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## FUTURE PLANS AND USE OF PROCEEDS

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### OUR FUTURE PLANS AND PROSPECTS

See “Business – Our Strategies” for a detailed description of our future plans and strategies.

### USE OF PROCEEDS

- Assuming an Offer Price of HK\$2.89, being the low-end of the proposed Offer Price range, we estimate that the net proceeds of the Global Offering accruing to us (after deduction of underwriting commissions and estimated expenses payable by us in relation to the Global Offering) and the net proceeds from the sale of H shares by the Selling Shareholders in the Global Offering to be approximately HK\$7,695.1 million and HK\$786.4 million, respectively, if the Over-allotment Option is not exercised; or approximately HK\$8,860.4 million and HK\$904.3 million, respectively, if the Over-allotment Option is exercised in full.
- Assuming an Offer Price of HK\$3.11, being the mid-point of the proposed Offer Price range of HK\$2.89 to HK\$3.33, we estimate that the net proceeds of the Global Offering accruing to us (after deduction of underwriting commissions and estimated expenses payable by us in relation to the Global Offering) and the net proceeds from the sale of H shares by the Selling Shareholders in the Global Offering to be approximately HK\$8,286.5 million and HK\$846.2 million, respectively, if the Over-allotment Option is not exercised; or to be approximately HK\$9,540.5 million and HK\$973.2 million, respectively, if the Over-allotment Option is exercised in full.
- Assuming an Offer Price of HK\$3.33, being the high-end of the proposed Offer Price range, we estimate that the net proceeds of the Global Offering accruing to us (after deduction of underwriting commissions and estimated expenses payable by us in relation to the Global Offering) and the net proceeds from the sale of H shares by the Selling Shareholders in the Global Offering to be approximately HK\$8,877.9 million and HK\$906.1 million, respectively, if the Over-allotment Option is not exercised; or to be approximately HK\$10,220.7 million and HK\$1,042.0 million, respectively, if the Over-allotment Option is exercised in full.

In each of the above scenarios, we will not receive any of the proceeds from the sale of the Sale Shares by the Selling Shareholders in the Global Offering. See “Share Capital – Transfer of Shares to the NSSF”.

We expect to use the net proceeds from the Global Offering to strengthen our capital base to support the on-going growth of our business.