
USE OF PROCEEDS AND REASONS FOR THE LISTING

USE OF PROCEEDS

The net proceeds of the Share Offer (after deduction of underwriting fees and estimated expenses payable by the Company in relation to the Share Offer, assuming the Over-allotment Option is not exercised and assuming a price of HK\$79.30 per Share, being the Hong Kong dollar equivalent of the closing price of the Shares on the London Stock Exchange on the Latest Practicable Date) are estimated to be approximately HK\$2,268 million (U.S.\$291 million) (or if the Over-allotment Option is exercised in full, are estimated to be approximately HK\$2,619 million (U.S.\$336 million)).

The net proceeds from the Share Offer will be used to support ongoing growth of the Group (as described on page 59) and may be applied in active capital management (as described on page 60), which could include repurchases of capital related securities.

REASONS FOR THE LISTING

The purpose of seeking a dual primary listing of the Shares on the Hong Kong Stock Exchange is to:

- demonstrate further the Group's commitment to Hong Kong and China;
- raise the Group's profile further in its largest single market, Hong Kong; and
- enable the Group to expand its investor base.