

FUTURE PLANS AND USE OF PROCEEDS FROM THE GLOBAL OFFERING

Future Plans

See the section headed "Business — Our Strategies" for a detailed description of our future plans.

Use of Proceeds from the Global Offering

We estimate that we will receive net proceeds from the Global Offering ranging from (i) approximately HK\$9,659 million (RMB7,874 million) (assuming an Offer Price of HK\$28.20 per H Share, the low end of the estimated offer price range), to (ii) approximately HK\$10,726 million (RMB8,744 million) (assuming an Offer Price of HK\$31.27 per H Share, the mid-point of the estimated offer price range) and to (iii) approximately HK\$11,789 million (RMB9,611 million) (assuming an Offer Price of HK\$34.33 per H Share, the high end of the estimated offer price range), in each case, after deducting the estimated underwriting fees and other expenses payable by us in the Global Offering and assuming the H Share Over-Allotment Option is not exercised.

To the extent the H Share Over-Allotment Option is fully exercised, we estimate that we will receive additional net proceeds from the Global Offering ranging from (i) approximately HK\$1,469 million (RMB1,197 million) (assuming an Offer Price of HK\$28.20 per H Share, the low end of the estimated offer price range), to (ii) approximately HK\$1,629 million (RMB1,328 million) (assuming an Offer Price of HK\$31.27 per H Share, the mid-point of the estimated offer price range) and to (iii) approximately HK\$1,788 million (RMB1,458 million) (assuming an Offer Price of HK\$34.33 per H Share, the high end of the estimated offer price range), in each case, after deducting the estimated underwriting fees and other expenses payable by us in the Global Offering.

We intend to use these net proceeds for strengthening our capital base to support our business growth.

Before we obtain necessary approvals from relevant PRC regulatory authorities, we are not permitted to convert the net proceeds from the Global Offering into onshore Renminbi.

The net proceeds from the Global Offering received by us in U.S. dollars and Hong Kong dollars will be accounted for in our financial statements in Renminbi at the exchange rate published by the PBC in effect at the time the net proceeds are received.

In the event there is to be a material modification to the use of proceeds as described above, we will issue an announcement of the change.