

## FUTURE PLANS AND USE OF PROCEEDS

### FUTURE PLANS

We intend to grow our business by continuing to focus on the development and sale of upscale residential properties in the Pearl River Delta and the Yangtze River Delta regions while expanding into new cities within these regions through our established brands such as our “水榭” (Water Flower) brand and “萊蒙” (Top Spring) brand in the near term. Our long-term strategy focuses on the development of urban mixed-use communities through leveraging on our indepth understanding of this segment in the PRC real estate market as well as our experience and proven track record in developing urban mixed-use communities such as Changzhou Landmark. Our vision is to develop and operate the best urban mixed-use communities in China. We will continue to develop and retain the prime locations of our high quality retail properties, generating more recurring revenue while capturing the long-term capital appreciation of these properties. For details, please see the section headed “Business — Our Strategies” in this prospectus.

### USE OF PROCEEDS

We estimate that we will receive net proceeds from the Global Offering of approximately HK\$1,646.7 million, after deducting the underwriting fees and expenses payable by us in the Global Offering, and assuming the Over-allotment Option is not exercised and an Offer Price of HK\$7.17 per Share, being the mid-point of the Offer Price range stated in this prospectus. We intend to use these net proceeds for the following purposes:

- approximately 90%, or HK\$1,482.0 million, of net proceeds will be used for payment to acquire new projects for development in the PRC; and
- approximately 10%, or HK\$164.7 million, of net proceeds will be used for general corporate and working capital purposes.

If the Offer Price is fixed at the highest point of the Offer Price range, we estimate that the aggregate net proceeds we will receive from the Global Offering will be approximately HK\$1,872.5 million, assuming that the Over-allotment is not exercised. If the Offer Price is fixed at the lowest point of the Offer Price range, we estimate that the aggregate net proceeds we will receive from the Global Offering will be approximately HK\$1,420.9 million, assuming that the Over-allotment is not exercised. The above allocation of the net proceeds between acquisition of new projects for development and general and corporate working capital purposes will be adjusted on a pro-rata basis in the event that the Offer Price is fixed at a higher or lower level compared to the mid-point of the proposed Offer Price range.

In the event the Over-allotment Option is exercised in full, we estimate that we would receive additional net proceeds of approximately HK\$259.6 million, assuming an Offer Price of HK\$7.17 per Share, being the mid-point of the Offer Price range stated in this prospectus. The additional net proceeds received from the exercise of the Over-allotment Option will be applied pro rata for the above mentioned purposes.

To the extent the net proceeds are not immediately applied to the above purposes and to the extent permitted by applicable laws and regulations, we intend to deposit the net proceeds into short-term demand deposits and/or invest them in interest-bearing government securities under the name of our Company or our wholly-owned subsidiaries. Our Directors confirm that we had not entered into any agreement nor do we have any definite plans in relation to any potential acquisition of new projects as at the Latest Practicable Date other than as disclosed in the section headed “Business — Our Property Projects — Description of Our Projects” in this prospectus.