印刷本(如適用)。閣下可於本公司網站主頁按「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。

儘管閣下早前曾向本公司作出公司通訊文件(附註)收取方式或語言版本的選擇，但仍可以隨時更改有關選擇，轉為以網上方式收取或只收取英文印刷本，或只收取中文印刷本；或同時收取中、英文印刷本，費用全免。如閣下欲收取本次公司通訊文件之另一語言印刷本，請閣下填妥背頁的申請表格，並以隨附之郵寄標籤寄回，而毋須貼上郵票(如在香港投寄)；否則，請貼上適當的郵票。申請表格請寄回本公司經香港中央證券登記有限公司(「本公司H股股份過戶登記處」)，地址為香港灣仔皇后大道東183號合和中心17M樓。申請表格亦可於本公司網站(www.cmbchina.com)或香港交易所網站(www.hkex.com.hk)內下載。

如閣下欲更改所選擇的公司通訊語言版本或收取方式，請以書面方式送交到本公司經本公司H股股份過戶登記處或以電郵方式發送至 cmbchina@computershare.com.hk，以更改閣下日後收取公司通訊文件之語言版本或收取途徑之選擇。如股東已選擇以電子途徑收取日後公司通訊文件(或被視為已同意以網上方式收取)但因任何理由未能閱覽載於網站的公司通訊文件，股東只要提出要求，我們將盡快向閣下寄上所要求的有關文件的印刷版本，費用全免。

如對本函內容有任何疑問，請致電本公司電話熱線(852) 2862 8688，辦公時間為星期一至五(公眾假期除外)上午9時正至下午6時正。

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

2012年4月12日

附註：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。

CMEH-13042012-1(7)

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 have already received a printed copy of the Current Corporate Communications in Chinese/English or have chosen (or are deemed to have consented) to read the Current Corporate Communications posted on the Company's website, I/We would like to receive another printed version of the Current Corporate Communications of the Company as indicated below:

本人/我們已收取本次公司通訊文件之中文/英文印刷本或已選擇（或被視為已同意）瀏覽本公司網站所登載之本次公司通訊文件，但現在希望以下列方式收取本次公司通訊文件之另一語言印刷本：

(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/我們現在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/我們現在希望收取一份中文印刷本。
- I/We would like to receive both the printed English and Chinese copies now.
本人/我們現在希望同時收取英文和中文各一份印刷本。

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

Notes 附註：

- Please complete all your details clearly.
請 閣下清楚填妥所有資料。
- If your shares are held in joint names, the shareholder whose name stands first on the register of members of the Company in respect of the joint holding should sign on this Request Form in order to be valid.
如屬聯名股東，則本申請表格須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。
- 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。

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