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## FUTURE PLANS AND USE OF PROCEEDS

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### FUTURE PLANS

Please see the section headed “Business — Our Strategies” of this prospectus for a detailed description of our future plans.

### USE OF PROCEEDS

We estimate that the aggregate net proceeds to our Company (after deducting underwriting fees and estimated expenses) from the Global Offering, assuming an Offer Price of approximately HK\$4.55 per Share, being the mid-point of the indicative range of the Offer Price of HK\$4.10 to HK\$5.00 per Share, will be approximately HK\$1,439.3 million.

We intend to use the net proceeds we receive from the Global Offering as follows:

- approximately 30% of our total estimated net proceeds (or approximately HK\$431.8 million) will be used to continue expanding our business operations and enhancing our marketing, promotion and sales capabilities by (i) hiring additional qualified and professional staff and expanding our hospital coverage and geographic reach; (ii) purchasing office space and expanding our regulatory, marketing and sales teams in Beijing in order to allow us to deal more efficiently with PRC regulatory authorities and international pharmaceutical and medical device companies; (iii) purchasing office space and expanding our marketing and sales teams in Guangzhou, a major business centre in China; and (iv) establishing training and conference centres in selected regions (such as Shanghai, headquarters for our management and marketing functions) in order to allow us to conduct trainings, seminars and other marketing events and enhance our corporate image and branding;
- approximately 15% of our total estimated net proceeds (or approximately HK\$215.9 million) will be used to upgrade existing, and construct new, warehousing and logistics facilities in Hubei Province to increase our warehousing capacity and improve our operational efficiency;
- approximately 5% of our total estimated net proceeds (or approximately HK\$72.0 million) will be used to change, improve or upgrade both hardware and software of our information management systems in order to improve our management and control of our promotion network and business operations;
- approximately 25% of our total estimated net proceeds (or approximately HK\$359.8 million) will be used to enlarge our product portfolio by (i) selectively acquiring minority equity stakes in overseas pharmaceutical and medical device suppliers with attractive products to enhance our business relationships with these suppliers; (ii) acquiring the exclusive rights to market, promote and sell additional selected pharmaceutical products and medical devices in China. As at the Latest Practicable Date, no negotiations for any acquisitions of equity stakes are close to materialisation;
- approximately 15% of our total estimated net proceeds (or approximately HK\$215.9 million) will be used to fund purchases of imported pharmaceutical products and medical devices from overseas suppliers to meet the increasing demand for our products; and
- approximately 10% of our total estimated net proceeds (or approximately HK\$143.9 million) will be used for our working capital and other general corporate purpose.

To the extent that the net proceeds of the Global Offering we receive are not immediately required for the above purposes, we presently intend that such proceeds be placed in cash and on short-term deposits with licenced banks or financial institutions and/or invested into money market instruments in Hong Kong and/or the PRC.

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In the event that the Offer Price is finally determined at the high-end of the indicative price range of the Offer Price, the estimated net proceeds to our Company from the Global Offering will be approximately HK\$1,584.3 million. Our Directors intend to apply such additional net proceeds in the same proportions as set out above.

In the event that the Offer Price is finally determined at the low-end of the indicative offer price range, the estimated net proceeds to our Company from the Global Offering will be approximately HK\$1,294.2 million. Our Directors intend to apply the reduced net proceeds in the same proportions as set out above.

We will not receive any of the proceeds from the sale of Shares by the Option Grantor under the Over-allotment Option (if exercised) in the Global Offering. The Option Grantor estimates that it will receive net proceeds from the Global Offering of approximately HK\$220.7 million, assuming that the Over-allotment Option is exercised in full, after deducting the estimated underwriting commissions and expenses payable by it in the Global Offering and assuming an Offer Price of HK\$4.55 per Share, being the midpoint of the indicative range of the Offer Price set out in this prospectus.